

VILLAGE OF LOMBARD  
REQUEST FOR BOARD OF TRUSTEES ACTION  
For Inclusion on Board Agenda

  X   Resolution or Ordinance (Blue) \_\_\_\_\_ *Waiver of First Requested*  
  X   Recommendations of Boards, Commissions & Committees (Green)  
\_\_\_\_\_ Other Business (Pink)

TO: PRESIDENT AND BOARD OF TRUSTEES

FROM: Scott R. Niehaus, Village Manager

DATE: January 27, 2015 (B of T) Date: February 5, 2015

TITLE: Downtown Retail Business Grant; 130 E. St. Charles Road (Mesa Home Video)

SUBMITTED BY: Department of Community Development *MA*

BACKGROUND/POLICY IMPLICATIONS:

Your Economic and Community Development Committee submits for your consideration its recommendation on the above referenced petition. The ECDC recommends that the Village Board adopt the attached resolution approving a Downtown Retail Business Grant for the property commonly known as 130 E. St. Charles Road (Mesa Home video). (DISTRICT #4)

The ECDC recommended approval of this grant request by a vote of 4'-0.

Fiscal Impact/Funding Source:

Review (as necessary):

Village Attorney X \_\_\_\_\_ Date \_\_\_\_\_

Finance Director X \_\_\_\_\_ Date \_\_\_\_\_

Village Manager X \_\_\_\_\_ Date \_\_\_\_\_

NOTE: All materials must be submitted to and approved by the Village Manager's Office by 12:00 noon, Wednesday, prior to the Agenda Distribution.



## MEMORANDUM

**TO:** Scott R. Niehaus, Village Manager

**FROM:** William J. Heniff, AICP, Director of Community Development *WJH*

**DATE:** February 5, 2015

**SUBJECT:** **Downtown Retail Business Grant; 130 E. St. Charles Road (Mesa Home Video)**

Please find the following items for Village Board consideration as part of the February 5, 2014 Board meeting:

1. Economic and Community Development Committee (ECDC) memo; and
2. A Resolution Approving a Downtown Retail Business Grant for the Property Commonly Known As 130 E. St. Charles Road (Mesa Home Video).

The Community Development Department received an application for the Downtown Retail Business Grant Program for Mesa Home Video at 130 E. St. Charles Road. The Applicants are seeking to install interior improvements such as a new ceiling, concrete coring, flooring, HVAC systems, electric, drywall/paint, and glass work. The property is located in TIF 1 West. The total cost of project is \$66,533.02 and is grant eligible up to \$20,000.00. Said recommendation is subject to the following conditions, by the Village Board of Trustees, that would be in effect if the property was sold or retains its current ownership:

1. Expenditures relative to the Project must comply with the Illinois Prevailing Wage Act;
2. Permits must be applied for and received for all of the work. All work shall have passed inspection;
3. Before the grant can be paid out, Mesa Home Video will submit a final receipt (showing it is paid in full) and waivers of lien from the contractors.

The ECDC recommended approval of this grant request by a vote of 4-0. Please place this grant request on the February 5, 2015 Board of Trustees agenda.



## MEMORANDUM

**TO:** Trustee Laura Fitzpatrick, Chairperson  
Economic and Community Development Committee

**FROM:** Jennifer Ganser, Assistant Director of Community Development *JG*

**DATE:** January 21, 2015

**SUBJECT:** Downtown Retail Business Grant; 130 E. St. Charles Road (Mesa Home Video)

Staff was notified after the ECDC mailing was sent that the drywall quotes for Mesa Home Video were not submitted. This new memo replaces the memo dated January 12, 2015 and includes the drywall quotes.

The Community Development Department received an application for the Downtown Retail Business Grant for Mesa Home Video located at 130 E. St. Charles Road. The applicant is seeking to add interior improvements such as a new ceiling, concrete coring, electric, glass work, HVAC, flooring, and drywall and painting.

The property is located in the West TIF. The total cost of the project is \$66,533.02 and is grant eligible up to \$20,000.00 (up to 50% of the eligible project costs; not to exceed \$20,000.00, unless specifically approved by the Village Board). In 2013, 130 E. St. Charles Road received a Downtown Improvement and Renovation Grant for exterior improvements.

The building is currently vacant and Mesa Home Video will be utilizing approximately six hundred and seventeen (617) square feet. Mesa Home Video will be owned by Henry Mesa, who is also the building owner. They met with the College of DuPage Small Business Development Center for a business plan review and guidance. A copy is attached for review. Mesa Home Video is a new retail business to the market, specializing in residential audio-visual equipment. An interior floor layout is also attached showing the amount of display space for materials to purchase.

It should be noted that all grant requests paid for by Village of Lombard TIF dollars shall comply with the Illinois Prevailing Wage Act. Therefore, if the grant is approved by the Village Board of Trustees, the applicant shall sign an acknowledgement form indicating that they are aware that this project is subject to prevailing wages.

### **GRANT REQUEST ELEMENTS**

#### *Interior build-out*

Mesa Home Video is seeking to install interior improvements such as a new ceiling, concrete coring, electric, glass work, HVAC, flooring, and drywall and painting. The applicant has

submitted three bids for the proposed work and based on the lowest bids the applicant is eligible to receive up to \$20,000.00.

Currently the interior of the building is in disrepair and is vacant. The space has no ceiling or flooring materials, which is an improvement the applicant would like to make. This will lead to drywall and painting work for the entire space. Concrete Coring is needed to drill holes in the building concrete for the new electric. The building will become a multi-tenant building therefore additional electric and HVAC systems are needed. Also, Mesa Homes Video plans to add a glass wall between their space and Mesa Electronics. A cost break-down and quotes are attached.

Staff is supportive of the request for the following reasons:

1. Consistent with the recommendations of the Lombard Downtown Revitalization Project Guidebook.
2. Consistent with past approval for other façade grant requests.
3. The new interior space would create a wanted business for the East St Charles Road corridor and improve the building's interior.

#### *Conditions of Approval*

Staff proposes the following conditions be placed on the grant, if approved by the Village Board of Trustees. The conditions would be incorporated into a Resolution, subject to approval from the Village Board of Trustees.

1. The project must comply with the Illinois Prevailing Wage Act. Since the project will be partially funded by grant (from the Downtown TIF) the project must comply with the Illinois Prevailing Wage Act.
2. Permits must be applied for and received for all of the work. Permits should be applied for with the Building Division and will be ready after the appropriate departments/divisions are able to sign off stating that the project meets code. The contractor or property owner should call for inspections when needed. All work shall have passed inspection.
3. Before the grant can be paid out, the petitioner will submit a final receipt (showing it is paid in full) and waivers of lien from the contractors. This ensures that the project is paid in full before the Village remits the grant funds.

#### **COMMITTEE ACTION REQUESTED**

This item is being placed on the January 12, 2015 ECDC agenda for consideration. Staff recommends that the ECDC recommend approval to the Village Board for the requested Downtown Retail Business Grant being sought by Mesa Home Video for the property at 130 E. St. Charles Road. The project total is \$66,533.02 and is grant eligible up to \$20,000.00. As this

January 21, 2015  
130 E. St. Charles Road  
Page 3

request is over \$10,000, it requires final approval from the Village Board of Trustees. Said recommendation is subject to the following conditions, by the Village Board of Trustees:

1. The project must comply with the Illinois Prevailing Wage Act.
2. Permits must be applied for and received for all of the work. All work shall have passed inspection.
3. Before the grant can be paid out, Mesa Home Video will submit a final receipt (showing it is paid in full) and waivers of lien from the contractors.

**DOWNTOWN RETAIL BUSINESS GRANT PROGRAM  
APPLICATION**

1. A. Building Address: 130 - B E. Saint Charles Road  
B. Property Identification Number: 0608104011
  
2. A. Business Owners Name: Enrique + Lori Mesa  
B. Business Owners Address: 411 S. 2<sup>nd</sup> Street  
Saint Charles IL, 60174  
C. Business Owners Phone (daytime): (630) 443 6683  
D. Business Owners Email: Hmesa@mesaelectronics.com
  
3. A. Property Owners Name: Enrique + Lori Mesa  
B. Property Owners Address: Same as above  
  
C. Property Owners Phone (daytime): (630) 443 6683
  
3. Lease Terms: X
  
4. Description of Business (use additional paper if necessary):  
Electronics retail store
  
5. Proposed Improvements associated with the project (use additional paper if necessary):  
Complete Store Build-Out: Flooring install,  
walls, heating/air, electrical, plumbing, ceiling

6. Plans/Drawings prepared by:

A. Name: Dan Marshall / Marshall Architects

B. Address: 812 E. Main Street  
Saint Charles, IL 60174

C. Phone (day time): 630-584-7800

D. Estimated Cost of the project: \$ 66,467.00

7. Statement of Understanding.

- A. The applicant (undersigned) agrees to comply with the guidelines and procedures of the Downtown Retail Business Grant Program and the specific design recommendations of the Director of Community Development.
- B. The applicant must submit detailed cost documentation, copies of building permits, and all contractors waivers of lien upon completion of work.
- C. The applicant, owners, and all contractors must comply with all federal and local regulations (see the attached list).

Business Owner Signature  (Date) 11/14/14

Property Owner Signature  (Date) 11/14/14

Return application to:

Village of Lombard  
Community Development Department  
255 E. Wilson Ave., Lombard, IL 60148  
630-620-5746

**Mesa Home Video**

<b>Ceiling</b>		<b>Concrete Coring</b>	
Ceiling Guys	\$ 2,881.40	Apple Coring	\$ 3,500.00
Cut Above	\$ 1,950.00	Cobra Concrete	\$ 2,630.00
F&M	\$ 5,530.00	Core-Vette Coring	\$ 4,720.00
		Litgen Coring	\$ 3,760.00
<b>Lowest bid</b>	<b>\$ 1,950.00</b>	<b>Lowest bid</b>	<b>\$ 2,630.00</b>

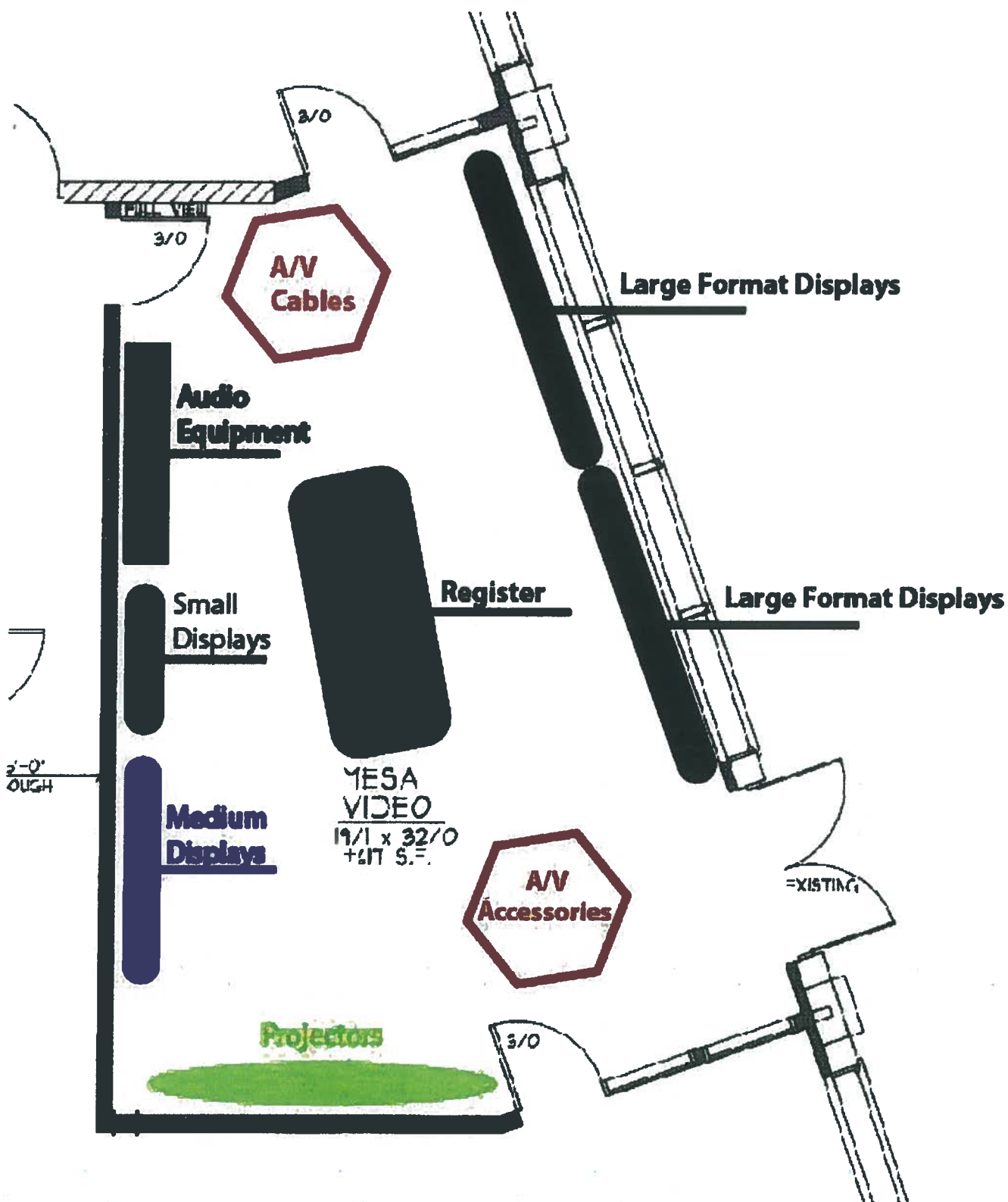
<b>Electric</b>		<b>Glass</b>	
Gurtz Electric Co.	\$ 40,000.00	A & G Glass & Mirror, Inc.	\$ 3,428.00
Kelso-Burnett Co.	\$ 35,000.00	Carlson Glass	\$ 6,584.38
Les Electric, Inc.	\$ 34,982.00	House of Glass	\$ 3,749.20
<b>Lowest bid</b>	<b>\$ 34,952.00</b>	<b>Lowest bid</b>	<b>\$ 3,428.00</b>

