



**FINANCE COMMITTEE AGENDA
Room 400, Government Center**

Tuesday, March 7, 2006

4:00 p.m.

1. Roll Call
2. Approval of Minutes: February 7, 2006
January 17, 2006 (Stand-up 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 February 28, 2006
 - b) General Report
 - c) Other
 - B. Robert Kahman, Supervisor of Assessments
 - 1) Items to be Presented for Information:
 - a) 2005 Year End Report 1-6
 - b) General Report
 - c) Other
 - C. Don Lee, Director, Nursing Home
 - 1) Items to be Presented for Information:
 - a) Monthly Reports 7-9
 - b) General Report
 - c) Other
 - D. Robert Keller, Health Department Administrator
 - 1) Items to be Presented for Action:
 - a) Request Approval of a Budget Amendment for Grant Fund 0106, Provision for Improved Parking Lot Monitoring for the 200 W. Front Street Building 10-12

- b) Request Approval of a Resolution
Amending the Fiscal Year 2006 McLean County
Full-Time Equivalent Position Resolution
Associated with an Ordinance to Amend the
Fiscal Year 2006 McLean County Combined
Appropriation and Budget Ordinance for
Fund 0106 13
- 2) Items to be Presented for Information:
 - a) General Report
 - b) Other

- E. Lee Newcom, County Recorder
 - 1) Items to be Presented for Information:
 - a) General Report 14-39
 - b) Other

- F. John M. Zeunik, County Administrator
 - 1) Items to be Presented for Action:
 - a) Request Approval of CDAP
Revolving Loan Application 40-114
 - b) EXECUTIVE SESSION:
Collective Bargaining
 - 2) Items to be Presented for Information:
 - a) General Report
 - b) Other

- 4. Recommend Payment of Bills and Transfers, if any, to County Board

- 5. Adjournment

Memo

To: Finance Committee Members
From: Robert T. Kahman *RTH*
CC: file
Date: February 28, 2006
Re: 2005 Assessment Year Wrap Up

The 2005 assessment year has been brought to a close in the Supervisor of Assessments Office. The following reports are presented to summarize some of the activities and provide bench marks:

1. Assessment Status Report – This is a working report in my office. We use it to follow the major milestones for each township.
2. Publication Date – This report compares the date of publication of each townships assessment roll from year to year. It is sorted by the date of publication in the prior year. We lost 6 weeks publication time from last year. This is mostly due to our conversion to digital mapping. We should recover some or all of the time this year. The publication report is crucial to monitoring the timeliness of our new single bill tax system.
3. BOR Complaints – This report tracks the annual volume of work for the McLean County Board of Review. Quadrennial reassessment years typically see the highest volume of complaints. Our next "Quad" year is 2007.
4. Parcels – This simple little chart demonstrates our sustained growth. Comparing back to the previous chart we can conclude that the number of complaints is not linearly related to the growth of the County. I like to think that complaints have not risen with growth because at the township and county level we are providing a better product each year.
5. EAV Change – This report is used to track the change in assessed value for each township. The final 2004, tentative and final 2005 EAV's are listed on the bottom of the report. EAV has grown by 5.06% over 2004. The final abstract was certified to the County Clerk on February 10th and mailed to the Department of Revenue on February 23rd.

On Friday, February 24th the Supervisor of Assessments Office rolled to 2006. When I arrived here in 1998 we had not begun holding the 1997 hearings. The improvement and advancement in the tax cycle is a testament to the dedicated staff of all the tax cycle offices. In particular I would like to thank Mr. Zeunik and Mr. Nelson for giving us the tools and support to be successful.

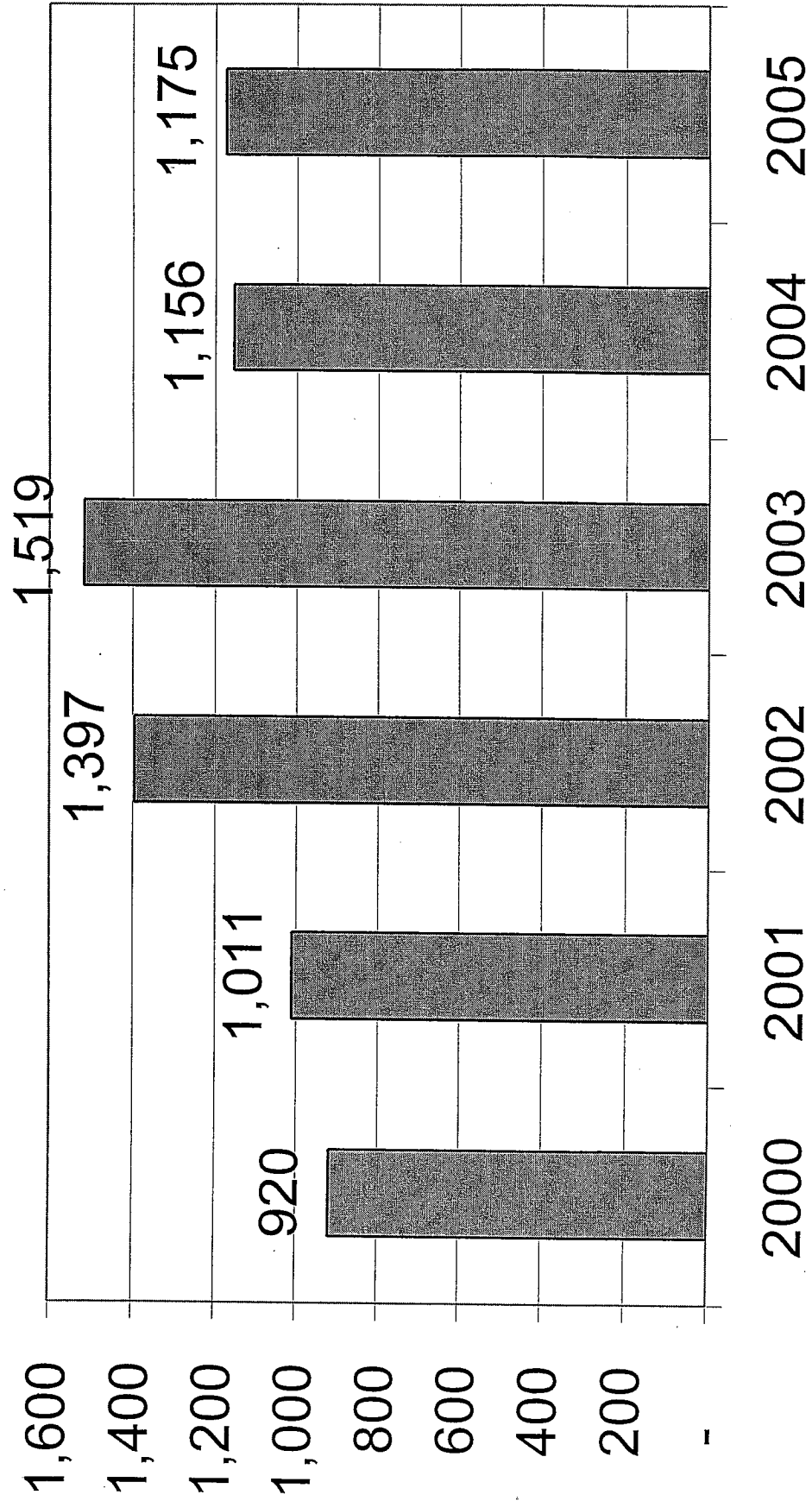
Assessment Status Report

Township	Book to		To		To		Newspaper	Date of		Final	2004		2005		Complaints		Books	
	S/A	Printer	Publisher	Publisher	Publication	Filing Date		Factor	Factor		Filed	Closed						
Allin	10/10/05	11/10/05	11/11/05	11/11/05	11/16/05	12/16/05	Pantagraph	11/16/05	12/16/05	1.0000	1.0341	6	1/27/2006					
Anchor	10/24/05	11/25/05	11/25/05	11/25/05	12/01/05	01/03/06	Ridgeview Review	12/01/05	01/03/06	1.0322	1.0491	2	1/27/2006					
Arrowsmith	07/25/05	10/05/05	10/04/05	10/04/05	10/11/05	11/10/05	Pantagraph	10/11/05	11/10/05	1.1189	1.0000	5	1/27/2006					
Bellflower	08/31/05	10/05/05	10/05/05	10/05/05	10/12/05	11/14/05	LeRoy Journal	10/12/05	11/14/05	1.0000	1.0000	1	1/27/2006					
Bloomington	09/12/05	11/10/05	11/11/05	11/11/05	11/16/05	12/16/05	Pantagraph	11/16/05	12/16/05	1.0000	1.0128	40	1/27/2006					
Blue Mound	08/08/05	08/25/05	08/25/05	08/25/05	09/01/05	10/03/05	Ridgeview Review	09/01/05	10/03/05	1.0704	1.1040	32	1/27/2006					
Cheney's Grove	09/02/05	10/10/05	10/10/05	10/10/05	10/13/05	11/14/05	Ridgeview Review	10/13/05	11/14/05	1.0417	1.0000	13	1/27/2006					
Chenoca	09/26/05	11/25/05	11/25/05	11/25/05	12/01/05	01/03/06	Chenoca Town Crier	12/01/05	01/03/06	1.0000	1.0297	7	1/27/2006					
City	10/24/05	11/11/05	11/11/05	11/11/05	11/16/05	12/16/05	Pantagraph	11/16/05	12/16/05	1.0406	1.0300	333	1/27/2006					
Cropsey	10/24/05	11/25/05	11/25/05	11/25/05	12/01/05	01/03/06	Ridgeview Review	12/01/05	01/03/06	1.0000	1.1033	2	1/27/2006					
Dale	10/17/05	11/10/05	11/11/05	11/11/05	11/16/05	12/16/05	Pantagraph	11/16/05	12/16/05	1.0514	1.0158	16	1/27/2006					
Darvers	09/30/05	11/15/05	11/15/05	11/15/05	11/24/05	12/27/05	Quill	11/24/05	12/27/05	1.0420	1.0044	5	1/27/2006					
Dawson	09/13/05	10/07/05	10/07/05	10/07/05	10/13/05	11/14/05	Pantagraph	10/13/05	11/14/05	1.1189	1.0732	21	1/27/2006					
Downs	08/29/05	09/01/05	09/01/05	09/01/05	09/07/05	10/07/05	Pantagraph	09/07/05	10/07/05	1.0498	1.0000	7	1/27/2006					
Dry Grove	10/24/05	11/10/05	11/10/05	11/10/05	11/17/05	12/19/05	Quill	11/17/05	12/19/05	1.0729	1.0000	14	1/27/2006					
Empire	11/17/05	11/28/05	11/28/05	11/28/05	11/30/05	12/30/05	LeRoy Journal	11/30/05	12/30/05	1.0286	1.0210	26	1/27/2006					
Funk's Grove	11/28/05	11/28/05	11/28/05	11/28/05	12/01/05	01/03/06	Heyworth Star	12/01/05	01/03/06	1.0000	1.0000	8	1/27/2006					
Gridley	10/40/05	11/08/05	11/08/05	11/08/05	11/10/05	12/12/05	Gridley Village Times	11/10/05	12/12/05	1.0432	1.0590	30	1/27/2006					
Hudson	09/12/05	10/17/05	10/17/05	10/17/05	10/20/05	11/21/05	Quill	10/20/05	11/21/05	1.0248	1.0603	43	1/27/2006					
Lawndale	10/25/05	11/25/05	11/25/05	11/25/05	12/01/05	01/03/06	Ridgeview Review	12/01/05	01/03/06	1.0450	1.0157	0	1/27/2006					
Lexington	10/06/05	11/25/05	11/25/05	11/25/05	12/01/05	01/03/06	Lexingtonian	12/01/05	01/03/06	1.0405	1.0315	9	1/27/2006					
Martin	08/05/05	08/24/05	08/24/05	08/24/05	09/01/05	10/03/05	Ridgeview Review	09/01/05	10/03/05	1.0000	1.0000	3	1/27/2006					
Money Creek	10/05/05	11/18/05	11/18/05	11/18/05	11/24/05	12/27/05	Lexingtonian	11/24/05	12/27/05	1.0057	1.0815	18	1/27/2006					
Mount Hope	11/28/05	11/28/05	11/28/05	11/28/05	12/01/05	01/03/06	Heyworth Star	12/01/05	01/03/06	1.0151	1.0277	19	1/27/2006					
Normal	08/31/05	09/20/05	09/20/05	09/20/05	09/29/05	10/31/05	Normalite	09/29/05	10/31/05	1.0122	1.0422	420	1/27/2006					
Old Town	09/14/05	10/12/05	10/12/05	10/12/05	10/19/05	11/18/05	Pantagraph	10/19/05	11/18/05	1.0432	1.0327	26	1/27/2006					
Randolph	07/05/05	10/11/05	10/11/05	10/11/05	10/20/05	11/21/05	Heyworth Star	10/20/05	11/21/05	1.0400	1.0073	17	1/27/2006					
Towanda	09/19/05	10/20/05	10/20/05	10/20/05	10/26/05	11/28/05	Pantagraph	10/26/05	11/28/05	1.0361	1.0350	26	1/27/2006					
West	08/29/05	09/02/05	09/02/05	09/02/05	09/07/05	10/07/05	LeRoy Journal	09/07/05	10/07/05	1.1160	1.1036	4	1/27/2006					
White Oak	08/30/05	09/29/05	09/29/05	09/29/05	10/06/05	11/07/05	Quill	10/06/05	11/07/05	1.0538	1.0731	17	1/27/2006					
Yates	10/25/05	11/25/05	11/25/05	11/25/05	12/01/05	01/03/06	Chenoca Town Crier	12/01/05	01/03/06	1.0377	1.0319	5	1/27/2006					
															1175			

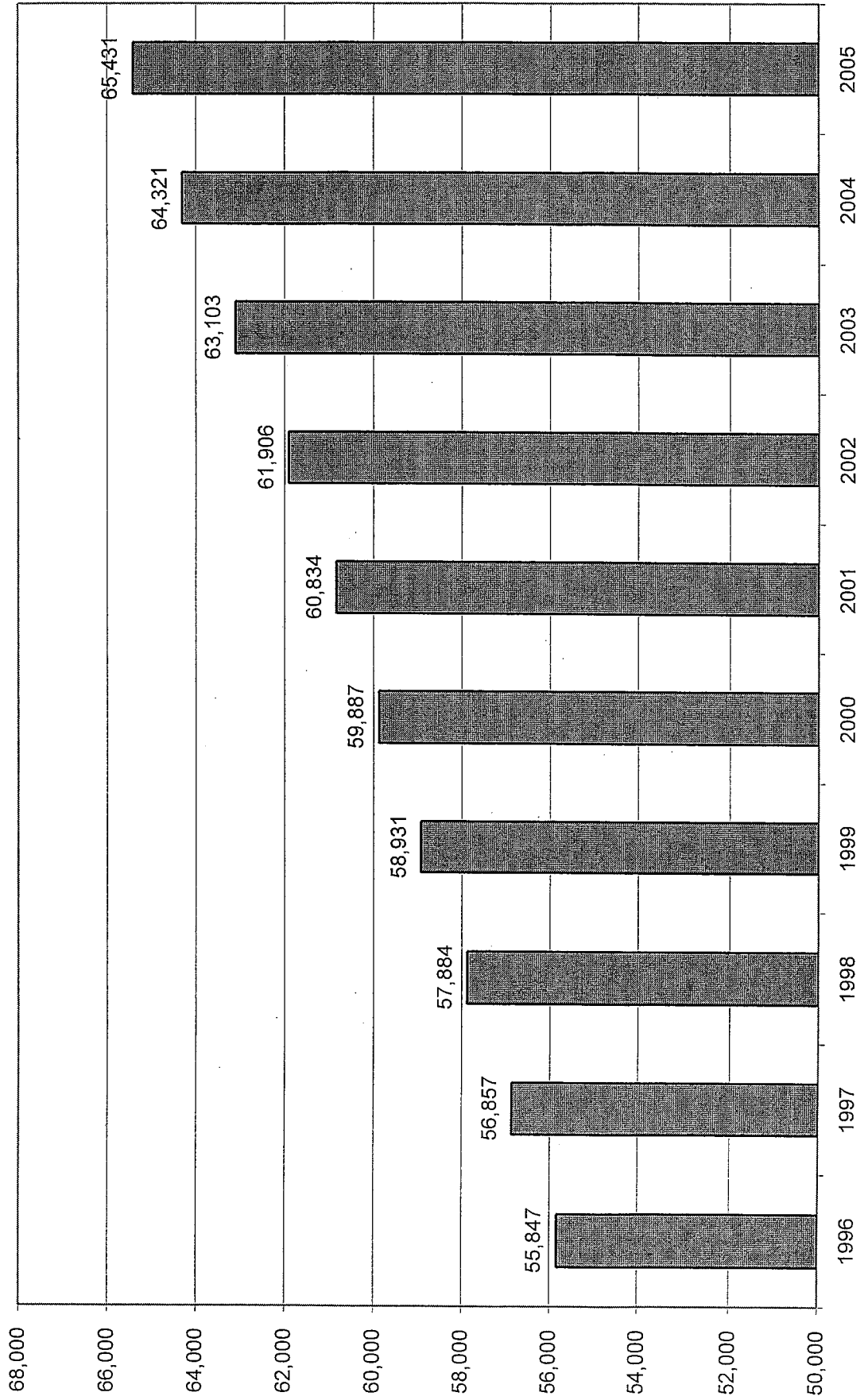
***Publication Date
Current vs Prior Year***

Median Pub Date	10/07/04	11/16/05
	Date of	Date of
Township	2004 Publication	2005 Publication
Anchor	09/02/04	12/01/05
Blue Mound	09/02/04	09/01/05
Cropsey	09/02/04	12/01/05
Hudson	09/02/04	10/20/05
Lawndale	09/02/04	12/01/05
Martin	09/02/04	09/01/05
Yates	09/02/04	12/01/05
Normal	09/16/04	09/29/05
Allin	09/22/04	11/16/05
Arrowsmith	09/22/04	10/11/05
Dawson	09/22/04	10/13/05
Downs	09/22/04	09/07/05
Old Town	09/29/04	10/19/05
White Oak	09/30/04	10/06/05
West	10/06/04	09/07/05
Danvers	10/07/04	11/24/05
Chenoa	10/21/04	12/01/05
Gridley	10/21/04	11/10/05
Lexington	10/21/04	12/01/05
Money Creek	10/21/04	11/24/05
Towanda	10/21/04	10/26/05
Bellflower	10/27/04	10/12/05
Dale	10/27/04	11/16/05
Empire	10/27/04	11/30/05
Randolph	10/27/04	10/20/05
Cheney's Grove	10/28/04	10/13/05
Funk's Grove	11/03/04	12/01/05
Mount Hope	11/03/04	12/01/05
Dry Grove	11/04/04	11/17/05
City	11/20/04	11/16/05
Bloomington	11/22/04	11/16/05

BOR Total Complaints
(2003 was a quad year)



PARCELS



EAV Change Current vs Prior Year

Township	2004 FINAL	2005 Tentative		% change by		% change at	
		value	value	MULTIPLIER	the ASSR +	the BOR	BOR
Allin	\$17,630,409	\$17,601,143	99.83%	\$17,578,319	-0.13%	(\$22,824)	
Anchor	\$9,214,830	\$8,951,418	97.14%	\$8,933,508	-0.20%	(\$17,910)	
Arrowsmith	\$12,033,785	\$11,670,293	96.98%	\$11,518,429	-1.30%	(\$151,864)	
Bellflower	\$15,791,199	\$15,163,901	96.03%	\$15,167,736	0.03%	\$3,835	
Bloomington	\$253,056,852	\$253,451,350	100.16%	\$252,632,943	-0.32%	(\$818,407)	
Blue Mound	\$12,847,617	\$13,160,877	102.44%	\$12,963,527	-1.50%	(\$197,350)	
Cheney's Grove	\$15,687,750	\$15,458,030	98.54%	\$15,490,464	0.21%	\$32,434	
Chenoa	\$30,373,080	\$31,134,038	102.51%	\$31,071,654	-0.20%	(\$62,384)	
City	\$1,346,375,322	\$1,440,917,999	107.02%	\$1,431,605,997	-0.65%	(\$9,312,002)	
Cropsey	\$4,770,351	\$4,802,259	100.67%	\$4,684,706	-2.45%	(\$117,553)	
Dale	\$35,406,199	\$36,326,679	102.60%	\$36,233,372	-0.26%	(\$93,307)	
Danvers	\$34,684,998	\$34,967,564	100.81%	\$34,909,239	-0.17%	(\$58,325)	
Dawson	\$16,158,582	\$16,729,336	103.53%	\$16,567,903	-0.96%	(\$161,433)	
Downs	\$27,868,921	\$27,411,908	98.36%	\$27,434,088	0.08%	\$22,180	
Dry Grove	\$59,046,518	\$59,161,913	100.20%	\$58,644,295	-0.87%	(\$517,618)	
Empire	\$69,432,837	\$72,037,377	103.75%	\$71,397,517	-0.89%	(\$639,860)	
Funk's Grove	\$13,164,863	\$12,668,531	96.23%	\$12,481,882	-1.47%	(\$186,649)	
Gridley	\$37,701,181	\$39,221,064	104.03%	\$39,070,292	-0.38%	(\$150,772)	
Hudson	\$52,594,793	\$57,204,749	108.77%	\$57,077,773	-0.22%	(\$126,976)	
Lawndale	\$7,586,010	\$7,170,623	94.52%	\$7,170,623	0.00%	\$0	
Lexington	\$43,603,042	\$45,072,996	103.37%	\$45,020,096	-0.12%	(\$52,900)	
Martin	\$20,268,127	\$20,152,926	99.43%	\$20,137,110	-0.08%	(\$15,816)	
Money Creek	\$41,490,750	\$44,638,409	107.59%	\$44,399,142	-0.54%	(\$239,267)	
Mount Hope	\$23,623,273	\$23,477,719	99.38%	\$23,665,918	0.80%	\$188,199	
Normal	\$667,945,628	\$720,405,567	107.85%	\$720,281,849	-0.02%	(\$123,718)	
Old Town	\$71,713,031	\$77,031,916	107.42%	\$77,035,992	0.01%	\$4,076	
Randolph	\$69,620,931	\$71,479,371	102.67%	\$71,203,140	-0.39%	(\$276,231)	
Towanda	\$23,375,622	\$23,905,606	102.27%	\$23,925,089	0.08%	\$19,483	
West	\$11,211,253	\$10,815,832	96.47%	\$10,803,595	-0.11%	(\$12,237)	
White Oak	\$15,149,251	\$16,180,616	106.81%	\$16,118,004	-0.39%	(\$62,612)	
Yates	\$8,508,125	\$8,411,247	98.86%	\$8,099,256	-3.71%	(\$311,991)	
TOTAL	\$3,067,935,130	\$3,236,783,257	105.50%	\$3,223,323,458	99.58%	(\$13,459,799)	

