# **Illinois Finance Authority**

September 11, 2007 11:30 AM

# **Board Meeting**

The Mid America Club 200 E. Randolph Drive, 80th floor Chicago, Illinois



IFA File Copy

# ILLINOIS FINANCE AUTHORITY BOARD MEETING

September 11, 2007 Chicago, Illinois

# COMMITTEE OF THE WHOLE MEETING

8:30 a.m.

Illinois Finance Authority 180 N. Stetson, Suite 2555

- Opening Remarks
- Executive Director's Report
- Financials
- Staff Reports
- Project Reports
- Other Business
- Adjournment

BOARD MEETING
11:30 a.m.
Mid-America Club
200 E. Randolph Drive, 80th Floor
Chicago, Illinois

#### **AGENDA**

- Call to Order
- Chairman's Report
- Roll Call
- Executive Director's Report
- Acceptance of Financials
- Approval of Minutes
- Project Approvals
- Resolutions / Amendments

# **AGRICULTURE**

Tab	Project	Location	Estimated Amount	Estimated New Jobs	Estimated Const Jobs	FM
Parti	cipation Loan					
1	Worksaver, Inc.	Litchfield	\$153,050	2	0	ER
2	Gerald and Genevieve Roberts	Penfield	55,000	0	0	СМ
Youn	ig Farmer Guarantee					
3	Michael L. and Shari D. Flannigan	Mt. Vernon	191,250	0	0	ER
Begin	nning Farmer Bonds					1.1.1
4	Alan Bailey	Virden	105,000	0	0	ER
	Steven and Emily Manning	Wayne City	55,000	0	0	ER
	Adam T. Bertolino	Witt	250,000	0	0	ER
	Jonathan Laue	Beecher City	65,000	0	0	ER
Exen	Waste Disposal Facilities Bonds  pt Water Facilities Bonds  minary					
5	Ethanex Energy, Inc.	Waltonville	50,000,000	65	400	ST/ER
тот	AL AGRICULTURE PROJECTS		\$50,874,300	67	400	

# **HEALTHCARE**

Tab	Project	Location	Estimated Amount	Estimated New Jobs		FM
100	e)(3) Bonds minary					
6	Fairview Obligated Group	Downers Grove, Rockford	\$60,000,000	0	0	PL/DS
7	The Admiral at the Lake	Chicago	175,000,000		200	TA
8	Holy Cross Hospital	Chicago	16,000,000	0	0	PL/DS
501(c	e)(3) Bonds /					
9	Advocate Health Care Network	Multiple	520,000,000	75	900	PL/DS
10	Sherman Health System and Sherman Hospital	Elgin	325,000,000	61	350	PL/DS
тот	AL HEALTHCARE PROJECTS		\$1,096,000,000	136	1,450	

# COMMUNITIES AND CULTURE

Tab	Project	Location	Estimated Amount	Estimated New Jobs	Estimated Const Jobs	FM
•	e)(3) Bonds minary					
11	Lake County Family YMCA	Waukegan	\$6,500,000	0	0	SCM
12	Construction & General Laborers District of Chicago and Vicinity Joint Training and Apprentice Fund a/k/a Chicagoland Laborers Training and Apprentice Fund	Chicago	25,000,000	9	50	TA
501(c Final	e)(3) Bonds t					
13	Cornerstone Services, Inc.	Joliet	4,200,000	0	0	SCM
14	Community Action Partnership of Lake County	Multiple	4,000,000	0	0	TA
	ble Industrial Revenue Bond minary					
15	Theory and Computing Sciences Building Trust (Argonne National Laboratory)	Darien	70,000,000	80	100	ТА
Loca	l Government Direct Loan					
16	Village of Chatham	Chatham	1,000,000	0	0	EW
Rura	l Development Loan					
17	Tad Peter d/b/a South Fork Outfitting	Mendon	188,250	4	6	СМ
18	Village of Pleasant Plains	Pleasant Plains	115,000	0	0	KC
тот	AL COMMUNITIES AND CULTURAL PROJE	CTS	\$111,003,250	93	156	

# **BUSINESS AND INDUSTRY**

Tab	Project	Location	Estimated Amount	Estimated New Jobs	Estimated Const Jobs	FM
Partic	cipation Loans					
19	MPH II Land Trust (Hoerr Construction)	El Paso	\$300,000	3	75	JS
Indus Final	strial Revenue Bonds					
20	Stromberg Allen and Company and SACO Real Estate Company LLC	Tinley Park	8,000,000	8	10	RKF
21	Quality Metal Finishing Co.	Byron	1,300,000	53	0	SCM
22	American Ad Bag Company and Garmich- Illinois, LLC	Woodstock	2,150,000	18	30	TA
тот	AL BUSINESS AND INDUSTRY PROJEC	CTS	\$11,750,000	82	115	

# HIGHER EDUCATION

Tab	Project	Location	Estimated Amount	Estimated New Jobs	Estimated Const Jobs	FM
	e)(3) Bonds minary					
23	Robert Morris College	Chicago, Aurora, Schaumburg	\$30,000,000	62	0	ТА
501(c	e)(3) Bonds (					•
24	Chicago School of Professional Psychology, Inc.	Chicago	14,000,000	30	50	SCM
25	McKinley Foundation at the University of Illinois Urbana-Champaign (Presbyterian Hall)	Champaign	27,500,000	12	50	TA/NM
тот	AL HIGHER EDUCATION PROJECTS		\$71,500,000	104	100	

GRAND TOTAL	\$1,341,127,550	482	2,221	

# RESOLUTIONS

Tab	Project	FM
Reso	lutions	
26	Resolution authorizing amendments to the Illinois Finance Authority's 401(a) Contribution Plan.	NA
Amen	idatory Resolutions	
27	Resolution Authorizing the Amendment of Bond Documents in Connection with Lake Towers Associates II Limited Partnership, IDFA Series 1997 Affordable Housing Bonds (Cinnamon Lake Towers Project)	ŔĸF
28	Amend a participation loan to Village Market, Inc. by changing borrower name to Brooks and Tammy Marsh (IFA Project B-LL-TX-7166)	СМ
29	Resolution to Amend a Rural Development Loan to Darrel and Marilyn Mattingly (d/b/a Derel's BBQ) to Waive a Requirement to List Property with a Real Estate Agent (IFA Project B-LL-TX-658)	RP
30	Resolution Authorizing and approving (A) the prepayment, defeasance, and/or redemption of all or a portion of the outstanding Illinois Development Finance Authority Revenue Bonds (Adventist Health System/Sunbelt Obligated Group), Series 2000A; (B) the Amendment of Certain Provisions of the Trust Indenture; (C) the execution and delivery of a supplemental indenture and (D) certain related matters.	PL/DS
31	Resolution to Amend a Venture Capital Loan to Jaros Technologies to Increase the Interest Rate and Defer Principal Payments for An Additional Year (IFA Project V-TD-588)	ST

# <u>Other</u>

# Adjournment

Governor, Rod R. Blagojevich Executive Director, Kym M. Hubbard 180 North Stetson Ave. Suite 2555 Chicago, IL 60601 312-651-1300 312-651-1350 fax www.il-fa.com



# Illinois Finance Authority Executive Director's Report September 11, 2007

To: IFA Board of Directors and Office of the Governor

From: Kym M. Hubbard, Executive Director

# **Financial Performance**

#### Consolidated Results:

Illinois Finance Authority's financial position remains strong with total assets of \$154,423,697 consisting of equity of \$94,712,863 and liabilities of \$59,710,834. This compares favorably to the August 2006 balance sheet of \$153,750,831 in total assets comprising of \$88,578,229 in equity and \$65,172,602 in liabilities and bonds payable.

Gross Income YTD for August ended at \$2,321,080 above plan. The above plan performance is primarily due to fee income. Total fees earned was \$661,667 which primarily come from the Healthcare sector. Total operating expenses ended at \$1,673,537 or \$63,206 below plan. Net income ended at \$2,673,630 including the \$2,000,000 grant received from the Illinois Clean Energy Foundation in July, 2007.

### **Sales Activities**

1.00

Funding Managers will be presenting 28 projects totaling \$1,341,127,550 for approval in September, 2007. Agriculture projects total \$50,874,300; Healthcare projects total \$1,096,000,000; Communities and Culture projects total \$111,003,250; Business and Industry projects total \$11,750,000; and Higher Education projects total \$71,500,000. These projects are expected to create 482 new jobs and 2,221 construction jobs.

**Agriculture:** The Agricultural team attended various public relations functions across the State. IFA staff attended Ag Day at the Illinois State Fair, where IFA presented its annual outstanding Ag lender award at the luncheon. IFA staff also attended and provided a booth at the National Farm Progress Show in Decatur.

Other functions attended by the Ag team during the month of August were the Agronomy Day at the University of Illinois and the Half Century of Progress Farm Show.

HealthCare: During the month of August, 2007 the healthcare group closed Sedgebrook Retirement Community, OSF Healthcare System and Little Company of Mary Hospital transactions, resulting in the creation of over 3,000 jobs in Illinois. In conjunction with the OSF closing, Pamela Lenane and Dana Sodikoff participated in PFM's (Public Financial Management) presentation to OSF of the Illinois Finance Authority's new Investment Management and Arbitrage Rebate Program to invest approximately \$200 million of construction funds, approximately \$26 million of their capitalized interest fund and approximately \$36.5 million of their debt service reserve fund. The IFA is optimistic that some of this business will be awarded to PFM and IFA's new Program.

Pam and Dana have been speaking with Critical Access Hospitals around the state regarding timing, financing options, and other matters in relation to the financing process. Many of these hospitals are planning replacement facilities, which are set to start construction in the next 12-18 months. Also this month, Pam, Dana and Director Hubbard met with various healthcare sector participants to discuss the Authority's pending multi-state legislation and its positive effect on borrowers in Illinois.

Additionally, Pam and Dana have met with healthcare bankers and attorneys to discuss opportunities in the healthcare market, especially during this time of market uncertainty.

Communities and Culture: Strategic Planning meetings for Communities and Culture were held during the month of August. Meetings were attended by Funding Managers, Executive Staff and Director Hubbard. The group discussed innovative ways to implement the marketing of IFA products as well as ways to utilize the specific talents of staff and funding managers. The group discussed the possibility of going one step further than just presenting financing programs. But, also the possibility of offering debt service schedules and providing cash flow projections to clients and prospects. The IFA would not be construed as a Financial Advisor or Broker Dealer in offering these services.

IFA staff worked diligently to create an interim Appropriation Note financing to provide needed funds for Illinois School Districts should there be a delay in signing the state budget.

Townsend Albright is working with the Will County Exposition and Auditorium Authority to create a financial program which will enable the Exposition and Auditorium Authority to finance the renovation and expansion of the Rialto Theater and three other buildings located in Joliet. Additionally, Townsend represented the IFA at the Illinois Hispanic Chamber of Commerce Business Exposition which was well attended by over 1,000 business and not for profit leaders in the Hispanic community. The IFA also sponsored a booth at the Exposition.

Several Hispanic residential real estate firms expressed interest in the IFA's Single Family Mortgage Program and in the Participation Loan and Industrial Revenue Bond programs.

Additionally, Sharnell Curtis Martin is working with the Education Director of the Illinois Facilities Fund to explore the possibility of developing a program that addresses the needs of 501(c)(3).

Also, The 2007 Series A Pooled Bond Issue closed last month, providing funding to 6 units of local government. Local Government Services staff, Eric Watson, Nona Myers and Kristi Conrad, has been working with many units of local government to discuss the funding of projects for items such as: rural broadband initiatives, water/lake dredging, road re-surfacing, and the majority of calls for water and sewer system improvements, including a \$20,000,000 new facility.

Finally, new legislation was recently signed by the Governor to establish a dedicated source of funds for the Fire Truck Revolving Loan Program. This additional funding will allow the IFA to expand the program and meet the increased demand from Fire Districts seeking funds for new fire trucks in the 0% interest rate program. We have two applications before the board for the upcoming month.

IFA Monthly Single Family Mortgage Revenue Program. At the end of the third week of August, 2007, there were \$2,545,859.00 in closed mortgages and \$118,146 in delivered but not purchased mortgages. One mortgage for approximately \$200,000.00 was returned to American Home Mortgage Corporation as the borrowers were unable to provide a current payment history. Subsequently, American Home Mortgage Corporation, the Program's only signed lender, filed for bankruptcy because of the sub-prime mortgage situation. At the Illinois Hispanic Chamber of Commerce exhibition Townsend Albright met with two mortgage lenders who have expressed strong interest in IFA's Program. Since that time Mortgage Clearing Corporation has contacted the lenders and walked them through the documentation process to enable them to take advantage of IFA's Program.

Industry and Commerce: Director Hubbard is working with the Governor's Office to evaluate the Authority's Volume Cap allocation policies and issuance fees. Input from members of the Industry and Commerce team is being requested on an ad hoc basis.

Similarly, Director Hubbard is also refining terms of the Authority's Participation Loan and Rural Development Loan Programs. Additionally, IFA is evaluating methods to capitalize, recapitalize, or leverage the assets of the Participation Loan Program to create a sustainable, ongoing funding source.

Given that demand for Industry and Commerce financings is oversubscribed, the Industry and Commerce group will be focusing marketing efforts on counties outside the Chicago Metropolitan Area. Efforts on new Industrial Revenue Bond projects are focused on generating projects for calendar year 2008.

Rich Frampton continues to work with CenterPoint Properties Trust and Ridge Property Services LLC and administrators for the U.S. Department of Transportation on financing three proposed Rail-to-Truck intermodal facilities located in Wilmington (Ridge), Crete (CenterPoint), and Joliet (CenterPoint). IFA has provided the U.S. Department of Transportation with additional background regarding the prospective structure, timing, and development timetables for these transactions several times within the past year. IFA has also offered assistance to both developers, going forward, on an as-needed basis.

# Federal Legislation Update:

**S. 1963** and **H.R. 2091**: This legislation would officially enable the Federal Home-Loan Bank Letters of Credit to enhance Tax-Exempt Bond Issues for IRBs and 501(c)(3) Revenue Bond projects for the first time.

This legislation would improve access to Tax-Exempt Bond financing for manufacturers and 501(c)(3) entities. Additionally, this legislation would also improve the ability of Illinois banks to provide competitive rates to prospective IRB and 501(c)(3) Bond borrowers.

The Federal Home Loan Banks ("FHLBs") are rated Aaa/AAA/AAA long-term by Moody's/S&P/Fitch.

Rich Frampton is coordinating efforts with, (1) Council of Development Finance Agencies ("CDFA"), (2) the National Council of Higher Educational Facilities Authorities ("NAHEFA"), and (3) Illinois member banks of the Federal Home Loan Bank of Chicago to support this legislation.

This represents the best opportunity to advance this legislation in several years. IFA staff believes that this legislation would significantly improve access to taxexempt financing for both IRB and 501(c)(3) borrowers.

For additional information please visit <u>www.cdfa.net</u> for additional information on current legislative activities.

## Federal Regulatory Update

Rich Frampton is also continuing to work with CDFA and NAHEFA on other technical and legislative matters including a financial reporting/definitional rule proposed by the Financial Accounting Standards Board ("FASB") that could have a detrimental impact on IFA's conduit borrowers (particularly small manufacturing and 501(c)(3) borrowers).

More specifically, FASB has proposed a technical rule (i.e., FAS 126A) that would Revise the Definition of a "Public Entity" to Include an Obligor for Conduit Debt Securities. As a result of several responses from participants in the industry, including one prepared by Rich Frampton of IFA (see link: http://www.fasb.org/ocl/fasb-getletters.php?project=FSPFAS126A), FASB has

decided to further examine this proposed technical rule. Most of the responses are consistent with the position supported by IFA, CDFA, and NAHEFA.

Other members of CDFA and NAHEFA will be participating in the second FASB comment period on this subject.

Higher Education: Townsend Albright moderated the morning session and gave a financial presentation for the Lieutenant Governor's Green Government Council's "2007 Sustainable Energy Program" for green LEEDS-certified buildings on college campuses as well as for private, governmental, and commercial facilities. The Symposium was held at Illinois State University at Bloomington-Normal, and was well attended with more than 200 participants form public universities, local government units, and private colleges.

Additionally, Townsend moderated the afternoon plenum which centered on (1) how to obtain funding for green buildings, (2) HVAC, and other physical plant improvements, and (3) how to form a time line to accomplish these tasks.

Colleges continue to take advantage of the low interest rate environment to refund outstanding bond issues. Coming before the board in September will be a \$30.0 million transaction for Robert Morris College, of which approximately \$20.5 million of the proceeds will be used to refund the College's Series 1997 and 2000 bonds. Also, the Chicago School of Professional Psychology is coming before the Board in September for final approval of a new money project and to refund the remaining balance of an outstanding IFA bond issue. Sharnell Curtis Martin is the funding manager for this project.

Strategic Planning meetings were held to discuss innovative ways to provide financing to the higher education market sector. As with the communities and culture sector, one possible option is to provide debt service schedules and cash flow projections when applying the various IFA programs to provide a financial solution to a prospect or client's capital needs. Again, the IFA would not be construed as a Financial Advisor or Broker Dealer in offering these services. This type of advice could prove to be extremely helpful to private college Business Managers as it could offer insights as to how they could finance necessary HVAC improvements and sprinkler installations to their dorms and other buildings as mandated by law.

#### Marketing and Public Relations

Strategic planning market segment meetings were held in August for Higher Education and the Not-For-Profit segments. The Local Government segment meeting will be held September 12th. Executive Team strategic planning meetings are scheduled for September 20th and 25th.

The Ag team aired a radio commercial/interview with Max Armstrong, WGN, to support Ag presence at the Farm Progress Show and introduction of the Farm Purchase Guarantee.

Public Relations activity in August included several press releases and mentions in key stories around the state. IFA was named the top issuer in the Midwest first half 2007 according to data published by The Bond Buyer.

# Key press coverage:

- Local School Notes Program "...Governor Rod Blagojevich directed the Illinois Finance Authority to make \$175 million available to the state's 900 school districts if no budget is settled this week..."
- Sedgebrook Retirement Community "Gov. Blagojevich announces creation of 1,900 jobs through Sedgebrook Retirement Community development in Lake County"

OSF Healthcare System – "Gov. Blagojevich announces support for OSF Saint Francis Medical Center expansion in Peoria that will create nearly 1,000 jobs"

Emerald Ash Borer Bill – "Gov. Blagojevich creates loan program to replace ash trees destroyed by the Emerald Ash Borer... Communities eligible for low interest loans for reforestation projects

Ag Lender of the Year Award – "Dana Wiegand, Goodfield Bank, honored by Illinois Finance Authority as Outstanding Ag Lender"

### Other stories:

- Illinois Business Journal article featuring Executive Director Kym M. Hubbard
- Chatham to build its own water plant...
- Illinois Agency OK's \$2.5 Billion (August board approvals, Bond Buyer)
   Gov. signs bill to lure Future Gen...\$50 million in low interest loans from IFA

There were no FOIA requests during August.

# **Human Resources and Operations**

Systems: The implementation of Microsoft Outlook was completed. Lotus Notes files were converted to Microsoft Outlook. This sets the stage for starting the implementation of IFA's new voice over internet protocol telephone system and as well as results in immediate improvements in email, calendaring, and access to IFA computers remotely for all staff.

Human Resources: Christopher B. Meister has joined the Authority serving as General Counsel. Additionally, an administrative assistant, Shannon Govia, has been hired to work with the finance department as well as an accounting clerk, Carlos Herrera.

The performance review process for fiscal year 2007 was completed. Salary increases and adjustments were proposed, reviewed and implemented. Reassignment of administrative support staff was reviewed and completed.

Fiscal Year 2007 Incentive Plan results for participating staff were prepared and submitted for final approval. Fourth Quarter and Year-End EEOC/AA reporting was completed and submitted to the Illinois Department of Human Rights. Meetings were held with the Illinois Department of Human Rights to review and sign off on final summaries of all quarterly and year-end reports submitted throughout the past fiscal year. Discretionary staff contributions have been processed for the Authority's retirement plan that were approved by the board at the inception of the plan.

The following projects remain in process:

- 1) Considerable progress was made on incentive plan modifications for IFA staff for Fiscal Year 2008.
- 2) Still obtaining review team feedback for the new employee handbook.
- 3) Still working on updating job descriptions and salary benchmarking.
- 4) Nearly completed insurance application for insurance coverage for trustees of the Authority's retirement plan.
- 5) Still working on recruiting for the position of Director, Financial Services.
- 6) Began laying the ground work for the new telephone system implementation.

# Legal / Legislative Issues

Recent action by the Governor relating to IFA bills are as follows:

SB66 (Clean Coal) has been signed into law.

SB1617 (Emerald Ash Borer Fund) has been signed into law.

SB1592 (Electric Rates) has been signed into law.

HB277 (Underground Storage Tank Fund Priority List).

Amendatory Vetoes were placed on SB1317 (Multi-State Financing) and HB1497 (Urban Development Authority).

#### **Audit and Compliance**

The FY 2007 audit will begin on September 12<sup>th</sup> and is schedule to be completed by the end of the calendar year.

Attached is the status of the current audit findings for your review.

Illinois Finance Authority Consolidated - Actual to Budget Statement of Activities for Period Ending August 31, 2007

	Actual August 2007	Budget August 2007	Current Month Variance Actual vs.Budget	Cument % Variance	Actual YTD FY 2008	Budget YTO FY 2009	Year to Date Variance Actual vs. Budget	YTD % Vartance	Total Budget FY 2007	% of Budget Expended
REVENUE Interest on Loans Envestment interest & gain(Loss) Administrations & Application fees Annual issuance & Loan Pees Other Ricome	320,307 216,347 661,667 70,704 9,767	295,546 205,900 426,567 85,262 14,947	24,761 10,447 235,100 (15,058)	8.18% 5.07% 55.11% -17.66% -34.65%	633,493 414,246 1,119,593 133,259 20,489	590,849 411,214 817,834 171,758 29,894	42,644 3,032 301,759 (38,459) (9,405)	7.22% 0.74% 36.90% -22.41% -31.46%	3,526,320 2,499,176 6,530,805 1,038,859 179,364	17.96% 16.58% 17.14% 12.83% 11.42%
TOTAL REVENUE	1,278,293	1,028,222	250,071	24.32%	2,321,080	2,021,549	188,883	14.82%	13,774,524	16.85%
EXPENSES EMPLOYEE RELATED EXPENSES COMPRONATION & TAXES BENEFITS TEMPORARY HELP BDUCATION & DEVELOPMENT TRAVEL & AUTO	284,336 20,578 10,202 300 13,983	330,624 25,710 2,500 500 12,501	(44,288) (5,132) 7,102 (200) 1,482	-13.40% -19.96% 308.07% -40.00%	548,968 41,845 22,432 300 26,135	638,800 50,686 5,000 1,000 25,002	(89,832) (8,841) 17,432 (700)	-14.06% -17.44% 348.64% -70.00% 4.53%	3,732,896 310,439 30,000 6,000 150,000	14.71% 13.48% 74.77% 5.00% 17.42%
TOTAL EMPLOYEE RELATED EXPENSES PROFESSIONAL SERVICES	331,399	371,835	(40,436)	-10.87%	639,680	770,483	(80,508)	-11.22%	4,229,335	15.12%
CONSULTING, LEGAL & ADMIN LOAN EXPENSE & BANK FEE	136,835	87,332	49,503	56.63%	237,074	174,664	62,410	35.73% 0.24%	1,048,000	22.62% 17.18% 17.41%
ACCOUNTING & AUDITING MARKETING GENERAL FINANCIAL ADVISORY	32,974 2,676 20,400	29,329 20,833 24,545	3,645 (18,157) (4,145)	12.43% -87.16% -16.89%	11.597	41,666	(30,069)	2.79%	250,000	4.64%
CONFERENCE/TRAINING MISCELLANEOUS PROFESSIONAL SERVICES DATA PROCESSING	600 2,225 3,658	2,083	(1,483) (6,942) 741	-71.20% -75.73% 25.40%	300 2,225 6,195	4,166 18,334 5,834	(3,866) (16,109) 36!	-97.60% -87.86% 6.19%	25,000 110,004 35,000	2.02%
TOTAL PROFESSIONAL SERVICES	419,871	397,185	22,686	\$.71%	807,468	789,825	17,643	2.23%	4,688,088	17.22%
OCCUPANCY COSTS OFFICE RENT EQUIPMENT RENTALAND FURCHASES TELECOMMUNICATIONS	25,386 6,293 6,921	26,196 4,000 7,083	(811) 2,293 (162)	-3.09% 57.32% -2.29%	50,771 13,979 07,521	\$2,392 8,000 14,166	(1,621) 5,979 1,204	3.09% 74.74% 8.50%	314,350 49,680 85,000	16.15% 28.14% 18.08%
UTLITIES DEPRECIATION INSURANCE	1,036	983 5,920 2,000	53 (360) (119)	5.39% -6.08% -5.94%	1,859 11,120 3,674	1,966	(107) (720) (326)	-5.45% -6.08% -8.14%	77,194 24,000	14.41% 15.31%
TOTAL OCCUPANCY COSTS	47,076	46,182	894	1.94%	96,774	92,364	6,410	4.77%	\$62,024	17.32%
GENERAL & ADMINISTRATION OFFICE SUPPLIES BOARD MEETING - EXPENSES PRATING - PRETINT PORTAGE & ERFIGHT	7,429 3,093 1,732 3,970	8,750 2,568 1,209 2,067	(1,321) 525 532 532 532 503,1	.15.10% 20.45% 44.36% 48.52%	14,809 4,437 3,222 5,587	17,500 5,136 2,400 4,134	(2,691) (699) 822 1,453	-15.38% -13.62% 34.27% 35.14%	105,900 39,000 14,400 24,800	14.10% 11.38% 22.38% 22.53%
MEMBERGHIP, DUES & CONTRIBUTIONS PUBLICATIONS OFFICERS & DIRECTORS INSURANCE MISCELLANEOUS	14,746	3,333 300 14,750 42	(1,996) (228) (4) (42)	.59.89% .76.08% .0.02%	3,920 101 29,493	6,666 600 29,500	(2,746) (499) (7) (34)	-41.20% -83.12% -0.02% -100.00%	40,000 3,600 177,000	9.80% 2.81% 16.66% 0.00%
TOTAL GENERAL & ADMINISTRATION EXPENSES	31,480	33,010	(0.65,1)	4.64%	695,16	66,020	(4,451)	-6.74%	404,300	15.23%
LOAN LOSS PROVISION/BAD DEBT	33,333	33,333	ı	9,00%	999'99	999'99	0	0.00%	400,000	16.67%
OTHER INTEREST EXPENSE	069	069	۰	%10:0	1,380	1,380	٥	0.01%	3,004	17.24%
TOTAL OTHER	069	069	0	%10.0	026,1	086,1	0	0.01%	\$,004	17.24%
TOTAL EXPENSES	863,850	882,235	(18,385)	-2.08%	1,673,537	1,736,743	(63,206)	.3.64%	10,291,751	16.26%
NET INCOMB (LOSS) BEFORE UNREALIZED GAIN/(LOSS)	414,443	145,987	268,456	183.89%	647,543	284,806	362,737	127.36%	3,482,773	18.59%
NET UNREALIZED GAIN/(LOSS) ON INVESTMENT	26,087	(16,667)	42,754	-256.52%	26,087	(33,334)	59,421	-178.26%	(200,000)	-13,04%
REVENUE GRANT	•	•	•	0.00%	2,000,000	•	2,000,000	0.00%	,	0.00%
NET INCOMB(LOSS)	440,530	129,320	311,210	240.65%	2,673,630	151,472	2,422,158	963.19%	5.782,8	81.44%

18.02% 0.00%

Illinois Finance Authority Consoildated Statement of Activities Comparasion August 2007 and August 2006

-18.58% -3.44% 2.04% -24.54% -56.50%

8.01% -26.95% 174.05% -93.39% 9.24% 6.23%

-16.89% -33.99% -67.61% -25.17% -79.87% -80.01% 141.62%

-34.32%

1.50% 168.06% 76.49% 22.11% 46.86% 59.59%

12.44% 41.77% 174.54% 13.19% 0.60% 92.15% 9.23% 0.00%

-2.70% 33.33% -6.21% 6.21% -17.22%

Year to Date Variance Actual vs. Actual	(144,567) (14,742) 22,382 (43,346) (36,609)	(206,883)	40,734 (15,441) 14,246 (4,237) 2,210	37,512	(48,190) (2238,136) (2238,136) (1,136) (1,136) (1,136) (1,136) (1,136) (1,136) (1,136) (1,136) (1,136)	(422,000)	752 8,764 6,661 3,74 3,548 1,372	21,434	1,638 (4,183) 2,049 651 23 73 (5,377) 2,435	(1,706)	16,666	(16)	(16)	(348,184)	10€,141	3,983	2,000,000	2,145,285
Actual YTD FY 2007	778.060 428.988 1,097,211 176,605 47,099	1,527,963	508,234 57,286 8,185 4,537 23,926	602,168	285,264 671,131 189,180 7,495 61,192 1,499 11,133	1,229,468	50,019 5,215 8,779 1,572 7,572	75,339	13,171 7,619 1,174 4,936 3,896 5,479 27,000	63,274	50,000	1,472	1,472	2,021,721	506,242	22.104	•	528,346
Actual YTD FY 2008	633,403 414,246 1,,119,593 133,259 20,489	2,321,080	548,968 41,845 22,432 300 26,135	639,680	237,074 443,015 61,274 11,597 45,788 300 2,225 6,195	807,468	30,771 13,979 15,370 1,859 11,120	96,774	14,809 4,437 3,222 5,587 1,920 101 29,493	695,19	999*99	08£,1	1,380	1,673,537	647,543	26,037	2,000,000	2,673,630
Current %	.24.80% .21.94% 9.99% .22.58%	-10.70%	1.86% -41.19% 131.93% -92.86% -15.72%	-2.90%	38.05% 43.74% 19.59% 19.59% 15.50% 15.50% 16.27% 16.27%	-78.75%	.3.62% 264.83% 88.80% 17.65% 46.76% 63.42%	25.37%	0.52% 20.31% 20.31% 23.13% 25.55% 2.25% 9.23% 0.00%	3.76%	33.33%	4.21%	-6.21%	-64.16%	-142.33%	17.09%	%00.0	-146.04%
Current Month Variance Actual vs. Actual	(105.654) (60,793) 50,172 (20,479) (26,408)	(153,212)	5.236 (14.413) 5,833 (3.500) (2.609)	(9,883)	(64.039) (1,225.576) (1,225.619) (1,136) (1,126) (1,136) (1,136) (1,136) (1,136)	(1,555,850)	(953) 4,568 3,255 1,55 1,771 730	125.6	96 (785) 1,732 577 (567) 2 1,246	1,140	8,333	(46)	(46)	(1,546,779)	1,393,567	3,307	•	1,397,374
Actual August 2006	425,961 277,140 601,545 90,683 36,176	1,431,505	251, 501 34,992 4,399 4,200 16,592	341,283	220,874 1,546,080 (61,593 3,872 31,625 940 940 940 1,362	1,975,771	26,338 1,725 3,666 881 3,788 1,151	37,549	7,391 3,882 2,493 3,004 70 13,50	30,340	25,000	736	736	2,410,629	(979,124)	22,280	,	(956,844)
Actual August 2007	320,307 216,347 661,667 70,204 9,767	1,278,293	286,336 20,578 10,202 300 13,983	331,399	136,835 220,504 220,504 3,676 20,400 600 20,400 600 2,225 3,658	419,871	25,386 6,293 6,221 1,036 5,560 1,881	47,076	7,429 3,093 1,732 3,070 1,337 72 14,746	31,480	33,333	069	069	863,850	414,443	26,087	,	440,530
	REVENUE DITEREST ON LOANS DIVESTMENT INTEREST & GAIN(LOSS) ADMINISTATIONS & APPLICATION FEES ANNUAL ISSUANCE & LOAN FEES OTHER INCOME	TOTAL REVENUE	EXPENSES EMPLOYEE RELATED EXPENSES COMPRINATION & TAXES BENEFITS EMPORAXY HELP EDICATION & DEVELOPMENT TRAVEL & ALITO	total employee related expenses	PROFESSIONAL SERVICES CONSULTING, LEGAL & ADMIN LOAN EXPENSE & BANK FEE ACCOUNTING A AUDITING MARKETING GENERAL FINANCIAL ADVISORY CONFERENCETRAINING MISCELLANEOUS PROFESSIONAL SERVICES DATA PROCESSING	TOTAL PROFESSIONAL SERVICES	OCCUPANCY COSTS OFFICE RENT EQUIPMENT RENTAL AND FURCHASES TELECOMMUNICATIONS TELECOMMUNICATIONS DEPRECATION INSURANCE	TOTAL OCCUPANCY COSTS	GENERAL & ADMINISTRATION OFFICE SUPPLIES BOADD MEETING - EXPENSES PRATING POSTAGE & FREIGHT MEMBERSHIP, DUES & CONTRIBUTIONS PUBLICATIONS OFFICERS & DIRECTORS INSURANCE MISCELLANEOUS	total general & administration expenses	LOAN LOSS PROVISION/BAD DEBT	OTHER Interest expense	TOTAL OTHER	TOTAL EXPENSES	NET INCOME (LOSS) BEFORE UNREALIZED GAIN/(LOSS)	NET UNREALIZED GAIN(LOSS) ON INVESTMENT	REVENUE GRANT	NET INCOMB(LOSS)

# Page 3

Illinois Finance Authority
Consolidated
Balance Sheet
for the Two Months Ending August 31, 2007