<b>HVAC</b>		<b>Flooring</b>	
A.W.E.	\$ 19,975.00	Commercial Carpet & Floor Covering, Inc.	\$ 8,223.02
Allied Air Conditioning & Heating Corp.	\$ 11,550.00	Carlson's Floors Inc.	\$ 8,335.00
Cooling Equipment Service, Inc.	\$ 8,780.00	Great Western Flooring	\$ 9,915.50
<b>Lowest bid</b>	<b>\$ 8,780.00</b>	<b>Lowest bid</b>	<b>\$ 8,223.02</b>

<b>Drywall</b>	
Cut Above	\$ 6,800.00
F&M	\$ 8,670.00
Greg's Painting & Drywall	\$ 6,570.00
<b>Lowest bid</b>	<b>\$ 6,570.00</b>

**Grand total of lowest bids**                      **\$ 66,533.02**

**Grant Eligible**                                      **\$ 20,000.00**



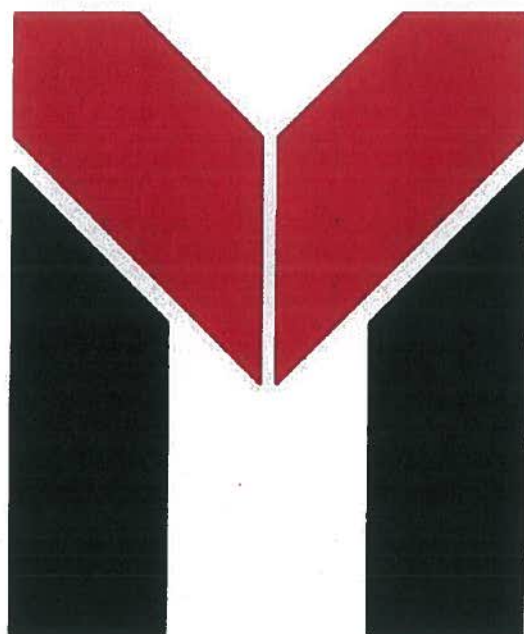


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# MESA HOME VIDEO

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Business Plan



**NOVEMBER 14, 2014**  
MESA HOME VIDEO  
130 E St. Charles Rd, Lombard, IL, 60148



#### **A. Executive Summary**

Mesa Electronics, Inc. is proud to present Mesa Home Video (MHV), a new residential audio-visual retail storefront to be located at 130-B E. Saint Charles Road in Lombard, IL. Mesa Home Video (MHV) will require \$160,000.00 in startup capital that will be 100% funded by its principles, Henry and Lori Mesa. MHV is seeking the maximum allowed amount of reimbursement from the Village of Lombard's Downtown Retail Business Grant. MHV is projected to, at minimum, create three new jobs over the next three years. It will also bring in 28 jobs from Mesa Electronics, Inc., a company that has combined annual sales in excess of five million dollars as well as the ability to bring healthcare and architectural firms/clients into the community.

This new infusion of capital will enhance local businesses such as but not limited to: gas stations, banks, restaurants, service industry, and so forth, thus increasing taxes paid to the city of Lombard. What sets MHV apart from the big box stores is its 28+ years of professional installation, design, and consultation experience in the audio-visual industry. This experience brings a unique understanding of the types of products MHV wishes to sell and service at this new storefront. Unlike competitors that offer lower quality product lines, MHV will only offer professional lines of audio-visual equipment. MHV will be able to take the time to listen to each client in order to meet their individual needs, and will have in-depth knowledge of all the products for sale. Additionally, MHV offers professional home-installation service, unlike its competitors. This alone will bring in new customers as well as ensure that existing customers are happy with the service/product they purchased.

MHV is also unique in that the complete staff of Mesa Electronics, Inc., its guarantor, will be available to MHV at all times to ensure that MHV is successful. MHV will operate within the service sector under the industry of electronic stores. MHV will supply the community of Lombard and surrounding areas with attractive pricing on cutting-edge audio-visual equipment and professional audio-visual design-build consultation.



## B. Features and advantages of product/service

### 1. Description

Products/Services	Description
<b>Professional Displays</b>	26"- 110" displays 1080P-4K Displays/monitors Industry leading brands (LG, Panasonic, etc...) Single displays to video wall systems
<b>Professional Grade Cables</b>	Standard lengths (3-25 feet) Custom lengths (25 feet +) Shield and unshielded Common (HDMI, VGA, RCA, DVI, Audio Cable) Specialty (DVI-I, DVI-D, HDMI 1.4, Mini HDMI, Rapid Run, Display port, Optical Audio, Serial Cable, etc....)
<b>High Quality Mounts</b>	High Quality Brands (Peerless, Chief, etc...) Standard (Flat, Tilt, Pivot) Specialty (Articulating, Desk, Down Rod, Floor, etc...) Custom Mounts
<b>Professional Home Installation Services</b>	Turn-key Professional & experienced Limitless applications
<b>Repair/Maintenance Services</b>	On-site repair Certified/trained technicians Experienced technicians

### 2. Competitive advantage

MHV has a unique competitive advantage compared to its competitors. This advantage lies within its technical experience and focus on professional audio-video systems. For example, competitors like Best Buy offer general consumer electronics to its customer, ranging from residential displays to common appliances. Therefore, Best Buy does not have a sole focus on professional A/V equipment. MHV offers its customers products that big-box electronics stores do not, while still providing standard A/V products. Furthermore, MHV offers a professional and experienced installation and maintenance service that competitors, such as Radio Shack, do not. MHV



technicians and designers have designed, installed, and maintained A/V systems for large facilities and conglomerates for over 28 years. These systems typically cover the facilities' entire A/V infrastructure, head-end systems, 100+ displays, conference rooms, and more. Thus, MHV will be able to take on any residential customers A/V concept, no matter how complex, and make it a reality with a 100% professional guarantee and support. No other consumer electronic store is able to provide that level of professional design build, installation, and maintenance.

### **3. Proprietary position**

MHV has rights to Mesa Electronics, Inc. installation labor force. With over 28 years of experience and training, these technicians are exclusive to MHV. Furthermore, MHV has the potential to offer Mesa Electronics, Inc.'s exclusive products; products that are only sold by Mesa Electronics, Inc. and its vendors (MHV) within this territory (Independa Interactive Assistance Displays and ToMaDA tracking systems).

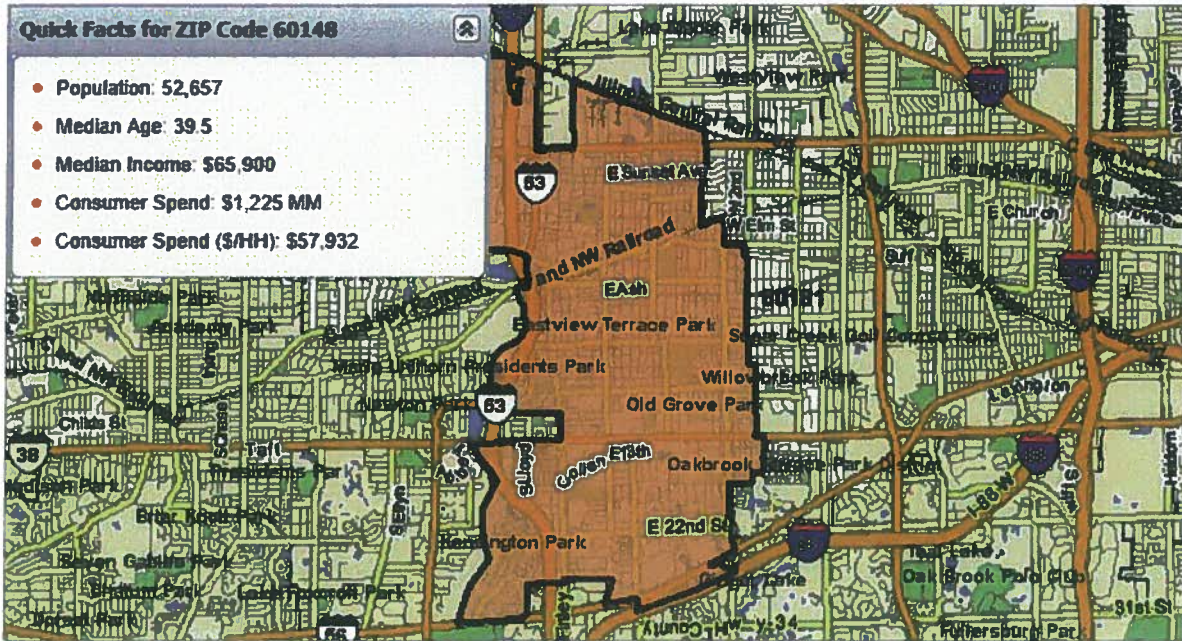
### **4. Future potential**

After MHV has operated long enough to accurately identify high selling items/brands, MHV can purchase larger quantities, not only for MHV's residential orders but in combination with Mesa Electronics, Inc. commercial orders. Thereby, achieving a better price point through purchasing power and Mesa Electronics, Inc. high level pricing agreements with its manufacture partners (LG, Panasonic, Peerless, etc.). In the long run, this will reduce prices for our customers, capture larger market share from our competitors, and increase our profitability. Additionally, if customer demand for home A/V installation increases, MHV can expand its home installation division with little overhead by allocating more of Mesa Electronics, Inc.'s pool of technicians and underutilized resources to meet demands. Furthermore, MHV has the ability to utilize Mesa Electronics, Inc. warehouse space and logistics division to potentially incorporate e-commerce through an online MHV store. In conclusion, MHV has the leadership team to take on large growth and fast expansion.

## **C. Market research and analysis**

### **1 & 2. Definition of your customers and markets & Market size and trends**

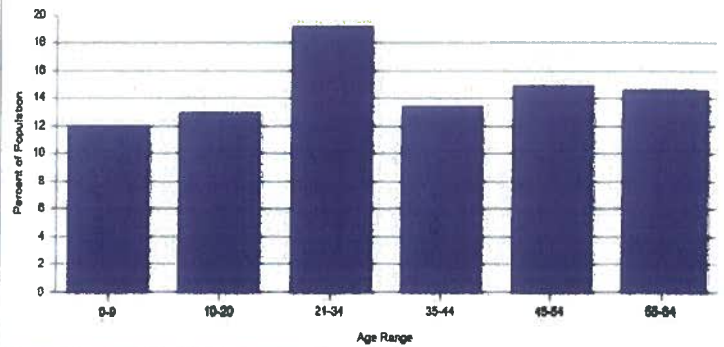
Mesa Video will operate within Lombard's distinct market, population of 52,657. Mesa Video uses the PRIZIM market segmentation system to determine their target market segments within Lombard's Market.



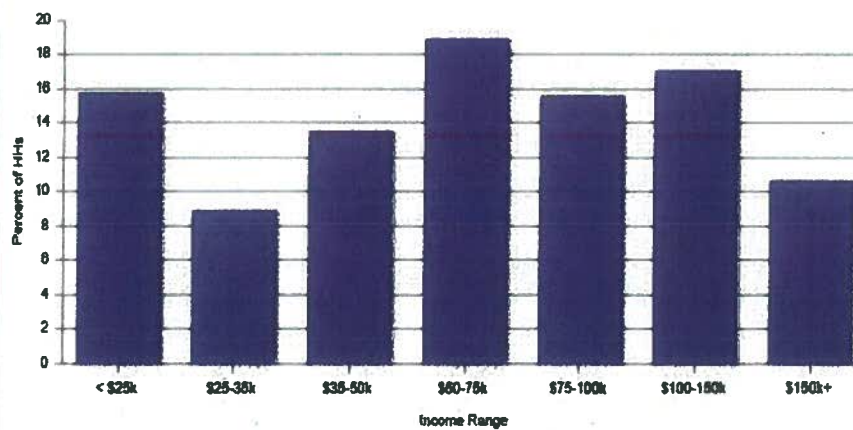
Household Composition



Population by Age



Households by Income





Mesa Video will target four segments due to their:

- Availability within the Lombard Market
- Income level/discretionary funds
- Electronic device purchasing trends

Mesa Video will advertise through each segments preferred media sources:

- Magazines
- TV Shows
- Websites

#### Up-and-Comers:

"Younger, upper-midscale singles before they marry, have families, and establish more deskbound lifestyles. Found in second-tier cities, these mobile adults, mostly age 25 to 44, include a disproportionate number of recent college graduates who are into athletic activities, the latest technology, and nightlife entertainment."

