



Village of Willowbrook

7760 Quincy Street
Willowbrook, IL 60527-5594

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AGENDA

Mayor

Robert A. Napoli

Village Clerk

Leroy R. Hansen

REGULAR MEETING OF THE FINANCE AND ADMINISTRATION COMMITTEE OF THE VILLAGE OF WILLOWBROOK TO BE HELD ON MONDAY, MAY 13, 2013, AT 6:00 P.M. AT THE VILLAGE HALL, 7760 QUINCY STREET, IN THE VILLAGE OF WILLOWBROOK, DUPAGE COUNTY, ILLINOIS.

1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF MINUTES –
 - a. March 11, 2013 Regular Meeting of the Finance and Administration Committee
4. REPORT - Monthly Disbursement Reports – March & April 2013
5. REPORT - Sales Tax, Income Tax, Utility Tax, Places of Eating Tax, Fines, Red Light Fines, Building Permits, Water Revenues, Hotel/Motel Tax and Motor Fuel Tax
6. DISCUSSION – Telephone Audit
7. VISITOR'S BUSINESS
8. COMMUNICATIONS
9. ADJOURNMENT



"A Place of American History"

MINUTES OF THE REGULAR FINANCE AND ADMINISTRATION COMMITTEE MEETING OF THE VILLAGE OF WILLOWBROOK HELD ON MONDAY, MARCH 11, 2013 AT 6:00 P.M. IN THE VILLAGE HALL, 7760 QUINCY STREET, WILLOWBROOK, ILLINOIS.

1. CALL TO ORDER

The meeting was called to order by Trustee Davi at 6:00 p.m.

2. ROLL CALL

Those present at roll call were Trustee Umberto Davi, Interim Finance Director Carrie Dittman, and Management Analyst Garrett Hummel.

3. APPROVAL OF MINUTES

Minutes of the Regular Meeting of the Finance & Administration Committee held on Monday, January 14, 2013 and Minutes of the Special Joint Meeting of the Municipal Services, Finance & Administration, and Public Safety Committees held on Wednesday, February 13, 2013 were reviewed. Motion to approve made by Trustee Davi. Motion carried.

4. Discussion - Village Employee Flexible Spending Plan - Contract with Discovery Benefits, Inc.

Director Dittman began by explaining the Village's adoption of an Internal Revenue Code Section 125 Cafeteria Plan ("125 Plan") for eligible employees. The plan allows employees to make an annual election to deduct a portion of their payroll check, pre-taxed, to be placed into a separate Flexible Spending Account (FSA). The funds can then be used to pay for eligible medical and dependent care expenses. The Village previously contracted with AFLAC to assist in the program administration of the plan. Last summer, the Village was notified of pending changes to the AFLAC program which would have required the Village to contract with yet another third-party vendor to administer the plan. At the time, the Village Attorney reviewed the draft contract document and noted objectionable language within. Although a meeting was held with AFLAC representatives in an effort to work through the language issues, in January 2013 the Village received notification from AFLAC that their services provided to us would end after February 28, 2013. In order to finish out the plan year for the employees that are currently participating in the program, the Village needed to obtain a new third-party plan administrator. The Village sought proposals from several vendors, and Discovery Benefits, Inc. (DBI) was identified by the Village's current health insurance provider (IPBC). DBI offered the lowest proposal (\$4.90 per participant, with a minimum of \$50 per month) to assist in administration of the program. Trustee Davi inquired if Attorney Hennessy reviewed the document. Director Dittman responded that he did and had no objection to the proposed terms. Director Dittman explained the contract would be voted on at tonight's meeting of the Village Board of Trustees. Trustee Davi stated he supported staff's recommendation to approve the contract.

5. REPORT - Monthly Reports - January & February 2013

The Committee reviewed and highlighted the items below for the months of January & February.

- Payroll - \$325,687 & \$273,907

- Total cash outlay for all Village funds - \$934,883 & \$717,507
- Ave. daily outlay of cash for all Village funds - \$30,158 & \$25,625
- Ave. daily expenditures for the General Fund - \$24,115 & \$18,062 (fiscal year to date average) \$19,359

6. REPORT - Sales Tax, Utility Tax, Income Tax, Places of Eating Tax, Fines, Building Permits, Water Revenues, Hotel Motel Tax and Motor Fuel Tax (year to date through February 2013)

- Sales Tax receipts - \$3,022,390 up 3.47% from the prior year

Director Dittman stated the State of Illinois is considering keeping the increases in income tax over the prior year's amount.

- Income Tax receipts - \$645,315 up 11.61% compared to the prior year

Trustee Davi inquired as to why the Income Tax receipts were coming in so high compared to the budgeted numbers. Director Dittman responded that the budgeted numbers are based on conservative projections made by the Illinois Municipal League (IML).

- Utility Tax receipts - \$960,731 up 0.90% from the prior year
- Places of Eating Tax receipts - \$391,367 up 6.50% compared to the prior year
- Fines - \$119,703 down 10.52% compared with the prior year
- Red Light Fines - Collected \$461,288 down 9.53% compared with the prior year
- Building Permit receipts - \$181,497 up 42.56% compared with the prior year
- Water Sales receipts-\$2,026,558 up 27.73% compared to the prior year
- Hotel/Motel Tax receipts - \$54,416 down 2.23% compared with the prior year
- Motor Fuel Tax receipts \$212,361 down 2.87 % compared with the prior year

7. VISITOR'S BUSINESS

There were no visitors present at the meeting.

8. COMMUNICATIONS

There were no communications received.

9. ADJOURNMENT

Motion to adjourn was made by Trustee Davi.

The meeting was adjourned at 6:27 p.m.

(Minutes transcribed by: Garrett Hummel, 4/1/13)

**VILLAGE OF WILLOWBROOK
CHECKS ISSUED
FISCAL YEAR 2012 - 2013**

<u>MONTH</u>	<u>BOARD APPROVED WARRANTS</u>	<u>NET PAYROLL</u>	<u>PAYROLL LIABILITY CHECKS & EFTPS</u>	<u>HANDWRITTEN CHECKS</u>	<u>MONTHLY TOTAL</u>
MAY	\$ 286,218.19	\$ 95,901.22	\$ 69,884.71	\$ 24,370.05	
MAY	210,460.47	103,500.02	79,955.45		\$ 870,290.11
JUNE		79,486.09	62,862.30	239,726.02 ¹	
JUNE	185,208.37	72,802.09	62,814.12		
JUNE	300,204.40	125,165.27	97,762.34		\$ 1,226,031.00
JULY	229,225.18	61,782.99	55,873.18	3,945.00	
JULY	270,645.88	124,262.78	87,622.38		\$ 833,357.39
AUG	185,104.68	63,125.83	56,928.36	3,071.15	
AUG	304,839.64	118,171.11	85,423.09		\$ 816,663.86
SEP	64,677.42	62,669.19	56,694.75	191,026.16 ²	
SEP	266,500.72	121,877.27	87,435.33		\$ 850,880.84
OCT	125,389.40	63,950.87	56,977.05		
OCT	196,943.39	116,280.31	84,409.03	1,140.50	\$ 645,090.55
NOV	157,311.23	63,983.43	56,867.72		
NOV	199,601.27	80,299.30	63,444.27		
NOV		104,754.17	86,652.16	3,394.62	\$ 816,308.17
DEC	1,149,245.81	86,280.30	67,319.36		
DEC		100,428.66	78,626.42	54,778.29 ³	\$ 1,536,678.84
JAN	365,894.66	94,561.12 ⁴	102,899.85		
JAN	187,032.26	103,810.45	80,556.18	128.00	\$ 934,882.52
FEB	174,381.64	79,683.06	65,074.04		
FEB	209,633.35	104,500.27	81,617.10	2,617.52	\$ 717,506.98
MAR	142,983.51	87,252.05	68,932.29		
MAR	192,742.99	105,093.56	82,100.86	3,855.72	\$ 682,960.98
APR	113,630.44	82,225.21	66,501.65		
APR	245,217.63	100,852.48	80,834.54	3,365.28	
APR					\$ 692,627.23
	<u>\$ 5,763,092.53</u>	<u>\$ 2,402,699.10</u>	<u>\$ 1,926,068.53</u>	<u>\$ 531,418.31</u>	<u>\$ 10,623,278.47</u>