		Actual August 2006		Actual August 2007	- Control of the Cont	Budget August 2007		Variance to budget
ASSETS CASH & INVESTMENTS, UNRESTRICTED LOAN RECEIVABLE, NET ACCOUNTS RECEIVABLE OTHER RECEIVABLES PREPAID EXPENSES	क	31,912,789 82,422,378 911,183 543,921 139,385	<b>⇔</b>	26,879,546 87,228,087 787,271 1,690,701 146,765	₩	26,513,402 85,690,260 533,551 1,359,086 174,064	<b>69</b>	366,145 1,537,827 253,720 331,615 (27,299)
TOTAL CURRENT ASSETS		115,929,656		116,732,371		114,270,363		2,462,008
FIXED ASSETS, NET OF ACCUMULATED DEPRECIATION		145,236		250,219		265,530		(15,311)
DEFERRED ISSUANCE COSTS		881,182		785,773		791,817		(6,044)
OTHER ASSETS CASH, INVESTMENTS & RESERVES VENTURE CAPITAL INVESTMENTS OTHER		27,039,933 5,679,735 4,075,089		28,075,720 5,554,091 3,025,522		27,835,094 5,804,091 3,028,642		240,627 (250,000) (3,120)
TOTAL OTHER ASSETS		36,794,757		36,655,334		36,667,827		(12,493)
TOTAL ASSETS	cs.	153,750,831	co.	154,423,697	<del>\$</del>	151,995,536	s	2,428,160
LIABILITIES CURRENT LIABILITIES LONG-TERM LIABILITIES	ω	1,041,815	₩	1,254,444		1,452,584 58,252,246		(198,140) 204,144
TOTAL LIABILITIES		65,172,602		59,710,834		59,704,830		6,004
EQUITY CONTRIBUTED CAPITAL RETAINED EARNINGS NET INCOME / (LOSS) RESERVED/RESTRICTED FUND BALANCE UNRESERVED FUND BALANCE		36,061,462 15,015,018 528,346 24,279,992 12,693,412		36,061,462 17,921,049 2,673,630 25,491,190 12,565,531		36,061,462 17,921,049 251,472 25,491,190 12,565,531		2,422,158
TOTAL EQUITY		88,578,229		94,712,863		92,290,704		2,422,158
TOTAL LIABILITIES & EQUITY	ક્ક	153,750,831	æ	154,423,697	ь	151,995,536	€	2,428.162

### Illinois Finance Authority Consolidated - Detail Balance Sheet for the Two Months Ending August 31, 2007

	General Fund	Bond Fund	Firetruck Revolving Fund	Non Major Funds YTD	YTD 2008
Assets					
Current assets:					
Cash and cash equivalents – unrestricted	1,825,671	•	-	14,575,211	16,400,882
Investments – unrestricted	2,799,412	-	•	2,000,160	4,799,572
Restricted current assets:		040 400			
Cash and cash equivalents Accrued interest receivable	-	843,489	1,958,077		2,801,566
Restricted Investments	-	1,258,233 62,056	000,8	7,525	1,273,758
Receivables:	_	02,000	•	•	62,056
Accounts	530,175	_		_	530,175
Allowance for doubtful accounts	(66,146)	-		-	(66,146)
Interest and other	201,918	•	•	36,441	238,359
Prepaid expenses and deposits	146,765	-	•	-	146,765
Total Current Assets	5,437,796	2,163,778	1,966,077	16,619,338	26,186,989
Noncurrent assets:			.,,	10,010,000	20,100,505
Restricted Noncurrent assets					
Cash and cash equivalents	-	•	-	22,357,844	22,357,844
Interest receivable	-	186,583	-	80,000	266,583
Guarantee payments receivable Allowance for doubtful accounts	-	-	-	459,048	459,048
Deferred issuance costs, net of accumulated amortization	-	203,679	•	(433,526)	(433,526)
Investments	_	8,445,346	•	-	203,679
Bonds and notes receivable	-	47,234,300		•	8,445,346 47,234,300
Loans receivable	-	-	8,247,715	2,533,729	10,781,444
Allowance for doubtful accounts	-	-		(208,381)	(208,381)
Investments in partnerships and companies	·	-	-	5,554,091	5,554,091
Loans Receivable	31,302,360	•	-	4,323,242	35,625,602
Allowance for doubtful accounts  Due from other funds long term	(2,881,636) 2,271,561	•	-	-	(2,881,636)
Property and equipment, at cost	534,218	-	•	712,374	2,983,935
Accumulated depreciation	(283,999)	•	•	•	534,218 (283,999)
Deferred issuance costs, net of accumulated amortization	582,095	-	-		582,095
Total Noncurrent Assets:	31,524,599	56,069,908	8,247,715	35,378,421	131,220,643
Total Assets	36,962,395	58,233,686	10,213,792	51,997,759	157,407,632
		<del></del>		<del></del>	
Liabilities					
Current liabilities:					
Accounts payable	76,314	19,432		-	95,746
Accrued expenses Accrued interest payable	836,176	1,450,290	•		836,176
Due to employees	42,396	1,430,290	•	5,520	1,455,810 42,396
Due to primary government	219,211	•	-	-	219,211
Current portion of Long term debt	•	-	•	55,394	55,394
,					
Total Current Liabilities	1,174,097	1,469,722	*	60,914	2,704,733
Noncurrent liabilities:					
Long-term debt	•	-	-	772,666	772,666
Bonds payable	*	55,522,588	•	-	55,522,588
Deferred revenue net of accumulated amortization Due to other funds - long term	821,161	•	•	<u>.</u>	821,161
Deferred loss on early extinguishment of Debt		(110,314)	- -	2,983,935	2,983,935 (110,314)
Total Noncurrent Liabilities	821,161	55,412,274	<del></del>	3,756,601	
			<u></u>		59,990,036
Total Liabilities	1,995,258	56,881,998	•	3,817,515	62,694,769
Net Assets					
Invested in capital assets	250,219	-	•	-	250,219
Restricted	•	1,351,690	10,213,792	23,967,553	35,533,035
Unrestricted	34,716,918	•	-	24,212,690	58,929,608
Total Net Assets	34,967,137	1,351,690	10,213,792	48,180,244	94,712,863
					· · · · · · · · · · · · · · · · · · ·

Illinois Finance Authority Participations 30-60-90-120-180 Day Delinquencies

as of 8/31/2007

Loan #	Вогго <b>жет</b> . Name	Due Date	0 - 30 Days	31 - 60 Days	61 - 90 Days	91 - 120 Days	121 - 150 Days	151 - 180 Days	181 + Days
Part	Participations								
10024	FOWLER PROPERTIES, LLC	8/7/2007	\$2,310.49	00	00.	00.	00.	00.	00
10049	SHULTS MACHINE	4/5/2007	\$0.00	00	00	00	144,288.11	00	00
19001	YOUNG, CLINTON (PRECISION P 8/24/2007	8/24/2007	\$1,683.32	00	00	00	00	00.	00
10073	BAXTER, JAY & COLLEEN	8/29/2007	\$565.00	00:	00	00.	00.	00	00.
12101	WIRE MESH, LLC	8/30/2007	\$10,606.55	00	00	00	00	00	00
10122	MIDWAY BROADCASTING CO.	8/1/2007	\$1,621.20	00	00	00	00.	00	00
10127	GFY MANAGEMENT	8/30/2007	\$670.56	00	00	00	00	00	00
10128	GFY MANAGEMENT	8/30/2007	\$2,215.92	00	00	00	00	00	00
10132	EX TECH PLASTICS	8/27/2007	\$7,732.26	00	00	00.	00	00	00.
٥			\$27,405.30	<b>90</b> .	00.	00.	144,288.11	00	<b>0</b> 0.
_	RMHA								
7									
99001	UTLRA PLAY SYSTEMS, INC.	8/1/2007	\$1,314,77	00	00	00	000	00	00
-			\$1,314.77	00.	00	00.	00	00.	00
10			\$28,868.07	00	00	00.	144,288.11	00.	00.

# MINUTES OF THE AUGUST 7, 2007 MEETING OF THE BOARD OF DIRECTORS OF THE ILLINOIS FINANCE AUTHORITY

The Board of Directors (the "Board") of the Illinois Finance Authority (the "IFA"), pursuant to notice duly given, held a Board Meeting at 11:30 a.m., on August 7, 2007 at the Mid-America Club, 200 E. Randolph, Chicago, Illinois:

# Members present:

David C. Gustman, Chair Dr. William J. Barclay Ronald E. DeNard Michael W. Goetz Edward H. Leonard, Sr. Terrence M. O'Brien Andrew W. Rice Lynn F. Talbott Joseph P. Valenti Bradley A. Zeller

# Members absent:

Magda M. Boyles James J. Fuentes Dr. Roger D. Herrin Juan B. Rivera

# Vacancies:

One (1)

# Members participating by telephone:

None

# GENERAL BUSINESS

#### Call to Order and Roll Call

Chairman Gustman called the meeting to order at 11:38 a.m. with the above members present. Chairman Gustman welcomed members of the Board and all guests and asked Secretary, Carla Burgess Jones to call the roll. There being ten (10) members physically present, Ms. Burgess Jones declared a quorum present.

#### **Executive Director's Report**

Director Hubbard first welcomed and thanked all guests for coming. Director Hubbard reported that the Illinois Finance Authority continues to see an increase in transactions and that for the month ending July 1, 2007 the IFA had net income of approximately \$200,000. Director Hubbard thanked all of the guests in attendance for their business during the past fiscal year and also for their continued support. Director Hubbard announced that the IFA staff would present 26 projects, totaling approximately \$2.5 billion, to the Board for its consideration at today's meeting. Director Hubbard noted that projects presented today are expected to create approximately 3,003 new jobs and 3,634 construction jobs.

#### **Acceptance of Financial Statements**

Financial statements for the period ending July 31, 2007 were accepted by the Board. Chairman Gustman noted that the Authority's financial position remains strong and that the Board reviewed the Authority's financial statements at the Committee of the Whole Meeting held at 8:30 a.m.

#### Minutes

Chairman Gustman announced that the next order of business was to approve the minutes of the July 7, 2007 Meeting of the Board. Chairman Gustman asked for a motion to approve the minutes. Motion was moved by Ms. Talbott and seconded by Mr. Goetz. Secretary, Carla Burgess Jones, took a roll call vote for approval of the minutes. The minutes were approved by a roll call vote with 10 ayes, 0 nays, and 0 abstentions.

# **Projects**

Chairman Gustman asked Executive Director Hubbard to present the projects for consideration to the Board. Chairman Gustman reminded everyone that the Board considered each of the projects to be presented in detail at the 8:30 a.m. meeting of the Committee of the Whole Meeting. Director Hubbard presented the following projects to the Board for approval:

# No. 1: A-AI-TX-GT-7164 – Roanoke Milling Co., Inc.

Request for approval of the issuance of an Agri-Industry Guarantee in an amount not-to-exceed \$425,000 to provide permanent financing for a feed mill expansion. This project is expected to create 6 new jobs and 12 construction jobs. (07-08-01).

## No. 2: A-SG-TX-GT-7163 – Jonathan L. Hank

Request for approval of the issuance of a Specialized Livestock Guarantee in an amount not-to-exceed \$334,475. Proposed loan funds will be used to provide permanent financing for a 2,400 head swine finishing facility. This project is expected to create 7 construction jobs. (07-08-02).

# No. 3: A-FB-TE-CD-7172 - Cullen Grainger

Request for approval of the issuance of a Beginning Farmer Bond in an amount not-to-exceed \$220,800 to provide permanent financing for the purchase of farmland located in Carthage, II. (07-08-03).

### A-FB-TE-CD-7173 – Scott D. Henson

Request for approval of the issuance of a Beginning Farmer Bond in an amount not-to-exceed \$75,000 to provide permanent financing for the purchase of farmland located in Paris, Il. (07-08-03).

# A-FB-TE-CD-7174 – Brent and Brooke Bishop

Request for approval of the issuance of a Beginning Farmer Bond in an amount not-to-exceed \$69,600 to provide permanent financing for the purchase of farmland located in Dennison, II. (07-08-03).

Chairman Gustman asked if the Board had any questions with respect to Project nos. 1 through 3. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project nos. 1 through 3. Leave was granted. Project nos. 1 through 3 was approved with 10 ayes, 0 nays, and 0 abstentions.

# No. 4: P-SW-TE-CD-6203 - Western Illinois Ethanol Project, LLC

Request for the approval of the issuance of Solid Waste Disposal Facilities Bonds in an amount not-to-exceed \$37,000,000 and Tax-Exempt Water Facilities Bonds in an amount not-to-exceed \$8,000,000 to: (1) provide permanent financing for the acquisition and improvement of a 70-acre site in Griggsville, II., (2) construct a 57,750,000 gallon capacity ethanol plant at the site, (3) acquire and install machinery and equipment and (4) pay cost of issuance. Issuance of these bonds is subject to an allocation of Volume Cap. This project is expected to create 40 new jobs and 200 construction jobs over a 16 month period. (07-08-04).

Chairman Gustman asked if there were any guests attending the meeting with respect to Project no. 4. Funding Manager Steven Trout introduced representatives from the Western Illinois Ethanol Project, LLC to give a brief summary of the project. The guests thanked the Board and IFA staff for their consideration. Chairman Gustman asked if the Board had any questions with respect to Project no. 4. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project no. 4. Leave was granted. Project no. 4 was approved with 10 ayes, 0 nays, and 0 abstentions.

# No.5: H-HO-TE-CD-7162 – Hoosier Care, Inc. and Hoosier Care II, Inc.

Request for the approval of the issuance of Conduit 501(c)(3) Bonds in an amount not-to-exceed \$39,850,000. Proceeds will be used to: (1) advance refund certain tax-exempt bonds issued in 1999 by a predecessor to the Authority, the City of Loves Park, II, the City of Sterling, II and the Indiana Health Facility Financing Authority, (2) finance new money projects located in Champaign, Loves Park and Sterling, II. and in Wabash, Brazil, Winchester and Ellettsville, Indiana, (3) fund a debt service reserve fund and (4) pay costs of issuance. This project is expected to create 5 new jobs and 5 construction jobs. (07-08-05).

Chairman Gustman asked if there were any guests attending the meeting with respect to Project no. 5. Pamela Lenane introduced Vice-President Wayne Toush of Medical Rehabilitation Centers, the entity that manages Hoosier Care, Inc. Mr. Toush gave a brief summary of the project and thanked the IFA and the Board for their consideration. Chairman Gustman noted that this project will be the first Authority multi-state transaction and is subject to multi-state legislation becoming law. Chairman Gustman asked if the Board had any questions with respect to Project no. 5. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project no. 5. Leave was granted. Project no. 5 was approved with 10 ayes, 0 nays, and 0 abstentions.

# No. 6: H-HO-TE-CD-7160 - Advocate Health Care Network

Request for the approval of the issuance of Conduit 501(c)(3) Bonds in an amount not-to-exceed \$520,000,000 to provide permanent financing to: (1) fund new projects and reimburse Advocate Health Care Network for certain previous expenditures, (2) refinance certain existing outstanding bonds issued by a predecessor to the Authority, and (3) pay costs of issuance. This project is expected to create 75 new jobs and 900 construction jobs. (07-08-06).

Chairman Gustman asked if there were any guests attending the meeting with respect to Project no. 6. Pamela Lenane introduced guests from Advocate Health Care Network. The guests thanked the Board and IFA staff for consideration of the project and provided a brief summary of the project.

Chairman Gustman asked if the Board had any questions with respect to Project no. 6. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project no. 6. Leave was granted. Project no. 6 was approved with 10 ayes, 0 nays, and 0 abstentions.

# No. 7: H-HO-TE-CD-7165 – Sherman Health System and Sherman Hospital

Request for the approval of the issuance of Conduit 501(c)(3) Bonds in an amount not-to-exceed \$325,000,000 to provide permanent financing to: (1) fund the construction and equipping of a replacement hospital campus, (2) fund capitalized interest, (3) fund a reserve fund and (4) pay costs of issuance. This project is expected to create 61 new jobs and 350 construction jobs. (07-08-07).

Chairman Gustman asked if there were any guests attending the meeting with respect to Project no. 7. There being none, Chairman Gustman asked if the Board had any questions with respect to Project no. 7. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project no. 7. Leave was granted. Project no. 7 was approved with 10 ayes, 0 nays, and 0 abstentions.

## No. 8: H-HO-TE-CD-7137 – Sedgebrook Retirement Community

Request for the approval of the issuance of Conduit 501 (c)(3) Bonds in an amount not-to-exceed \$150,000,000 to provide permanent financing to: (1) finance the purchase deposit for the option to purchase Sedgebrook Retirement Community, (2) fund a debt service reserve fund, and (3) pay costs of issuance. This project is expected to create 1,000 new jobs and 960 construction jobs. (07-08-08).

Chairman Gustman asked if the Board had any questions with respect to Project no. 8. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project no. 8. Leave was granted. Project no. 8 was approved with 10 ayes, 0 nays, and 0 abstentions.

## No. 9: WITHDRAWN

## No. 10: N-PS-TE-CD-7159 - Christian Heritage Academy

Request for the approval of the issuance of Conduit 501 (c)(3) Bonds in an amount not-to-exceed \$8,300,000 to provide permanent financing to: (1) refund outstanding debt, (2) finance the expansion and renovation of a campus gymnasium, a multi-purpose and other campus renovations, (3) fund capitalized interest, and (4) fund professional and bond issuance costs. This project is expected to create 14 new jobs and 50 construction jobs over 12 months. (07-08-10).

Chairman Gustman asked if there were any guests attending the meeting with respect to Project no. 10. Townsend Albright introduced Mr. Richard Lukianuk, the headmaster of Christian Heritage Academy. Mr. Lukianuk gave a brief description of the project and the academy and thanked the Board and the IFA for their consideration of the project.

Chairman Gustman asked if the Board had any questions with respect to Project no. 10. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project no. 10. Leave was granted. Project no. 10 was approved with 10 ayes, 0 nays, and 0 abstentions

# No. 11: N-NP-TE-CD-7112 - The Field House of Barrington, LLC

Request for the approval of the issuance of Conduit 501(c)(3) Bonds in an amount not to exceed \$30,000,000 to provide permanent financing to: (1) purchase land, (2) construct and equip an approximately 175,000 square foot indoor sports complex, (3) fund a debt service reserve account, (4) pay capitalized interest and (5) pay professional and bond issuance costs. This project is expected to create 100 new jobs and 100 construction jobs. (07-08-11).

Chairman Gustman asked if there were any guests attending the meeting with respect to Project no. 11. Funding Manager Townsend Albright introduced representatives from the Field House of Barrington. The guests provided a brief description of the project and thanked the Board and IFA for their consideration of the project.

Chairman Gustman asked if the Board had any questions with respect to Project no. 11. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project no. 11. Leave was granted. Project no. 11 was approved with 10 ayes, 0 nays, and 0 abstentions

#### No. 12: N-NP-TE-CD-7155 – Elim Christian Services

Request for the approval of the issuance of Conduit 501(c)(3) Revenue Bonds in an amount not-to-exceed \$15,000,000 to provide permanent financing to: (1) construct, improve and renovate the Autism Comprehensive Education Center, the Main School, the Adult Services Building and the campus, all located in Palos Heights, Il., (2) construct, improve and renovate the Adult Services Buildings located in Orland Park, Il., (3) refinance a bank line of credit, (4) provide interim financing and (5) pay costs of issuance. This project is expected to create 19 new jobs and 50 construction jobs. (07-08-12).

No. 13: N-NP-TE-CD-7156 – Institute for the International Education of Students
Request for the approval of the issuance of Conduit 501(c)(3) Lease Financing in an amount not-to-exceed \$2,800,000 to provide permanent financing for the acquisition of equipment and Information Technology software and to pay certain lease issuance costs. This project is expected to create 20 new jobs. (07-08-13).

# No. 14: L-GP-7167 – Village of Leland

Request for the approval of the issuance of a Rural Development Loan in an amount not-to-exceed \$60,000 to provide permanent financing for the purchase of a natural gas fired generator at the water treatment facility for the Village of Leland. (07-08-14).

### No. 15: L-GP-7168 - Village of Lincolnwood

Request for the approval of the issuance of a Local Government Bond in an amount not-to-exceed \$5,000,000 to provide permanent financing for the stormwater sewer system for the Village of Lincolnwood. (07-08-15).

# No. 16: LSD-TE-CD-7158 – Waterloo Community Unit School District Number 5 Request for the approval of the issuance of a Local Government Bond in an amount not-to-exceed \$6,500,000 to provide financing for the cost of building a new high school. This project is expected to create 15 construction jobs over a six-month period. (07-08-16).

# No. 17: L-GP-7153 – Village of Green Oaks

Request for the approval of the issuance of Local Government Pooled Bonds in an amount not-to-exceed \$3,600,000 to provide permanent financing to rebuild and repair a Village road and accompanying drainage and sewer repair. This project is expected to create 10 construction jobs. (07-08-17).

Chairman Gustman asked if the Board had any questions with respect to Project nos. 12 through 17. There being none, Chairman Gustman requested leave to apply the last unanimous vote in favor of Project nos. 12 through 17. Leave was granted. Project nos. 12 through 17 was approved with 10 ayes, 0 nays, and 0 abstentions.

# No. 18: <u>L-SD-TE-MO-7177 – Illinois Finance Authority (Local School District</u> Funding Project Notes)

Request for the approval of the issuance of School Funding Notes in an amount not-to-exceed \$175,000,000 to help fund targeted, local school districts facing financial difficulty associated with delays in the adoption of the State of Illinois budget for FY 2008. (07-08-18).

Chairman Gustman asked if the Board had any questions with respect to Project no. 18. There being none, Chairman Gustman requested a motion for a roll call vote. Motion moved by Ms. Talbott and seconded by Mr. Goetz. Project no. 18 was approved with 9 ayes, 1 nay (O'Brien), and 0 abstentions.

# No. 19: B-LL-7145 - 2046 Walnut LLC (Chicagoland Beverage Company)

Request for the approval of the issuance of a participation loan in an amount not-to-exceed \$562,500 to provide permanent financing for the acquisition of a warehouse building and improvements immediately east of Chicagoland

Beverage's current location. This project is expected to create 8 new jobs within two years. (07-08-19).

Chairman Gustman asked if the Board had any questions with respect to Project no. 19. There being none, Chairman Gustman requested a motion for a roll call vote. Motion moved by Mr. DeNard and seconded by Mr. Goetz. Project no. 19 was approved with 9 ayes, 0 nays and 1 abstention (Valenti). Mr. Valenti abstained because he is an employee of MB Financial.

# No. 20: B-LL-TX-7169 – American Allied Railway Equipment Company

Request for the approval of the issuance of a participation loan in an amount not-to-exceed \$340,000 to provide financing for the construction of a new manufacturing facility in El Paso, Il. This project is expected to create 6 new jobs and 75 construction jobs over 7 months. (07-08-20).

# No. 21: B-LL-TX-7166 – Village Market IGA, Inc.

Request for the approval of the issuance of a participation loan in an amount not-to-exceed \$800,000 to provide permanent financing for the purchase of commercial buildings and real estate for expansion. This project is expected to create 35 new jobs and 50 construction jobs. (07-08-21).

Chairman Gustman asked if the Board had any questions with respect to Project nos. 20 and 21. There being none, Chairman Gustman asked Secretary Carla Burgess Jones to do a roll call vote. Motion moved by Mr. Talbott and seconded by Mr. Valenti. Project nos. 20 and 21 were approved with 10 ayes, 0 nays, and 0 abstentions.

# No. 22: B-LL-7145 – Third Pancake LLC, an Illinois limited liability company to be formed (Intelligentsia Coffee and Tea, Inc.)

Request for the approval of the issuance of a participation loan in an amount not-to-exceed \$1,000,000 to provide permanent financing for the acquisition of a building located at 1850 W. Fulton. This project is expected to create 5-10 new jobs over two years. (07-08-22).

At this time, Chairman Gustman requested a vote on Project no. 27 because Project nos. 22 and 27 require the abstention of the same member of the Board.

# No. 27: Amendatory Resolution to Authorize the Execution and Delivery of a Modification Agreement and related documents for W.M. Plastics, Inc. (07-08-27).

Request for an amendatory resolution to authorize the execution and delivery of a modification agreement and related documents for W.M. Plastics, Inc. Project, a project which received bond financing from a predecessor of the Authority.

Chairman Gustman asked if the Board had any questions with respect to Project nos. 22 and 27. There being none, Chairman Gustman asked Secretary Carla Burgess Jones to do a roll call vote. Motion moved by Ms. Talbott and seconded by Mr. Goetz. Project nos. 22 and 27 were approved

with 9 ayes, 0 nays, and 1 abstention (Valenti). Member Valenti abstained because he is an employee of MB Financial.

# No. 23: <u>I-FRT-TE-CD-7170 - CenterPoint Joliet Terminal Railroad LLC and its successors, affiliates, and assigns</u>

Request for the approval of the issuance of Freight Transfer Facilities Revenue Bonds in an amount not-to-exceed \$1,137,000,000 to provide permanent financing for the acquisition of land, construction of rail improvements, and the construction of all or a portion of an estimated 12-15 million sq. ft. of warehousing and distribution facilities and related infrastructure located on an approximately 4,000 acre site. This project is expected to create 1,600 new jobs and 500 construction jobs. (07-08-23).

Chairman Gustman asked if there were any guests attending the meeting with respect to Project no. 23. Funding Manager Rich Frampton introduced Mr. Daniel Hemmer, SVP and General Counsel for Centerpoint Properties Trust. Mr. Hemmer thanked the Board and the IFA staff for their consideration of the project. Mr. Hemmer also provided a brief overview of the project.

Chairman Gustman asked if the Board had any questions with respect to Project no. 23. There being none, Chairman Gustman asked Secretary Carla Burgess Jones to do a roll call vote. Motion moved by Mr. Goetz and seconded by Mr. DeNard. Project no. 23 was approved with 9 ayes, 0 nays, and 1 abstention. Chairman Gustman abstained because from time to time his law firm has done work for the borrower on unrelated matters.

# No. 24: E-PC-TE-CD-7157 - Chicago School of Professional Psychology

Request for the approval of the issuance of Conduit 501(c)(3) Revenue Bonds in an amount not-to-exceed \$14,000,000 to provide financing to refund a previous bond issuance, refinance existing debt, finance construction and pay certain bond issuance costs. This project is expected to create 30 new jobs and 50 construction jobs. (07-08-24).

Chairman Gustman asked if there were any guests attending the meeting with respect to Project no. 24. Funding Manager Sharnell Curtis Martin introduced Mr. Jeff Keith, CFO, Chicago School of Professional Psychology. Mr. Keith gave a brief description of the project and thanked the Board and IFA for their consideration of the project.

Chairman Gustman asked if the Board had any questions with respect to Project no. 24. There being none, Chairman Gustman asked Secretary Carla Burgess Jones to do a roll call vote. Motion moved by Ms. Talbott and seconded by Mr. Goetz. Project no. 24 was approved with 10 ayes, 0 nays, and 0 abstentions.

# No. 25: <u>E-PC-TE-CD-7149 – Columbia College of Chicago</u>

Request for the approval of the issuance of Conduit 501(c)(3) Bonds in an amount not-to-exceed \$55,000,000 to provide permanent financing to: (1) acquire and renovate two new buildings, (2) construct a new building, (3) renovate and equip a recently acquired building, (4) renovate and equip existing buildings, (5)

potentially refund bonds issued by a predecessor to the Authority and (6) pay certain cost of issuance. This project is expected to create 25 new jobs and 300 construction jobs over 30 months. (07-08-25).

# No. 26: Resolution Delegating to the Executive Director Authority to Approve Certain Revisions to Participation Loans. (07-08-26).

Resolution delegating to the Executive Director the Authority to approve certain revisions to Participation Loans without obtaining Board Approval.

# No. 28: Amendatory Resolution to Ratify the First Supplemental Trust Indenture and Approve the Execution and Delivery of a Second Supplemental Trust Indenture related to the DePaul University Series 2005B and 2005C Bonds. (07-08-28).

Resolution ratifying certain amendments with respect to \$22,275,000 aggregate principal amount of Auction Rate Revenue Refunding Bonds, DePaul University, Series 2005B, and \$35,675,000 Aggregate Principal Amount of Auction Rate Revenue Refunding Bonds, DePaul University, Series 2005C, of the Illinois Finance Authority made pursuant to a First Supplemental Trust Indenture; Authorizing and Approving the Execution and Delivery of a Second Supplemental Trust Indenture and Related Documents; Approving the Distribution of a Supplement to Reoffering Circular; and Authorizing and Approving Related Matters.

#### No. 29: WITHDRAWN

# No. 30: Request to Release Collateral and Reduce the Amount of an Agri-Debt Guarantee for Farmers State Bank of Western Illinois to Mark and Brenda Dunn. (07-08-30).

Request to reduce an agri-debt guarantee and release collateral related to the agri-debt guarantee.

# No. 31: Request to Release Collateral for a Young Farmer Guarantee for Farmers State Bank of Western Illinois to Mark and Brenda Dunn. (07-08-31). Request to release collateral related to a young farmer guarantee.

Chairman Gustman asked if the Board had any questions with respect to Resolution nos. 26, 28, 30 and 31. There being no questions, Chairman Gustman requested leave to apply the last unanimous vote in favor of Resolution nos. 26, 28, 30 and 31. Leave was granted. Resolution nos. 26, 28, 30 and 31 were approved with 10 ayes, 0 nays, and 0 abstentions.

Chairman Gustman asked if there was any other business to come before the Board. There being no further business, Chairman Gustman requested a motion to adjourn. Upon a motion by Mr. DeNard and seconded by Mr. O'Brien, the meeting adjourned at approximately 12:30 p.m.

Respectfully Submitted,

Carla B. Burgess Jones, Secretary

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# ILLINOIS FINANCE AUTHORITY **BOARD SUMMARY September 11, 2007**

**Project:** 

Worksaver Inc.

#### **STATISTICS**

Project Number: A-LL-TX-7187

Type: Location: Participation Loan

Litchfield

Amount:

\$153,050

IFA Staff: Eric Reed

#### **BOARD ACTION**

Purchase of Participation Loan from First National Bank in Litchfield \$153,050 IFA funds at risk

Staff recommends approval subject to compliance with all of the Bank's terms and conditions.

#### **PURPOSE**

Loan proceeds will be used to finance the purchase of new manufacturing equipment for the use in manufacturing small agricultural implements.

#### IFA PROGRAM AND CONTRIBUTION

Under its Participation Loan Program, the Authority participates in bank loans financing capital projects for business, industry, farmers and agri-industry. The Authority will participate in loans for up to 10 years at a rate of interest that is variable or fixed for up to 5 years at 100 basis points above the 3-month LIBOR. The Authority shares pro-rata in the Bank's collateral and generally in conjunction with the Bank's loan advances funds at rates up to 80% of appraised fair market value for real estate, 65% of cost for new equipment and 65% of orderly appraised liquidated value for used equipment.

IFA's participation reduces the borrower's interest expense.

## **VOTING RECORD**

There is no voting record on the project as this is the first time it is being presented to the Board for approval.

Sources:

IFA Participation:

\$153,050 153,050 Uses: Equipment Total

\$314,900 \$314,900

FNB Litchfield: **Equity** 

<u>8,800</u>

Total

\$314,900

**JOBS** 

Current employment:

73

Projected new jobs:

2

Jobs retained:

NA

Construction jobs

Worksaver Inc. Participation Loan Page 2

#### **BUSINESS SUMMARY**

Background:

Worksaver Inc. is a manufacturing company located in Litchfield, which began operations in 1980. The company has evolved from a small manufacturer with sales less than one million dollars annually, to a sizeable company that now produces 240 different products and multimillion dollar sales. The company is owned by Tom Burenga and Phillip Sams. Mr. Burenga is responsible for daily operations, along with company President Mike Kloster. The company currently manufactures small agricultural implements under twelve product lines, including rear box blades, rear grader blades, landscape rakes, bale unrollers, and hay spears. The company has contracts in place for some of their production with companies such as John Deere. Worksaver Inc. is a previous borrower through the IFA predecessor, IDFA. The company has been a customer of First National Bank in Litchfield for the past 5 years, while Tom Burenga has been a customer for over 20 years.

**Project** Rationale:

With the purchase and installation of the new plasma cutting system, Worksaver Inc. will be able to cut key components in their manufacturing business. They will also be able to increase

efficiency in producing these parts and reducing overall maintenance costs.

Transaction:

First National Bank in Litchfield will originate a 5 year term loan in the amount of \$306,100. The note, which will be secured by a blanket lien on all equipment, will be fully amortized over 5 years

County: Montgomery

with monthly P & I.

#### FINANCING SUMMARY

Obligor:

Worksaver Inc.

Guarantors: Collateral:

Thomas Burenga and Phillip Sams Blanket Lien on all Equipment

Structure:

5 Year Term. Monthly P & I.

#### ECONOMIC DISCLOSURE STATEMENT

Applicant:

Worksaver Inc.

Location:

9 Worksaver Trail

Litchfield, IL 62056

Organization: Ownership:

Illinois Corporation Thomas Burenga-25% and Phillip Sams-75%

#### PROFESSIONAL & FINANCIAL

Lender:

General Counsel: Accountant:

IFA Counsel: IFA Financial Advisors: First National Bank Greenfelder Attornevs

Kerber, Eck, Braeckel

Dykema Gossett PLLC D.A. Davidson & Co. Scott Balice Strategies, Inc.

Chicago Chicago

Litchfield

Belleville

Chicago

Springfield

Kevin Neuman William Schmitt Stephen Povse Gregory Wright

Bill Morris Lois Scott

## LEGISLATIVE DISTRICTS

Congressional: John Shimkus-19th State Senate: Deanna Demuzio-49th State House: Gary Hannig-98th

# **ILLINOIS FINANCE AUTHORITY BOARD SUMMARY September 11, 2007**

**Project:** 

Gerald and Genevieve Roberts

#### **STATISTICS**

Project Number: A-LL-TX-7186

Type: Location: Ag Loan Participation

Penfield

Amount: IFA Staff: \$55,000

Cory E. Mitchell

#### **BOARD ACTION**

Approval to purchase a 50% participation loan from The Gifford State Bank of Gifford, Illinois \$55,000 of IFA funds at risk

Staff recommends approval, subject to satisfying all conditions of the bank loan.

#### **PURPOSE**

Provide permanent financing for the purchase of a 9660 John Deere Combine.

#### IFA PROGRAM AND CONTRIBUTION

Under its Participation Loan Program, the Authority participates in bank loans financing capital projects for business, industry, farmers and agri-industry, and not-for-profit corporations. The Authority will participate in loans for up to 5 years fixed at a rate of interest 100 basis points above the 3 month LIBOR. (Rate can never be below the 3 month LIBOR plus 100 basis points) The Authority shares pro-rata in the Bank's collateral and generally advances funds at rates up to 80% of appraised fair market value for real estate, 65% of cost for new equipment and 65% of orderly appraised liquidated value for used equipment

IFA's participation reduces the borrower's interest expense.