McLEAN COUNTY NURSING HOME

ACCRUED EXPENDITURE

Prt Date February 27, 2006

	2006 BUDGET	2006 MONTHLY ALLOC	JAN,2006 ACCRUED EXPENSE	YTD ALLOC	ADJUSTED YTD EXPENSE	REMAINING BUDGET	YTD VARIANCE AMOUNT	PER CENT OF BUDGET SPENT	PROJECTED EXPENSE 12/31/05
SALARIES	3,335,996	283,331	307,125	283,313	307,125	3,028,871	3,028,871	9.21%	3,616,144
IMRF	286,229	24,310	26,351	24,310	26,351	259,878	2,041	9.21%	310,265
MED/LIFE	384,300	12,256	32,639	32,639	32,639	351,661	0	8.49%	384,300
SOC/SEC	255,204	21,675	23,495	21,675	23,495	231,709	1,820	9.21%	276,635
VAC LIAB	30,000	2,548	2,548	2,548	2,548	27,452	0	8.49%	30,000
SELLBACK	0	0	0	0	0	0	0	0.00%	#DIV/0!
PERSONNEL	4,291,729	344,119	392,158	364,485	392,158	3,899,571	27,673	9.14%	4,617,344
COMMODITIES	691,894	58,764	34,772	58,764	34,772	657,122	(23,991)	5.03%	409,415
CONTRACTUAL	1,377,186	115,710	114,427	116,966	114,427	1,262,759	(2,539)	8.31%	1,347,291
CAPITAL	188,770	16,287	649	16,287	649	188,121	(15,638)	0.34%	7,641
GRAND TOTAL	6,549,580	534,880	542,007	556,502	542,007	6,007,573	(14,496)	8.28%	6,381,692

McLEAN COUNTY NURSING HOME

ACCRUED REVENUE

Prt Date February 27, 2006

	2006 BUDGET	2006 MONTHLY ALLOC	JAN,2006 ACCRUED REVENUE	YTD ALLOC	ADJUSTED YTD REVENUE	REMAINING BUDGET	YTD VARIANCE AMOUNT	OF BUDGET SPENT	PROJECTED REVENUE 12/31/05
MEDICARE REVENUE	775,400	65,856	54,140	65,856	54,140	721,260	(11,716)	6.98%	637,456
IDPA REVENUE	2,581,280	219,232	298,949	219,232	298,949	2,282,331	79,717	11.58%	3,519,882
SCHOOLING REIMB	0	0	0	0	0	0	0	#DIV/0!	0
JDC LAUNDRY	7,100	603	575	603	575	6,525	(28)	8.10%	6,769
JDC FOOD	31,501	2,675	2,490	2,675	2,490	29,011	(185)	7.90%	29,318
MEALS	500	42	36	42	36	464	(6)	7.20%	424
PVT PAY REVENUE	1,862,960	158,224	143,409	158,224	143,409	1,719,551	(14,815)	7.70%	1,688,527
UNCLASS	7,300	620	125	620	125	7,175	(495)	1.71%	1,472
INTEREST EARNED	41,604	3,533	(14,750)	3,533	(14,750)	56,354	(18,283)	-35.45%	(173,668)
SALE OF ASSETS	0	0	0	0	0	0	0	#DIV/0!	0
TRANSFER IN	424,373	36,043	50,789	36,043	50,789	373,584	14,746	11.97%	597,995
TELEPHONE REIMB	0	0	1,050	0	1,050	(1,050)	1,050	#DIV/0!	12,363
TOTAL ACC REVENUE	5,732,018	486,829	536,813	486,829	536,813	5,195,205	49,984	9.37%	6,320,538
TOTAL ACC REVENUE	5,732,018	486,829	536,813	486,829	536,813	5,195,205	49,984	9.37%	6,320,538
LESS ACCRUED EXPENSE	(6,549,580)	(534,880)	(542,007)	(556,502)	(542,007)	(6,007,573)	14,496	8.28%	(6,381,692)
ACC REV - (ACC EXP)	(817,562)	(48,051)	(5,194)	(69,673)	(5,194)	(812,368)	64,480		(61,154)
PLUS CAP EXP	0	16,287	649	16,287	649	188,121	(15,638)		7,641
ACC BALANCE	(817,562)	(31,764)	(4,545)	(53,386)	(4,545)	(624,247)	48,841		(53,512)

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	38.81	98.71	145.13	2.32	147.45	2.55
FEBRUARY						0.00	150.00
MARCH						0.00	150.00
APRIL						0.00	150.00
MAY						0.00	150.00
JUNE						0.00	150.00
JULY						0.00	150.00
AUGUST						0.00	150.00
SEPTEMBER						0.00	150.00
OCTOBER						0.00	150.00
NOVEMBER						0.00	150.00
DECEMBER						0.00	150.00

YTD AVERAGE 7.61 38.81 98.71 145.13 2.32 12.29 137.71
 % OF CAPACITY 5.08% 25.87% 65.81% 96.75% 1.55% 8.19% 91.81%

Memorandum

To: Honorable Members Mclean County Board Finance Committee

From: Robert J. Keller, Director 

Date: February 22, 2006

Re: Parking Lot Attendant Increase for Health Department Building Parking Lot.

Planned events for the Cellular One Coliseum are scheduled to begin on March 31st. The Health Department has been engaged in discussions with the County Administrator's Office and the County's Facilities Manager about the impact of those events on the operation of the McLean County Health Department. One impact of the opening of that facility will be the necessity to alter several mid-week schedules to avoid conflicts with events. The main concern is the increase in traffic and the paucity of parking in downtown Bloomington. The second consideration is the current negotiations ongoing between the County and the Coliseum's management surrounding leasing a portion of the building's lot to accommodate premium seat holders. The vast majority of events will be on Friday, Saturday and Sunday evenings.

The attached request seeks to increase the Health Department's parking lot coverage from its present .53 FTE to 1.0 FTE. It is likely that at least two individuals will staff this time period. The additional hours will be used to cover late afternoons (when early event ticket holders may seek to arrive early and disrupt the business operation) and selected Saturday daytime clinics when some Coliseum events may also be held. Financial resources to cover the increased hours will initially be defrayed through federal financial participation revenue. However, it is anticipated that a portion of the lease payments made by the Coliseum to the County will be used to offset this additional cost.

The presence of the U.S. Cellular One Coliseum and the Pepsi Ice Rink will bring added pressure on downtown parking. It has been our experience that signage alone does not deter individuals from parking illegally. The department's WIC, dental, immunization and communicable disease clinics all rely on the availability of parking to assure participant attendance and timely appointments. Adding the additional time will help assure that goal.

Budget Amendment Narrative
Grant Fund 0106
Provision for Improved Parking Lot Monitoring
For the 200 West Front Street Building

Prior to arrangements being made to include revenues and monitor expenses associated with parking lot coverage for the 200 W. front St. Building, the Health Department is submitting this amendment to increase FTE and associated costs to Fund 0106 to add a .47 Parking Lot Attendant position. This amendment will add a .47 FTE to the existing .53 position that already exists in the Health Department budget to assure parking lot coverage during peak times corresponding with scheduled events at the Cellular One Coliseum. Revenue for this position will temporarily come from Federal Financial Participation revenues of the Health Department to be refunded by the County through a mechanism to be determined. The amendment includes salary, fringe benefits, and a small supply allotment to cover incidentals associated with establishing the position.

An Ordinance of the McLean County Board
Amending the 2006 Combined
Appropriation and Budget Ordinance for Fund 0106

WHEREAS, Chapter 55, Section 5/6-1003 of the Illinois Compiled Statutes (1992) allows the County Board to approve appropriations in excess of those authorized by the budget; and,

WHEREAS, the McLean County Health Department has requested an amendment to the McLean County Fiscal Year 2006 appropriation in Fund 0106 Family Case Management, and the Board of Health and Finance Committee concur; and,

WHEREAS, the County Board concurs that it is necessary to approve such amendment, now, therefore,

BE IT ORDAINED AS FOLLOWS:

1. That the Treasurer is requested to increase revenue line 0407-0142 Federal Financial Participation - in Fund 0106, Department 0061, Program 0062, by \$10,231 from \$170,116 to \$180,347.
2. That the County Auditor is requested to create appropriations in the following line item accounts in Fund 0106, Department 0061, Program 0062, Family Case Management as follows:

LINE	DESCRIPTION	PRESENT AMOUNT	INCREASE	NEW AMOUNT
0515-0001	Part-Time Employee	\$ 24,339	\$ 8,716	\$ 33,055
0599-0001	County IMRF	\$ 51,852	\$ 748	\$ 52,600
0599-0003	Social Security Contrib.	\$ 48,094	\$ 667	\$ 48,761
0620-0001	Operational/Office Supp.	\$ 5,300	\$ 100	\$ 5,400
	TOTALS:	\$129,585	\$10,231	\$139,816

3. That the County Clerk shall provide a copy of this ordinance to the County Administrator, County Treasurer, County Auditor, and the Director of the Health Department.

Adopted by the County Board of McLean County this _____ day of _____, 2006.

ATTEST:

APPROVED:

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

Michael F. Sweeney Chairman of the
McLean County Board

F:\adm\budg\06FCMamendment

A. Resolution Amending the Fiscal Year 2006
 McLean County Full-Time Equivalent Position
 Resolution Associated with an Ordinance to
 Amend the Fiscal Year 2006 McLean County
 Combined Appropriation and Budget Ordinance
 for Fund 0106.

WHEREAS, the County Board adopted a funded Full-Time Equivalent
 Position Resolution on September 20, 2005 which became effective
 on January 1, 2006; and,

WHEREAS, it becomes necessary to increase the Funded Full-Time
 Equivalent Position Resolution to authorize position changes
 associated with the operation of the parking lot at the 200 West
 Front Street building.

Therefore, Be it resolved by the McLean County Board, now in
 regular session, that the said funded Full-Time Equivalent
 Positions Resolution be and hereby is amended as follows:

<u>Action</u>	<u>Fund</u>	<u>Program</u>	<u>Position Classification</u>	<u>Annual</u>		<u>Now</u>	<u>New</u>
				<u>FTE</u>	<u>Months</u>		
Increase	0106-0061	0062	0515-0339	.47	10.0	.33	.72

This Amendment shall become effective and be in full force
 immediately upon adoption.

Adopted by the County Board of McLean County this _____ day of
 _____ 2006.

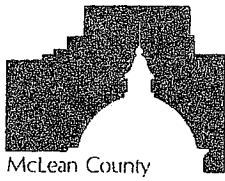
APPROVED

 Michael F. Sweeney, Chairman
 McLean County Board

ATTEST:

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

adm\budg\06\FTE106



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

March 7, 2006

To: Honorable Members of the Finance Committee

From: Lee Newcom, County Recorder

For your information and approval at your Finance Committee meeting of today, I present the following attached monthly financial reports from January 2006. I have no other business for the committee this month.

FOR THE MONTH OF JANUARY 2006

Description	Revenue Account #	GL Balance	Recorder's Rcpts	PLUS 12/30/2005	Less 01/31/2006	Total	Difference
		As Of 1/31/2006	For the Month Of January 2006	Rec Rcpts Dep To GL 01/03/2006	Rec Rcpts Dep To GL 02/01/2006		
Copy Fees	0001-0006-0008 0410-0008	1,012.70	1,418.70		(406.00)	1,012.70	-
Recording Fees	0001-0006-0008 0410-0029	37,698.00	39,246.00	42.00	(1,590.00)	37,698.00	-
County Revenue Stamps	0001-0006-0008 0410-0032	26,801.50	32,026.25		(5,224.75)	26,801.50	-
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	2,182.00	2,276.00		(94.00)	2,182.00	-
Document Storage	0137-0006-0008 0410-0089	7,470.00	7,752.00	21.00	(303.00)	7,470.00	-
GIS Document Storage	0137-0006-0008 0410-0181	2,490.00	2,584.00	7.00	(101.00)	2,490.00	-
GIS Fund	0167-0006-0008 0410-0181	12,240.00	12,722.00	14.00	(496.00)	12,240.00	-
		(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 January, 2006

Month-to-date Totals

Account #	Account Description	Cash/Check/ Change	Charges Paid	Total	Cash/Check/ Change	Charges Paid	Total
101-0-0-201-070-034	Due idor-Rental Hsg Prog	\$20,484.00	\$0.00	\$20,484.00	\$20,484.00	\$0.00	\$20,484.00
101-6-8-410-008-034	Copy Fees	\$1,415.20	\$1.25	\$1,418.70	\$4.75	\$1.25	\$1,418.70
101-6-8-410-029-035	Recording Fees	\$39,251.00	\$423.00	\$39,246.00	\$418.00	\$423.00	\$39,246.00
101-6-8-410-032-036	County Revenue Stamps	\$32,026.25	\$0.00	\$32,026.25	\$0.00	\$0.00	\$32,026.25
101-6-8-410-111-111	Payment On Account	\$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
101-6-8-410-132-100	Compact Disc Sales	\$280.00	\$0.00	\$280.00	\$0.00	\$0.00	\$280.00
101-6-8-410-195-035	Rental Hsg Support Program	\$2,276.00	\$0.00	\$2,276.00	\$0.00	\$0.00	\$2,276.00
116-8-4-102-222-222	Balance Brought Forward	\$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	\$0.00
37-6-8-410-089-284	Document Storage	\$7,764.00	\$219.00	\$7,762.00	\$207.00	\$219.00	\$7,762.00
37-6-8-410-181-100	Gis Document Storage	\$2,588.00	\$73.00	\$2,584.00	\$69.00	\$73.00	\$2,584.00
51-0-0-126-001-903	State Revenue Stamps	\$64,052.50	\$0.00	\$64,052.50	\$0.00	\$0.00	\$64,052.50
67-6-8-410-181-100	Gis Fund	\$12,718.00	\$158.00	\$12,722.00	\$162.00	\$158.00	\$12,722.00
Final Total :		\$182,854.95	\$874.25	\$182,841.45	\$860.75	\$874.25	\$182,841.45

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
	G/L ACCOUNT NUMBER: 0001-0006-0008 0410-0008						
	1/01/2006	600238	BO		DESCRIPTION: Copy Fees	.00	.00
	1/04/2006	600063	RA	Copy Fees-	Original Adopted Budget	10,000.00	12.25-
	1/05/2006	600077	RA	Copy Fees-	Copy Fees-Co. Recorder		61.25-
	1/06/2006	600082	RA	Copy Fees-	Copy Fees-Co. Recorder		37.90-
	1/09/2006	600090	RA	Copy Fees-	Copy Fees-Co. Recorder		54.75-
	1/10/2006	600098	RA	Copy Fees-	Copy Fees-Co. Recorder		29.25-
	1/11/2006	600135	RA	Copy Fees-	Copy Fees-Co. Recorder		36.70-
	1/12/2006	600159	RA	Copy Fee	Copy Fees-Co. Recorder		24.00-
	1/13/2006	600182	RA	Copy Fees-	Copy Fee Charges		1.25-
	1/17/2006	600182	RA	Copy Fee	Copy Fees-Co. Recorder		12.00-
	1/18/2006	600205	RA	Copy Fee	Copy Fee Charges		1.00-
	1/19/2006	600249	RA	Copy Fees-	Copy Fees-Co. Recorder		26.25-
	1/20/2006	600257	RA	Copy Fees-	Copy Fee Charges		1.50-
	1/23/2006	600266	RA	Copy Fees-	Copy Fees-Co. Recorder		20.75-
	1/24/2006	600274	RA	Copy Fees-	Copy Fees-Co. Recorder		147.00-
	1/25/2006	600292	RA	Copy Fees-	Copy Fees-Co. Recorder		90.00-
	1/26/2006	600328	RA	Copy Fees-	Copy Fees-Co. Recorder		224.20-
	1/27/2006	600339	RA	Copy Fee	Copy Fee Charges		76.50-
	1/31/2006	600352	RA	Copy Fees-	Copy Fees-Co. Recorder		27.90-
	1/31/2006	600368	RA	Copy Fees-	Copy Fee Charges		1.00-
	1/31/2006	600389	RA	Copy Fees-	Copy Fees-Co. Recorder		31.25-
					Copy Fees-Co. Recorder		23.00-
					Copy Fees-Co. Recorder		39.00-
					Copy Fees-Co. Recorder		34.00-
					MONTH TOTAL: JANUARY 2006	10,000.00	1,012.70-
	2/01/2006	600413	RA	Copy Fees-	Copy Fees-Co. Recorder		406.00-
					MONTH TOTAL: FEBRUARY 2006	.00	406.00-
					Base Acct#/Detl Acct# TOTAL: Copy Fees	10,000.00	1,418.70-
					Sub-Dept. TOTAL : LEGAL REC	10,000.00	1,418.70-
					Department TOTAL : CO.RECORDR	10,000.00	1,418.70-
					Fund TOTAL : GEN. FUND	10,000.00	1,418.70-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0001-0006-0008 0410-0029							
	1/01/2006	600238	BO		BEGINNING BALANCE	.00	.00
	1/03/2006	600036	RA	Rec FeeCH	Original Adopted Budget	600,000.00	42.00-
	1/04/2006	600063	RA	Recording	Recording Fee Charges		1,946.00-
	1/05/2006	600077	RA	Recording	Recording Fees		2,352.00-
	1/06/2006	600082	RA	Recording	Recording Fees		1,912.00-
	1/09/2006	600082	RA	Rec FeeCH	Recording Fee Charges		10.00-
	1/10/2006	600090	RA	Recording	Recording Fees		1,435.00-
	1/11/2006	600098	RA	Recording	Recording Fees		2,106.00-
	1/11/2006	600135	RA	Rec FeeCH	Recording Fee Charges		5.00-
	1/12/2006	600159	RA	Recording	Recording Fees		1,569.00-
	1/13/2006	600182	RA	Recording	Recording Fees		2,074.00-
	1/17/2006	600182	RA	Recording	Recording Fees		2,047.00-
	1/17/2006	600205	RA	Rec FeeCH	Recording Fee Charges		10.00-
	1/18/2006	600249	RA	Recording	Recording Fees		1,559.00-
	1/18/2006	600249	RA	Recording	Recording Fees		2,022.00-
	1/19/2006	600257	RA	Rec FeeCH	Recording Fee Charges		16.00-
	1/20/2006	600257	RA	Recording	Recording Fees		2,056.00-
	1/20/2006	600266	RA	Recording	Recording Fees		155.00-
	1/23/2006	600274	RA	Recording	Recording Fees		2,424.00-
	1/24/2006	600292	RA	Rec FeeCH	Recording Fee Charges		2,009.00-
	1/25/2006	600328	RA	Recording	Recording Fees		60.00-
	1/25/2006	600328	RA	Recording	Recording Fees		2,498.00-
	1/26/2006	600328	RA	Rec FeeCH	Recording Fee Charges		1,894.00-
	1/26/2006	600339	RA	Recording	Recording Fees		66.00-
	1/27/2006	600339	RA	Recording	Recording Fees		2,125.00-
	1/27/2006	600352	RA	Rec FeeCH	Recording Fee Charges		56.00-
	1/31/2006	600368	RA	Recording	Recording Fees		1,085.00-
	1/31/2006	600368	RA	Recording	Recording Fees		2,328.00-
	1/31/2006	600368	RA	Rec FeeCH	Recording Fee Charges		25.00-
	1/31/2006	600389	RA	Recording	Recording Fees		1,812.00-
MONTH TOTAL: JANUARY 2006						600,000.00	37,698.00-
	2/01/2006	600413	RA	Recording	Recording Fees		1,575.00-
	2/01/2006	600413	RA	Rec FeeCH	Recording Fee Charges		15.00-
MONTH TOTAL: FEBRUARY 2006						.00	1,590.00-
Base Acct#/Detl Acct# TOTAL: Recording						600,000.00	39,288.00-
Sub-Dept. TOTAL : LEGAL REC						600,000.00	39,288.00-
Department TOTAL : CO.RECORDR						600,000.00	39,288.00-
Fund TOTAL : GEN. FUND						600,000.00	39,288.00-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0001-0006-0008 0410-0032							
	1/01/2006	600238	BO		BEGINNING BALANCE	.00	.00
	1/04/2006	600063	RA	CountyRevs	Original Adopted Budget		
	1/05/2006	600077	RA	CountyRevs	County Rev Stamp Sales	375,000.00	1,827.25-
	1/06/2006	600082	RA	CountyRevs	County Rev Stamp Sales		3,150.50-
	1/09/2006	600090	RA	CountyRevs	County Rev Stamp Sales		1,747.75-
	1/10/2006	600098	RA	CountyRevs	County Rev Stamp Sales		685.50-
	1/11/2006	600135	RA	CountyRevs	County Rev Stamp Sales		3,224.50-
	1/12/2006	600159	RA	CountyRevs	County Rev Stamp Sales		361.50-
	1/13/2006	600182	RA	CountyRevs	County Rev Stamp Sales		2,165.75-
	1/17/2006	600205	RA	CountyRevs	County Rev Stamp Sales		1,012.75-
	1/18/2006	600249	RA	CountyRevs	County Rev Stamp Sales		1,139.75-
	1/19/2006	600257	RA	CountyRevs	County Rev Stamp Sales		548.25-
	1/20/2006	600266	RA	CountyRevs	County Rev Stamp Sales		593.50-
	1/23/2006	600274	RA	CountyRevs	County Rev Stamp Sales		1,820.00-
	1/24/2006	600292	RA	CountyRevs	County Rev Stamp Sales		1,700.75-
	1/25/2006	600328	RA	CountyRevs	County Rev Stamp Sales		807.50-
	1/26/2006	600339	RA	CountyRevs	County Rev Stamp Sales		594.25-
	1/27/2006	600352	RA	CountyRevs	County Rev Stamp Sales		1,278.75-
	1/31/2006	600368	RA	CountyRevs	County Rev Stamp Sales		211.75-
		600389	RA	CountyRevs	County Rev Stamp Sales		2,269.50-
							1,662.00-
					MONTH TOTAL: JANUARY 2006	375,000.00	26,801.50-
	2/01/2006	600413	RA	CountyRevs	County Rev Stamp Sales		5,224.75-
					MONTH TOTAL: FEBRUARY 2006	.00	5,224.75-
					Base Acct#/Detl Acct# TOTAL: Rev.Stamps	375,000.00	32,026.25-
					Sub-Dept. TOTAL : LEGAL REC	375,000.00	32,026.25-
					Department TOTAL : CO.RECORDR	375,000.00	32,026.25-
					Fund TOTAL : GEN. FUND	375,000.00	32,026.25-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES	
=====								
G/L ACCOUNT NUMBER:	0001-0006-0008	0410-0128	DESCRIPTION: Microfilm Roll Sales					
	1/01/2006	600238	BO		Original Adopted Budget	3,000.00	.00	
MONTH TOTAL: JANUARY 2006						3,000.00	.00	
MONTH TOTAL: FEBRUARY 2006						.00	.00	
Base Acct#/Detl Acct# TOTAL: Microfilm						3,000.00	.00	
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							
DESCRIPTION: Compact Disk Sales							
BEGINNING BALANCE							
1/01/2006	600238	BO			Original Adopted Budget	.00	.00
1/05/2006	600077	RA		CD Sales	Compact Disk Sales	3,000.00	100.00-
1/06/2006	600082	RA		CD Sales	Compact Disk Sales		100.00-
1/10/2006	600098	RA		CD Sales	Compact Disk Sales		80.00-
MONTH TOTAL: JANUARY 2006						3,000.00	280.00-
MONTH TOTAL: FEBRUARY 2006						.00	.00
Base Acct#/Detl Acct# TOTAL: CDiskSales						3,000.00	280.00-
Sub-Dept. TOTAL : LEGAL REC						3,000.00	280.00-
Department TOTAL : CO.RECORDR						3,000.00	280.00-
Fund TOTAL : GEN. FUND						3,000.00	280.00-