#### PRIZIM

#### Home Sweet Home:

"Widely scattered across the nation's suburbs, the residents of Home Sweet Home tend to be upper-middle-class married couples living in mid-sized homes without children. The adults in the segment, mostly under 55, have gone to college and hold professional and white-collar jobs. With their upper-middle-class incomes and

##### 2014 Statistics

US Households: 1,657,238 (1.38%)  
Median HH Income: \$52,930

##### Lifestyle & Media Traits

Order from priceline.com  
Travel to South America  
Read Cigar Aficionado  
Watch South Park  
Nissan Altima Hybrid

##### Demographics Traits

Urbanicity: Second City  
Income: Upper Mid  
Income Producing Assets: Moderate  
Age Ranges: 25-44  
Presence of Kids: HH w/o Kids  
Homeownership: Mix, Renters  
Employment Levels: Professional  
Education Levels: College Graduate  
Ethnic Diversity: White, Asian, Mix

##### 2014 Statistics

US Households: 2,138,081 (1.78%)  
Median HH Income: \$68,555

##### Lifestyle & Media Traits

Order from buy.com  
Download music  
Read Wired  
Watch The Amazing Race  
Mazda CX-7

##### Demographics Traits

Urbanicity: Suburban  
Income: Upper Mid  
Income Producing Assets: Above Avg  
Age Ranges: <55  
Presence of Kids: HH w/o Kids  
Homeownership: Mostly Owners  
Employment Levels: Professional  
Education Levels: College Graduate  
Ethnic Diversity: White, Black, Asian, Mix



small families, these folks have fashioned comfortable lifestyles, filling their homes with exercise equipment, TV sets, and pets." PRIZIM

#### **Brite Lites, Li'l City:**

"Not all of America's chic sophisticates live in major metros. Brite Lights, Li'l City is a group of well-off, middle-aged couples settled in the nation's satellite cities. Residents of these typical DINK (double income, no kids) households have college educations, well-paying business and professional careers, and swank homes filled with the latest technology." PRIZIM

2014 Statistics	Demographics Traits
US Households: 2,058,351 (1.71%)	Urbanicity: Second City
Median HH Income: \$75,492	Income: Upscale
	Income Producing Assets: High
Lifestyle & Media Traits	Age Ranges: <55
Shop at Costco	Presence of Kids: HH w/o Kids
Gamble in Las Vegas	Homeownership: Mostly Owners
Read Runner's World	Employment Levels: Management
Watch The Simpsons	Education Levels: Graduate Plus
BMW M1	

#### **Second City Elite:**

"There's money to be found in the nation's smaller cities, and you're most likely to find it in Second City Elite. The residents of these satellite cities tend to be prosperous professionals who decorate their homes with multiple computers, large-screen TV sets, and an impressive collection of wines. With more than half holding college degrees, Second City Elite residents enjoy cultural activities--from reading books to attending theater and dance productions." PRIZIM

2014 Statistics	Demographics Traits
US Households: 1,615,999 (1.34%)	Urbanicity: Second City
Median HH Income: \$79,563	Income: Upscale
	Income Producing Assets: Elite
Lifestyle & Media Traits	Age Ranges: 55+
Shop at Neiman Marcus	Presence of Kids: HH w/o Kids
Collect art	Homeownership: Mostly Owners
Read Smart Money	Employment Levels: White Collar, Mix
Watch Live from Lincoln Center	Education Levels: Graduate Plus
Lexus ES	Ethnic Diversity: White, Asian, Mix



### 3. Competition

#### Direct Competitors      MHV Advantage

Best Buy	Higher quality displays, Wider selection of A/V cables, Highly trained installation staff, Full Service Center
Radio Shack	Offers wider selection of displays, Offers installation service, Full Service Center, Turn-key approach
HH Gregg	Higher quality displays, Offers installation service, Wider selection of A/V cables, Full service center, Turn-key approach
Fry's Electronics	Higher quality displays, Offers installation service, Full service center, Turn-key approach

These competitors sell similar/same products (A/V products). Finally, these competitors have store fronts which are geographically located within 50 miles of our location.

#### D. Estimated market share and sales

##### 1. Market plan

**Define mission of organization:** "To continually provide our customers with the highest quality A/V goods and services"

**Determine organizations objectives:** Generate a 20 percent profit over the next 36 months



Access organizational resources and evaluate environmental risks and opportunities:

#### SWOT ANALYSIS

Leverage	Problems
<b>Strengths:</b> High Quality Products Customer Service Level Exclusive warranty Purchasing Power Low overhead cost Experience Financial Resources (Mesa Electronics, Inc.)	<b>Weakness:</b> Weak market image Large competitors Big box pushers low pricing
<b>Opportunities:</b> Enter new market Add new product offers, not offered by competitors Build new A/V B2B residential relations Offer additional home installation services	<b>Threats:</b> Current Economy Unreliable vendors Entry of new competitors

#### Formulate Market Strategy:

See section C & D

#### Implement Strategy through operating plans:

See section F

**Monitor and adapt strategies when necessary through feedback:**

After the marketing plan has been put into effect, MHV will monitor its performance to ensure MHV is attaining its objectives. If MHV performance is not in line with expected results MHV will alter the strategy and continue the process: implement, monitor, and feedback.

**2. Market strategy**

MHV will utilize an effective Market strategy to be successful in its marketplace. MHV will need to reach the right customers at the right time, and build the right relationships in order to succeed. Mesa Video will target the target market described in section C (Up and Comers, Home Sweet Home, Brite Lites, Li'l City, and Second City Elite), due to their geographic location, purchasing trends, and discretionary funds. MHV will utilize an effective Marketing Mix; product/service (see section B.1), distribution (See below\*), promotion (see section D.6), and price (See section D.3) to satisfy MHV's target market.

**Distribution Strategy\*:** MHV will utilize Mesa Electronics, Inc. current logistics department staffing and experience to provide our customers with product at all times. Furthermore, MHV will utilize the facilities 1200+ sf warehouse to stock fast-moving product. Lastly, MHV's close proximity to its vendors ensures readily available product.

**3. Pricing**

MHV will use a penetrating price model for its pricing strategy. Mesa Video wants to gain market share rapidly from its larger more know competitors through lower prices. MHV is able to provide these low costs through purchasing power and existing vendor relations. MHV will then raise its prices after initial market share is gained.

**4. Sales tactics**

MHV will lean on Mesa Electronics, Inc.'s 28 years of sales experience in the A/V world. Mesa Electronics, Inc. has a team of highly skilled and highly experienced sales personal, which will assist MHV's full-time staff both remotely and on-site. Combine this sales effort with a penetration pricing strategy and MHV plans to see high sales and strong customer relationships.



Sale Scenario	Year 1	Year 2	Year 3
<b>Worst Case Scenario</b>	\$268,446	\$290,628	\$348,760
<b>Projected Case Scenario</b>	\$412,993	\$447,120	\$536,544
<b>Best Case Scenario</b>	\$474,942	\$517,188	\$617,025

## 5. Service and warranty policies

Manufactures Warranty	Mesa Video Extended Warranty (Displays)	Installation Warranty
<ul style="list-style-type: none"> <li>• Repair/replacement for any defects between 1-3 years</li> <li>• Large majority are serviced in house by mesa technicians</li> </ul>	<ul style="list-style-type: none"> <li>• Additional, 1-5 years</li> <li>• Serviced in-house, by mesa technicians</li> </ul>	<ul style="list-style-type: none"> <li>• 100% guarantee</li> <li>• 30 day unsatisfactory free repairs</li> <li>• Offers yearly's service maintenance agreements (Annual Fee)</li> </ul>

Manufacture warranty's usually cover repair/replacement for any defects between 1-3 years. However, MHV's service center capabilities allow for the purchase of extended warranties for certain products, such as displays. Unlike competitors, a majority of products are repaired on-site by MHV technicians. Furthermore, MHV offers a 100% guarantee for all home installations, if work is found to be unsatisfactory within 30 days. MHV will evaluate and correct, if need be, at no charge. From that point on MHV offers yearly service maintenance agreements at a yearly fee (price varies per circumstances).

## 6. Advertising, public relations and promotions

MHV plans to accomplish the following through its advertising, public relations, and promotional plan: Provide information to consumers, increase demand, differentiate its product/service, accentuate its product/service value, and grow consistent sales. MHV plans to create print advertisements in local newspapers, banners, and billboards that accomplish the above objectives. MHV plans to achieve the same objectives through



public relations such as community donation and hosting community events, thus creating positive public relations. Lastly, MHV plans to promote its products and service through various other promotional Medias such as local television, website, and local radio. Lastly, MHV will have an opening week promotional discount to attract new customers.

Advertisement Category	Category Type	Message
Print Advertising	• Local newspaper	• Opening day, Sales, Services
	• Magazines	• Opening day, Service, Location
	• Billboards	• Services, Location
TV & Radio Advertising	• Local TV Stations & Local Radio	• Services, Sales, Location
Public Relations	• Community donations	• Positive community support
	• Hosting community events	• Positive community support

#### E. Design and development plans

##### 1. Development status and tasks

Mesa Electronics Inc. is currently designing and building out MHV's store front. MHV's inventory system is currently going through final testing and the database is in the beginnings of its creation. MHV's remaining task are hiring of one sales clerk/sales personal and the final build out of the physical store front.

##### 2. Difficulties and risks

MHV will face the difficulties of successfully advertising its storefront during build out in order to attract customers before it opens. Furthermore, MHV faces the financial task of gathering funding to pay for the build out of its storefront and the purchase of first quarters stock.



### 3. Costs

Start-Up	Budget
Initial Advertising	\$ 417.00
Initial Purchase Inventory	\$ 40,000.00
Store Front Build Out	\$ 40,000.00
Store Front Displays	\$ 20,000.00
First Month Payroll	\$ 2,400.00
First Month Payroll Expenses	\$ 20.00
First Month Utilities	\$ 120.00
First Month Rent	\$ 840.00
Business Licenses Fee	\$ 250.00
First Month Insurance	\$ 303.00
First Month Office supplies	\$ 40.00
<b>Total:</b>	<b>\$ 104,390.00</b>

### F. Operation plans

#### 1. Business location

MHV will be located in downtown Lombard, 130 East St. Charles Road, Lombard, IL, 60148. This location is beneficial to MHV due to the following: close proximity to suppliers, proximity to downtown shopping strip, and proximity to community public train system (METRA Lombard). This location will increase exposures, lower logistical cost, and higher customer traffic.

#### 2. Facilities and improvements

Mesa Electronics, Inc. is currently rehabbing the entire facility MHV's 600+ sf store front will reside in. After renovation, MHV will be able to utilize Mesa Electronics, Inc. 1200+ square foot inventory warehouse, technical training/mock room center, sufficient power and data needs, CCTV security camera system, appealing remodel, and more. Furthermore, MHV will have full access to Mesa Electronics, Inc.'s. custom database server system and office technologies such as printers, scanners, conferencing phone systems, computers, and more.



### **3. Strategy and plans**

MHV will operate Mon-Friday (10AM-8PM), Saturday (10AM-8PM), and Sunday (11AM-5PM), and will be closed on these holidays; Easter, Thanksgiving Day, Christmas Day, and New Year's Day. MHV's operation strategy will utilize several operational tools and incorporate key operational concepts that have been successful for Mesa Electronics, Inc. MHV will use process maps, value stream maps, and other operational analyst tools in order to monitor and adjust operational methods when changes are needed or improvements are identified. MHV will monitor merchandise purchasing patterns/trends to incorporate Just-In-Time inventory strategy, thus reducing inventory costs and potential dead stock. It is key that MHV has successful supply chain management in order for JIT inventory strategy to be fluid and successful.

MHV will incorporate lean methodologies in order to reduce waste, increase productivity, produce a higher value to the customer, and result in higher profits. MHV will implement the FIVE S's of six sigma (Sort, Straiten, Shine, Standardize, and Sustain) to increase productivity and develop a highly efficient business culture. MHV will follow the main goal of Six Sigma, to consistently strive for better performance by constantly evaluating methods and process in order to improve. MHV will track employee progress and evaluate each employee performances, thus enabling MHV to alter employee methods and/or make effective staffing decisions.

### **4. Labor force**

MHV's labor force consists of Mesa Electronics, Inc's highly trained and experienced installation technicians. These Technicians have been working in the installation field and for Mesa Electronics, Inc. for over 20 years. These Technicians get yearly and semi-yearly training from all of the larger manufactures MHV offers.

## **G. Management Team**

### **1. Key management personnel (credentials)**

It is important to note that MHV will utilize Mesa Electronics, Inc. experienced management personnel:

#### **Henry Mesa – CEO**

- CEO of Mesa Electronics, Inc. for over 28 years
- Bachelor of Science, Electronics (DeVry University)



- Taught electronics at Triton Collage
- Managed and negotiates multi-million dollar projects with large healthcare conglomerates; such as Advocate Healthcare Systems

**Jordan Mesa – COO**

- COO of Mesa Electronics, Inc. for over 5 years
- Bachelor of Business Administration (BBA), Business Administration and Management, General, 3.961 GPA (DePaul University)
- Project management of entire healthcare facility installations (Gantt charts, process mapping, critical activities, etc.)
- Implantation of Lean Methodologies

**Erin Mesa – CAO**

- CAO of Mesa Electronics, Inc. for over 6 years
- Bachelor of Arts, Advanced Management (Colombia Collage Chicago)
- Supply chain management for Mesa Electronics, Inc.
- Logistical management of inventory and employee scheduling

**2. Management assistance and training needs**

MHV management team have been operating in the professional commercial A/V world for quite some time and operating a less demanding residential arm will be well within there capabilities. However, if assistance is needed MHV will consult with its chosen Six Sigma Guru:

**Pablo Mesa – Managerial Consultant/Lean Management Guru**

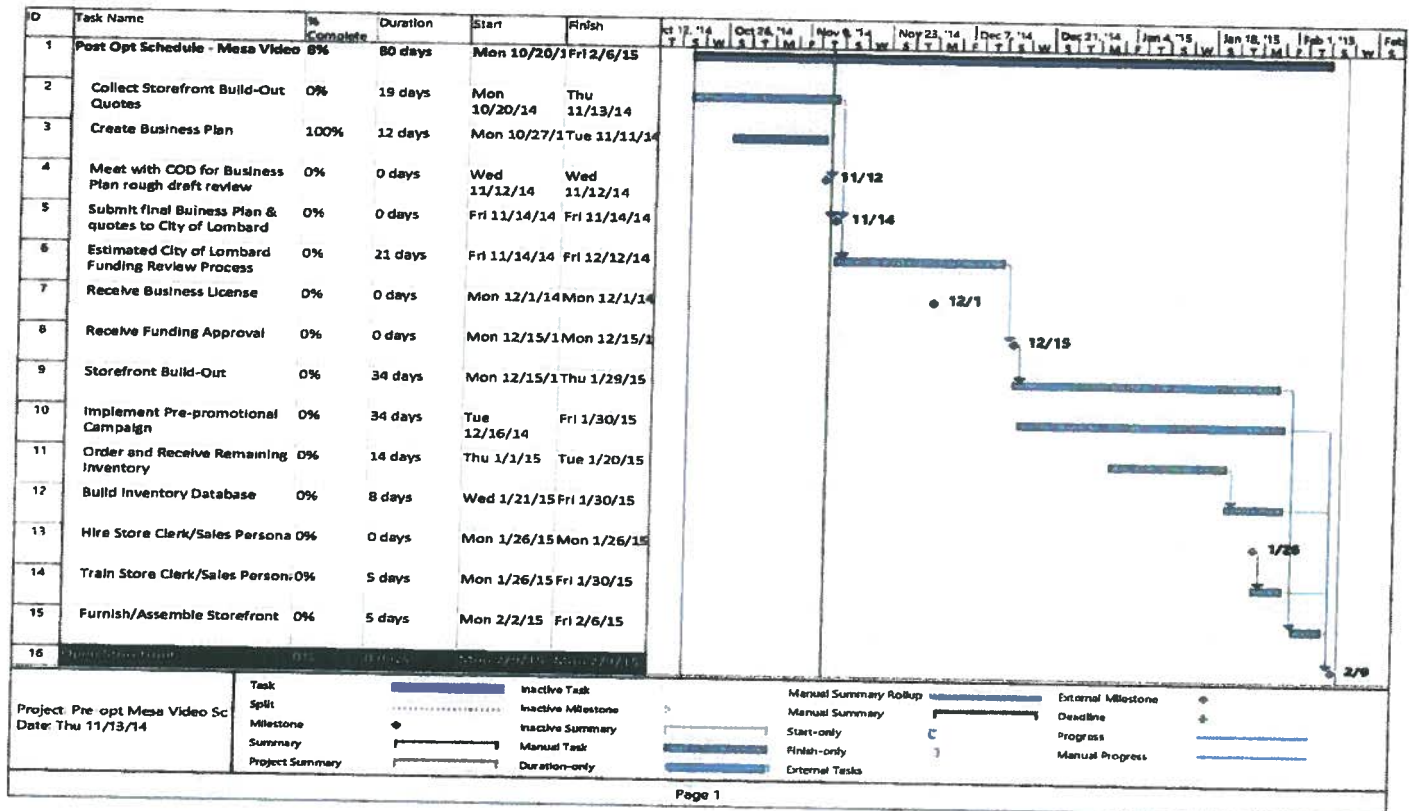
- Bachelors of Applied Science and Technology from DeVry University
- Computer Science Advisor Board Member
- Lean principals master coach and trainer: Recipient of: Phillips Master Coaching in "Toyota Way Manufacturing Principals"
- Deming Principles QA Management Coach

Furthermore, Mesa Video will offer management yearly management courses for further improvements and education.



## H. Overall Schedule

### 1. Critical activities before opening



### 2. Critical activities after opening

Start: (02/15)	Critical Activity 1: (10/15)	Critical Activity 2: (04/16)	Critical Activity 3: (07/17)
Storefront Open	Extend Display Offering (Samsung)	Expand Storefront (Purchase of adjacent lot)	Extend Product Offering (Apple Products and Bose Products)

## I. Critical risks and problems

### 1. Price cutting by competitors

Mesa Video will compete with these cuts by increasing the whole service experience such as but not limited to: an additional free month parts and labor warranty on goods sold, reward points program, and



collaboration of spiff programs with manufactures back to Mesa Video.

**2. Unfavorable industry-wide trends**

MHV will diversify its goods into other favorable markets such as electronic watches, a deal with Bose and Apple goods, consulting services, and refresh deals on existing goods purchased at MHV.

**3. Operating cost overestimates**

MHV will determine where we are too high on estimates and combat lower prices from our competitors by lowering overall operating costs. MHV will also formulate an increase in labor charges for services sold as well as offering extended warranties for up-front capital with optimal returns.

**4. Low sales**

Increase the advertising plan budget, re-evaluate the advertising plan, offer greater discounts on limited-time basis, offer extended warranties, and negotiate lower costs on finished goods for sale.

**5. Difficulties obtaining inventory or supplies**

Offer substitute products, with same quality, to customers at same or lower price of unavailable. MHV will negotiate with existing manufactures to recover costs.

**6. Difficulty in obtaining credit**

Negotiate with Mea Electronics, Inc. for extended credit.

**7. Lack of trained labor**

MHV will offer free training programs to employees from companies like LG, Panasonic, etc. Mesa Electronics, Inc. is located in the same building as MHV and will offer assistance via its 12 on-site trained technicians, on-site office staff, and its CEO, COO, and CAO.



## J. Financial Plan

## 1. Profit and loss forecasts for 3 years (first year monthly)

Twelve Month 2015

## PROFIT &amp; LOSS PROJECTION

MESA VIDEO

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YEARLY	IND %
<b>REVENUES (SALES)</b>	<b>TREND</b>													
Net Sales	\$ 21,003	\$ 21,003	\$ 21,003	\$ 29,682	\$ 29,682	\$ 29,682	\$ 40,728	\$ 40,728	\$ 40,728	\$ 46,251	\$ 46,251	\$ 46,251	\$ 412,992	100%
<b>COST OF SALES</b>	<b>TREND</b>													
COGS	\$ 14,860	\$ 14,860	\$ 14,860	\$ 21,768	\$ 21,768	\$ 21,768	\$ 30,560	\$ 30,560	\$ 30,560	\$ 34,956	\$ 34,956	\$ 34,956	\$ 306,432	74%
Gross Profit	\$ 6,143	\$ 6,143	\$ 6,143	\$ 7,914	\$ 7,914	\$ 7,914	\$ 10,168	\$ 10,168	\$ 10,168	\$ 11,295	\$ 11,295	\$ 11,295	\$ 106,560	26%
<b>EXPENSES</b>	<b>TREND</b>													
Salary expenses	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 28,800	7%
Payroll expenses	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 240	0%
Fees (office and operating)	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 40	\$ 480	0%
Repairs and maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Advertising	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 5,004	1%
Car, delivery and travel	\$ 110	\$ 110	\$ 110	\$ 110	\$ 110	\$ 110	\$ 110	\$ 110	\$ 110	\$ 110	\$ 110	\$ 110	\$ 1,320	0%
Accounting and legal	\$ 250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500	\$ 750	0%
Rent	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 840	\$ 10,080	2%
Utilities	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 1,440	0%
Insurance	\$ 303	\$ 303	\$ 303	\$ 303	\$ 303	\$ 303	\$ 303	\$ 303	\$ 303	\$ 303	\$ 303	\$ 303	\$ 3,636	1%
Start Up Capital	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	5%
Start Up Cost	\$ 40,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,000	10%
Depreciation	\$ 214	\$ 214	\$ 214	\$ 214	\$ 214	\$ 214	\$ 214	\$ 214	\$ 214	\$ 214	\$ 214	\$ 214	\$ 2,568	1%
Loan Payments (P+I)	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 2,107	\$ 25,284	6%
Purchases (merchandise)	\$ 40,000												\$ 40,000	10%
Misc. (unspecified)														
<b>TOTAL EXPENSES</b>	\$106,821	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 7,071	\$ 179,602	43%
Net Profit	\$106,821	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 6,571	\$ 7,071	\$ 179,602	43%

## Profit and Loss Projection (3 Years)

Mesa Video

	2015	%	2016	%	2017	%
<b>Sales</b>	\$ 412,993	100.00%	\$ 447,120	100.00%	\$ 536,544	100.00%
<b>Cost/ Goods Sold (COGS)</b>	\$ 306,432	74.20%	\$ 257,146	57.51%	\$ 250,234	46.64%
<b>Gross Profit</b>	\$ 106,561	25.80%	\$ 189,975	42.49%	\$ 286,310	53.36%
<b>Operating Expenses</b>						
Salary (Office & Overhead)	\$ 28,800	6.97%	\$ 28,800	6.44%	\$ 57,600	10.74%
Payroll (taxes etc.)	240	0.06%	240	0.05%	480	0.09%
Outside Services	-	0.00%	-	0.00%	-	0.00%
Supplies (off and operation)	480	0.12%	480	0.11%	480	0.09%
Repairs/ Maintenance	-	0.00%	-	0.00%	-	0.00%
Advertising	5,004	1.21%	5,004	1.12%	5,004	0.93%
Car, Delivery and Travel	1,320	0.32%	2,640	0.59%	3,960	0.74%
Accounting and Legal	750	0.18%	500	0.11%	500	0.09%
Rent	10,080	2.44%	10,080	2.25%	10,080	1.88%
Telephone	-	0.00%	-	0.00%	-	0.00%
Utilities	1,440	0.35%	1,440	0.32%	1,440	0.27%
Insurance	3,636	0.88%	3,636	0.81%	3,636	0.68%
Loan Payments (P+I)	25,284	6.12%	25,284	5.65%	25,284	4.71%
Purchase (merchandise)	40,000	9.69%	40,000	8.95%	40,000	7.46%
Depreciation	2,568	0.62%	2,568	0.57%	2,568	0.48%
Start Up Capital	20,000	4.84%	-	0.00%	-	0.00%
Start Up Costs	40,000	9.69%	-	0.00%	-	0.00%
<b>Total Expenses</b>	\$ 179,602	43.49%	\$ 120,672	26.99%	\$ 151,032	28.15%
<b>Net Profit Before Tax</b>	(73,041)		69,303		135,278	
<b>Income Taxes</b>	-		22,177		43,289	
<b>Net Profit After Tax</b>	(73,041)		47,126		91,989	
<b>Owner Draw/ Dividends</b>	-		-		-	
<b>Adj. to Retained Earnings</b>	\$ (73,041)		\$ 47,126		\$ 91,989	



## 2. Cash flow projections for 3 years

### 2015 PROJECTED MONTHLY CASH FLOW

**Mesa Video**

January 1, 2018

	PRI-STARTUP	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6	MONTH 7	MONTH 8	MONTH 9	MONTH 10	MONTH 11	MONTH 12	TOTAL
1. Cash On Hand														
(Beginning of month)		\$80,000.00	\$81,838.00	\$80,822.00	\$88,108.00	\$88,888.00	\$83,822.00	\$88,778.00	\$87,880.00	\$71,401.00	\$78,812.00	\$80,180.00	\$88,888.00	
2. Cash Receipts														
(a) Cash Sales		\$21,000.00	\$21,000.00	\$21,000.00	\$20,882.00	\$20,882.00	\$20,882.00	\$40,728.00	\$40,728.00	\$40,728.00	\$40,251.00	\$48,251.00	\$48,251.00	\$418,988.00
(b) Collections from Credit Accounts														
(c) Loan or Other Cash Injection	\$180,000.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3. Total Cash Receipts														\$180,000.00
(2a + 2b + 2c = 3)		\$181,000.00	\$21,000.00	\$21,000.00	\$20,882.00	\$20,882.00	\$20,882.00	\$40,728.00	\$40,728.00	\$40,728.00	\$40,251.00	\$48,251.00	\$48,251.00	\$472,982.00
4. Total Cash Available														
(Before cash out) (1 + 3)	\$180,000.00	\$181,000.00	\$21,000.00	\$20,882.00	\$20,780.00	\$20,882.00	\$21,304.00	\$104,897.00	\$108,818.00	\$118,128.00	\$121,489.00	\$138,401.00	\$131,838.00	
5. Cash Paid Out														
(a) Rent		\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$10,080.00
(b) Gross Wages (excludes withdrawals)		2400	2400	2400	2400	2400	2400	2400	2400	2400	2400	2400	2400	\$28,800.00
(c) Payroll Expenses (Taxes, etc.)		\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$240.00
(d) Utilities		120	120	120	120	120	120	120	120	120	120	120	120	\$1,440.00
(e) Supplies (Office and operating)		\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$480.00
(f) Repairs and Maintenance														\$0.00
(g) Advertising		\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$5,004.00
(h) Auto. Delivery and Travel		110	110	110	110	110	110	110	110	110	110	110	110	\$1,320.00
(i) Accounting and Legal		\$250.00												\$500.00
(j) Purchases (Merchandise)	40,800	14,880	14,880	14,880	21,788	21,788	21,788	30,680	30,680	30,680	34,968	34,968	34,968	\$308,468.00
(k) Insurance		\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$3,636.00
(l) Miscellaneous (Unspecified)														\$0.00
(v) Subtotal	\$40,000.00	\$18,380.00	\$18,110.00	\$18,110.00	\$23,918.00	\$23,918.00	\$23,918.00	\$34,810.00	\$34,810.00	\$34,810.00	\$38,508.00	\$38,508.00	\$38,708.00	\$338,183.00
(a) Loan Payment (P+I)		\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$25,684.00
(l) Capital Purchases (Store Front Displays)	80,000													\$0.00
(w) Other Start-up Costs	\$40,000.00													\$0.00
6. Total Cash Paid Out														\$0.00
(Total 5a thru 5w)	\$160,000.00	\$21,487.00	\$21,217.00	\$21,217.00	\$26,025.00	\$26,025.00	\$26,025.00	\$36,917.00	\$36,917.00	\$36,917.00	\$41,218.00	\$41,218.00	\$41,218.00	\$468,468.00
7. Cash Position														
(End of month) (4 minus 6)		\$80,000.00	\$80,822.00	\$80,108.00	\$80,888.00	\$83,822.00	\$88,778.00	\$87,880.00	\$71,401.00	\$78,812.00	\$80,180.00	\$88,888.00	\$88,888.00	
2016 PRO-TESTED MONTHLY CASH FLOW STATEMENT														