#### **VOTING RECORD**

None. This is the first time that this project has been presented to the IFA Board of Directors.

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Sources:

IFA

\$55,000

Purchase Equipment Uses:

Total

\$210,000

Borrower Equity(trade allowance)

\$100,000

The Gifford State Bank

\$55,000

**Total** 

\$210,000

\$210,000

**JOBS** 

Current employment:

N/A

Projected new jobs:

0

Jobs retained:

N/A

Construction jobs:

0

#### **BUSINESS SUMMARY**

Background:

Gerald and Genevieve Roberts have farmed in the Penfield area for well over 35 years. Their operation consists of approximately 1160 acres of corn and 866 acres of soybeans. They are on a 50/50 crop share basis with their son who also farms his own acreage. The majority of the corn acres is food grade and sold under contract to for Frito-Lay for corn chips.

Project

Rationale:

The borrowers are purchasing a new John Deere 9660 combine to harvest their corn and soybean crop. They will be trading their current debt free machine for the new machine, thus allowing for equity in the transaction. The purchase of the newer machine will allow the borrower to harvest more efficiently.

Transaction:

The Gifford State Bank will originate a 5 year fixed rate and amortization for \$110,000 of which IFA will participate \$55,000.

#### FINANCING SUMMARY

Borrower:

Gerald and Genevieve Roberts

Security:

Blanket security agreement on all equipment

Structure:

5 year fixed rate with annual payments of P & I

# **PROJECT SUMMARY**

The borrower is purchasing a John Deere 9660 combine to harvest their corn and soybean crop with. This purchase will allow the borrower to harvest more efficiently.

# **ECONOMIC DISCLOSURE STATEMENT**

Applicant:

Gerald and Genevieve Roberts

Location:

3342 CR 2700 E Penfield, IL 61862

State:

Illinois

Ownership:

Sole Proprietorship

# **PROFESSIONAL & FINANCIAL**

Accountant:

East Central FBFM, 900 S. Washington, Suite 7B, Tuscola, IL 61953

Attorney:

N/A

Bank:

The Gifford State Bank, Andy Buhr, Agri-Business Development

#### LEGISLATIVE DISTRICTS

Congressional:

State Senate:

State House:

15th, Timothy V. Johnson

52<sup>nd</sup> Michael W. Frerichs

104th William B. Black

# ILLINOIS FINANCE AUTHORITY **BOARD SUMMARY September 11, 2007**

Michael L. and Shari D. Flannigan **Project:** 

**STATISTICS** 

Type:

Location:

Project Number: A-YF-GT-6248

Young Farmer Guarantee

Mt. Vernon

Amount: IFA Staff: \$191,250 Eric Reed

SIC Code:

**Grain Farming** 

#### **BOARD ACTION**

Approval to initiate an 85% loan guarantee in favor of Peoples National Bank in Mt. Vernon \$191,250 of State Treasurer's Agricultural Reserve Risk funds at risk Staff recommends approval, subject to satisfying all conditions of the bank loan.

#### **PURPOSE**

Loan proceeds for the proposed loan will be used to provide permanent financing for the purchase of 105 acres of farm land.

#### IFA PROGRAM AND CONTRIBUTION

The Authority's Agriculture Guarantee Program guarantees up to 85% of a bank's loans to Illinois farmers and agribusiness owners. The Young Farmer Guarantee Program is available to enhance credit availability for young farmers to purchase capital assets. The guarantees are not transferable without the Authority's written consent. The Authority's agricultural guarantee obligations are backed by an IFA reserve funded for this program and are also full faith and credit obligations of the State of Illinois.

IFA's issuance of guarantees helps borrowers obtain debt financing at reduced rates of interest and improved terms.

#### **VOTING RECORD**

None. This is the first time that this project has been presented to the IFA Board of Directors.

SOURCES AND USES OF FUNDS

Sources:

IFA Guarantee

\$191,250

Uses:

Purchase Land

\$273,000

Peoples National Bank **Borrower Equity** 

\$33,750 \$48,000

\$273,000

Total

\$273,000

**Total** 

**JOBS** 

Current employment:

N/A

Projected new jobs:

0

Jobs retained:

N/A

Construction jobs:

0

**BUSINESS SUMMARY** 

Background:

Michael and Shari Flanigan currently help Michael's father farm 1,200 acres of corn and soybeans in Jefferson County. The Flanigans rent 100 acres, which they farm using his father's equipment. In addition to their grain farming operation, the borrowers also manage a 20 sow swine herd and a

Young Farmer Guarantee September 2007 FM: Eric Reed

Page 2

small cow/calf herd. Both Michael and Shari are employed full time at the Walgreen's Distribution Center in Mt. Vernon.

Project Rationale: While Michael's father Cliff owns an established farming operation, he is nearing retirement age, at which time Michael will assume the farming operations. The Flanigans would like to start purchasing land of their own in order to expand the operation without requiring Cliff Flanigan to incur further debt at this stage of his career.

Transaction:

The Flanigans purchased 105 acres of farmland in Jefferson County in late 2006. Peoples National Bank failed to complete an application for a Beginning Farmer loan through IFA or USDA, prior to the borrower taking title to the property. As a result, the borrowers were then ineligible for either program. Then bank now wishes to obtain a guarantee, which will allow them to make interest rate concessions to the borrower. The \$225,000 loan will be secured by a mortgage on 105 acres and amortized over 30 years with annual P & I.

#### FINANCING SUMMARY

Borrower:

Michael L. and Shari D. Flanigan

Security:

1<sup>st</sup> Real Estate mortgage on 105 acres

Structure:

30 year amortization with annual P & I.

#### PROJECT SUMMARY

Loan proceeds will be used to finance the purchase of 105 acres of farmland in Jefferson County. IFA will provide an 85% loan guarantee, which will provide credit enhancement for the project.

#### ECONOMIC DISCLOSURE STATEMENT

County: Jefferson

Applicant:

Michael L. and Shari D. Flanigan

Location:

9889 E. Option Road

Mt. Vernon, IL 62864

Organization:

Sole-Proprietorship

State:

Illinois

Ownership:

Michael L. and Shari D. Flanigan

#### PROFESSIONAL & FINANCIAL

Accountant:

N/A

Attorney:

N/A

Bank:

Peoples National Bank, Mt. Vernon

Ken Hayse, Loan Officer

#### LEGISLATIVE DISTRICTS

Congressional:

John Shimkus-19th

State Senate: John O. Jones-54th

State House: Kurt Granberg-107<sup>th</sup>

#### ILLINOIS FINANCE AUTHORITY

# Memorandum

To:

IFA Board of Directors

From:

Eric Reed & Cory Mitchell/lk

Date:

September 11, 2007

Re:

Overview Memo for Beginning Farmer Bonds

Borrower/Project Name: Beginning Farmer Bonds

• Locations: Throughout Illinois

• Board Action Requested: Final Bond Resolutions for each attached project

• Amounts: Up to \$250,000 maximum of new money for each project

• Project Type: Beginning Farmer Revenue Bonds

- IFA Benefits:
  - Conduit Tax-Exempt Bonds no direct IFA or State funds at risk
  - New Money Bonds:
    - convey tax-exempt status
    - will use dedicated 2007 IFA Volume Cap set-aside for Beginning Farmer transactions
- IFA Fees:
  - One-time closing fee will total 1.50% of the bond amount for each project
- Structure/Ratings:
  - Bonds to be purchased directly as a nonrated investment held until maturity by the Borrower's Bank
  - The Borrower's Bank will be secured by the Borrower's assets, as on a commercial loan
  - Interest rates, terms, and collateral are negotiated between the Borrower and the Participating Bank, just as with any commercial loan
  - Workouts are negotiated directly between each Borrower and Bank, just as on any secured commercial loan
- Bond Counsel: Burke, Burns & Pinelli, Ltd

Stephen F. Welcome, Esq.

Three First National Plaza, Suite 4300

Chicago, IL 60602

Final Bond Resolutions Beginning Farmer Bonds

Page 2 of 3

September 11, 2007 FM: Eric Reed & Cory Mitchell/lk

Project Number: A-FB-TE-CD-7189

Funding Manager: Eric Reed

Borrower(s): Bailey, Alan

Town: Virden, IL

Amount: \$105,000

Use of Funds: Farmland – 40 acres
Purchase Price: \$210,000 / (\$5,250 per ac)

%Borrower Equity 0%
%Other Agency 50%
%IFA 50%
County: Sangamon

Lender/Bond Purchaser First National Bank of Pawnee / Dean Stottler

Legislative Districts: <u>Congressional: 17<sup>th</sup>, Phil Hare</u>

State Senate: 49<sup>th</sup>, Deanna Demuzio State House: 98<sup>th</sup>, Gary Hannig

Principal and interest shall be paid annually in equal installments determined pursuant to a Twenty year amortization schedule, with the first principal and interest payment due one year from the date of closing with the twentieth and final payment of all outstanding balances due twenty years.

\*Alan Bailey: Note shall bear simple interest at the expressed rate. The expressed rate shall be 5.75% fixed for the first 5 years and adjust every 5 years thereafter to 2.5% under prime as quoted in the Wall Street Journal. A ceiling of 8.0% and a floor of 4% will be in place.

Fee: \$1,575

Project Number: A-FB-TE-CD-7190

Funding Manager: Eric Reed

Borrower(s): Manning, Steven and Emily

Town: Wayne City, IL Amount: \$55,000

Use of Funds: Farmland -40 acres Purchase Price: \$110,000 / (\$2,750 per ac)

%Borrower Equity 0%
%Other Agency 50%
%IFA 50%
County: Jefferson

Lender/Bond Purchaser Peoples National Bank / Ken Hayes

Legislative Districts: Congressional: 19<sup>th</sup>, John Shimkus

tive Districts: Congressional: 19<sup>th</sup>, John Shimkus
State Senate: 54<sup>th</sup>, John O Jones
State House: 108<sup>th</sup>, David Reis

Principal and interest shall be paid annually in equal installments determined pursuant to a Twenty five year amortization schedule, with the first principal and interest payment due one year from the date of closing with the twenty fifth and final payment of all outstanding balances due twenty five years.

\*Steven & Emily Manning: Note shall bear simple interest at the expressed rate. The expressed rate shall be 7.25% fixed for the first year and adjust annually thereafter at a rate of .875% of National Prime on the anniversary date of the loan closing. Lender will charge .50 points. Fee: \$825

<sup>\*</sup> Information enclosed in the border is to be considered confidential and may be exempt from disclosure under the Freedom of Information Act

Final Bond Resolutions Beginning Farmer Bonds Page 3 of 3 September 11, 2007 FM: Eric Reed & Cory Mitchell/lk

Project Number: A-FB-TE-CD-7191

Funding Manager: Eric Reed

Borrower(s): Bertolino, Adam T.

Town: Witt, IL Amount: \$250,000

Use of Funds: Farmland – 84.5 acres
Purchase Price: \$250,000 / (\$2,959 per ac)

%Borrower Equity 0%
%Other Agency 0%
%IFA 100%
County: Christian

Lender/Bond Purchaser Peoples Bank & Trust / Nick Epley
Legislative Districts: Congressional: 17<sup>th</sup>, Phil Hare

Congressional: 17<sup>th</sup>, Phil Hare
State Senate: 49<sup>th</sup>, Deanna Demuzio
State House: 98<sup>th</sup>, Gary Hannig

Principal and interest shall be paid annually in equal installments determined pursuant to a Twenty year amortization schedule, with the first principal and interest payment due one year from the date of closing with the twentieth and final payment of all outstanding balances due twenty years.

\*Adam Bertolino: Note shall bear simple interest at the expressed rate. The expressed rate shall be 6.50% fixed for the first 5 years and adjust every 5 years thereafter to the Wall Street Journal Prime. After 5 years rate will adjust to 1.00% below prime with 6% floor and 18% ceiling. Fee: S3,750

Project Number: A-FB-TE-CD-7192

Funding Manager: Eric Reed

Borrower(s): Laue, Jonathon
Town: Beecher City, IL

Amount: \$65,000

Use of Funds: Farmland -26 acres
Purchase Price: \$111,972 / (\$4,307 per ac)

%Borrower Equity 42%
%Other Agency 0%
%IFA 58%
County: Effingham

Lender/Bond Purchaser First State Bank of Beecher City / Thomas Pals

Legislative Districts:

Congressional: 19<sup>th</sup>, John Shimkus
State Senate: 55<sup>th</sup>, Dale Righter

State House: 109th, Roger Eddy

Principal and interest shall be paid annually in equal installments determined pursuant to a Twenty year amortization schedule, with the first principal and interest payment due in April 2009 with the twentieth and final payment of all outstanding balances due twenty years from the first payment in April 2009.

\*Jonathon Laue: Note shall bear simple interest at the expressed rate. The expressed rate shall be 6.25% fixed for the first 3 year and adjust every 3<sup>rd</sup> year thereafter at a rate of 2% below the Wall Street Journal Prime. Lender will charge .50 points.

<sup>\*</sup> Information enclosed in the border is to be considered confidential and may be exempt from disclosure under the Freedom of Information Act

**Project: Fairview Obligated Group** 

(Note: See descriptions of "Borrower", "Corporation" and "Obligated Group" under BUSINESS SUMMARY

below.)

#### **STATISTICS**

Project Number: H-HO-TE-CD-7193

Amount:

\$60,000,000 (Not to exceed amount)

Type:

Not-for-Profit Bond

IFA Staff:

Pam Lenane and Dana Sodikoff

Locations:

Downers Grove, Rockford

#### **BOARD ACTION**

**Preliminary Bond Resolution** Conduit 501(c)(3) Bonds No IFA funds at risk

No extraordinary conditions Staff recommends approval

Requesting a waiver of IFA Policy regarding the sale of unrated and unenhanced debt, to be based on an analysis/forecast prepared by LarsonAllen LLP. The final analysis/forecast will be completed prior to the Final Bond Resolution.

#### **PURPOSE**

Bond proceeds will be used to: (i) current and advance refund approximately \$45.2 million of Series 2004 Bonds issued through a predecessor to the Illinois Finance Authority for the benefit of the Fairview Obligated Group ("FOG"); (ii.) fund approximately \$6 million of new money projects at the Downers Grove campus; (iii.) fund one or more Debt Service Reserve Funds; and (iv.) fund financing costs.

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the Bonds paid to bondholders and thereby reducing the borrower's interest expense. 501(c)(3) bond issues do not require Volume Cap.

#### **VOTING RECORD**

This is the first time this project has been presented to the Board.

#### ESTIMATED SOURCES AND USES OF FUNDS

Sources:		<u>Uses:</u>	
IFA Bonds	\$54,165,000	Refunding of 2004 Bonds	\$45,708,732
Series 2004 Trustee-Held Funds	1,612,613	New Money Projects	6,000,000
		Debt Service Reserve Fund	2,617,525
		Costs of Issuance	1,451,356*
Total	\$55,777,613	Total	\$55,777,613

<sup>\*</sup>Note - the Series 2007 Bonds will consist of both tax-exempt and taxable bonds. If the total cost of issuance exceeds 2.0% of the tax-exempt par amount, taxable bond proceeds will be used to pay such issuance costs.

Preliminary Bond Resolution September 11, 2007 FM: Pam Lenane and Dana Sodikoff

**JOBS** 

Current employment: 285 FTE's Jobs retained: 285 FTE's

Projected new jobs: 0
Construction jobs\*\*: 0

\*\*Note: An insignificant number of construction jobs are expected to be created on a temporary basis as a result of the various new money projects at the Downers Grove campus. These projects are relatively small and will have various construction periods. If advantageous to the Borrower, a portion of the new money amount shown above may be used to reimburse the Borrower for prior capital expenditures (and therefore such funds would not create any future construction jobs).

#### **BUSINESS SUMMARY**

**Background/Description**: The Borrower for this financing will be Fairview Ministries, Inc. (the "Corporation" and the "Borrower"). However, Fairview Obligated Group ("FOG") will be responsible for the debt. FOG consists of the following entities:

- Fairview Ministries, Inc.,
- o Fairview Baptist Home (the "Home"),
- Fairview Village (the "Village"), and
- Fairview Residence of Rockford ("FRR")

All of these entities are Illinois not-for-profit corporations organized under Section 501(c)(3) of the Internal Revenue Code. Fairview Ministries, Inc. is the sole corporate member of the Home, the Village, FRR and certain other affiliated corporations that are outside the Fairview Obligated Group.

Together, the Home and the Village are known as Fairview Village, a continuing care retirement community ("CCRC") located in Downers Grove, Illinois, approximately twenty-five miles west of downtown Chicago. The Village consists of approximately 218 independent living apartments, 56 town/garden homes, 142 skilled nursing beds and 56 assisted living beds. The Home was founded in 1902 as the Fridhem Home of Rest in the Morgan Park neighborhood of Chicago and moved to its current location in 1942. Additional phases were developed in the 1990's.

FRR is a 54,000 square-foot residential building with 73 assisted-living units, which opened in the autumn of 1999. The campus is designed to accommodate the physical, spiritual, emotional, recreational and other similar needs of aged persons in a Christian setting. FRR is located on a 3.2-acre campus in Rockford, Illinois, approximately 80 miles northwest of the Fairview Village campus.

FOG supports the charitable, educational, religious and other activities of its controlled affiliates, none of whom are part of the FOG or responsible for the Series 2007 Bonds. These affiliates include Fairview Foundation, Fairview Elder Enterprises, NFP, Fairview Management & Development Services, Inc. and Fairview Ministries NorthWest.

Fairview Ministries is responsible for providing management and oversight to the members of FOG and its affiliates. Fairview Ministries' additional responsibilities with respect to FOG relate to development/expansion plans, strategic planning, budgeting and financial reporting, personnel decisions, board of directors activities, capital planning, and other matters.

FOG is endorsed by the Baptist General Conference, an international denomination with 913 member churches in the United States.

Fairview Obligated Group 501(c)(3) Bonds

Page 3

Preliminary Bond Resolution September 11, 2007 FM: Pam Lenane and Dana Sodikoff

Service Area:

Both Fairview Village and FRR draw the majority of their residents from the primary market areas in which they reside. The primary market areas generally consist of the Chicago suburbs to the

west, northwest and southwest of Chicago.

Existing Bonds: The existing bonds for FOG are listed below (actual par amounts currently outstanding are listed).

\$45,210,000 Illinois Finance Authority Revenue Refunding Bonds (Fairview Obligated Group) Consisting of:

\$10,295,000 Series 2004A Fixed Rate Bonds

\$4,290,000

Series 2004B-1 Extendable Rate Adjustable Securities (EXTRAS)

\$4,250,000

Series 2004B-2 Extendable Rate Adjustable Securities (EXTRAS)

\$25,275,000

Series 2004C Variable Rate Demand Bonds

\$1,100,000

Series 2004D Taxable Variable Rate Demand Bonds

#### PROJECT SUMMARY

The proceeds of the proposed Series 2007 financing will primarily be used to refinance FOG's existing Series 2004 Debt, which makes up the majority of FOG's long-term capital structure. The refinancing will allow FOG to restructure its debt portfolio in the following ways:

- 1.) The final maturity date will be extended to 8/15/2042 (from 8/15/2034).
- 2.) Principal payments on the Series 2007 Bonds will be deferred until 8/15/2014. This will allow FOG to be in an interest-only mode for the first five years following the bond issuance. Under the existing Series 2004 financing, principal is being paid each year on a level debt service basis.
- 3.) FOG will reduce the amount of Variable Rate Demand Bonds ("VRDBs") by approximately \$6.4 million, to \$20 million. In connection with this reduction, the number of participant banks will be reduced to two rather than three (including the lead bank). The terms of the Letter of Credit, including pricing and covenants, will be renegotiated
- 4.) To the extent interest rates return to the relatively low levels experienced in the first half of 2007, net present value savings on the refunding will be realized (to be determined prior to the Final Bond Resolution).

Series 2007 Bond proceeds will also be used for \$6 million of new money. While still under review with various parties, it is intended that the new money will be used for two purposes: to fund various future capital projects at the Downers Grove campus and to reimburse FOG for the prior expenditure of funds on eligible capital projects at the Downers Grove campus. At the present time, the new money has not been assigned to particular capital projects. Borrowing funds for new money purposes will enhance FOG's liquidity position and put it in a better position to grow in the future either within or outside of the obligated group.

#### FINANCING SUMMARY

Security/Collateral:

The Series 2007 Bonds will be issued under a Master Trust Indenture. The Corporation will issue direct note obligations for each series of debt. Each member of the obligated group will be jointly and severally obligated on all obligations issued pursuant to the Master Indenture. A mortgage will be granted. The VRDBs will be further secured by a Direct-Pay Letter of

Fairview Obligated Group

501(c)(3) Bonds Page 4 Preliminary Bond Resolution September 11, 2007 FM: Pam Lenane and Dana Sodikoff

Credit from LaSalle Bank. Covenants and other legal provisions will be similar to those in use for comparable senior living borrowers (and similar to those contained in FOG's Series 2004 financing).

Structure:

The Series 2007 Bonds are expected to consist of tax-exempt fixed rate bonds, tax-exempt VRDBs and taxable VRDBs. Each series will be amortized on a pro-rata basis during 2014 through 2042. The taxable bonds are estimated to be approximately \$5.4 million, equal to the amount needed to comply with various IRS-related constraints. Depending on market conditions at the time of pricing, it may be beneficial for the Borrower to add a series of EXTRAS to the structure. This decision will be made prior to the Final Bond Resolution.

Maturity:

35 years (8/15/2042)

Credit Rating(s):

The fixed rate bonds will not be rated. The Variable Rate Demand Bonds will carry the rating of LaSalle Bank, which is currently Moody's Aa3/P-1, S&P A+/A-1 and Fitch AA-/F1+.

Waiver:

The bonds will be sold in denominations less than \$100,000 (i.e. \$5,000). The Borrower has requested a waiver of our unrated and non-credit enhanced debt policy. They expect to meet the conditions for a waiver.

Conditions for Waiver:

The Borrower expects to secure a feasibility study\*\* from an independent and qualified accounting or consulting firm acceptable to the Authority demonstrating the financial viability of the project

\*\*The Borrower has engaged LarsonAllen LLP to prepare a limited use financial forecast to show the impact of the Series 2007 financing. While this forecast will not be published in the official statement, it is assumed that the format and content of the report will be acceptable to the IFA. The IFA will have ample opportunities to review draft reports and the final report before a Final Resolution is requested.

#### **ECONOMIC DISCLOSURE STATEMENT**

Project name: Locations:

Fairview Obligated Group Downers Grove, Rockford Fairview Obligated Group

Applicant: Organization:

501(c)(3) Not-for-Profit Corporation

Organization: State:

Illinois

Board of Trustees:

Fairview Ministries, Inc., Board of Directors

Rodney C. Dahlin, Chairperson Bruce V. Erickson, Vice Chairperson

Carol Schaub, Secretary James T. Whitman, Treasurer

Robert Carlson
James G. Erickson
Timothy S. Hultgren
Warren N. Jensen
Robert L. Smyth
Richard S. Walker
Douglas Walton
John Westra

Fairview Baptist Home, Board of Directors

Richard S. Walker, Chairperson

Timothy S. Hultgren, Vice-Chairperson

Warren N. Jensen Donald E. Zimmerman

Fairview Village, Board of Directors

#### Fairview Obligated Group

501(c)(3) Bonds

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Preliminary Bond Resolution September 11, 2007 FM: Pam Lenane and Dana Sodikoff

Warren N. Jensen, Chairperson

Timothy S. Hultgren, Secretary/Treasurer

Richard S. Walker Donald E. Zimmerman

Fairview Residence of Rockford, Board of Directors

John Westra, Chairperson

Richard S. Walker, Vice-Chairperson Bruce V. Erickson, Secretary/Treasurer

Mila G. Carlson Robert Carlson Carol E. Middleton David Schleicher

#### **PROFESSIONAL & FINANCIAL**

Borrower's Counsel: Bond Counsel:

Katten Muchin Rosenman Jones Day Chicago Chicago Elizabeth Weber John Bibby Mary Kimura

Underwriter:

Ziegler Capital Markets

Chicago

Dan Hermann Steve Johnson Jennifer Lavelle

Underwriter's Counsel: Letter of Credit Bank: Ungaretti & Harris LaSalle Bank Chicago Chicago Julie Seymour Jody Staszesky Feena Ward

LOC Bank Counsel:

Sonnenschein, Nath &

Chicago

Feena Ward
Steve Kite
Katie Ashton

Bond Trustee:

Rosenthal Wells Fargo

Chicago

Patricia Martirano Christopher Duncan

Accountant:

Wolf & Company LLP

Oak Brook, IL

Norbert Misiora Keith Friedlein George Buzard Ron Tinsley

Issuer's Counsel: Feasibility Consultant:

Peck Schaffer LarsonAllen

Chicago Atlanta

LEGISLATIVE DISTRICTS

Congressional:

13- Judy Biggert

16- Donald A. Manzullo

State Senate:

24- Kirk W. Dillard

35- J. Bradley Burzynski

State House:

47- Patricia R. "Patti" Bellock

69- Ronald A. Wait

**Project:** 

The Admiral At The Lake

**STATISTICS** 

Number:

H-HO-TE-CD-7182

Type:

501(c)(3) Bonds

Locations: Chicago Amount:

\$175,000,000

IFA Staff:

Townsend S. Albright

**BOARD ACTION** 

Preliminary Bond Resolution

Conduit

No IFA funds at risk

No Extraordinary conditions Staff recommends approval

#### **PURPOSE**

Proceeds will be used to (i) construct and equip a new Continuing Care Retirement Community, (ii) finance a bank loan that was used to finance pre-development costs, (iii) fund a Debt Service Reserve Fund, (iv) capitalize interest, and (v) fund professional and bond issuance costs.

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest paid to bondholders thereby reducing the borrower's interest rate.

#### **VOTING RECORD**

Preliminary Bond Resolution; no prior vote.

#### SOURCES AND USES OF FUNDS

Sources:

\$175,000,000

Uses:

IFA Bonds Equity\*

**Project Costs** Capitalized interest \$142,000,000 15,000,000

16,735,000

Debt Service Reserve Fund Legal and professional costs\* 12,000,000 6,0000,000

Total

\$191,735,000

Total

\$191,735,000

\* Equity consists of \$6,500,000 cash on hand and \$10,235,000 resident deposits.

**JOBS** 

Current employment:

N/A

Projected new jobs:

To come

Jobs retained:

Construction jobs:

200 (22 months)

Preliminary Bond Resolution September 11, 2007 FM: Townsend Albright

#### **BUSINESS SUMMARY**

Background:

The Admiral (the "Admiral", the "Applicant") was founded in 1858 as The Home for the Aged and Indigent Females to care for Chicago's homeless elderly women. When founded, it was the first and only institution in Chicago dedicated to the care of the elderly. In 1874, the Applicant revised its charter, changed its name to The Old People's Home of the City of Chicago and became a non-sectarian institution for both women and men of all faiths and nationalities. In 1960, the Applicant moved to its current location at Foster Avenue and Marine Drive on Chicago's north lakefront. The Admiral's current facility, which is in the process of being demolished had 78 independent living apartments, 40 assisted living apartments, and 50 intermediate nursing beds.

In recent years, The Admiral has experienced increasing challenges with occupancy, which has fluctuated between 75.0% and 82.0%, with a peak of 82.0%. Though recently updated and well maintained, the aging physical plant on longer offered the larger apartments and amenities that today's independent seniors want. Additionally, The Admiral has experienced increased pressure on financial performance as a result of operational inefficiencies due to its small scale. The Admiral has been dependent upon an annual draw from its endowment fund and cash reserves to cover operating deficits and fund capital improvements. The Admiral is governed by an 8-member Board, and the parent organization, The Old Peoples Home of the City of Chicago, is governed by a 16-member Board. Lists of Board members for each entity are attached to this report for IFA Board review.

In 2004, the Admiral's Board developed and approved a Redevelopment Plan (the "Plan") which outlined strategies to develop The Admiral into a financially viable facility for the next 50 years. Their Board selected Greystone Communities, Inc. ("Greystone") as the developer of the new facility on the current facility site. Greystone is a recognized leader in developing senior living facilities and communities.

The management of The Admiral engaged in a resident relocation process during early 2007 by which it identified host facilities to house and provide services o all of its existing residents. A transition team was established and a methodology was developed to strategically move residents to their new host facilities, and begin to shut down the operations of The Admiral.

As of July 1, 2007, all of the residents of The Admiral have been relocated to host facilities and all employees were offered severance packages. Adjustment began on the existing independent and assisted living residents in May, 2007. Demolition of the existing facility began in August, 2007, and is expected to be completed in December, 2007. The former facility offered 79 independent living apartments, 40 assisted living apartments, and 50 intermediate care nursing beds.

The Project:

The new Admiral will consist of 200 one, two, and three bedroom independent living apartments, including 12 garden town home apartments, 39assisted living units, and 17 memory support assisted living units, and 36 nursing beds. There will be a parking garage containing space for approximately 290 vehicles. As of June, 2007, 57 of the 121 independent living units had been reserved by applicants each making a reservation deposit equal to 10.0% of the required entrance fee. An additional 13 living units have been reserved for previous residents of The Admiral now at host facilities.

Independent living apartments are planned to range in size from 750 sq. ft. to 1,550 sq. ft. Independent garden town home apartments are planned to range from 1,025 sq. ft. to 1,350 sq. ft. Common areas are planned to include:

- Large club room
- Dining room offering three meals daily

The Admiral At The Lake 501(c)(3) Revenue Bonds Page 3

Preliminary Bond Resolution September 11, 2007 FM: Townsend Albright

- Café/bistro
- · Private dining room for special occasions
- Library/Resource Center
- Salon/barber shop
- Creative arts center
- Wellness center
- Fitness center, and a
- Swimming pool.

It is anticipated that project construction will begin in January, 2008, and be completed by February, 2010. Initial occupancy for independent living units is planned to begin in December, 2009.

Admission to The Admiral generally will be open to persons at least 62 years of age who are able to live independently, and have assets and income that are sufficient to meet ordinary and customary living expenses after assuming occupancy.

Healthcare and other licensure: The Admiral is currently licensed as a life-care continuing care retirement community. Once the project is completed, The Admiral anticipates that it will obtain licensure as an assisted living facility under the Assisted Living and Shared Housing Act. The Admiral will be required to obtain licensure of the assisted living units from the Department of Health upon completion of construction. The Admiral currently holds a Life Care Facilities permit, and will apply for an amendment to its permit after issuance of the bonds. The application for the Certificate of Need ("CON") was submitted to the Illinois Health Facilities Planning Board in May, 2007, and was deemed complete as of June 1, 2007. Approval of the CON is anticipated to be received at the Planning Board's October, 2007 meeting.

Remarks:

Tax exempt financing provides the lowest cost of funds, allowing the Fund to maximize the opportunities it can bring to the community. The redevelopment of the new Admiral with its proximity to restaurants, shops and parks in Chicago's Uptown neighborhood will restore the community and will redefine senior housing on the north side of Chicago.

#### FINANCING SUMMARY

Security:

Either (a) gross revenue pledge and a first mortgage on the financed property, or (b) a Direct Pay

Letter of Credit from a highly rated bank.

Structure:

Option 1: Approximately \$90,100,000 Fixed rate Bonds,

Approximately \$84,000,000 Variable Rater Bonds Option 2: Approximately \$175,000,000 Variable Rate Bonds

The variable rate debt will be initially in a weekly mode and secured by a letter of credit form a highly rated bank. The Fixed Rate Bonds will be non-rated, and would be issued in accordance

with IFA policies and procedures.

Maturity:

30 years

Note:

The proposed financing will close after The Admiral has received a minimum of 65.0% of the required deposits from independent living unit residents. It is expected that the percentage will be

achieved by mid-November, 2007.

#### **PROJECT SUMMARY**

The Fund intends to use the net proceeds of the Authority loan to provide funds to (i) construct and equip a continuing care retirement community facility having 200 one, two, and three bedroom independent living apartments, including 12 garden town home apartments; 39 assisted living units, 17 memory support assisted living units, 36 nursing beds; common areas, and a parking garage containing space for 290 cars to be located on a 2.5 acre site at 909 West Foster Avenue, Chicago, Cook County, Illinois, (ii) finance a bank loan that was used to finance

The Admiral At The Lake 501(c)(3) Revenue Bonds Page 4

**Preliminary Bond Resolution** September 11, 2007 FM: Townsend Albright

pre-development costs, (iii) capitalize interest, (iv) fund a debt service reserve fund, and (v) fund professional and bond issuance costs.

**Project Costs:** 

\$142,000,000

**AFFILIATION** 

#### ECONOMIC DISCLOSURE STATEMENT

Applicant:

The Admiral At The Lake

Project:

**New Facility Project** 

Locations:

99 West Foster Avenue, Chicago, Cook County, IL

Contact Person:

Peter Ruff, Administrator, 630-653-0006

Organization:

501(c)(3) Corporation

State:

Illinois

NAME

Board of Trustees:

Glenn Brichacek

# THE ADMIRAL AT THE LAKE **BOARD OF TRUSTEES**

President and CEO, The Admiral at the Lake

Retired Trust Officer John A. Bross

Principal, Kinzie Realty Corporation Charles F. Clarke III

Clark Fetridge President, Ravenswood Corporation

Andrea Hasten Senior Vice President, The Northern Trust Company

Carol Stitzer Development Officer, Lyric Opera of Chicago

David Tolliver Managing Director, Daniels & Associates

Michael Traynor Self-employed Business Advisor The Admiral At The Lake 501(c)(3) Revenue Bonds Page 5

Preliminary Bond Resolution September 11, 2007 FM: Townsend Albright

# THE OLD PEOPLE'S HOME OF THE CITY OF CHICAGO BOARD OF TRUSTEES

NAME AFFILIATION

Henry B. Betts, M.D. Physician

Glenn Brichacek President and CEO, The Admiral at the Lake

John A. Bross Retired Trust Officer

Robert F. Carr III Retired Chairman and CEO, Fiduciary

Management Associates

Charles F. Clarke III Principal, Kinzie Realty Corporation

Cyndy A. Crider Vice President, North Shore Community Bank

Clark Fetridge President, Ravenswood Corporation

Lester E. Fisher Retired, Lincoln Park Zoo

Frances R. Grossman Executive Vice President, Shore Bank

Corporation

Andrea Hasten Senior Vice President, The Northern Trust

Company

Ross H. Jannotta Investment Manager, William Blair & Company

Carol A. Stitzer Development Officer, Lyric Opera of Chicago

David Tolliver Managing Director, Daniels & Associates

Michael Traynor Self-employed Business Advisor

Edward R. Weed Retired

James Paul Wilkin Retired, Dettmers Company

The Admiral At The Lake 501(c)(3) Revenue Bonds Page 6

Counsel:

Trustee:

Accountant:

Underwriter:

Bond Counsel:

Preliminary Bond Resolution September 11, 2007 FM: Townsend Albright

PROFESSIONAL & FIN	ANCIAL	
Quarles & Brady Crowe Chizek & Company LLC TBD	Chicago Chicago	Thomas Chomicz
William Blair & Company	Chicago	Thomas Lanctot

Placement Agent: Underwriter's Counsel: **TBD** 

**TBD** 

LOC Bank Counsel: Issuer's Counsel:

IFA Financial Advisors:

Greene & Letts

**TBD** 

Scott Balice Strategies, Inc. D. A. Davidson & Co.

