

Application for Neighborhood and Community Development Funds

Submit original and 15 complete copies of this application to the CDBG Office by 4:30 p.m. on the 15th of the month, to be reviewed by the CDBG Committee on the first Thursday of the following month. When possible, please duplex your original and copies and send an electronic version to the assigned project manager (if known).

Program Title: <u>Madison Apprenticeship Program (MAP) & Taylor's One Price Cleaners (TOP)</u>	Amount Requested: \$ <u>\$105,200</u>
Agency: <u>TJ's Independent Support Brokerage Firm, Inc. (TJ's)</u>	Tax ID/EIN/FEIN: <u>39-2016458</u>
Address: <u>1329 Glacier Hill Dr., #3, Madison, WI 53704</u>	DUNS #: <u>198090164</u>
Contact Person: <u>Diana Shinall</u>	Telephone: <u>608-241-0915</u>
Email: <u>DianaTJInc@charter.net</u>	Fax: <u>608-274-9419 (Call first)</u>

1) Program Abstract: Provide an overview of the project. Identify the community need to be addressed. Summarize the program's major purpose in terms of need to be addressed, the goals, procedures to be utilized, and the expected outcomes. Limit response to 150 words.

TJ's "MAP" Program has successfully provided life skills training to motivated low-income individuals to help eradicate the cycle of poverty within the community since 2005. We are now expanding the program, adding a dry cleaning business (TOP) which will enhance our students' employability through twelve weeks of hands-on training. Experience gained will include Customer Service, Cash Handling, Dry Cleaning, Maintenance, and Janitorial. In addition to providing training and advancement opportunities, TJ's and TOP create six new full-time positions. At least 51% of these jobs will employ low or moderate-income individuals.

TJ's (a non-profit) has leased and is renovating a facility to house the dry cleaners and new classroom. The facility will provide a safe, well-maintained, accessible location to serve the community. Beyond the training program, TOP Cleaners will provide low-cost, high-quality, elite dry cleaning services to Madison residents. The classroom may also be rented for a low fee for community events.

2) Target Population: Identify the projected target population for this program in terms of age, residency, race, income eligibility criteria, and other unique characteristics or sub-groups.

The MAP program serves any populace in need, and has trained more than 100 graduates since the program's inception in 2005. We currently conduct three training classes each year, with 20 students each class. To date, 88% of applicants have been of African American/Black origin. Ages have ranged from 16 to 70, with more than 50% between the ages of 16 and 31. Most of our students have been residents of the City of Madison.

unduplicated individuals estimated to be served by this project

Life skills, job training, and work experience for 60 students each year.

Low-cost, high-quality, elite dry cleaning for up to 186,590 Madison residents living nearby.

unduplicated households estimated to be served by this project.

Life skills, job training, and work experience for 50-60 households each year.

Low-cost, high-quality, elite dry cleaning for up to 187,812 Dane County households each year.

3. Program Objectives: The 5-Year Plan lists 9 project objectives (A through N). Circle the one most applicable to your proposal and describe how this project addresses that objective.

- | | |
|--|--------------------------------------|
| A. Housing — Existing Owner-Occupied | A Neighborhood Civic Places |
| B. Housing — For Buyers | K1 Community-based Facilities |
| C. Housing — Rental Housing | L. Neighborhood Revitalization |
| E. Economic Dev. — Business Creating Jobs | N. Access to Housing Resources |
| F. Economic Dev. — Micro-enterprise | |

D. Economic Development – Business Growth for Job Creation

1) Foremost, TJ’s will create new employment opportunities for lower income persons.

- ◆ TJ’s will create the following jobs:

Job Created	Full Time or Part Time (FT / PT)	Wage Paid	Targeted Worker	% of City’s Living Wage of \$11.66	Training Advancement
TJ’s Instructor I	FT	\$11.66	Low-Income	100%	Yes
TJ’s Instructor II	FT	\$13.00	Low-Income	111%	Yes
TJ’s Program Asst.	FT	\$11.66	Low-Income	100%	Yes
TJ’s Program Asst.	FT	\$11.66	Low-Income	100%	Yes
TJ’s Asst. Director	FT	\$19.23	Mod.-Income	164%	Yes
TJ’s Office Manager	FT	\$20.67	Mod.-Income	177%	Yes

- ◆ TOP Cleaners will operate a business, charging its customers for low-cost, high-quality dry cleaning services. TOP will sublease space from TJ’s (a non-profit).

2) Additionally, TJ’s will create a new neighborhood facility operating as a training center as well as a business for area residents. The facility will be safe, accessible, and well maintained. The training facility will deliver job skills classes and on-the-job training targeted toward Madison’s low-income, Allied Drive Community and other city residents. TOP Cleaners will provide dry cleaning services for Madison area residents.

- ◆ \$55,200 will be used to fill the gap on financing of equipment for the facility
- ◆ \$50,000 will be used to fill the gap for operating costs for this project.
- ◆ TOP Beneficiaries, including MAP students and local customers are projected as follows:

Primary Beneficiaries		Secondary Beneficiaries		Total Population Served	
Students Trained		Dry Cleaning Customers			
100% Low Income		30% Low Income		30%	Low Income
0% Moderate Income		30% Moderate Income		30%	Moderate Income
0% High Income		40% High Income		40%	High Income

4. Fund Objectives: Check the fund program objective which this project meets. (Check all for which you seek funding.)

- | | | | |
|-----------------------|--|----------|---|
| Acquisition/
Rehab | <input checked="" type="checkbox"/> New Construction, Acquisition,
Expansion of Existing Building | Futures | <input type="checkbox"/> Prototype
Feasibility Study |
| | <input checked="" type="checkbox"/> Accessibility | | <input type="checkbox"/> Revitalization Opportunity |
| | <input checked="" type="checkbox"/> Maintenance/Rehab | | <input type="checkbox"/> New Method or Approach |
| Equipment | <input checked="" type="checkbox"/> Other | | |
| | <input type="checkbox"/> Rental Housing | | <input type="checkbox"/> Housing |
| Housing | <input type="checkbox"/> Housing For Buyers | Homeless | <input type="checkbox"/> Services |
| | | | <input type="checkbox"/> |

EXPENDITURES	TOTAL PROJECT COSTS	AMOUNT OF CD REVENUES	AMOUNT OF NON-CD REVENUES	SOURCE OF NON-CD FUNDED PORTION
A. Personnel Costs				
1. Salaries/Wages (attach detail)	385,322	50,000	335,322	Various ^a
2. Fringe Benefits	8,304			
3. Payroll Taxes	19,286			
TOTAL PERSONNEL COSTS	412,912	50,000	362,912	Various
B. Non-Personnel Costs				
1. Office Supplies/Postage	3,420			
2. Telephone	5,280			
3. Rent/Utilities (including Building Lease)	115,866			
4. Professional Fees & Contract Services	21,795			
5. Work Supplies and Tools (inc. \$205,572 Equip.)	254,568	55,200	199,368	FCI
6. Other.	9,040			
TOTAL NON-PERSONNEL COSTS	409,969	55,200	354,769	Various
C. Capital Budget Expenditures (Detail in attachment C)				
1. Capital Cost of Assistance to Individuals (Loans)	0			
2. Other Capital Costs: Property Improvements	125,000			
D. TOTAL (A+B+C)	947,881	105,200	842,681	See Budget

^a See detail provided in attached Summary Budget

Salary Detail	TOTAL PROJECT COSTS	AMOUNT OF CD REVENUES	AMOUNT OF NON-CD REVENUES	SOURCE OF NON-CD FUNDED PORTION
A. Personnel Costs				
1. TJ's Instructor I	24,253			
2. TJ's Instructor II	27,040			
3. TJ's Program Asst.	24,253			
4. TJ's Program Asst.	24,253			
5. TJ's Assistant Director	40,000			
6. TJ's Office Manager	43,000			
	182,789	50,000	132,789	See Budget

5. Budget: Summarize your project budget by estimated costs, revenue, and fund source.

See attached budget.

6. Action Plan/Timetable

Describe the major actors and activities, sequence, and service location, days and hours which will be used to achieve the outcomes listed in # 1.

Estimated Month of Completion (If applicable)

Use the following format:

(Who) will do (what) to (whom and how many) (when) (where) (how often). A flowchart may be helpful

#	Major Actors	Activities	Major Recipients (Whom / #)	Days and Hours	Duration	Projected Start & Projected Completion	Service Location	How Often
1	D. Shinall V. Taylor Board of Directors Attorney CPA	Determine building & lot size requirements	The TOP Project	N/A	Complete	Complete	1329 Glacier Hill, Madison	One-Time
2	D. Shinall V. Taylor	Revise MAP coursework	All future MAP students (unlimited #)	N/A	Complete	Complete	1329 Glacier Hill, Madison	One-Time
3	D. Shinall V. Taylor Accountant Attorney Contractors Haiges Machinery	<ul style="list-style-type: none"> ◆ Obtain budgetary pricing (one time and any recurring costs) ◆ Facility site ◆ Construction/ Improvements ◆ Permits ◆ Signage ◆ Equipment ◆ Chemicals/ Supplies ◆ Utilities ◆ Salaries/ Benefits ◆ Advertising ◆ Insurance 	The TOP Project	N/A	Complete	Complete	1329 Glacier Hill, Madison	One-Time
4	D. Shinall V. Taylor	<ul style="list-style-type: none"> ◆ Identify initial site ◆ Research site alternatives 	The TOP Project	N/A	Complete	Complete	1329 Glacier Hill, Madison	One-Time
5	D. Shinall V. Taylor FCI WWBIC MDC Bank	Secure funding in order to launch the business	The TOP Project & MAP Students (unlimited #) & Madison Residents	N/A	8 months	Jan. 1, 2010 Jul. 31, 2010	1329 Glacier Hill, Madison	One-Time
6	D. Shinall V. Taylor	Hire initial contractors	The TOP Project & The Contractor	N/A	Complete	Complete	1329 Glacier Hill, Madison	One-Time