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		
					Original Adopted Budget	.00	.00
	1/01/2006	600238	BO		Rental Hsg Support Progra	35,000.00	118.00-
	1/04/2006	600063	RA	Hsg sppt	Rental Hsg Support Progra		139.00-
	1/05/2006	600077	RA	Hsg sppt	Rental Hsg Support Progra		110.00-
	1/06/2006	600082	RA	Hsg sppt	Rental Hsg Support Progra		86.00-
	1/09/2006	600090	RA	Hsg sppt	Rental Hsg Support Progra		129.00-
	1/10/2006	600098	RA	Hsg sppt	Rental Hsg Support Progra		104.00-
	1/11/2006	600135	RA	Hsg sppt	Rental Hsg Support Progra		120.00-
	1/12/2006	600159	RA	Hsg sppt	Rental Hsg Support Progra		130.00-
	1/13/2006	600182	RA	Hsg sppt	Rental Hsg Support Progra		93.00-
	1/17/2006	600205	RA	Hsg sppt	Rental Hsg Support Progra		106.00-
	1/18/2006	600249	RA	Hsg sppt	Rental Hsg Support Progra		126.00-
	1/19/2006	600257	RA	Hsg sppt	Rental Hsg Support Progra		142.00-
	1/20/2006	600266	RA	Hsg sppt	Rental Hsg Support Progra		116.00-
	1/23/2006	600274	RA	Hsg sppt	Rental Hsg Support Progra		154.00-
	1/24/2006	600292	RA	Hsg sppt	Rental Hsg Support Progra		119.00-
	1/25/2006	600328	RA	Hsg sppt	Rental Hsg Support Progra		124.00-
	1/26/2006	600339	RA	Hsg sppt	Rental Hsg Support Progra		52.00-
	1/27/2006	600352	RA	Hsg sppt	Rental Hsg Support Progra		105.00-
	1/31/2006	600368	RA	Hsg sppt	Rental Hsg Support Progra		109.00-
		600389	RA	Hsg sppt	Rental Hsg Support Progra		
	MONTH TOTAL: JANUARY 2006					35,000.00	2,182.00-
	2/01/2006	600413	RA	Hsg sppt	Rental Hsg Support Progra		94.00-
	MONTH TOTAL: FEBRUARY 2006					.00	94.00-
	Base Acct#/Detl Acct# TOTAL: RntlHsgPrg					35,000.00	2,276.00-
	Sub-Dept. TOTAL : LEGAL REC					35,000.00	2,276.00-
	Department TOTAL : CO.RECORDR					35,000.00	2,276.00-
	Fund TOTAL : GEN. FUND					35,000.00	2,276.00-

PROJECT #	G/L DATE	JOURNAL	TYPE	SOURCE	TRANSACTION DESCRIPTION	BUDGET	REVENUES
G/L ACCOUNT NUMBER: 0137-0006-0008 0410-0089							
					DESCRIPTION: Document Storage Fees		
					BEGINNING BALANCE		
	1/01/2006	600238	BO		Original Adopted Budget	120,000.00	.00
	1/03/2006	600036	RA	Doc St Ch	Document Storage Charges		21.00-
	1/04/2006	600063	RA	Recorder D	Recorder Document Storage		396.00-
	1/05/2006	600077	RA	Recorder D	Recorder Document Storage		429.00-
	1/06/2006	600082	RA	Recorder D	Recorder Document Storage		378.00-
	1/09/2006	600082	RA	Doc St Ch	Document Storage Charges		6.00-
	1/10/2006	600090	RA	Recorder D	Recorder Document Storage		267.00-
	1/11/2006	600098	RA	Recorder D	Recorder Document Storage		420.00-
	1/12/2006	600135	RA	Doc St Ch	Document Storage Charges		3.00-
	1/13/2006	600135	RA	Recorder D	Recorder Document Storage		354.00-
	1/13/2006	600159	RA	Recorder D	Recorder Document Storage		384.00-
	1/17/2006	600182	RA	Recorder D	Recorder Document Storage		408.00-
	1/18/2006	600205	RA	Doc St Ch	Document Storage Charges		6.00-
	1/19/2006	600249	RA	Recorder D	Recorder Document Storage		303.00-
	1/20/2006	600257	RA	Recorder D	Recorder Document Storage		381.00-
	1/23/2006	600266	RA	Doc St Ch	Document Storage Charges		9.00-
	1/24/2006	600274	RA	Recorder D	Recorder Document Storage		420.00-
	1/25/2006	600292	RA	Doc St Ch	Document Storage Charges		93.00-
	1/26/2006	600328	RA	Recorder D	Recorder Document Storage		447.00-
	1/27/2006	600339	RA	Doc St Ch	Document Storage Charges		372.00-
	1/31/2006	600352	RA	Recorder D	Recorder Document Storage		15.00-
		600368	RA	Recorder D	Recorder Document Storage		489.00-
		600389	RA	Recorder D	Recorder Document Storage		396.00-
MONTH TOTAL: JANUARY 2006						120,000.00	7,470.00-
	2/01/2006	600413	RA	Recorder D	Recorder Document Storage		294.00-
		600413	RA	Doc St Ch	Document Storage Charges		9.00-
MONTH TOTAL: FEBRUARY 2006						.00	303.00-
Base Acct#/Detl Acct# TOTAL: Doc Storag						120,000.00	7,773.00-
Sub-Dept. TOTAL : LEGAL REC						120,000.00	7,773.00-
Department TOTAL : CO.RECORDR						120,000.00	7,773.00-
Fund TOTAL : RECORD DOC						120,000.00	7,773.00-

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	.00	.00
	1/03/2006	600036	RA	GIS Doc Ch	GIS Document Storage Char		7.00-
	1/04/2006	600063	RA	Rec-GIS DS	Recorder-GIS Doc Storage		132.00-
	1/05/2006	600077	RA	Rec-GIS DS	Recorder-GIS Doc Storage		143.00-
	1/06/2006	600082	RA	Rec-GIS DS	Recorder-GIS Doc Storage		126.00-
		600082	RA	GIS Doc Ch	GIS Document Storage Char		2.00-
	1/09/2006	600090	RA	Rec-GIS DS	Recorder-GIS Doc Storage		89.00-
	1/10/2006	600098	RA	Rec-GIS DS	Recorder-GIS Doc Storage		140.00-
	1/11/2006	600135	RA	GIS Doc Ch	GIS Document Storage Char		1.00-
		600135	RA	Rec-GIS DS	Recorder-GIS Doc Storage		118.00-
	1/12/2006	600159	RA	Rec-GIS DS	Recorder-GIS Doc Storage		128.00-
	1/13/2006	600182	RA	Rec-GIS DS	Recorder-GIS Doc Storage		136.00-
		600182	RA	GIS Doc Ch	GIS Document Storage Char		2.00-
	1/17/2006	600205	RA	Rec-GIS DS	Recorder-GIS Doc Storage		101.00-
	1/18/2006	600249	RA	Rec-GIS DS	Recorder-GIS Doc Storage		127.00-
		600249	RA	GIS Doc Ch	GIS Document Storage Char		3.00-
	1/19/2006	600257	RA	Rec-GIS DS	Recorder-GIS Doc Storage		140.00-
		600257	RA	GIS Doc Ch	GIS Document Storage Char		31.00-
	1/20/2006	600266	RA	Rec-GIS DS	Recorder-GIS Doc Storage		149.00-
	1/23/2006	600274	RA	Rec-GIS DS	Recorder-GIS Doc Storage		124.00-
		600274	RA	GIS Doc Ch	GIS Document Storage Char		5.00-
	1/24/2006	600292	RA	Rec-GIS DS	Recorder-GIS Doc Storage		163.00-
	1/25/2006	600328	RA	Rec-GIS DS	Recorder-GIS Doc Storage		132.00-
		600328	RA	GIS Doc Ch	GIS Document Storage Char		10.00-
	1/26/2006	600339	RA	Rec-GIS DS	Recorder-GIS Doc Storage		134.00-
		600339	RA	GIS Doc Ch	GIS Document Storage Char		7.00-
	1/27/2006	600352	RA	Rec-GIS DS	Recorder-GIS Doc Storage		58.00-
	1/31/2006	600368	RA	Rec-GIS DS	Recorder-GIS Doc Storage		153.00-
		600368	RA	GIS Doc Ch	GIS Document Storage Char		5.00-
		600389	RA	Rec-GIS DS	Recorder-GIS Doc Storage		124.00-
MONTH TOTAL: JANUARY 2006						.00	2,490.00-
	2/01/2006	600413	RA	Rec-GIS DS	Recorder-GIS Doc Storage		98.00-
		600413	RA	GIS Doc Ch	GIS Document Storage Char		3.00-
MONTH TOTAL: FEBRUARY 2006						.00	101.00-
Base Acct#/Detl Acct# TOTAL: GIS Doc Fe						.00	2,591.00-
Sub-Dept. TOTAL : LEGAL REC						.00	2,591.00-
Department TOTAL : CO.RECORDR						.00	2,591.00-
Fund TOTAL : RECORD DOC						.00	2,591.00-

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		.00
					Original Adopted Budget	220,000.00	
	1/01/2006	600238	BO		GIS Fund Charges		14.00-
	1/03/2006	600036	RA	GIS Pd Ch	Recorder-GIS Fund		660.00-
	1/04/2006	600063	RA	Rec GIS Fu	Recorder-GIS Fund		715.00-
	1/05/2006	600077	RA	Rec GIS Fu	Recorder-GIS Fund		630.00-
	1/06/2006	600082	RA	Rec GIS Fu	Recorder-GIS Fund		4.00-
		600082	RA	GIS Pd Ch	GIS Fund Charges		445.00-
	1/09/2006	600090	RA	Rec GIS Fu	Recorder-GIS Fund		688.00-
	1/10/2006	600098	RA	Rec GIS Fu	Recorder-GIS Fund		2.00-
	1/11/2006	600135	RA	GIS Pd Ch	GIS Fund Charges		590.00-
		600135	RA	Rec GIS Fu	Recorder-GIS Fund		640.00-
	1/12/2006	600159	RA	Rec GIS Fu	Recorder-GIS Fund		680.00-
	1/13/2006	600182	RA	Rec GIS Fu	Recorder-GIS Fund		4.00-
		600182	RA	GIS Pd Ch	GIS Fund Charges		505.00-
	1/17/2006	600205	RA	Rec GIS Fu	Recorder-GIS Fund		635.00-
	1/18/2006	600249	RA	Rec GIS Fu	Recorder-GIS Fund		6.00-
		600249	RA	GIS Pd Ch	GIS Fund Charges		700.00-
	1/19/2006	600257	RA	Rec GIS Fu	Recorder-GIS Fund		62.00-
		600257	RA	GIS Pd Ch	GIS Fund Charges		745.00-
	1/20/2006	600266	RA	Rec GIS Fu	Recorder-GIS Fund		620.00-
	1/23/2006	600274	RA	Rec GIS Fu	Recorder-GIS Fund		25.00-
		600274	RA	GIS Pd Ch	GIS Fund Charges		815.00-
	1/24/2006	600292	RA	Rec GIS Fu	Recorder-GIS Fund		660.00-
	1/25/2006	600328	RA	Rec GIS Fu	Recorder-GIS Fund		20.00-
		600328	RA	GIS Pd Ch	GIS Fund Charges		670.00-
	1/26/2006	600339	RA	Rec GIS Fu	Recorder-GIS Fund		23.00-
		600339	RA	GIS Pd Ch	GIS Fund Charges		290.00-
	1/27/2006	600352	RA	Rec GIS Fu	Recorder-GIS Fund		762.00-
	1/31/2006	600368	RA	Rec GIS Fu	Recorder-GIS Fund		10.00-
		600368	RA	GIS Pd Ch	GIS Fund Charges		620.00-
		600389	RA	Rec GIS Fu	Recorder-GIS Fund		
					MONTH TOTAL: JANUARY 2006	220,000.00	12,240.00-
	2/01/2006	600413	RA	Rec GIS Fu	Recorder-GIS Fund		490.00-
		600413	RA	GIS Pd Ch	GIS Fund Charges		6.00-
					MONTH TOTAL: FEBRUARY 2006	.00	496.00-
					Base Acct#/Detl Acct# TOTAL: GIS Doc Fe	220,000.00	12,736.00-
					Sub-Dept. TOTAL : LEGAL REC	220,000.00	12,736.00-
					Department TOTAL : CO.RECORDR	220,000.00	12,736.00-
					Fund TOTAL : GIS FEES	220,000.00	12,736.00-

STATE STAMP INVENTORY AND RECEIPTS TO GENERAL LEDGER FOR JANUARY 2006		GENERAL LEDGER	Acct# 0151-0126-0001
RECORDER			
Inventory as of 12/30/2005	59,725.15	A	61,375.15 I
Inventory purchases for January 2006	72,296.00	B	70,116.50 J
Less stamps damaged or issued in error for January 2006	(597.50)	C	
Less inventory as of 01/31/2006	(67,371.15)	D	
Total Receipts for January 2006	64,052.50	E=SUM(A:D)	(77,888.65) K
Plus 12/30/2005 receipts	1,373.00	F	
Less 01/31/2006 receipts	(10,449.50)	G	1,373.00 L
Total	54,976.00	H=SUM(E:G)	54,976.00 M=SUM(I:L)
<p>B = Amount includes an IDOR credit of \$2,179.50 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>			
DON EVERHART			
CHIEF DEPUTY RECORDER			

PROJECT #	G/L DATE	JOURNAL	TRAN JRN	TYPE	SOURCE	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	ACTUAL BALANCE
	G/L ACCOUNT NUMBER:	0151 0126-0001				Inventory		FISCAL YEAR TO DATE:	
	1/04/2006	600063	RA	JE	State Revs	State Rev Stamp Sales		3,654.50	61,375.15
	1/05/2006	600077	RA	JE	State Revs	State Rev Stamp Sales		6,301.00	57,720.65
	1/06/2006	600082	RA	JE	State Revs	State Rev Stamp Sales		3,495.50	51,419.65
	1/09/2006	600090	RA	JE	State Revs	State Rev Stamp Sales		1,371.00	47,924.15
	1/10/2006	600098	RA	JE	State Revs	State Rev Stamp Sales		6,449.00	46,553.15
	1/11/2006	600108	AP	JE	AcctsPaybl	ILLINOIS D RECORDER/REAL	59,480.50		40,104.15
		600135	RA	JE	State Revs	State Rev Stamp Sales		723.00	99,584.65
	1/12/2006	600159	RA	JE	State Revs	State Rev Stamp Sales		4,331.50	98,861.65
	1/13/2006	600182	RA	JE	State Revs	State Rev Stamp Sales		2,025.50	94,530.15
	1/17/2006	600205	RA	JE	State Revs	State Rev Stamp Sales		2,279.50	92,504.65
	1/18/2006	600231	AP	JE	AcctsPaybl	ILLINOIS D RECORDER/REAL	10,636.00		90,225.15
		600249	RA	JE	State Revs	State Rev Stamp Sales		1,096.50	100,861.15
	1/19/2006	600257	RA	JE	State Revs	State Rev Stamp Sales		1,187.00	99,764.65
	1/20/2006	600266	RA	JE	State Revs	State Rev Stamp Sales		3,640.00	98,577.65
	1/23/2006	600274	RA	JE	State Revs	State Rev Stamp Sales		3,401.50	94,937.65
	1/24/2006	600292	RA	JE	State Revs	State Rev Stamp Sales		1,615.00	91,536.15
	1/25/2006	600328	RA	JE	State Revs	State Rev Stamp Sales		1,188.50	89,921.15
	1/26/2006	600339	RA	JE	State Revs	State Rev Stamp Sales		2,557.50	88,732.65
	1/27/2006	600352	RA	JE	State Revs	State Rev Stamp Sales		423.50	86,175.15
	1/31/2006	600368	RA	JE	State Revs	State Rev Stamp Sales		4,539.00	85,751.65
		600389	RA	JE	State Revs	State Rev Stamp Sales		3,324.00	81,212.65
							70,116.50	53,603.00	77,888.65
								10,449.50	67,439.15
							.00	10,449.50	67,439.15
							70,116.50	64,052.50	67,439.15
							70,116.50	64,052.50	67,439.15

MONTH TOTAL: JANUARY

MONTH TOTAL: FEBRUARY

Base Acct#/Detl Acct# TOTAL: Supplies

Fund TOTAL : REV. STAMPS

Date	End-of-day (EOD) register balance	CREDIT to General Ledger	EOD register +/- (-)	Stamp Purchases
01/03/2006	56,070.65	3,654.50		
01/04/2006	49,769.65	6,301.00		
01/05/2006	46,274.15	3,495.50		
01/06/2006	44,903.15	1,371.00		
01/09/2006	38,454.15	6,449.00		
01/10/2006	37,731.15	723.00		
01/11/2006	32,870.15	4,331.50	529.50	
01/12/2006	30,844.65	2,025.50		
01/13/2006	28,565.15	2,279.50		
01/17/2006	27,468.65	1,096.50		
01/18/2006	26,281.65	1,187.00		
01/19/2006	22,641.65	3,640.00		
01/20/2006	91,536.15	3,401.50		72,296.00
01/23/2006	89,921.15	1,615.00		
01/24/2006	88,732.65	1,188.50		
01/25/2006	86,175.15	2,557.50		
01/26/2006	85,751.65	423.50		
01/27/2006	81,212.65	4,539.00		
01/30/2006	77,820.65	3,324.00	68.00	
01/31/2006	67,371.15	10,449.50		
January Total:		64,052.50	597.50	72,296.00
	Day Average:	3,202.63		

don.everhart:
 Stamps issued in error. Stamps voided & will be submitted to IDOR for credit.
 File #: 2005-33638 - \$ 36.00
 File #: 2005-33639 - \$258.50
 File #: 2006-00868 - \$235.00

don.everhart:
 \$ 2,179.50 IDOR credit
 (\$1650 - 12/22/05, \$529.50 - 1/11/06)
 \$ 70,166.50 purchase

don.everhart:
 Stamp issued in error. Stamp voided & will be submitted to IDOR for credit.