Chicago

Allen P. Walker

Chicago Lois Scott Chicago Bill Morris

#### LEGISLATIVE DISTRICTS

Congressional: 9th Janice Schakowsky State Senate: 7th Karen Yarbrough State House: 13th Kwame Raoul

# BOARD SUMMARY September 11, 2007

**Project: Holy Cross Hospital** 

**STATISTICS** 

Project Number: H-HO-TE-CD-7176

Type:

Not-for-Profit Bond

Locations: Chicago, IL

Amount:

\$16,000,000 (Not to exceed amount)

IFA Staff: Pam Lenane and Dana Sodikoff

**BOARD ACTION** 

Preliminary Bond Resolution Conduit 501(c)(3) Bonds No IFA funds at risk No extraordinary conditions Staff recommends approval

**PURPOSE** 

Bond proceeds will be used to: (i) refinance existing Illinois Health Facilities Authority debt through a current refunding of the Series 1994 Holy Cross Hospital bond issue for cost savings; (ii) pay costs of issuance.

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the Bonds paid to bondholders and thereby reducing the borrower's interest expense. 501(c)(3) bond issues do not require Volume Cap.

#### **VOTING RECORD**

This is the first time this project has been presented to the Board.

#### **ESTIMATED SOURCES AND USES OF FUNDS**

Sources: IFA bonds \$16,000,000 Uses Current Refunding \$19,845,613

Existing DSRF 2,022,387 Cost of Issuance(es) 542,500 Equity Contribution 2,790,725 Debt Svc Reserve Fund 750,000

Existing DSF 325,000

Total <u>\$21,138,113</u> Total <u>\$21,138,113</u>

**JOBS** 

Current employment: FTE's 815.5 Projected new jobs: 0
Jobs retained: FTE's 815.5 Construction jobs: 0

<sup>\*</sup>Note –If the total cost of issuance exceeds 2.0% of the tax-exempt par amount, part of the equity contribution will be used to pay such issuance costs.

Preliminary Bond Resolution September 11, 2007 FM: Pam Lenane and Dana Sodikoff

#### **BUSINESS SUMMARY**

**Background/Description**: Holy Cross Hospital is a 305 licensed bed "safety-net" general acute care healthcare institution sponsored by the Sisters of St. Casimir of Chicago Illinois and is an Illinois Not for Profit Corporation. The original 90 bed facility was built in 1928. Major expansions to the facilities occurred in 1937, 1960-62 and 1990. The Hospital provides inpatient, outpatient, and emergency care services to residents of Metropolitan Chicago.

Service Area: Holy Cross Hospital serves a diverse community of seven (7) Chicago neighborhoods; Chicago Lawn, West Englewood, Gage Park, Stockyards, Auburn Park, Englewood, and Garfield Ridge. The location at 2701 West 68th Street is unique, not only residing directly across from Marquette Park, but centrally located within these seven (7) neighborhoods at the intersection of Marquette Road (67th Street) and California Avenue. It is also just five (5) miles from Midway Airport and conveniently located to the surrounding businesses, including Nabisco Foods.

The Hospital continues to make significant progress on improving operational efficiency, achieving positive operating margins, and rebuilding the balance sheet while continuing to provide high quality Inpatient and Outpatient care to the 440,000 residents in the primary service area.

**Existing Bonds:** The \$19,800,000 existing debt consists of \$5,600,000 6.70% due 3/1/2014 and \$14,200,000 6.75% due 3/1/2024. The average remaining interest cost is 6.745%

#### PROJECT SUMMARY

Holy Cross Hospital borrowed \$24,000,000 through a 1994 Illinois Health Facilities Authority bond issue with a maximum coupon of 6.75% due in 2024. Currently \$19,800,000 of the bonds remain outstanding at an average interest cost of 6.745%. With the support of Lakeside Bank, Chicago the hospital has procured a Direct Pay Letter of Credit from Lasalle Bank, N.A. to serve as credit and liquidity for a \$16 million tax exempt variable rate demand bond issue. Calculated at historic variable rates, refinancing the existing high cost debt with variable rate will produce present value savings of approximately \$2,350,000 or 11.8% of the refunded debt (The savings calculation was made using a variable rate of 3.65% and a LOC fee of 95bps. The savings were calculated at PV of 4.85%, the expected arbitrage yield. The 3.65% rate compares with the BMA average for the following time frames: 5 years-2.16%, 10 years 2.71%, 18 years (inception) 3.18%).

#### **FINANCING SUMMARY**

Security/Collateral: The bonds will be secured by a Direct Pay Letter of Credit from LaSalle Bank N.A. LaSalle

Bank N.A. is rated long-term Aa3/A+ (Moody's/S&P) and short-term P-1/A-1 (Moody's/S&P).

Structure: Weekly Variable Rate Demand Bonds

Maturity: 2024

Credit Rating(s): The Series 2007 Bonds will carry the rating of Lasalle Bank N.A., rated long-term Aa3/A+

(Moody's/S&P) and short-term P-1/A-1 (Moody's/S&P).

#### ECONOMIC DISCLOSURE STATEMENT

Project name: Holy Cross Hospital

Locations: 2701 West 68<sup>th</sup> Street, Chicago, IL 60629

Applicant: Holy Cross Hospital

Organization: 501(c)(3) Not-for-Profit Corporation

State: Illinois

Board of Trustees: John R. Ball, MD, JD, MACP

Howard Berman (Board Member) Ramon Cepeda (Board Member)

Nicholas DiFilippo, D.O., (Board Member) Sr. Regina Marie Dubickas, *Secretary*  Holy Cross Hospital 501(c)(3) Bonds Page 3 Preliminary Bond Resolution September 11, 2007 FM: Pam Lenane and Dana Sodikoff

#### Board of Trustees, cont.

Barbara Fahey, Board Chairperson Edwin Hlavka (Board Member) Diane Howard (Board Member) Sr. Elaine Kuizinas (Board Member)

Wayne Lerner, D.P.H., F.A.C.H.E. (Board Member)

Larry Margolis (Board Member)
Dan Marquez, *Vice Chairperson*Sr. Margaret Petcavage (Board Member)
Linas Sidrys, M.D. (Board Member)

Nancy Streitmatter, MD (Board Member)

Sivaramaprasad Tummala, M.D. (Board Member) Sister M Immacula Wendt (Board Member)

Sr. Margaret Zalot (Board Member)

#### PROFESSIONAL & FINANCIAL

Chicago Borrower's Counsel: Chuhak & Tecson Bond Counsel: Chapman & Cutler Chicago Chicago Underwriter: Cain Brothers Underwriter's Counsel: Seyfarth Shaw, LLP Chicago **TBD** Chicago Bond Trustee: McGladrey & Pullen Chicago Accountant: Perkins Coie Chicago Issuer's Counsel:

#### LEGISLATIVE DISTRICTS

Congressional: 1- Bobby L. Rush

State Senate: 16- Jacqueline "Jacqui" Y. Collins

State House: 32- Milton "Milt" Patterson (Mary Flowers)

Project: Advocate Health Care Network

**STATISTICS** 

Project Number: H-HO-TE-CD-7160

Type: Locations: 501(c)(3) Bonds

Multiple

Amount:

\$520,000,000 (Not to exceed amount)

IFA Staff: Pam Lenane and Dana Sodikoff

**BOARD ACTION** 

Final Bond Resolution Conduit 501(c)(3) Bonds No IFA funds at risk

No extraordinary conditions Staff recommends approval

**PURPOSE** 

Bond proceeds together with other available funds will be used to 1) fund new projects and reimburse Advocate Health Care Network for certain previous expenditures 2) refinance certain existing outstanding bonds issued by the Illinois Health Facilities Authority, a predecessor of the Illinois Finance Authority and the Illinois Finance Authority, and 3) pay costs of issuance

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the Bonds paid to bondholders and thereby reducing the borrower's interest expense. 501(c)(3) bond issues do not require Volume Cap.

#### **VOTING RECORD**

The IFA gave its approval for a Preliminary Bond Resolution on August 7, 2007 by the following vote:

Ayes: 10

Nays: 0

Abstentions: 0

Absent: 4

Vacancies: 1

ESTIMATED SOURCES AND USES OF FUNDS

Sources: IFA bonds

Current employment: 20,500 FTE's

\$505,000,000

Uses: Escrow Deposit:

\$310,000,000

Other funds \$10,000,000

Project Fund Deposit: Bond Insurance:

198,000,000 3,000,000

Costs of Issuance:

4,000,000

\$515,000,000 Total

\$515,000,000

**JOBS** 

Total

Projected new jobs:

75

Jobs retained:

20,500 FTE's

Estimated construction jobs:

900

#### **BUSINESS SUMMARY**

Background/Description: Advocate Health Care Network, a not for profit corporation ("Advocate Network Corporation") is the sole member of the not for profit Advocate Health and Hospitals Corporation ("Hospitals Corporation"). Advocate Network Corporation and the Hospitals Corporation are, in turn, the sole members of various not-for-profit corporations or the shareholders of various business corporations, the primary activities of which are the delivery of health care services or the provision of goods and services ancillary thereto. Such controlled corporations along with Advocate Network Corporation and the Hospitals Corporation constitute the Advocate Health Care System (the "System"). The System was created in January 1995 through the consolidation of two health systems, Evangelical Health System (the "Evangelical System") and Lutheran General Health System (the "Lutheran System"). As the parent of the System, Advocate Network Corporation currently has no material operations or activities of its own, apart from its ability to control subsidiaries.

As a faith-based health care organization, sponsored by the United Church of Christ and Evangelical Lutheran Church in America, the mission, values and philosophy of the System form the foundation for its strategic priorities. The System's mission is to serve the health care needs of individuals, families and communities through a wholistic philosophy rooted in the fundamental understanding of human beings as created in the image of God.

The System provides a continuum of care through its seven short term acute care hospitals with two integrated children's hospitals and a specialty long term acute care hospital, with approximately 3,500 licensed beds, primary and specialty physician services, outpatient centers, physician office buildings, home health and hospice care throughout the metropolitan Chicago area. Through a long-term academic and teaching affiliation with the University of Illinois at Chicago Health Sciences Center, Advocate trains more resident physicians than any non-university teaching hospital in Illinois. In addition to owning and operating hospitals and other health care facilities, Advocate is affiliated with several large physician groups.

Service Area: Advocate Health Care Network has facilities in the following locations in Illinois: Chicago (Advocate Bethany Hospital), (Advocate Illinois Masonic Medical Center), (Advocate Trinity Hospital); Oak Lawn (Advocate Christ Medical Center and Advocate Hope Children's Hospital); Downers Grove (Advocate Good Samaritan Hospital); Barrington (Advocate Good Shepherd Hospital); Park Ridge (Advocate Lutheran General Hospital and Children's Hospital) and Hazel Crest (Advocate South Suburban Hospital, Hazel Crest)

**Existing Bonds**: Illinois Health Facilities Authority Series: 1993C, 1997A, 1997B, 1998A, 1998B, 2000, 2003A, 2003B, 2003C, Illinois Finance Authority Series 2005A-1, 2005A-2, 2005B-1, 2005B-2, 2005B-3.

#### **PROJECT SUMMARY**

The transaction consists of issuing approximately \$505 million of bond proceeds, which together with other available funds will finance approximately \$200 million of new money capital needs and redeem approximately \$306 million of existing debt. This planned financing is designed to provide additional resources to help fund construction projects, including but not limited to, the Lutheran General Hospital bed tower project, the Illinois Masonic Medical Center emergency department renovation, the Trinity Hospital cardiac catherization lab renovation. This financing is also being done to restructure certain of Advocate's existing debt to create a new, lower average annual debt service by extending the average life of Advocate's bonds from the current average of nine years to a projected nineteen years.

#### FINANCING SUMMARY

Security/Collateral:

General, unsecured obligations of the Members of the Obligated Group and any future Members of the Obligated Group. All Bonds will be insured by Ambac, a "AAA" rated municipal bond insurer, and regularly scheduled principal and interest will be secured by Ambac.

Structure:

The financing will consist of all Ambac insured auction rate securities; all or a portion of which will be swapped to fixed to achieve a synthetic fixed rate structure (depending on market conditions at the time of the swap).

Advocate Health Care Network

501(c)(3) Bonds

Page 3

Final Bond Resolution September 11, 2007 FM: Pam Lenane Dana Sodikoff

Maturity:

Between 2038 and 2040 depending on final useful life determination

Credit Rating(s):

All Series 2007 Bonds will be rated based upon the use of credit enhancement from Ambac, a "AAA" rated municipal bond insurer. Also, Advocate Health Care currently maintains long term ratings with all three rating agencies. Current long term ratings are as follows: Aa3/AA/AA- (Moody's/Standard and Poor's/Fitch). In connection with the Series 2003A, B and C bond issues the System obtained short-term credit ratings from each of the three rating agencies. S&P, Moody's and Fitch have assigned short-term credit ratings of "A-1+", "VMIG 1", and "F1+", respectively.

#### ECONOMIC DISCLOSURE STATEMENT

Project name:

Advocate Health Care Network

Locations:

Seven acute care hospitals with two integrated children's hospitals and a specialty long

term acute care facility

Applicant:

Advocate Health Care Network

2025 Windsor Drive Oak Brook, IL 60521

Organization:

501(c)(3) Not-for-profit corporation

State:

Illinois

**Board of Trustees:** 

John F. Timmer, Chairperson

Lynn Crump-Caine, Vice Chairperson

David Anderson

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James Skogsbergh, President and Chief Executive Officer, Advocate Health Care

Network

Carolyn Hope Smeltzer Rev. Ozzie Smith, Jr.

#### **PROFESSIONAL & FINANCIAL**

Borrower's Counsel:

Bond Counsel:

Foley & Lardner LLP Chapman & Cutler

Chicago Chicago Robert Zimmerman Jim Luebchow

Citi

Chicago

Nancy Burke Jim Blake

Underwriter:

Efrain Zamora Amy Yang

Underwriter's Counsel:

Sonnenschein Nath & Rosenthal Borrower Financial Advisor: Kaufman Hall & Associates

Chicago Chicago

Steven Kite Ken Kaufman Joseph Morand

Bond Trustee: Accountant:

Issuer's Counsel:

The Bank of New York Ernst & Young

Schiff Hardin

Chicago Chicago Chicago

JoEllen Helmer Bruce Weisenthal

#### LEGISLATIVE DISTRICTS

Congressional: 7- Danny Davis, 3- Dan Lipinski, 6- Peter Roskam, 8- Melissa Bean, 5- Rahm Emanuel, 9- Jan

Schakowsky, 2- Jesse Jackson, Jr.

State Senate: 5- Rickey Hendon, 18- Edward Maloney, 21- Dan Cronin, 26- William Peterson, 6- John Cullerton,

33- Dan Kotowski, 29- Susan Garrett, 19- M. Maggie Crotty, 17- Donne Trotter

State House: 10- Annazette Collins, 36- James Brosnahan, 42- Sandra Pihos, 52- Mark Beaubien, 12- Sara

Feigenholtz, 65- Rosemary Mulligan, 57- Elaine Nekritz, 38- Al Riley, 33- Marlow Colvin

Project: Sherman Health System and Sherman Hospital

**STATISTICS** 

Project Number: H-HO-TE-CD-7165

Type:

501(c)(3) Bond

Locations:

Elgin

Amount: IFA Staff: \$325,000,000 (Not to exceed amount)

Pamela Lenane and Dana Sodikoff

**BOARD ACTION** 

Final Bond Resolution Conduit 501(c)(3) Bonds Staff recommends approval No IFA funds at risk

**PURPOSE** 

Proceeds will be used to: 1) fund the construction and equipping of a replacement hospital campus, 2) fund capitalized interest, 3) fund a reserve fund and 4) pay cost of issuance.

## IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the Bonds paid to bondholders and thereby reducing the borrower's interest expense. 501(c)(3) bond issues do not require Volume Cap.

#### **VOTING RECORD**

The IFA gave its approval for a Preliminary Bond Resolution on August 7, 2007 by the following vote:

Ayes: 10

Nays: 0

Abstentions: 0

Absent: 4

Vacancies: 1

On October 10, 2006, a Final Bond Resolution was passed for Sherman Health System and Sherman Hospital for an interim financing to fund a portion of the construction and equipping of a replacement hospital campus, fund capitalized interest, and pay cost of issuance. The financing approved in October 2006 was delayed because of litigation contesting the validity of Sherman's CON; Sherman is now going forward with a larger financing consistent with the finance plan prior to litigation. This is the first time this Preliminary Bond Resolution has been presented to the Board for the permanent financing of the replacement hospital campus and related costs.

#### ESTIMATED SOURCES AND USES OF FUNDS

Sources: IFA bonds

\$311,125,000

Uses:

Project Fund/CAPI Refund 1997 Bonds

\$157,795,987 \$128,317,350<sup>1</sup>

Debt Service Reserve Fund\$23,278,288 **Issuance Costs** 

\$1,733,375

Total

\$311,125,000

Total

\$311,125,000

<sup>&</sup>lt;sup>1</sup> The refunding of the Series 1997 Bonds has fallen may or may not occur depending on market conditions.

Final Bond Resolution September 11, 2007 FM: Pamela Lenane and Dana Sodikoff

#### **JOBS**

Current employment: 1,578 FTEs Jobs retained: 1,578 FTEs

Projected new jobs: 61 FTEs Construction jobs: 350 jobs

#### **BUSINESS SUMMARY**

#### Background:

The Sherman Health System (the "System") is one of the largest networks of healthcare facilities in the far northwest suburbs of Chicago, Illinois. The System offers a comprehensive array of services through Sherman Health Systems (the "Parent Corporation"), Sherman Hospital (the "Hospital"), Sherman West Court (the "Nursing Home"), Sherman Home Health Care Corporation ("Home Care"), Sherman Health Foundation (the "Foundation"), Health Visions Inc. ("Health Visions") and certain joint ventures.

The Hospital owns and operates the Hospital Facility, which is located in Elgin, Illinois, approximately 38 miles northwest of Chicago. The Hospital was formed in 1945 when the ownership and administration of the Hospital Facility was assumed by the Sherman Hospital Association. Over its history, the Hospital Facility has expanded its capacity to meet the growing demand for care; its present licensed capacity of 363 beds and 47 bassinets was established in 1996. The Hospital Facility currently has 258 staffed beds (234 acute beds and 24 sub-acute beds) and had an occupancy rate for staffed beds for the fiscal year ended April 30, 2006 of 64.7% for acute beds and 78.0% for sub-acute beds.

CON Litigation: On June 7, 2006, the Illinois Health Facilities Planning Board granted the Parent Corporation and the Hospital a permit (the "Permit") to build a 255-bed replacement hospital in Elgin, Illinois. Provena Health and Provena Hospitals filed suit on July 13, 2006 in the Circuit Court of Cook County, Illinois challenging the Permit. A hearing was scheduled on the challenge for October 25, 2006, and on July 5, 2007, the court ruled in favor of Sherman. The Plaintiff's motion to reverse the Board's grant of Sherman's Certificate of Need ("CON") was denied, and the Defendants' motion to affirm the CON Board's decision granting Sherman's Certificate of Need was granted.

On July 17, 2007, Provena filed notice to appeal the circuit court ruling.

The documents securing the notes (the "Notes") will provide for a special redemption of the Notes from unexpended Note proceeds deposited in the project account and from other funds of the Hospital in the event the litigation challenging the Permit is appealed and ultimately successful and, consequently, the tax-exempt bonds cannot remain outstanding. In the case that the litigation against Sherman is successful, Sherman would most likely use unspent bond proceeds, cash reserves and/or a taxable external financing to take out the debt.

#### Description:

The principal operating corporation in the System is the Hospital, which owns and operates Sherman Hospital in Elgin, Illinois. Sherman hospital is an acute care hospital providing a broad range of inpatient and outpatient services. Sherman Hospital has provided residents of the northwest suburbs of Chicago with healthcare services for over a century.

#### Service Area:

Sherman Hospital and the nursing facility operated by the Nursing Home are located in Elgin, Illinois, approximately 30 miles northwest of Chicago, Illinois. The primary service area includes the cities and surrounding communities of Elgin, South Elgin, Huntley, Algonquin, Lake in the Hills, Dundee, Carpentersville, Bartlett, Streamwood and Crystal Lake. The primary service area ("PSA") accounted for 86% of admissions in 2005. The secondary service area ("SSA"), consisting of surrounding communities in Kane, McHenry, DuPage and Cook Counties, accounted for 14% of admissions in 2005.

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Final Bond Resolution September 11, 2007 FM: Pamela Lenane and Dana Sodikoff

### PROJECT SUMMARY

On June 7, 2006, the Illinois Health Facilities Planning Board granted the Parent Corporation and the Hospital a permit (the "Permit") to build a 255-bed replacement hospital in Elgin, Illinois. The new money portion of the financing will be used to finance: the construction and equipping of a replacement hospital campus, on the property located on the northeast corner of the intersection of Big Timber Road and Randall Road, in Elgin, IL, approximately 4.5 miles from the existing hospital.

#### FINANCING SUMMARY

Security/Collateral: The Bonds will constitute Parity Obligations of the Sherman Health Obligated Group,

secured by a note under Sherman Health's Master Trust Indenture. The Bonds will likely be secured by a mortgage on Sherman's facilities, and a fully funded Debt Service

Reserve Fund.

Structure: The plan of finance contemplates a mix of Uninsured Fixed Rate Bonds and/or

Uninsured Fixed Rate Put Bonds, which will carry the rating of the hospital (see below).

Maturity: 2047

Credit Rating: A+/Baa1, (S&P/Moody's) current ratings.\*

#### ECONOMIC DISCLOSURE STATEMENT

Project name: Sherman Health System and Sherman Hospital

Location: 934 Center Street

Elgin, IL 60120

Applicant: Sherman Health System and Sherman Hospital

Organization: 501(c)(3) Not-for-Profit Corporation

State: Illinois

Board of Directors: Richard Jakle (Chairman, Sherman Health Systems)

Terry Dunning (Chairman, Sherman Hospital)

#### PROFESSIONAL & FINANCIAL

Chicago Kevin Dougherty Borrower's Counsel: McGuire Woods LLP Chicago Lvnn Coe Bond Counsel: Jones Day Therese Wareham Chicago Financial Advisor Kaufman Hall Bruce Gurley Morgan Stanley Chicago Underwriter: Underwriter's Counsel: Sonnenschein Nath & Rosenthal LLP Chicago Steve Kite Bond Trustee: Bank of New York Chicago Jeffrey Kinney McGladrey and Pullen Chicago Jim Grigg Accountant Kevin Cahill Office of Kevin Cahill Chicago Issuer's Counsel:

#### LEGISLATIVE DISTRICTS

Congressional: 14- J. Dennis Hastert

State Senate: 22- Steven J. Rauschenberger

State House: 43- Ruth Munson

**Project:** 

Lake County Family YMCA

**STATISTICS** 

Deal Number:

N-NP-TE-CD-7181

Amount: \$6,500,000

Type:

501(c)(3) Revenue Bonds

IFA Staff:

Sharnell Curtis Martin

Location:

Waukegan

SIC Code:

8641 - Civic/Social Associations

**BOARD ACTION** 

Preliminary Bond Resolution

Conduit 501(c)(3) Revenue Bonds

Staff recommends approval No extraordinary conditions

No IFA funds at risk

**PURPOSE** 

Bond proceeds will be used to refund existing IFA (IDFA) 2000 Bonds and to pay certain bond issuance costs.

**VOTING RECORD** 

Preliminary Bond Resolution, no previous voting record.

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest paid to bondholders thereby reducing the borrower's interest rate.

**SOURCES AND USES OF FUNDS** 

Sources:

**IFA Bonds** 

\$6,500,000

Uses:

Refunding Bonds **Bond Issuance Costs**  \$6,250,000 250,000

**Total Sources** 

\$6,500,000

Total Uses

\$6,500,000

**JOBS** 

Current employment:

215

Projected new jobs:

N/A

Jobs retained:

N/A

Construction jobs:

N/A

Preliminary Bond Resolution September 2007 FM: Sharnell Curtis Martin

#### **BUSINESS SUMMARY**

Background:

Lake County YMCA ("YMCA") is an Illinois 501(c)(3) not-for-profit corporation formed in 1893. Relocated to its present location in 1925, the facility is located at Clayton & County Streets in Waukegan provides more than 15 different programs including: Big Brothers/Big Sisters, Girl Scouts, Boy Scouts, Adult and Children Day Care, Summer Day Camp and a Health and Wellness

Center that is open to the public.

The YMCA's service area is not limited to Lake County. Residents from DuPage, McHenry and Cook counties are included among the 17,000 individuals with 4,500 members and program participants. The YMCA has a staff of 215 full-time and part-time employees and volunteers.

Description:

These bonds will refund outstanding bonds originally issued in 1993 and refunded in 2000, by the IFA's predecessor, the Illinois Development Finance Authority (IDFA). The original project was the construction of three day care centers and five after school facilities located in Waukegan. The project was completed and put into service in the January of 1995.

The proposed refunding and recent sale of a camp facility will allow the YMCA to reduce its overall debt and realize interest rate savings of approximately \$95,000 annually. This project represents the third financing transaction that the IFA and its predecessor have issued on behalf of the Lake County Family YMCA.

#### **FINANCING SUMMARY**

Security:

The bonds will be secured by a Direct Pay Letter of Credit from Charter One Bank.

Structure:

7-day variable rate demand bonds

Maturity:

30 Year Term

Bank Collateral: First mortgage on subject real estate.

Credit Rating:

The bonds will bear the credit rating of the credit enhancement securing the bonds, Charter One

Bank Letter of Credit. Charter One has a credit rating of AA-.

#### PROJECT SUMMARY

Bond proceeds will be used to refund the outstanding principal balance of the IFA (IDFA) Series 2000 Bonds. The original Series 2000 bond proceeds were used to refund a 1993 IDFA bond issue. Project costs include refunding of previous bond issue in the amount of \$6,250,000 million.

#### ECONOMIC DISCLOSURE STATEMENT

Applicant:

Lake County Family YMCA

2000 Western Avenue

Waukegan, IL 60087 (Lake County) Mr. Jim Morse, Chief Financial Officer

Project name:

Lake County Family YMCA Refunding Project

Location:

2000 Western Avenue

Waukegan, IL 60087 (Lake County)

Organization:

501(c)(3) Corporation

State:

Illinois

Board of Directors:

Richard Ribando, Chairman

Steven Henley, Vice-Chairman Robert Taylor, Treasurer

Rick Teper, Secretary

Susan Link

David Hall Dan Drury

Geold Topcik

Rafael Rivera Arnold Thomas

Land Sellers:

James Simonian Not Applicable

Lake County Family YMCA 501(c)(3) Revenue Bonds

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Preliminary Bond Resolution September 2007 FM: Sharnell Curtis Martin

Borrower's Counsel: To Be Determined

Accountant: Craig & Associates, LLC Northbrook

Bond Counsel: Chapman and Cutler Chicago Chris Walrath
LOC Bank: Charter One Bank, N.A. Chicago Lucy Czyz
Underwriter: Griffin, Kubik, Stephens & Thompson Chicago Michael Boisvert

Underwriter's Counsel: To Be Determined

Issuer's Counsel: Burke Burns and Pinelli Chicago Stephen Welcome

Trustee: To Be Determined

IFA Financial Advisor:D. A. DavidsonChicagoBill MorrisScott Balice StrategiesChicagoLois Scott

#### LEGISLATIVE DISTRICTS

Congressional: 10 -- Mark Kirk State Senate: 30 -- Terry Link

State House: 60 – Eddie Washington

# BOARD SUMMARY September 11, 2007

Project: Construction & General Laborers District of Chicago and Vicinity Joint

Training and Apprentice Fund a/k/a Chicagoland Laborers Training and

**Apprentice Fund** 

**STATISTICS** 

Number:

N-NP-TE-CD-7180

Type: Location:

501(c)(3) Bonds

Chicago

Amount:

\$25,000,000 (not to exceed)

IFA Staff:

Townsend S. Albright

**BOARD ACTION** 

Preliminary Bond Resolution

Conduit

No IFA funds at risk

No Extraordinary conditions Staff recommends approval

**PURPOSE** 

Proceeds will be used to (i) construct and equip an approximately 70,000 sq. ft. training facility, (ii) capitalize interest, and (iii) fund professional and bond issuance costs.

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest paid to bondholders thereby reducing the borrower's interest rate.

#### **VOTING RECORD**

Preliminary Bond Resolution; no prior vote.

#### SOURCES AND USES OF FUNDS

Sources:

**#21 500 000** 

Uses:

IFA Bonds

\$21,500,000

**Project Costs** 

\$24,200,000

Equity\*

5,420,000

Capitalized interest

2,000,000

3,420,000

Legal and professional costs\*

650,000

Arch/Eng

70,000

Total

\$26,920,000

Total

\$26,920,000

\* Equity consists of \$5,200,000 purchased land and \$200,000 cash injection to pay for \$220,000 legal and professional costs

**JOBS** 

Current employment:

40

Projected new jobs:

9

Jobs retained:

N/A

Construction jobs:

50 (18 months)

Preliminary Bond Resolution September 11, 2007 FM: Townsend Albright

#### **BUSINESS SUMMARY**

#### Background:

On June 1, 1986 the Construction and General Laborers' District Council of Chicago and Vicinity Joint Training and Apprentice Fund (the "Fund"), (the "Applicant") was created to provide training and education for the laborers working under the Chicagoland District Council collective bargaining agreement.

In approximately 1990, the Fund constructed an 80,000 sq. ft. training facility in Carol Stream. The facility includes seven classrooms, four training bays that provide hands-on training in scaffold building, sewer and pipe work plus general construction programs. The combination of hands-on classroom instruction provides every student the opportunity to learn construction fundamentals and allows experienced laborers the opportunity to develop competence in a variety of specific job skills. The training programs address the continual change in equipment, construction techniques, and materials to provide skilled manpower in the Chicagoland construction industry.

In 1997, the Fund began offering on-site training to contributing contractors by means of a mobile classroom. The Mobile Teaching Unit is a customized coach bus capable of training one to ten persons at a time. Each student is seated in an individual work station where he or she can view training tapes. In 1999, an Apprentice Program was established and certified by the Department of Labor, Construction Craft Laborer Division.

Since inception the Fund has trained over 61,000 men and women in the skills and certification needed to be a laborer. Currently, 5000 individuals are trained annually at the Carol Stream facility, the mobile training unit, and a satellite training facility in Chicago Heights. The Academy is governed by a twelve-member Board whose members are listed in this report for IFA Board review.

**Sources of revenue:** The Fund operates pursuant to a collective bargaining agreement between the Construction and General Laborers' District Council of Chicago and Vicinity A.F.L-C.I.O, representing its affiliated local unions and members thereof; the Builders Association of Chicago; the Contractors Development Association,; the Illinois Road Builders Association; and the Lake County Contractors Development Association, among others.

The collective bargaining agreement provides that participating employers make monthly contributions for each hour worked by their respective employees. Contribution amounts in place through fiscal year 2007 are: Training, \$0.12 Apprentice, \$0.05 Total, \$0.17. An employee who has worked or wishes to work for any employer under the collective bargaining agreement is eligible. The components of revenue consist of (i) employer's contributions, (ii) apprenticeship fees, and (iii) Flaggers fees.

# Project Description:

The Fund will include construction and equipping of an approximately 70,000 sq. ft. training facility for the Fund. The facility will be located on 24 acres of land located on Chicago's West Side. The proposed project will bring the City of Chicago a state-of-the-art Union training facility which will be used to train members of the Laborers' Union. A Chicago site will make it easier for members to stay current with new construction practices and certifications needed to continue to be a productive construction laborer.

#### Remarks:

Tax exempt financing provides the lowest cost of funds, allowing the Fund to maximize the opportunities it can bring to the community and to the member laborers it trains.

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Preliminary Bond Resolution September 11, 2007 FM: Townsend Albright

#### FINANCING SUMMARY

Security: Either (a) a gross revenue pledge and a first mortgage on the financed property, or (b) a Direct Pay

Letter of Credit from a bank to be determined that carries at least an "A" rating from Standard and

Poors.

Structure: Either (a) weekly multi-mode floating rate bonds secured by a Direct pay Letter of Credit from a bank,

or (b) fixed-rate non-rated bonds sold to sophisticated investors in accordance with IFA policies.

Maturity: 30 years

#### **PROJECT SUMMARY**

The Fund intends to use the net proceeds of the Authority loan to provide funds to (i) construct and equip an approximately 70,000 sq. ft. training facility to be located at 1900 North Central Avenue, Chicago, Cook County, Illinois, and (ii) capitalize interest, and (iii) fund professional and bond issuance costs.