7	D. Shinall V. Taylor Contractor	Build out / retrofit	The TOP Project	M-F 8:00 am -5:00 pm	30 days	Jul. 1, 2010 Jul. 30, 2010	4522 Verona Rd.	One- Time
8	D. Shinall V. Taylor Instructors	Train first 20 Students	20 MAP Students	M T Th 10:00 am -2:00 pm Or 5:00 pm -9:00pm	6 months	Sep. 1, 2010 Mar. 1, 2011	4522 Verona Rd.	Annually Every Fall
9	D. Shinall V. Taylor	Hire Staff : ◆ TOP OPS Mgr. ◆ TJ's Ofc. Mgr. ◆ TOP Asst. Mgr. ◆ TJ's Asst. Dir. ◆ TOP Presser 1 ◆ TOP Presser 2 ◆ TJ's Instructor I ◆ TJ's Instructor II ◆ TJ's Prog. Asst. ◆ TJ's Prog. Asst.	Appropriate Applicants	N/A	Approx. 120 days	Apr. 21, 2010 May 1, 2010 Jul. 1, 2010 Jul. 15, 2010 Jul. 15, 2010 Jul. 15, 2010 Aug. 1, 2010 Aug. 1, 2010 Aug. 1, 2010 Aug. 1, 2010	1329 Glacier Hill, Madison & 4522 Verona Rd.	One- Time
10	D. Shinall V. Taylor Haiges Machinery	Equipment Purchased/Ordered	The TOP Project	N/A	1 day	Jul. 1, 2010	4522 Verona Rd.	One- Time
11	D. Shinall V. Taylor Haiges Machinery	Equipment delivery/testing	The TOP Project	M-F 8:00 am -5:00 pm	10 days	Jul. 14, 2010 Jul. 24, 2010	4522 Verona Rd.	One- Time
12	D. Shinall V. Taylor Staff	Initial training	TOP Staff & MAP Students	M-F 10:00 am -7:00 pm	2 weeks	Jul. 20, 2010 Aug. 4, 2010	4522 Verona Rd.	One- Time
13	D. Shinall V. Taylor Staff	Soft opening	MAP Students & The TOP Project	M-F 8:00 am -7:00 pm	60 days	Aug. 1, 2010 Sep. 30, 2010	4522 Verona Rd.	One- Time
14	D. Shinall V. Taylor Staff	Hard Opening	MAP Students & Madison Residents	M-Sa 8:00 am -7:00 pm	120 days	Oct. 1, 2010 Dec. 31, 2010	4522 Verona Rd.	One- Time

15	D. Shinall V. Taylor Staff	Grand opening	MAP Students & Madison Residents	M-Sa 8:00 am -7:00 pm	1 week	Jan. 1, 2011 Jan. 8, 2011	4522 Verona Rd.	One- Time
16	D. Shinall V. Taylor Office Mgr. Asst. Dir.	Press releases / Advertising	The TOP Project & MAP	N/A	Ongoing	Aug. 1, 2010 Ongoing	4522 Verona Rd.	Each Quarter
17	D. Shinall V. Taylor Instructor Office Mgr.	Train 20 More Students	20 MAP Students	M T Th 10:00 am -2:00 pm Or 5:00 pm -9:00pm	6 months	Jan. 2011 Jun. 2011	4522 Verona Rd.	Annually Each Winter
18	D. Shinall V. Taylor Instructor Office Mgr.	Train 20 More Students	20 MAP Students	M T Th 10:00 am -2:00 pm Or 5:00 pm -9:00pm	6 months	May. 2011 Oct. 2011	4522 Verona Rd.	Annually Each Spring
19	D. Shinall V. Taylor Staff CPA Attorney	Establish a sustainable, profitable dry cleaning business within 12 months of full funding	The TOP Project & MAP & Madison Residents	N/A	12 months	Aug. 1, 2010 Jul. 31, 2011	4522 Verona Rd.	Contin- uous Monthly & Quarterly Review
20	D. Shinall V. Taylor Staff	Second storefront open	The TOP Project & MAP & Madison Residents	M-Sa 8:00 am -7:00 pm	90 days	Jan. 2012 Apr. 2012	Madison East Side	One- Time
21	D. Shinall V. Taylor Staff	Third storefront open	The TOP Project & MAP & Madison Residents	M-Sa 8:00 am -7:00 pm	90 days	Jan. 2013 Apr. 2013	Fitchburg	One- Time
22	D. Shinall V. Taylor Staff Asst. Dir.	Fourth storefront open	The TOP Project & MAP & Madison Residents	M-Sa 8:00 am -7:00 pm	90 days	Jan. 2014 Apr. 2014	Middleton	One- Time
23	D. Shinall V. Taylor Asst. Dir. Office Mgr.	Fine-tune a concrete model of MAP that can be replicated nationwide within other communities	Low Income Workers & Communities Nationwide	N/A	24 months & ongoing	Jan. 2010 Jan. 2012	4522 Verona Rd.	One- Time & Contin- uous

7. What was the response of the alderperson of the district to the project? The Alderman is very pleased with us being able to stay in his district and he is excited to see a building that has been vacant for the past four years being renovated to provide training in his district, as well.

8. Does agency seek funds for property acquisition and/or rehab? [If applicable, describe the amount of funds committed or proposed to be used to meet the 25% match requirements (HOME or ESG) with its qualifications.]

No Complete Attachment A

Yes Complete Attachment B and C and one of the following:

- D Facilities
- E Housing for Buyers
- F Rental Housing and Proforma

9. Do you qualify as a Community Housing Development Organization (CHDO)? (See attachment G for qualifications.)

No Yes - Complete Attachment G

10. Do you seek Scattered Site Acquisition Funds for acquisition of service-enriched housing?

No Yes - Complete Attachment B, C, F, and H

11. Do you seek ESG funds for services to homeless persons?

No Yes - Complete Attachment I

12. This proposal is hereby submitted with the approval of the Board of Directors/Department Head and with the knowledge of the agency executive director, and includes the following:

- | | |
|--|---|
| <input type="checkbox"/> Future Fund (Attachment A) | <input type="checkbox"/> Housing for Resale (Attachment E) |
| <input type="checkbox"/> Property Description (Attachment B) | <input type="checkbox"/> Rental Housing and Proforma (Attachment F) |
| <input type="checkbox"/> Capital Budget (Attachment C) | <input type="checkbox"/> CHDO (Attachment G) |
| <input type="checkbox"/> Community Service Facility (Attachment D) | <input type="checkbox"/> Scattered Site Funds Addendum (Attachment H) |
| | <input type="checkbox"/> ESG Funding Addendum (Attachment I) |

13. Affirmative Action: If funded, applicant hereby agrees to comply with City of Madison Ordinance 39.02(9) and file either an exemption or an affirmative action plan with the Department of Civil Rights. A Model Affirmative Action Plan and instructions are available at: <http://www.cityofmadison.com/dcr/aaFomns.cfm>. Yes

14. Non-Discrimination Based on Disability: Applicant shall comply with Section 39.05, Madison General Ordinances, Nondiscrimination Based on Disability in City-Assisted Programs and Activities. Under section 39.05(7) of the Madison General Ordinances, no City financial assistance shall be granted unless an Assurance of Compliance with Sec. 39.05 is provided by the applicant or recipient, prior to the granting of the City financial assistance. Applicant hereby makes the following assurances: Applicant assures and certifies that it will comply with section 39.05 of the Madison General Ordinances, entitled "Nondiscrimination Based on Disability in City Facilities and City-Assisted Programs and Activities," and agrees to ensure that any subcontractor who performs any part of this agreement complies with sec. 39.05, where applicable, including all actions prohibited under section 39.05(4), MGO." <http://www.cityofmadison.com/dcr/aaForms.cfm> Yes

Signature: Patricia A. Wilson PAW _____ Date: 7/1/2010
President-Board of Directors/Department Head

Signature: Diana Shinall DS _____ Date: 7/1/2010
Executive Director

For additional information or assistance in completing this application, please contact the CDBG Office at 267-0740.

**COMPLETE IF PROJECT INVOLVES PURCHASE, REHAB, OR CONSTRUCTION OF ANY REAL PROPERTY:
INFORMATION CONCERNING PROPOSALS INVOLVING REAL PROPERTY**

ADDRESS	ACTIVITY (Circle Each Applicable Phase)	NUMBER OF UNITS		Number of Units Currently Occupied	Number of Tenants To Be Displaced?	APPRAISED VALUE:		PURCHASE PRICE (If Applicable)	ACCESSIBLE TO INDIVIDUALS WITH PHYSICAL HANDICAPS?		PRIOR USE OF CD FUNDS IN BUILDING?
		Prior to Purchase	After Project			Current	After Rehab/Construction		Currently?	Post-project?	
4522 Verona Rd.	Purchase Rehab Construct										
	Purchase Rehab Construct										
	Purchase Rehab Construct										

CAPITAL BUDGET

Amount and Source of Funding: ***	TOTAL PROJECT/CAPITAL BUDGET (include all fund sources)			
	TOTAL	Amount	Source/Terms"	Amount
Acquisition Costs:				
Acquisition				
Title Insurance and Recording				
Appraisal				
*Pred/Prmnt/feasibty/market study				
Survey				
*Marketing/AffirmaUve Marketing				
Relocation				
Other:				
Construction:				
Construction Costs				
Soils/site preparation				
Construction management				
Landscaping, play lots, sign				
Const interest	15,000	\$15,000 CDBG Grant		
Permits: print plans/specs	125,000	\$125,000 CDBG Grant		
Other:				
Fees:				
Architect	3,000	T.O.P. Operations		
Engineering				
*Accounting	3,000	T.O.P. Operations		
"Legal	5,000	T.O.P. Operations		
*Development Fee				
'Leasing Fee				
Other:				
Project	5,400	T.O.P. Operations		
Consultant				
Project Contingency:				
Furnishings:				
Reserves Funded from Capital:	100,000	\$100,000 WWBIC Loan		
Operating Reserve				
Replacement Reserve				
Maintenance Reserve				
Vacancy Reserve				
Lease Up Reserve				
Other (specify):				
Other (specify):				
TOTAL COSTS:	253,400			

Loan Terms Currently Not Available

*** If CDBG funds are used for items with an amount, the total cost of these items may not exceed the amount.
 ***Note: Each amount for each source must be listed separately, i.e. Acquisition: \$30,000 HOME, \$125,000 CRF.
 *** Identify if grant or loan and terms.