Don Everhart
 Chief Deputy Recorder

Date	End-of-day (EOD) register balance	CREDIT to General Ledger	EOD register +/- (-)	Stamp Purchases
12/01/2005	67,966.15	3,434.00		
12/02/2005	63,969.15	3,997.00		
12/05/2005	59,717.15	4,252.00		
12/06/2005	57,206.65	2,510.50		
12/07/2005	50,659.65	6,547.00		
12/08/2005	48,406.65	2,253.00		
12/09/2005	45,179.15	3,227.50		
12/12/2005	40,757.65	4,421.50		
12/13/2005	34,988.65	5,769.00		
12/14/2005	33,683.15	1,305.50		
12/15/2005	30,618.15	3,065.00		
12/16/2005	26,228.65	4,389.50		
12/19/2005	23,581.65	2,647.00		
12/20/2005	20,485.65	3,096.00		
12/21/2005	18,336.15	2,149.50		
12/22/2005	12,619.65	4,066.50	1,650.00	
12/23/2005	73,730.15	3,900.50		65,011.00
12/27/2005	68,590.65	5,139.50		
12/28/2005	64,308.65	4,282.00		
12/29/2005	61,098.15	3,210.50		
12/30/2005	59,725.15	1,373.00		
December Total:		75,036.00	1,650.00	65,011.00

don.everhart:
 Stamp issued in excess. Stamp voided & will be submitted to IDOR for credit.
 File # 2005-38933

Day Average:

CHIEF DEPUTY RECORDER

MONTH OF JANUARY 192006

DATE	(A) ASCENDING REGISTER	(B) DESCENDING REGISTER	(C) TOTAL OF COLUMNS (A) AND (B)
1/3	5384	560	10984
1/4	544	497	10437
1/5	548	462	10150
1/6	549	449	9988
1/9	556	384	9404
1/10	556	373	9299
1/11	561	328	8899
1/12	563	308	8716
1/13	565	285	8500
1/14	567	274	8411
1/15	568	262	8300
1/19	571	226	7971
1/20	575	215	7900
1/23	576	199	7755
1/24	578	187	7665
1/25	580	178	7578
1/26	581	161	7471
1/27	585	157	7400
1/30	589	128	7117
1/31	599	118	7115

METER RECORD BOOK (STATE REVENUE STAMPS) FOR DECEMBER 2005 AND JANUARY 2006

MONTH OF DEC 192005

DATE	(A) ASCENDING REGISTER	(B) DESCENDING REGISTER	(C) TOTAL OF COLUMNS (A) AND (B)
12/1	461	519	980
12/2	465	516	981
12/3	469	517	986
12/4	472	513	985
12/7	478	506	984
12/8	481	506	987
12/9	484	506	990
12/12	488	507	995
12/13	494	507	1001
12/14	495	502	997
12/15	498	506	1004
12/16	503	502	1005
12/19	505	504	1009
12/20	509	500	1009
12/21	511	498	1009
12/22	516	496	1012
12/23	520	486	1006
12/27	525	483	1008
12/28	530	483	1013
12/29	533	482	1015
12/30	534	481	1015

Recorder's Receivable Reconciliation

January 2006

<u>Date</u>		<u>General 0001</u>	<u>Doc Storage 0137</u>	<u>GIS 0167</u>
1/3/2006	Recorder	1,580.00	1,184.00	604.00
1/4/2006	General Ledger	1,580.00	1,184.00	604.00
	Difference	-	-	-
1/4/2006	Recorder	1,563.00	1,180.00	602.00
1/5/2006	General Ledger	1,563.00	1,180.00	602.00
	Difference	-	-	-
1/5/2006	Recorder	1,573.00	1,188.00	606.00
1/6/2006	General Ledger	1,573.00	1,188.00	606.00
	Difference	-	-	-
1/6/2006	Recorder	1,573.00	1,188.00	606.00
1/9/2006	General Ledger	1,573.00	1,188.00	606.00
	Difference	-	-	-
1/9/2006	Recorder	1,443.00	1,088.00	556.00
1/10/2006	General Ledger	1,443.00	1,088.00	556.00
	Difference	-	-	-
1/10/2006	Recorder	1,370.00	1,032.00	528.00
1/11/2006	General Ledger	1,370.00	1,032.00	528.00
	Difference	-	-	-
1/11/2006	Recorder	1,371.25	1,032.00	528.00
1/12/2006	General Ledger	1,371.25	1,032.00	528.00
	Difference	-	-	-
1/12/2006	Recorder	1,333.00	1,024.00	512.00
1/13/2006	General Ledger	1,333.00	1,024.00	512.00
	Difference	-	-	-
1/13/2006	Recorder	1,334.50	1,024.00	512.00
1/17/2006	General Ledger	1,334.50	1,024.00	512.00
	Difference	-	-	-
1/17/2006	Recorder	1,350.50	1,036.00	518.00
1/18/2006	General Ledger	1,350.50	1,036.00	518.00
	Difference	-	-	-
1/18/2006	Recorder	1,505.50	1,160.00	580.00
1/19/2006	General Ledger	1,505.50	1,160.00	580.00
	Difference	-	-	-
1/19/2006	Recorder	1,505.50	1,160.00	580.00
1/20/2006	General Ledger	1,505.50	1,160.00	580.00
	Difference	-	-	-

Recorder's Receivable Reconciliation

January 2006

<u>Date</u>		<u>General 0001</u>	<u>Doc Storage 0137</u>	<u>GIS 0167</u>
1/20/2006	Recorder	1,565.50	1,180.00	605.00
1/23/2006	General Ledger	1,565.50	1,180.00	605.00
	Difference	-	-	-
1/23/2006	Recorder	1,553.50	1,176.00	603.00
1/24/2006	General Ledger	1,553.50	1,176.00	603.00
	Difference	-	-	-
1/24/2006	Recorder	1,615.50	1,212.00	621.00
1/25/2006	General Ledger	1,615.50	1,212.00	621.00
	Difference	-	-	-
1/25/2006	Recorder	1,641.50	1,216.00	632.00
1/26/2006	General Ledger	1,641.50	1,216.00	632.00
	Difference	-	-	-
1/26/2006	Recorder	1,641.50	1,216.00	632.00
1/27/2006	General Ledger	1,641.50	1,216.00	632.00
	Difference	-	-	-
1/27/2006	Recorder	1,666.50	1,236.00	642.00
1/30/2006	General Ledger	1,641.50	1,216.00	632.00
****	Difference	25.00	20.00	10.00
1/30/2006	Recorder	1,666.50	1,236.00	642.00
1/31/2006	General Ledger	1,666.50	1,236.00	642.00
	Difference	-	-	-
1/31/2006	Recorder	1,681.50	1,248.00	648.00
2/1/2006	General Ledger	1,681.50	1,248.00	648.00
	Difference	-	-	-
DON EVERHART				
CHIEF DEPUTY RECORDER				

Explanation of differences between the 1/27/06 Recorder and 1/30/06 General Ledger entries ****:

1/27/06 charges of \$55.00 were received and receipted by the Treasurer's office on 1/30/06 (receipt # 50015818); however, the charges have a general ledger date of 1/31/06 (Journal # 0600368)

Documentation includes the following:
 Treasurer's Receipt # 50015818
 General Ledger Inquires:
 General Ledger Transaction Detail for acct # 0001-0122-0022
 General Ledger Transaction Detail for acct # 0137-0122-0022
 General Ledger Transaction Detail for acct # 0167-0122-0022

Rebecca C. McNeil
McLean County Treasurer
115 E. Washington Street, Room M101
Bloomington, IL 61701

RECEIPT # 50015818

1/30/2006

RECEIVED FROM: Recorder Charges

Recording Fee Charges 25.00
0001-0006-0008 0410-0029

Document Storage Charges 15.00
0137-0006-0008 0410-0089

GIS Document Storage Charges 5.00
0137-0006-0008 0410-0181

GIS Fund Charges 10.00
0167-0006-0008 0410-0181

OTHER 55.00
CHARGE

TENDERED 55.00
DUE .00

55.00

McLean County
2/15/06

GL1500S3

General Ledger Inquiry

General Ledger	Transaction Detail	GL1550S1
G/L Account	: 0001 0122-0022	
Transactio	Due From Recording Chrgs	
Type optio	: 1/31/2006	
5=Display	RA	25.00
24=Docume	Journal Number	: 0600368
Opt	Trans Source	: Rec FeeCH
Date	Trans Description	: Recording Fee Charges
2/14/	Project/Sub Project:	
2/14/	Contract Number	
2/10/	Pay #/Pay Type/Bank:	
2/09/	Quantity/Comment	
2/09/	Transfer Fund	
2/06/	Transfer Department:	
2/03/	Transfer Made	: NO
2/01/	Tracking Date	: 1/30/2006
1/31/	Tracking Code	: 050015818

F3=Exit, F4, F3=Exit, F9=Source, F12=Cancel, F22=More

G/L Account	:	0137 0122-0022	
Transactio	:	Due From Recording Chrgs	
Type optio	:	15.00	
5=Display	:	1/31/2006	
24=Docume	:	RA	
Opt	:	Journal Number	0600368
2/06/	:	Trans Source	Doc St Ch
2/06/	:	Trans Description	Document Storage Charges
2/03/	:	Project/Sub Project	
2/03/	:	Contract Number	
2/01/	:	Pay #/Pay Type/Bank	
2/01/	:	Quantity/Comment	
1/31/	:	Transfer Fund	
1/31/	:	Transfer Department	
1/26/	:	Transfer Made	NO
	:	Tracking Date	1/30/2006
	:	Tracking Code	050015818

F3=Exit, F4, F9=Source, F12=Cancel, F22=More

General Ledger Inquiry

```

General, Ledger, Transaction Detail,          GL1550S1,
-----
G/L Account      : 0167 0122-0022
Due From Recording Chrgs
                    10.00
G/L Amount      :
G/L Date        : 1/31/2006
Transaction Type : RA
Journal Number  : 0600368
Trans Source    : GIS Fd Ch
Trans Description : GIS Fund Charges
Project/Sub Project:
Contract Number :
Pay #/Pay Type/Bank:
Quantity/Comment :
Transfer Fund   :
Transfer Department:
Transfer Made   : NO
Tracking Date   : 1/30/2006
Tracking Code   : 050015818
    
```

```

F3=Exit, F4, F3=Exit, F9=Source, F12=Cancel, F22=More
    
```

PROJECT #	G/L DATE	JOURNAL	TRAN JRN	TYPE	SOURCE	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	ACTUAL BALANCE
G/L ACCOUNT NUMBER:	0001	0122-0022				Due From Recording Chrgs			
	1/03/2006	600036	RA	JE	Rec Feech	Recording Fee Charges	42.00		1,641.00
	1/04/2006	600063	RA	JE	Record Rec	Recorder Receivable		103.00	1,683.00
	1/05/2006	600077	RA	JE	Record Rec	Recorder Receivable		17.00	1,580.00
	1/06/2006	600082	RA	JE	Rec Feech	Recording Fee Charges	10.00		1,563.00
	1/10/2006	600098	RA	JE	Record Rec	Recorder Receivable		130.00	1,573.00
	1/11/2006	600135	RA	JE	Rec Feech	Recording Fee Charges	5.00		1,443.00
	1/12/2006	600159	RA	JE	Record Rec	Recorder Receivable	1.25	78.00	1,448.00
	1/13/2006	600182	RA	JE	Copy Fee	Copy Fee Charges		49.25	1,371.25
		600182	RA	JE	Copy Fee	Copy Fee Charges	1.00		1,322.00
		600182	RA	JE	Rec Feech	Recording Fee Charges	10.00		1,323.00
	1/17/2006	600205	RA	JE	Copy Fee	Copy Fee Charges	1.50		1,333.00
	1/18/2006	600249	RA	JE	Rec Feech	Recording Fee Charges	16.00		1,334.50
	1/19/2006	600257	RA	JE	Rec Feech	Recording Fee Charges	155.00		1,350.50
	1/23/2006	600274	RA	JE	Rec Feech	Recording Fee Charges	60.00		1,505.50
	1/24/2006	600292	RA	JE	Record Rec	Recorder Receivable		12.00	1,565.50
	1/25/2006	600328	RA	JE	Record Rec	Recorder Receivable		5.00	1,553.50
		600328	RA	JE	Copy Fee	Copy Fee Charges	1.00		1,548.50
		600328	RA	JE	Rec Feech	Recording Fee Charges	66.00		1,549.50
	1/26/2006	600339	RA	JE	Record Rec	Recorder Receivable		30.00	1,615.50
		600339	RA	JE	Rec Feech	Recording Fee Charges	56.00		1,585.50
	1/31/2006	600368	RA	JE	Rec Feech	Recording Fee Charges	25.00		1,641.50
							449.75	424.25	1,666.50
						MONTH TOTAL: JANUARY			
	2/01/2006	600413	RA	JE	Rec Feech	Recording Fee Charges	15.00		1,681.50
						MONTH TOTAL: FEBRUARY	15.00	.00	1,681.50
						Base Acct#/Detl Acct# TOTAL: From Recrd	464.75	424.25	1,681.50
Fund TOTAL						: GEN. FUND	464.75	424.25	1,681.50

PROJECT #	G/L DATE	JOURNAL	TRAN JRN	TYPE	SOURCE	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	ACTUAL BALANCE
G/L ACCOUNT NUMBER: 0137 0122-0022									
1/03/2006	600036	RA	JE	Doc	St	Ch	Due From Recording Chrgs		1,236.00
1/04/2006	600036	RA	JE	GIS	Doc	Ch	Document Storage Charges	21.00	1,257.00
1/05/2006	600063	RA	JE	Stg	Rec		Storage Receivable		1,264.00
1/06/2006	600077	RA	JE	Stg	Rec		Storage Receivable	80.00	1,184.00
1/10/2006	600082	RA	JE	Doc	St	Ch	Document Storage Charges	4.00	1,180.00
1/11/2006	600098	RA	JE	GIS	Doc	Ch	GIS Document Storage Char		1,186.00
	600135	RA	JE	Stg	Rec		Storage Receivable		1,188.00
1/13/2006	600135	RA	JE	Doc	St	Ch	Document Storage Charges	100.00	1,088.00
	600182	RA	JE	Stg	Rec		Storage Receivable		1,091.00
	600182	RA	JE	Stg	Rec		Storage Receivable		1,092.00
	600182	RA	JE	Doc	St	Ch	Document Storage Charges		1,032.00
	600249	RA	JE	Doc	St	Ch	Document Storage Charges	60.00	1,024.00
	600257	RA	JE	Stg	Rec		Storage Receivable	16.00	1,016.00
	600274	RA	JE	Doc	St	Ch	Document Storage Charges		1,022.00
	600274	RA	JE	Doc	St	Ch	Document Storage Charges	6.00	1,024.00
	600292	RA	JE	Doc	St	Ch	Document Storage Charges	2.00	1,024.00
	600328	RA	JE	Doc	St	Ch	Document Storage Charges	9.00	1,033.00
	600339	RA	JE	Doc	St	Ch	Document Storage Charges	3.00	1,036.00
	600339	RA	JE	Doc	St	Ch	Document Storage Charges	93.00	1,129.00
	600368	RA	JE	Doc	St	Ch	Document Storage Charges	31.00	1,160.00
	600368	RA	JE	Doc	St	Ch	Document Storage Charges	15.00	1,175.00
	600328	RA	JE	Stg	Rec		Storage Receivable		1,180.00
	600328	RA	JE	Stg	Rec		Storage Receivable	4.00	1,176.00
	600328	RA	JE	Doc	St	Ch	Document Storage Charges	4.00	1,172.00
	600339	RA	JE	Doc	St	Ch	Document Storage Charges		1,202.00
	600339	RA	JE	Doc	St	Ch	Document Storage Charges	30.00	1,212.00
	600339	RA	JE	Stg	Rec		Storage Receivable	10.00	1,188.00
	600339	RA	JE	Doc	St	Ch	Document Storage Charges	21.00	1,209.00
	600368	RA	JE	Doc	St	Ch	Document Storage Charges	7.00	1,216.00
	600368	RA	JE	Doc	St	Ch	Document Storage Charges	15.00	1,231.00
	600368	RA	JE	GIS	Doc	Ch	GIS Document Storage Char	5.00	1,236.00
MONTH TOTAL: JANUARY									
							292.00	292.00	1,236.00
2/01/2006	600413	RA	JE	Doc	St	Ch	Document Storage Charges	9.00	1,245.00
	600413	RA	JE	GIS	Doc	Ch	GIS Document Storage Char	3.00	1,248.00
MONTH TOTAL: FEBRUARY									
							12.00	.00	1,248.00
Base Acct#/Detl Acct# TOTAL: From Recrd									
							304.00	292.00	1,248.00
Fund TOTAL : : RECORD DOC									
							304.00	292.00	1,248.00

PROJECT #	G/L DATE JOURNAL	TRAN JRN TYPE	SOURCE	DESCRIPTION	DEBIT AMOUNT	CREDIT AMOUNT	ACTUAL BALANCE
					FISCAL YEAR TO DATE:		
G/L ACCOUNT NUMBER: 0167 0122-0022							
1/03/2006	600036	RA	JE GIS Fd Ch	Due From Recording Chrgs	14.00		630.00
1/04/2006	600063	RA	JE GIS Rec	GIS Fund Charges		40.00	644.00
1/05/2006	600077	RA	JE GIS Rec	GIS Receivable		2.00	604.00
1/06/2006	600082	RA	JE GIS Fd Ch	GIS Fund Charges	4.00		602.00
1/10/2006	600098	RA	JE GIS Rec	GIS Receivable		50.00	606.00
1/11/2006	600135	RA	JE GIS Fd Ch	GIS Fund Charges	2.00		556.00
1/13/2006	600135	RA	JE GIS Rec	GIS Receivable		30.00	558.00
1/13/2006	600182	RA	JE GIS Rec	GIS Receivable		20.00	528.00
1/18/2006	600182	RA	JE GIS Fd Ch	GIS Fund Charges	4.00		508.00
1/19/2006	600249	RA	JE GIS Fd Ch	GIS Fund Charges	6.00		512.00
1/23/2006	600257	RA	JE GIS Fd Ch	GIS Fund Charges	62.00		518.00
1/23/2006	600274	RA	JE GIS Fd Ch	GIS Fund Charges	25.00		580.00
1/24/2006	600292	RA	JE GIS Rec	GIS Receivable		2.00	605.00
1/25/2006	600328	RA	JE GIS Rec	GIS Receivable		2.00	603.00
1/26/2006	600328	RA	JE GIS Fd Ch	GIS Fund Charges	20.00		601.00
1/26/2006	600339	RA	JE GIS Rec	GIS Receivable		12.00	621.00
1/31/2006	600339	RA	JE GIS Fd Ch	GIS Fund Charges	23.00		609.00
1/31/2006	600368	RA	JE GIS Fd Ch	GIS Fund Charges	10.00		632.00
MONTH TOTAL: JANUARY					170.00	158.00	642.00
2/01/2006	600413	RA	JE GIS Fd Ch	GIS Fund Charges	6.00		648.00
MONTH TOTAL: FEBRUARY					6.00	.00	648.00
Base Acct#/Detl Acct# TOTAL: From Recrd					176.00	158.00	648.00
Fund TOTAL					176.00	158.00	648.00

TERM SHEET

CDAP LOAN APPLICATION REQUEST

Applicant: Boitnott Foods Inc.
D/b/a More for Less
4251 Banner Stone Road
Heyworth, Illinois 61745
Mr. Thomas C. Boitnott, President/Applicant

Financing Requested: CDAP Loan through McLean County

Type of Business: Retail Grocery Store

Location of Business: 1510 West Market Street
Bloomington, Illinois
(former location of the ALDI Grocery Store)

Principal Amount of Loan: \$150,000.00

Term of Loan: 10 Years

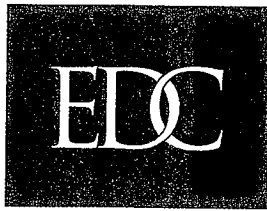
Interest Rate: 3.0% fixed

Security for the Loan: UCC 1 – First Lien on the Inventory and a Third Lien on Equipment, Fixtures and Leasehold Improvement

Amortization Schedule: Level Debt Service over Term of Loan
Monthly Payment due on the first day of the month beginning 30 days after the closing date of the Loan

Number of New Jobs Created and/or Jobs Retained: 10 permanent FTE jobs to be created within 12 months
10 permanent FTE jobs to be created within 24 months
10 permanent FTE jobs to be retained as result of this project


Loan Application Review Completed by: Mr. Marty Vanags, CEO, Economic Development Council of the Bloomington-Normal Area and McLean County
Mr. Larry D. Maschhoff, President
The Bank of Illinois



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: February 24, 2006

Re: Application for Funding from the RLF

Introduction

Enclosed please find a request for funding from the McLean County Revolving Loan Fund for \$150,000. Enclosed you will find the following required items:

1. A letter from Rodney Walker, Market President of U.S. Bank in Bloomington indicating the need for the loan, and their commitment to the project.
2. A "third-party" letter from Larry Maschhoff, President, Bank of Illinois.
3. A completed application from the applicant.
4. A business plan and background information from the applicant.

Proposal

The applicant, Mr. Thomas C. Boitnott of (d.b.a. More for Less) has asked the County for \$150,000 from the Revolving Loan fund for the creation of grocery store on the west side of Bloomington. The grocery store would serve a neighborhood that is underserved in this sector. While other stores such as Walmart and Aldi are nearby on Empire and Wylie Drive, they are not accessible for many residents of the neighborhood the applicant is interested in serving. In addition the applicant is intending to provide services and items these stores do not provide.

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 he is creating 10 full-time equivalent jobs for every \$15,000 being loaned or requested. 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. The applicant has many years of experience in the industry and knows the business well.

Summary

The "third-party" letter indicates some concern over the ability to provide enough income within the first several years to meet all cash flow obligations. Experience and knowledge of the industry by the applicant may be able to overcome these obstacles. The location of the store is also of concern as indicated in the letter. Again, this store serves a clientele that may not want to travel to the further location and would benefit from the added services provided by the applicant's store. My office (the EDC) has received several calls over the past year from residents of that area indicating their desire for a neighborhood grocery store.