Note 1 Payment to Willowbrook Town Center LLC, principal and interest on the TIF note

Note 2 Includes check to James D Fiala Paving, \$187,293.88, for MFT street maintenance contract

Note 3 Payment to Willowbrook Town Center LLC, remaining funds designated for sign

Note 4 Includes final payout of accumulated time to retiring Deputy Chief (\$47,940)

**VILLAGE OF WILLOWBROOK
PAYROLL - BY MONTH/YEAR
FY 2011 - FY 2013**

MONTHLY PAYROLL TOTALS ^

MONTH	FISCAL 2011	# of payrolls	FISCAL 2012	# of payrolls	FISCAL 2013	# of payrolls
MAY	\$ 346,614.01	2	\$ 320,475.00	2	\$ 299,514.62	2
JUNE	365,926.15	2	297,125.05	2	451,165.43	3
JULY	523,182.68	3	294,399.85	2	279,814.55	2
AUG	304,809.53	2	284,393.36	2	273,921.61	2
SEP	303,760.78	2	283,533.10	2	278,778.42	2
OCT	282,836.42	2	272,575.02	2	271,719.14	2
NOV	298,071.49	2	270,129.71	2	406,102.93	3
DEC	514,471.71	3	414,928.38	3	282,756.91	2
JAN	302,174.00	2	272,114.94	2	325,687.10	2
FEB	287,267.05	2	259,794.38	2	273,907.00	2
MAR	286,701.82	2	266,752.86	2	286,411.29	2
APR	282,981.74	2	257,248.79	2	273,446.41	2
AUG*	-	-	267,068.17	-	-	-
APR**	-	-	85,081.69	-	-	-
TOTAL	\$ 4,098,797.38	26	\$ 3,845,620.30	25	\$ 3,703,225.41	26
AVERAGE PAYROLL	\$ 157,646.05		\$ 139,738.82		\$ 142,431.75	
CHANGE FROM PRIOR YEAR			-11.36%		1.93%	

^ Includes gross salary and payroll taxes for active employees only

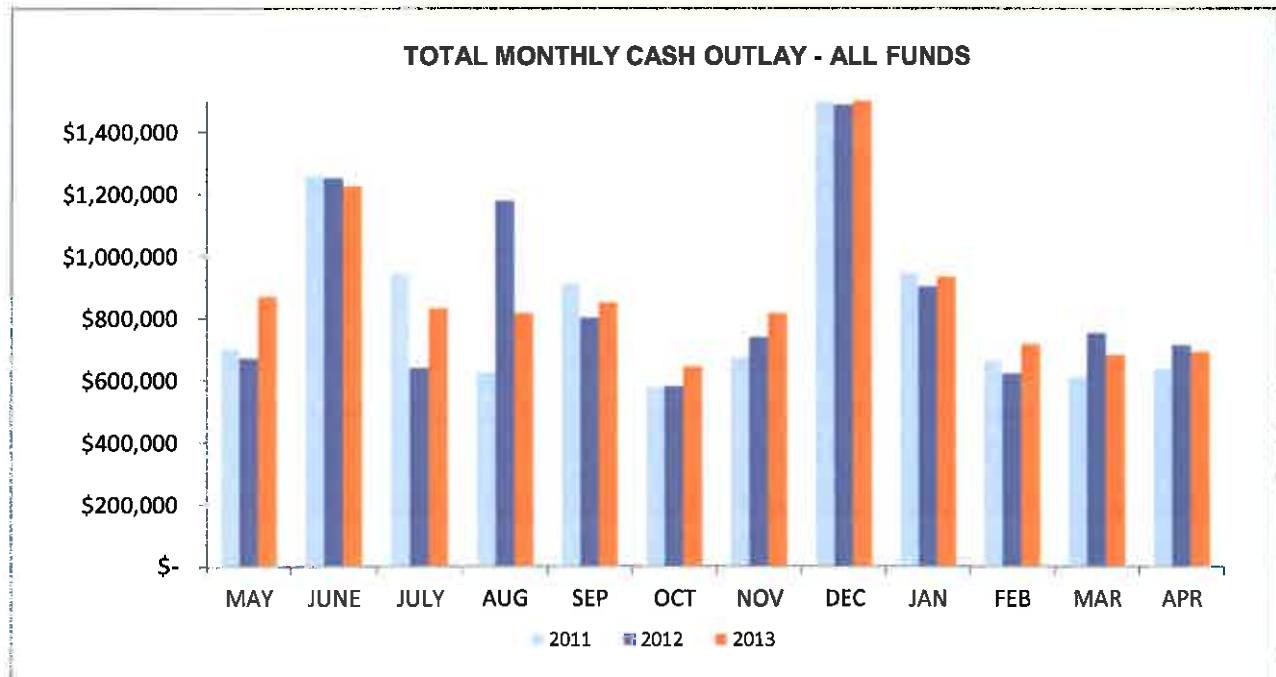
*** special payout for 3 commander retirements**