FACILITIES

A. Recap: Funds would be applied to:

_ acquisition only; rehab; new construction; acquisition and rehab or construction

B. State your rationale in acquiring or improving this space. (i.e., lower costs, collaborative effort, accessibility, etc.)

The facility will allow us to establish a training location where we can provide hands-on, on-the-job training. We cannot provide this level of training without a facility for the Dry Cleaning operation.

C. What are the current mortgages or payments on property (including outstanding CDBG loans)?

<u>Amount</u>	<u>Name</u>
---------------	-------------

N/A

D. If rented space:

- 1. Who is current owner?** The current owner is JB's Real Estate, LLC. TJ's will lease from JB's Real Estate. TOP will sublease the space from TJ's, allowing TJ to create revenue.
- 2. What is length of proposed or current lease?** Five Years
- 3. What is proposed rental rate (\$/sq. ft. and terms) and how does this compare to other renters in building or in area?** The Lease amount is \$8,333.33 per month, equating to \$0.95 per square foot. This is comparable to lease costs for other buildings in the area. The lease term runs from August 1, 2010 to July 31, 2015, with an option to purchase the building.

E. If this is new space, what is the impact of owning or leasing this space compared to your current level of space costs?

The new space allows us to:

- 1) expand the MAP program,
- 2) create a social enterprise with the dry cleaning service through which we can invest the profits back into the non profit, and as a result,
- 3) reach out to a larger population within the city.

E. Include:

- 1. A minimum of two estimates upon which the capital costs are based. (Be sure to base your labor costs on enforcement of Fair Labor Standards and the payment of Federal Prevailing Wage Rate.)**

See attached construction bids.

- 2. A copy of the plans and specifications for the work, or a description of the design specifications you have in mind.**

The facility is a total of 8800 square feet. 4500 square feet will serve as the dry cleaning operation and 4300 square feet will serve as the classroom / training center.

- 3. If you own the building: A copy of your long range building improvement plan and building maintenance plan. (Include a narrative describing what the building needs and how you expect to maintain it over time.)**

**TJ Support Brokerage Firm, Inc. M.A.P.
Estimated 2010 Combined Budget**

	MAP	TJS	TOTAL
	2010 BUDGET	2010 BUDGET	2010 BUDGET
Ordinary Income/Expense			
Income			
4000 - Revenue			
4000.05 - County Contract Revenue	0.00	256,425.00	256,425.00
4000.05a - County Contract Revenue (Rent)	0.00	9,000.00	9,000.00
4000.15 - City of Madison	56,534.00	0.00	56,534.00
4000.20 - Urban League of Greater Madison	15,000.00	0.00	15,000.00
4000.25 - Madison-Area Urban Ministry	0.00	0.00	0.00
4000.30 - United Way of Dane Cty	10,000.00	0.00	10,000.00
4000.40 - Workforce Develop Board	106,000.00	0.00	106,000.00
4000.99 - Other Revenue	0.00	0.00	0.00
Total 4000 - Revenue	187,534.00	265,425.00	452,959.00
4030 - Contributions Income			
4300.05 - Restricted	19,000.00	0.00	19,000.00
4300.10 - Unrestricted	5,000.00	0.00	5,000.00
4300.25 - T.O.P.	42,800.00	0.00	42,800.00
4030 - Contributions Income - Other	0.00	0.00	0.00
Total 4030 - Contributions Income	66,800.00	0.00	66,800.00
4035 - Rental Income			
M.A.P.	0.00	3,000.00	3,000.00
T.O.P	0.00	31,250.00	31,250.00
Hallmark	0.00	0.00	0.00
Total Income	254,334.00	299,675.00	554,009.00
Expense			
5000 - TRAINING & PROGRAM EXPENSES			
5005 - Program Expense	17,100.00	0.00	17,100.00
5020 - Meals for Training	12,000.00	0.00	12,000.00
5030 - Training Expense MAP	0.00	0.00	0.00
5035 - MAP Graduation Expense	10,000.00	0.00	10,000.00
5040 - Fiscal Assistance	0.00	0.00	0.00
5045 - MAP Special Events	0.00	0.00	0.00
5600 - Contract Labor	5,000.00	0.00	5,000.00
Total 5000 - TRAINING & PROGRAM EXPENSES	44,100.00	0.00	44,100.00
5500 - PAYROLL EXPENSES			
5500.05 - Support Payroll (1099's Only)	0.00	157,248.00	157,248.00
5500.10 - Office Payroll	57,367.09	27,666.67	85,033.76
5500.15 - Executive Payroll Expense	28,000.00	45,000.00	73,000.00
5500.25 - Payroll Taxes - Employer	7,768.73	6,139.50	13,908.23
5500.75 - Broker Training Expenses	0.00	2,196.00	2,196.00
5500.90 - Payroll Fee	900.00	1,800.00	2,700.00
Total 5500 - PAYROLL EXPENSES	94,035.83	240,050.17	334,085.99
6000 - CORPORATE / OFFICE EXPENSES			
6005 - Rent	7,200.00	69,097.98	76,297.98
6010 - Storage Expense	660.00	0.00	660.00
6025 - Room / Meeting Expenses	0.00	0.00	0.00
6050 - Utilities			
6050.05 - Gas & Electric	4,500.00	7,200.00	11,700.00
6050.15 - Telephone	2,640.00	2,640.00	5,280.00
6050.20 - Internet Service	0.00	505.80	505.80
Total 6050 - Utilities	7,140.00	10,345.80	17,485.80
6100 - Insurance			
6100.05 - Benefits	0.00	8,304.00	8,304.00
6100.10 - Liability Insurance	350.00	2,199.96	2,549.96
6100.20 - Worker's Compensation	0.00	239.80	239.80
Total 6100 - Insurance	350.00	10,743.76	11,093.76
6150 - Repairs & Maintenance			
6150.00 - Building Maintenance	0.00	1,000.00	1,000.00
6150.15 - Computer Repairs	0.00	0.00	0.00
6150.20 - Household / Cleaning Supplies	720.00	300.00	1,020.00
Total 6150 - Repairs & Maintenance	720.00	1,300.00	2,020.00
6200 - Professional Fees			
6200.05 - Legal	600.00	0.00	600.00
6200.10 - Accounting, Bookkeep & Tax	3,000.00	9,400.00	12,400.00

**TJ Support Brokerage Firm, Inc. M.A.P.
Estimated 2010 Combined Budget**

	MAP	TJS	TOTAL
	2010 BUDGET	2010 BUDGET	2010 BUDGET
6200.15 - Consulting	0.00	0.00	0.00
6200.20 - Computer & Technical	480.00	0.00	480.00
6200.25 - Other Professional Services	5,400.00	0.00	5,400.00
6200 - Professional Fees - Other	0.00	0.00	0.00
Total 6200 - Professional Fees	9,480.00	9,400.00	18,880.00
6500 - Travel & Ent			
6500.05 - Meals	0.00	0.00	0.00
6500.10 - Entertainment	600.00	0.00	600.00
6500.15 - Travel	480.00	0.00	480.00
Total 6500 - Travel & Ent	1,080.00	0.00	1,080.00
6550 - Automobile Expense			
6550.05 - Gas Purchases	780.00	0.00	780.00
6550.15 - Parking/Tolls	0.00	0.00	0.00
6550.20 - Mileage Reimbursements	0.00	4,200.00	4,200.00
Total 6550 - Automobile Expense	780.00	4,200.00	4,980.00
6600 - Office Expenses	0.00	0.00	0.00
6605 - Office Supplies	1,500.00	900.00	2,400.00
6610 - Printing and Reproduction	0.00	0.00	0.00
6615 - Postage & Delivery	720.00	300.00	1,020.00
6695 - Gifts	0.00	0.00	0.00
6700 - Contributions	0.00	0.00	0.00
6705 - Dues and Subscriptions	0.00	0.00	0.00
6750 - Bank Service Charges			
6750.05 - Reconciliation Discrepancies	0.00	0.00	0.00
6750 - Bank Service Charges - Other	0.00	0.00	0.00
Total 6750 - Bank Service Charges	0.00	0.00	0.00
6800 - Miscellaneous	0.00	0.00	0.00
6999 - Uncatagorized Expenses	0.00	0.00	0.00
Total 6000 - CORPORATE / OFFICE EXPENSES	29,630.00	106,287.54	135,917.54
7000 - MARKETING & ADVERTISING			
7010 - Advertising	0.00	960.00	960.00
Total 7000 - MARKETING & ADVERTISING	0.00	960.00	960.00
Total Expense	167,765.83	347,297.71	470,963.53
Net Ordinary Income	86,568.17	-47,622.71	83,045.47
Other Income/Expense			
Other Income			
8000 - Other Income			
8010 - Refund Income	0.00	0.00	0.00
8000 - Other Income - Other	0.00	0.00	0.00
Total 8000 - Other Income	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00
Other Expense			
2500 - Contributions from Diana	0.00	0.00	0.00
8100 - INTEREST & FINANCE CHARGES			
8100.10 - Mortgage Interest	0.00	0.00	0.00
8100.10 - Interest Expense	0.00	0.00	0.00
8100.20 - Finance Charge	0.00	0.00	0.00
Total 8100 - INTEREST & FINANCE CHARGES	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	86,568.17	-47,622.71	83,045.47
MORTGAGE PRINCIPAL PAYMENT	0.00	0.00	0.00
NET CASH AFTER B/S ADJUSTMENT	86,568.17	-47,622.71	38,945.47