Recommendation

This applicant has a very good opportunity to succeed at this location. The application is the type of application this fund should serve. Applicants with a better equity position are not in need of this type of funding. While the concerns of success are valid, I support the application and would recommend approval by the Finance Committee and the Board of Directors.

Should you have any questions regarding this matter please feel free to contact me.



1702 Eastland Drive
Bloomington, IL 61704
309 662-2700
309 664-2899 fax

February 9, 2006

Martin K. Vanags
Chief Executive Officer
Economic Development Council
3201 Cira Drive, Suite 201
Bloomington, IL 61704

Re: McLean County Revolving Loan Request for More For Less (Thomas C. Boitnott)

Dear McLean County Board Members:

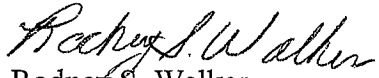
Tom Boitnott has requested a \$150,000 loan through the McLean County Revolving Loan Fund for his new grocery store operation to be located on the West side of Bloomington and to be called, "More For Less". This loan is critical to complete all of the necessary financing he will need to begin the business for the following reasons:

1. The start-up nature of the business with no track record makes it difficult to obtain bank financing by itself. Therefore, a start-up financing package typically includes an SBA portion and some City or County support. In this situation the Revolving Loan Fund would provide the final capital needed to complete the financing package.
2. The 3.0% 10 year fixed rate will provide a competitive advantage for a new start-up operation.
3. This loan would be used to finance inventory and provide permanent working capital. Typically, these assets get financed under a shorter term structure with a revolving feature. This 10 year fully amortizing structure provides a longer term repayment and will give this new business more cash flow flexibility, particularly in its first two years of operation.
4. The terms under this loan with a lower rate and longer term amortization will provide this new business a competitive advantage in a market who already has many competitors.

U.S. Bank is in the process of underwriting the SBA and bank portion of the deal and we hope the Board will approve this loan to round out Tom's total financing needs. This

would be a great new business for McLean County and it will be located in an area along West Market Street that will be suited for this type of store. If anyone has any questions, please feel free to call me anytime. My direct number is 664-2814.

Sincerely,


Rodney S. Walker
Market President



Bank of Illinois

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

February 23, 2006

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

Dear Marty,

I have reviewed the request for a \$150,000.00 loan from the McLean County revolving Loan Fund by Mr. Thomas C. Boinott for his More For Less grocery store.

The loan will be a loan to a new corporation formed to operate a new More For Less grocery store located at 1510 West Market St. in Bloomington (site of a former Aldi grocery store). The financial information presented for the grocery store is estimated so actual results may vary considerably from actual financial results in future years.

The pro-forma financials show annual pre tax profit as follows:

1 st year	\$124,915.00
2 nd year	\$127,273.00
3 rd year	\$137,743.00

If the estimated income projections are realized there is sufficient income to service the debt. Our estimated cash flow projections from the pro-forma statements indicate a debt coverage ratio of 2.19 times. This means the corporation has more than two times the cash flow to service all three loans (see attached work sheet). This is a good debt service coverage ratio.

I have compared the More For Less pro-forma ratios with some industry averages through Robert Morris & Associates statement studies to see if the financial numbers are comparable.

	More For Less Pro-Forma	%	Robert Morris & Associates Industry Averages	%
1 st year Sales	\$3,923,000			
Gross Profit	\$ 788,918	20.1%		24.9%
Expenses	\$ 664,003	16.9%		23.7%



Profit	\$ 124,915	3.2%	1.2%
2 nd year sales	\$4,030,000		
Gross Profit	\$ 806,000	20.0%	
Expenses	\$ 678,727	16.8%	
Profit	\$ 127,273	3.2%	
3 rd year sales	\$4,160,000		
Gross Profit	\$ 832,000	20.0%	
Expenses	\$ 694,257	16.8%	
Profit	\$ 137,743	3.3%	

The pro-forma reports from More For Less as compared to Robert Morris & Associates would indicate they would have a lower gross profit margin of approximately 5%. This may be because the grocery will compete with price-wise stores like Wal-Mart and Aldi, which are their closest competitors. Their expenses are anticipated to be 16.8%-16.9% of sales. This compares to 23.7% as indicated in the Robert Morris & Associates statement studies. This is approximately 7% less which is very good if it can be accomplished. It is important to understand why their numbers are 7% less. This could be accomplished with no grocery baggers, operating less than 24 hr., no shelving, stacking boxes on the floor, no cart return staff, etc. More For Less pro-forma indicates a profit margin of 3.2%-3.3% of sales as compared to Robert Morris & Associates ratio of 1.2%. The profit margin in the pro-forma can only be accomplished if More For Less can reduce their expenses as much as stated in their pro-forma.

The collateral for the loan would be a first lien on the inventory and a third lien on the equipment, fixtures, and leasehold improvements in the store. The collateral position of the county would be very weak. The resale value of used equipment and fixtures would probably not provide a large amount of cash to repay the loan and the value of the remaining inventory especially with perishables upon liquidation would again probably not be sufficient to repay the loan. The best possible repayment comes from the profitability of the operation.

Mr. Boitnott has acquired many years of valuable experience in the grocery business. This experience is very valuable for this venture. Many of the years of experience has been acquired in this community, which is invaluable. Mr. Boitnott's grocery experiences add additional credibility to the pro-forma financial statements presented in this package, and the ability to manage the proposed grocery store.

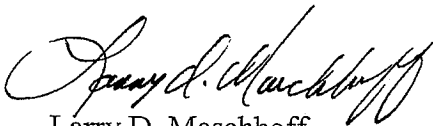
There is some concern on my part with the addition of another grocery store in our community. There are two similar types of grocery stores (low price) Wal-Mart and Aldi within the market area of this store. Both are well known and well established. This store will also compete with larger grocery store on the east side of our community. There is also at present two additional grocery stores that have announced new stores in our community Meijers on College Avenue and Schnucks on Rabb Road. While these are not

near the proposed store each one will potentially draw additional customers from More For Less.

Another concern I have is the time it takes to ramp up sales to a profitable level. The pro-forma statements show sales in the first month at \$316,000 and slowly increasing to \$348,000 in twelve months. If sales do not immediately start in the \$300,000 range there would potential be a need to add additional capital to support the financial needs of the corporation. The financial statements of the Boitnott's do not show a lot of additional liquid assets that could be used to support a potential need for capital during this ramp up time. I am also unaware of sufficient additional monthly income that could be used for capital support during this time.

In summary, I believe this project will face challenges because of the competition near this proposed store and the additional competition within and coming to our community. The grocery business is a low profit industry so the margin for error is narrow. We would ask Mr. Boinott to explain the differences in his pro-forma financial statement ratios and the ratios in the reports from Robert Morris & Associates. There may be logical reasons why his ratios are different. We believe it is important to understand the possible reasons for the differences. The collateral position of the County is weak which does not allow the ability for full recovery of the loan if there is a liquidation of the loan. There also does not appear to be a lot of additional capital available from the owners to support a possible longer period of time to achieve profitable sales than the pro-forma projections indicate. If Mr. Boinott can achieve the pro-forma financial projections there will be sufficient income to repay all proposed loans. Mr. Boinott's experiences in the grocery industry certainly aids in the ability to achieve the sales to make this proposal work.

Sincerely yours,



Larry D. Maschhoff
President
Bank of Illinois

Business**MOR FOR LESS****Sales**

Gross Sales	\$3,923,000.00
Other Income	\$0.00
Cost of Goods Sold	\$3,134,082.00
Total Income	\$788,918.00

Expenses

Total Expenses (less dep.+ int.)	\$577,639.00
Depreciation	\$40,452.00
Interest	\$45,912.00
Total Expenses	\$664,003.00

Net Income

Inc. Available for Debt (+int+dep)	\$211,279.00
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Debt

fixed @7.5% Bank #1 \$375,500, 5yr/10yr-am	\$46,884.00
fixed @7.5% SBA \$225,250, 10yr/10yr-am	\$32,246.00
fixed @ 3% Rev. Fund \$150,000 10yr/10yr-am	\$17,418.00

Total Debt	\$96,548.00
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DSC

Business Debt Service Coverage	2.19
Business Margin	\$114,731.00

Economic Development Loan Application For Revolving Loan Fund

A. Legal Name & Address of Applicant:

Name: Boitwott Foods Inc DBA. More-Less

Address: 4251 Banner Stone Rd

City: Keyway Lh State: IL Zip Code: 61745

Contact Person: Thomas C. Boitwott Title: President

Phone: 309-473-2261 Fax: 309-473-3911
Cell 309-530-7784

B. Type of Business: Retail Grocery Store - Limited Assortment

C. SIC Code / Category: _____

D. Employer Identification Number: 20 - 32009206

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):

- Nash Finch - Mr Rick Schmitz 1-800-669-3577
 6500 South U.S. 421 Westville IN. 46391

- Mike Sells - Mr Gary Blake 309-452-8036
 1114 N Oak Normal IL 61761

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

Tom - 208-728 - Personal Checking - First State Bank Bloomington
 " - 508-500 " Savings - " " " " " "
 John - 6161109053 " Checking Bussey Bank - Bloomington
 John - 61212334 " Saving " " " "

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

Name	Thomas C. Boitnott	John Boitnott			
Position	President Manager	V.P. Asst Mgr			
% Ownership	85%	15%			
Date Started With the Business	11/06	11/06			

J. Business History & Background: Please list information pertinent to the history and background of the business. Include: date(s) of major change(s) in business, employee and sales growth, dates new products and/or service lines were established and other major influences on the products produced or services provided. Please include company product/service brochures or any applicable information, if available.

See page 1 of Plan - Copy attached

SUMMARY

Boitnott Foods, Inc. is a new venture which will be owned by Thomas C. Boitnott, 85% and John T. Boitnott, 15%. The partners intend to open a 13,900 square feet "Mor for Less" grocery store at 1510 W. Market Street in Bloomington, a former Aldi location. "Mor for Less" is a concept promoted by Nash-Finch, the 3rd largest independent grocery supplier in the country. The "Mor for Less" concept was formed in 1992 and there are now 34 stores operating under that name. All operators of "Mor for Less" stores are required to sign a 5 year license and supply agreements.

The "Mor for Less" concept is to compete in the food retail sector with significantly lower pricing as its principal marketing thrust. The store will sell a limited assortment of high volume packer label products, private label and national brand products purchased at the lowest possible cost and sold at the lowest possible retail. Low retail requires a commitment from the owner to operate at the lowest possible and most cost effective expense structure possible.

"Mor for Less" stores compete price-wise with stores such as Wal-Mart and Aldi's. Unlike Wal-Mart and Aldi's "Mor for Less" has a fresh produce section along with a hand cut fresh meat section. Our store will also have on site owners who work at the business on a daily basis.

Tom's background includes nearly 40 years of experience in the industry. He started at age 14 as a bag boy and has been responsible for all facets of a grocery store operation over his career.

His responsibilities have included:

- Setting up new stores
- Marketing
- Personnel Management
- Buying
- Budgeting
- Training
- Inventory Control
- Sales
- Store Operations
- Etc.

Most recently Tom has been a minority stockholder and general manager of Tom's Parkway Foods.

John's background includes five years experience at Tom's Foods as manager of the liquor dept. He is a graduate of Illinois State University. Complete work history on both Tom and John are included in this package.

Contractual agreements with Nash-Finch and lease terms with The Snyder Corp. are shown on following pages.

Outside professionals such as attorneys or CPA's will be hired on an as needed basis.

Store hours have tentatively been set at 9 a.m. to 7:00 p.m. seven days per week.

Our projections for first year's sales are based on the assumption that we would average \$73,000 per week the first month, \$71,000 per week the second, and then gradually build sales over the balance of the first year.

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.

Please see Tab K attached

Tab K

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-
-
-
- The building is 13,900 square feet located at 1510 West Market St. Bloomington, Illinois. The building is being leased at \$3.00 per square foot from the Snyder Corporation. Little renovation is planned since this was a former Aldi location. There will be some minor changes in the form of drains, as this store will require more refrigeration with the selling of fresh meat.
- In my estimation once the loan process has been completed it should require approximately 90 day maximum to renovate, paint and install equipment, providing that the Nash Finch Company is ready to go at that time.
- The store (Mor for Less) will be a 13,900 square foot limited assortment store. We will carry about 1400 Stock Keeping Units (for breakdown see Plan page 22 and the two following pages)
- This store will have fresh meat as opposed to Aldi that did not.
- The equipment is proposed to be mostly used to keep the equipment cost as low as possible. For a break down of equipment and furniture (see plan page 22 and the following five pages)
- The opening inventory cost is calculated by Mor for Less (see Plan page 22...pg3 paragraph 5)
- This store will not sell tobacco, liquor or lottery.
- This store will be the west side store that the West side has wanted for some time!!
- The store will be based on Good Produce and Meat...inexpensive groceries, frozen food and dairy. The store will be a clean store with personnel that are friendly!

L. Job Creation & Retention:

- 10 Number of permanent FTE jobs to be created within 12 months of loan
 - 10 Number of permanent FTE jobs to be created within 24 months of loan
 - 10 Number of permanent FTE jobs to be retained as a result of the project
- see schedule next page.*

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

1. Store Management
2. Department Management
3. Full Time Clerk
4. Part Time Clerk
5. Meat - Cutter

Average Rate of Compensation:

1. \$ 30.00 per hour
2. \$ 15.00 per hour
3. \$ 10.00 per hour
4. \$ 6.50 per hour
5. \$ 14.00 per hour

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

Personal

	To Whom Payable	Original Amount	Original Date	Present Balance	Interest Rate	Maturity Date	Monthly Payment
A.	1st State Bank & Monticello	\$ 17,000	4/8/2003	\$ 6,549.24	5.125%	5/01/2018	\$ 613.94
B.	Busey BANK	\$ 105,800	2/13/2004	\$ 103,059	5.55%	3/1/2034	\$ 920.00
C.							
D.							
E.							
F.							
G.							

Name	Truck							hr
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	
Tom	8am 5pm	8am 5pm	8am 5pm		8am 5pm	8am 5pm		
JT	9am 7pm		9am 7pm	9am 7pm	9am 7pm	9am 7pm		
Full time Grocery	11am 7pm		11am 7pm		11am 7pm	11am 7pm	11am 7pm	Grocery 140
Full time FF/Dairy	9am 5pm	9am 5pm	9am 5pm			9am 5pm		40
Clerk	9am 2pm		9am 2pm			9am 2pm	9am 2pm	20
Clerk		9am 2pm		9am 2pm		9am 2pm		20
Clerk	2pm 7pm		2pm 7pm			2pm 7pm	2pm 7pm	20
Clerk		2pm 7pm		2pm 7pm		2pm 7pm		20
Cashier	9am 2pm		9am 2pm		9am 2pm		9am 2pm	20
Cashier	2pm 7pm		2pm 7pm		2pm 7pm	10am 3pm	2pm 7pm	25
Cashier		9am 2pm		9am 2pm		9am 2pm		20
Cashier		2pm 7pm		2pm 7pm		2pm 7pm	10am 3pm	25
Cashier	12pm 5pm		12pm 5pm		12pm 5pm	12pm 5pm	12pm 5pm	25
Meat Manager	7am 3pm		7am 3pm	7am 3pm	7am 3pm	7am 3pm		40
Meat Cutter		1pm 6pm	1pm 6pm			1pm 6pm	1pm 6pm	20
Meat Cutter	10am 2pm				10am 2pm		10am 2pm	12
Produce	7am 3pm		7am 3pm	7am 3pm	7am 3pm	7am 3pm		40

Security offered for each debt contract/note/mortgage:

- A. Personal house - 1st State Bank Monticello
- B. " " - Buay Bank Champaign
- 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	N/A	
B.	Inventory	\$125,000	1 st Lien
C.	Accounts Receivable	N/A	
D.	Machinery & Equipment		
E.	Furniture & Fixtures	\$540,000	3 rd Lien
F.	Other: leasehold improvements	\$80,000	3 rd Lien
G.	Other:		
H.	Other:		
	Total Collateral:		

N. Summary of Total Project Costs:

Land Acquisition	\$ <u>None</u>	% <u> </u>
Building Acquisition	\$ <u>None</u>	% <u> </u>
Building Renovations	\$ <u>80,000</u>	% <u> </u>
New Construction	\$ <u>None</u>	% <u> </u>
New Machinery / Equipment	\$ <u>None</u>	% <u> </u>
Used Machinery / Equipment	\$ <u>540,000</u>	% <u> </u>
Inventory	\$ <u>125,000</u>	% <u> </u>
Working Capital	\$ <u>50,000</u>	% <u> </u>
Other <i>F+P</i>	\$ <u>35,000</u>	% <u> </u>
TOTAL PROJECT COSTS	\$ <u>830,000</u>	% <u> </u>

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	327,500	5yr / 10yr amort.		Pending
Equity*	127,250			
SBA Other	225,250	10yr / 10yr amort.		Pending
Public Financing				
Revolving Fund	150,000	10yr / 10yr amort, 3.0%		Application in Process
TOTAL	830,000			

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

See Tab N + O

Tab N + 0

More For Less

PROJECT SOURCE & USE OF FUNDS STATEMENT

	TOTAL PROJECT	US BANK	SBA 504 GROWTH CORP	McLean Co. Rev. Loan	SELLER NOTE	TOTAL LOANS	EQUITY	TOTAL PROJECT
Inventory	125,000	0	0	100,000	0	100,000	25,000	125,000
Working Capital	50,000	0	0	50,000	0	50,000	0	50,000
Leasehold Improvements	80,000	40,000	24,000	0	0	64,000	16,000	80,000
CONSTRUCTION/RENOVATION:	0	0	0	0	0	0	0	0
EQUIPMENT:	540,000	270,000	189,000	0	0	459,000	81,000	540,000
FURNITURE & FIXTURES:	35,000	17,500	12,250	0	0	29,750	5,250	35,000
CONTINGENCY:		0	0	0	0	0	0	0
OTHER:		0	0	0	0	0	0	0
PROJECT COST:	830,000	327,500	225,250	150,000	0	702,750	127,250	830,000
PERCENT PROVIDED:	100.00%	39.46%	27.14%	18.07%	0.00%	84.67%	15.33%	
RATES:		6.50%	6.02%	10.00%	0.00%			
FEES:	8,504		8,504					
TOTALS:	838,504	327,500	233,754	150,000	0	711,254	127,250	830,000

Pricing of 504 Debenture

SBA SHARE	225,250.00
CDC PROCESSING FEE (1.5%)	3,378.75
LEGAL CLOSING COSTS (2,500)	2,500.00
OTHER CLOSING COSTS	0.00
RESERVE (.5%)	1,126.25
COLSON (.25%)	563.13
TOTAL w/o UNDERWRITER	232,818.13
ESITMATED COST	233,753.14
TOTAL DEBENTURE	234,000.00
UNDERWRITER (.4%)	936.00
DEBENTURE (PRIOR TO ROUNDING)	233,754.13
CASH RETURNED TO BORROWER	245.88
FIRST MORTGAGE FEE FOR (.5%)	1,637.50

- 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.

We are asking for this loan to be able to start a retail grocery on the west side of Bloomington. With the loan we will be able to create 10 plus jobs to the west side. We will also be able to provide a friendly - low cost grocery store that the west side wants and needs.

Also see Tab P (Next page) for additional justifications

- 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.

Please see page 20 of the Plan - Copy on next page.

This shows that there is NO store within a 1 mile radius plus within a 2 mile radius the shopping choice is very limited. A store is needed in this location since Aldi has left. This store will also service customers from the closed Tom's Parkway Foods

The base for this type of store is \$6.00 sales per sq foot. In this case 2 stores in a 1 mile radius and \$10.79 in a 2 mile radius -

Tab P

1. With this project being a Start-Up business with no track record it is difficult to obtain bank financing. This loan along with the bank loan would be very beneficial in getting the business started.
2. The 3% fixed interest rate will provide significant support for our new business.
3. By financing inventory and working capital over a 10-year period this loan will provide significant permanent working capital for the business where as a typical line of credit requires it to be paid down to zero annually.
4. The terms for this loan will provide us with a competitive advantage in a highly competitive market.

Save a Lot.

Bloomington-Normal, IL – 1510 W Market

April 29, 2005
Demographic Report

	1 Mile	2 Miles	3 Miles
General Characteristics:			
* 2004 Population	8,810	36,243	71,084
* Pop Growth: 2000-2004	3%	3%	3%
* Median Age	31	30	28
* Blue Collar	41%	34%	32%
* Pop in Group Quarters:	2%	11%	16%
* in College Dorms or Quarters	0%	83%	90%
* in Military Quarters	0%	0%	0%
* HH with Children:	36%	29%	26%
* Female Head of HH	40%	31%	29%
* Avg Household Size	2.42	2.23	2.27
* HH With No Vehicle	12%	11%	9%
Ethnicity:			
* White	69%	80%	83%
* Black	17%	10%	9%
* Hispanic:	8%	5%	4%
* Cuban	0%	1%	2%
* Mexican	72%	70%	67%
* Puerto Rican	6%	7%	9%
Income:			
* Pop Below Poverty Level	16%	13%	14%
* Per Capita Income	\$18,766	\$19,269	\$19,769
* Median Household Income	\$35,747	\$38,584	\$39,951
* Discretionary Household Income	\$11,470	\$12,199	\$12,546
* Under \$35,000	49%	46%	44%
* Under \$50,000	65%	62%	60%
* Apartments (10+ Units)	4%	12%	16%
* Mobile Homes	4%	6%	7%
* Annual Residential Turnover	27%	27%	29%
Site Info:			
* Population Per Square Mile	2,804	2,884	2,514
* DMA	Peoria-Bloomington IL	Peoria-Bloomington IL	Peoria-Bloomington IL
* DMA ID	675	675	675
Competitor Info:			
* Total Competitors:	0	4	5
* Save-A-Lot Count	0	0	0
* ALDI Count	0	1	1
* Wal-Mart Supercenter Count	0	1	1
* Sales Per Square Foot	N/A	\$10.79	\$9.44
* Square Foot Per Capita	0.00	3.06	2.08

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:

Thomas C. Boitnott

Corporation Secretary:

John T. Boitnott

Applicant's Signature:

Thomas C. Boitnott

Printed Name of Applicant:

Thomas C. Boitnott

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.