**** special payout for 1 commander retirement**



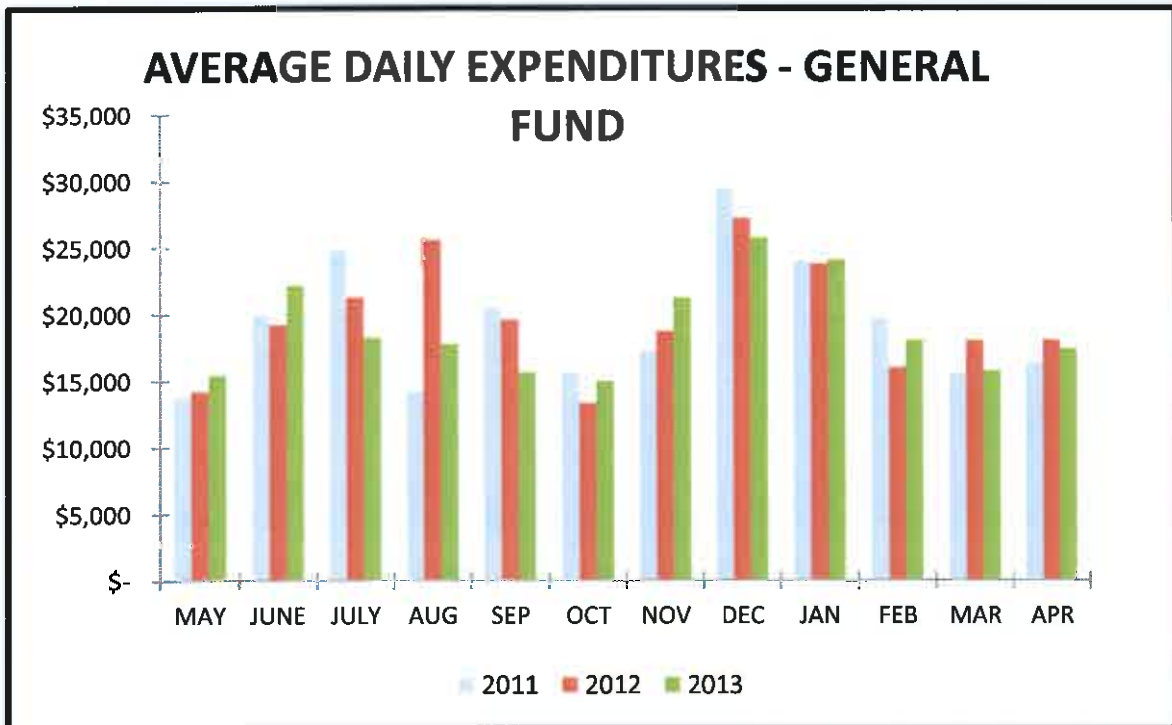
**VILLAGE OF WILLOWBROOK
CASH OUTLAY
ALL FUNDS**

MONTH	MONTHLY TOTALS			AVERAGE DAILY OUTLAY	
	FISCAL 2011	FISCAL 2012	FISCAL 2013	FISCAL 2012	FISCAL 2013
MAY	\$ 704,192.82	\$ 672,056.01	\$ 870,290.11	\$ 21,679.23	\$ 28,073.87
JUNE	1,261,116.30	1,253,014.59	1,226,031.00	41,767.15	40,867.70
JULY	948,139.17	640,846.17	833,357.39	20,672.46	26,882.50
AUG	625,998.80	1,180,026.60	816,663.86	38,065.37	26,344.00
SEP	912,530.69	801,551.97	850,880.84	26,718.40	28,362.69
OCT	579,206.24	581,568.36	645,090.55	18,760.27	20,809.37
NOV	675,875.80	739,532.86	816,308.17	24,651.10	27,210.27
DEC	1,561,643.79	1,489,481.60	1,536,678.84	48,047.79	49,570.29
JAN	948,707.28	903,734.69	934,882.52	29,152.73	30,157.50
FEB	665,207.31	623,043.33	717,506.98	22,251.55	25,625.25
MAR	611,158.50	753,458.83	682,960.98	24,305.12	22,031.00
APR	638,668.72	713,948.25	692,627.23	23,798.28	23,087.57
TOTAL	\$ 10,132,445.42	\$ 10,352,263.26	\$ 10,623,278.47		
AVERAGE	\$ 844,370.45	\$ 862,688.61	\$ 885,273.21	\$ 28,322.45	\$ 29,085.17



**VILLAGE OF WILLOWBROOK
AVERAGE DAILY EXPENDITURES
GENERAL FUND**

MONTH	FISCAL 2011	FISCAL 2012	FISCAL 2013	2013 YEAR TO DATE AVERAGE
MAY	\$ 13,861.56	\$ 14,244.09	\$ 15,479.51	\$ 15,479.51
JUNE	19,945.33	19,261.60	22,172.19	18,825.85
JULY	24,836.95	21,324.27	18,276.60	18,642.77
AUG	14,246.01	25,647.30	17,795.05	18,430.84
SEP	20,574.60	19,613.83	15,656.51	17,875.97
OCT	15,699.70	13,334.73	14,992.42	17,395.38
NOV	17,276.48	18,758.51	21,265.17	17,948.21
DEC	29,516.82	27,248.90	25,780.70	18,927.27
JAN	23,986.82	23,814.27	24,114.56	19,503.63
FEB	19,775.30	16,019.82 *	18,061.86	19,359.46
MAR	15,638.46	18,062.31	15,748.89	19,031.22
APR	16,399.40	18,087.56 *	17,417.76	18,896.77
AVERAGE	\$ 19,313.12	\$ 19,618.10	\$ 18,896.77	



*2012 EXCLUDES 1/2 of the budgeted transfer to the L.A.F.E.R Fund (\$1,582,500)

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
MUNICIPAL SALES AND USE TAXES**

MONTH	SALE						
DIST	MADE	08-09	09-10	10-11	11-12	12-13	13-14
MAY	FEB	\$ 230,603	\$ 216,102	\$ 223,555	\$ 254,811	\$ 261,216	
JUNE	MAR	254,996	252,558	281,024	296,840	308,159	
JULY	APR	250,123	239,611	259,844	281,808	288,609	
AUG	MAY	303,260	278,006	284,173	276,985	316,487	
SEPT	JUNE	294,396	284,544	314,663	318,524	336,664	
OCT	JULY	277,421	269,750	276,383	300,424	291,508	
NOV	AUG	265,822	267,033	279,375	326,134	330,699	
DEC	SEPT	263,557	253,713	260,636	296,490	300,348	
JAN	OCT	238,194	236,393	273,809	272,291	282,374	
FEB	NOV	290,210	253,516	290,009	296,763	306,325	
MARCH	DEC	313,051	339,352	355,102	387,223	377,505	
APRIL	JAN	216,559	193,834	234,660	253,944	277,850	
TOTAL		\$ 3,198,192	\$ 3,084,413	\$ 3,333,234	\$ 3,562,238	\$ 3,677,745	
MTH AVG		\$ 266,516	\$ 257,034	\$ 277,769	\$ 296,853	\$ 306,479	
BUDGET		\$ 3,327,630	\$ 3,018,750	\$ 3,121,250	\$ 3,217,250	\$ 3,493,374	\$ 3,447,000

YEAR TO DATE LAST YEAR : \$ 3,562,238
 YEAR TO DATE THIS YEAR : \$ 3,677,745
 DIFFERENCE : \$ 115,506

PERCENTAGE OF INCREASE :

3.24%

CURRENT FISCAL YEAR :

BUDGETED REVENUE: \$ 3,493,374
 PERCENTAGE OF YEAR COMPLETED : 100.00%
 PERCENTAGE OF REVENUE TO DATE : 105.28%
 PROJECTION OF ANNUAL REVENUE : \$ 3,677,745
 EST. DOLLAR DIFF ACTUAL TO BUDGET \$ 184,371
 EST. PERCENT DIFF ACTUAL TO BUDGET 5.3%