TJ SUPPORT BROKERAGE FIRM
2010 Estimated Budget

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
6200.20 - Computer & Technical	0	0	0	0	0	0	0	0	0	0	0	0	0
6200.25 - Other Professional Services	0	0	0	0	0	0	0	0	0	0	0	0	0
6200 - Professional Fees - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6200 - Professional Fees	400	400	400	5,000	400	400	400	400	400	400	400	400	9,400
6500 - Travel & Ent													
6500.05 - Meals	0	0	0	0	0	0	0	0	0	0	0	0	0
6500.10 - Entertainment	0	0	0	0	0	0	0	0	0	0	0	0	0
6500.15 - Travel	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6500 - Travel & Ent	0	0	0	0	0	0	0	0	0	0	0	0	0
6550 - Automobile Expense													
6550.05 - Gas Purchases	0	0	0	0	0	0	0	0	0	0	0	0	0
6550.15 - Parking/Tolls	0	0	0	0	0	0	0	0	0	0	0	0	0
6550.20 - Mileage Reimbursements	350	350	350	350	350	350	350	350	350	350	350	350	4,200
Total 6550 - Automobile Expense	350	350	350	350	350	350	350	350	350	350	350	350	4,200
6600 - Office Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
6605 - Office Supplies	75	75	75	75	75	75	75	75	75	75	75	75	900
6610 - Printing and Reproduction	0	0	0	0	0	0	0	0	0	0	0	0	0
6615 - Postage & Delivery	25	25	25	25	25	25	25	25	25	25	25	25	300
6695 - Gifts	0	0	0	0	0	0	0	0	0	0	0	0	0
6700 - Contributions	0	0	0	0	0	0	0	0	0	0	0	0	0
6705 - Dues and Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	0
6750 - Bank Service Charges													
6750.05 - Reconciliation Discrepancies	0	0	0	0	0	0	0	0	0	0	0	0	0
6750 - Bank Service Charges - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6750 - Bank Service Charges	100	100	100	100	100	100	100	100	100	100	100	100	0
6800 - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0
6999 - Uncategorized Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6000 - CORPORATE / OFFICE EXPENSES	3,475	3,475	3,475	8,075	3,475	3,475	13,591	13,591	13,614	13,614	13,614	14,014	106,288
7000 - MARKETING & ADVERTISING													
7010 - Advertising	80	80	80	80	80	80	80	80	80	80	80	80	960
Total 7000 - MARKETING & ADVERTISING	80	80	80	80	80	80	80	80	80	80	80	80	960
Total Expense	21,100	21,096	21,070	25,642	21,029	21,029	31,145	31,145	38,745	38,744	38,692	39,060	347,298
Net Ordinary Income	1,019	1,023	1,049	-3,524	1,090	1,090	-9,026	-2,176	-9,776	-9,775	-9,724	-10,092	-47,623
Other Income/Expense													
Other Income													
8000 - Other Income													
8010 - Refund Income	0	0	0	0	0	0	0	0	0	0	0	0	0
8000 - Other Income - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 8000 - Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense													
2500 - Contributions from Diana	0	0	0	0	0	0	0	0	0	0	0	0	0
8100 - INTEREST & FINANCE CHARGES													
8100.05 - Mortgage Interest	0	0	0	0	0	0	0	0	0	0	0	0	0
8100.10 - Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
8100.20 - Finance Charge	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 8100 - INTEREST & FINANCE CHARGES	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Income / Cash Available from Operations	1,019	1,023	1,049	-3,524	1,090	1,090	-9,026	-2,176	-9,776	-9,775	-9,724	-10,092	-47,623
MORTGAGE PRINCIPAL PAYMENT	0	0	0	0	0	0	0	0	0	0	0	0	0
NET CASH AFTER B/S ADJUSTMENT	1,019	1,023	1,049	-3,524	1,090	1,090	-9,026	-2,176	-9,776	-9,775	-9,724	-10,092	-47,623

Madison Apprentiship Program (M.A.P.)
2010 Estimated Budget

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
6200 - Professional Fees													
6200.05 - Legal	50	50	50	50	50	50	50	50	50	50	50	50	600
6200.10 - Accounting, Bookkeep & Tax	250	250	250	250	250	250	250	250	250	250	250	250	3,000
6200.15 - Consulting													
6200.20 - Computer & Technical	40	40	40	40	40	40	40	40	40	40	40	40	480
6200.25 - Other Professional Services	450	450	450	450	450	450	450	450	450	450	450	450	5,400
6200 - Professional Fees - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6200 - Professional Fees	790	790	790	790	790	790	790	790	790	790	790	790	9,480
6500 - Travel & Ent													
6500.05 - Meals	0	0	0	0	0	0	0	0	0	0	0	0	0
6500.10 - Entertainment	50	50	50	50	50	50	50	50	50	50	50	50	600
6500.15 - Travel	40	40	40	40	40	40	40	40	40	40	40	40	480
Total 6500 - Travel & Ent	90	90	90	90	90	90	90	90	90	90	90	90	1,080
6550 - Automobile Expense													
6550.05 - Gas Purchases	65	65	65	65	65	65	65	65	65	65	65	65	780
6550.15 - Parking/Tolls	0	0	0	0	0	0	0	0	0	0	0	0	0
6550.20 - Mileage Reimbursements	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6550 - Automobile Expense	65	65	65	65	65	65	65	65	65	65	65	65	780
6600 - Office Expenses													
6605 - Office Supplies	125	125	125	125	125	125	125	125	125	125	125	125	1,500
6610 - Printing and Reproduction	0	0	0	0	0	0	0	0	0	0	0	0	0
6615 - Postage & Delivery	60	60	60	60	60	60	60	60	60	60	60	60	720
6695 - Gifts	0	0	0	0	0	0	0	0	0	0	0	0	0
6700 - Contributions	0	0	0	0	0	0	0	0	0	0	0	0	0
6705 - Dues and Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	0
6750 - Bank Service Charges	0	0	0	0	0	0	0	0	0	0	0	0	0
6750.05 - Reconciliation Discrepancies	0	0	0	0	0	0	0	0	0	0	0	0	0
6750 - Bank Service Charges - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6750 - Bank Service Charges	185	185	185	185	185	185	185	185	185	185	185	185	2,220
6800 - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0
6999 - Uncatagorized Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6000 - CORPORATE / OFFICE EXPENSES	0	0	0	0	0	0	0	0	0	0	0	0	0
7000 - MARKETING & ADVERTISING													
7010 - Advertising	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 7000 - MARKETING & ADVERTISING	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expense	10,188	11,438	12,688	10,363	7,286	8,536	6,036	7,278	22,411	20,036	21,105	30,401	167,766
Net Ordinary Income	-1,394	-2,644	-3,894	-1,569	1,509	259	2,759	1,517	92,384	1,458	3,889	-7,706	86,568
Other Income/Expense													
Other Income													
8000 - Other Income													
8010 - Refund Income	0	0	0	0	0	0	0	0	0	0	0	0	0
8000 - Other Income - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 8000 - Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense													
2500 - Contributions from Diana	0	0	0	0	0	0	0	0	0	0	0	0	0
8100 - INTEREST & FINANCE CHARGES													
8100.10 - Mortgage Interest	0	0	0	0	0	0	0	0	0	0	0	0	0
8100.10 - Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
8100.20 - Finance Charge	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 8100 - INTEREST & FINANCE CHARGES	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Income	-1,394	-2,644	-3,894	-1,569	1,509	259	2,759	1,517	92,384	1,458	3,889	-7,706	86,568