FORM **BCA 2.10** (rev. Dec. 2003)
ARTICLES OF INCORPORATION
 Business Corporation Act

Jesse White, Secretary of State
 Department of Business Services
 Springfield, IL 62756
 Telephone (217) 782-9522
 (217) 782-6961
 http://www.cyberdriveillinois.com

FILED
JUL 14 2005

JESSE WHITE
 SECRETARY OF STATE

Remit payment in the form of a cashier's check, certified check, money order or an Illinois attorney's or CPA's check payable to the Secretary of State.
SEE NOTE 1 TO DETERMINE FEES!

Filing Fee: \$150.00 Franchise Tax \$ 25.00 Total \$ 175.00 File # 6433-362-3 Approved: KK
 _____ Submit in duplicate _____ Type or Print clearly in black ink _____ Do not write above this line _____

1. CORPORATE NAME: BOITNOTT FOODS, INC.

(The corporate name must contain the word "corporation", "company," "incorporated," "limited" or an abbreviation thereof.)

2. Initial Registered Agent: Catherine A. Pratt
First Name Middle Initial Last name
 Initial Registered Office: 415 N. Center Street
Number Street Suite # (A.P.O. BOX ALONE IS NOT ACCEPTABLE)
Bloomington IL 61701 McLean
City ZIP Code County

3. Purpose or purposes for which the corporation is organized:
 (If not sufficient space to cover this point, add one or more sheets of this size.)
 The transaction of any or all lawful businesses for which corporations may be incorporated under the Illinois Business Corporation Act.

4. Paragraph 1: Authorized Shares, Issued Shares and Consideration Received:

Class	Number of Shares Authorized	Number of Shares Proposed to be Issued	Consideration to be Received Therefor
<u>Common</u>	<u>1000</u>	<u>100</u>	<u>\$1,000.00</u>
			TOTAL = \$1,000.00

Paragraph 2: The preferences, qualifications, limitations, restrictions and special or relative rights in respect of the shares of each class are: None
 (If not sufficient space to cover this point, add one or more sheets of this size.)

5. **OPTIONAL:** (a) Number of directors constituting the initial board of directors of the corporation: _____
 (b) Names and addresses of the persons who are to serve as directors until the first annual meeting of shareholders or until their successors are elected and qualify:

Name	Address	City, State, ZIP

6. **OPTIONAL:** (a) It is estimated that the value of all property to be owned by the corporation for the following year wherever located will be: \$ _____
 (b) It is estimated that the value of the property to be located within the State of Illinois during the following year will be: \$ _____
 (c) It is estimated that the gross amount of business that will be transacted by the corporation during the following year will be: \$ _____
 (d) It is estimated that the gross amount of business that will be transacted from places of business in the State of Illinois during the following year will be: \$ _____

7. **OPTIONAL: OTHER PROVISIONS**
 Attach a separate sheet of this size for any other provision to be included in the Articles of Incorporation, e.g., authorizing preemptive rights, denying cumulative voting, regulating internal affairs, voting majority requirements, fixing a duration other than perpetual, etc.

8. **NAME(S) & ADDRESS(ES) OF INCORPORATOR(S)**

The undersigned incorporator(s) hereby declare(s), under penalties of perjury, that the statements made in the foregoing Articles of Incorporation are true.

Dated July 13, 2005
 (Month & Day) Year

	Signature and Name
1.	<u>Catherine A. Pratt</u> Signature Catherine A. Pratt (Type or Print Name)
2.	_____ Signature _____ (Type or Print Name)
3.	_____ Signature _____ (Type or Print Name)

	Address
1.	<u>415 N. Center Street</u> Street Bloomington, IL 61701 City/Town State ZIP Code
2.	_____ Street _____ City/Town State ZIP Code
3.	_____ Street _____ City/Town State ZIP Code

(Signatures must be in **BLACK INK** on original document. Carbon copy, photocopy or rubber stamp signatures may only be used on conformed copies.)

NOTE: If a corporation acts as incorporator, the name of the corporation and the state of incorporation shall be shown and the execution shall be by a duly authorized corporate officer. Type or print officer's name and title beneath signature.

Note 1: Fee Schedule
 The initial franchise tax is assessed at the rate of 15/100 of 1 percent (\$1.50 per \$1,000) on the paid-in capital represented in this State. (Minimum initial franchise tax is \$25)
 The filing fee is \$150
 The minimum total due (franchise tax + filing fee) is \$175.

Note 2: Return to:

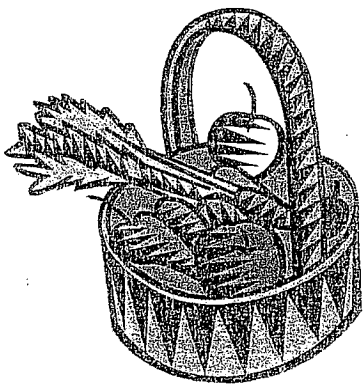
 (Firm name)

 (Attention)

 (Mailing Address)

 (City, State, ZIP Code)

MOR FOR LESS



Thomas C. Boitnott
1510 W. Market Street
Bloomington, IL 61701

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SUMMARY

Boitnott Foods, Inc. is a new venture which will be owned by Thomas C. Boitnott, 85% and John T. Boitnott, 15%. The partners intend to open a 13,900 square feet "Mor for Less" grocery store at 1510 W. Market Street in Bloomington, a former Aldi location. "Mor for Less" is a concept promoted by Nash-Finch, the 3rd largest independent grocery supplier in the country. The "Mor for Less" concept was formed in 1992 and there are now 34 stores operating under that name. All operators of "Mor for Less" stores are required to sign a 5 year license and supply agreements.

The "Mor for Less" concept is to compete in the food retail sector with significantly lower pricing as its principal marketing thrust. The store will sell a limited assortment of high volume packer label products, private label and national brand products purchased at the lowest possible cost and sold at the lowest possible retail. Low retail requires a commitment from the owner to operate at the lowest possible and most cost effective expense structure possible.

"Mor for Less" stores compete price-wise with stores such as Wal-Mart and Aldi's. Unlike Wal-Mart and Aldi's "Mor for Less" has a fresh produce section along with a hand cut fresh meat section. Our store will also have on site owners who work at the business on a daily basis.

Tom's background includes nearly 40 years of experience in the industry. He started at age 14 as a bag boy and has been responsible for all facets of a grocery store operation over his career.

His responsibilities have included:

- Setting up new stores
- Marketing
- Personnel Management
- Buying
- Budgeting
- Training
- Inventory Control
- Sales
- Store Operations
- Etc.

Most recently Tom has been a minority stockholder and general manager of Tom's Parkway Foods.

John's background includes five years experience at Tom's Foods as manager of the liquor dept. He is a graduate of Illinois State University. Complete work history on both Tom and John are included in this package.

Contractual agreements with Nash-Finch and lease terms with The Snyder Corp. are shown on following pages.

Outside professionals such as attorneys or CPA's will be hired on an as needed basis.

Store hours have tentatively been set at 9 a.m. to 7:00 p.m. seven days per week.

Our projections for first year's sales are based on the assumption that we would average \$73,000 per week the first month, \$71,000 per week the second, and then gradually build sales over the balance of the first year.

Certain holidays tend to increase sales for a short period. For budgeting purposes each month represents 4 1/3 weeks.

We are seeking a total loan package of \$800,000, broken down as follows:

- \$258,000 – 504 Dev. Co. Loan
- \$322,500 – Loan From Lender for equipment, org. costs, L/I, and SBA closing costs
- \$124,000 – Loan from Lender for signs, inventory and operating capital
- \$100,000 – Letter of credit

A completed detailed loan request for each is included with this package.

The supplier requires a \$100,000 irrevocable letter of credit to maintain an open account for weekly shipments.

LOAN REQUEST

TO: Small Business Growth Corp.

FROM: Thomas C. Boitnott John T. Boitnott
4251 Banner Stone Rd. 801 Highpoint Rd.
Heyworth, IL 61745-7548 Normal, IL 61761-2856

RE: Business Loan

REQUEST: \$6,000 (40% of \$15,000 org. costs)
\$216,000 (40% of \$540,000 Equip. & Ref.)
\$32,000 (40% of \$80,000 Lease hold imprv.)
\$4,000 (40% of 10,000 SBA Closing Costs)
TOATAL \$258,000 – With a fixed term of 10 yrs. @ 6 ½ %

COLLATERAL: Second on Equipment & Inventory

GUARANTEE: Personal Signatures

PURPOSE: Start up costs for “Mor for Less” grocery store
(equipment, refrigeration, etc.)

RE-PAYMENT: From Proceeds of Business

LOAN REQUEST

TO: Lender

FROM: Thomas C. Boitnott John T. Boitnott
4251 Banner Stone Rd. 801 Highpoint Rd.
Heyworth, IL 61745-7548 Normal, IL 61761-2856

RE: Business Loan

REQUEST: \$322,500 with a 7 year Term @ 7%

COLLATERAL: First on Equipment

GUARANTEE: Personal Signatures

PURPOSE: Start up costs for "Mor for Less" grocery store
(Equipment, Refrigeration, etc.)

RE-PAYMENT: From Proceeds of Business

LOAN REQUEST

TO: Thomas C. Boitnott John T. Boitnott
4251 Banner Stone Rd. 801 Highpoint Rd.
Heyworth, IL 61745-7548 Normal, IL 61761-2856

FROM: Business Loan

RE: Business Loan

REQUEST: \$124,000 with a 7 year term at 7%

COLLATERAL: Inventory

GUARANTEE: Personal Signatures

PURPOSE: Start up inventory

RE-PAYMENT: From proceeds of business

LOAN REQUEST

TO: Lender

FROM: Thomas C. Boitnott John T. Boitnott
4251 Banner Stone Rd. 801 Highpoint Rd.
Heyworth, IL 61745-7548 Normal, IL 61761-2856

RE: Business Loan

REQUEST: \$100,000 irrevocable letter of credit

COLLATERAL: Personal Assets

GUARANTEE: Personal Signatures

PURPOSE: Required by Nash-Finch to provide open
Account for weekly shipments

RE-PAYMENT: From proceeds of business

SOURCE AND USE

SOURCE

* Cash from Owner	\$95,500
Cash from 504 Loan (10 yrs)	258,000
Loan from Bank (504) (7 yrs)	322,500
Loan from Bank (7 yrs)	<u>124,000</u>
TOTAL Source	\$800,000

USE

Organizational Costs/Training	\$15,000
Signs	10,000
Inventory	125,000
Equipment (racks, scanners, shelving, ref., etc.)	540,000
Leasehold Improvements	80,000
Operating Capital	20,000
SBA Closing Costs	<u>10,000</u>
TOTAL Use	\$800,000

*OWNERS CASH CONTRIBUTIONS

10%	X	\$645,000	\$64,500
20%	X	\$155,000	<u>\$31,000</u>
		TOTAL Equity	\$95,500

\$100,000 irrevocable letter of credit required by Nash-Finch to maintain an open account for weekly deliveries.

PROFJORMA

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Revenue	218,040	211,830	215,280	218,040	220,800	223,560	226,320	229,080	231,840	234,600	237,360	240,120	2,706,870
Grocery 69%	75,840	73,680	74,880	75,840	76,800	77,760	78,720	79,680	80,640	81,600	82,560	83,520	941,520
Meat 24%	22,120	21,490	21,840	22,120	22,400	22,680	22,960	23,240	23,520	23,800	24,080	24,360	274,610
Produce 7%	316,000	307,000	312,000	316,000	320,000	324,000	328,000	332,000	336,000	340,000	344,000	348,000	3,923,000
TOTAL Sales													
ess:COG													
Grocery 82%	178,793	173,700	176,530	178,793	181,056	183,319	185,582	187,846	190,109	192,372	194,635	196,898	2,219,633
Meat 77%	58,396	56,734	57,658	58,396	59,136	59,875	60,614	61,354	62,092	62,832	63,571	64,310	724,968
Produce 69%	15,263	14,828	15,070	15,263	15,456	15,649	15,842	16,036	16,229	16,422	16,615	16,808	189,481
TOTAL COG	252,452	245,262	249,258	252,452	255,648	258,843	262,038	265,236	268,430	271,626	274,821	278,016	3,134,082
Gross Profit	63,548	61,738	62,742	63,548	64,352	65,157	65,962	66,764	67,570	68,374	69,179	69,984	788,918
Less Expense													
Advertising	15,000	11,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	56,000
Payroll	17,698	17,698	22,123	17,698	17,698	22,123	17,698	17,698	22,123	17,698	17,698	22,123	230,076
Payroll Taxes 13%	2,300	2,300	2,876	2,300	2,300	2,876	2,300	2,300	2,876	2,300	2,300	2,876	29,904
Office Supp./Postage	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Rent	-	-	-	3,475	3,475	3,475	3,475	3,475	3,475	3,475	3,475	3,475	31,275
Lease Exp.	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Common Area Maint.	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Repairs & Maint.	900	900	900	900	900	900	900	900	900	900	900	900	10,800
Dues & Subscriptions	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Delivery Chrgs 1.4%	4,582	4,452	4,524	4,582	4,640	4,698	4,756	4,814	4,872	4,930	4,988	5,046	56,884
Laundry & Cleaning	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	19,200
Property Taxes	-	-	-	-	-	12,000	-	-	12,000	-	-	-	24,000
Trash Removal	400	400	400	400	400	400	400	400	400	400	400	400	4,800
Utilities	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	51,000
Insurance Liability	600	600	600	600	600	600	600	600	600	600	600	600	7,200
Insurance Health	-	-	-	-	-	-	-	-	-	-	-	-	-

ASSUMPTIONS

Sales- Revenue and percentage breakdown is based on historical data from Nash-Finch.

COG- Cost of goods is based on a slightly more conservative percentage than the historical data from Nash-Finch.

Payroll & Related Taxes- Based on owners experience

Expenses- Based on historical data

PAYROLL SCHEDULE

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Mgmt													
John 600 Wk.	2,400	2,400	3,000	2,400	2,400	3,000	2,400	2,400	3,000	2,400	2,400	3,000	31,200
TOTAL Mgmt	2,400	2,400	3,000	2,400	2,400	3,000	2,400	2,400	3,000	2,400	2,400	3,000	31,200
Grocery													
(6) 160 Hrs. @ 10.00 hr	6,400	6,400	8,000	6,400	6,400	8,000	6,400	6,400	8,000	6,400	6,400	8,000	83,200
TOTAL Grocery	6,400	6,400	8,000	6,400	6,400	8,000	6,400	6,400	8,000	6,400	6,400	8,000	83,200
Produce													
(1) 40 hrs. 11.00 hr.	1,760	1,760	2,200	1,760	1,760	2,200	1,760	1,760	2,200	1,760	1,760	2,200	22,880
TOTAL Produce	1,760	1,760	2,200	1,760	1,760	2,200	1,760	1,760	2,200	1,760	1,760	2,200	22,880
Cashiers													
(5) 125hrs. Per wk 6.50 hr	3,250	3,250	4,063	3,250	3,250	4,063	3,250	3,250	4,063	3,250	3,250	4,063	42,252
TOTAL Cashiers	3,250	3,250	4,063	3,250	3,250	4,063	3,250	3,250	4,063	3,250	3,250	4,063	42,252
TOTAL P/R	17,698	17,698	22,123	17,698	17,698	22,123	17,698	17,698	22,123	17,698	17,698	22,123	230,076

DEPRECIATION SCHEDULE

DATE	DESCRIPTION	COST	LIFE	METHOD	1ST YR	2ND YR	3RD YR
1/1	Organizational Costs	15,000	15 Yrs	S/L	1,000	1,000	1,000
1/1	Signs	10,000	7 Yrs	S/L	1,429	1,429	1,429
1/1	L/I	80,000	39 1/2 Yrs	S/L	2,025	2,025	2,025
1/1	Equipment	54,000	15 Yrs	S/L	36,000	36,000	36,000
TOTAL Depr.					40,454	40,454	40,454

CASH FLOW

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Cash From Owner	95,500												95,500
Cash From '504'	258,000												258,000
Cash From Bank	322,500												322,500
Cash From Bank	124,000												124,000
Less: Org. Costs	(15,000)												(15,000)
Less: Inventory	(125,000)												(125,000)
Less: Equipment	(540,000)												(540,000)
Less: SBA Closing Costs	(10,000)												(10,000)
Less: Leasehold Imprv.	(80,000)												(80,000)
Less: Signs	(10,000)												(10,000)
Cash From Operation	3,720	6,697	10,660	12,341	13,744	(2,478)	14,677	16,078	(143)	17,011	18,415	14,193	124,915
Add Back: Depr.	3,371	3,371	3,371	3,371	3,371	3,371	3,371	3,371	3,371	3,371	3,371	3,371	40,452
Interest	4,002	3,970	3,938	3,906	3,874	3,842	3,810	3,778	3,746	3,714	3,682	3,650	45,912
Less: Debt Service	(9,668)	(9,668)	(9,668)	(9,668)	(9,668)	(9,668)	(9,668)	(9,668)	(9,668)	(9,668)	(9,668)	(9,668)	(116,016)
Less: Owners Draw	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)	(36,000)
Less: Reserve For Taxes	-	-	(7,500)	-	-	(7,500)	-	-	(7,500)	-	-	(7,500)	(30,000)
CASH FLOW	18,425	1,370	(2,199)	6,950	8,321	(15,433)	9,190	10,559	(13,194)	11,428	12,800	1,046	49,263

Cumulative 18,425 19,795 17,596 24,546 32,867 17,434 26,624 37,183 23,989 35,417 48,217 49,263 49,263

*** DEBT SERVICE**

504 Dev. Co.	\$258,000 @ 6 1/2 %	2,930-Mo.
Busey Bank	322,500 @ 7 %	4,867- Mo.
Busey Bank	124000 @ 7 %	1,871- Mo.

PROFORMA BALANCE SHEET

As of Opening Date

ASSETS

Current Assets	
Cash on Hand	\$17,500
A/R	-
Inventory	125,000
Prepaid's	12,500
TOTAL Current Assets	\$155,000

FIXED ASSETS

Organizational Cash	15,000	
Less Accum. Amortization	-	15,000
Signs	10,000	
Less Accum. Depreciation	-	1,000
Equipment	540,000	
Less Accum. Depreciation	-	540,000
Leasehold Improvements	80,000	
Less Accum. Depreciation	-	80,000
TOTAL Fixed Assets		645,000

TOTAL ASSETS **800,000**

LIABILITIES & EQUITY

CURRENT LIABILITIES

Accounts Payable	-
Sales Tax Payable	-
Payroll Taxes	-
TOTAL Current Liabilities	-

LONG TERM LIABILITIES

Note Due 504 Lender	258,000
Note Due Bank	322,500
Note Due Bank	124,000
TOTAL Long Term Liabilities	704,500

TOTAL Liabilities **704,500**

EQUITY

Owners Equity	94,500
Retained Earnings	-
TOTAL Equity	94,500

TOTAL Liabilities & Owners Equity **800,000**

2nd 3rd Yr. PROFORMA/CASH FLOW

	2nd Yr.	3rd Yr.
*TOTAL Sales	4,030,000	4,160,000
Less COG (Aug. 80%)	3,224,000	3,328,000
Gross Profit	806,000	832,000
**Less Expenses:		
Payroll & Related Taxes	272,979	286,628
Operating Costs	324,425	331,630
Depreciation/Amort.	404,425	40,452
Interest Exp.	40,871	35,547
TOTAL Expenses	678,727	694,257
Pre Tax Profit or (Loss)	127,273	137,743
CASH FLOW		
Cash on Hand	49,000	61,580
Cash From Operation	127,273	137,743
Add Back: Depr./Amrt.	40,452	40,452
Interest	40,871	35,547
Less: Owner Draw	(48,000)	(48,000)
Less: Debt Service	(116,016)	(116,016)
Less: Reserve For Taxes	(32,000)	(35,000)
CASH FLOW	61,580	76,306

* Assumes sales increase to \$77,500 per week in 2nd yr. and to \$80,000 per week in the 3rd yr.

** Assumes expenses increase by 2% and payroll & related taxes increase by 5%

PRATT AND PRATT, P.C.
ATTORNEYS AT LAW

415 North Center Street
Bloomington, Illinois 61701

Telephone (309) 828-2302
Facsimile (309) 828-2307

CATHERINE A. PRATT
JOHN L. PRATT

Of Counsel
JOHN T. PRATT

September 19, 2005

Mr. Mark DeVeer
Snyder Corporation
1 Brickyard Drive
Bloomington, IL 61701

RE: Boitnott Foods, Inc. Letter of Intent for
Lease of 1510 W. Market Street, Bloomington, Illinois

Dear Mr. DeVeer:

This Letter of Intent is submitted on behalf of Boitnott Foods, Inc., which proposes to operate a grocery store called Mor For Less on the leased premises.

1. Premises Leased: Approximately 13,900 square feet formerly occupied by Aldi's at 1510 W. Market Street, Bloomington, Illinois, and a non-exclusive right to the use of the driveways and parking lots.