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
MUNICIPAL INCOME TAXES**

Note 1

MONTH	FISCAL YEAR					
	08-09	09-10	10-11	11-12	12-13	13-14
MAY	\$ 136,558	\$ 109,215	\$ 88,618	\$ 83,421	\$ 107,307	
JUNE	72,998	58,315	47,252	50,979	56,417	
JULY	80,810	63,492	66,409	66,040	72,448	
AUG	47,120	43,220	43,538	45,433	45,462	
SEPT	45,302	41,268	44,649	43,732	45,094	
OCT	80,573	63,593	64,893	69,459	71,005	
NOV	50,322	47,913	48,838	44,235	53,652	
DEC	39,197	37,663	54,012	41,649	44,277	
JAN	66,189	66,203	61,577	61,880	68,634	
FEB	83,223	70,164	76,096	71,344	81,019	
MARCH	45,104	43,415	37,954	47,598	45,430	
APRIL	69,633	67,732	65,293	73,904	78,886	
TOTAL	\$ 817,028	\$ 712,193	\$ 699,127	\$ 699,674	\$ 769,631	
MTH AVG	\$ 68,086	\$ 59,349	\$ 58,261	\$ 58,306	\$ 64,136	
BUDGET	\$ 827,200	\$ 791,786	\$ 686,000	\$ 686,000	\$ 646,306	\$ 725,760

Boxed Numbers - Village has not yet received distribution

Note 1 Village's population decreased from 8,967 to 8,540 beginning June 2011

YEAR TO DATE LAST YEAR: \$ 699,674

YEAR TO DATE THIS YEAR: \$ 769,631

DIFFERENCE: \$ 69,957

PERCENTAGE CHANGE: **10.00%**

BUDGETED REVENUE: \$ 646,306

PERCENTAGE OF YEAR COMPLETED : 100.00%

PERCENTAGE OF REVENUE TO DATE : 119.08%

PROJECTION OF ANNUAL REVENUE : \$ 769,631

EST. DOLLAR DIFF ACTUAL TO BUDGET \$ 123,325

EST. PERCENT DIFF ACTUAL TO BUDGET **19.1%**

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
MUNICIPAL UTILITY TAXES**

Telecommunications Tax - 6%
Nicor & Com-Ed - 5%

MONTH	FISCAL YEAR					
	08-09	09-10	10-11	11-12	12-13	13-14
MAY	\$ 122,356	\$ 126,617	\$ 118,228	\$ 103,407	\$ 93,102	
JUNE	108,238	79,181	93,026	90,897	117,206	
JULY	97,834	110,478	90,884	91,865	87,823	
AUG	100,065	89,919	109,099	96,906	101,980	
SEPT	123,794	95,178	107,010	105,187	97,521	
OCT	114,254	91,793	100,333	87,792	91,554	
NOV	32,396	89,181	78,547	88,869	84,535	
DEC	154,628	84,202	86,799	85,543	85,580	
JAN	112,402	101,205	97,316	99,304	95,118	
FEB	139,420	112,119	115,615	102,349	106,312	
MARCH	115,788	121,849	99,953	99,574	106,527	
APRIL	95,881	91,022	115,470	94,549	101,146	
TOTAL	\$ 1,317,058	\$ 1,192,747	\$ 1,212,279	\$ 1,146,243	\$ 1,168,404	
MTH AVG	\$ 109,755	\$ 99,396	\$ 101,023	\$ 95,520	\$ 97,367	
BUDGET	\$ 1,247,500	\$ 1,337,500	\$ 1,150,000	\$ 1,197,000	\$ 1,163,633	\$ 1,160,000

YEAR TO DATE LAST YEAR: \$ 1,146,243

YEAR TO DATE THIS YEAR: \$ 1,168,404

DIFFERENCE: \$ 22,161

PERCENTAGE CHANGE:

1.93%

BUDGETED REVENUE: \$ 1,163,633

PERCENTAGE OF YEAR COMPLETED : 100.00%

PERCENTAGE OF REVENUE TO DATE : 100.41%

PROJECTION OF ANNUAL REVENUE : \$ 1,168,404

EST. DOLLAR DIFF ACTUAL TO BUDGET \$ 4,771

EST. PERCENT DIFF ACTUAL TO BUDGET **0.4%**

VILLAGE OF WILLOWBROOK
UTILITY TAX
COMMONWEALTH EDISON
CASH BASIS

	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013
MAY	\$ 34,669	\$ 27,032	\$ 35,414	\$ 41,112	\$ 32,329	\$ 28,101	\$ 38,971	\$ 39,884
JUNE	32,603	40,255	28,095	37,629	31,126	35,646	33,900	42,108
JULY	39,259	38,655	45,542	33,606	35,583	39,254	35,802	39,020
AUG	50,903	45,036	46,221	47,587	39,638	49,507	45,121	54,686
SEPT	52,408	51,813	44,119	47,277	41,828	54,853	55,597	49,745
OCT	46,020	43,409	45,661	42,724	33,092	47,193	37,872	43,915
NOV	38,827	34,006	38,041	35,236	33,023	34,807	36,682	33,992
DEC	27,627	29,171	40,257	33,882	31,108	32,056	32,290	33,963
JAN	48,821	45,538	37,135	39,057	38,627	36,609	38,464	37,255
FEB	41,590	32,550	50,896	52,466	46,059	45,953	37,527	44,114
MAR	39,256	49,234	38,533	36,645	40,000	37,219	39,185	42,121
APR	37,009	38,260	36,499	39,795	34,524	38,222	35,722	37,773
TOTAL:	\$ 488,990	\$ 474,960	\$ 486,412	\$ 487,017	\$ 436,937	\$ 479,420	\$ 467,133	\$ 498,596

YTD PRIOR YEAR

\$ 467,133

YTD CURRENT YEAR

\$ 498,596

DIFFERENCE

\$ 31,463

PERCENTAGE CHANGE

6.7%

VILLAGE OF WILLOWBROOK
 UTILITY TAX
 NORTHERN ILLINOIS GAS
 CASH BASIS

	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013
MAY	\$ 19,304	\$ 20,587	\$ 22,735	\$ 29,751	\$ 17,366	\$ 18,437	\$ 19,268	\$ 11,020
JUNE	11,951	10,813	14,685	21,020	11,184	10,627	13,321	7,277
JULY	7,140	5,965	7,851	14,857	7,056	7,075	8,716	5,609
AUG	5,314	5,125	6,184	10,068	6,943	6,842	6,871	5,318
SEPT	5,701	4,915	5,310	8,470	6,089	6,016	5,190	5,214
OCT	5,889	4,639	5,496	7,816	5,384	6,237	5,141	5,450
NOV	8,423	7,218	7,600	9,111	7,168	6,763	6,975	6,591
DEC	14,205	10,396	10,447	13,377	9,653	8,859	10,035	10,121
JAN	27,373	15,850	18,243	22,887	15,511	16,170	15,217	14,119
FEB	39,054	21,115	27,469	32,441	26,774	24,393	20,479	19,476
MAR	36,422	28,078	36,398	32,452	31,709	26,521	20,614	22,616
APR	29,395	30,298	38,429	24,545	26,718	24,038	15,881	21,834
TOTAL:	\$ 210,171	\$ 165,001	\$ 200,847	\$ 226,794	\$ 171,556	\$ 161,977	\$ 147,709	\$ 134,645