**TJs Support Brokerage Firm, Inc. M.A.P.
Estimated 2011 Combined Budget**

	2011		
	MAP	TJ Suppot	Total
Ordinary Income/Expense			
Income			
4000 - Revenue			
4000.05 - County Contract Revenue	0.00	256,425.00	256,425.00
4000.15 - City of Madison	56,534.00	0.00	56,534.00
4000.20 - Urban League of Greater Madison	15,000.00	0.00	15,000.00
4000.25 - Madison-Area Urban Ministry	0.00	0.00	0.00
4000.30 - United Way of Dane Cty	10,000.00	0.00	10,000.00
4000.40 - Workforce Development	0.00	106,000.00	106,000.00
4000.99 - Other Revenue	0.00	0.00	0.00
Total 4000 - Revenue	<u>81,534.00</u>	<u>362,425.00</u>	<u>443,959.00</u>
4030 - Contributions Income			
4300.05 - Restricted	14,000.00	0.00	14,000.00
4300.10 - Unrestricted	5,000.00	30,000.00	35,000.00
4300.25 - T.O.P.	294,900.00	0.00	294,900.00
4030 - Contributions Income - Other	0.00	0.00	0.00
Total 4030 - Contributions Income	<u>313,900.00</u>	<u>30,000.00</u>	<u>343,900.00</u>
4035 - Rental Income			
M.A.P.	0.00	14,400.00	14,400.00
T.O.P.	0.00	75,000.00	75,000.00
Hallmark	0.00	0.00	0.00
Total Income	<u>395,434.00</u>	<u>481,825.00</u>	<u>877,259.00</u>
Expense			
5000 - TRAINING & PROGRAM EXPENSES			
5005 - Program Expense	17,100.00	0.00	17,100.00
5020 - Meals for Training	12,000.00	0.00	12,000.00
5030 - Training Expense MAP	0.00	0.00	0.00
5035 - MAP Graduation Expense	10,000.00	0.00	10,000.00
5040 - Fiscal Assistance	0.00	0.00	0.00
5045 - MAP Special Events	0.00	0.00	0.00
5600 - Contract Labor	5,000.00	0.00	5,000.00
Total 5000 - TRAINING & PROGRAM EXPENSES	<u>44,100.00</u>	<u>0.00</u>	<u>44,100.00</u>
5500 - PAYROLL EXPENSES			
5500.05 - Support Payroll (1099's Only)	0.00	157,248.00	157,248.00
5500.10 - Office Payroll	218,961.55	96,228.80	315,190.35
5500.15 - Executive Payroll Expense	60,000.00	45,000.00	105,000.00
5500.25 - Payroll Taxes - Employer	23,831.58	11,578.00	35,409.58
5500.75 - Broker Training Expenses	0.00	2,196.00	2,196.00
5500.90 - Payroll Fee	900.00	1,800.00	2,700.00
Total 5500 - PAYROLL EXPENSES	<u>303,693.12</u>	<u>314,050.80</u>	<u>617,743.93</u>
6000 - CORPORATE / OFFICE EXPENSES			
6005 - Rent	14,400.00	111,000.00	125,400.00
6010 - Storage Expense	660.00	0.00	660.00
6025 - Room / Meeting Expenses	0.00	0.00	0.00
6050 - Utilities			
6050.05 - Gas & Electric	4,500.00	14,400.00	18,900.00
6050.15 - Telephone	2,640.00	2,640.00	5,280.00
6050.20 - Internet Service	0.00	505.80	505.80
Total 6050 - Utilities	<u>7,140.00</u>	<u>17,545.80</u>	<u>24,685.80</u>
6100 - Insurance			
6100.05 - Benefits	0.00	8,304.00	8,304.00
6100.10 - Liability Insurance	350.00	15,000.00	15,350.00
6100.20 - Worker's Compensation	3,487.02	1,765.36	5,252.38
Total 6100 - Insurance	<u>3,837.02</u>	<u>25,069.36</u>	<u>28,906.38</u>
6150 - Repairs & Maintenance			
6150.00 - Building Maintenance	0.00	1,000.00	1,000.00
6150.15 - Computer Repairs	0.00	0.00	0.00
6150.20 - Household / Cleaning Supplies	720.00	300.00	1,020.00
Total 6150 - Repairs & Maintenance	<u>720.00</u>	<u>1,300.00</u>	<u>2,020.00</u>
6200 - Professional Fees			
6200.05 - Legal	600.00	0.00	600.00
6200.10 - Accounting, Bookkeep & Tax	7,000.00	7,000.00	14,000.00
6200.15 - Consulting	0.00	0.00	0.00
6200.20 - Computer & Technical	480.00	0.00	480.00
6200.25 - Other Professional Services	5,400.00	0.00	5,400.00
6200 - Professional Fees - Other	0.00	0.00	0.00
Total 6200 - Professional Fees	<u>13,480.00</u>	<u>7,000.00</u>	<u>20,480.00</u>

**TJs Support Brokerage Firm, Inc. M.A.P.
Estimated 2011 Combined Budget**

	2011		
	MAP	TJ Suppot	Total
6500 - Travel & Ent			
6500.05 - Meals	0.00	0.00	0.00
6500.10 - Entertainment	600.00	0.00	600.00
6500.15 - Travel	480.00	0.00	480.00
Total 6500 - Travel & Ent	1,080.00	0.00	1,080.00
6550 - Automobile Expense			
6550.05 - Gas Purchases	780.00	0.00	780.00
6550.15 - Parking/Tolls	0.00	0.00	0.00
6550.20 - Mileage Reimbursements	0.00	0.00	0.00
Total 6550 - Automobile Expense	780.00	0.00	780.00
6600 - Office Expenses	0.00	0.00	0.00
6605 - Office Supplies	1,500.00	900.00	2,400.00
6610 - Printing and Reproduction	0.00	0.00	0.00
6615 - Postage & Delivery	720.00	300.00	1,020.00
6695 - Gifts	0.00	0.00	0.00
6700 - Contributions	0.00	0.00	0.00
6705 - Dues and Subscriptions	0.00	0.00	0.00
6750 - Bank Service Charges			
6750.05 - Reconciliation Discrepancies	0.00	0.00	0.00
6750 - Bank Service Charges - Other	0.00	0.00	0.00
Total 6750 - Bank Service Charges	0.00	0.00	0.00
6800 - Miscellaneous	0.00	0.00	0.00
6999 - Uncatagorized Expenses	0.00	0.00	0.00
Total 6000 - CORPORATE / OFFICE EXPENSES	44,317.02	163,115.16	207,432.18
7000 - MARKETING & ADVERTISING			
7010 - Advertising	0.00	960.00	960.00
Total 7000 - MARKETING & ADVERTISING	0.00	960.00	960.00
Total Expense	392,110.14	478,125.96	826,136.11
Net Ordinary Income	3,323.86	3,699.04	51,122.89
Other Income/Expense			
Other Income			
8000 - Other Income			
8010 - Refund Income	0.00	0.00	0.00
8000 - Other Income - Other	0.00	0.00	0.00
Total 8000 - Other Income	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00
Other Expense			
2500 - Contributions from Diana	0.00	0.00	0.00
8100 - INTEREST & FINANCE CHARGES			
8100.10 - Mortgae Interest	0.00	0.00	0.00
8100.10 - Interest Expense	0.00	0.00	0.00
8100.20 - Finance Charge	0.00	0.00	0.00
Total 8100 - INTEREST & FINANCE CHARGES	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	3,323.86	3,699.04	51,122.89
MORTGAGE PRINCIPAL PAYMENT	0.00	0.00	0.00
NET CASH AFTER B/S ADJUSTMENT	3,323.86	3,699.04	7,022.89

TJ Support Brokerage Firm
2011 Estimated Budget

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
6200.20 - Computer & Technical	0	0	0	0	0	0	0	0	0	0	0	0	0
6200.25 - Other Professional Services	0	0	0	0	0	0	0	0	0	0	0	0	0
6200 - Professional Fees - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6200 - Professional Fees	583	583	583	583	583	583	583	583	583	583	583	583	7,000
6500 - Travel & Ent													
6500.05 - Meals	0	0	0	0	0	0	0	0	0	0	0	0	0
6500.10 - Entertainment	0	0	0	0	0	0	0	0	0	0	0	0	0
6500.15 - Travel	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6500 - Travel & Ent	0	0	0	0	0	0	0	0	0	0	0	0	0
6550 - Automobile Expense													
6550.05 - Gas Purchases	0	0	0	0	0	0	0	0	0	0	0	0	0
6550.15 - Parking/Tolls	0	0	0	0	0	0	0	0	0	0	0	0	0
6550.20 - Mileage Reimbursements	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6550 - Automobile Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
6600 - Office Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
6605 - Office Supplies	75	75	75	75	75	75	75	75	75	75	75	75	900
6610 - Printing and Reproduction	0	0	0	0	0	0	0	0	0	0	0	0	0
6615 - Postage & Delivery	25	25	25	25	25	25	25	25	25	25	25	25	300
6695 - Gifts	0	0	0	0	0	0	0	0	0	0	0	0	0
6700 - Contributions	0	0	0	0	0	0	0	0	0	0	0	0	0
6705 - Dues and Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	0
6750 - Bank Service Charges													
6750.05 - Reconciliation Discrepancies	0	0	0	0	0	0	0	0	0	0	0	0	0
6750 - Bank Service Charges - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6750 - Bank Service Charges	100	100	100	100	100	100	100	100	100	100	100	100	0
6800 - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0
6999 - Uncategorized Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6000 - CORPORATE / OFFICE EXPENSES	13,610	13,610	13,610	13,610	13,610	13,610	13,710	13,710	13,710	13,710	13,710	14,110	163,115
7000 - MARKETING & ADVERTISING													
7010 - Advertising	80	80	80	80	80	80	80	80	80	80	80	80	960
Total 7000 - MARKETING & ADVERTISING	80	80	80	80	80	80	80	80	80	80	80	80	960
Total Expense	40,020	40,014	39,937	39,877	39,817	39,817	39,911	39,908	39,908	39,908	39,908	40,300	478,126
Net Ordinary Income	-2,368	-2,362	-2,285	-2,225	-2,165	-2,165	-2,259	-2,256	-2,256	-2,256	-2,256	-2,648	-26,301
Other Income/Expense													
Other Income													
8000 - Other Income													
8010 - Refund Income	0	0	0	0	0	0	0	0	0	0	0	0	0
8000 - Other Income - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 8000 - Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense													
2500 - Contributions from Diana	0	0	0	0	0	0	0	0	0	0	0	0	0
8100 - INTEREST & FINANCE CHARGES													
8100.05 - Mortgage Interest	0	0	0	0	0	0	0	0	0	0	0	0	0
8100.10 - Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
8100.20 - Finance Charge	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 8100 - INTEREST & FINANCE CHARGES	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Income / Cash Available from Operations	-2,368	-2,362	-2,285	-2,225	-2,165	-2,165	-2,259	-2,256	-2,256	-2,256	-2,256	-2,648	-26,301
MORTGAGE PRINCIPAL PAYMENT	0	0	0	0	0	0	0	0	0	0	0	0	0
NET CASH AFTER B/S ADJUSTMENT	-2,368	-2,362	-2,285	-2,225	-2,165	-2,165	-2,259	-2,256	-2,256	-2,256	-2,256	-2,648	-26,301