## 2016 PROJECTED MONTHLY CASH FLOW

**Mesa Video**

January 1, 2018

	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6	MONTH 7	MONTH 8	MONTH 9	MONTH 10	MONTH 11	MONTH 12	TOTAL
<b>1. Cash On Hand</b>													
(Improvement of month)	\$20,520.00	\$20,520.00	\$20,574.00	\$27,450.00	\$24,823.00	\$26,140.00	\$195,470.00	\$154,794.00	\$124,118.00	\$133,442.00	\$142,700.00	\$142,000.00	
<b>2. Cash Receipts</b>													
(a) Cash Sales	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$447,120.00
(b) Collections from Credit Accounts													\$0.00
(c) Loans or Other Cash Injection													\$0.00
<b>2. Total Cash Receipts</b>													\$0.00
(2a + 2b + 2c + 3)	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$37,280.00	\$447,120.00
<b>3. Total Cash Available</b>													
(Before cash out (1 + 2))	\$120,790.00	\$120,790.00	\$120,834.00	\$114,730.00	\$116,093.00	\$113,420.00	\$142,750.00	\$116,064.00	\$101,378.00	\$170,702.00	\$160,020.00	\$169,280.00	
<b>4. Cash Paid Out</b>													
(a) Rent	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$10,080.00
(b) Gross Wages (excludes withdrawals)	2440	2440	2440	2440	2440	2440	2440	2440	2440	2440	2440	2440	\$29,280.00
(c) Payroll Expenses (Taxes, etc.)	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$240.00
(d) Utilities	120	120	120	120	120	120	120	120	120	120	120	120	\$1,440.00
(e) Supplies (Office and operating)	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$480.00
(f) Repairs and Maintenance													\$0.00
(g) Advertising	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$5,004.00
(h) Auto, Delivery, and Travel	220	220	220	220	220	220	220	220	220	220	220	220	\$2,640.00
(i) Accounting and Legal													\$0.00
(j) Purchases (Merchandise)	\$1,420	\$1,420	\$1,420	\$1,420	\$1,420	\$1,420	\$1,420	\$1,420	\$1,420	\$1,420	\$1,420	\$1,420	\$17,040.00
(m) Insurance	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$3,636.00
(n) Miscellaneous (Unspecified)													\$0.00
<b>4. Subtotal</b>	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$28,520.00	\$340,440.00
(e) Loan Payment (P+I)	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$25,284.00
<b>5. Total Cash Paid Out</b>													
(Total the thru 5e)	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$27,896.00	\$336,720.00
<b>6. Cash Position</b>													
(End of month) (4 minus 6)	\$92,894.00	\$92,894.00	\$92,938.00	\$86,834.00	\$88,197.00	\$85,524.00	\$114,854.00	\$88,164.00	\$73,482.00	\$142,806.00	\$132,124.00	\$141,384.00	



## 2017 PROJECTED MONTHLY CASH FLOW

PROJECTED CASH FLOW

Mesa Video

1/1/2017

	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6	MONTH 7	MONTH 8	MONTH 9	MONTH 10	MONTH 11	MONTH 12	TOTAL
<b>1. Cash On Hand</b>													
(Beginning of month)	\$180,914.00	\$125,776.00	\$160,630.00	\$158,600.00	\$160,362.00	\$160,334.00	\$210,880.00	\$224,948.00	\$230,610.00	\$234,872.00	\$239,634.00	\$234,396.00	
<b>2. Cash Receipts</b>													
(a) Cash Sales	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$536,544.00
(b) Collections from Credit Accounts													60.00
(c) Loan or Other Cash Injection													60.00
<b>3. Total Cash Receipts</b>													
(2a + 2b + 2c)	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$44,712.00	\$600,644.00
<b>4. Total Cash Available</b>													
(Before cash out) (1 + 3)	\$225,626.00	\$170,488.00	\$205,342.00	\$203,312.00	\$205,074.00	\$205,046.00	\$255,592.00	\$269,660.00	\$275,322.00	\$279,584.00	\$284,346.00	\$279,108.00	
<b>5. Cash Paid Out</b>													
(a) Rent	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$10,080.00
(b) Gross Wages (excludes withdrawals)	4800	4800	4800	4800	4800	4800	4800	4800	4800	4800	4800	4800	\$57,600.00
(c) Payroll Expenses (Taxes, etc.)	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$480.00
(d) Utilities	120	120	120	120	120	120	120	120	120	120	120	120	\$1,440.00
(e) Supplies (Office and operating)	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$480.00
(f) Repairs and Maintenance													\$0.00
(g) Advertising	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$417.00	\$5,004.00
(h) Auto, Delivery and Travel	330	330	330	330	330	330	330	330	330	330	330	330	\$3,960.00
(i) Accounting and Legal													\$0.00
(j) Purchases (Merchandise)	60,863	20,863	20,863	20,863	20,863	20,863	20,863	20,863	20,863	20,863	20,863	20,863	\$250,238.00
(m) Insurance	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$303.00	\$3,636.00
(n) Miscellaneous (Unspecified)													\$0.00
(o) Subtotal	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$67,743.00	\$813,418.00
(a) Loan Payment (P+I)	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$2,107.00	\$25,684.00
<b>6. Total Cash Paid Out</b>													
(Total 5a thru 5o)	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$69,850.00	\$839,102.00
<b>7. Cash Position</b>													
(End of month) (4 minus 6)	\$155,776.00	\$100,638.00	\$135,492.00	\$133,462.00	\$135,224.00	\$135,194.00	\$185,692.00	\$199,760.00	\$206,572.00	\$212,834.00	\$214,586.00	\$209,358.00	\$139,546.00

3. Performance balance sheet at start-up, semi-annually in the first year and at the end of 3 years

## Opening Day Balance Sheet

Mesa Video

## Assets

## Current Assets

Cash in Bank	\$ 60,000
Inventory	40,000
Prepaid Expenses	-
Other	-
<b>Total Current Assets</b>	<b>\$ 100,000</b>

## Fixed Assets

Machinery & Equipment	\$ -
Furniture & Fixtures	60,000
Leasehold Improvements	-
Real Estate / Buildings	-
Other	-
<b>Total Fixed Assets</b>	<b>\$ 60,000</b>

## Other Assets

Specify	\$ -
Specify	-
<b>Total Other Assets</b>	<b>\$ -</b>

Total Assets \$ 160,000

## Liabilities &amp; Net Worth

## Current Liabilities

Accounts Payable	\$ -
Taxes Payable	-
Notes Payable (due within 12 months)	-
Current Portion Long-term Debt	25,284
Other current liabilities (specify)	-
<b>Total Current Liabilities</b>	<b>\$ 25,284</b>

## Long-term Liabilities

Bank Loans Payable (greater than 12 months)	\$ 151,704
Less: Short-term Portion	(25,284)
Notes Payable to Stockholders	-
Other long-term debt (specify)	-
<b>Total Long-term Liabilities</b>	<b>\$ 126,420</b>

Total Liabilities \$ 151,704

Owners' Equity (Net Worth) \$ 8,296

Total Liabilities &amp; Net Worth \$ 160,000

## Balance Sheet (Projected)

Mesa Video

	Projected End of Mid Year 2015	Projected Year End 2015	Projected Year End 2017
<b>Assets</b>			
<b>Current Assets</b>			
Cash in Bank	\$ 63,779	\$ 69,526	\$ 288,756
Accounts receivable	-	-	-
Inventory	19,062	6,421	-
Prepaid expenses	-	-	-
Other current assets	-	-	-
<b>Total Current Assets</b>	<b>\$ 82,841</b>	<b>\$ 95,947</b>	<b>\$ 288,756</b>
<b>Fixed Assets</b>			
Machinery & equipment	\$ -	\$ -	\$ -
Furniture & fixtures	20,000	20,000	20,000
Leasehold improvements	-	-	-
Land & buildings	-	-	-
Other fixed assets	-	-	-
(LESS accumulated depreciation)	(1,284)	(2,568)	(7,704)
<b>Total Fixed Assets (net of depreciation)</b>	<b>\$ 18,716</b>	<b>\$ 17,432</b>	<b>\$ 12,296</b>
<b>Other Assets</b>			
Intangibles	\$ -	\$ -	\$ -
Deposits	-	-	-
Goodwill	-	-	-
Other	-	-	-
<b>Total Other Assets</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>TOTAL Assets</b>	<b>\$ 101,557</b>	<b>\$ 113,379</b>	<b>\$ 311,054</b>
<b>Liabilities and Equity</b>			
<b>Current Liabilities</b>			
Accounts payable	\$ -	\$ -	\$ -
Interest payable	-	-	-
Taxes payable	-	-	-
Notes, short-term (due within 12 months)	25,284	25,284	25,284
Current part, long-term debt	-	-	-
Other current liabilities	-	-	-
<b>Total Current Liabilities</b>	<b>\$ 25,284</b>	<b>\$ 25,284</b>	<b>\$ 25,284</b>
<b>Long-term Debt</b>			
Bank loans payable	\$ 139,062	\$ 128,420	\$ 101,136
Notes payable to stockholders	-	-	10,803
LESS: Short-term portion	(25,284)	(25,284)	(25,284)
Other long term debt	-	-	-
<b>Total Long-term Debt</b>	<b>\$ 113,778</b>	<b>\$ 103,136</b>	<b>\$ 86,655</b>
<b>Total Liabilities</b>	<b>\$ 139,062</b>	<b>\$ 128,420</b>	<b>\$ 111,939</b>
<b>Owners' Equity</b>			
Invested capital	\$ 60,000	\$ 60,000	\$ 60,000
Retained earnings - beginning	-	-	47,126
Retained earnings - current	(97,505)	(73,041)	91,889
<b>Total Owners' Equity</b>	<b>\$ (37,505)</b>	<b>\$ (13,041)</b>	<b>\$ 199,115</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$ 101,557</b>	<b>\$ 113,379</b>	<b>\$ 311,054</b>

# CeilingGuys<sup>INC.</sup>

"Work you can look up to"

(Phone):773-354-7187 (Fax):773-295-5455 (Email):Ceilingguys1@gmail.com (Web):www.theceilingguys.net

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## Proposal 2 ("Dune"-2'x2'-square lay in tile)

Customer/Project: Mesa Video  
130-B E. Saint Charles Road  
Lombard, IL 60148  
Contact: Emma Olson 630-443-6683

Date: 11/05/2014

### Description

- 1) Installation of 15/16" ceiling grid system.
- 2) Installation of 2'x2' acoustical ceiling tiles.

Labor described to be performed in the following areas/rooms: Commercial space.

Approximate footage for Project: 600 Square feet

*Installation is to be performed utilizing the following materials per specification.*

### Materials

#### 15/16" grid:

Armstrong #7300 Main runner-15/16"-White (14 pieces)  
Armstrong # XL7342 4' Tee-15/16"-White (85 pieces)  
Armstrong #XL7328 2' Tee-15/16"-White (85 pieces)  
Armstrong #7809 Wall molding-15/16"-White (12 pieces)

Hanger wire

Fasteners: rivets, staples, screws.....Grid Total.....\$510.30

Armstrong tile #1772-"Dune"-2'x2'-Square lay in-White (176 pieces).....Tile Total.....\$774.40

Material Sub Total.....\$1,284.70  
Taxes.....\$109.20

Material Total.....\$1,393.90  
Delivery.....\$87.50

Material & Delivery Total.....\$1,481.40

Labor & Installation.....\$1,400

**Grand Total.....\$2,881.40**

**Acceptance of Proposal**

*\*Any alterations or changes from the above proposal involving extra costs will be executed above written authorization and will be calculated as extra charges over and above the estimated proposal.*

*\*Payment terms are net 30 days after completion of project. The above customer and the undersigned will be held responsible for any past due balances. Past due balances are subject to a service charge of 1.5% per month, which corresponds to an Annual Percentage Rate of 18% along with any and all additional costs, charges and expenses, including court costs and reasonable attorney's fees, incurred by Ceiling Guys, Inc. in the collection of any balance due.*

- Note:**
- \*Proposal does not include electrical labor or electrical materials.*
  - \*Proposal does not include HVAC labor or HVAC materials.*
  - \*Proposal does not include any extra hanger wire support for other trades.*
  - \*20% restocking fee on materials returned.*
  - \*Down payment required.*
  - \*Ceiling Guys will leave working areas in broom clean condition.*

Acceptance of Proposal: (Print) \_\_\_\_\_

(Sign) \_\_\_\_\_

Date: \_\_\_\_\_

**Proposal 2 ("Dune"-2'x2'-square lay in tile)**

Customer/Project: Mesa Video  
130-B E. Saint Charles Road  
Lombard, IL 60148  
Contact: Emma Olson 630-443-6683

Date: 11/05/2014



## **A Cut Above Construction Services LLC.**

"A Cut Above The Rest"

4302 WARREN / HILLISIDE IL 60162

August 21, 2014

TO: MESA ELECTRONICS  
130 EAST ST. CHARLES ROAD  
LOMBARD IL 60148

RE: VARIOUS

QTY	DESCRIPTION	UNIT PRICE	LINE TOTAL
	<del>WORKS ANTIQUES:</del> <del>FRAMING: 20GA. 3 5/8" METAL STUDS FRAMED PER SCOPE PROVIDED</del> <del>DRYWALL: 5/8" DRYWALL APPLIED OVER METAL STUDS, MUD &amp; TAPE TO A PAINT READY FINISH</del> <del>PAINT: PRIMED &amp; (1) COAT OF A HIGH QUALITY PAINT \$7,200.00</del> <del>CEILING: ARMSTRONG 15/16" GRID &amp; A 2X2 RECESSED TILE \$2,250.00</del>  <del>MESA VIDEO:</del> <del>FRAMING: 20GA. 3 5/8" METAL STUDS FRAMED PER SCOPE PROVIDED</del> <del>DRYWALL: 5/8" DRYWALL APPLIED OVER METAL STUDS, MUD &amp; TAPE TO A PAINT READY FINISH</del> <del>PAINT: PRIMED &amp; (1) COAT OF A HIGH QUALITY PAINT</del> <del>DOORS: INSTALL ALL DOORS PER PRINT (OWNER SUPPLIED) \$6,800.00</del>  <del>CEILING: ARMSTRONG 15/16" GRID &amp; A 2X2 RECESSED TILE \$1,950.00</del>   <del>TELEVISION REPAIR:</del> <del>FRAMING: 20GA. 3 5/8" METAL STUDS FRAMED PER SCOPE PROVIDED</del> <del>DRYWALL: 5/8" DRYWALL APPLIED OVER METAL STUDS, MUD &amp; TAPE TO A PAINT READY FINISH</del> <del>PAINT: PRIMED &amp; (1) COAT OF A HIGH QUALITY PAINT</del> <del>DOORS: INSTALL ALL DOORS PER PRINT (OWNER SUPPLIED) \$7,100.00</del>  <del>CEILING: ARMSTRONG 15/16" GRID &amp; A 2X2 RECESSED TILE \$2,025.00</del>		
TOTAL			\$27,325.00

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_

**TERMS AND CONDITIONS:** Upon agreement, sign and return one copy with the above specified deposit amount. Prices are good for 30 days. Upon completion, remaining balance is due. All agreements are contingent upon weather and delays beyond our control. Liens will be placed at 45 days and all attorney fees will be added with interest at 1 1/2% per month (18% annum) for all past due accounts.