YTD PRIOR YEAR

\$ 147,709

YTD CURRENT YEAR

\$ 134,645

DIFFERENCE

\$ (13,064)

PERCENTAGE CHANGE

-8.8%

VILLAGE OF WILLOWBROOK
SIMPLIFIED TELECOMMUNICATION TAX
CASH BASIS

	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013
MAY	\$ 45,110	\$ 49,570	\$ 41,821	\$ 53,612	\$ 52,377	\$ 44,972	\$ 45,168	\$ 42,198
JUNE	57,434	43,820	50,750	51,957	48,525	47,223	44,146	68,291
JULY	52,714	39,863	54,808	45,389	57,126	45,025	47,817	43,194
AUG	51,970	46,611	51,079	52,629	43,809	46,506	45,385	42,446
SEPT	52,590	46,531	47,442	54,696	47,730	46,612	44,870	43,089
OCT	49,157	50,685	51,648	55,679	53,788	47,373	45,249	42,717
OCT				9,718 Laq.				
NOV	49,695	38,789	37,828	50,367	49,640	37,447	45,682	44,479
DEC	55,024	52,209	55,182	48,286	43,911	46,354	43,687	42,474
JAN	49,015	42,500	40,999	50,887	47,537	45,007	46,094	44,272
FEB	48,277	46,904	52,013	54,513	39,757	45,269	44,813	43,250
MAR	40,626	43,655	80,497	47,629	50,611	36,213	40,246	42,291
APR	40,626	56,485	46,258	56,542	56,969	53,210	43,417	42,541
TOTAL:	\$ 592,239	\$ 557,623	\$ 610,325	\$ 631,904	\$ 591,780	\$ 541,210	\$ 536,574	\$ 541,242

YTD PRIOR YEAR

\$ 536,574

YTD CURRENT YEAR

\$ 541,242

DIFFERENCE

\$ 4,667

PERCENTAGE CHANGE

0.9%

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
PLACES OF EATING TAXES**

MONTH	Fiscal Year					
	08-09	09-10	10-11	11-12	12-13	13-14
MAY	\$ 30,594	\$ 29,944	\$ 32,607	\$ 34,339	\$ 37,421	
JUNE	34,157	33,653	34,583	36,544	37,754	
JULY	34,835	33,203	38,304	38,639	41,944	
AUG	33,466	29,099	35,728	37,829	38,115	
SEPT	33,677	33,001	33,184	39,218	40,801	
OCT	31,402	30,393	33,204	36,492	40,227	
NOV	29,490	28,801	33,296	38,018	36,097	
DEC	34,843	33,252	35,058	34,652	39,700	
JAN	30,400	31,980	38,456	39,065	43,449	
FEB	25,755	29,015	32,964	32,687	35,859	
MARCH	25,521	29,353	32,029	34,986	34,674	
APRIL	32,638	35,520	35,620	38,362	41,294	
TOTAL	\$ 376,777	\$ 377,215	\$ 415,036	\$ 440,831	\$ 467,335	
MTH AVG	\$ 31,398	\$ 31,435	\$ 34,586	\$ 36,736	\$ 38,945	
BUDGET	\$ 455,900	\$ 380,000	\$ 404,500	\$ 429,500	\$ 450,581	\$ 450,000

YEAR TO DATE LAST YEAR: \$ 440,831
YEAR TO DATE THIS YEAR: \$ 467,335
DIFFERENCE: \$ 26,504

PERCENTAGE OF INCREASE: **6.01%**

BUDGETED REVENUE: \$ 450,581
PERCENTAGE OF YEAR COMPLETED : 100.00%
PERCENTAGE OF REVENUE TO DATE : 103.72%
PROJECTION OF ANNUAL REVENUE : \$ 467,335
EST. DOLLAR DIFF ACTUAL TO BUDGET \$ 16,754
EST. PERCENT DIFF ACTUAL TO BUDGET **3.7%**

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
FINES**

MONTH DIST	FISCAL YEAR					
	08-09	09-10	10-11	11-12	12-13	13-14
MAY	\$ 18,490	\$ 14,846	\$ 19,578	\$ 20,475	\$ 12,129	
JUNE	25,506	14,647	16,689	16,315	16,141	
JULY	20,044	16,868	19,660	8,068	11,302	
AUG	13,194	20,157	14,809	15,404	5,385	
SEPT	24,717	14,024	14,196	7,275	14,236	
OCT	16,446	15,004	16,237	17,071	14,533	
NOV	14,484	13,858	14,719	13,517	8,246	
DEC	12,977	20,463	11,482	12,229	6,560	
JAN	14,742	13,669	21,297	12,321	20,660	
FEB	22,841	8,980	10,232	11,103	10,511	
MARCH	17,651	26,922	13,255	16,448	14,546	
APRIL	13,946	16,869	16,761	15,010	15,063	
TOTAL	\$ 215,037	\$ 196,308	\$ 188,916	\$ 165,235	\$ 149,312	
MTH AVG	\$ 17,920	\$ 16,359	\$ 15,743	\$ 13,770	\$ 12,443	
BUDGET	\$ 190,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 160,000	\$ 145,000

YEAR TO DATE LAST YEAR : \$ 165,235
 YEAR TO DATE THIS YEAR : \$ 149,312
 DIFFERENCE : \$ (15,923)

PERCENTAGE CHANGE

-9.64%

BUDGETED REVENUE: \$ 160,000
 PERCENTAGE OF YEAR COMPLETED : 100.00%
 PERCENTAGE OF REVENUE TO DATE : 93.32%
 PROJECTION OF ANNUAL REVENUE : \$ 149,312
 EST. DOLLAR DIFF ACTUAL TO BUDGET \$ (10,688)
 EST. PERCENT DIFF ACTUAL TO BUDGET -6.68%

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
RED LIGHT FINES**

MONTH DIST	FISCAL YEAR				
	09-10	10-11	11-12	12-13	13-14
MAY		\$ 51,750	\$ 19,700	\$ 49,631	
JUNE		80,350	39,300	54,120	
JULY		67,733	39,925	56,500	
AUG		78,955	61,985	54,325	
SEPT	\$ 300	53,880	68,241	35,300	
OCT	46,720	42,786	83,294	46,200	
NOV	39,000	45,760	88,200	46,037	
DEC	29,900	65,285	39,855	41,645	
JAN	30,425	57,064	34,805	41,395	
FEB	19,550	27,980	34,577	36,135	
MARCH	29,850	26,810	19,223	44,325	
APRIL	32,550	19,005	29,058	50,900	
TOTAL	\$ 228,295	\$ 617,358	\$ 558,163	\$ 556,513	
MTH AVG	\$ 28,537	\$ 51,447	\$ 46,514	\$ 46,376	
BUDGET		\$ 484,400	\$ 511,000	\$ 540,000	\$ 540,000