Madison Apprenticeship Program
2011 Estimated Budget

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
6200.10 - Accounting, Bookkeep & Tax	583	583	583	583	583	583	583	583	583	583	583	583	7,000
6200.15 - Consulting													
6200.20 - Computer & Technical	40	40	40	40	40	40	40	40	40	40	40	40	480
6200.25 - Other Professional Services	450	450	450	450	450	450	450	450	450	450	450	450	5,400
6200 - Professional Fees - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6200 - Professional Fees	1,123	1,123	1,123	1,123	1,123	1,123	1,123	1,123	1,123	1,123	1,123	1,123	13,480
6500 - Travel & Ent													
6500.05 - Meals	0	0	0	0	0	0	0	0	0	0	0	0	0
6500.10 - Entertainment	50	50	50	50	50	50	50	50	50	50	50	50	600
6500.15 - Travel	40	40	40	40	40	40	40	40	40	40	40	40	480
Total 6500 - Travel & Ent	90	90	90	90	90	90	90	90	90	90	90	90	1,080
6550 - Automobile Expense													
6550.05 - Gas Purchases	65	65	65	65	65	65	65	65	65	65	65	65	780
6550.15 - Parking/Tolls	0	0	0	0	0	0	0	0	0	0	0	0	0
6550.20 - Mileage Reimbursements	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6550 - Automobile Expense	65	65	65	65	65	65	65	65	65	65	65	65	780
6600 - Office Expenses													
6605 - Office Supplies	125	125	125	125	125	125	125	125	125	125	125	125	1,500
6610 - Printing and Reproduction	0	0	0	0	0	0	0	0	0	0	0	0	0
6615 - Postage & Delivery	60	60	60	60	60	60	60	60	60	60	60	60	720
6695 - Gifts	0	0	0	0	0	0	0	0	0	0	0	0	0
6700 - Contributions	0	0	0	0	0	0	0	0	0	0	0	0	0
6705 - Dues and Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	0
6750 - Bank Service Charges	0	0	0	0	0	0	0	0	0	0	0	0	0
6750.05 - Reconciliation Discrepancies	0	0	0	0	0	0	0	0	0	0	0	0	0
6750 - Bank Service Charges - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6750 - Bank Service Charges	185	185	185	185	185	185	185	185	185	185	185	185	2,220
6800 - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0
6999 - Uncatagorized Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 6000 - CORPORATE / OFFICE EXPENSES	0	0	0	0	0	0	0	0	0	0	0	0	0
7000 - MARKETING & ADVERTISING													
7010 - Advertising	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 7000 - MARKETING & ADVERTISING	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expense	31,631	32,857	34,048	31,612	32,687	33,814	31,302	32,552	33,802	31,477	32,544	33,783	392,110
Net Ordinary Income	4,047	4,321	8,930	-3,135	-10,310	-3,236	976	5,126	-224	2,901	33	-6,105	3,324
Other Income/Expense													
Other Income													
8000 - Other Income													
8010 - Refund Income	0	0	0	0	0	0	0	0	0	0	0	0	0
8000 - Other Income - Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 8000 - Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense													
2500 - Contributions from Diana	0	0	0	0	0	0	0	0	0	0	0	0	0
8100 - INTEREST & FINANCE CHARGES													
8100.10 - Mortgage Interest	0	0	0	0	0	0	0	0	0	0	0	0	0
8100.10 - Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
8100.20 - Finance Charge	0	0	0	0	0	0	0	0	0	0	0	0	0
Total 8100 - INTEREST & FINANCE CHARGES	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Income	4,047	4,321	8,930	-3,135	-10,310	-3,236	976	5,126	-224	2,901	33	-6,105	3,324

Taylor's One Price (T.O.P.) Cleaners

Project Sources						
DEVELOPMENT FINANCING	Loan Purpose	RATE	TERM	TJ \$\$	TOP \$\$	TOTAL AMT
Commercial Mortgage - On HOLD for 1 year	Building	7.00%	25 Yr	\$ -		\$ -
Forward Community Investments	Building	6%	20 Yr	\$ -	\$ -	\$ -
Madison Development Corp	Operating				\$ 30,000	\$ 30,000
Commerce Dept	Operating				\$ 20,000	\$ 20,000
WBIC	Operating				\$ 30,000	\$ 30,000
CDBG Grant - Forgeivable Loan	Equipment	0%	0		\$ 55,200	\$ 55,200
Equipment Loan - Forward Community / SBA	Equipment	7%	5 Yr		\$ 220,800	\$ 220,800
Madison Gas & Electric	Equipment	3%	5 Yr		\$ 30,000	\$ 30,000
CDBG Grant - Forgeivable Loan	Operating	0%	0		\$ 50,000	\$ 50,000
Owner Investment	Operating	0%			\$ 30,000	\$ 30,000
LOAN FUNDING				\$ -	\$ 466,000	\$ 466,000
<i>Water Conservation Grant</i>						
Staffing Grants (On TJ Support Budget)				\$ 230,000		\$ 230,000
Investor Capital					\$ 40,000	\$ 40,000
TOTAL GRANT FUNDING				\$ 230,000	\$ 40,000	\$ 270,000
Total Project Funding				\$ 230,000	\$ 506,000	\$ 736,000

Project Uses			
	TJ	TOP	Budget
ACQUISITION			
Land and Building - Move	0		0
Parking Stalls	0	0	0
TOTAL ACQUISITION	\$ -	\$ -	\$ -
BUILDING			
Construction Building (See "SITE WORK")	N/A	N/A	N/A
Contractor Profit and Overhead	0	0	0
IT Costs (Internet Wire, Telephone Cable, Etc)	0	0	0
Building Permits	0	0	0
Contingency	0	0	0
TOTAL BUILDING	\$ -	\$ -	\$ -
SITE IMPROVEMENTS			
Demolition	Included		Included
Site Work Construction--Parking, Landscaping, Access, etc	125,000		125,000
Contingency (10%)	12,500		12,500
TOTAL SITE	\$ 137,500	\$ -	\$ 137,500
TOTAL HARD COSTS	\$ 137,500	\$ -	\$ 137,500
TOTAL HARD COSTS PLUS ACQ.	\$ 137,500	\$ -	\$ 137,500
SOFT COSTS			
Equipment			
Furniture, Computers, and Appliance not in Contract and not already owned	0	246,000	246,000
Equipment Installation	0	30,000	30,000
Equipment Contingency (15%)	0	41,400	41,400
Consultants			
Staff Time on Development	0	20,000	20,000
Development Consultant (Project Pros)	0	5,400	5,400
Architect	0	3,000	3,000
Engineer	0	N/A	0
Construction Management Fee	0	0	0
Legal (Owner and Lenders)	0	5,000	5,000
Accountant	0	3,000	3,000
Reports			
Survey	0	0	0
Environmental Reports	0	0	0
Market Study / Appraisal	5,000	0	5,000
Loan Costs			
Origination Fee (1.0% per Loan)	0	0	0
Interest During Construction (1st 2 Months)	0	0	0
Title / Recording	0	0	0
Other			
Insurance Builders Risk	0	0	0
Property Taxes During Construction (No Taxes due Until 12/31/10)	0	0	0
Soft Costs Contingency	0	50,000	50,000
Operating Reserves for Operating Shortfalls	0	100,000	100,000
Other Government or Municipal Fees	0	0	0
Capital Campaign Costs			
Capital Campaign Consultant	0	0	0
Campaign Materials	0	0	0
Events	0	0	0
Staff Time	0	0	0
TOTAL SOFT COSTS	\$ 5,000	\$ 503,800	\$ 508,800
TOTAL STARTUP COSTS (ACQUISITION + SOFT COSTS)	\$ 142,500	\$ 503,800	\$ 646,300
STARTUP SHORTFALL	\$ 87,500	\$ 2,200	\$ 89,700

HVAC Scope

Includes:

- Furnish and install one direct fired make up air unit on the roof.
- Furnish and install one inline exhaust fan in the space
- Furnish and install two new louvers on the exterior walls
- Furnish and install new metal supply and return ductwork as required
- Furnish and install low voltage controls for the make up air and exhaust air as required
- Furnish hand install venting for the new dryer
- Furnish and install venting for the boiler
- Furnish and install twelve supply and exhaust grilles
- Provide rigging for our work.
- Provide line voltage wiring per Uihlein scope letter (Attached)
- Includes a budget price of \$8,000.00 to upgrade the electrical service
- Provide HVAC engineering permit and plan approval for our work
- Provide System startup and commissioning as required

Excludes:

- Premium time
- Equipment screening on roof
- Dumpsters

FOR THE SUM OF

\$80,000

PLUMBING Scope:

- Plumbing Permits
- Saw cut, remove, and replace concrete floor
- Hand dig for plumbing trenches
- Haul away spoils
- Underfloor drain piping
- (1) Floor sink in mechanical room
- (1) Trench drain for wash machine
- (1) Residential type wash machine drain and water supply in wall
- (2) Hot and (2) cold water connections for 60 lb wash machine
- (1) Backflow preventer for boiler make up water
- (1) Hot and cold water piping to new hot water system (hot water system by others)
- Revising water meter set up and utilizing existing water feed in tenant space
- All water, drain, and vent piping needed to make this laundry fully functional according to the drawing give by John Kubczak and job site visit

Excludes:

Scan floors for unforeseen utilities

New water service

Any bathroom revisions

FOR THE SUM OF:

\$21,850

Customer: Mared Mechanical Contractors
Attention: Todd Memmel
Address: 4230 W. Douglas Avenue
Milwaukee, WI

Phone: 414-536-0411
FAX: 414-431-0693

Quote Date: June 30, 2010
Valid for 7 days.