**Project Costs:** 

 Land
 \$ 5,200,000

 New Construction and Renovation
 19,000,000

 Total
 \$24,200,000

#### ECONOMIC DISCLOSURE STATEMENT

Applicant: Chicagoland Laborers Training and Apprentice Fund Project names:

Project: Construction and Renovation Project

Locations: 1900 North Central Avenue, Chicago, Cook County, Cook County, IL

Contact Person: Peter Ruff, Administrator, 630-653-0006

Organization: 501(c)(3) Corporation

State: Illinois

Board of Trustees:

Management	Affiliation	Labor	Laborers Local No.
Mr. Gerard Kenny	Kenny Partners, LLC	Liberato Naimoli	76
Donald Henderson		Toby Koth	582
Robert W. Krug	K-five Construction Co.	Timothy Riley	96
Thomas Nordeen	Power Contracting & Engineering Co.	J. Michael Lazzaretto	152
David Lorig	Lorig Construction Co.	Martin Flanagan	118
R. Lynn Treat	Ryan Companies, US, Inc.	James P. Connolly La	borers District Counsel

#### **PROFESSIONAL & FINANCIAL**

Counsel:	Dowd, Black & Bennet	Chicago	Peter Dowd
Accountant:	Bansley and Kiener, L.L.P.	Chicago	
Bond Counsel:	Ungaretti & Harris	Chicago	Raymond Fricke
Underwriter:	William Blair & Company	Chicago	Peter Raphael
Underwriter's Counsel:	TBD		
LOC Bank Counsel:	TBD		
Issuer's Counsel:	Chapman and Cutler LLP	Chicago	Nancy Burke
Trustee:	Amalgamated Bank	Chicago	Gail Klewin
IFA Financial Advisors:	D.A. Davidson & Co.	Chicago	Bill Morris
	Scott Balice Strategies, Inc.	Chicago	Lois Scott

#### LEGISLATIVE DISTRICTS

Congressional: 6<sup>th</sup> Peter J. Roskam State Senate: 2<sup>th</sup> William Delgado State House: 3rd Luis Arroyo

Project: Cornerstone Services, Inc.

**STATISTICS** 

Deal Number:

N-NP-TE-CD-7126

Amount:

\$4,200,000 (not-to-exceed amount)

Type:

501(c)(3) Revenue Bonds

IFA Staff:

Sharnell Curtis Martin

Location:

**Joliet** 

SIC Code:

8322 - Individual and Family Social Services

#### **BOARD ACTION**

Final Bond Resolution

Conduit 501(c)(3) Refunding Revenue Bonds

Staff recommends approval

No IFA funds at risk

No extraordinary conditions

#### **PURPOSE**

Bond proceeds will be used to refund existing IFA (IDFA) 1998 and 2002 Bond issues, refinance existing conventional debt, and pay for certain bond issuance costs.

#### IFA CONTRIBUTION

501(c)(3) Bonds is a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the Bonds and thereby reduce the borrower's interest expense.

#### VOTING RECORD

Preliminary Bond Resolution: June 12, 2007

Ayes: 10

Nays:

0

Abstentions:

0

Vacancy:

1 (Giannoulias)

Absent: 4

(DeNard, Fuentes, O'Brien, Talbott)

#### **SOURCES AND USES OF FUNDS**

Sources:

Village of Rockdale Bonds \$10,000,000

Uses:

Refunding Bonds

\$15,350,000

IFA Bonds Equity 4,000,000 2,200,000

Refinancing Bond Issuance Costs 1,000,000 350,000

Bank Loan

**Total Sources** 

500,000

\$16,700,000

Total Uses

\$16,700,000

The sources of equity are from the proceeds from a real estate transaction and reserve funds from the previous bond issues. The bond issue will have two issuers: the Village of Rockdale will be issuing \$10 million in bank qualified refunding bonds and the IFA will issue the remaining \$4 million.

**JOBS** 

Current employment:

375

Projected new jobs:

N/A

Jobs retained:

N/A

Construction jobs:

N/A

Cornerstone Services, Inc. 501(c)(3) Revenue Bonds Page 2

Final Bond Resolution September 2007 FM: Sharnell Curtis Martin

#### **BUSINESS SUMMARY**

Background: Cornerstone Services, Inc. was organized as a 501(c)(3) organization in 1969. The organization is

a provider of services to persons with mental retardation and other developmental disabilities.

Description: Cornerstone provides services at 41 locations, primarily in Chicago's Southwest Suburbs. The

> organization's clients reside in Chicago and various Chicago's Southern and Southwestern suburbs. Cornerstone employs approximately 350 trained professionals including psychiatrists,

nurses, social workers, therapists, counselors, teachers and paraprofessionals.

Cornerstone provides residential assisted living facilities for individuals with developmental disabilities. Additional existing programs Cornerstone provides include Case Management,

Psychosocial Rehabilitation, Developmental Training and Client/Family Support.

#### FINANCING SUMMARY

Security:

The bonds will be purchased and held as an investment by First Midwest Bank.

Structure:

The Bonds will bear a fixed interest rate of 5.25%.

Maturity:

25 Years

Bank Collateral: First Mortgage on subject real estate, blanket lien on subject machinery and equipment

Credit Rating:

First Midwest Bank, the purchaser of the bonds is an unrated bank and therefore does not have a

credit rating.

Remarks:

Tax-exempt savings will reduce the cost of financing by approximately 2.25% relative to a taxable

financing. This will translate to approximately \$2.7 million in gross debt service payments

throughout the refinancing period as a result of refunding the previous bond issues.

#### PROJECT SUMMARY

Bond proceeds will be used to refund a 1998 and 2002 bond issues. Refinance six bank loans presently held at First Midwest Bank and pay for certain bond issuance costs. Project costs are estimated at \$16,700,000.

#### **ECONOMIC DISCLOSURE STATEMENT**

Applicant:

Cornerstone Services, Inc.

777 Joyce Road

Joliet, IL 60436 (Will County)

Mr. Ben Stortz, Vice President/Chief Administration Officer

Project name:

Cornerstone Services Refinancing Project

Location:

777 Joyce Road, Joliet, IL 60436 (Will County)

Organization:

501(c)(3) Corporation

State:

Illinois

Board of Directors:

Judith A. Block Vincent A. Benigni Jean A. Hansen

Robert A. Rogina Stanley Adams Daniel W. Hecht

Priscilla Lynch

James B. Harvey Stephen M. Klafter Ruth A. Mertz LeRoy Shepherd

John R. Rogers

J. D. Ross

Alex Ledesma

John A. Sheridan

Land Sellers:

Not Applicable

**Betsy Ruettiger** Gregory M. Wernert Cornerstone Services, Inc. 501(c)(3) Revenue Bonds Page 3

Final Bond Resolution September 2007 FM: Sharnell Curtis Martin

#### **PROFESSIONAL & FINANCIAL**

Borrower's Counsel: McKeown Law Firm Joliet Dave Ruttle Accountant: Senesac & Lennon, Ltd. Joliet Bond Counsel: Chapman and Cutler Chicago Nancy Burke Bank: First Midwest Bank Joliet Dave Schutter Bank's Counsel: Greenberg Traurig, LLP Chicago Matthew Lewin Griffin Kubik Stephens & Thompson Financial Advisor: Chicago Helena Burke-Bevan Issuer's Counsel: Law Offices of Kevin Cahill Chicago Kevin Cahill IFA Financial Advisor: D. A. Davidson Chicago Bill Morris Scott Balice Strategies Chicago Lois Scott

#### LEGISLATIVE DISTRICTS

Congressional:

18 - Ray LaHood

State Senate:

43 – A. J. Wilhelmi

State House:

86 - Jack McGuire

**Project: Community Action Partnership of Lake County** 

**STATISTICS** 

Number:

N-NP-TE-CD-7032

Amount:

\$4,000,000

Type:

501(c)(3) Bonds

PA:

Townsend Albright

Locations:

Waukegan, Antioch

SIC:

8351

North Chicago, Round Lake Beach

#### **BOARD ACTION**

Final Bond Resolution Conduit Not for Profit Bonds No IFA funds at risk

No Extraordinary conditions Staff recommends approval

#### **PURPOSE**

Proceeds will be used to (i) refinance the Applicant's outstanding mortgage notes and bank loans, (ii) provide working capital, and (iii) pay bond issuance costs.

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of tax-exempt bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the Bonds and thereby reduce the borrower's interest expense.

#### VOTING RECORD

Preliminary Bond Resolution, February 13, 2007

Ayes: 11, Nays: 0, Abstentions: 0, Absent: 3 (R. Herrin, M.H.Nesbitt, J.P. Valenti) Members Resigned: 1

#### SOURCES AND USES OF FUNDS

Sources:

IDFA bonds

\$4,000,000

Uses:

Project

\$3,840,000

Legal/Professional

160,000

Total

\$4,000,000

Total

\$4,000,000

**JOBS** 

Current employment:

137

Projected new jobs:

N/A

Jobs retained:

N/A

Construction jobs:

N/A

#### **BUSINESS SUMMARY**

Background:

An Act of Congress passed in 1966 declared a war on poverty and created not-for-profit community action agencies. Community Action Partnership of Lake County (the "Applicant", "CAP") is one of those agencies and was incorporated in 1965 as an Illinois 501(c)(3) corporation. CAP's mission is to alleviate poverty and its causes and consequences by linking its services with all available resources for the purpose of coordinating and delivering comprehensive human services that lead to individual and family self-sufficiency. On March 1, 2004 the Applicant borrowed \$6,250,000 through a conduit bond financing with the IFA to finance the construction of a 30,000 sq. ft. administration center to house its Head Start activities in Waukegan. The facility provides classrooms, playgrounds, offices, community event space, meeting rooms, and a

#### Community Action Partnership of Lake County

Not for Profit Bonds

September 11, 2007 Page 2 FM: Townsend Albright

> commercial kitchen that produces 1,200 meals per day. This facility is the first of two phases: the second of which has completed architectural and engineering drawings and completed foundation work for the time when future expansion is required. The Applicant is governed by a nine-member Board of Directors. A list is attached for IFA Board review.

Final Bond Resolution

Description:

The completion of the new facility enabled CAP to consolidate its Waukegan Head Start activities in one location. This, in turn, permitted CAP to vacate all leased and donated premises as well as to free up a 14,000 sq. ft. building that it owns. In the course of the facility development, CAP financed working capital and equity injections through its local banks to purchase and refurbish properties in the Lake County area to rent to low income residents, and now proposes a consolidation of the various loans and mortgage notes CAP has outstanding. CAP proposes to use its 12 affordable housing complexes having 52 units, and its former Head Start building as collateral for the proposed bonds. CAP pledges to rent only to "income-qualified" tenants in its housing units, and to rent/lease only to not-for-profit entities in its former Head Start building.

Remarks:

The outstanding loans and notes carry market or above market rates. Tax-exempt financing will make it possible for CAP to significantly lower its cost of capital and smooth it debt service payments as the proposed bonds will carry level debt service for 30 years. This is a debt restructuring and taxable working capital injection which will produce no NPV savings. This financing will enable CAP to continue to support its non-profit mission.

#### **FINANCING SUMMARY**

Security:

Direct Pay Letter of Credit from Harris Bank & Trust Company, Chicago, Illinois

Structure:

Multi-mode weekly floating rate bonds consisting of \$3,105,000 tax-exempt Series 2007-A Bonds,

and \$895,000 taxable 2007 Series-B Bonds.

Maturity

30 years

#### **PROJECT SUMMARY**

Proceeds will be used to Proceeds will be used to (i) refinance the Applicant's outstanding mortgage notes and loans on properties listed on this page of the report, (ii) provide working capital, and (iii) pay bond issuance costs.

> Project Costs: Refinance notes/loans \$3,746,850

> > Working Capital 93,150 Total \$3,840,000

#### ECONOMIC DISCLOSURE STATEMENT

Applicant:

Community Action Partnership of Lake County

Project:

Financial Restructuring Initiative

Location:

1200 Glen Flora, Waukegan, Lake County, Illinois

Property locations:

1413, 1417, 1427, 1440, 1444, 1444, 1501, 1505, and 1509 Hervey, North Chicago, Lake

County, IL

587 Main, Antioch, Lake County, IL 574 McAlister, Waukegan, Lake County, IL

321 Woodland, Round Lake Beach, Lake County, IL 420 Fairlawn, Round Lake Beach, Lake County, IL 931 Morningside, Round Lake Beach, Lake County, IL

Organization:

501(c)(3) Corporation

State:

Illinois

Board:

List attached for IFA Board review

Collateral:

List of real estate property to be used as collateral for the proposed bond financing:

## Community Action Partnership of Lake County

Not for Profit Bonds

Page 3

Final Bond Resolution September 11, 2007 FM: Townsend Albright

Accountants:

R.W. Hickman, P.C., CPA (2006) Springfield, IL

Diehl, Banwart, Bolton, Jarred & Chanute, KS

Bledsoe, Chartered, CPAs

(2004-2005)

Bond Counsel: Issuer's Counsel: IceMiller

Sanchez & Daniels

William Blair & Company.

Chicago, IL

Chicago, IL Chicago, IL

Philip A. Jarred, CPA

James Snyder John Cummins John Peterson

Placement Agent:

Underwriter/

LOC Bank: Financial Advisor:

Harris Bank & Trust Company

Chicago, IL E. L. Barnes & Company

Trustee: IFA Financial Advisors: Scott Balice Strategies, Inc.

US Bank D.A. Davidson & Co Afton, VA Milwaukee, WI

Chicago, IL Chicago, IL

Ellen Barnes Peter Brennan Bill Morris Lois Scott

#### LEGISLATIVE DISTRICTS

Congressional: State Senate:

10, Mark S. Kirk 30, Terry Link

State House:

59, Susan Garrett

Final Bond Resolution September 11, 2007 FM: Townsend Albright

# Community Action Partnership of Lake County Board of Directors Membership

		February 1, 2006		1	Updated:	October 2006
Namber of Vacancies: 0			In Which Sector:		-	-
Name	Address & Phone Number	Office Address & Phone Number	Represents	ర	PS PO	
Bill Maneely, President-Adiva	2410 Washington Street Wankegan, IL 60085	847 625-1525 847 625-1767 fix	Patti Cake Barly Childhood (Parmers in Business Assn)		×	September 1997
Debarah Lewis, Vice Prasident-Active		2534 Elim Avemo Zkon, IL. 6099 847 746-8435 847 746-1744 fix	Steridan Health Care RSVP Advisory Council		×	March 2001
Stephanie Smith, Secretary-Active	824 Kirkwood Drive Winthrop Herbor, 11, 60096			×		July 2000
Bereity Hood	2211 N Yooman P.O. Box 524 Washragan, 11. 60079 847 456 4028 (C)	1850 Lewis Avenue North Chicago, IL. 60064 847-596-8610 847-306-8619 fax	Weston House	×		November 2005
Centria Hawking, Director	1316 N Bawick Blvd, Wkga IL	3235 Belvedere Rd, Wign IL.	Department of Human Services	×		
Shoriff Gary Del Re, Director	25 S. Ulion Street, Weakingsta, IL 60085 847-377-4210		Lake County Sheriff Depentment		×	March 1974
Pullip Carigan, Director - Active	1944 Ash Wanteeran IL 60085	847-625-0381		×		March 1998
Willard Helander County Clerk Active		18 N. County Street Waukegan, 11. 60055 Ph. 847-3400 For: 847-360-3608 ennit caryell@ool.lex.d.us	Lake County Clerk		×	May 2004
Mayor Loon Rockingham, Director - Active		1850 Lewis Ave. North Chicago, IL 60064 ph: 847-596-8610 Fax: 847-396-8619	Mayor City of North Chicago		×	February 1998
Beverly Ann Mail, Director, Active		2808 Gilesaf Avenue Zien, IJ. 60099 Ph; 847-938-3173	Abbort industries Head Start Policy Council		×	January 2005
Contailstioner Mary Cumingham, active	405 M45Klailey Avenue Waukegan, IL 60085 Ph. 847-244-4314 Fax, 847-599-8852	Ensil: rocuminghan@oo.iska il us	Lake Coerty Board District #9		×	Mary 2004
Howary Member: Seater Adding Co. Karis	P.O. Box 33	847-872-7500	Public			AND THE PROPERTY OF THE PROPER
L'Abresse Abess	Zkm, IL. 60099					
Anthony Ward, Alternate, Active Treasure	643 West John-Manville Wenkegan, IL 60085	847-244-5630	Sheilf Del Re			
Transitional Bossing Advisory Board: Beverly Hood-Chair	Add Printer and Control of the Contr					
Syvia Vasquez-Chicora		1807 Grand Ave. Wwakegoa, IL 60085 847-775-1818	American Family Life		×	
Arise Matin		2612 Sheridan Road Zion, 11. 60099 (847) 746-2901	National City Bank of the Midwest		×	
kich Diszterbeif		16680 Apple wood Court Gurner, IL. 60031 847-223-8082	North West News Group of the Greater Chicago		×	
Britani MoCafforty	6533 – 126 <sup>th</sup> PL. Picasant Prairio, WI 53156		Sheridan Health & Rehab	×		

**Project:** 

Theory and Computing Sciences Building Trust (Argonne National Laboratory - a federally-owned property under the jurisdiction of the U.S. Department of Energy)

**STATISTICS** 

Project Number: I-ID-TX-CD-618

Amount:

\$70,000,000 (not to exceed)

Type:

Taxable Bond

FM:

Townsend Albright

Location: Darien

**BOARD ACTION** 

Preliminary Bond Resolution Taxable conduit revenue Bonds No extraordinary conditions

Staff recommends approval No IFA funds at risk

**PURPOSE** 

Bond proceeds will be used to (i) to finance the construction of an office and light duty laboratory facility, and surface parking lot, (ii) capitalize interest, and (iii) fund legal and professional costs.

**VOLUME CAP** 

Volume Cap is not required for taxable bonds

**VOTING RECORD** 

Preliminary Bond Resolution, July 12, 2005

Ayes: 8, Nays: 0, Abstentions: 0, Absent: Goetz, O'Brien, Rice, Valenti, Vacancies: 3

The Project is requesting a current Board inducement because (a) the scope of the Project has changed, and (b) more than 24 months have passed since the IFA Board induced the Project

SOURCES AND USES OF FUNDS

Sources:

IFA bonds

\$70,000,000

Uses:

Project costs

\$62,900,000

Legal and Professional Capitalized Interest

300,000

6,800,000

Total

\$70,000,000

Total

\$70,000,000

**JOBS** 

Current employment:4,000 (Argonne)

Jobs retained:

N/A

Projected new jobs:

Construction jobs:

80

100 (12 months)

Preliminary Bond Resolution September 11, 2007 IFA Staff: Townsend Albright

#### **BUSINESS SUMMARY**

#### Background:

The Theory and Computing Sciences Building Trust (the "Trust", the "Applicant") is a trust that will be established under the laws of the State of Delaware. The Trust is a special purpose entity whose sole purpose will be to lease certain real property from the Department of Energy (the "DOE") so that it can secure financing, develop a research office building on such property, and upon completion of construction, lease the building to the UChicgo Argonne LLC ("UOC LLC") in connection with its operation of the Argonne national Laboratory ("Argonne").

Argonne is a federally-owned property under the jurisdiction of the U.S. Department of Energy ("DOE"). It is the nation's first national laboratory, chartered in 1946, and a direct descendent of the University of Chicago's ("UOC") Metallurgical laboratory, a part of the WWII Manhattan Project to build the atomic bomb. After the war, Argonne was given the mission of developing nuclear reactors for peaceful purposes. Argonne's research has expanded to include many other areas of science, engineering, and technology. Argonne currently has more than 4,000 employees; including approximately 1,000 scientists and engineers, of whom approximately 750 hold PhDs. Argonne has an annual operating budget of more than \$475 million that supports upwards of 200 research projects ranging from sub-nuclear research to global climate change. Since 1990, Argonne has worked with more than 600 companies, and with numerous federal agencies and other organizations.

Argonne occupies 1,500 wooded acres in DuPage County. The site is surrounded by forest preserve approximately 25 miles southwest of Chicago's Loop. The site also houses the U.S. Department of Energy's Chicago Operations Office. Argonne is managed by UOC LLC under prime contract with the U.S. Department of Energy.

Argonne has established the strategic objective to increase scientific productivity in the 21<sup>st</sup> century by providing intellectual and technical leadership in the computing sciences-computer science, applied computation mathematics, and computation science.

#### Description:

The project is an approximately 190,000 sq. ft. office and light-duty laboratory facility and surface parking lot. The facility would house approximately 750 occupants in gross program space as well as a controlled environment space

to house supercomputing equipment and associated hardware and software development labs, visualization facilities, a library, and collaboration facilities. The intended site is approximately 15 acres on the campus, and is adjacent to the main Argonne entry gate off Cass Avenue and west of the Argonne Information Center. The Project will help fill the need for advanced computational capabilities to grow with the development of increasingly sophisticated theories, such as in the areas of nanotechnology, climate change, protein modeling, and structural biology.

#### Remarks:

The proposed borrowing will enable Argonne and UOC LLC to advance America's scientific leadership through the development of world-class facilities within the State of Illinois, and continue Argonne's leadership position in the exploration and investigation of emerging information technologies, engineering applications, and other computational infrastructure in support of its scientific mission. It is anticipated that Argonne's continued leadership in science, technology and engineering will stimulate the growth of attendant high tech industries that will interface with and provide services to the Argonne activities, and result in positive economic growth in Illinois.

The Department of Energy has formed trusts and entered into leases in which the lessee has obtained financing for facilities development through the taxable municipal bond market. The availability this source of low-cost financing for project finance has resulted in significant savings for the Department. The availability of municipal bond market financing has encouraged the Department to enter into mutually advantageous ventures with state and local entities which, in turn, has fostered ventures that not only advance the Department's mission but also benefit local government entities and local communities.

The Department used a similar financing structure to finance an expansion and renovation of its Oak Ridge, TN facility in 2005. Additionally, the IDFA financed approximately \$140 million in projects

Theory and Computing Sciences Building Trust Industrial Revenue Bonds

Page 3

Preliminary Bond Resolution September 11, 2007 IFA Staff: Townsend Albright

using the Trust-lease structure for the Department of Veterans ("DVA") Affairs Regional Administration Building at the Illinois Medical District, and two co-generating plants at the DVA's North Chicago site between 2002 and 2004. The co-generating plants provide electricity for the DVA's hospital and Great Lakes Naval Training Center. Both the DOE and the DVA use the same financing team.

Financials:

The Trust is a Delaware statutory trust called the Theory and Computing Sciences Building Trust that will lease property from DOE for the purposes of developing, financing, and supervising operation of an office and light-duty laboratory facility. The DOE will appropriate sufficient funds to pay debt service on the proposed bonds through the Trust, which will reimburse the UOL LLC. As this special purpose entity was established in April, 2007, and has no operations, there are no financial statements available.

The UOL LLC will charge rents sufficient to cover debt service on the bonds and pay for operating expenses. The revenue will provide debt service coverage of 1.0x on the bonds. Under its prime contract with DOE, DOE will reimburse UOL LLC for debt service payments on the bonds and operating expenses.

DOE's obligation to make payments under the prime contract is subject to annual appropriations of the necessary funds by the United States Congress. There is no guarantee that the United States Congress will continue to make an appropriation to enable the DOE to make payments in accordance with the prime contract with UOL LLC. As a matter of practice, Congress makes a lump sum appropriation that covers all of DOE's operational costs for the entire year based on annual proforma operation statements submitted by the Department of Energy.

#### FINANCING SUMMARY

Security:

The bonds will be insured either by MBIA or AMBAC, and will be "Aaa-rated" and "AAA-rated" by

Moodys Investors Service and Standard and Poors, respectively. The Trust will pledge to the Bond

Trustee lease revenue from the operation of the to-be constructed facility.

Structure:

Fixed rate taxable bonds.

Collateral:

Borrower will pledge all revenues from UOC LLC in connection with its operation of the Argonne

National Laboratory.

Maturity

25 years

#### PROJECT SUMMARY

Proceeds will be used to (i) construct an approximately 190,000 sq. ft. office and light duty laboratory facility, and surface parking lot to be located at the Argonne campus which is located at 9700 South Cass Avenue, Darien, DuPage County, Illinois, (ii) capitalize interest, and (iii) fund legal and professional costs.

**Project Costs:** 

Construction

\$59,900,000

Machinery/Equipment

3,000,000

Total

\$62,900,000

#### **ECONOMIC DISCLOSURE STATEMENT**

Applicant:

Theory and Computing Sciences Building Investment Trust

Project names:

Theory and Computing Sciences Building Investment Trust Project

Location:

9700 South Cass Avenue, Darien, DuPage County, Illinois

Organization:

Trust

State:

Delaware

# **Theory and Computing Sciences Building Trust** Industrial Revenue Bonds

Page 4

Preliminary Bond Resolution September 11, 2007 IFA Staff: Townsend Albright

PROFESSIONAL & FINANCIAL				
Special Counsel:	Patton Boggs, LLP	Washington, DC	Anatolij Kushnir Michael Simmons	
Accountant:	TBD			
Bond Counsel:	Chapman and Cutler	Chicago, IL	William Libit	
Issuer's Counsel:	Law Offices of Kevin Cahill	Chicago, IL	Kevin Cahill	
Underwriter:	A.G. Edwards & Sons, Inc.	Atlanta, GA	Dick Layton	
Underwriter's Counsel:	McKenna Long & Aldridge LLP	Atlanta, GA	Maggie Joslin	
Development Consultant:	Fioretti Associates, Inc.	Chicago, IL	Michael Yurkovic	
Trustee (Corporate):	Wells Fargo Bank, NA	Chicago, IL	Patricia Martirano	
Trustee's Counsel: (Corporate)	Patton Boggs, LLP	Washington, DC	Anatolij Kushnir	
Trustee (Individual):	Starshak Winzenberg & Co.	Chicago, IL	Joseph Starshak Michael Simmons	
Trustee's Counsel: (Individual)	Patton Boggs, LLP	Washington, DC	Anatolij Kushnir Michael Simmons	
IFA Financial Advisors:	D.A. Davidson & Co.	Chicago, IL	Bill Morris	
	Scott Balice Strategies, Inc.	Chicago, IL	Lois Scott	

#### LEGISLATIVE DISTRICTS

Congressional:

State Senate:

13 Judy Biggert41 Christine Radogno

State House:

82 Jim Durkin

# BOARD SUMMARY September 11, 2007

Project:

Village of Chatham

**STATISTICS** 

Number:

L-GP-7196

Type: IFA Staff:

Direct Loan

Eric Watson

Amount:

\$1,000,000 (not to exceed)

Location:

Chatham, Illinois

**BOARD ACTION** 

Final Approval

Direct Purchase of Debt Certificates

Staff recommends approval

No extraordinary conditions

IFA funds at risk

**PURPOSE** 

Provide interim (not to exceed) one year financing for Village water system infrastructure expenses.

#### IFA PROGRAM AND CONTRIBUTION

The IFA's Local Government Direct Purchase Program was inherited from a program established by the Illinois Rural Bond Bank. The IFA will purchase local government debt directly with the intention that the term will be short (less than two years) in order for the local government to "bridge" their long-term borrowing needs. The local governments are provided funds from the Authority's Local Government Special Reserve, which was established by the IRBB with funds appropriated by the General Assembly in 1990.

The IFA will enter into an Installment Purchase Contract with the Village with the intent that the Village will pay the entire debt within two years (via issuance of bonds).

#### **VOTING RECORD**

This is the first time that this project has been presented for Board consideration.

SOURCES AND USES OF FUNDS

Sources:

IFA Direct Loan

\$1,000,000

Uses: Village Water System Costs

\$1,000,000

Total

\$1,000,000

Total

\$1,000,000

**JOBS** 

Current employment: 0

Jobs retained: 0

Projected new jobs: 0 Construction jobs: 0

#### **BUSINESS SUMMARY**

Background:

The Village of Chatham, located in Sangamon County has a population of 8,583 as of the 2000 census. Chatham is a "bedroom" community for the City of Springfield and is located approximately 10 miles south of the City.

Project:

The Village of Chatham currently purchases its water from the City of Springfield. For more than ten years, the Village has researched and pursued the creation of its own water facility and water main that will serve Chatham and surrounding areas. It is the intent of the Village to issue \$20 million of Alternate Revenue Bonds no later than October, 2009 for the eventual facility. The IFA will serve as a conduit for the eventual bond issue, with Edward Jones being the expected underwriter.

Until now, project planning expenses have been cash expenses for the Village. However, as the project nears fruition, expenses are accelerating and becoming more difficult to pay directly. The Village wishes to enter into a \$1.0 million installment contract with the IFA in order to finance the anticipated project costs that will accumulate between now and when the Village issues (\$20 million) Alternate Revenue Bonds. The Alternate Revenue Bonds will pay off the \$1.0 million installment contract.

Although the installment contract will have a twenty year maturity, the intent of the Village is to pay off the contract with Alternate Revenue Bond Proceeds within the year. The debt structure (specified in the Financing Summary) encourages complete debt repayment within two years by accelerating the interest rate substantially after year two of the installment contract.

#### FINANCING SUMMARY

Obligor:

Village of Chatham

Debt:

The Village of Chatham will enter into an installment contract with the IFA and will issue debt certificates evidencing the indebtedness. Specifically, section 17(b) of the Debt Reform Act authorizes municipalities to purchase real or personal property pursuant to an installment contract with a maximum term of 20 years. Municipalities are authorized to issue debt certificates evidencing the indebtedness incurred under such an installment contract. The payment obligation under such an installment contract and on such certificates constitutes a binding and enforceable promise to pay the amount borrowed plus the interest thereon. The municipality will be expected to agree to annually appropriate amount s sufficient to pay the principal and interest on the installment contract and the debt certificates. There is no separate levy available for the purpose of making such payments.

Repayment:

The Village will pledge net revenues from the Water / Sewer Fund for debt repayment.

The intent is for the entire debt to be paid within two years of the installment agreement issuance. The debt will be paid by the issuance of approximately \$20 million of Alternate Revenue Bonds which is anticipated to close in October 2008.

Security:

The debt will be payable from Water / Sewer Fund net revenues. Should there be insufficient funds to meet debt requirements, there will be an Intercept Agreement between the IFA and the Village. The Agreement provides that State Revenues received by the Village can be intercepted, should debt payment requirements not be met.

Structure:

The rate will be 5.5%, with biannual interest payments and annual principal payments for the first two years of the installment agreement. After two years, the rate will increase to 9%. The debt will be amortized over 20 years, with no penalty for prepayment. The intent of the structure is that the Village will pay of the installment contract within two years with proceeds from a large bond issue (anticipated in October 2008). If the Village fails to issue bonds that will repay the installment contract, the Village will be penalized with an accelerated rate structure.

Village of Chatham

Direct Loan Page 3

Final Resolution September 11, 2007 FM: Eric Watson

Maturity:

The installment contract will have a twenty year term. The intent (previously indicated) is that the

Village will pay-off the entire debt within two years.

#### ECONOMIC DISCLOSURE STATEMENT

Applicant:

Village of Chatham

Project names:

Village of Chatham

Location:

116 East Mulberry St., Chatham 62629

Organization:

Illinois Municipality

Village President: Director of Admin:

Tom Gray Del McCord

#### PROFESSIONAL & FINANCIAL

Accountant:

Sikich Gardner & Co. LLP

Local Bond Counsel:

Mike Southworth

# LEGISLATIVE DISTRICTS

Congressional:

 $17^{th}$  – Phil Hare,  $18^{th}$  - Ray LaHood,  $19^{th}$  – John Shimkus  $50^{th}$  - Larry K. Bomke

State Senate:

State House:

100<sup>th</sup> - Rich Brauer

# ILLINOIS FINANCE AUTHORITY BOARD SUMMARY September 11, 2007

Project: Tad Peter d/b/a South Fork Outfitting

#### **STATISTICS**

Project Number: L-GP-7194

Amount:

\$188,250

Type:

Rural Development

IFA Staff:

Cory Mitchell

Location:

Mendon, IL

#### **BOARD ACTION**

#### \$188,250 of IFA funds at risk.

Staff recommends approval, subject to satisfying all conditions as listed below:

- \*Assignment of Life Insurance Policy on borrower for amount of loan
- \*Flood determination on subject property
- \*Title work providing clear title to borrower
- \*Proof of Property and Casualty/Liability Insurance

#### **PURPOSE**

To provide permanent financing for an outfitting lodge.

#### IFA PROGRAM AND CONTRIBUTION

In participation with the Rural Development Administration's intermediary Relending Program, IFA will finance business facilities and community development projects in eligible rural areas containing populations of less than 25,000. Projects eligible include financing for fixed assets such as real estate and equipment acquisitions. Applicants are required to demonstrate the ability to repay debt and must demonstrate that conventional financing was not available for the project.

A reserve fund has been established to defray potential losses to IFA in the event of default of a Rural Development loan. The Rural Development Loan fund balance is currently in excess of \$2 million.

The IFA's Rural Development Loan Program, in participation with the Rural Development Administration's Intermediary Relending Program, finances business facilities and community development projects in rural areas with populations under 25,000. The Program finances up to 75% of fixed asset project costs, with a maximum of loan amount of \$250,000.

#### **VOTING RECORD**

None. This is the first time that this project has been presented to the IFA Board of Directors.

		SOURCES AT	ND USES	OF FUNDS	
Sources:	Borrower Equity IFA	\$62,750 188,250	Uses:	Purchase Real estate/ improvements Engineering and Legal	\$249,000 <u>2,000</u>
	Total	<u>\$251,000</u>		Total	<u>\$251,000</u>

#### **JOBS**

Current employment:
Jobs retained:

4

Projected new jobs:

4

4

Construction jobs:

6

#### **BUSINESS SUMMARY**

Background:

South Fork Outfitting is a whitetail deer and turkey outfitting enterprise operating in northern Adams County and southern Hancock County, near Mendon Illinois. It is owned and operated by Tad Peter and began in 2004 as a part-time operation on family owned lands with the actual financial monitoring of the business beginning in calendar year 2006. In its first two years of business the borrower housed all hunters in 4 different farm houses spread out over the county making it difficult to coordinate larger groups of hunters for specific hunts and creating inefficiencies and higher expenses for the borrower. Currently the borrower has been leasing the outfitting lodge under a 3 year contract-to-purchase option. He would now like to purchase the building and real estate with the proposed funds. Housing all of the hunters in the lodge will minimize a lot of expenses and allow a better return for the borrower (electricity, rent, gas etc.) The borrower has supplemented his personal income for several years by working on his parents hog farm and will continue to do so in the slow times of the outfitting year.