YEAR TO DATE LAST YEAR : \$ 558,163
 YEAR TO DATE THIS YEAR : \$ 556,513
 DIFFERENCE : \$ (1,650)

PERCENTAGE CHANGE:

-0.30%

BUDGETED REVENUE: \$ 540,000
 PERCENTAGE OF YEAR COMPLETED : 100.00%
 PERCENTAGE OF REVENUE TO DATE : 103.06%
 PROJECTION OF ANNUAL REVENUE : \$556,513
 EST. DOLLAR DIFF ACTUAL TO BUDGET \$16,513
 EST. PERCENT DIFF ACTUAL TO BUDGET 3.1%

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
BUILDING PERMITS**

MONTH	08-09	09-10	10-11	11-12	12-13	13-14
MAY	\$ 8,902	\$ 6,747	\$ 35,989	\$ 5,770	\$ 33,084	
JUNE	24,081	5,795	8,399	6,527	30,569	
JULY	48,954	7,103	19,396	8,640	11,472	
AUG	12,833	9,710	17,824	9,921	14,433	
SEPT	12,149	7,255	47,342	17,688	28,145	
OCT	5,942	30,335	16,986	6,235	6,068	
NOV	14,481	3,976	3,277	27,435	8,391	
DEC	4,384	32,902	6,864	31,298	14,215	
JAN	6,957	23,015	12,160	6,734	27,202	
FEB	1,284	3,766	13,567	7,062	7,918	
MARCH	380	18,445	10,207	31,730	19,167	
APRIL	1,565	18,870	28,150	18,959	32,909	
TOTAL	\$ 141,912	\$ 167,920	\$ 220,161	\$ 177,999	\$ 233,573	
MTH AVG	\$ 11,826	\$ 13,993	\$ 18,347	\$ 14,833	\$ 19,464	
BUDGET	\$ 375,000	\$ 150,000	\$ 100,000	\$ 150,000	\$ 110,000	\$ 150,000

YEAR TO DATE LAST YEAR: \$ 177,999
 YEAR TO DATE THIS YEAR: \$ 233,573
 DIFFERENCE: \$ 55,574

PERCENTAGE OF CHANGE: 31.22%

BUDGETED REVENUE: \$ 110,000
 PERCENTAGE OF YEAR COMPLETED : 100%
 PERCENTAGE OF REVENUE TO DATE : 212%

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
WATER SALES REVENUE**

MONTH	Note 1			Note 2		Note 3	
	08-09	09-10	10-11	11-12	12-13	13-14	
MAY	\$ 132,976	\$ 119,740	\$ 116,873	\$ 148,758	\$ 156,504		
JUNE	154,198	148,867	164,898	170,028	205,606		
JULY	110,827	105,374	128,685	145,972	178,786		
AUG	169,951	153,176	183,532	183,885	309,555		
SEPT	187,916	173,672	209,281	202,519	286,089		
OCT	122,200	116,842	141,587	134,151	172,100		
NOV	157,092	146,601	181,635	167,590	208,056		
DEC	149,509	144,694	176,935	171,271	204,008		
JAN	103,885	95,371	117,392	118,494	139,217		
FEB	122,073	116,663	143,020	143,906	166,637		
MARCH	143,768	130,119	162,372	163,023	188,447		
APRIL	101,799	101,335	113,064	136,026	134,770		
TOTAL	\$ 1,656,192	\$ 1,552,453	\$ 1,839,273	\$ 1,885,623	\$ 2,349,775		
MTH AVG	\$ 138,016	\$ 129,371	\$ 153,273	\$ 157,135	\$ 195,815		
BUDGET	\$ 1,800,000	\$ 1,800,000	\$ 1,931,868	\$ 1,831,500	\$ 2,318,242	\$ 2,898,948	

Note 1- 20% rate increase effective 5/1/10

Note 2- 20% rate increase effective 3/1/12

Note 3- 25% rate increase effective 5/1/13

YEAR TO DATE LAST YEAR:	\$ 1,885,623
YEAR TO DATE THIS YEAR:	\$ 2,349,775
DIFFERENCE:	\$ 464,152

PERCENTAGE OF INCREASE: 24.62%

BUDGETED REVENUE:	\$ 2,318,242
PERCENTAGE OF YEAR COMPLETED :	100.00%
PERCENTAGE OF REVENUE TO DATE :	101.36%
PROJECTION OF ANNUAL REVENUE :	\$ 2,292,016
EST. DOLLAR DIFF ACTUAL TO BUDGET	\$ (26,226)
EST. PERCENT DIFF ACTUAL TO BUDGET	-1.13%

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
MUNICIPAL HOTEL/MOTEL TAXES**

MONTH	Note 1			Note 2, 3		Note 4, 5
	08-09	09-10	10-11	11-12	12-13	13-14
MAY	\$ 7,589	\$ 5,657	\$ 6,553	\$ 4,355	\$ 4,516	
JUNE	8,425	5,533	4,907	4,226	4,918	
JULY	9,137	6,650	6,872	6,196	8,271	
AUG	8,988	6,046	5,173	10,959	4,947	
SEPT	8,153	6,432	3,526	4,664	6,041	
OCT	8,114	6,155	10,625	6,463	11,030	
NOV	7,246	6,038	3,986	9,154	3,508	
DEC	5,616	4,566	2,325	5,428	5,611	
JAN	4,483	3,728	8,182	2,267	2,268	
FEB	1,898	3,269	1,755	1,945	3,306	
MARCH	2,160	3,056	5,505	4,123	3,634	
APRIL	1,582	2,170	2,262	8,077	5,049	
TOTAL	\$ 73,392	\$ 59,299	\$ 61,671	\$ 67,857	\$ 63,099	
MTH AVG	\$ 6,116	\$ 4,942	\$ 5,139	\$ 5,655	\$ 5,258	
BUDGET	\$ 92,000	\$ 80,000	\$ 72,000	\$ 61,000	\$ 62,220	\$ 64,386

Note 1 - Village received 3 months Holiday Inn Tax (Jan-March) in August 2010.

Note 2 - The Holiday Inn paid their June & July tax in August 2011.