## F and M Construction Services Inc.

628 Penn Blvd  
Lindenhurst, IL 60046  
(847) 302-6046  
(847) 265 8081 fax  
[www.fandmconstructionservices.com](http://www.fandmconstructionservices.com)

### PROPOSAL

To: MESA ELECTRONICS  
130 E St. Charles Rd.  
Lombard, IL 60173  
Andrew H.

No. 2932  
Date: 11 / 11 / 2014  
Phone: 630-715-7894  
E mail: [ahowell@mesaelectronics.com](mailto:ahowell@mesaelectronics.com)

We hereby propose to perform the labor and supply the material for the completion of a new acoustical ceiling:

**~~JEWELRY STORE: \$ 3,900.00~~**

~~Purchase and install a 2' x 2' acoustical ceiling including grid, wire and tile.  
\$ 2.00 per sq foot allowance for ceiling tiles.~~

**MESA ELECTRONICS: \$ 5,530.00**

Purchase and install a 2' x 2' acoustical ceiling including grid, wire and tile.  
\$ 2.00 per sq ft allowance for ceiling tiles.

**EXCLUSIONS:**

Permits and drawings.  
Anything unforeseen.  
Anything the village may require that is not noted above.  
Work on Saturdays or Sundays.

Workers Compensation, Liability and Umbrella coverage provided by Country Financial Mutual.

**Total Cost for Above Work: \$ 9,430.00**

**NINE THOUSAND FOUR HUNDRED THIRTY DOLLARS**

**Payment Schedule: Half down, balance upon completion.**

Authorized Signature Bill Franzese This proposal may be withdrawn in 60 days if not accepted.

Acceptance of Proposal: The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Signature \_\_\_\_\_ Date: \_\_\_\_\_ Signature \_\_\_\_\_ Date: \_\_\_\_\_



**CORE-VETTE CONCRETE CORING & SAWING, INC.**

510 W. Higgins rd.  
Park Ridge, IL 60068  
(847) 698-5080 / Fax (847) 698-5082  
www.core-vette.com

**Contractors name:**

Mesa AV

**Quoted to:**

Andrew Howell

**Phone Number:**

**Date:**

11/10/14

**Project Address:**

130-B E. Saint Charles Rd  
Lombard, IL 60148

Number of holes	Hole size	Location	Depth of hole	Price per hole	Net price

**Equipment/Job Description:**

Saw cut 22'x18" wide trench 6" thick concrete  
Saw cut 50'x8" wide trench 6" thick concrete  
Remove concrete to dumpster  
\$1475.00

Re-pour trench (separate trip)  
\$2,345.00

If GPR is to be performed it will be done @  
\$500 (minimum charge)

If Core-vette is to provide dumpster for concrete removal  
It will be an extra @ \$400.00

Accepted by: \_\_\_\_\_

Prices subject to change of conditions vary from this information. Core-vette Concrete Coring Inc

assumes **no responsibility** for concealed pipes, conduits or layout. TERMS, NET 30 days.

# Cutting the Industry out of the Stone Age®



2416 E.Oakton Arlington Heights, IL 60005  
Phone: (773) 775-1111 Fax: (773) 794-9999  
www.cobraconcrete.com

## ESTIMATE # 99410

DATE: 11/10/2014  
SALESMAN: John Krpan  
PREPARED FOR: Andrew Howell

### CUSTOMER:

Mesa Electronics  
411 2nd St  
St.Charles IL

Phone: 630-443-6683

Fax: 630-443-6986

### JOB ADDRESS:

Lombard  
IL

DESCRIPTION	QUANTITY	TOTAL
Cobra to perform the following scope of work:		
Option 1 (Mesa AV)		
Saw cut and remove to dumpster 22' x 18" x up tp 6" concrete slab	1.00	\$1,030.00
50' x 8" x up to 6" concrete slab		
Dumpster	1.00	\$350.00
Patch back above concrete -3000psi concrete -5mil vapor barrier -Dowels alternate every 18"	1.00	\$1,250.00
Option 2 (Lori Mesa Antiques)		
Saw cut and remove to dumpster 66' x 8" x up to 6" concrete slab	1.00	\$930.00
Dumpster	1.00	\$350.00
Patch back above concrete -3000psi concrete -5mil vapor barrier -Dowels alternate every 18"	1.00	\$1,050.00

The following terms and conditions are related specifically to this job site:

1. All protection & final clean up by others
2. Downtime not figured in above proposal. Any downtime will be charged at \$105 per hour per man
3. Electric saw & generator to be used
4. Layout to be done in advance by others
5. Over cuts allowed
6. Wide open work area with no obstructions
7. Work to be performed in up to 2 continuous mobilizations. Additional mobilizations will result in a \$250 charge each
8. Work to be performed in regular time

## Cutting the Industry out of the Stone Age<sup>®</sup>



Concrete Cutting Services.

2416 E.Oakton Arlington Heights, IL 60005

Phone: (773) 775-1111 Fax: (773) 794-9999

www.cobraconcrete.com

### ESTIMATE # 99410

DATE: 11/10/2014

SALESMAN: John Krpan

PREPARED FOR: Andrew Howell

This proposal is based on the following general terms and conditions:

- Work to be performed during the hours of 7:00am to 3:30pm, Monday through Friday, excluding all union holidays.
- Layout and adjustments to be completed by others prior to Cobra crews arriving on site each day, including but not limited to drilling pilot holes, permanent layout must be on all floor and wall openings. Any layout assistance will be charged at our delay time rate of \$105.00 per man hour. Cobra not responsible for any layout errors.
- Cobra employees all union field technicians. We currently are signatory with the Laborers, Plumbers, Electricians, Sprinkler Fitters and Operators unions in various locals. If you or your job requires a union specific field technician, Cobra must be notified before this estimate is issued so that it is priced accordingly.
- All openings, holes and trenches are to be covered, secured or filled immediately by others. Cobra will not be responsible for any liabilities arising from injuries resulting from uncovered areas.
- Downtime caused by anyone other than Cobra Concrete Cutting Services Co. or its affiliates will be billed at \$105.00 per man hour.
- Any breaking of concrete will be billed at \$130.00 per hour per man, unless already included in writing in this proposal.
- Any protection and final cleanup is the responsibility of others. This quote does not include any power washing.
- Unless it is established that excessive reinforcing steel is in the concrete to be cut, it will be assumed that the reinforcing is typical for that type of structure.
- Cobra Concrete Cutting Services Co. and all of its affiliates are not liable under any circumstances for any conduits, pipes or other utilities that are cut or damaged within, below or adjacent to the concrete being cut.
- Above pricing is based on current insurance coverage. Any additional coverage, additional insured, exclusions, waivers or material changes may result in additional charges. These charges will be added to above pricing when billed unless Cobra was notified in writing of these conditions before work commenced.
- This estimate already reflects discounts for OCIP and CCIP projects and will be billed as such.
- If certified payroll is required for this job, Cobra must be notified in writing prior to accepting this proposal. If notified after completion, additional administrative charges will apply.
- Customer is responsible for all coordination with JULIE and DIGGER including but not limited to getting permits, dig numbers and scheduling after all items are cleared. The customer is solely responsible for any liability that arises if anything is cut or damaged by Cobra Concrete Cutting Services Co.
- Access to work areas for our technicians, equipment and vehicles will be unlimited unless agreed upon in writing on this quote.
- Parking charges are not included in the above pricing unless expressly identified in body of this estimate.
- Water source available for unlimited use near each work area.
- Power with a minimum of 110 volts with 20 amps for use concurrently with 2 pieces of equipment is available, prior to arriving on site.
- Changes affecting the scope of work or the equipment needed to perform the job may result in additional charges. We will assume that men in the field will be authorized to approve these changes unless we are notified otherwise in writing. A signed field ticket will bind the customer to all additional charges authorized by their job site representative. If no job site representative is onsite, verbal authorization to do additional work will be accepted and will be binding even without a signed ticket.
- In the event payment is not made as agreed upon. All costs including but not limited to legal and interest expenses related to the collection of monies related to this job will be the sole responsibility of the customer. Letters of Intent to lien will be mailed on or about the 75th day from the last date of substantial completion and mechanics Liens will be filed by the 120th day.

By signing below, I certify that I accept the above proposal for this page and all related pages including but not limited to price, quantities and terms and conditions and that I am an authorized decision maker of my organization.

Signature

Print Name

Date

***Cutting the Industry out of the Stone Age®***



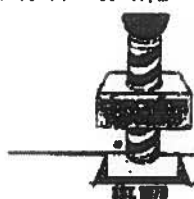
2416 E.Oakton Arlington Heights, IL 60005  
Phone: (773) 775-1111 Fax: (773) 794-9999  
[www.cobraconcrete.com](http://www.cobraconcrete.com)

**ESTIMATE # 99410**

DATE: 11/10/2014  
SALESMAN: John Krpan  
PREPARED FOR: Andrew Howell

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Above prices are subject to change if there are job condition changes or if not accepted within 30 days from this estimate.

**LITGEN CONCRETE CUTTING & CORING COMPANY****ILLINOIS**

1020 NERGES ROAD  
ELK GROVE VILLAGE, IL 60007  
PHONE: (847) 823-6800  
FAX: (847) 823-6772  
sales@litgen.com

**WISCONSIN**

P.O. BOX 420  
MILWAUKEE, WI 53201  
PHONE: (414) 257-2221  
sales@litgen.com

November 10, 2014

Mesa Electronics  
411 S 2nd St  
St. Charles, IL 60714

Attn: Andrew Howell  
Phone: (630) 715-7894  
Fax: (630) 443-6986  
Email: [ahowell@mesaelectronics.com](mailto:ahowell@mesaelectronics.com)

Re: Mesa Video  
130 B E St. Vines  
Lombard, IL

Per customer engineering, direction and layout, Litgen Concrete Cutting & Coring Company will provide the manpower and equipment necessary to perform the following:

- 1-50'x8"wide trench in existing concrete slab
- 1-22'x18"wide trench in existing concrete slab
  - Electrical slab thickness to be 6" or less
  - Plumbing thickness to be 9 1/2" or less
  - Litgen to remove and dispose of debris offsite
  - Litgen to provide power
  - Litgen to make return trip to dowel and re-pour concrete after completion of electrical work and plumbing piping

At A Cost Of: \$3,760.00

Option A:

Litgen to scan prior to saw cutting

At A Cost Of: \$740.00

Prices based upon the following:

- All work ready at once and laid out in advance by others
- No delay or premium time figured into this quotation
- Protection of openings created by Litgen is the responsibility of Mesa Electronics
- Litgen is not responsible for what is in
- Removal of debris is the responsibility of others
- Our normal insurance is provided per the attached sample certificate
- Payment terms - Net 20 days; no retentions
- Litgen's standard CONDITIONS OF BID-PROPOSAL are a part of this proposal

Thank you for the opportunity to bid on this project

*Michael F. Maude Jr.*  
Michael F. Maude Jr.

Litgen Concrete Cutting & Coring Co.

Enclosures: Bid Conditions & Insurance Certificate

### CONDITIONS OF BID-PROPOSAL

Unless specifically set forth otherwise in Litgen's quote, the following shall control and govern Litgen's performance of any work under this quote. These conditions will be considered to be a part of any contract or purchase order issued to Litgen.