Business Operations/ Rationale:

South Fork Outfitting will host approximately 30 archery hunters and 65 shotgun hunters for the 2007 deer hunting season which runs from October 1 through December. These hunts average approximately \$2000 per hunt. Turkey hunts are in April and May and average \$400. To meet the need for housing the hunters, the borrower is purchasing a 9800 square foot commercial building in Mendon, Illinois. Features of the lodge included in the .86 acre tract are sleeping rooms for 30, large common room, kitchen/dining area, laundry facilities, multiple shower and restroom facilities and a large 40'X70' reception hall for rental that will double as a hunters lounging area during the hunting season. There is an adjoining 40'X20' one story brick building which will be utilized as a rental property residence.

The subject property is centrally located within a short driving distance of the 6000+ acres in Mendon, Keene, Lima and Honey Creek townships in Adams County and four farms in Hancock County that South Fork Outfitting has under lease for 2007. Although lease values are not yet as high as the higher-profile hunting areas to the immediate south, this northern part of the county has a large supply of timbered and set-aside land that supports a good supply of trophy caliber deer. In addition, a sizable supply of family held land offers South Fork Outfitting a stable, affordable supply of hunting lands and an economic advantage for long-term success in the outfitting business.

The borrower's clientele has been built with excellent service, comfortable lodging, quality guiding and site preparation. Many of the hunters are repeat customers and bring new customers on subsequent hunts. Advertising efforts to date have been through the use of an internet site, trade show exhibits and repeat customer's recommendations. The large comfortable, convenient lodge is a key component in maintaining a high-level client base and has been moving up to corporate accounts that rent the hunting packages for employee sponsored contests and treat clients to a well guided hunting excursion. Additionally, the transformation of a portion of the building into a reception/meeting room will serve the dual purpose of improving the quality of the hunters' stay at the lodge as well as provide a first class facility for the community's use during the remainder of the year. (some area businesses have already inquired about renting the facility for business holiday functions.). The banquet hall will add additional cash flow to the business in non-hunting times of the year.

Transaction:

Loan proceeds will be used to provide the permanent financing of an outfitting lodge. The loan will be structured on a 20 year amortization with annual payments of interest and principal. A 1<sup>st</sup> REM will be used as collateral to secure the loan along with personal guarantees from Mark and Jill Peter and an assignment of life insurance policy on the borrower in the amount of the loan.

September 2007 FM: Cory E. Mitchell

#### FINANCING SUMMARY

Borrower:

Tad Peter, d/b/a South Fork Outfitting

Security:

1st REM on buildings, assignment of life insurance policy on borrower in the amount of the loan,

personal guarantees from Mark and Jill Peter.

Structure:

20 year fixed rate with semi-annual payments of principal and interest.

#### **PROJECT SUMMARY**

Loan proceeds will be used to provide the permanent financing of an outfitting lodge. The loan will be structured on a 20 year amortization with semi-annual payments of interest and principal. A 1<sup>st</sup> REM will be used as collateral to secure the loan along with personal guarantees from Mark and Jill Peter and an assignment of life insurance policy on the borrower in the amount of the loan.

#### **ECONOMIC DISCLOSURE STATEMENT**

Applicant:

Tad Peter

1969 E. 1250<sup>th</sup> Street

Mendon, IL 62351

Location:

Mendon, IL 62351

Organization:

Sole Proprietorship

State:

Illinois

Ownership:

Tad Peter

# PROFESSIONAL & FINANCIAL

Accountant:

Tom Leeper, 226 N. 6th. Quincy, IL 62301

Attorney:

Tom Arnold, 1420 Harrison, Quincy, IL 62301

#### LEGISLATIVE DISTRICTS

Congressional:

State Senate:

State House:

17th Phil Hare

47<sup>th</sup> John M. Sullivan

93<sup>rd</sup> Jil Tracy

# BOARD SUMMARY September 11, 2007

Project:

Village of Pleasant Plains

**STATISTICS** 

Number:

L-GP-7195

Type:

Rural Development Loan

IFA Staff:

Kristi Conrad

Amount:

\$115,000 (not to exceed)

Location:

Pleasant Plains, Illinois

**BOARD ACTION** 

Final Approval

Rural Development Loan Staff recommends approval No extraordinary conditions

IFA funds at risk

**PURPOSE** 

Provide financing for Village storm sewer improvements.

#### IFA PROGRAM AND CONTRIBUTION

In participation with the Rural Development Administration's intermediary Relending Program, IFA will finance business facilities and community development projects in eligible rural areas containing populations of less than 25,000. Projects eligible include financing for fixed assets such as real estate and equipment acquisitions. Applicants are required to demonstrate the ability to repay debt and must demonstrate that conventional financing was not available for the project.

A reserve fund has been established to defray potential losses to IFA in the event of default of a Rural Development loan. The Rural Development Loan fund balance is currently in excess of \$2 million.

The IFA's Rural Development Loan Program, in participation with the Rural Development Administration's Intermediary Relending Program, finances business facilities and community development projects in rural areas with populations under 25,000. The Program finances up to 75% of fixed asset project costs, with a maximum of loan amount of \$250,000.

#### VOTING RECORD

This is the first time that this project has been presented for Board consideration.

**SOURCES AND USES OF FUNDS** 

Sources:

RD Loan

\$113,000

Uses: Pleasant Plains Project

\$150,000

Village Equity Cont.

40,000

Costs of Issue

3,000

Total

\$153,000

Total

\$153,000

**JOBS** 

Current employment: 0 Jobs retained: 0

Projected new jobs: 0 Construction jobs: 0

#### **BUSINESS SUMMARY**

Background:

The Village of Pleasant Plains, located in Sangamon County has a population of 777 as of the 2000

census. Pleasant Plains is approximately 15 miles northwest of Springfield.

Project:

The Village of Pleasant Plains wishes to fund (via the IFA's Rural Development Program) storm sewer improvements. The improvements will benefit the east-central area of the Village to alleviate

significant (and chronic) flooding and drainage problems.

#### FINANCING SUMMARY

Obligor:

Village of Pleasant Plains

Debt:

The Village of Pleasant Plains and the IFA will enter into an Installment Contract. Section 11-61-3 of the Municipal Code permits a municipality to purchase real or personal property pursuant to an installment contract. This form of installment contract has the following conditions: the maximum term of the contract is 10 years, the installment payments of principal and interest are solely payable from general funds; there is no separate tax levy to support the installment payments; the municipality is not permitted to issue its own certificates evidencing the installment payments due under the contract; no backdoor referendum is required in order to enter into the installment contract.

Repayment:

Revenues from the Village's General Revenue Fund

Security:

The Village will pledge General Revenues for debt repayment. Should there be insufficient funds to meet debt requirements, there will be an Intercept Agreement between the IFA and the Village. The Agreement provides that State Revenues received by the Village can be intercepted, should debt

payment requirements not be met.

Structure:

The rate will be 4%, with biannual interest payments and annual principal payments.

Maturity:

The contract will have a 10 year term, with no penalty for early payment. Bi-annual interest

payments and one annual principal payment will be enforced.

#### ECONOMIC DISCLOSURE STATEMENT

Applicant:

Village of Pleasant Plains Village of Pleasant Plains

Project names: Location:

PO Box 77, Pleasant Plains, 62677-0077

Organization:

Illinois Municipality

Mayor:

Jim Verkuilen

#### PROFESSIONAL & FINANCIAL

Accountant:

Pehlman & Dold, P.C.

Local Bond Counsel: TBD

#### LEGISLATIVE DISTRICTS

Congressional:

18th - Ray LaHood

State Senate:

50th - Larry K. Bomke

State House:

100th - Rich Brauer

# ILLINOIS FINANCE AUTHORITY BOARD SUMMARY September 11, 2007

Project: MPH II Land Trust (Hoerr Construction)

**STATISTICS** 

Project Number: B-LL-TX-7197

Participation Loan

Location:

Type:

El Paso

Amount:

\$300,000

IFA Staff: J

Jim Senica

#### **BOARD ACTION**

Purchase of Participation Loan from National City Bank in Peoria

\$300,000 IFA funds at risk

Staff recommends approval subject to compliance with all of the Bank's terms and conditions.

#### **PURPOSE**

Loan proceeds will be used to finance the acquisition of land and the construction of a new industrial facility in Congerville, Illinois and the acquisition of new machinery and equipment for use therein.

#### IFA PROGRAM AND CONTRIBUTION

Under its Participation Loan Program, the Authority participates in bank loans financing capital projects for business, industry, farmers and agri-industry. The Authority will participate in loans for up to 10 years at a rate of interest that is variable or fixed for up to 5 years at 100 basis points above the 3-month LIBOR. The Authority shares pro-rata in the Bank's collateral and generally in conjunction with the Bank's loan advances funds at rates up to 80% of appraised fair market value for real estate, 65% of cost for new equipment and 65% of orderly appraised liquidated value for used equipment.

IFA's participation reduces the borrower's interest expense.

#### VOTING RECORD

There is no voting record on the project as this is the first time it is being presented to the Board for approval.

\$300,000

SOURCES	ANTO	TICEC	ΛF	FUNDS	
SOFIRE EX	ANI	13.43		L CHAIN	

Sources:

IFA Participation:

 Heartland Bank:
 330,000

 Woodford County RLF
 50,000

 Equity
 110,000

 Total
 \$790,000

Uses: Land acquisition

Building
New equipment
Total

\$165,000 475,000 150,000

\$790,000

**JOBS** 

Current employment:

15\*

Projected new jobs:

3

Jobs retained:

NA

Construction jobs

75 (average over 7 months)

<sup>\*</sup> In addition the permanent 15 full-time employees, the Company hires up to an additional 60 to 70 full-time employees during the construction season.

#### **BUSINESS SUMMARY**

Background:

MPH II Land Trust is the entity recently established to own and maintain the real estate on which Hoerr Construction, Inc. will operate in Congerville, Illinois. Hoerr Construction was started by Mr. Max Hoerr II in 1994 after heading up the utility division of P.J. Hoerr Construction, Inc. for over 20 years. (P.J. Hoerr Construction continues to be one of the largest general contractors in Central Illinois and continues to be run by members of the Hoerr family).

Description:

Hoerr Construction, Inc. operates as a utility contractor, placing and repairing sewer pipe, telephone lines, water pipe and electrical conduit. Hoerr Construction, Inc. for the past four years has specialized in offering a trenchless sewer rehabilitation option for its sanitary sewer clients. The majority of these clients are municipalities and other governmental entities along with a few individual homeowners. Hoerr Construction, Inc. utilizes the "cured in place pipelining" (CIPP) process in this rehabilitation and is a licensed contractor of this procedure.

The CIPP process involves placing a felt based liner into existing damaged sewer pipe. Hoerr cleans the existing sewer and further prepares it for installation. The liner is cut with a resin then applied to it in a manufacturing facility in Eastern Iowa. Hoerr transports the liner from Iowa to the job site where the liner is to be installed. Once on the site, water heated to 140 degrees is then pressurized into the liner, curing the resin and hardening the liner. This process is completed by a visual inspection of the entire sewer line through CCTV cameras.

The Project:

As Hoerr Construction, Inc. has increased its usage of the CIPP process, the Company has determined that driving to and from Eastern Iowa for each job is costly and time consuming, Although these costs are built into each bid, the reduction in crew work time is a major concern for the Company and Max Hoerr has determined that production of the felt liner and insertion of the resin (wet-out process) could be done by his own employees at a location in Central Illinois.

The project as presented constitutes permanent financing for the acquisition of land and construction of a new industrial building to house the production in Congerville, a community of approximately 400 residents located 15 miles west of Bloomington-Normal on Interstate 74.

The project real estate will be owned by MPH II Trust which is owned by Max Hoerr and then leased to the operating company, Hoerr Construction, Inc. Debt service will be paid via rent payments from Hoerr Construction to MPH II.

#### FINANCING SUMMARY

Obligor:

MPH II Land Trust

Guarantors:

Max Hoerr II and Hoerr Construction, Inc.

Collateral:

Pro-rata first mortgage on subject real estate and pro-rata first position on new equipment,

aggregate LTV not to exceed 85% of assets:

Assets:

Value

Real Estate

\$640,000 per as-if-completed appraisal

Equipment

\$97,500 (discounted to 65% of purchase price)

Structure:

Bank portion – Bank's Cost of Funds at time of closing + 200 basis points; IFA portion – 3-Month

LIBOR + 100 basis points

# ECONOMIC DISCLOSURE STATEMENT

Applicant:

MPH II

Location:

Congerville, IL (Woodford County)

Organization:

Illinois Land Trust

Ownership:

Max Hoerr II - 100%

MPH II Land Trust
Participation Loan

Page 3

September 11, 2007 FM: Jim Senica

# PROFESSIONAL & FINANCIAL

Banker: Accountant:

National City Bank Bank - Peoria

Accountant: Cliff IFA Counsel: Dyk

Clifton Gunderson LLP Dykema Gossett PLLC

D.A. Davidson & Co. Scott Balice Strategies, Inc. Peoria, IL

Peoria, IL Chicago Tom Schlink Dennis Bailey Gregory Wright Bill Morris

Chicago Chicago Bill Morris Lois Scott

#### LEGISLATIVE DISTRICTS

Congressional:

IFA Financial Advisors:

18 – Ray LaHood 53 – Dan Rutherford

State Senate: State House:

106 – Keith P. Sommer

# ILLINOIS FINANCE AUTHORITY **BOARD SUMMARY**

**September 11, 2007** 

Stromberg Allen and Company and SACO Real Estate Company LLC **Project:** 

**STATISTICS** 

Project Number: I-ID-CD-TE-6217

Amount:

\$8,000,000 (not-to-exceed amount for

Resolution)

Type:

Industrial Revenue Bonds

IFA Staff:

Rich Frampton

Location:

Tinley Park

**BOARD ACTION** 

Final Bond Resolution

Staff recommends approval

Conduit Industrial Revenue Bonds

No IFA funds at risk

No extraordinary conditions

**PURPOSE** 

Purchase and renovation of an existing, vacant manufacturing facility in Tinley Park that will enable Stromberg Allen and Company to expand, while also retaining its operations in Illinois.

#### IFA PROGRAM AND CONTRIBUTION

The Authority's Industrial Revenue Bond Program provides low interest rate financing for qualifying industrial projects. IFA's issuance of Industrial Revenue Bonds will exempt income earned on the Bonds from federal income tax and thereby enable the Borrower to obtain a lower interest rate on this debt. Issuance of these bonds will be subject to obtaining sufficient Volume Cap from the Village of Tinley Park, the State Agency Pool, and other Home Rule Volume Cap sources, as necessary.

As anticipated, issuance of these Bonds will require \$7.5 million of Volume Cap. The Village of Tinley Park approved a Resolution that transferred its entire 2007 Volume Cap allocation of to IFA (i.e., \$4,885,545) to support this project. As a result, the net Volume Cap required from IFA to finance this transaction will only be \$2,614,455.

#### **VOTING RECORD**

Preliminary Bond Resolution: November 14, 2006

Ayes: 9

Navs: 0

Abstentions: 0

Absent: 6 (Boyles, DeNard, Herrin, Nesbitt, Rice, Rivera)

Vacancies: None

#### SOURCES AND USES OF FUNDS

Sources:

IRB

\$7,500,000

Uses:

Project Cost

Issuance/Soft Costs

\$8,335,000

**Equity Total** 

2,085,000 \$9,585,000

Total

250,000 \$9,585,000

Equity for this project will be provided from (1) corporate cash, (2) equity and, ultimately, proceeds from the sale of the current facility, and (3) if necessary, equity from the principals of Stromberg Allen and Company.

**JOBS** 

Current employment:

Projected new jobs:

8 (initially) + 2 to 8 more within 2 yrs.

Jobs retained: 41 (retention in Illinois)

Construction jobs:

10 (3-5 months)

Final Bond Resolution September 11, 2007 IFA Staff: Rich Frampton

This Company had previously considered relocating to NW Indiana in late 2006. Prospective availability of IRB financing was one factor that led the Company to retain its operations in Illinois. Tinley Park's Resolution to transfer its entire 2007 allocation for this project helped convince the Company to undertake its relocation and expansion in Illinois. The Company anticipates that 100% of the Company's current workforce will transfer from the existing facility in Chicago to the new facility in Tinley Park. This project will result in the renovation and reuse of an existing, vacant manufacturing facility.

#### **BUSINESS SUMMARY**

#### Organization:

Stromberg Allen and Company (the "Company"), was originally founded in Chicago in 1889. The Company was purchased by the Kruchko family and also incorporated under Illinois law in 1959. The Company is owned equally by eight Kruchko family members (see Economic Disclosure Statement section on p. 3).

SACO Real Estate Company LLC ("SACO") is an Illinois limited liability company formed by the principal shareholders of Stromberg Allen and Company in 2007, to purchase, finance, renovate, and own a vacant, existing manufacturing facility located in Tinley Park, Illinois.

Stromberg Allen will be the obligor on the equipment portion of the bond issue and SACO will be the obligor on the real estate portion of the bond issue. Collectively, Stromberg Allen and SACO will be referred to herein as the "Co-Borrowers".

#### Description of

Stromberg Allen: Stromberg Allen and Company is an educational publisher, formed in 1889 in the Printer's Row District of Chicago. The Company's original focus was printing tickets and stationery.

> Since that time, Stromberg Allen has evolved into a specialty printer of supplemental learning materials primarily for grades K-8. These specialty items include: flip charts for reading, math, and science; overhead transparencies; math, reading, and science kits; flash cards; other card sets, laminated books, and spiral bound books.

Stromberg Allen is a supplier for several of the largest educational publishers (proprietary). Stromberg Allen provides full service, in-house, custom design, printing (8-color presses), laminating, die-cutting, and spiral binding services.

The Company's competition is comprised of the educational divisions of large, publicly-held companies. Two of Stromberg Allen's primary competitors are RR Donnelley and Quebecor World, Inc.

Stromberg Allen has been located at its current 58,000 SF facility in Chicago (3333 W. 47th Street) since 1962. The Company's recent sales growth has led the Company to lease outside warehouse space and to also outsource certain jobs to competitors. By relocating to the proposed facility in Tinley Park, Stromberg Allen will be able to (1) consolidate its operation at a single location, thereby reducing material handling expenses and improving operating efficiencies, (2) eliminate outsourced jobs, which should improve profit margins, (3) expand its operations from 58,000 SF currently to 85,000 SF at the new location, and (4) provide additional land to accommodate future building expansion. The subject facility in Tinley Park was originally constructed in 1993 and is currently vacant.

Stromberg Allen had also been considering alternate sites in Indiana. IFA has been involved in discussions with the Illinois Department of Commerce and Economic Opportunity ("DCEO"), the Village of Tinley Park, and the Will County Center for Economic Development since Fall 2006 with the Company to retain its operations in Illinois. IFA staff has been discussing the financing of this project with the Company since late 2005. As noted previously, the Village of Tinley Park is supporting this project through the transfer of the Village's entire 2007 Home Rule Volume Cap

**Stromberg Allen and Company and SACO Real Estate Company LLC** Industrial Revenue Bonds

Page 3

Final Bond Resolution September 11, 2007 IFA Staff: Rich Frampton

allocation of approximately \$4.89 million to IFA. The Company expects all 41 current employees will transfer to the new location in Tinley Park.

#### Stromberg Allen and Company and SACO Real Estate Company LLC

Industrial Revenue Bonds

Page 4

Final Bond Resolution September 11, 2007 IFA Staff: Rich Frampton

#### FINANCING SUMMARY

Bondholder

Security: Structure:

Bondholders will be secured by a Direct Pay Letter of Credit from JPMorgan Chase Bank. Bonds will be sold initially as 7-date variable rate demand bonds. The most current average effective rate on 7-day floaters was 4.05% as of 8/29/2007 (excludes annual LOC and ongoing

remarketing and trustee expenses).

Amortization/ Final Maturity

Date:

30 years on real estate; 7 years on machinery and equipment

LOC Bank

Security:

First Mortgage on subject real estate. Blanket first security interest in machinery and equipment (existing and hereinafter acquired), receivables, inventory, and intangible (patents and trademarks). JPMorgan Chase Bank will also be secured with a collateral assignment of rents and leases, and a corporate guarantee from the Company on the real estate assets. JPMorgan Chase's LOC will be cross-collateralized and cross-defaulted with any future term bank debt and the Company's Line of Credit. Stromberg Allen and Company will be the direct obligor on the equipment portion of the JPMorgan Chase LOC.

#### PROJECT SUMMARY

Bond proceeds will be used to finance the acquisition, renovation, and equipping of an existing, approximately 85,000 SF manufacturing facility located on an approximately 4.83 acre site located at 18504 West Creek Drive, Tinley Park (Will County), Illinois 60477-6242. Additionally, Bond proceeds may also be used to pay capitalized interest, costs of issuance, and other professional fees (collectively, these expenditures comprise the "Project").

Estimated project costs are as follows:

Land and Building Acquisition: Renovation/Architectural: \$3,540,000 900,000

Equipment

\$3,895,000

Total

\$8,335,000

#### ECONOMIC DISCLOSURE STATEMENT

Co-Borrowers:

Stromberg Allen and Company and SACO Real Estate LLC, 3333 West 47<sup>th</sup>

Street, Chicago, IL 60632-2940 (Note: This will be the ailing address until late 2007 relocation from the City of Chicago to the subject Tinley Park facility.)

Web Site:

www.strombergallen.com

Contact:

Mr. William Kruchko, President, Stromberg Allen and Company; Ph. 773-847-

7131; Fax: 773-847-6673;

E-mail: <u>bill@strombergallen.com</u>

Project name:

Stromberg Allen and Company

Location:

18504 West Creek Drive, Tinley Park (Will County), Illinois 60477-6242 (Note:

this will be the Company's new address upon relocation from Chicago in Late

2007.)

#### Stromberg Allen and Company and SACO Real Estate Company LLC

Industrial Revenue Bonds

Page 5

Final Bond Resolution September 11, 2007 IFA Staff: Rich Frampton

Stromberg Allen and Company:

Organization:	Illinois (S Corporation)		
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8 equal family shareholders: Shareholders:

G. William (Bill) Kruchko, President (Hinsdale, IL) 12.5% 12.5% Peter Kruchko, Exec. VP-Sales (Hinsdale, IL) David Kruchko (LaGrange Highlands, IL) 12.5% 12.5% Steven Kruchko (Western Springs, IL) 12.5% Mary Burnstine (Chicago, IL) 12.5% Stefanie Kruchko Hanson (Deckerville, MI) Catherine Kruchko (New York, NY) 12.5% Laura Kruchko Rich (Normal, IL) 12.5%

#### **SACO Real Estate LLC:**

Illinois Limited Liability Company Organization:

G. William (Bill) Kruchko, Manager (Hinsdale, IL) 12.5% Members:

12.5% Peter Kruchko, Member (Hinsdale, IL) 12.5% David Kruchko, Member (LaGrange Highlands, IL) 12.5% Steven Kruchko, Member (Western Springs, IL) Mary Burnstine, Member (Chicago, IL) 12.5% Stefanie Kruchko Hanson, Member (Deckerville, MI) 12.5% Catherine Kruchko, Member (New York, NY) 12.5% Laura Kruchko Rich, Member (Normal, IL) 12.5%

Current Owner of the Subject

Property:

The subject property was purchased by the SACO Real Estate LLC in February 2007. As noted previously, Stromberg Allen and Company and SACO have

identical shareholders/members.

#### PROFESSIONAL & FINANCIAL

General Counsel: Accountant: LOC Bank: Counsel to LOC Bank: Underwriter: Underwriter's Counsel: Bond Counsel:	Sugar Friedberg Felsenthal LLP	Chicago, IL	Richard Sugar
	Plant & Moran, PLLC	Elgin, IL	David Misura
	JPMorgan Chase Bank	Chicago, IL	Dan Harvey
	Schiff Hardin LLP	Chicago, IL	Scott Pickens
	JPMorgan Securities, Inc.	Chicago, IL	Shelley Phillips
	Schiff Hardin LLP	Chicago, IL	Paul Marengo
	Ungaretti & Harris, LLP	Chicago, IL	Ray Fricke
Architect:	Provence Development Group,		

Chicago, IL Allen Olsen Ltd. General Contractor:

Stromberg Allen and Company is serving as its own general contractor on HVAC improvements, electrical upgrades, and concrete footing improvements pursuant to

architectural plans developed by Provence Development Group.

Trustee/Fiscal Agent: Bank of New York Chicago, IL

Alan Bell Charity and Associates, P.C. Chicago, IL IFA Counsel:

#### LEGISLATIVE DISTRICTS

Congressional: 11 Gerald C. ("Jerry") Weller

State Senate: 19 M. Maggie Crotty 37 Kevin A. McCarthy

State House:

# ILLINOIS FINANCE AUTHORITY BOARD SUMMARY September 11, 2007

**Project:** Quality Metal Finishing Co.

**STATISTICS** 

Deal Number:

I-ID-TE-CD-7178

Amount: \$1,300,000

Type:

Conduit Industrial Revenue Bonds

IFA Staff: Sharnell Curtis Martin

Location:

Byron

SIC Code: 336

3364 (Nonferrous Die-Castings)

**BOARD ACTION** 

**Final Bond Resolution** 

Conduit Industrial Revenue Refunding Bonds

Staff recommends approval No extraordinary conditions

No IFA funds at risk

PURPOSE

Bond proceeds will be used to refund the outstanding principal balance of IFA (IDFA) Series 1996 Industrial Revenue Bonds.

IFA CONTRIBUTION

The Authority's Industrial Revenue Bond Program provides low interest rate financing for qualifying industrial projects. IFA's issuance of Industrial Revenue Bonds will exempt income earned on the Bonds from federal income tax and thereby enable the Borrower to obtain a lower interest rate on the debt.

No Volume Cap is required for refunding Industrial Revenue Bonds.

**VOTING RECORD** 

This is the first time that this project has been presented.

**SOURCES AND USES OF FUNDS** 

Sources:

**IFA Bonds** 

\$1,300,000

Uses:

Refunding Bonds

\$1,300,000

Equity

100,000

**Bond Issuance Costs** 

100,00

Total Sources

\$1,400,000

Total Uses

\$1,400,000

The source of equity is from internally generated funds.

**JOBS** 

Current employment:

264

Projected new jobs:

53

Jobs retained:

N/A

Construction jobs:

N/A

Final Bond Resolution September 2007 FM: Sharnell Curtis Martin

#### **BUSINESS SUMMARY**

Background:

Quality Metal Finishing Co. (The "Company" or the "Applicant") was established in 1947. Its principal business has been the production of plated zinc die castings for use by customers in the plumbing industry. Quality supplies products to some of the leading suppliers of faucet handles in the plumbing industry.

In addition to plumbing supplies, the Company began to diversify its product lines to include automotive and motorcycle parts when Chinese competition began to have a negative impact on their sales. The new product line includes accounts for Harley Davidson and Illinois Tool Works.

Description:

Bond proceeds will be used to refund the outstanding principal balance of the IFA (IDFA) Series 1996 Bonds. The original Series 1996 bond proceeds were used to finance the construction and equipping of a 65,000 square foot manufacturing facility located in Byron, Illinois.

Remarks:

The proposed financing will extend the maturity of the bonds until 2017 which will have a positive impact on the Company's cash flows. As a result of the projected increase in production for the new customer contracts, the Company hopes to add 53 new jobs. These 53 jobs had been positions that the Company reduced over the last five years and is optimistic that the new contracts will support the return of these 53 former employees.

#### FINANCING SUMMARY

Security:

The Bonds will be secured by a Direct Pay Letter of Credit from LaSalle Bank N.A.

Structure:

Variable Rate Demand Bonds

Maturity:

10 Years

Bank Collateral: First mortgage on subject real estate.

Credit Rating:

LaSalle Bank has a credit rating of AA from Standard and Poor's.

#### PROJECT SUMMARY

Bond proceeds will be used to refund the outstanding principal balance of the IFA (IDFA) Series 1996 Bonds. The original Series 1996 bond proceeds were used to finance the construction and equipping of a 65,000 square foot manufacturing facility located at 421 North Walnut Street in Byron (Ogle County), Illinois. Refunding bonds are estimated at \$1,300,000.

#### ECONOMIC DISCLOSURE STATEMENT

Applicant:

Quality Metal Finishing Co. 421 North Walnut Street

Byron, IL 61010 (Ogle County) Mr. David Riggins, Controller

Project name:

Quality Metal Finishing Refunding Project

Location:

421 North Walnut Street

Byron, IL 61010 (Ogle County)

Organization:

Corporation

State:

Illinois

Ownership:

Mario Bortoli 49.5%

Mary Bortoli

49.5%

Matthew Bortoli 1.00%

Land Sellers:

Not Applicable

Final Bond Resolution September 2007 FM: Sharnell Curtis Martin

# PROFESSIONAL & FINANCIAL

Borrower's Counsel:	Oliver, Close, Worden, Winkler	Rockford	Curt Worden
Accountant:	Farrell & Associates	Rockford	Robert Farrell
Bond Counsel:	Ungaretti and Harris	Chicago	Ray Fricke
LOC Bank:	LaSalle Bank	Chicago	Kent Kohlbacher
Underwriter:	LaSalle Capital Markets	Chicago	Peter Glick
Underwriter's Counsel:	Ungaretti and Harris	Chicago	Angela Williams-Walker
Issuer's Counsel:	Greene and Letts	Chicago	Allan Walker
IFA Financial Advisor:	D. A. Davidson	Chicago	Bill Morris
	Scott Balice Strategies	Chicago	Lois Scott

#### LEGISLATIVE DISTRICTS

Congressional:

16 - Donald Manzullo

State Senate:

45 – Todd Sieben

State House:

89 - Jim Saica

# ILLINOIS FINANCE AUTHORITY **BOARD SUMMARY September 11, 2007**

Project:

American Ad Bag Company and Garmich-Illinois, LLC

**STATISTICS** 

Project Number:

I-ID-TE-CD-6255

Amount:

\$2,150,000 (not to exceed)

Type:

Industrial Revenue Bond

IFA Staff:

Townsend Albright

Location:

Woodstock

SIC Code:

32311 (Printing)

**BOARD ACTION** 

Final Bond Resolution

Conduit Industrial Revenue Bonds

No IFA funds at risk

Staff recommends approval

Unrated Bonds to be sold in minimum \$100,000 bond denominations

**PURPOSE** 

Proceeds will be used to (i) to construct and equip a new manufacturing facility, (ii) and fund legal and professional issuance costs.

#### IFA PROGRAM AND CONTRIBUTION

The Authority's Industrial Revenue Bond Program provides low interest rate financing for qualifying industrial projects. IFA's issuance of Industrial Revenue Bonds will exempt income earned on the Bonds from federal income tax and thereby enable the Borrower to obtain a lower interest rate on this debt. Issuance of the Bonds is subject to an allocation of Volume Cap.

#### **VOTING RECORD**

Voting record from Preliminary IFA Bond Resolution on December 5, 2006:

Ayes: 10

Nays: 0

Abstentions: 0

Absent: 5 (Boyles, DeNard, Giannoulias, O'Brien, Rice)

**SOURCES AND USES OF FUNDS** 

Source:

IFA Bonds

\$2,150,000

Uses:

**Project Costs** 

\$2,107,000

Legal and professional costs 43,000

Total

\$2,150,000

Total

\$2,150,000

**JOBS** 

Current employment:

124

Projected new jobs:

18

Jobs retained:

N/A

Construction jobs:

30 (6 months)

Final Resolution September 11, 2007 FM: Townsend Albright

#### **BUSINESS SUMMARY**

Background:

American Ad Bag Company ("AdBag") and Garmich-Illinois, LLC are the Applicants. Ad Bag was incorporated on September 29, 1992 in the State of Illinois. The AdBag is an Illinois S Corporation. Garmich-Illinois, LLC is an Illinois Limited Liability Corporation. Ad Bag is a post print bag company, which sells to national and global clients. AdBag imprints corporate and every other type of logo on all types of plastic bags, including plastic aprons, hospital gowns, and jackets for its worldwide clientele. In 2002, AdBag constructed a second manufacturing facility in Glendale, Arizona to satisfy increasing demand for its products. AdBag enjoys a wide diversity of customer base and is not reliant on a small number of customers. AdBag sells to mainly wholesalers rather than end users. AdBag is owned by Virginia Semrow (51.0% shareholder) and by Gary D. Semrow (49.0% shareholder).

Description:

Proceeds of the proposed financing will be used to construct and equip an approximately 50,000 sq. ft. manufacturing facility on five acres of land Garmich-Illinois LLC previously purchased in Woodstock, Illinois. AdBag plans to purchase three flexographic presses, computer to plate graphic equipment, and three hot stamp presses for the new facility. Garmich-Illinois, LLC will own the land and facility, and lease the facility to AdBag which will operate the facility.

This is Phase I of the proposed project. Phase II will consist of renovating and equipping its 20,000 sq. ft. existing facility which is also located in Woodstock, Illinois. The existing facility is too small, and needs extensive rehabilitation and renovation including significant structural modification, upgrading HVAC, new manufacturing equipment, and computer systems.

Remarks:

The construction and equipping of the new state of the art facility will keep AdBag competitive in a high volume industry and assure that AdBag maintains its steady annual growth rate. Rehabilitation of its existing facility for use in production of one specific product line will allow meaningful production gains. The new and upgraded facilities will significantly increase Woodstock's tax base and provide local employment. Tax-exempt financing will lower the cost of capital for the Applicant.

#### FINANCING SUMMARY

Structure:

Fixed rate bonds to be held to maturity as an investment by American Community Bank & Trust

Company, Woodstock, Illinois in accordance with IFA policies.

Collateral:

First Mortgage on the property, and corporate guarantee of the Applicants.

Rating:

Non-rated

Maturity:

25 years

#### PROJECT SUMMARY

Proceeds will be used to (i) construct and equip an approximately 50,000 sq. ft. manufacturing facility to be located at 1510 Lamb Road, Woodstock, McHenry County, Illinois, and (ii) fund legal and professional costs.

**Project Costs:** 

Building

\$1,360,000

Equipment/fixtures

747,000

Total

\$2,107,000

#### **ECONOMIC DISCLOSURE STATEMENT**

Applicants:

American AdBag Co. and Garmich-Illinois, LLC

Project Name:

New Facility and Renovation Projects

**Project Location:** 

1510 Lamb Road, Woodstock, McHenry County, IL

Land Owner:

Garmich-Illinois LLC, an Illinois LLC

Shareholder Ownership: Virginia Semrow 51.0%

Gary D. Semrow 40.0%

Other shareholders, individually, own less than less than 3.0% of the outstanding shares.