Note 3 - The Holiday Inn made payments for Jan, Feb & March 2012 during April 2012

Note 4 - The Holiday Inn made payments for May & June 2012 during July 2012

Note 5 - The Holiday Inn made payments for Aug & Sept 2012 during Oct 2012

YEAR TO DATE LAST YEAR: \$ 67,857
 YEAR TO DATE THIS YEAR: \$ 63,099
 DIFFERENCE: \$ (4,758)

PERCENTAGE CHANGE: **-7.01%**

BUDGETED REVENUE: \$ 62,220
 PERCENTAGE OF YEAR COMPLETED : 100.00%
 PERCENTAGE OF REVENUE TO DATE : 101.41%
 PROJECTION OF ANNUAL REVENUE : \$ 63,099
 EST. DOLLAR DIFF ACTUAL TO BUDGET \$ 879
 EST. PERCENT DIFF ACTUAL TO BUDGET **1.4%**

**VILLAGE OF WILLOWBROOK
FINANCIAL REPORT
MOTOR FUEL TAX**

Note 1

Note 2

Note 3

MONTH DIST	FISCAL YEAR					
	08-09	09-10	10-11	11-12	12-13	13-14
MAY	\$ 20,073	\$ 17,906	\$ 19,451	\$ 18,507	\$ 16,579	
JUNE	23,369	24,456	18,819	18,156	18,468	
JULY	17,743	13,011	17,787	16,894	15,557	
AUG	19,654	21,587	19,278	57,601	18,180	
SEPT	17,930	18,137	18,752	18,325	18,222	
OCT	16,431	14,867	21,587	16,417	54,763	
NOV	22,339	15,108	54,756	18,240	17,307	
DEC	15,241	24,523	26,793	19,269	18,450	
JAN	21,779	18,456	21,584	17,963	17,678	
FEB	21,469	21,440	20,892	17,273	17,157	
MARCH	20,913	16,884	16,823	17,604	14,579	
APRIL	19,224	18,391	19,105	17,123	17,253	
TOTAL	\$ 236,163	\$ 224,766	\$ 275,626	\$ 253,372	\$ 244,193	
MTH AVG	\$ 19,680	\$ 18,731	\$ 22,969	\$ 21,114	\$ 20,349	
BUDGET	\$ 259,150	\$ 240,316	\$ 214,800	\$ 226,865	\$ 222,328	\$ 205,814

Note 1, 2, 3 - Special distribution of \$38,941, IL Capital Bill (non-recurring)

YEAR TO DATE LAST YEAR : \$ 253,372
 YEAR TO DATE THIS YEAR : \$ 244,193
 DIFFERENCE : \$ (9,179)

PERCENTAGE OF CHANGE: **-3.62%**

BUDGETED REVENUE: \$ 222,328
 PERCENTAGE OF YEAR COMPLETED : 100.00%
 PERCENTAGE OF REVENUE TO DATE : 109.83%
 PROJECTION OF ANNUAL REVENUE : \$ 244,193
 EST. DOLLAR DIFF ACTUAL TO BUDGET \$ 21,865
 EST. PERCENT DIFF ACTUAL TO BUDGET **9.8%**

**FINANCE & ADMINISTRATION COMMITTEE MEETING
AGENDA ITEM SUMMARY SHEET**

AGENDA ITEM DESCRIPTION

DISCUSSION – TELECOMMUNICATION AUDIT SERVICES

COMMITTEE REVIEW

- Finance/Administration
- Municipal Services
- Public Safety

Meeting Date:

May 13, 2013

- | | |
|---|--|
| <input checked="" type="checkbox"/> Discussion Only
<input type="checkbox"/> Seeking Feedback
<input type="checkbox"/> Regular Report | <input checked="" type="checkbox"/> Approval of Staff Recommendation (for consideration by Village Board at a later date)
<input type="checkbox"/> Approval of Staff Recommendation (for <u>immediate</u> consideration by Village Board)
<input type="checkbox"/> Report/documents requested by Committee |
|---|--|

BACKGROUND

In September 2006, the Village Board approved a contract with MidCo, Inc. to provide the Village with a new phone system. At this time, the Village contracted with Wilson Consulting to analyze the Village's telephone needs and make recommendations with respect to what types of telephone service contracts the Village should enter into. Using Wilson Consulting's recommendation, the Village entered into 3-year contracts with AT&T for various telephone services. These contracts were renewed in 2009/10 for another 3-year term.

With the contracts expiring this year, the Village contacted AT&T about renewing. AT&T explained the Village's current services have become outdated and are being phased out. Staff contacted several telephone service consulting companies to get quotes for a review of the Village's telecommunication services and for service recommendations moving forward. Staff met with Digicomm Communication Consultants (a wholly owned subsidiary of MidCo, Inc.), Platinum Communications Group, and Wilson Consulting.

REQUEST FOR FEEDBACK (if any)

The following is a breakdown of the quotes received by the Village:

- 1) **Platinum Communications Group (PCG):** PCG will examine the Village's telecommunication accounts for the purpose of determining overcharges. If any overcharges are found, PCG will negotiate with AT&T to have the overcharges removed and obtain refunds/credits for past overcharges. Any recovered overcharges would be split 50/50 with PCG. PCG will also examine the Village's future telecommunication needs and make a recommendation with respect to the Village's next round of contracts. PCG has agreed to waive their fee for the recommendation portion of their service.
- 2) **Digicomm Communication Consultants:** Digicomm will examine the Village's telecommunication accounts for the purpose of determining overcharges. If any overcharges are found, Digicomm will negotiate with AT&T to have the overcharges removed and obtain refunds/credits for past overcharges. Any recovered overcharges would be split 50/50 with Digicomm. Digicomm will also examine the Village's future telecommunication needs and make a recommendation with respect to the Village's next round of contracts. Digicomm's fee, if the Village chooses to adopt their recommendation, is 50% of the first year's net savings.
- 3) **Wilson Consulting:** Wilson Consulting will examine the Village's telecommunication accounts for the purpose of determining overcharges. If any overcharges are found, Wilson Consulting will negotiate with AT&T to have the overcharges removed and obtain refunds/credits for past overcharges. Wilson Consulting will also examine the Village's future telecommunication needs and make a recommendation with respect to the Village's next round of contracts. Unlike the previous two proposals, Wilson Consulting offered a flat fee not to exceed \$1,690.

STAFF RECOMMENDATION

Staff recommends Proposal 1. The fee structure is favorable in that the Village is paying the consultant through realized savings and not out of the budget.



PLATINUM communications group

As of 3/8, 2013, Village of Willowbrook ("Client") retains Platinum Communications Group ("PCG") to act as their consultant and provide written recommendations that reduce the Client's costs/bills in the following areas:

- Local Phone Service, Long Distance/Toll Free, Internet, Wireless/Cellular, Data Service, Other

- I. The undersigned, for themselves, their successors, grantees, transferees and assigns (hereinafter called Client), having entered into an agreement in writing this date with PCG to serve as consultant for my telecommunication services.
II. Client agrees not make any changes for eight (8) weeks from the date of this agreement to any services being reviewed.
III. PCG agrees to examine Client telecommunication accounts for the purpose of determining overcharges, which may now exist, or have existed on previous billings.
IV. RECOVERED CHARGES: Client agrees to pay PCG Fifty percent (50%) of all recovered overcharges in the form of refund(s) or credit(s).
V. FUTURE BILLING REDUCTIONS: If PCG finds savings and makes recommendations that the Client chooses not to accept, the Client owes PCG nothing.
VI. FEES PAYMENT: 50% of the fee is due upon acceptance or implementation of the recommendation(s).
VII. TERM: The term of this agreement shall be two (2) years.
VIII. COOPERATION: PCG will implement recommendations and the Client shall give its full cooperation to PCG in completing any forms, providing required information, as well as copies of appropriate documented backup in a timely manner.
IX. PLATINUM COMMUNICATIONS GROUP INC PROPRIETARY INFORMATION: It is agreed that the recommendations of PCG are proprietary information to PCG and will constitute confidential information of PCG.
X. DEFAULT: In the event Client fails to pay PCG its fee, the Client shall be responsible for any fee from any collection cost, court cost and reasonable attorney's fees incurred in connection with any monies due PCG.
XI. GOVERNING LAW: Both parties agree that the laws of Illinois shall govern this agreement.
XII. EXCLUSIONS AND COMMENTS: PCG agrees to waive the recommendation fee (50% of the first year's net savings) described in paragraph V and VI while still providing the service outlined in paragraph V.
XIII. The people listed below warrant that they have they the authority to sign this agreement and that this agreement is the entire agreement made between both parties and replaces any and all understandings both verbal and written. Any changes to this agreement must be agreed to in writing by both parties. Fax copies will be accepted by both parties.