2. Term: The initial term shall be ^{FIVE} ~~ten~~ years commencing ^{DECEMBER} ~~October 15,~~ 2005. Tenant shall have the option to renew for ~~two~~ ^{Three} additional five year terms.

3. Rent: ~~\$3.00 per square foot or \$41,700 per year payable in twelve equal~~ ^{SEE ATTACHES} ~~installments.~~ Rent payments will be due on the first day of each month. Rent payments will commence after the store has been open to the public for business for ninety days. For example, if the store opens for business to the public on January 15, 2006, the first rent payment shall be due May 1, 2006.

4. Remodeling: Tenant shall be responsible for all remodeling expenses except that Landlord shall, at Landlord's expense; (1) cause all HVAC to be in good working order; and, (2) restripe the parking lot. Tenant shall have the right, at Tenant's expense, to install a minimum of three and a maximum of eight cart corrals in the parking lot. Tenant shall have the right to paint the exterior of the Leased Premises to meet Mor For Less criteria.

Mr. Mark DeVeer
September 19, 2005
Page 2

5. Maintenance and Repairs: Tenant shall maintain the interior of the Leased Premises at Tenant's expense except that Tenant shall have no responsibility for repair and maintenance of the HVAC for one year from the date the first rent payment is due. After said one year period, Tenant shall provide ordinary maintenance of the HVAC and make minor repairs and replacements incident thereto: \$300.00 per incident shall be deemed minor. Tenant shall maintain the exterior windows, doors and signs. Landlord shall maintain the remainder of the exterior of the Leased Premises, including the roof.

6. Utilities: Tenant shall pay for all utilities furnished to the Leased Premises which are separately metered.

7. Common Areas: Landlord shall maintain the common facilities, driveways and parking lots in good condition. Tenant shall pay Tenant's prorated share of such maintenance. *NO RATE TAXES + INSURANCE TO BE INCLUDED.*

8. Signs: Tenant shall have the exclusive right to place signs and advertisements on the interior and exterior of the Leased Premises. Tenant shall also have the right to place its name on the pylon sign on Market Street, or on any replacement or additional signs on Market Street. Landlord shall always maintain a sign on Market Street for the occupants of the shopping center in which the Leased Premises are located.

SIGNAGE TO BE APPROVED BY LANDLORD.

9. Use Restrictions: No portion of the shopping center in which the Leased Premises are located (hereafter "Shopping Center") shall be used as a grocery store or as any other type of store which derives more than ten percent of its gross revenue from the sale of any one or more of the following: groceries, food, produce, dairy products, vegetables, bakery products, meats or delicatessen products. Nothing shall be erected in the Shopping Center which shall obstruct in any manner the visibility of the Leased Premises from Market Street. Nothing shall be constructed on the driveways and parking lots for the Shopping Center which shall reduce the number of parking spaces for the Shopping Center without Tenant's prior written consent.

10. Mor For Less Approval: Tenant's execution of a Lease is subject to the approval of the Lease by Mor For Less.

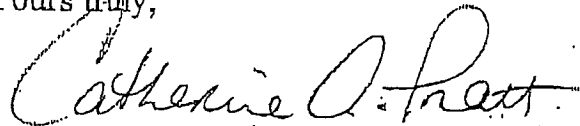
~~11. Financing Approval: Tenant's execution of a Lease is subject to Tenant obtaining all necessary financing to remodel the Leased Premises and to open and operate Tom's Mor For Less.~~

~~12. Earlier Termination: Tenant shall have the right to terminate the Lease at any time on ninety days advance written notice.~~

Mr. Mark DeVeer
September 19, 2005
Page 3

Thank you for your consideration. We look forward to hearing from you.

Yours truly,

A handwritten signature in cursive script that reads "Catherine A. Pratt". The signature is written in black ink and is positioned above the printed name.

Catherine A. Pratt

CAP/mes
cc: Thomas C. Boitnott

More For Less Rent Proposal
13,900 Sq. Ft.

	Rent/PSF/NNN	Base Rent	
Years 1-2	\$ 3.00	\$ 41,700	
Years 3			
Year 4	\$3.00 (not to exceed \$55,600)	\$ 41,700	Plus 1.07% of Gross Sales over \$3,900,000
Year 5	\$3.00 (not to exceed \$69,500)	\$ 41,700	Plus 1.07% of Gross Sales over \$3,900,000

Example:	
Year 3	
Assuming Gross Sales of	\$ 4,125,000
Base Rent:	\$ 41,700
% Rent Computation	\$ 4,125,000
	- \$ 3,900,000
	\$ 225,000
	x 1.07%
% Rent	2,406
Total Rent	\$ 44,106

Note:

In no event would rent go below \$41,700.

*RENT FOR ALL OPTION PERIODS SHALL BE
 CPI BASED. 2% Annually*

Background Information

Thomas C.Boitnott

Tom has been in and around the grocery industry for approximately 40 plus years! Tom started at his first store while he was still 14 years of age! Tom has learned the business from the ground up as he started as a "bag boy" in his home town store. The largest store he has managed was Cub Foods when the store sales were \$750,000 per week with a yearly before tax profit of \$1,500,000. He designed the Tom's Parkway Foods store starting from an empty building plus did all buying of equipment and product for this store. He was also responsible of all facets of the store's operation including but not limited to store policy setting, staffing, advertising, marketing and all other operational issues.

John T. Boitnott

John graduated from Illinois State University in 2001 with a degree in Computer Science. At that time he went to work at Tom's Parkway Foods as a temporary employee, later becoming a full time employee .He progressed to the Manager of the Liquor Department with excellent results, later taking on the additional responsibility of the Pricing Department. He supervised 3 to 5 employees.

Store management will be myself (T. Boitnott) as Store manager / owner and John Boitnott as the store assistant manager/owner.

This new venture will create 14 to 17 new jobs on the west side of Bloomington, Illinois

THOMAS C. BOITNOTT

4251 Banner Stone Rd., HEYWORTH, IL 61745

(309) 473-2261

threeoaks@nwnet.net

AREA OF INTEREST: Displaying an interest in Management, Sales, Human Resources, and/or Purchasing.

EDUCATION AND DEVELOPMENTAL ACTIVITIES

Seminars and Training: Zig Ziglar Motivational Seminar; Owner-Management Conferences; HACCAP Training; Management and Problem Solving Technique Seminars; Sexual Harassment Seminar, EEOC, HIPPA.

EMPLOYMENT EXPERIENCE

Tom's Parkway Foods, Bloomington, IL Owner/General Manager (01/01 – 01/05)

Made all decisions involved in opening a new grocery store. Supervised all personnel hiring. Designed layout of store and décor. Purchased \$1.9 million in equipment. Supervised construction of a 50,000 sq. ft. building. General Manager after store opened in 10/01. Looked over all aspects of day-to-day operations including advertising, hiring, buying, cash management, customer and public relations, and training.

Hermes Equipment Co., Bloomington, IL Sales Manager (10/00 – 01/01)

All sales aspects of product that is used for a Laundromat or dry cleaner.

Thompson Food Basket, Peoria, IL Store Director, Festival Foods (2/99-9/00)

Rejuvenated an existing store in Burlington, IA. Effective January 3, 2000, became Store Director of the Festival Foods in Peoria---the newest of the Festival Foods stores.

Bell Foods, Inc., Bloomington, IL

Director of Corporate Office (1/97-2/99)

Responsible for the management of the Human Resource Department, four (4) supervising managers and hourly staff; Oversaw all advertising, buying, product negotiations, accounts receivable/payable, and merchandise pricing for two stores; Reorganized staff placement and scheduling; Incorporated store security

Store Manager/General Manager (3/93-1/97)

Responsible for training and supervising 15 managers and hourly staff of 200+; Handled all phases of store operations including: budgeting and expense control, human resources, cash management, merchandise pricing, P&L, sales, advertising, training, and customer service; Maintained annual profit margins of 125%

Buyer/Director of Merchandising (9/83-3/93)

Responsible for purchasing and product merchandising for two stores; Negotiated contracts with major suppliers and vendors; Trained and monitored store buyers; Implemented effective advertising programs; Developed marketing and merchandising programs; Increased sales growth by effective product pricing and timely acquisition of merchandise

Accomplishments: Participated in the design and opening of new retail stores; Developed new advertising formats; Reorganized multiple facilities and increased operational efficiency; Successfully negotiated with suppliers, high volume merchandise contracts resulting in an additional organizational income of \$564,000; Increased organizational Sales profit margins by 130% consistently over a (3+) year period; Developed company 401K plan; Recipient of Super Valu "Sales Per Customer Award", Received "Small Business of the Year" by the Chamber of Commerce in 2002, Major sponsor in Relay for Life and St. Jude.

Professional And Community Activities: McLean County Health Department IPLAN committee member; Heyworth Public School Goals 2000 committee member; Citizens Advisory committee member.

John Thomas Boitnott

Permanent Address

801 Highpoint Rd.
Normal, IL 61761

Contact Information

Phone: 309-825-8233
E-Mail: jboitnott@insightbb.com

Objectives: To obtain a position that will complement my interest in computer hardware and networking.

Education

Associates Degree	Heartland Community College	Graduated May 1997
Bachelors of Science	Illinois State University	Graduated May 2001
• Major:	Applied Computer Science	
• Sequence:	Computer Information Systems	
• Concentration:	System Development / LAN Support	
• Minor:	Business Administration	

Certifications

- A+ Certified
- CCNA (Cisco Certified Network Associate)

Employment

Technisource April 2005 - Present

Position: Associate

Duties: Schedule and perform the installation/pickup/moving of computer hardware at State Farm Insurance. I also handle trouble tickets, reload loaner laptops, perform new loads when needed, and help business partners with any questions and needs they may have.

Tom's Parkway Foods June 2001 - January 2005

Position: Pricing Coordinator / Liquor Manager

Duties: Built, installed, and networked computers. Setup users and organize data. Manage all pricing duties including price changes, coordinating with department managers on any problems, tag replacement, setting ad changes, and backdoor receiving. Create all forms and documents. I am also in charge of the Adult Beverage Department, which involves ordering product, working with vendors, setting ad items, placing new items on the shelf, and retailing product.

State Farm Insurance September 2000 - December 2000

Position: Installer \ Team Leader

Duties: Install software upgrades on systems in the Bloomington - Normal area for the Workstation Release 2. Was also a substitute Team Leader supervising 4 -5 installers.

Personal Information

I was a member of the golf team in high school, as well as Boy Scouts where I obtained the rank of Life. I operate a small home-based business selling custom etched glassware as well as build computer systems. I have been building computers for the past few years as well as troubleshooting any problems people may have with their computers.

Skills

- | | | |
|-------------------------|-----------------------|--------------------------|
| ◆ C | ◆ Visio | ◆ Troubleshooting |
| ◆ Cobol | ◆ Microsoft FrontPage | ◆ Planning |
| ◆ SQL | ◆ Problem Solving | ◆ HP Service Desk |
| ◆ Windows 95/98/2000/XP | ◆ Cisco | ◆ Networking Design |
| ◆ Microsoft Outlook | ◆ Networking | ◆ Installation |
| ◆ Microsoft Word | ◆ Lotus Notes | ◆ Computer Setup |
| ◆ Microsoft Excel | ◆ Data Entry | ◆ Network Administration |
| ◆ Microsoft PowerPoint | ◆ Computer Repair | ◆ Computer Upgrading |
| ◆ Microsoft Access | ◆ Routers | ◆ Switches |



Bloomington-Normal, IL -- 1510 W Market

April 29, 2005
Demographic Report

	1 Mile	2 Miles	3 Miles
General Characteristics:			
* 2004 Population	8,810	36,243	71,084
* Pop Growth: 2000-2004	3%	3%	3%
* Median Age	31	30	28
* Blue Collar	41%	34%	32%
* Pop in Group Quarters:	2%	11%	16%
* in College Dorms or Quarters	0%	83%	90%
* in Military Quarters	0%	0%	0%
* HH with Children:	36%	29%	26%
* Female Head of HH	40%	31%	29%
* Avg Household Size	2.42	2.23	2.27
* HH With No Vehicle	12%	11%	9%
Ethnicity:			
* White	69%	80%	83%
* Black	17%	10%	9%
* Hispanic:	8%	5%	4%
* Cuban	0%	1%	2%
* Mexican	72%	70%	67%
* Puerto Rican	6%	7%	9%
Income:			
* Pop Below Poverty Level	16%	13%	14%
* Per Capita Income	\$18,766	\$19,269	\$19,769
* Median Household Income	\$35,747	\$38,584	\$39,951
* Discretionary Household Income	\$11,470	\$12,199	\$12,546
* Under \$35,000	49%	46%	44%
* Under \$50,000	65%	62%	60%
* Apartments (10+ Units)	4%	12%	16%
* Mobile Homes	4%	6%	7%
* Annual Residential Turnover	27%	27%	29%
Site Info:			
* Population Per Square Mile	2,804	2,884	2,514
* DMA	Peoria-Bloomington IL	Peoria-Bloomington IL	Peoria-Bloomington IL
* DMA ID	675	675	675
Competitor Info:			
* Total Competitors:	0	4	5
* Save-A-Lot Count	0	0	0
* ALDI Count	0	1	1
* Wal-Mart Supercenter Count	0	1	1
* Sales Per Square Foot	N/A	\$10.79	\$9.44
* Square Foot Per Capita	0.00	3.06	2.08

Save a Lot.

Bloomington-Normal, IL -- 1510 W Market

April 29, 2005
Demographic Report

Mad Aca

General Characteristics:

• 2004 Population	34,681
• Pop Growth: 2000-2004	6%
• Median Age	30
• Blue Collar	35%
• Pop in Group Quarters:	6%
• in College Dorms or Quarters	65%
• in Military Quarters	0%
• HH with Children:	32%
• Female Head of HH	32%
• Avg Household Size	2.39
• HH With No Vehicle	9%

Ethnicity:

• White	78%
• Black	11%
• Hispanic:	5%
• Cuban	1%
• Mexican	69%
• Puerto Rican	7%

Income:

• Pop Below Poverty Level	14%
• Per Capita Income	\$20,410
• Median Household Income	\$40,861
• Discretionary Household Income	\$12,776
• Under \$35,000	44%
• Under \$50,000	60%
• Apartments (10+ Units)	12%
• Mobile Homes	10%
• Annual Residential Turnover	27%

Site Info:

• Population Per Square Mile	2,460
• DMA	Peoria-Bloomington I
• DMA ID	675

Competitor Info:

• Total Competitors:	3
• Save-A-Lot Count	0
• ALDI Count	1
• Wal-Mart Supercenter Count	0
• Sales Per Square Foot	\$10.11
• Square Foot Per Capita	1.90



April 29, 2005
PCW Report

Bloomington-Normal, IL -- 1510 W Market

Champaign, De Witt, Ford, Livingston, Logan, McLean, Piatt...

EW

* PCW \$30.62

* 2004 Population Estimate 629,288

00-Retail Sales Potential

* Grocery Stores \$1,001,954,026

00-Capita For Sales

* Grocery Stores \$1,592

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Bloomington-Normal, IL

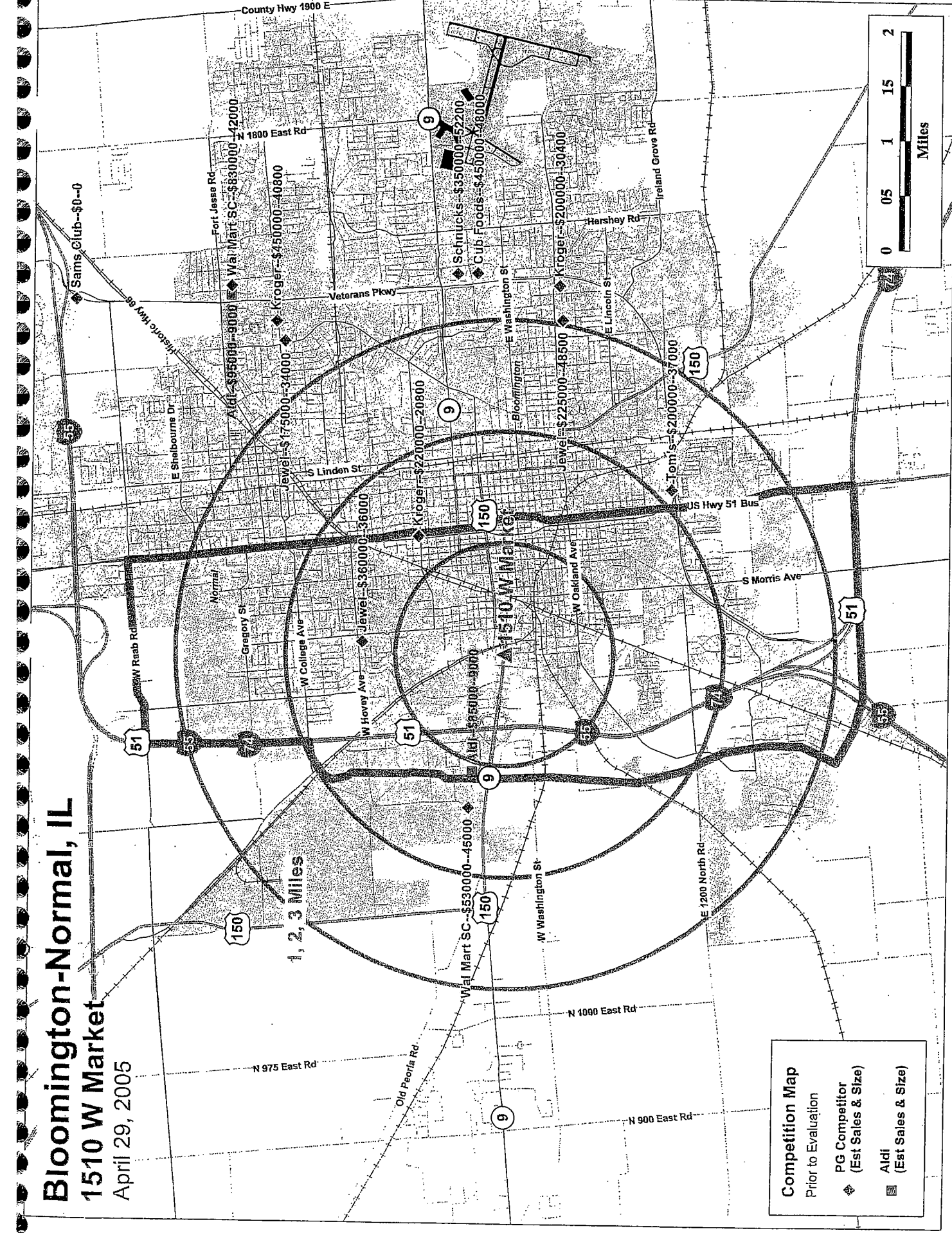
1510 W Market

April 29, 2005

1, 2, 3 Miles

1510 W Market

Competition Map	
◆	Prior to Evaluation
◆	PG Competitor (Est Sales & Size)
■	Aldi (Est Sales & Size)