#### American Ad Bag Company and/or Garmich-Illinois, LLC

Revenue Bond Industrial

Page 3

Final Resolution September 11, 2007 FM: Townsend Albright

#### **PROFESSIONAL & FINANCIAL**

Borrower's Counsel: Accountant: Bond Counsel: Law Office of Jeffrey J. Keck Jarvis & Associates, Ltd. Whyte Hirschboeck Dudek, S.C. Woodstock, IL Woodstock, IL Milwaukee, WI Jeffrey J. Keck Ronald W. Jarvis Lynda R. Templen

Underwriter/

Purchasing Bank: Counsel to Bank: American Community Bank & Trust Co. Whyte Hirschboeck Dudek, S.C.

Woodstock, IL Milwaukee, WI Daniel J. Dreher Lisa R. Lange

Trustee:

American Community Bank & Trust Co. IceMiller LLP

Woodstock, IL Chicago

James M. Snyder

Issuer's Counsel: IFA Financial Advisors:

D.A. Davidson & Co.

Scott Balice Strategies, Inc.

Chicago Chicago Bill Morris Lois Scott

LEGISLATIVE DISTRICTS

Congressional:

08 Melissa Bean

State Senate: State House:

32 Pamela Althoff63 Jack D. Franks

# ILLINOIS FINANCE AUTHORITY BOARD SUMMARY September 11, 2007

**Project:** 

#### **Robert Morris College**

#### **STATISTICS**

Number:

E-PC-TE-CD-7183

Amount:

\$30,000,000 (not to exceed)

Type:

501(c)(3) Revenue Bonds

IFA Staff:

Townsend S. Albright

Location:

Aurora, Chicago, Schaumburg

#### **BOARD ACTION**

Preliminary Bond Resolution

Conduit Qualified 501 (c)(3) Revenue Bonds

No Extraordinary conditions Staff recommends approval

No IFA funds at risk

#### **PURPOSE**

Proceeds will be used to (i) refund outstanding indebtedness, (ii) expand and renovate its Chicago campus, (iii) design and construct a new medical and science wing for the DuPage Campus, (iv) construct and equip new classrooms for the Schaumburg Graduate School, (v) plan and design a new suburban graduate school at a location to be determined, and (vi) fund legal and professional costs.

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the bonds paid to bondholders and thereby reducing the borrower's interest expense.

#### **VOTING RECORD**

Preliminary Bond Resolution; no prior vote.

#### **SOURCES AND USES OF FUNDS**

Sources:		Uses:	
IFA Revenue Bonds	\$29,600,000	Project Costs	\$10,054,801
Equity	1,608,576	Debt refunding	20,478,775
(Existing Debt Reserve Fund		Arch.Eng	500,000
Applied to refunding)		Legal/Professional	<u>175,000</u>
Total	<u>\$31,208,576</u>	Total	<u>\$31,208,576</u>

#### **JOBS**

Current employment:

818

Projected new jobs:

62 (over 2 years)

Jobs retained:

818

Construction jobs:

TBD

Preliminary Bond Resolution September 11, 2007 FMs: Townsend Albright

#### **BUSINESS SUMMARY**

Background:

Robert Morris College (the "College", the "Applicant", "RMC") is a private, independent, not-for-profit institution of higher education located in Chicago, Illinois with suburban campuses. Robert Morris College bears the name of an outstanding American of the Revolutionary War who has been called the "Financier of the Revolution." Robert Morris helped the movement for freedom by securing the financial assistance — including his own personal resources — for the patriots during the Colonial struggle.

Robert Morris College is a private not-for-profit, associate, baccalaureate, and master's degree-granting institution, accredited by the Higher Learning Commission of the North Central Association of Colleges and Schools. RMC serves over 6,500 students interested in getting an education that meets the demands of today's business, graphic arts, health care, culinary, and technical world at its main campus in Chicago as well as at locations in DuPage, Orland Park, Bensenville, Springfield, Peoria and Lake County. With over a 90-year history of excellence, Robert Morris College offers professional, career-focused education in a collegiate setting to diverse communities. As Illinois' leading independent, not-for-profit college, RMC's accredited degrees, accelerated programs and year round scheduling allow students to earn the education they deserve while benefiting from one of the lowest tuition rates in the state.

Robert Morris College is accredited by the Higher Learning Commission of the North Central Association, of which it is a member. Robert Morris College is approved by the Illinois Board of Higher Education and is authorized to award the Master of Business Administration Degree, Master of Information Systems Degree, Bachelor of Business Administration Degree, Bachelor of Applied Science Degree in Graphic Design, Bachelor of Applied Science Degree in Computer Studies and the Associate in Applied Science Degree. The College's Medical Assistance Program is accredited by the Commission on Accreditation of Allied Health Education Programs (CAAHEP). Students who complete the Professional Diploma or Associate Degree program are eligible to sit for the national qualifying examination for certification as a Certified Medical Assistant (CMA). RMC is the fifth largest not for profit college in Illinois. The College is governed by an eleven member Board of which a member list is included for IFA Board review.

Project Description:

Proceeds form the proposed financing will be used to (i) expand and remodel RMC's Chicago campus including the library, Graduate Center Architectural Studies, and Medical and Science Laboratories, (ii) design and construct a new medical wing at RMC's DuPage campus including general science and nursing labs, surgery labs, and faculty areas, (iii) construct two new, and open computer lab, plus fixtures and equipment, and (iv) design a new business school campus in a suburban area to0 be determined, (v) refund outstanding Series 1997 and Series 2000 Bonds issued through the IDFA, a predecessor Authority merged into the IFA on January 2, 2004, and (vi) fund legal and professional costs.

Remarks:

Tax exempt financing results in a significantly lower cost of capital than commercial financing and enables the College to increase the resources that can be devoted to student programs and services. Additionally, the ability of the College to current refund outstanding bonds from its Series 1997 and Series 2000 Bonds will produce a net present value saving of approximately \$1.2 million.

**Robert Morris College** 501(c)(3) Revenue Bonds Page 3

Preliminary Bond Resolution September 11, 2007 FMs: Townsend Albright

#### FINANCING SUMMARY

Structure:

Fixed rate, credit enhanced, with a Direct pay Letter of Credit from a bank to be determined.

Prior issues of the College have been insured by MBIA (Series 1997 and 2000) and JP Morgan

Letter of Credit (Series 2004)

Security

Operating revenue of the College will be the source of repayment.

Maturity:

2030

#### **PROJECT SUMMARY**

Bond proceeds will be used to (i) refund approximately \$20,478,775 of outstanding indebtedness, (ii) expand and renovate existing Chicago Campus areas located at 401 South State Street, Chicago, Cook County, Illinois, (iii) design and construct a new medical and science wing plus ancillary facilities for the DuPage Campus located at 905 Meriden Lake Drive, Aurora, DuPage County, Illinois, (iv) construct and equip new classrooms for the Schaumburg Graduate School located at 1000 East Woodfield Road, Schaumburg, Cook County, Illinois, and (v) fund design and planning expenses for a new business school campus to be located at a suburban site to be determined, and (vi) fund legal and professional costs.

**Project Costs:** 

New Construction/Renovation: Architectural/Engineering:

\$10,054,801 500,000 \$10,554,821

Total

Refunding

\$20,478,775

#### ECONOMIC DISCLOSURE STATEMENT

Applicant:

Robert Morris College

Project names:

2007 Refunding and Facility Expansion, Chicago, IL and other campuses

Locations:

Chicago Campus

DuPage Campus

Schaumburg Campus

401 S. State Street Chicago, IL 60605 905 Meridian Lake Drive

1000 East Woodfield Drive

Aurora, IL 60504

Schaumburg, IL 60173

Contact Person:

Ronald Arnold, VP for Business Affairs, 312-935-6646

Organization:

501(c)(3) Corporation

State:

Illinois

Board of

Trustees:

President Donald J. Andorfer

Indiana Institute of Technology

Randall B. Becker

Managing Director

U.S. Corporate Banking Group

Marcia Burke

President

LewisBurke Consulting Group, Inc.

Thomas H. Donohoe Secretary

Partner

McDermott, Will & Emery

Roland I. Finkelman Chairman

Vice President, retired

**GATX** Corporation

Claudia Freed

**Executive Director** 

Educational Assistance, Ltd.

Jack Gonder Gladys Jossell Nick Mayros

Associate President

RSM Equico Company A-Pro Temporaries, Inc.

Michael P. Viollt

Owner President **Mavros Computer Services** Robert Morris College

Joseph D. Wright

Vice President, Partner

Performance Communications Group

Preliminary Bond Resolution September 11, 2007 FMs: Townsend Albright

Thomas Donohoe

James Luebchow

Mike Wherry

PRO	FESSI	ONAL	. & FIN	NANCIAL

Counsel: Accountant: Bond Counsel: Underwriter: Financial Advisor:

Issuer's Counsel: IFA Financial Advisors:

Underwriter's Counsel:

McDermott, Will & Emery McClintock & Associates CPA Chapman & Cutler To be determined Norton Scott LLC To be determined Sonnenschein Nath & Rosenthal LLP

D.A. Davidson & Co. Scott Balice Strategies, Inc. Chicago, IL Chicago, IL Chicago, IL

Chicago

Chicago

Bridgeville, PA

Great Falls, VA

Mary G. Wilson Bill Morris Lois Scott

Michael Scott

#### LEGISLATIVE DISTRICTS

Chicago Campus DuPage Campus Schaumburg Campus Congressional: Danny D. Davis Judy Biggert 13 8 Melissa Bean State Senate: Mattie Hunter Randall M. Hultgren John Millner 48 State Senate 3 Kenneth Dunkin 96 Joe Dunn Paul Froehlich 56

# ILLINOIS FINANCE AUTHORITY **BOARD SUMMARY September 11, 2007**

Chicago School of Professional Psychology **Project:** 

**STATISTICS** 

Deal Number:

E-PC-TE-CD-7157

Amount:

\$14,000,000 (not-to-exceed amount)

Type:

501(c)(3) Revenue Bonds

IFA Staff:

Sharnell Curtis Martin

Location:

Chicago

SIC Code:

8221 (Colleges, Universities and

Professional Schools)

#### **BOARD ACTION**

Final Bond Resolution

Conduit 501(c)(3) Revenue Bonds

No IFA funds at risk

Staff recommends approval No extraordinary conditions

#### **PURPOSE**

Bond proceeds will be used to refund a previous bond issue, refinance existing debt, finance acquisition and renovations and to pay certain bond issuance costs.

#### IFA PROGRAM and CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the Bonds and thereby reduce the borrower's interest expense.

#### **VOTING RECORD**

Preliminary Bond Resolution: August 7, 2007

Aves: 10

Nays:

Abstentions:

0

Vacancy:

1

Absent: 4

(Boyles, Fuentes, Herrin, Rivera)

#### SOURCES AND USES OF FUNDS

Sources:

IFA Bond

\$14,000,000

Uses:

Refund Bond Issue **Project Costs** 

\$7,500,000

Refinancing **Issuance Costs**  3,200,000 3,050,000

**Total Sources** 

\$14,000,000

**Total Uses** 

250,000 \$14,000,000

**JOBS** 

Current employment:

130

Projected new jobs:

30

Jobs retained:

N/A

Construction jobs:

50

501(c)(3) Bond Page 2

Final Bond Resolution September 2007 FM: Sharnell Curtis Martin

Background:

The Chicago School of Professional Psychology (the "School" or the "Applicant") is an Illinois 501(c)(3) corporation established in 1979 as a school specializing in psychology training operated by practicing psychologists.

Description:

The School offers Master's Degrees in Industrial/Organizational, Clinical Counseling, Forensic, Applied Behavioral Analysis and School Psychology; as well as Doctoral Degrees in Business and Clinical Psychology.

The mission of the School is integrating theory, professional practice and innovation in the field of psychology while providing excellent education for careers in psychology and related behavioral and health sciences.

Currently serving more than 1020 students from the United States and internationally, more than 70% of its enrollment are students based in the Midwest. The new project expansion will allow the School to acquire space and make necessary renovations to accommodate the projected student growth of approximately 250 - 300 students over the next three years.

Remarks:

The bond financing will finance the acquisition and renovation of a condo unit located within the School's current building located at 325 N. Wells Street, 10th Floor in Chicago, refinance a \$3.5 million taxable bank loan and refund the outstanding balance of a \$7.5 million bond issued by IFA predecessor, the Illinois Development Finance Authority. The original proceeds from both debt issuances provided funds to finance the cost of the acquisition, renovations, and improvements of real estate at the School's current location, 325 N. Wells in Chicago, and to finance the acquisition and installation of furnishings and equipment.

#### FINANCING SUMMARY

Security:

The Bonds will be purchased and held as an investment by All Points Public Funding, a division of

Capital One.

Structure:

The bonds will bear a fixed interest rate of approximately 5.11%

Maturity:

20 Years

Bank Collateral: First Mortgage on subject real estate and first lien on furnishings and equipment financed.

Credit Rating:

All Points Public Funding, the purchaser of the bonds is an unrated lender and therefore does not

have a credit rating.

#### PROJECT SUMMARY

Bond proceeds will be used to refund a previous bond issue, refinance existing conventional debt, finance acquisition and renovation of a facility to be located at 325 N. Wells Street in Chicago (Cook County) and to pay certain bond issuance costs. Project costs are estimated as follows:

> Condo Acquisition Construction/Renovations

\$1,600,000 \$1,600,000

**Total Project Costs** 

\$3,200,000

#### The Chicago School of Professional Psychology

501(c)(3) Bond

Page 3

The Chicago School of Professional Psychology Applicant: 325 N. Wells Street - 3<sup>rd</sup> Floor Chicago, IL 60610 (Cook County)

Mr. Jeff, Keith, Chief Financial Officer

Project name:

The Chicago School of Professional Psychology Project 2007

Location:

325 N. Wells Street - 10th Floor Chicago, IL 60610 (Cook County)

Organization:

Land Sellers:

Accountant:

Bond Counsel:

Placement Agent:

501(c)(3) Corporation

State:

Illinois

Richard Grinstein, Chair Board of Directors:

> Dean Chung, MBA Brian Fabes, Ph.D. Linda Harvard, MBA Betty Laston, M.A.

Frank Seever, Ph.D. Harold Wilson

GL Wells, LLC

Member: George Lubrich II

R. Edward Bergmark, Ph.D. Paul Dillon, CMC, M.S.

Final Bond Resolution September 2007

FM: Sharnell Curtis Martin

Bruce Fox, JD William Houston David I. Scott

Theodore Weber, CPA

**PROFESSIONAL & FINANCIAL** 

Borrower's Counsel:

Ice Miller

Bank of America Securities

Bond Purchaser: Bond Purchaser's Counsel: Kutak Rock

Issuer's Counsel: IFA Financial Advisor: Neal, Gerber & Eisenberg Virchow Krause & Co.

All Points Public Funding

Law Offices of Kevin Cahill D. A. Davidson Scott Balice Strategies

Chicago Chicago

Louise Lane, Vice-Chair

Michael Horowitz, Ph.D.

Rev. Mary Tudela, MBA

Ronald Decker, JD

Kathy Ford, M.A.

George Mitchel

Daniel Broadhurst

Indianapolis, IN Chicago Melville, NY Atlanta, GA

Chicago Chicago Chicago Bruce Fox

Jeffrey Lewis Jason Borman Jonathan Lewis Paul Smith Kevin Cahill Bill Morris Lois Scott

#### LEGISLATIVE DISTRICTS

Congressional:

7 -- Danny Davis

State Senate: State House:

5 - Kenneth Dunkin 3 - Mattie Hunter

# ILLINOIS FINANCE AUTHORITY **BOARD SUMMARY September**, 11, 2007

McKinley Foundation at the University of Illinois Urbana-Champaign **Project:** 

(Presbyterian Hall)

**STATISTICS** 

Number:

E-NP-TE-CD-7095

Type:

501(c)(3) Revenue Bonds

Location:

Champaign

Amount: IFA Staff: \$27,500,000 (not to exceed)

Townsend S. Albright and

Nona R. Myers

**BOARD ACTION** 

Final Bond Resolution

Conduit Qualified 501 (c)(3) Revenue Bonds

No IFA funds at risk

No Extraordinary conditions Staff recommends approval

**PURPOSE** 

Proceeds will be used to finance (i) remodeling of existing buildings and construction of a new building for student housing (264 students) as well as study, recreational, and parking space, (ii) deposit moneys in the Debt Service Reserve Fund to secure the Series 2007 Bonds, (iii) capitalize interest, and (iv) pay certain costs of issuance of the Series 2007 Bonds.

#### IFA PROGRAM AND CONTRIBUTION

501(c)(3) Bonds are a form of municipal bonds that 501(c)(3) corporations can use to finance capital projects that will be used to further their charitable mission. IFA's issuance will convey federal income tax-exempt status on interest earned on the bonds paid to bondholders and thereby reducing the borrower's interest expense.

#### **VOTING RECORD**

Voting record from Preliminary IFA Bond Resolution on June 12, 2007:

Ayes: 10 Nays: 0

Abstentions: 0

Absent: 4 (DeNard, Fuentes, O'Brien, Talbott)

Uses:

Vacancy: 1

SOURCES AND USES OF FUNDS

Sources:

IFA Revenue Bonds Equity (Land)

\$25,000,000

**Project Costs** 

\$27,850,000

5,000,000

Capitalized Interest Costs of Issuance

1,800,000 350,000

Total

\$30,000,000

Total

\$30,000,000

**JOBS** 

Current employment:

9

Projected new jobs:

12

Jobs retained:

21

Construction jobs:

50 (15 months)

Page 2

Final Bond Resolution
September 11, 2007
A Albright and Nona Myers

FMs: Townsend Albright and Nona Myers

#### **BUSINESS SUMMARY**

**Description:** McKinley Presbyterian Church & Foundation (the "Applicant", the "Foundation") is an Illinois 501(c)(3) corporation, and is located on the campus of the University of Illinois at Champaign-Urbana. Founded in 1906, McKinley Presbyterian Church was the first church established expressly for students at a state university in the United States. In 1910 the Presbyterian Synod purchased property near the campus at 5<sup>th</sup> and John Streets to be used as a site for a church building and a house on the site that was used as a student center and living unit for men. In 1911 the student center house was moved to a location south of the new church on 5<sup>th</sup> street, and converted into a residence for Presbyterian women. A campaign for funds was initiated in 1924 to construct and maintain a Foundation building which lead to the establishment of the McKinley Foundation on October 16, 1924 as a separate Corporation.

The Service Area: The building master plan provides a creative and thoughtful model of a mixed-use urban village. The plan follows the programmatic guidance of McKinley Foundation staff and Board, City of Champaign Planning Department staff and the US Green Building Council's LEED project checklist. The new residential structure will be a 6-story steel and concrete building totaling approximately 75,725 square feet of gross building area with a 2-level parking structure underneath the building containing 66 parking spaces on the parcel now occupied by Presby House fronting at 405 John Street. The new structure will be integrated into the McKinley campus with two existing buildings containing 49,224 square feet. The finished project will blend the existing heritage buildings with the new 6-story structure.

**Background:** McKinley has offered Private Certified Housing for approximately 50 young men and women, on an annual basis, for nearly eighty years. This residential capacity is a small scale in comparison to other housing sponsors on campus. Student residential life for men has been provided in the Foundation building at 809 S. Fifth Street. Women are housed in a residence, known as "Presby House", which was originally a nearby farmhouse bequeathed to the Foundation by Livia Ball, then relocated to a former fraternity house at 405 E. John, adjacent to McKinley Church.

Marketing: McKinley is one of 15 Private Certified Housing facilities included as part of the University's housing program. Private Certified Housing meets standards set by UIUC for all students, including freshmen. Within any given year over 25% of the entering freshmen class chooses to live in one of these facilities. Freshman enrollment for the fall of 2006 was 7,172 and undergraduate enrollment was reported at 30,935. Total enrollment was 41,342. Freshmen are required to spend their first 30 academic hours in University or University Certified Housing. Students may transfer to Private Certified Housing as vacancies occur without penalty. The University's Private Certified Housing requires standards are met for safety, space/amenities, equal enrollment opportunity, and programming/supervision. All students are eligible to apply for housing at McKinley, regardless of religion.

#### **Project Description:**

New Presby Hall Residential Building-Floors 1-6 will contain 8 housing suites per floor, with 3 or 4 bedrooms, 2 bathrooms, kitchen, dining area and living room and an outdoor balcony in each apartment. There are a total of 168 bedrooms in the residential building providing housing for 264 students in a mix of double and single occupancy. An entry and elevator lobby will be placed in a connector between the new building and the Foundation building serving both structures with vertical transportation, creating handicap accessibility to the Foundation building that heretofore has not been available. A drop off and pick up area next to this building entry lobby will be incorporated to the site plan. The new building is an improved utilization of land space and will replace the old building on existing land owned by the Foundation. Geothermal heating/cooling will be installed to reduce utility and environmental impact.

Existing Heritage McKinley Foundation and Sanctuary Buildings-As a part of this project, the McKinley Foundation and Sanctuary buildings will be remodeled. The Foundation building will continue to serve

Page 3

FMs: Townsend Albright and Nona Myers

as a student center and common area for the residents in the new building featuring the main Great Hall heavily used by students as a study hall, a computer lab, a fitness center, music rehearsal space, meeting and conference rooms, bathrooms with shower and dressing area in both, and staff offices. The first floor will also contain a student serving 1,500 square foot deli/coffee shop with a new entry to Daniel Street leased to third party tenant. An outdoor courtyard area will shared with McKinley Presbyterian Church for outdoor student gatherings and events. The second floor Westminster Hall and stage will be restored, and the associated commercial kitchen will be reconstituted to allow large group events with food service to occur. The basement level of the Sanctuary will be renovated to provide for a Nursery and Pre-school rooms and a social gathering place with a church type kitchen. The Sanctuary will be air conditioned throughout. An elevator will be installed to provide handicapped accessibility. An allocation of the cost of the religious use improvements will be assessed by bond council and financed with a Series B taxable tail of the bond funds issued.

#### The Design provides for:

- 1. 48 fully furnished units containing a total of 168 bedrooms, each in a 3 or 4 bedroom suite with 2 bathrooms, living/study lounge, kitchen and dining area. The unit design allows for 30% single occupancy bedrooms and 70% double occupancy for total of 264 beds.
- 2. An environmental state of the art building for the McKinley Foundation Student Center with office and conference facilities and associated student activity and study common areas on the ground floor.
- 3. An outdoor room featuring a seating arena and an inviting place for students to relax and mingle- a people place for students to meet and hang out at the gateway to campus.
- Mixed-use public and commercial space create an active, pedestrian friendly, campus environment.
- 5. Green building initiatives and socially sustainable development near the heart of the Campus. The building is designed to achieve LEED Silver Certification.

The availability of Tax-Exempt financing will improve the Net Operating Income or the project by reducing interest expense, thereby facilitating development of the Project. This will enable the McKinley Foundation to offer quality housing and residential life to a diverse student population of all backgrounds and interests at an affordable rate.

#### FINANCING SUMMARY

Structure:

As proposed, IFA would issue one Series of Bonds, Series 2007. Multi-Mode Variable Rate Revenue Bonds to be sold by George K. Baum & Company, ("the Underwriter") with credit enhancement in accordance with IFA's Bond Program Handbook.

Security/ Collateral: Direct Pay Letter of Credit form Key Bank, N.A., Bellevue, Washington The Bonds will be solely secured by a first mortgage on said property.

Maturity:

30 years

Final Bond Resolution September 11, 2007 FMs: Townsend Albright and Nona Myers

Greg Johnson

Chris Carrera

Page 4

#### **PROJECT SUMMARY**

Bond proceeds will be used to (i) finance the demolition of structures currently existing at 809 South 5th Street, Champaign, Champaign County, Illinois, (ii) to finance the design, construction, and equipping of a multi-story student housing facility (the "Facility") to be located at 405 East John Street, Champaign, Champaign County, Illinois, (iii) to capitalize a Debt Service Reserve Fund, (iv) to make an initial deposit in the Operations and maintenance Fund, (v) to provide for the payment of initial operating expenses, (vi) to pay capitalized interest during construction, and (vii) to pay certain costs of issuance relating to the proposed Series 2007 Bonds.

A summary of project costs follows:

New Construction: \$21,533,000 Renovations: 2,500,000 Machinery & Equipment: 480,000 Architectural/Engineering: 1,167,000 Construction Soft Costs: 1,490,000 Contingency: 680,000 Total \$27,850,000

#### ECONOMIC DISCLOSURE STATEMENT

Applicant: McKinley Foundation at the University of Illinois

Project names: Presbyterian Hall

Locations: 405 E. John St., Champaign, IL 61820, Champaign County

Contact Person: Gary Chamberlain, Director, Finance & Operations, 217-344-0297

Organization: 501(c)(3) Corporation

State: Illinois

Board of Directors: David Bechtel

Cindy Shepherd Sara Cain, President Kathie Spegal Dan Grayson

Clyde Sweet Scott Larimer Colleen Vojak

Ruth McCauley Rev. Heidi Weatherford, Director

#### PROFESSIONAL & FINANCIAL

Counsel: Holland & Knight San Francisco Steve Taber Accountant: P.J. Patterson Decatur, IL Linda Wolfe Bond Counsel: Holland & Knight San Francisco Steve Taber Underwriter: George K. Baum & Company Denver, CO Trinidad Rodriguez Financial Advisor: First Busey Trust & Investment Co. Champaign, IL Elizabeth A. Krchak

Underwriter's Counsel: Patton Boggs, LLP Denver, CO LOC Bank Counsel: Barnes & Thornburg Indianapolis, IN

Trustee: Wells Fargo Indianapolis, IN

Issuer's Counsel: Hart Southworth & Witsman Springfield, IL Samuel Witsman IFA Financial Advisors: D.A. Davidson & Co. Chicago Bill Morris

Scott Balice Strategies, Inc. Chicago Lois Scott

#### LEGISLATIVE DISTRICTS

Congressional: 15th Timothy V. Johnson State Senate: Michael W. Frerichs 52nd State House: 103rd Naomi D. Jakobsson

# RESOLUTION 2007-09-

# RESOLUTION APPROVING AMENDMENTS TO THE ILLINOIS FINANCE AUTHORITY'S 401(a) CONTRIBUTION PLAN

- WHEREAS, the Illinois Finance Authority (the "Authority") has been created by the Illinois Finance Authority Act, 20 ILCS 3501/801-1 et seq. (the "Act"); and
- WHEREAS, employees of the Authority participate in the Illinois Finance Authority 401(a) Contribution Plan (the "Plan"); and
- WHEREAS, at its regularly scheduled meeting held on July 11, 2006, the Authority approved the Plan and authorized the Plan to remain in effect until June 30, 2007; and
- WHEREAS, at is regularly scheduled meeting held on June 12, 2007, the Authority adopted a resolution extending the term of the Plan until such time as the Board, or the Compensation Committee of the Board, determines it is in the best interest of the Authority to terminate the Plan; and
- **WHEREAS**, the Authority has determined it is necessary and desirable to amend Section 4.5 of the Plan to further define and clarify those persons who are eligible to receive employer contributions under the Plan;
- **WHEREAS,** the amendment to the Plan will be in substantially the same form as set forth in the First Amendment to the Illinois Finance Authority 401(a) Contribution Plan (the "First Amendment") attached hereto as <u>Exhibit A</u>; and
- WHEREAS, the Members of the Authority have the power to adopt this Resolution pursuant to the provisions of Sections 801-25, 801-30 and 801-40 of the Act.
- NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE ILLINOIS FINANCE AUTHORITY AS FOLLOWS:
- **Section 1. Recitals.** The recitals set forth above are hereby found to be true and correct and are incorporated into this Resolution as if fully set forth herein.
- **Section 2. Approval of First Amendment.** The First Amendment providing for an amendment to Section 4.5 of the Plan is approved in the form substantially similar to that attached hereto as <u>Exhibit A</u>, together with such changes that the Executive Director and Trustees of the Plan (the "Trustees") executing the same may approve as necessary and appropriate, such approval to be conclusively evidenced by such officer's or officers' execution and delivery thereof.
- Section 3. Execution and Delivery of First Amendment. The Executive Director and Trustees (the "Designated Persons") be, and each of them acting alone, is hereby authorized to: (i) execute and deliver, in the name of, and on behalf of, the Authority the First Amendment and any other documents required or necessary to effectuate the amendment to the Plan as contemplated herein, with such changes therein as such Designated Persons executing the same

.

shall approve, the execution and delivery thereof by such Designated Persons to be conclusive evidence of the approval thereof by such Designated Persons; and (ii) take or cause to be taken any and all such other and further actions in order to carry out the purpose and intent of this Resolution.

**Section 4. Enactment.** This Resolution shall take effect immediately. If any section, paragraph or provision of this Resolution shall be held to be invalid or unenforceable for any reason, the invalidity or unenforceability of such section, paragraph or provision shall not affect any of the remaining provisions of the Resolution.

	This Resolution 2007-09	is adopted this 11th day of September 2007 by a vote of:
Ayes:		
Nays:		
Abstai	n:	
Absen	t:	
Vacan	cy: 1	
		Chairman
Atteste	ed to:	
1058315	1	

# Exhibit A

# FIRST AMENDMENT TO THE ILLINOIS FINANCE AUTHORITY 401(A) CONTRIBUTION PLAN

BY THIS AGREEMENT, the Illinois Finance Authority 401(a) Contribution Plan (the "Plan") is hereby amended as follows:

Revise Section 4.5 to read as follows:

# 4.5 Allocation Requirements for Employer Contributions

A person who was an Eligible Employee at any time during a Contribution Period shall be eligible to receive an allocation of Employer Contributions for such Contribution Period; provided however, with respect to Discretionary Contributions, such person shall be eligible to receive an allocation for such Contribution Period only if he was employed for at least 1,000 hours during the Contribution Period and he was employed on the last day of such Contribution Period.

IN WITNESS WHEREOF, this Amendment has been executed and is effective as of this \_\_\_\_\_ day of September, 2007.

Plan Trustees:

Illinois Finance Authority:

Jose Garcia

Kym M. Hubbard, Executive Director

J. Stuart Boldry, Jr.

# **ILLINOIS FINANCE AUTHORITY**

# Memorandum

To: IFA Board of Directors

From: Rich Frampton

Date: September 11, 2007

Re: Resolution Authorizing the Amendment of Bond Documents in Connection with

Lake Towers Associates II Limited Partnership, IDFA Series 1997 Affordable Housing Bonds

(Cinnamon Lake Towers Project)

IDFA Project 1551-HB

This memorandum and the accompanying Resolution will enable Lake Towers II Associates Limited Partnership, an Illinois limited partnership (the "Borrower"), to authorize certain amendments to the Bond documents relating to the existing IFA (IDFA) Series 1997 Bonds (the "Bonds") for the Cinnamon Lake Towers Project (the "Project"). These amendments will authorize the execution and delivery of certain new agreements that will enable the Borrower to (1) replace the existing credit enhancement provider, (2) replace the Bond Trustee, and (3) replace the Remarketing Agent.

The Bonds have been secured by a Letter of Credit issued by JPMorgan Chase Bank, N.A. ("Chase"). Chase has indicated to the Borrower that it will not be extending its Letter of Credit upon its current scheduled expiration date in February, 2008. Accordingly, it has been necessary for the Borrower to obtain a new source of credit enhancement for the Bonds. As of August 30, 2007, the Borrower and Federal Home Loan Mortgage Corporation ("Freddie Mac") have entered into a commitment for Freddie Mac to issue its credit facility (the "Alternate Credit Facility") pursuant to a Credit Enhancement Agreement, which will secure the Bonds, effective on September 17, 2007. Under the Indenture, the Bonds will be subject to mandatory tender on the substitution date.

Freddie Mac has requested that, in connection with the issuance of the Alternate Credit Facility, certain amendments to the Indenture and the Loan Agreement be made to conform those documents with Freddie Mac's credit enhancement requirements. Additionally, the amendments will constitute a "reissuance" of the Bonds for federal income tax purposes. Accordingly, it will be necessary for the Authority to enter into a new Tax Agreement and Regulatory Agreement as if the Bonds were being refunded. Finally, the Freddie Mac credit enhancement program requires that the Borrower give a mortgage on the property directly to the Authority (which will be assigned to the Trustee), and thus the Authority will need to enter into an Intercreditor Agreement with Freddie Mac giving Freddie Mac rights to control remedies in the event of default (assuming Freddie Mac is performing under the Alternate Credit Facility).

The Bonds will be subject to mandatory tender under the Indenture on September 17, 2007, on which date the Remarketing Agent will consent to the amendments as the owner of the Bonds immediately prior to their remarketing to the public. The Official Statement will be supplemented to describe the amendments and the other changes described herein.

Finally, in connection with these events, the Borrower is requesting that the Remarketing Agent and Trustee be changed, with the new Remarketing Agent being Mesirow Financial, Inc. and the new Trustee being U.S. Bank National Association.

The existing Chase Bank Direct Pay Letter of Credit will be replaced with a Credit Enhancement Agreement from the Federal Home Loan Mortgage Corporation ("FHLMC" or "Freddie Mac").

Memo for Amendatory Resolution Lake Tower Associates II Limited Partnership Page 2 Amendatory Resolution IFA Staff: Rich Frampton September 11, 2007

The requested change in credit enhancement would result in an improved rating on the Bonds. Chase Bank's Direct Pay LOC is currently rated "AA/Stable/A-1+" by S&P. FHLMC credit enhancement is currently rated "AAA/Stable/A-1+" by S&P. Accordingly, since the requested change will maintain the short-term rating on the Bonds at A-1+, the Bonds will maintain their A-1+ rating while in 7-day floating rate mode.

Proceeds of the original Series 1997 Bonds were used to finance the acquisition and renovation of the 274-unit Cinnamon Lake Towers rental housing project in Waukegan, Illinois. Of the 274 units within the Project, 115 are designated Section 8 units. Of the 115 Section 8 units, 110 of which are rented to Low Income (for Section 8 purposes) elderly tenants, and the remaining five to low income (for Section 8 purposes) families. The unit mix is comprised (1) twenty four studio apartments (432 SF each), (2) 155 1-bedroom apartments (704 SF each), (3) five 900 SF 2-bedroom units (900 SF each), and (4) 95 2-bedroom units (920 SF each).

Payments on the subject Bonds were current as of 8/1/2007.