Page: Page 1 of 2
Prepared by: Jeremy Urfer
262-781-1260 X 158

Project Name: Verona Dry Cleaner
Project Address: Madison, WI

Quotation Price: See Below

Payment Terms: Net 30 days from Invoice.

We are pleased to present the following quotation for the services of Uihlein Electric at the Project Address. This quotation is based on information provided by your Company and/or our knowledge of the facility. Upon acceptance, please sign and fax this document to 262.781.9366.

Project Scope: Provide labor and material as required for installation of required lighting, electrical connection & distribution at dry cleaner build-out

Office/ common areas:

- Demo (10) existing power poles from common area
- Relocate (8) existing 2'x4' fluorescent lights to accommodate new office/ lunch room
- Relocate (8) existing 2'x4' fluorescent lights to accommodate walls/ pass-throughs
- Provide (6) new switches for dual-level operation of relocated office lighting
 - Derive power from closest existing circuit
- Provide (6) new 20A receptacles in offices/ lunch room
 - Derive power from closest existing circuit
- Provide (1) new 20A receptacle & circuit for ATM/ Coffee maker
- Provide (1) new Cat5e data jack for ATM
- Provide (1) Cat3 voice jack at office; tie in to existing switch, and (1) data jack at office
- Provide (1) power pole w/ receptacles to accommodate counter/ cashwrap
- Provide (1) new Cat5e data jack for cash registers

Cleaning Equipment:

- Provide (8) 120v 20A receptacles w/ dedicated circuits for special equipment;
 - (3) Utility press, (3) form finishers, pant topper and steam dryer
- Provide (3) 208v 30A direct-wire connections for special equipment;
 - (1) Shirt, (1) Washer, (1) Trough
- Provide (2) 208v 40A direct-wire connections for special equipment;
 - (2) Future puffer
- Provide (1) 208v 50A direct-wire connections for special equipment;
 - (1) Dry cleaner
- Provide (1) 208v 60A direct-wire connections for special equipment;
 - (1) Future puffer
- Provide wiring for future conveyor:
 - (2) 20A circuits & receptacles

Other Equipment:

- Provide wiring for mechanical equipment
 - (1) 20A Boiler
 - (1) 20A Hot water pump
 - (1) 30A Air compressor
 - (1) Makeup air unit
 - (1) Exhaust fan

Electrical Service Upgrade:

- Existing electrical service is 400A 120/208 for the building; a service upgrade will be required to accommodate loads specified above, in addition to existing building lighting & receptacle loads
- Full engineering required if project advances

Exclusions & Additional Information:

- All work is to be done during normal business hours
- All existing lighting to remain- circuitry and switching to remain as well
- All circuits to be run in surface-mounted conduit, above ceiling, with drop-down cords or conduit as required
- Existing distribution panels to remain
- No other work other than listed above is included
- Low voltage HVAC wiring is not included

Thank you for the opportunity to provide the services of Uihlein Electric.

We accept this quotation for the work described in the project scope. We understand no additional work will be performed or charges incurred without our prior approval. Please contact us for scheduling.

Todd Memmel

Acceptance Date: _____

Purchase Order Required:

Number: _____

Purchase Order not required:

As required by the Wisconsin Construction Lien Law, the owner is hereby notified that persons or companies furnishing labor or materials for the construction on owner's land may have lien rights on owner's land and buildings if not paid. Those entitled to lien rights, in addition to Uihlein Electric Company are those who contract directly with the owner or provide labor or materials for the construction. Accordingly, owner probably will receive notices from those who furnish labor or materials for the construction. Owner should give a copy of each notice received to their mortgage lender, if any, to see that all potential lien claimants are duly paid.



April 2, 2010

Diana
MAP Office
Madison, WI 53711

RE: Dry Cleaner

Dear Diana:

McGann Construction is pleased to submit the initial budget for the construction of the MAP Dry Cleaner in Madison, WI. The sum of **One hundred twenty-five thousand, and no/100-----dollars (\$125,000.00)** is based on site visit and drawing by John Kubczak from Haiges Machinery.

The budget includes:

- All general construction
- Wood frames with wood doors
- Vinyl base on all walls that don't have anything
- Plastic laminate cabinets, countertops, and raised top at front counter
- Half wall around entrance and equipment
- 12" slab at washer and dryer area
- Adding new 2x4 acoustical ceiling tile where needed
- Demo carpet in machine area
- Attached is the drawing and mechanical bids detailing the remodel
- We have included a \$4800.00 contingency for unforeseen problems
- Permits

The above budget does not include the following:

- Cost of Performance & Payment Bond
- Builder's risk insurance
- Developmental, Park, Tap or Impact fees
- Architectural fees/State approved plans
- Hazardous material testing & removal
- Floor outlets
- New utility services
- Removing electrical under slab
- Any demo work of slab over 6" thick
- Any work in bathroom
- Window treatments

- Signage
- Corner guards
- Mailboxes
- Plan printing
- Fire Extinguishers
- Any work with storefront windows and doors
- Exterior work related to masonry, concrete or landscaping
- Table for coffee machine
- All equipment provided by owner/Haiges Machinery
- Installation of equipment by Haiges Machinery

If you have any questions or need any further information, please do not hesitate to give me a call.

Sincerely,
McGANN CONSTRUCTION, INC.



David Stevens
Project Manager/Estimator

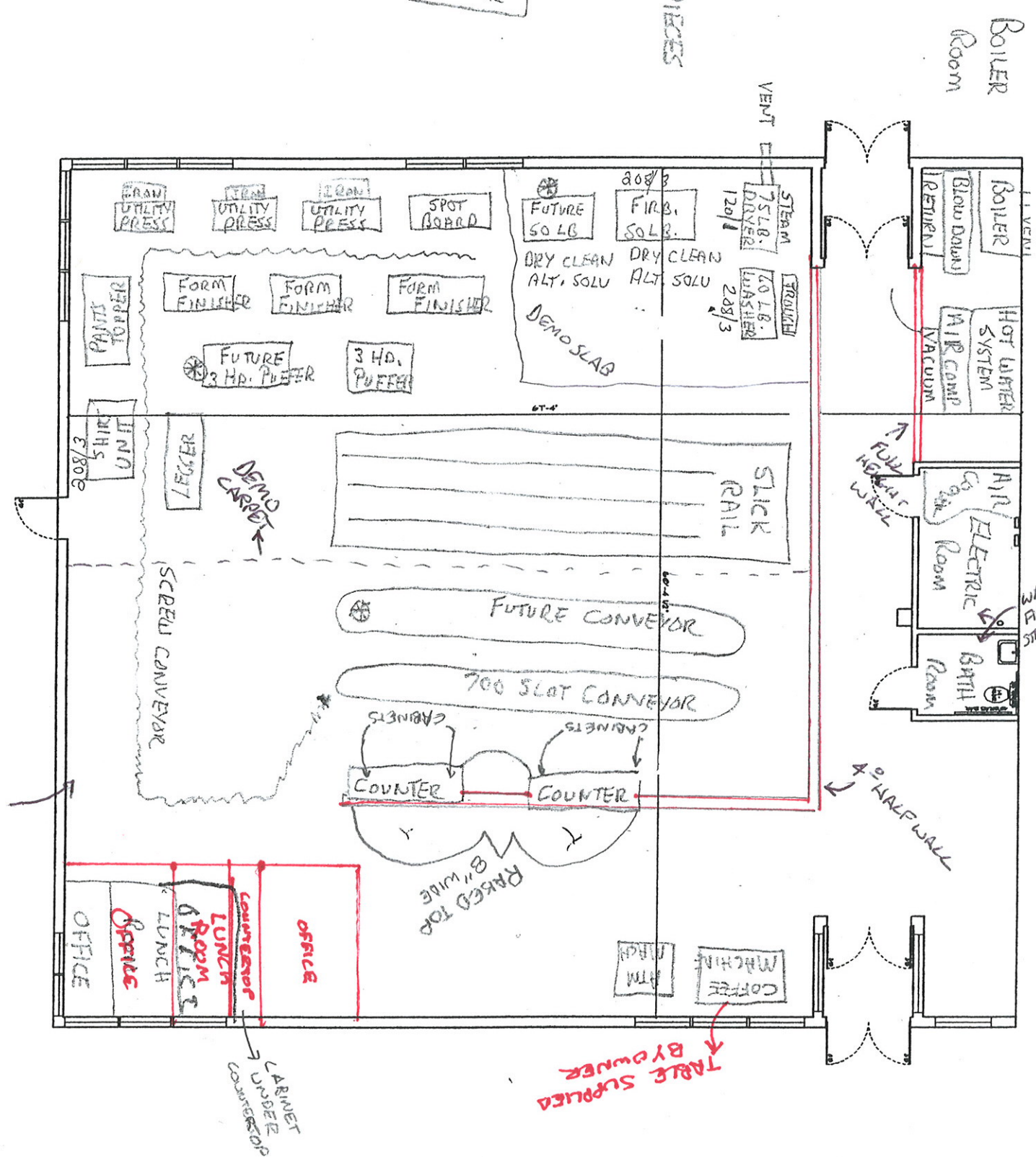


LOAD OF BUILDING AREIAL

⊗ = FUTURE PIECES

⊗ Need 400AMP 3/PH Electrical Service

22.1 x 9.1



Boiler Room

Blow Down RETURN

HOT WATER SYSTEM AIR COMP VACUUM

AIR ELECTRIC ROOM

BATH ROOM

4" HALF WALL

TABLE SUPPLER

CARPET UNDER COUNTER TOP

OFFICE

LUNCH ROOM

OFFICE

OFFICE

COFFEE MACHINE

ATM

RAKED TOP 8" WIDE

700 SLOT CONVEYOR

FUTURE CONVEYOR

SLICK RAIL

DEMO CARPET

SCREW CONVEYOR

LECKER

3 HD. PUFFER

FUTURE 3 HP. PUFFER

FORM FINISHER

FORM FINISHER

FORM FINISHER

SPOT BOARD

UTILITY PRESS

UTILITY PRESS

UTILITY PRESS

VENT

1.1 VENT

WALL FINISH STAYS

Submitted To: McGann Construction, Inc.