CLIENT
BY:
TITLE:
DATE:

PLATINUM COMMUNICATIONS GROUP INC.
BY:
TITLE: VP
DATE: 3/8/2012



LETTER OF AUTHORIZATION

Telecommunications Provider Representative:

This letter provides authorization for the release of information related to the telephone service account(s) listed below. I authorize Platinum Communications Group, Inc. to obtain detailed records of all contractual obligations, network services, equipment, bills, traffic and usage detail reports. This authorization shall remain in irrevocable effect for a period of 24 months.

Authorized by (Print Name)

Signature

Date

Title (if Applicable)

E-Mail

() _____
Main Telephone Number

Account Billing Name

Please Fax to:

Platinum Communications Group: 636-305-0515

Street Address

City State Zip

() _____
Other Billing Telephone Number

() _____
Other Billing Telephone Number

() _____
Other Billing Telephone Number

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Other Billing Telephone Number

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Other Billing Telephone Number



Our First Step:



We analyze:

- Incorrect Rates
- Incorrect Taxes
- Billing Increments
- Answer Supervision
- Late Fees
- Double Billing
- Disconnected Service
- Service Agreements
- Contracts
- Line Configurations
- USOC Codes
- Penalties
- The list goes on and on...

These and many other problems occur in the majority of companies we meet with. Let Platinum help you to become one of the few companies today that is not being overcharged for their communications services.

We will look at up to two years of your communications invoices.

One of our auditors will extensively look at up to two years of your communications invoices.

If an overcharge is discovered, the auditor will work directly with the carrier in question and have any and all overcharges rectified. Our auditor will then have the carrier send a check directly to your company for the overcharge. If the overcharge was a monthly occurrence, the auditor will look at your next 2 invoices to ensure that the problem does not return. At Platinum, our goal is to rectify and eliminate all billing errors for your company.



No cost unless we recover money for your company.

Platinum will not charge your company a fee unless we successfully recover money.

Your company spite whatever overcharges we recover from the carriers on your behalf.

Example:

Money Recovered	\$ 10,000
Platinum Fee	\$ 9,000
Net to your Company	\$ 9,000



Our Second Step:



We reduce:

- Line Charges
- Taxes
- Billing Increments
- Rate Per Minute
- Contract Terms
- Contract Rates
- Pic Charges
- 800 Fees
- Account Code Fees
- Monthly Account Fees
- Bus. Many Other Areas.

Tired of not getting the **BEST RATE** your carrier has to offer?

The second part of our service examines the rate structure currently provided by your carrier(s). Platinum's staff of auditors and tariff attorneys have access to every rate plan being offered by each of your current carriers. We compare these against your company's current rate plan to determine areas for improvement. Once these areas are identified, we negotiate with your existing carriers to gain access to the most cost effective plan on your behalf. We will then meet with you to present our recommendations for your approval before implementation. Because our fees are based on savings to your company, you can have peace of mind knowing that you are receiving the best rates available. Let Platinum work hard to make sure that you have the best programs with your current providers both today and into the future.



As your partner in telecommunications, we will assist you with negotiating and implementing the best rates your current provider(s) have to offer.

No cost unless your company accepts our recommendation.

There is no charge to your company for this part of our service unless your company implements our recommendation within twenty four months. In addition, our fees are only based on the first years savings. All subsequent years savings belong to your company.

For this service, Platinum splits the savings for only the first year after implementation.

Example illustrating a three year program that reduces costs from \$20,000 per year to \$15,000 per year:

Previous 3 Year Total	\$60,000
New 3 Year Total	\$45,000
Gross 3 Year Savings	\$15,000
Platinum Fees*	<\$2,500>
3 Year Net Savings	\$12,500

* Fees based only on 1/2 of first years savings
 \$20,000 - \$15,000 = \$5,000 * 50% = \$2,500



Our Third Step:



Our solution may include:

- Lower Rates, Lower Billing Increments, Eliminated local calls cost
- Consolidated Billing
- Disaster Recover
- Faster Data Speeds
- Upgraded Telephony
- Minimum Term Contracts
- Computer Telephony Integration
- Free Carrier Installation
- Voice Over IP
- Plus Many More Possibilities

What is the best carrier for my company's communications needs?

What if there is a better provider for your company's specific needs? While saving money is important, in many times the proper application for your company's needs is overlooked. In our third step, one of our Senior Consultants will prepare a custom tailored solution for your company's communications needs by evaluating what the entire industry has to offer. After identifying the best application for your company, your consultant will negotiate the most aggressive pricing with the new carrier(s). We then prepare the final report illustrating our application along with the financial impact it has on your company. If our recommendations are accepted by your company, Platinum will oversee every aspect of implementation to ensure a smooth transition.

No cost unless recommendations are implemented.

Platinum will not charge your company a fee unless our recommendations are implemented within twenty four months. In addition, our fees are only based on splitting the first years savings. All savings beyond that point belong to your company.

Example illustrating a three year program that reduces costs from \$20,000 per year to \$15,000 per year:

Previous 3 Year Total	\$ 60,000
New 3 Year Total	\$ 45,000
Gross 3 Year Savings	\$ 15,000
Platinum Fees*	\$ 2,500
3 Year Net Savings	\$ 12,500



Let's face it, technology has evolved.



* Fees based only on 1/2 of first years savings
 $\$20,000 - \$15,000 = \$5,000 \times 50\% = \$2,500$



References

Medical Scientific Information Resources

Naperville, IL 60563
Dr. Robert W. Buckman
630-357-5554

Flair

Chicago, IL
Mel Mendoza
312-943-5959

Institute of Packaging Professionals

Naperville, IL 60563
Mr. Pat Farrey
630-544-5050 ext.#102

Acclaim Media Productions

Naperville, IL 60515
Michael Poglitsch
630-9619580

Skokie School Dist 68

Skokie, IL 60076
Ken Meyers
847-568-7636

Advanced Dermatology

Batavia, IL 60510
Mike Horton
630-865-5424

Lafarge North America

Elburn, IL 60119
Kristen Hedges
630-365-3600

All Line, Inc.

Naperville, IL 60564
Amanda Trautmann
630-820-1800

Glen Ellyn Public Library

Glen Ellyn, IL 60137
Dawn Bussey
630-469-0880

Circle Hardware

Oakbrook Terrace
Laura Wilson
630-627-2700