1. Litgen is not responsible for determining the proper layout for concrete cutting/coring work. Such layout (e.g., the decision as to the placement, size depth and configuration) shall be determined by and be the responsibility of a Customer's representative. Litgen is not responsible for reviewing the project drawings or specifications and shall not be liable for any loss or damage resulting from its proper performance of work in accordance with the layout determined by the Customer's representative.
2. Litgen is not responsible for barricading or otherwise safeguarding or protecting any openings which may be created by its employees. Customer shall at all times be responsible for ensuring that any openings created by Litgen in its performance of work are barricaded or otherwise protected in such a manner so as to prevent the occurrence of any accidental injury to any person.
3. Any agreement by Litgen to hold harmless or indemnify the Customer, Owner, or Others shall apply only to loss or damage resulting from the negligent, willful or accidental acts or omissions of Litgen's own agents or employees. Litgen shall not be required to indemnify or hold harmless the Customer, Owner or Others for loss or damage resulting from the negligent, willful or accidental acts or omission of employees or agents of any other person or company, including the Customer, Owner or Others.
4. If not already required by any issued contract or purchase order, Customer shall be obligated to hold harmless/indemnify Litgen for loss or damage resulting from the negligent, willful or accidental acts or omissions of Customer's own agents or employees.
5. Any insurance coverage provided by Litgen to other entities shall only insure against loss or damage resulting from the negligent, willful or accidental acts or omissions of employees or agents of Litgen. Litgen shall not be required to insure against loss or damage resulting from the negligent, willful or accidental acts or omissions of employees or agents of any other person or company, including the Customer, Owner or Others. Litgen's insurance shall not be required to include a Waiver of Subrogation endorsement in favor of any other person or company including the Customer, Owner or Others. The extent of insurance (scope, amount, coverage, or insured parties) shall be limited to the lesser of: (a) the insurance requirements set forth in the contract or purchase order, or (b) the limits of the insurance set forth in the Certificate of Insurance provided to the Customer by Litgen.
6. There shall be no retention on Litgen's work and payment shall not be contingent upon Customer receiving payment from any other. Payment shall be due within 20 days of the date of invoicing, with Litgen to provide final waivers of lien if requested at the time of such payment.
7. By entering any contract or purchase order, Litgen does not agree to be bound to any labor agreement or agreement for the settlement of jurisdictional or other labor disputes to which it was not previously bound by reason of a separate collective bargaining agreement with a labor union.
8. If provision of any issued contract or purchase order is in conflict with the provisions of a valid collective bargaining agreement between Litgen and a labor union representing Litgen employees, the provisions of the collective bargaining agreement will govern.
9. Unless otherwise specified in Litgen's bid/proposal, Litgen shall not be responsible for cleanup and removal of debris or waste in connection with its performance of concrete cutting/coring work.
10. Any contract between the Customer and Others is not to be considered part of or incorporated by references into any contract or purchase order with Litgen. Litgen shall not be bound to or required to comply with any terms of a contract between the Customer and Others unless those terms are specifically reviewed by and agreed to in writing by Litgen.
11. Unless otherwise agreed to in writing by Litgen, the provisions set forth herein shall control over any conflicting provisions contained in any purchase order or contract documents.
12. Litgen's commencement of work on the job prior to its receipt of any contract or purchase order form the Customer shall not be deemed an acceptance by Litgen of any contract terms which vary from the terms of Litgen's bid/proposal or from the terms of this document.
13. Should Customer require Litgen to agree to additional terms prior to commencing work on the job which vary from the terms set forth herein, Litgen shall submit a new bid/proposal at a new price based on its proposed compliance with those additional terms.

Accepted:

By: \_\_\_\_\_ Date: \_\_\_\_\_



# CERTIFICATE OF LIABILITY INSURANCE

 DATE (MM/DD/YYYY)  
10/02/2014

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	Willis of Illinois, Inc. c/o 26 Canbury Blvd. P. O. Box 105191 Nashville, TN 37230-5151	CONTACT NAME PHONE FAX E-MAIL ADDRESS INSURER(S) WAIVING COVERAGE	877-945-7378 888-467-2378 certificates@willis.com
INSURED	Litgen Concrete Cutting & Coring Co. 1020 Bargo Road Blairstown, IL 60007	INSURER A ACITY A Mutual Insurance Company INSURER B INSURER C INSURER D INSURER E INSURER F	NAIC # 14184 001

COVERAGES		CERTIFICATE NUMBER: 22222126		REVISION NUMBER:		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
INSURANCE TYPE	TYPE OF INSURANCE	ADD'L SUBS. USED	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY		K46221	10/1/2014	10/1/2015	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED EQUIPMENT (per occurrence) \$ 100,000 MED EXP (any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
X	COMMERCIAL GENERAL LIABILITY					
	CLAIMS-MADE X OCCUR					
	GEN'L AGGREGATE LIMIT APPLIES PER POLICY X PRO-UCT LOC					
A	AUTOMOBILE LIABILITY		K46221	10/1/2014	10/1/2015	COMBINED SINGLE LIMIT (per occurrence) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per occurrence) \$ PROPERTY DAMAGE (Per occurrence) \$
X	ANY AUTO					
	ALLOWED AUTOS SCHEDULED AUTOS					
X	HIRS/AUTOC X NON-OWNED AUTOS					
A	UMBRELLA LIAB	X	K46221	10/1/2014	10/1/2015	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
	EXCESS LIAB CLAIMS-MADE					
	DED RETENTION \$					
A	WORKERS COMPENSATION AND EMPLOYERS LIABILITY	Y/N	K46221	10/1/2014	10/1/2015	X WC STATUTORY LIMITS OTHER \$1 EACH ACCIDENT \$ 1,000,000 E1 DEATH - CA EMPLOYEE \$ 1,000,000 E1 DISEASE - POLICY LIMIT \$ 1,000,000
	ANY PROPRIETARY PARTNERS/EXECUTIVE OFFICERS/BOARDER EXCLUDED?	N				
	(Indicate in box if yes, describe in box)					
	DESCRIPTION OF OPERATIONS below					
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach Append 191, Additional Remarks Schedule, if more space is required) Illinois						

CERTIFICATE HOLDER	CANCELLATION
SAMPLE .. IL	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE <i>John P...</i>

**APPLE CONCRETE CORING CO INC**

1111 S. Finley Rd.  
Lombard, IL 60148

Phone # 630-350-1213 applecoreing@comcast.net  
Fax # 630-350-1244

## QUOTE

Date	Estimate #
11/10/14	1085

Name / Address
Mesa Electronics 411 S. 2nd St. St. Charles, IL 60174

Job Location
Mesa AV 1308 E. St. Charles Rd. Lombard, IL

P.O./Job #

Description	Total
Sawcut 22' long X 18" wide X up to 6" thick only trench (Plumber's trench)	3,500.00
Sawcut 50' long X 8" wide X up to 6" thick only trench (Electrician's trench)	
<p>Price based on the following:</p> <ul style="list-style-type: none"> <li>-electric saw and generator - Mesa to provide space to stage generator trailer in rear of building in lot</li> <li>-straight time</li> <li>-all work ready for one trip and laid out in advance by customer</li> <li>-no special protection</li> <li>-removal of concrete slabs by Apple to dumpster on site - Mesa to provide space to stage dumpster in rear of building in lot</li> <li>-not responsible for utilities in floor</li> <li>-water supplied on site</li> <li>-slurry to remain on site</li> <li>-Apple to provide patching of trench</li> <li>-no digging included in this price</li> <li>-pricing is based on our current insurance coverage</li> </ul> <p>(any additional coverage requirements may result in additional charges)</p>	
	<b>Total</b>
	<b>\$3,500.00</b>



**High-Tech Wiring for an Automated World**

November 12, 2014

Mesa Electronics, Inc.  
411 South 2<sup>nd</sup> Street  
St. Charles, IL 60174

Reference: Mesa AV  
131 E. Saint Charles Road  
Lombard, IL 60148

~~Lori Mesa Antiques and Fine Jewelry  
131 E. Saint Charles Road  
Lombard, IL 60148~~

Gentlemen:

We have reviewed the Scope of Work narrative for the electrical design intent as indicated on documents received 11/7/2014, for the subject projects and based on our interpretation and knowledge we wish to provide a budget to furnish and install the electrical work per the above referenced documents for the sum of:

- Electrical Scope..... \$ 40,000.00  
Mesa AV  
131 E. Saint Charles Road  
Lombard, IL 60148
- ~~Electrical Scope..... \$ 39,000.00  
Lori Mesa Antiques and Fine Jewelry  
131 E. Saint Charles Road  
Lombard, IL 60148~~

**We have not included the following:**

1. ComEd Utility Charges.
2. Overtime.
3. Payment or Performance Bond.
4. Any Telecom system devices, wiring, or terminations.
5. Any Fire Alarm system devices, wiring, or terminations.
6. Any cost for electric energy consumption.
7. Any cutting or patching.

If you have any questions do not hesitate to call.

Sincerely:  
**GURTZ ELECTRIC COMPANY**

Chris Bogdanowicz  
Project Estimator

**Scope of Work Details, Electrical, Mesa AV**  
**Store Information**

**Mesa AV**

**130-B E. Saint Charles Road**  
**Lombard, IL 60148**

**Scope of Work**

-All power needs to go to a panel that should be installed by the beam. This panel will get power from the existing panel that's in the back of the main building.

14-ceiling lights

9-duplex floor

All the following wall light switches will be located in back northwest corner

1-dimmer switch for fans

1-dimmer for 7 ceiling lights

1-dimmer for 4 back wall ceiling lights

1-dimmer for front duplex ceiling receptacles

The following light switch is located by back door exit northeast corner

1-dimmer for 7 ceiling lights

The following light switch is outside wall by glass west entrance

1-dimmer light switch for 7 ceiling lights

2 or 3 emergency exits (as dictated by village code)

5- single gang receptacles wall outlets 6' off floor on back north wall

5- single gang receptacles wall outlets 9" off floor on back north wall

4-single gang wall receptacles 10" off floor on front south wall

10- single gang wall receptacles lower around north and west wall and south walls.

**KELSO-BURNETT  
Co.**



5200 NEWPORT DRIVE • ROLLING MEADOWS, ILLINOIS 60008 • (847) 483-3849 • FAX (847) 483-3922

November 11, 2014

Mr. Henry Mesa  
Mesa Electronics

RE: Interior Buildouts – Lori's Antiques and AV Room

Henry,

We are pleased to submit our budget proposal for the electrical work on the above referenced project. Our proposal is based on your scope sheets and drawing provided on 11/7/2014.

~~Lori Mesa Antiques and Fine Jewelry~~ ~~\$ 32,000~~

Mesa AV \$ 35,000

~~Scope Lori Antiques:~~

- ~~• Install dimmers for lights (6)~~
- ~~• Install ceiling fans (3) – \$ 200/e allowance~~
- ~~• Install track lights – 4ft track w/ 3 heads (3) – \$ 400/e allowance~~
- ~~• Install overhead lights (4) - \$ 200/e allowance~~
- ~~• Install fluorescent lights (4) - \$ 200/e allowance~~
- ~~• Install ceiling outlets (6)~~
- ~~• Install duplex (13)~~
- ~~• Install floor box outlets (9) – sawcutting and patching by others~~
- ~~• Install exits (3)~~
- ~~• Install can lights in vestibule (4) - \$ 200/e allowance~~
- ~~• Install battery lights (4)~~
- ~~• Data stubs (5)~~
- ~~• Drawings – circuit drawings and layout with architectural – engineered stamped drawings or permit drawings are not included~~

Scope Mesa AV:

- 100A Panel – assume feeder is less than 200feet away
- Install dimmers for lights (6)
- Install fluorescent lights (14) - \$ 200/e allowance
- Install floor box outlets (9) – sawcutting and patching by others

- Install duplex (24)
- Install exits (3)
- Install battery lights (4)
- Data stubs (19)
- Drawings – circuit drawings and layout with architectural – engineered stamped drawings or permit drawings are not included

Qualifications and clarifications to the above pricing are as follows:

1. Our proposal does not include costs for permits, stamped drawings or bonds.
2. All labor is to take place during straight time hours
3. Sawcutting and patching by others
4. Fire alarm and low voltage cabling by others.
5. Fire alarm conduit, drawings, devices, backboxes have not been included at this time. More information is needed to price. If needed add \$ 4000 allowance for each space – includes fire alarm drawings and permit – 1- pull station, 1 smoke detector, 1 audio visual – open cable.

Thank you for the opportunity to furnish a proposal for this project. If you have any questions or require additional information please contact me.

Sincerely,

William Martin Jr.  
Division Manager

.....

909 S. Stewart Ave.  
Lombard, IL 60148  
630-627-5852

# Les Electric, Inc.

## Proposal

November 11, 2014

### Job Location:

Mesa AV  
130 E. St. Charles  
Lombard, IL 60148  
Phone: 630-449-6683  
E-mail: eolson@mesaelectronics.com

Les electric will do following electrical work such as:

- 14 Ceiling lights
- 9 floor outlets

All the following wall light switches will be located in back northwest corner

- 1 dimmer switch for fans
- 1 dimmer for 7 ceiling lights
- 1 dimmer for 4 back wall ceiling receptacles

The following light switch is located by back door exit northeast corner

- 1 dimmer for 7 ceiling lights

The following light switch is outside wall by glass west entrance.

- 1 dimmer light switch for 7 ceiling lights
- 3 emergency Exits
- 5 single gang receptacles wall outlets 9" off floor on back north wall
- 4 single gang wall receptacles 10" off floor on front south wall
- 10 single gang wall receptacles lower around north and west wall and south walls.\

Cost for above job will be \$ 34,982.00 material not included (any light fixtures, dimmers), ceiling fans, fluorescent light fixtures) 50% deposit is due before start the job Les Electric will organize, separate install or remove existing circuits for new use. . . . .

*November 13, 2014*

*Page 2*

**Any additional requirements and recommendation by Village of Lombard will be at extra cost**

**All work will be performed to meet satisfaction of city codes and standards. Les Electric is licensed, bounded, insured and register at the Village of Lombard**

**Acceptance of Proposal**

**Signature**

124523

# Carlson Glass

## Estimate

312 West Front Street  
Wheaton, Illinois 60187

Customer's PO :

Printed at: 11/13/2014 3:18 pm

(630) 668-7234 Voice (630) 462-4473 Fax carlsonsglass@sbcglobal.net

Billing Address:

Billing addresses ID: 59267

Mesa Electronics,  
130 E. St. Charles Road  
Lombard, IL 60148

Phone Number: Who to contact:  
at address: 630-880-9443 Henry Mesa

A:

B:

Billing account: 1 Taxable: Yes Tax Number:

HMesa@Mesaelectronics.com eolson@mesaelectronics.co

Job Address:

Mesa Video,

Phone Number: Who to contact:

at address: uk

, IL

A:

B:

Billing account: 1 Taxable: Yes Tax Number:

## Workord Item

### Alternative 2

Quantity	Size	Note
1	opening size 12' Wide X 10' Tall	Yes locks, not fire rated, all 1/2" glass wall with top and bottom retaining channel and one standard size 3' door against one wall hinged on the wall side. The door will have standard hardware with lever handles, locking, bottom channel, and overhead closer on a metal floating door header. There will be a glass transom above the door. Installed on site. Final on site measuring is required before ordering. Prices may change if conditions are not as expected.