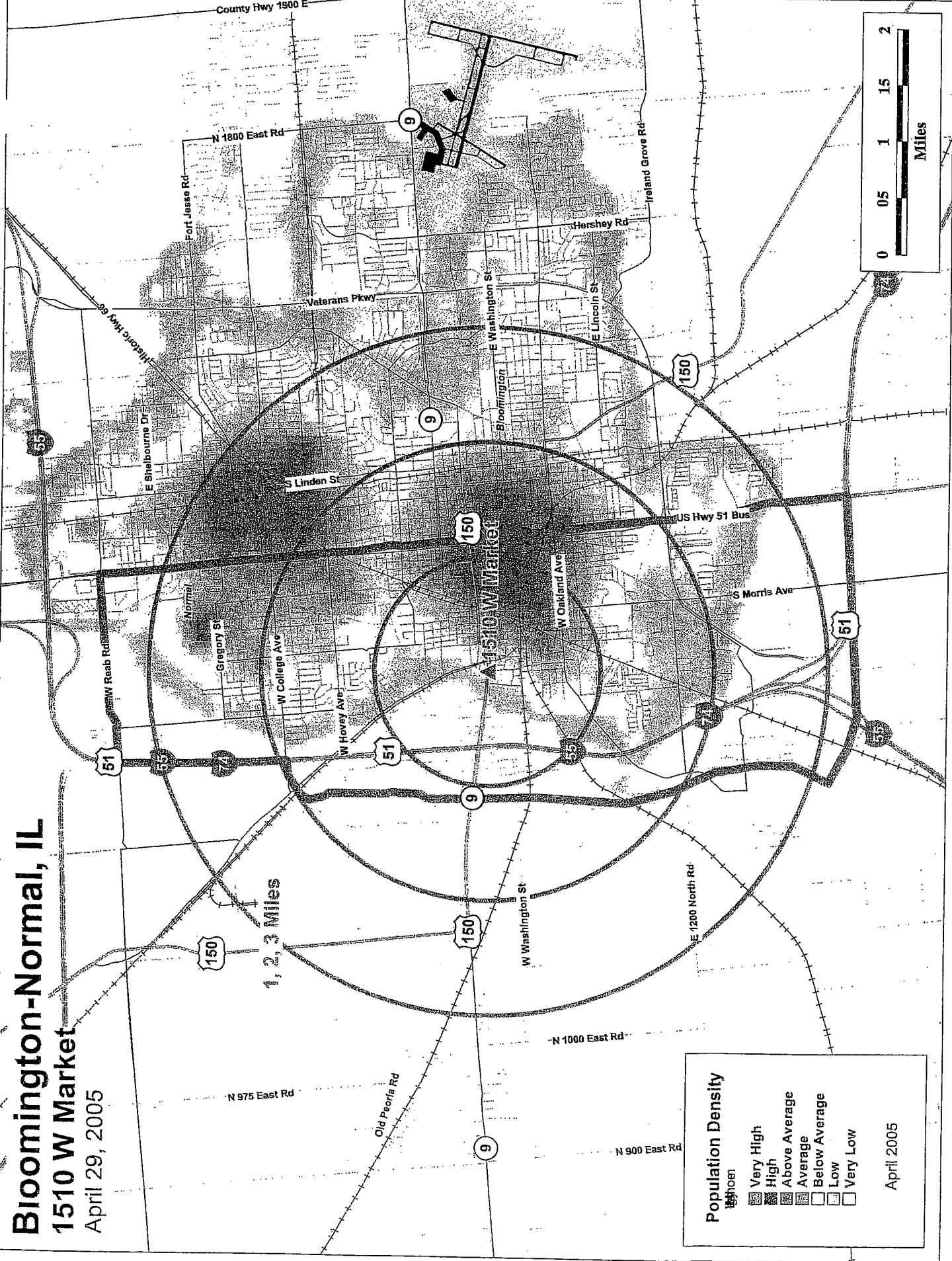


Bloomington-Normal, IL

1510 W Market

April 29, 2005

1, 2, 3 Miles



Population Density

- Very High
- High
- Above Average
- Average
- Below Average
- Low
- Very Low

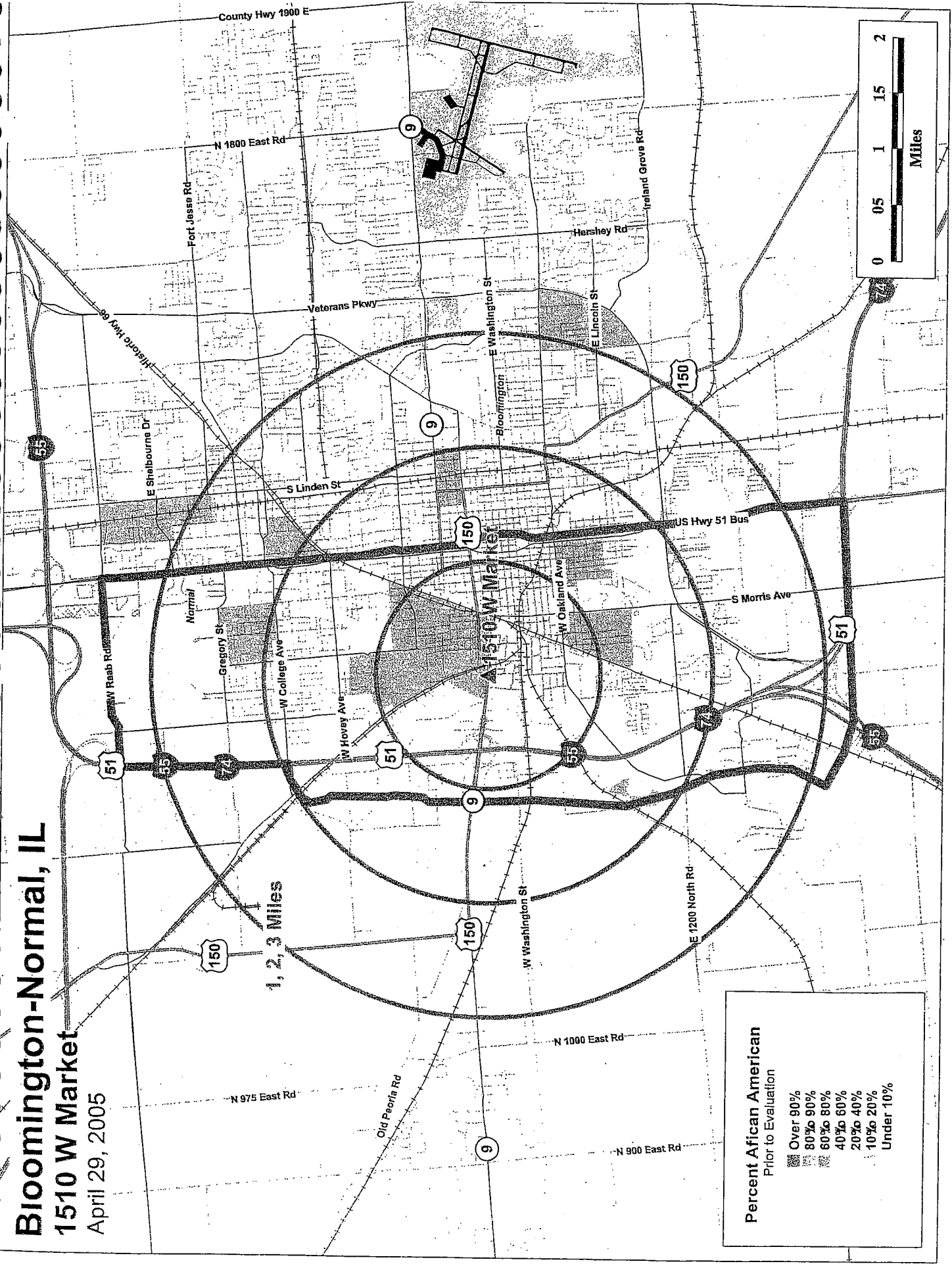
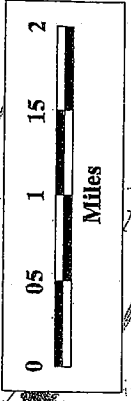
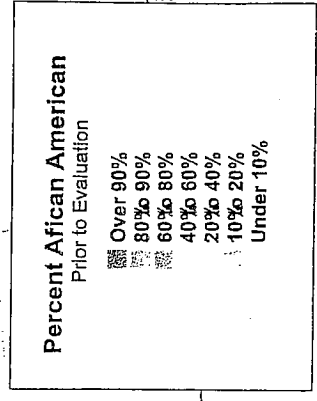
April 2005

Bloomington-Normal, IL

1510 W Market

April 29, 2005

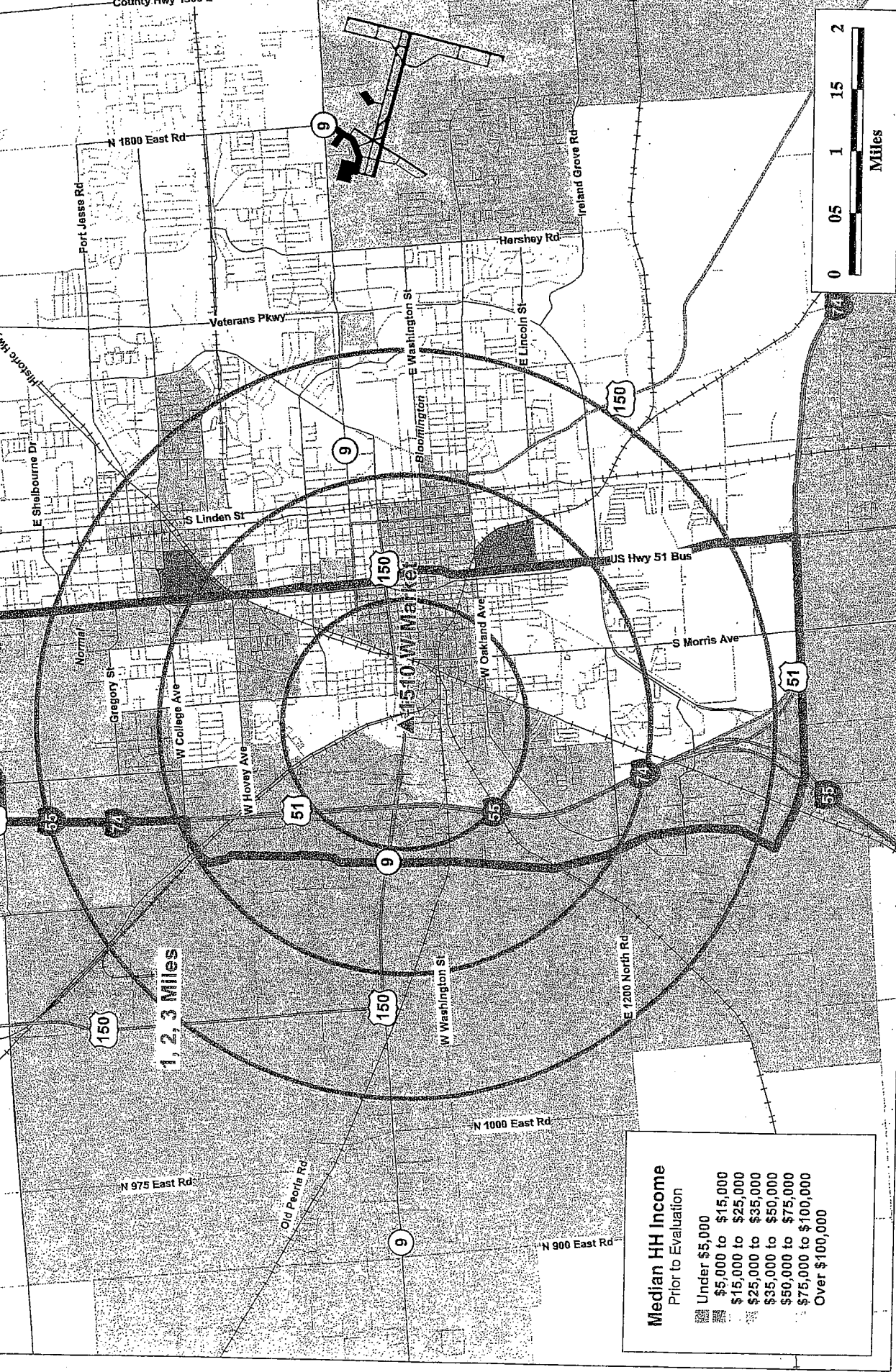
1, 2, 3 Miles



Bloomington-Normal, IL

1510 W Market

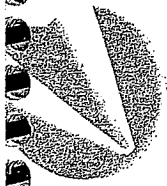
April 29, 2005



Median HH Income
Prior to Evaluation

- Under \$5,000
- \$5,000 to \$15,000
- \$15,000 to \$25,000
- \$25,000 to \$35,000
- \$35,000 to \$50,000
- \$50,000 to \$75,000
- \$75,000 to \$100,000
- Over \$100,000

MISSION STATEMENT



MOR FOR LESS

FOOD STORES

MISSION STATEMENT

MOR FOR LESS competes in the food/retail sector and represents a unique form of retailing with significantly lower pricing as the principal marketing thrust. We sell a limited assortment of high volume packer label products, private label products and national brand products purchased at the lowest possible cost and sold at the lowest possible retail. Low retails demand a commitment to operate at the lowest possible, most efficient and productive cost levels. Therefore, decisions that guide the growth of our business will constantly be weighted against their relative impact on retail pricing.

OUR PRICES

As a highly specialized business, our appeal is almost entirely pricing. On an everyday price basis, we will not be undersold on any item by the market price leader. We will strive to save our customers up to 40% on their grocery purchases compared to our competition.

OUR PRODUCTS, QUALITY AND GUARANTEE

We are the customer's buying agent and must be the best buyer for the products we sell. We buy in large quantities, are always in stock, and have available an abundance of good values and generally do not limit quantities.

While price is our primary thrust, product quality and packaging are vital to our success. We sell selected national and regional branded products, but concentrate on offering highest quality private and packer label products to ensure an overall strong

value offering. We will honestly represent the quality of every product sold to our customers.

We want our customers to be pleased with everything they buy, If the merchandise is not what they expect, then we will gladly exchange the item or refund the purchase price upon request.

OUR CUSTOMERS AND COMMUNITIES

We recognize our responsibility to our customers to create and maintain high standards of honesty, efficiency and performance in all that we do.

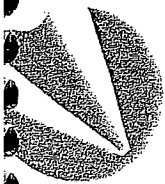
We recognize the importance of becoming a good community citizen in each of our markets. We encourage our people to participate in community activities consistent with our business mission, and we will operate our stores in a manner that makes us welcome in the communities we serve.

We deliver friendly, efficient customer service, are honest in all communications, and take pride in all that we do.

OUR STORES

We operate clean, safe and well-stocked stores that are easy and pleasant to shop. Our low-priced marketing position demands a commitment to efficiency, productivity and operating discipline. Accordingly, we continue to explore new operating disciplines and methods which will help us eliminate from our business costs that do not contribute to customer value.

STORE CONCEPT & QUALIFYING CRITERIA



MOR FOR LESS

FOOD STORES

MOR FOR LESS

STORE CONCEPT & QUALIFYING CRITERIA

1. CONCEPT

MOR FOR LESS competes in the food retail sector and represents a unique form of retail with significantly lower pricing as the principal marketing thrust. We sell a limited assortment of high volume packer label products, private label and national brand products purchased at the lowest possible cost and sold at the lowest possible retail. Low retails demand a commitment to operate at the lowest possible, most efficient and productive cost levels. Therefore, decisions will constantly be weighted against their relative impact on retail pricing.

2. STOCK KEEPING UNITS

A. DRY GROCERY

1. 555 (Packer Label)
2. 12 (Private Label)
3. 129 (Regional Brand)
4. 205 (National Brand)

TOTAL / 901

B. DAIRY / EGGS

1. 52 (Packer Label)
2. 14 (Private Label)
3. 1 (Regional Brand)
4. 36 (National Brand)

TOTAL / 103

C. THAW / SELL PASTRY

1. 49 (Packer Label)

TOTAL / 49

D. FROZEN FOOD

1. 41 (Packer Label)
2. 21 (Private Label)
3. 2 (Regional Brand)
4. 116 (National Brand)

TOTAL / 180

E. ICE CREAM / NOVELITIES / ICE

1. 16 (Regional Brand)
2. 27 (National Brand)

TOTAL / 43

F. SMOKED / PROCESSED / FROZEN MEATS

1. 11 (Packer Label)
2. 2 (Private label)
3. 44 (Regional Brand)
4. 72 (National Brand)

TOTAL / 129

**GRAND TOTAL (A-F)
1405 Stock Keeping Units**

NOTE: The above does not include fresh meat, produce, tobacco products and direct store vendors.

3. IMPORTANT FACTORS

There are six (6) important factors a retailer should consider about their marketing area.

- A. State income average per household
(Marketing area should be 15% - 16% below state average)
- B. Persons per household
- C. Sales per square foot of competition's selling area within the market area
- D. Location
- E. Annual food stamp disbursement of the area
- F. Unemployment rate of area

4. WAGE STRUCTURE

- A. 4 % / 5%

5. INVENTORY COST (Not Including D.S.D)

- A. \$10.50 per square foot of selling area

6. QUALIFYING CRITERIA

A. STORE SIZE

- 1. Minimum Square Foot / 12,000
- 2. Maximum Square Foot / 22,000

NOTE: Square footage of store should not exceed 22,000 square feet unless otherwise approved by Roundy's, Inc.

B. RENTAL FACTOR (Existing Building)

1. \$2.00 - \$3.00 per square foot

C. PARKING

1. Five (5) to One (1) Ratio

D. BUILDING REQUIREMENTS

1. Building must accommodate pallet unloading.
2. Coolers / freezer must accommodate pallet receiving.

7. SCANNING

8. FIXTURES (Used / Remanufactured)

A. INCLUDES:

Cases, coolers, freezers, checkout counters & miscellaneous equipment.

9. PLATFORMS / RACKING COST (New)

A. USING A COMBINATION OF THE FOLLOWING:

1. 2' x 4' platforms
2. 4' x 4' platforms
3. Warehouse racking
4. Wire baskets

B. COST \$1.25 PER SQUARE FOOT (AVERAGE)

NOTICE: Platforms / racking/ wire basket cost subject to change

without notice. Engineering fees, freight, tax and installation not included.

10. BAKERY DISPLAY RACKS / DUMP TABLES COST (NEW)

A. \$1,600.00 - \$2,700.00 (AVERAGE)

NOTICE: Bakery display racks / dump tables cost subject to change without notice. Engineering fees, freight, tax and installation not included.

11. INTERIOR DÉCOR COST (NEW)

(Standard package based on 15,000 square foot store)

A. \$12,000.00 - \$14,000.00

NOTICE: Interior décor cost subject to change without notice.
Engineering fees, freight, tax and installation not included.

12. EXTERIOR SIGNAGE

A. INCLUDES THE FOLLOWING:

1. 6' x 24' single face vinyl sign
2. (6) 3' x 12' non-illuminated painted signs

B. COST / \$5,500.00 (AVERAGE)

NOTICE: Exterior signage cost subject to change without notice.
Engineering fees, freight, tax and installation not included.
Other building signs and road signs available.

13. SERVICES AVAILABLE

- A. Advertising
- B. Retail accounting services
- C. Central billing program
- D. Advanced ordering system
- E. Computerized price decks
- F. Market evaluation
- G. Effective limited variety-merchandising format
- H. Equipment sourcing
- I. Greeting card program
- J. Floor care and sanitation program

OPERATING STANDARDS & STORE GUIDELINES



MOR FOR LESS

FOOD STORES

23
110

OPERATING STANDARDS & STORE GUIDELINES

1. Operating Standards

The operational objective shall be to operate a limited assortment, discount food store offering the lowest possible overall everyday retail prices on a limited assortment of quality products. Certain general standards contribute to the overall image portrayed by MOR FOR LESS concept and the Marks, and these standards must be adhered to in order to protect the value of the Marks and the goodwill associated therewith. These general standards include (a) primary emphasis on high quality, private/control label products distributed by the Licensor, (b) NO generic or salvage products, (c) product stocked in cases on approved fixtures, (d) high standards of cleanliness, appearance and sanitation, (e) exterior and interior signage, including item price signs as approved by Licensor and (f) courtesy and friendliness toward all customers, but with services limited to redemption of manufacturers' coupons, redemption of food stamps and limited check cashing. Fresh meat and produce departments must be consistent with and reinforce the MOR FOR LESS concept of quality and discount prices.

2. Building Layout & Design

- A. Must have an approved set of interior store drawings, which must accompany the executed license agreement.
- B. Square footage of store should not exceed 20,000 square feet unless otherwise approved by Roundy's, Inc.
- C. The building must accommodate pallet unloading and proper equipment must be used.
- D. Outer perimeter aisles are to be between 10' and 20' in width.
- E. Inner aisles are to be 6'6" to 7'6" in width.
- F. The site must have adequate parking.

- G. The building must have an attached lighted MOR FOR LESS sign. Type and placement must be approved by MOR FOR LESS. An approved MOR FOR LESS pylon sign located near the roadway for optimum visibility is also recommended.
- H. Walls in sales area of store should be drywall, or an alternative material approved by MOR FOR LESS, and should be painted per MOR FOR LESS specifications.
- I. Ceiling - All newly constructed stores should have a drop ceiling or open ceiling. Existing store ceiling that are soiled must be painted or replaced if drop ceiling exists.
- J. Floor - All newly constructed stores should use 12" vinyl floor tile. (See attached color and pattern information.) Existing floors should be of a consistent light color and be free of major defects. Floor type and appearance must be approved by MOR FOR LESS.
- K. Automatic controls must be on "in" and "out" doors.

3. Equipment & Fixture Requirements

A. Grocery Department

- 1. Up to 900 lineal feet for MOR FOR LESS approved metal platforms in combination with warehouse racking or other approved metal shelving.
- 2. Approved price sign holders.
- 3. Check stands which accommodate check stand to cart checkout. (Minimum 6' conveyor belt.)
- 4. Approved MOR FOR LESS display tables.
- 5. Electronic scanning systems.
- 6. A minimum of 28' of laminated formica top of approved bagging tables.
- 7. Approved shopping carts. (Carts should specify MOR FOR LESS handles and baby seats.)

B. Frozen Food Department

- 1. Up to 120' of coffin freezer with end bunkers or equivalent equipment which accommodates the same lineal feet of product facings.

2. Up to ten door ice cream freezer or equivalent equipment which accommodates the same lineal feet of product facings.

C. Meat Department

1. Up to 36' of coffin fresh meat case or equivalent equipment which accommodates the same lineal feet of product facings.
2. Up to 36' of 3 deck smoked meat case or equivalent which accommodates the same lineal feet of product facings.

D. Dairy Department

1. Up to 48' of multi-deck dairy case, door coolers or equivalent equipment which accommodates the same lineal feet of product facings.

E. Produce Department

1. Up to 36' of refrigerated single deck produce case.

F. All refrigeration cases must be painted to MOR FOR LESS specifications.

4. Store Preparation

- A. All refrigeration must be up and running prior to shipment of any MOR FOR LESS product.
- B. All renovations must be completed before shipment of MOR FOR LESS product.
- C. Floors are to be waxed and buffed before shipment of MOR FOR LESS product.
- D. Parking lot must be paved or repaired before receiving MOR FOR LESS product.

5. Merchandising Concept

In order to establish, enhance and protect the unique MOR FOR LESS image and the integrity of our retail presentation, the following merchandising MOR FOR LESS guidelines should be adhered to:

- A. A merchandising plan must be completed and approved prior to the shipment of any MOR FOR LESS merchandise.**
- B. DSD merchandising excluding fresh meat, produce, milk and milk bi-products, ice cream and eggs must not exceed 15% of the total lineal feet of platform merchandise.**
- C. Up to 36' of tobacco products (optional).**
- D. All DSD product must reinforce the MOR FOR LESS concept of high quality and there must be a significant retail price spread compared to the major competition in the trading area.**
- E. The maximum number of produce items for sale in a MOR FOR LESS store should not exceed 30.**
- F. The maximum number of fresh meat and poultry items for sale in a MOR FOR LESS store should not exceed 45.**

All options and restrictions of the store guidelines are subject to approval on an individual basis by MOR FOR LESS. All options may not be listed. MOR FOR LESS reserves the right to amend and enforce the store guidelines from time to time as it deems necessary or beneficial to protect or enhance the integrity of the program.