Staff recommends approval of this Resolution contingent upon on IFA Counsel's review and sign-off on the underlying amendments and related documents.

# VOTING RECORD

None. This is the first time this project has been considered by the IFA Board of Directors.

# OWNERSHIP DISCLOSURE

**Operating General Partners:** 

DRE, Inc.

0.045%

800 S. Milwaukee Avenue, Suite 170

Libertyville, IL 60048-3255

Virtual Realty, Inc.

0.045%

308 W. Erie Street, Suite 700

Chicago, IL 60610

Administrative General Partner:

National Corporate TC (Tax Credit), Inc. VII

0.010%

Ogden, UT

Limited Partner:

National Corporate Tax Credit Fund VII

99.00%

6100 Center Drive, Suite 800 Los Angeles, CA 90045

# PROFESSIONAL & FINANCIAL

Lake Tower Associates

II L.P.:

Dennis Egidi

Libertyville, IL

Ronal Newbanks

Borrower's Counsel:

The Newbanks Law Firm Greenberg Traurig, LLP

Cincinnati, OH Chicago, IL

Matt I ---

Bond Counsel:
Credit Enhancement:

**FHLMC** 

McLean, VA

Matt Lewin

Counsel to Credit

Enhancer:

Kutak Rock LLP

Washington, DC

Remarketing Agent:

Mesirow Financial, Inc.

Chicago, IL Bill Carney

Memo for Amendatory Resolution Lake Tower Associates II Limited Partnership Page 3

Amendatory Resolution IFA Staff: Rich Frampton September 11, 2007

Counsel to Remarketing

Greenberg Traurig, LLP Chicago, IL Matt Lewin Agent.: Chicago, IL Grace Gorka Trustee: US Bank Management Agent: Ludwig and Company Gurnee, IL Shefsky & Froelich, Ltd. Chicago, IL Leslie Carey IFA Counsel: IFA Financial

Advisors: D.A. Davidson & Co. Chicago, IL Bill Morris Scott Balice Strategies, LLC Chicago, IL Lois Scott

Attachment: IFA Resolution

# RESOLUTION No. 07-09-\_\_

RESOLUTION AUTHORIZING THE AMENDMENT OF BOND DOCUMENTS IN CONNECTION WITH THE ILLINOIS DEVELOPMENT FINANCE AUTHORITY \$9,765,000 ORIGINAL PRINCIPAL AMOUNT VARIABLE RATE DEMAND AFFORDABLE HOUSING REVENUE BONDS, SERIES 1997 (CINNAMON LAKE TOWERS PROJECT); AUTHORIZING THE EXECUTION AND DELIVERY OF CERTAIN NEW AGREEMENTS IN CONNECTION WITH THE SUBSTITUTION OF THE CREDIT FACILITY FOR THE BONDS; AUTHORIZING THE REPLACEMENT OF REMARKETING AGENT AND TRUSTEE FOR THE BONDS; AND RELATED MATTERS.

WHEREAS, the Illinois Finance Authority, a body politic and corporate duly organized and validly existing under and by virtue of the laws of the State of Illinois (the "Authority"), including without limitation the Illinois Finance Authority Act, 20 ILCS 3501/801-1, as supplemented and amended (the "Act"), is authorized by the laws of the State of Illinois, including without limitation the Act, to issue its bonds for the purposes set forth in the Act and to permit the expenditure of the proceeds thereof to defray, among other things, the cost of the acquisition and improvement of "industrial projects" as defined in the Act; and

WHEREAS, Lake Towers Associates II Limited Partnership, an Illinois limited partnership (the "Borrower") entered into a Loan Agreement dated as of October 1, 1997 (the "Loan Agreement") with the Illinois Development Finance Authority, a predecessor to the Authority (hereinafter also referred to as the "Authority"), under which proceeds of the Authority's \$9,765,000 original principal amount Variable Rate Demand Affordable Housing Revenue Bonds, Series 1997 (Cinnamon Lake Towers Project) (the "Bonds") were loaned to the Borrower to finance costs of acquisition of a multifamily housing apartment development located at 2701 Glen Flora, Waukegan, Illinois (the "Project"); and

WHEREAS, the Bonds were issued pursuant to an Indenture of Trust dated as of October 1, 1997 (the "Indenture") between the Authority and The Bank of New York Trust Company, N.A. (successor to The Bank of New York), as trustee (the "Trustee") and are supported by a Letter of

Credit (the "Letter of Credit") issued by JPMorgan Chase Bank, N.A. (as successor to The First National Bank of Chicago) (the "Bank");

Whereas, pursuant to the terms of the Indenture, the Borrower is causing there to be issued an Alternate Credit Facility (the "Alternate Credit Facility") by Federal Home Loan Mortgage Corporation ("Freddie Mac") in substitution for the Letter of Credit and, in connection therewith, Freddie Mac and the Borrower are requesting that certain amendments to the existing Bond documents and certain new Bond documents be entered into by the Authority and the other parties thereto, the amendments consisting of a First Amendment to Trust Indenture and a First Amendment to Loan Agreement, and the new documents consisting of a Regulatory Agreement and Declaration of Restrictive Covenants, a Tax Exemption Certificate and Agreement and an Intercreditor Agreement and a Supplement to the original Official Statement delivered in connection with the initial marketing of the Bonds; and

WHEREAS, forms of the amendments, agreements and documents referenced in the preceding paragraph are before the Authority at this meeting and are collectively referred to herein as the "Authority Agreements"; and

WHEREAS, in connection with the Authority Agreements, the Borrower may mortgage the financed property to the Authority and the Authority will assign its rights thereunder to the Trustee as security for the Bonds.

Now, Therefore, Be It Resolved by the Members of the Illinois Finance Authority, as follows:

Section 1. The Authority Agreements, in substantially the forms presented at this meeting and containing substantially the terms and provisions (including repayment provisions)

set forth therein, are hereby authorized, approved and confirmed, and the forms, terms and provisions of the Authority Agreements are hereby approved, with such changes and revisions therein as shall be approved by the officers of the Authority executing and attesting the same, their signatures thereon to constitute conclusive evidence of such approval, and the Chairman, the Vice Chairman, the Treasurer or the Executive Director of the Authority are hereby authorized and directed to execute and deliver the Authority Agreements to the other parties thereto and, as necessary, the Secretary or Assistant Secretary of the Authority are hereby authorized to attest the Authority Agreements (to the extent execution and/or attestation is so required).

Section 3. The authorization set forth in section 1 hereto is subject to the following; in no event shall the Bonds (a) bear interest at a rate in excess of 15% per annum, (b) mature later than April 15, 2037, or (c) be in a principal amount greater than the outstanding principal amount of the Bonds on the date of and immediately prior to the amendment.

The Bonds and interest thereon shall continue to be a limited obligation of the Authority, payable solely out of the revenue and receipts derived by the Authority pursuant thereto as described in the Loan Agreement and the Indenture, as amended. The Bonds shall not in any respect be a general obligation of the Authority, nor shall they be payable in any manner from funds raised by taxation. No holder of the Bonds has the right to compel any exercise of the taxing power of the State of Illinois or any political subdivision thereof to pay the Bonds, the interest or premium, if any, thereon. The Bonds do not constitute in any respect an indebtedness of the Authority or loan of credit thereof within the meaning of any constitutional or statutory provision.

Section 4. The Authority hereby authorizes and approves the replacement of the existing Remarketing Agent for the Bonds by Mesirow Financial, Inc. and, if requested by the Borrower, the replacement of the existing Trustee for the Bonds by U.S. Bank National Association.

Assistant Secretary of the Authority are hereby authorized and directed to execute, attest, seal and deliver any and all documents and do any and all things deemed necessary to effect the amendments described herein, the release of the Letter of Credit and the substitution of the Alternate Credit Facility, the execution and delivery of the Authority Agreements, the filing of a Form 8038, as necessary, with the Internal Revenue Service, the release and/or termination of any other documents relating to the Letter of Credit or the Bank, the mandatory tender and remarketing of the Bonds on the date of substitution of the Alternate Credit Facility and the replacement of the Remarketing Agent and the Trustee, and to carry out the intent and purposes of this Resolution, including the preambles hereto.

Section 6. All acts of the officials of the Authority which are in conformity with the purposes and intent of this Resolution and in furtherance of the amendments referenced herein be, and the same hereby are, in all respects, approved and confirmed.

Section 7. The provisions of this Resolution are hereby declared to be separable and if any section, phrase or provision shall for any reason be declared to be invalid, such declaration shall not affect the validity of the remainder of the sections, phrases and provisions.

Section 8. All resolutions and parts thereof in conflict herewith are hereby repealed to the extent of such conflict.

Section 9. This Resolution shall be in full force and effect immediately upon its passage, as by law provided.

# ILLINOIS FINANCE AUTHORITY

#### Memorandum

To: IFA Board of Directors

From: Cory E. Mitchell

Date: September 11, 2007

Re: Resolution to Amend a Participation Loan to Village Market IGA, Inc. by changing borrower name to owners Brooks and Tammy Marsh in place of being guarantors

IFA Project B-LL-TX-7166

# The Request

Village Market IGA, Inc., a grocery store in Mahomet, Illinois, wishes to amend the Participation Loan between them, The Farmer City State Bank and the Illinois Finance Authority by changing the borrowing name of Village Market IGA, Inc. to Brooks and Tammy Marsh.

The IFA Board approved the Village Market IGA, Inc. loan request on August 7, 2007. The loan request was made to Village Market IGA, Inc. and Brooks and Tammy Marsh as personal guarantors. Since that time Brooks and Tammy Marsh have been instructed by their accountant to borrow the money individually and lease the grocery store back to Village Market IGA, Inc.

# **Background**

The IFA Board approved an \$800,000 Participation Loan with The Farmer City State Bank to Village Market IGA, Inc. The purchase is for the current grocery store building, adjacent and connecting buildings and real estate for expansion of their current operation.

#### **Staff Analysis**

No financial or relevant project information has changed for Village Market IGA, Inc. or Brooks and Tammy Marsh since the loan application was approved by the Illinois Finance Authority Board of Directors on August 7, 2007.

# **RESOLUTION 2007-09-02**

RESOLUTION OF THE ILLINOIS FINANCE AUTHORITY (THE AND "AUTHORITY") AUTHORIZING APPROVING THE PREPAYMENT, DEFEASANCE AND/OR REDEMPTION OF ALL OR A PORTION OF THE OUTSTANDING ILLINOIS DEVELOPMENT FINANCE **AUTHORITY** REVENUE BONDS (ADVENTIST SYSTEM/SUNBELT OBLIGATED GROUP), SERIES 2000-A; (B) THE AMENDMENT OF CERTAIN PROVISIONS OF THE TRUST INDENTURE SECURING SUCH BONDS RELATING TO THE DEBT SERVICE RESERVE FUND HELD THEREUNDER AND, IN CONNECTION THEREWITH, THE RELEASE OF CERTAIN MONEYS FROM SUCH DEBT SERVICE RESERVE FUND; (C) THE EXECUTION AND DELIVERY OF A SUPPLEMENTAL INDENTURE TO EFFECT SUCH PREPAYMENT, DEFEASANCE AND/OR REDEMPTION AND SUCH AMENDMENT AND RELEASE OF MONEYS; AND (D) CERTAIN RELATED MATTERS.

WHEREAS, the Illinois Development Finance Authority ("IDFA") has heretofore issued its Illinois Development Finance Authority Variable Rate Demand Revenue Bonds (Adventist Health System/Sunbelt Obligated Group), Series 1997-A, in the original aggregate principal amount of \$128,365,000 (the "Series 1997-A Bonds"), and its Illinois Development Finance Authority Variable Rate Revenue Bonds (Adventist Health System/Sunbelt Obligated Group), Series 1997-B (MILES), in the original aggregate principal amount of \$31,415,000 (the "Series 1997-B Bonds"); and

Whereas, a portion of the Series 1997-A Bonds, in the aggregate principal amount of \$66,420,000, was converted to fixed interest rate bonds and designated as Illinois Development Finance Authority Revenue Bonds (Adventist Health System/Sunbelt Obligated Group), Series 2000-A (the "Series 2000-A Bonds"), and a portion of the Series 1997-A Bonds in the aggregate principal amount of \$60,000,000 was converted to auction rate bonds and designated as Illinois Development Finance Authority Revenue Bonds (Adventist Health System/Sunbelt Obligated Group), Series 2000-B Periodic Auction Reset Securities (PARS<sup>sm</sup>) (the "Series 2000-B Bonds" and, together with the Series 1997-B Bonds and the Series 2000-A Bonds, the "Bonds"); and

Whereas, the Bonds were issued under, and are secured by, a Trust Indenture dated as of May 1, 1997, as heretofore supplemented by a First Supplemental Trust Indenture dated as of April 1, 2000 (collectively, the "Existing Indenture"), between the Illinois Finance Authority, as successor to IDFA, and U.S. Bank National Association, as successor trustee (the "Trustee"); and

WHEREAS, IDFA loaned the net proceeds from the original sale of the Series 1997-A Bonds and the Series 1997-B Bonds to Adventist Health System/Sunbelt, Inc., a Florida not-for-profit corporation ("Sunbelt"), pursuant to the provisions of, respectively, (i) the Loan Agreement dated as of May 1, 1997, between IDFA and Sunbelt relating to the Series 1997-A Bonds, and (ii) the Loan Agreement dated as of May 1, 1997, between IDFA and Sunbelt relating to the Series 1997-B Bonds; and

WHEREAS, MBIA Insurance Corporation (the "Bond Insurer") has issued its financial guaranty insurance policies insuring the regularly scheduled payments of principal of and interest on the Bonds; and

WHEREAS, Sunbelt desires to (a) prepay, defease and/or redeem all or a portion of the Series 2000-A Bonds (the "Defeased Series 2000-A Bonds"), (b) provide for the release of certain moneys relating to the Defeased Series 2000-A Bonds from the Debt Service Reserve Fund and (c) amend certain provisions of the Existing Indenture relating to the Debt Service Reserve Fund to permit releases therefrom in connection with future prepayments, defeasances and/or redemptions of Bonds; and

WHEREAS, Sunbelt has requested the Authority to authorize and approve the execution and delivery of a supplement to the Existing Indenture (the "Supplemental Indenture") to effect the foregoing and to provide for any related changes to the other provisions of the Existing Indenture as may be necessary or desirable in connection therewith; and

WHEREAS, the Trustee has determined that those portions of the Supplemental Indenture providing for the prepayment, redemption and/or defeasance of the Defeased Series 2000-A Bonds are, in its judgment, not to the detriment of the holders of the Bonds, and, as such, may be entered into without the consent of the holders of the Bonds; and

WHEREAS, the Trustee has been informed that those portions of the Supplemental Indenture providing for the release of moneys from the Debt Service Reserve Fund and the amendment of the provisions of the Indenture relating to future such releases will be consented to by the Bond Insurer, and, accordingly, may be entered into without the consent of the holders of the Bonds; and

WHEREAS, Sunbelt has requested that the Authority authorize and approve the execution and delivery of all other necessary documentation required to effect the foregoing; and

WHEREAS, the Authority desires to approve the matters hereinabove set forth and to authorize and approve the execution and delivery of the Supplemental Indenture and any other necessary or appropriate documentation to effect the foregoing;

NOW THEREFORE, Be It Resolved by the members of the Illinois Finance Authority, as follows:

Section 1. That the Authority hereby approves (a) the prepayment, defeasance and/or redemption of all or a portion of the Defeased Series 2000-A Bonds, (b) the release of certain moneys relating to the Defeased Series 2000-A Bonds from the Debt Service Reserve Fund and (c) the amendment of certain provisions of the Existing Indenture relating to the Debt Service Reserve Fund to permit releases therefrom in connection with future prepayments, defeasances and/or redemptions of Bonds; subject, however, to the Trustee obtaining the consent of the Bond Insurer with respect to the matters in clauses (b) and (c) above.

That the Authority is hereby authorized to enter into the Supplemental Section 2. Indenture with the Trustee, in the form to be approved by bond counsel and by counsel for the Authority; that the Chairman, the Vice Chairman, the Executive Director and the Treasurer or any person serving in any such office on an interim basis (each, an "Authorized Officer") be, and each of them hereby is, authorized, empowered and directed to execute and deliver the Supplemental Indenture in the form so approved, and the Secretary or any Assistant Secretary of the Authority be and each of them hereby is, authorized, empowered and directed to attest and to affix the official seal of the Authority to the Supplemental Indenture in the name, for and on behalf of the Authority, and thereupon to cause the Supplemental Indenture to be executed. acknowledged and delivered to the Trustee, in the form so approved; that when the Supplemental Indenture is executed and delivered on behalf of the Authority as hereinabove provided, such Supplemental Indenture will be binding on the Authority; that from and after the execution and delivery of the Supplemental Indenture, the officers, employees and agents of the Authority are hereby authorized, empowered and directed to do all such acts and things and to execute all such documents as may be necessary or desirable to carry out and comply with the provisions of the Supplemental Indenture as executed.

Section 3. That the Authorized Officers and the other members, officers, agents and employees of the Authority be, and each of them hereby is, authorized to execute and deliver such other documents, certificates, and undertakings of the Authority, and to take such other actions, including the execution of notices, written directions (including any written directions necessary to facilitate a subscription for United States Treasury Securities - State and Local Government Series), receipts, releases and other closing documents as may be necessary or desirable in connection with the execution, delivery and performance of the Supplemental Indenture and the effecting of the other matters provided for herein, all as authorized by this Resolution.

Section 4. That all acts of the officers, employees and agents of the Authority which are in conformity with the purposes and intent of this Resolution be, and the same hereby are, in all respects, ratified, approved and confirmed.

Section 5. That the provisions of this Resolution are hereby declared to be separable, and if any section, phrase or provision hereof shall for any reason be declared to be invalid, such declaration shall not affect the validity of the remainder of the sections, phrases and provisions of this Resolution.

Section 6. That all resolutions and orders, or parts thereof, in conflict herewith are hereby superseded to the extent of such conflict.

Section 7. That this Resolution shall be in full force and effect immediately upon its passage, as by law provided.

# ILLINOIS FINANCE AUTHORITY BOARD SUMMARY



Dea	1.	Jaros	Tec	hna	Ingies
Dea	1.	Jaius	TCC		105163

544 Niedringhaus Avenue, Suite B

Project Number:

V-TD-588

Venture Capital

Type: Location:

Granite City, IL

Granite City, IL 62040

Amount:

FM:

\$250,000 Christopher Vandenberg

Location.	Gramto Orty, 12			
BOARD ACTION				
Voting Record: This is the first time before the Board of Directors.				
IFA Funds at Risk?	YES: X NO: Amount: \$250,000			
	JOBS			
Current Employment: Jobs Retained:	Projected new jobs: 7 (within 18 months) N/A Construction jobs: N/A			

#### **COMPANY SUMMARY**

Jaros Technologies (<a href="www.jarostech.com">www.jarostech.com</a>), located in Granite City, Illinois, was founded in 1999 by Paul Scheibal. Mr. Scheibal built the company to offer mid-sized manufacturers customized business intelligence solutions. While larger companies offer business intelligence solutions, none adequately meet the needs of the mid-sized manufacturer. Jaros Analytics helps manufacturing companies "See the Picture, Not the Puzzle," by integrating disparate information systems to help clients make better decisions and create efficiencies, thereby increasing profitability. Governor Blagojevich mentioned Jaros in his Governor's Opportunity Returns plan for its region and in the 2005 State of State address.

With minimum capitalization, Jaros has built the first version of its product and has attracted a number of marquee customers, including: Arvin Meritor, GE Transportation, Snap-tite, Minuteman International and Juniper Networks. Jaros intends to use the current round of funding to continue commercialization and expand its sales force.

Jaros is contemplating a \$500,000 loan consisting of:

- \$250,000 loaned from IFA
- \$125,000 loaned from DCEO
- \$ 62,500 loaned from Madison County
- \$ 62,500 loaned from Jaros investors

These funds are expected to fund operations approximately 6 months. Jaros anticipates raising another round of capital to bring the company to profitability. The Company is currently in discussion with several venture firms, but the discussions are extremely preliminary.

#### **STATISTICS**

IFA Investment:\$250,000Investment Leveraged:\$250,000Pre-Money Valuation:N/APost-Money Valuation:N/A

IFA Ownership N/A
Security Type: Senior Debt
# of Shares: N/A
Price Per Share: N/A

#### TERM SHEET

The company is seeking \$500,000 from the following:

- \$250,000 loaned from IFA
- \$125,000 loaned from DCEO
- \$ 62,500 loaned from Madison County
- \$ 62,500 loaned from Jaros investors

Illinois Ventures for Community Actions will service the loan, but will not have any funds at risk in the loan. DCEO's portion will only be funded if they are appropriated funds for the project.

#### Terms of loan:

- The notes will have an interest rate of 7%. The lenders will receive 6% and Illinois Ventures for Community Actions will take a 1% servicing fee.
- The loan will be interest only for the first year, with level principal and interest payments for the following four years. Payments will be quarterly.
- All existing loans from the investors (\$800,000 will be subordinated to the existing DCEO/Madison County loan (\$400,000) and the new loan.
- 3% prepayment penalty for the first two years.
- DCEO/IFA consent is required to sell/merge the company.
- Default conditions include moving the company from Illinois, default on investor notes and other customary provisions.
- There will be an Equity Risk Premium of 8% if revenues exceed \$300,000 in the first year and \$1,000,000 any other year.

#### Loans

The company currently has outstanding loans totaling approximately \$1,200,000. The investors have \$800,000 in loans outstanding. These notes will be subordinated to the new loan and the existing \$400,000 loan from DCEO and Madison County.

#### Use of funds

Proceeds of the proposed investment will be used to scale the sales and marketing team to bring on the Vice-President, Marketing, 3 account executives, 1 sales consultant and several programmers and architects to continue development on the product.

#### Future Funding needs:

Jaros anticipates raising another round of capital in to bring the company to profitability. The company is currently in discussion with several venture firms, but the discussions are extremely preliminary.

#### Burn Rate:

The current burn rate of the company is approximately \$80,000/month. Management salaries currently are approximately \$28,000 or 35% of the monthly burn. As new employees are hired, the burn is expect to increase to approximately \$145,000.

#### Co-Investor

Illinois Ventures for Community Action (IVCA) is an organization whose membership is comprised of Community Action Agencies throughout the state. IVCA is a not-for-profit corporation whose purpose is to undertake job creation and economic development activities, and to distribute any profit therefrom to its member agencies to finance activities designed to eliminate poverty in Illinois. IVCA is a long standing associate of the Illinois Community Action Association (ICAA). ICAA along with its 40 member agencies serve the people of Illinois through programs and activities that include representation, education, information exchange, advocacy and various other services. The services provided promote the core beliefs and values of ICAA which include reducing suffering through organized structure, raising awareness of the plight of the poor, replacing despair with opportunity, focusing on people, and facilitating working together. Due to the various needs of the people of Illinois from community to community, the decision of which services are provided is made by each separate Community Action Agency. To find out more about Illinois Community Action Association and to learn about the services provided in your area, please visit them online at www.icaanet.org. NOTE: THIS IS NOT THE ILLINOIS VENTURES THE AUTHORITY NORMALLY WORKS WITH.

Department of Commerce and Economic Opportunity

Madison County

Richard Ford is a former principal and founder of Gateway Ventures, a St. Louis, MO-based venture fund. See the Key Personnel section for more detail.

#### **PRODUCT**

Jaros sells business intelligence software products as well as related implementation services. Jaros's initial two products are Jaros Analytics and Jaros Dashboard.

Jaros Analytics is a reporting and analysis solution for manufacturing companies that provides fast, easy access to historical and real-time detailed corporate data from disparate legacy systems. This enterprise software solution is unique from other business intelligence solutions because it is specifically focused on the needs of medium-sized manufacturing companies, which permits the installation time is greatly reduced. Specifically, 95% of the solution is standard and only 5% must be customized for each customer. Currently, Jaros Analytics is compatible with companies running Oracle Applications and QAD's MFG Pro. The Company is currently expanding the product to be compatible with a number of other platforms.

The completed version of Jaros Analytics consists of modules for analysis of financials, purchase orders, orders and shipments, inventory, manufacturing and costing. These areas are offered in various sub-modules. The Company is continually adding sub-modules in response to customer requests.

Jaros Dashboard is a low-cost, web-based report development and delivery tool that provides an efficient mechanism to distribute reports to employees, customers and suppliers. The tool and the associated services are with Jaros Analytics to provide the customer with a reporting tool when the customer does not currently have one. Currently, Jaros is using an OEM solution from Informatica.

#### BUSINESS MODEL/SALES CYCLE

According to IDC, the business intelligence market is growing at a compound annual growth rate of approximately 27% and is expected to be an \$11.9 billion market in 2005.

Jaros earns revenue through a combination of up-front licensing fees, annual service fees and professional services for installation of their software. Jaros has four pricing tiers: 1) below \$250M in revenues; 2) \$250-500M, 3) \$500M to \$2B, and 4) above \$2B. The price for the analytics modules range from \$25,000 to \$125,000, increasing progressively over each tier. Each user costs \$700 and \$350 per seat for the Analytics and Dashboard packages, respectively. Annual licensing fees are approximately 20% of the total.

Jaros plans to use a direct sales force to sell its product. From their experience, Jaros believes that the average sales cycle will be approximately 6-12 months. Initially, they begin by talking to low level IT or analysts. They rely on these "evangelists" to bring the solution to the "C" level executives for purchasing.

Current customers include Arvin Meritor, Minuteman International, Mitek Industries, Chromalloy and others. Below please see the existing pipeline, as provided by Jaros:

Pipeline – 1st Half 2005	Revenue Potential	Odds of Closing	Revenue Classification
Juniper Networks	35,000	100%	Support
Minuteman International	15,000	100%	Support
Mitek Industries	200,000	75%	New License and Services
Arvin Meritor	300,000	90%	New License and Services
Chromalloy	20,000	100%	Support
GE Transport (GE)	200,000	50%	Services
Ingersoll-Rand	500,000	75%	New License and Services
USP	300,000	50%	New License and Services
Lion Apparel	300,000	50%	New License and Services
Butler Manufacturing	375,000	50%	New License and Services
1st Half Potential	2,245,000		

# **KEY PERSONNEL**

# Management

Paul J. Scheibal, President and CEO - The founder and President and CEO of Jaros, Paul Scheibal has over 25 years of experience with over 10 years experience in business intelligence and data warehousing. Paul has a B.A. degree in mathematics and a B.A. degree in computer science from Southern Illinois University at Carbondale and a Master of Science degree in mathematics specializing in computer science from Southern Illinois University at Edwardsville. Paul founded Jaros Technologies in 1999 and has led many business intelligence solutions at companies like General Electric, Sigma Chemical, and Juniper Networks. Prior to 1999, Paul worked for Oracle Corporation and won many awards for performance, including "consultant of the year" in 1996 for the Oracle Central Region.

Stan Choflet, Vice President of Sales – Stan Choflet has a 19 year track record of success in sales and sales management in the high tech industry. Prior to leading sales and marketing at Jaros, Stan held sales and sales management positions at Cisco, Oracle and Amdahl during high growth periods at each of these companies. Over his career, Stan has specialized in working with large, strategic accounts and is known for his ability to win competitive accounts and open new markets. Stan's sales leadership accounted for over \$75M in sales in the 5 years prior to joining Jaros averaging over 100% annual revenue growth in his territories. Stan holds a B.S. degree in Electrical Engineering from the University of Missouri, Rolla.

Shawn Curtiss, Vice President of Marketing — Shawn comes from an early-stage enterprise software company, MetaMatrix, for over five years. In his position, he has built international brand awareness and have positioned the company as the sector leader in the press and with analyst groups. Based partly on the position, reputation, and awareness he has generated for the company, MetaMatrix has raised over \$42 million in Venture Capital. He has developed marketing programs that achieve and surpass revenue goals. Over the past five years, MetaMatrix has grown from virtually zero revenue to over \$11 million. He has developed budget-conscious programs for lead generation, awareness, market penetration and others to support the sales team.

#### **Board of Directors**

Jaros currently has a five member board of directors – 3 from the management team and 2 investor representatives. At this time, the Company does not have any independent directors but they are contemplating putting together an advisory board.

Paul Scheibal

Stan Choflet

#### **Shawn Curtiss**

Richard F. Ford - The founder of Gateway Ventures, Dick Ford has consistently demonstrated over his 30+ years of business experience a talent for identifying high growth market opportunities, assessing and motivating management, establishing strategic direction and monitoring operating performance. Although involved in a full range of investment areas, Mr. Ford has been especially active in the areas of financial services; healthcare services and products; and distribution services. He has served on the Board of Directors of many public and private companies, including CompuCom Systems (NASDAQ: CMPC), D&K Healthcare Resources (NASDAQ: DKWD), NextCare, RehabCare (NASDAQ: RHBC), Rockwood Capital Advisors, and Stifel Financial (NYSE: SF). Mr. Ford graduated from Princeton University with a B.A. degree in economics and is a graduate of the Executive Program in Business Administration of Columbia University.

Eugene M. Toombs - Eugene M. Toombs is Chairman, President, and Chief Executive Officer of MiTek, Inc. MiTek, the majority of which is owned by Berkshire Hathaway, is the world's leading supplier of engineered connector products, engineering services and design software for the building components industry with operations on five continents. Prior to being CEO and President, he was President and Chief Operating Officer since 1991, and a Corporate Vice President from 1989 when he first joined MiTek.

Prior business experience includes three years with Sonoco Products Company as a Vice President, and President of a joint venture company, and fifteen years at Boise Cascade Corporation where he held a variety of general management positions.

He serves on the Board of Directors of MiTek, TALX Corporation, Tarlton Corporation, AAA (The Automobile Club of Missouri), Boys Hope/Girls Hope, Junior Achievement, and the Metropolitan YMCA. He is a member of the Bogey Club, St. Louis Club, Greenbriar Hills Country Club, and the Longboat Key Country Club in Florida. Mr. Toombs holds a Bachelor of Science Degree from Fairleigh Dickinson University and an Executive Education Degree from Harvard Business School.

# COMPETITION

The business intelligence market is very crowded and includes a range of players from small niche companies (similar to Jaros) to large enterprise software companies. It is very difficult to identify the number of niche companies. Large players in this market include consulting companies, such as IBM and Accenture, and enterprise software companies including Cognos, Business Objects and Oracle. Each of these large players are multi-billion dollar companies. Since the manufacturing portion of this market is relatively "small," Jaros believes that these large companies would prefer to purchase smaller niche players to expand into those markets.

# Competitive Advantages:

Jaros believes that they have a competitive advantage because:

- product is relatively low cost;
- the management team understands the needs of manufacturers and have designed a unique platform in this segment;
- they provide timely access to information, resulting in better decisions and improving profitability.

# EXIT STRATEGY

Jaros expects to exit via acquisition within three to five years. The Company expects the investors to achieve a 5X return on their investment. Since the Authority is not purchasing an equity interest in the Company, it will not enjoy in this return – the return will be limited to the interest earned on the loan.

FINANCIAL PROJECTIONS				
Total Revenues COGS Gross Profit	Actual Actual 2003 2004 \$ 189,840 \$ 1,035,14 \$ (91,500) \$ (129,00) \$ 98,340 \$ 906,14	<u>) \$ (677,250) \$ (938,500</u>	2007 \$ 8,000,000 \$ 12 \$ (1,500,000) \$ (2	ojected 2008 ,000,000 ,000,000)
Total Expenses	\$(514,374) \$(1,045,14	5) \$(2,769,550) \$(4,895,135	\$ (5,250,000) \$ (7	,500,000)
Net Income	\$(416,034) \$ (139,00	5) \$ (901,800) \$ 285,365	\$ 1,250,000 \$ 2	,500,000

# CAPITALIZATION AND SALARIES

	<del></del>	
·	Total # Shares	Total % (Dil)
Investors		
Dick Ford IRA	137.5	6.18%
Kathy Ford	37.5	1.69%
J. Hord Armstrong, III	138	6.18%
Zinsmeyer Trust	163	7.30%
Patrick Behan	175	7.87%
Sam Davis, Jr.	175	7.87%
Eugene Toombs	175	7.87%
Investors Sub-Total	1,000	44.94%
Other Equity holders		
Paul Scheibal	333	14.98%
Stanley Choflet	333	14.98%
Michael Spencer	333	14.98%
Option pool	225	10.11%
Others Sub-Total	1,225	55.06%
Total	2,225	100.00%

<u>Salaries:</u>

Paul Scheibal - President/CEO (FOUNDER) Stan Choflet - Vice-President, Sales (FOUNDER) Shawn Curtiss - Vice-President, Marketing

110,000 + Commissions 108,000 + Commissions 120,000 + Commissions

# **ECONOMIC DISCLOSURE INFORMATION**

<u>Firm</u>

Location

Contact

Company

General Counsel: Accountant:

Jaros Technologies, Inc.

Granite City, IL Paul Schiebel

# LEGISLATIVE DISTRICTS

Congressional:

12 Jerry Costello

State Senate:

58 David Luechtefeld

State House:

116 Dan Reitz

	Apr 27, 05
ASSETS	
Current Assets	
Total Checking/Savings	123,085.39
Total Accounts Receivable	189,001.87
Total Other Current Assets	400.53
Total Current Assets	312,487.79
Fixed Assets	
Acc. Depr. Computers & Furniture	-66,734.78
Computers & Furniture	47,535.94
Jaros Dashboard Res & Dev	69,970.33
Acc. Amortization License	-25,682.80
License Agreement	25,682.80
Total Fixed Assets	50,771.49
TOTAL ASSETS	363,259.28
LIABILITIES & EQUITY Liabilities Current Liabilities	
Total Accounts Payable	17,410.62
Total Other Current Liabilities	
Total Current Liabilities	<u>4,844.96</u> 22,255.58
Long Term Liabilities	22,233.36
Deferred Income	59,916.78
Note Payable Investors	800,000.00
State of Illinois	400,000.00
State of Infinitions	1,259,916.7
Total Long Term Liabilities	8
Total Liabilities	1,282,172.3
Equity	ŭ
Capital Stock	3,000.00
Paid in Surplus	124,073.66
Retained Earnings	-778,795.76
Net Income	-267,190.98
Total Equity	-918,913.08
TOTAL LIABILITIES & EQUITY	363,259.28