Address: 3622 Lexington Ave

City/State: Madison, WI 53714-

Architect:

Corporate Phone: (608) 241-5585

Fax: (608) 241-5110

Date: 04/02/2010

Project Name: McGann construction Dry
Cleaner project

Project Location: Madison

Contact Name: Estimating Department

Date Of Plans:

Scope of work

Provide labor and materials to complete the following:

Install drain and vent piping for (1) floor drain to be located in the boiler room.

Install one 4 foot trench drain located at the 60 pound washer.

Provide (2) cold and (2) hot water supplies to the washer area. This piping to be looped under the slab from the boiler room area.

Connect to drain piping located in the adjacent space behind the bathroom area. Bid assumes there is sufficient pitch to reach the washer area.

Connect to water supply located near the bathroom. Extend 1 inch water supply to the boiler room. Connect to water softener and water heater. Connect to (2) cold and (2) hot water supplies looped underslab to the washer area.

Provide (1) Watts 9-D backflow preventer at the boiler.

Local permit fees.

Drain and vent materials to be schedule 40 PVC. Water piping to be CPVC and pex.

Bid assumes concrete removal and replacement by others.

PLUMBING

McGann Construction
Attention: David Stevens
3622 Lexington Avenue
Madison, WI 53714-1246
Ph: 608-241-5585
Fax: 608-241-5110

RE: Dry Cleaner -- Midvale Rd; Madison, WI

HEATING, VENTILATION & AIR CONDITIONING PROPOSAL

- Relocate one supply diffuser into southeast corner office
- Add two new supply grilles into the lunch room and office
 - Recommend undercut doors for air transfer
- Relocate one main return air grille out of new boiler room
- Vent out one commercial dryer out the side wall (8" round)
- Provide stainless steel double wall venting for one boiler (10" round)
- Provide combustion air ducting for boiler room from the roof
 - This will include a hood and motorized damper interlocked with boiler
 - Roofing subcontractor (\$500 allowance)
- Provide a clean & check on existing RTU, turn over with fresh filters
- Installation labor
- HVAC permit fees

Quantity	Description
	<p>*BASED ON DRAWING RECEIVED 3/30/10</p> <p>PRICE INCLUDES:</p> <ul style="list-style-type: none"> --NEW 600A SERVICE --NEW 400A 3PH PANEL --EXISTING PANELS TO REMAIN --(12) 120V 20A 1PH MACHINE HOOKUPS (INCLUDES FUTURE PUFFER) --(3) 208V 40A 3PH MACHINE HOOKUPS (INCLUDES FUTURE 50 LB.) --(1) 208V 20A 3PH MACHINE HOOKUP --(2) 208V 20A 1PH MACHINE HOOKUPS (INCLUDES FUTURE CONVEYER) --OUTLETS, SWITCHES, PHONE HOOKUP IN 2 OFFICES --SWITCHING AND 4 CIRCUITS IN LUNCH ROOM --CONVENIENCE OUTLETS AT COUNTER AREA --SWITCHING IN BOILER ROOM --COFFEE MACHINE AND ATM MACHINE HOOKUPS --CITY OF MADISON PERMIT <p>BOILER ROOM HOOKUPS FOR:</p> <ul style="list-style-type: none"> --BOILER (208V 60A 3PH) --BLOW DOWN (120V 20A 1PH) --RETURN (120V 20A 1PH) --HOT WATER SYSTEM (120V 20A 1PH) --AIR COMPRESSOR (208V 40A 3PH) --VACUUM (120V 20A 1PH) <p>--MOVING LITES IN OFFICES, LUNCH ROOM, AND BOILER ROOM INCLUDED. ADDITIONAL LITING WILL BE EXTRA</p> <p>*DISCOUNT WILL BE AVAILABLE IF NEW 400A PANEL IS TO BE LOCATED IN BOILER ROOM</p> <p>*ADDITIONAL MG&E CHARGE MAY APPLY BASED ON LOCATION OF TRANSFORMER</p>

Hello Diana,

Below I have listed a brief description detailing my scope of work on your new facility:

- Tape and finish existing sales area walls. No work in mechanical, rest room, airlocks, or new storage room.
- Create new boiler room as per sketch submitted, as per our usual construction methods. Room to include a fire rated 40" x 6"-8" door, door closer, and standard lever hardware.
- Machine existing window jamb trim for (4) existing window areas and (1) exit door. Provide new 2.25" colonial trim for these areas, pre-primed.
- Construct (1) 8' x 8' wood shelving unit (24" deep, 4 shelves) at new storage area.
- Provide (6) pre-finished hollow core doors, with pre-finished trim and standard hardware.
- Cut in (1) door opening to adjacent area. (This wall is assumed to be standard wood construction).
- Cut, relocate, re-assemble existing cash sales desk.
- Construct new wall (approximately 14' long) to create new storage area.
- Construct (3) new offices, not to exceed 10'x12" each, outside measurements.
- Construct new 48" tall divider wall (approximately 46' long) with a pine wood cap. Post brace from ceiling as required.
- Pour (1) washing machine pad. Concrete cutting, breaking, drainage trough, and concrete removal by others. (It is my assumption that the plumber has accounted for these items).

Total cost for work as described above: \$15,377.00

General Notes:

- No painting, staining (other than pre-finished doors) or mechanical work is included.
- Final pricing revisions (may) be necessary based on final architectural blueprints.
- Boiler room and storage room drywall to be "fire taped" only.
- We will remove our debris from jobsite to on-site dumpsters furnished by others.
- Building permits to be obtained by others.
- Any work or materials not specifically mentioned in this proposal are not included.

Terms of the proposal:

Upon acceptance of our final proposal, a 40% deposit shall be due, with one progressive payment of 40% due at 65% completion (as invoiced by Thurnbauer Carpentry), with the

final balance due in full upon completion. Terms of any additional work will be determined at that time.

Diana, as per our conversation today, I would like to do a walk through with you prior to starting any work. Any changes to the work, terms, etc. could then be decided. If there aren't any significant changes, then the pricing quoted above should be sufficient. Please call me at 414-975-4100 (daytime or evenings) if you have any questions.

I look forward to working with you, and I hope you have great success with this new facility!

respectfully submitted,

Marty Thurnbauer

Tom's Repair Service

8503 S Kemmerer Rd
Clinton, WI 53525
USA

Voice: 847-951-3926
Fax: 608-531-2023

QUOTATION

Quote Number: m108
Quote Date: Jun 29, 2010
Page: 1

Quoted To:

Madison Apprenticeship Program
4633 A Verona Rd.
PO Box 44842
Madison, wi 53711
USA

Customer ID	Good Thru	Payment Terms	Sales Rep
9410	7/29/10	Per Terms in Quote	

Quantity	Item	Description	Unit Price	Amount
1.00	1000	Tom's Repair Service will install all dry cleaning equipment as shown on print; with space and tee's in main header for future equipment. Steam, return, air and vacuum lines will be piped from boiler room to equipment using overhead hangers to support pipe. Drops from header to equipment with shut off valves on every piece of equipment. Steam regulators will be added on machines needing lower steam pressure. Dry cleaning machine and washer will be bolted and grouted to floor; all other equipment will be anchored to floor. Steam pipes will be insulated from boiler room to equipment to keep temp and energy costs down. Blow down vent, return tank vent and vacuum vent piped through roof with 2" pipe temporarily sealed to roof; final seal by roofer. Set-up of screw convayor from pressing area to assembly area and all speed rail will be ceiling mounted. Convayor floor mounted and bolted to floor. All rail and non-steam lines will be painted	35,000.00	35,000.00

Subtotal	Continued
Sales Tax	Continued
TOTAL	Continued

Tom's Repair Service

8503 S Kemmerer Rd
Clinton, WI 53525
USA

Voice: 847-951-3926
Fax: 608-531-2023

QUOTATION

Quote Number: m108
Quote Date: Jun 29, 2010
Page: 2

Quoted To:

Madison Apprenticeship Program
4633 A Verona Rd.
PO Box 44842
Madison, wi 53711
USA

Customer ID	Good Thru	Payment Terms	Sales Rep
9410	7/29/10	Per Terms in Quote	

Quantity	Item	Description	Unit Price	Amount
		with silver paint. No sheet metal, plumbing or electric will be provided by Tom's Repair Service. 1/2 down payment \$17,500.00		
			Subtotal	35,000.00
			Sales Tax	
			TOTAL	35,000.00