Subtotal for Alt # 2 :

Subtotal for Alt # 2

\$6,584.38

Total Items Total

## \$6,584.38

Jnt : 124523

Mesa Video, => ,

**We Propose hereby to furnish material and labor, complete in accordance with above specifications, For the Sum of:**

**\$6,584.38**

**Authorized Signature** \_\_\_\_\_

To place or verify this order: Please return one signed copy of this form and a required deposit of : \$3,292.19

Please write on the returned copy or call, fax or e-mail us with any releveant PO#s or identifying job names that apply to this work.

**All Material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration, deviation or upon disassembly, we reveal additional work, from above specifications, involving extra costs will be executed only upon customer approval, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, economics, accidents, delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by Workmen's Compensation Insurance. This material and or work is subject to applicable taxes, misc. freight, delivery, environmental, equipment rental and service supply charges. Condo association, local association or governing bodies' permissions, permits, approvals, requirements, or fees are customer responsibility. Your measurements are your responsibility. Our measurements if any may require a final measure or pattern before ordering.**

**Date / / Signature** \_\_\_\_\_

**Price is subject to change after 60 days.**

**Acceptance of Proposal -- The above prices, specifications and conditions are satisfactory and hereby accepted.**

**You are authorized to do the work as specified.**

**Final payment of total balance is to be made on completion.**

# **A&G Glass & Mirror, Inc.**

501 W. Roosevelt Road  
West Chicago, IL 60185

630-231-2340 phone  
630-231-3356 fax

aandglass@hotmail.com

Estimate prepared by: Dustin Frohling

## **Proposal**

Submitted To: Mesa Electronics  
Date: 11/11/2014  
Job Name: 130 e St. Charles  
Job Address: Lombard

### **Vestibule (Lori's Antiques)**

Approx 8' x 8'

1 - 3'0"x7'0" YKK narrow stile door with transom, Bronze anodized finish, 1 pair offset pivots, standard push pull and lock with thumb turn, standard surface mounted closer, glazed with 1" clear tempered glass  
Framing to be Ykk 2" x 4 1/2" thermally broken material

~~\$5,042.00 installed with tax~~

\*add on for pair of doors \$500

### **Divider wall 1 (mesa to lories)**

approx 10ft wide x 8' tall

Herculite door system with 1/2 clear tempered glass. 4 1/2 dorma header with over head concealed closer. 3 5/8 dorma top and bottom rail with bottom lock, thumbturn, and dustproof strike. 12" btb c-pull handle. 3 5/8 bottom rail on sidelite.

~~\$3,000.00 installed with tax~~

### **Divider wall 2 (mesa video to mesa electronics)**

approx 13ft wide x 8ft tall

Herculite door system with 1/2 clear tempered glass. 4 1/2 dorma header with over head concealed closer. 3 5/8 dorma top and bottom rail with bottom lock, thumbturn, and dustproof strike. 12" btb c-pull handle. 3 5/8 bottom rail on sidelite.

**\$3,428.00 installed with tax**

\_\_\_\_\_  
Acceptance of Proposal

Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Note: Work cannot proceed until we have a signed authorization of Proposal. Any alteration or deviation from above specifications will involve extra charges over and above the estimate. All agreements will be contingent upon strikes, accidents or delays beyond our control.

**This proposal may be withdrawn by is if not accepted within 60 days. By signing this proposal you are accepting and guaranteeing payment of the invoice, you are also agreeing to pay attorney fees and court costs as allowed by law if such action be taken. If balance not paid within 30 days 5% interest will be added and compounded monthly.**



424 N. YORK ROAD  
ELMHURST, IL. 60126-2002  
HOUSEOFGLASSELMHURST.COM  
(630)834-3031 FAX: (630)834-2687

Quote: 18086  
Date: 11/03/2014

Customer

MESA ELECTRONICS  
ATTN: EMMA OLSON  
130 E ST CHARLES ROAD  
LOMBARD IL 60148

Ph: (630)443-6683

Csr: STEVE      Tech:      ...      Terms: NET 30

<u>Qty</u>	<u>Part / Description</u>	<u>Item Total</u>
1	SERVICE - FURNISH AND INSTALL IN CUSTOMER PREP'D AND FINISHED OPENING, CLEAR ANODIZED ALUMINUM STOREFRONT FRAMING AND 1/4" TEMPERED GLASS, A 3'X7' TRANSOMED NARROW STILE DOOR ENTRY PACKAGE COMPLETE WITH TWO TRANSOMED SIDELITES (124"X 102" OPENING)	3,590.00

Job Site: MESA VIDEO

Signature of Acceptance: \_\_\_\_\_

<u>Tax</u>	<u>Total</u>
159.20	3,749.20

<u>Payments</u>	<u>Balance</u>
0.00	3,749.20

141 GARLISCH DRIVE, ELK GROVE VILLAGE, IL 60007  
PHONE 847-690-0755 FAX 847-690-0766



### PROPOSAL

This proposal and the contract which will result from mutual acceptance hereof includes each of the terms and provisions on attached pages and any schedules or specifications attached hereto. This Proposal and our approach to this project is proprietary and is the sole property of *Cooling Equipment Service, Inc.*

### PURCHASER

NAME Mesa Electronics, Inc. RE: 130, 130-B and 131 St. Charles Rd., Lombard, IL 60148

ADDRESS 130 East St. Charles Rd., Lombard, IL 60148

PHONE 1-630-443-6683

Sales Contact Mr. Andrew Howell

### PRICE

The total price for the labor and materials  
Included in this proposal shall be:

Total \$ See Enclosed

### TERMS

\$\_\_\_\_\_ is payable with this order

\$\_\_\_\_\_ is payable upon delivery of equipment

\$\_\_\_\_\_ balance due on completion

or other terms as follows: To Be Determined

### ACCEPTANCE

This proposal is not an offer to furnish equipment or services, but when signed by Purchaser at the place indicated below, it becomes Purchaser's offer to buy the equipment and services described herein, at the prices and on the terms and conditions indicated in this Proposal, which can be accepted following credit approval, only by a written notice of acceptance signed by an officer of Seller.

#### PURCHASER:

THE UNDERSIGNED OFFERS TO PURCHASE THE EQUIPMENT  
AND SERVICES DESCRIBED ABOVE. AT THE PRICES AND ON  
THE TERMS AND CONDITIONS INDICATED IN THIS PROPOSAL

#### SELLER:

YOU ARE HEREBY NOTIFIED THAT THE UNDERSIGNED HEREBY  
ACCEPTS YOUR OFFER BASED ON THIS PROPOSAL THIS

DATE: \_\_\_\_\_

\_\_\_\_\_ DAY OF \_\_\_\_\_, 20\_\_\_\_

BY: \_\_\_\_\_

BY: \_\_\_\_\_

TITLE: \_\_\_\_\_

TITLE: \_\_\_\_\_

**141 GARLISCH DRIVE, ELK GROVE VILLAGE, IL 60007**  
**PHONE 847-690-0755 FAX 847-690-0766**



November 11, 2014

Mesa Electronics, Inc.  
Attn: Andrew Howell, Account Executive  
130 E. St. Charles Rd  
Lombard, IL 60148

**RE: NEW MESA HEADQUARTERS – SPACE 130-B: MESA AV &  
SPACE 131: LORI MESA ANTIQUES and FINE JEWELRY**

Dear Andrew;

- *CES, Inc.* is pleased to provide you with our proposal to perform the Scope of Work you requested for Space 130-B E. Saint Charles Road and 131 E. Saint Charles Road at the new Corporate Headquarters building located in Lombard. The existing system, located on the roof directly above Space 130-B is currently 20 years old and is too large a system to provide proper heating and cooling to the new proposed space. The "split system" that served the east (131) space will not be used in any way. We are proposing that a roof-mounted Package Heating and Cooling system be installed on the roof to serve Lori Mesa Antiques and Fine Jewelry. The reason for this is because of service ability and to eliminate the chance of any merchandise becoming damaged, while working off of a ladder within the space. All service for the unit serving this space will be performed on the roof and not around the antiques and fine jewelry. Both of these two (2) new systems will be placed on full perimeter roof curb that will be insulated, flashed and sealed to the existing roof by a licensed and bonded roofing contractor. The new roof curb for Mesa AV will be placed and installed directly over the top of the existing roof openings. All existing roof-mounted equipment and ductwork will be disconnected and removed from the roof and premises, prior to the new installations.
- I will also be providing a separate price, as an ADD (or ALTERNATE), for the installation of an economizer on each of the two newly installed RTU's. An economizer will give you the benefit of bringing fresh air into the space which will provide cooling for the space, instead of mechanical cooling, thus saving energy. The new 11.1 EER, 13 SEER (seasonal energy efficiency rating) HVAC unit's will operate on 208/230 volt, 1 PH power and new and EPA approved R410A type refrigerant. If the economizer sections are not wanted at this time, each new rooftop system will be equipped with a manually operated outdoor air hood with manual damper, which will allow you to bring fresh air into the space, which is a Code requirement.

**QUOTATION ONE – RTU installation for Space 130-B, Mesa AV**

- *CES, Inc.* will provide all necessary labor to disconnect the gas, electric and ductwork from the Lennox Model #GCS16-411-100-5P, 3.5 ton RTU along with all associated and exposed ductwork and plenum drops and remove all from the roof and premises, by crane.
- *CES, Inc.* will provide a new full perimeter roof curb and spot the curb for the roofing contractor. This particular curb will be set directly over the top of the existing roof penetrations, so additional penetration(s) will not be needed. The roofing contractor will insulate the new roof curb and provide all required material to seal the roof properly.
- *CES, Inc.* will provide all labor and material to fabricate and install a new lined supply and return sheet metal plenum drop, within the new roof curb.
- *CES, Inc.* will furnish and install a new roof-mounted Package Heating and Cooling RTU system manufactured by York (or equal) with 24,700 BtuH cooling and 45,000 BtuH gas heating input (36,000 BtuH output).
- *CES, Inc.* will provide all labor and material to install all required gas piping, fittings and supports to the new RTU from existing sources on the roof.
- *CES, Inc.* will provide and install a programmable heating/cooling thermostat and all required control wiring needed.

- *CES, Inc.* will provide and install a pvc trap on the new RTU to assure proper drainage while in the cooling mode.
- *CES, Inc.* will furnish and install a new manual outdoor air damper and hood, for Code requirement.
- The return air plenum drop will be equipped with bird screen type return grille.
- Furnish and install all low pressure type spiral ductwork with fittings for the supply air distribution, as requested. This will be hung from the ceiling joists at the desired height. We will provide and install a total of three (3) galvanized steel and aluminum construction double deflection grilles made specifically for spiral duct applications. These grilles will allow air distribution horizontally, vertically or a combination of the two.
- After your electrical contractor has completed the installation of all required power wiring (Min. Circuit Amps 17.1), *CES, Inc.* will provide all labor to perform a complete start up of the new rooftop unit and check for proper operations of system. All work has been quoted to be performed between the hours of 7:00 AM to 3:30 PM Monday through Friday.
- Provide a full one (1) year parts and labor warranty and a manufacturer's extended four (4) year compressor warranty.

***CES Inc.* will provide complete the above mentioned Scope of Work as mentioned above for Eight Thousand Seven Hundred Eighty and 00/100<sup>th</sup> Dollars (\$8,780.00)**

**PURCHASER'S ACCEPTANCE: \_\_\_\_\_ DATED: \_\_\_\_\_**

**ADD FOR ECONOMIZER ..... \$1,062.00 ACCEPTANCE: \_\_\_\_\_**

***QUOTATION TWO – RTU installation for Space 131, Lori Mesa Antiques and Fine Jewelry***

- *CES, Inc.* will provide all necessary labor to recover the refrigerant according to EPA regulations and guidelines.
- Disconnect the refrigerant piping and electric from the York air-cooled condensing unit on the roof and remove the condensing unit from the roof and premises.
- We will also disconnect and remove all refrigeration piping from the roof to the abandoned air handling unit, located within the space. We will remove the air handling unit and all piping from the east space and premises.
- *CES, Inc.* will provide a new full perimeter roof curb and we will spot the curb for the roofing contractor. This curb will be a new installation and we will set in position for the roofing contractor.
- *CES, Inc.* will have the roofing contractor cut the roof deck as needed, to accommodate the installation of the new supply and return air duct plenums. The roofing contractor will insulate the new roof curb and provide all required material to seal the roof properly.
- *CES, Inc.* will provide all labor and material to fabricate and install a new lined supply and return sheet metal plenum drops, within the new roof curb.
- *CES, Inc.* will furnish and install a new roof-mounted Package Heating and Cooling RTU system manufactured by York (or equal) with 35,600 BtuH cooling and 90,000 BtuH gas heating input (72,000 BtuH output).
- *CES, Inc.* will provide all labor and material to install all required gas piping, fittings and supports to the new RTU from sources on or near the roof (within 20 feet).
- *CES, Inc.* will provide and install a programmable heating/cooling thermostat and all required control wiring needed.
- *CES, Inc.* will provide and install a pvc trap on the new RTU to assure proper drainage while in the cooling mode.
- *CES, Inc.* will furnish and install a new manual outdoor air damper and hood, for Code requirement.

- The new return air plenum drop will be equipped with bird screen type return grille.
- *CES, Inc.* will furnish and install all low pressure type spiral ductwork with fittings for the supply air distribution, as requested. This will be hung from the ceiling joists at the desired height. We will provide and install a total of eight (8) galvanized steel and aluminum construction double deflection grilles made specifically for spiral duct applications. These grilles will allow air distribution horizontally, vertically or a combination of the two. A supply duct will be installed from the main spiral over to and within the vestibule area.
- *CES, Inc.* will provide all labor and material to fabricate and install a 16x10 transfer duct (box) equipped with fire damper to the rear wall of the space.

After your electrical contractor has completed the installation of all required power wiring (Min. Circuit Amps 25.7), *CES, Inc.* will provide all labor to perform a complete start up of the new rooftop unit and check for proper operations of system. All work has been quoted to be performed between the hours of 7:00 AM to 3:30 PM Monday through Friday.

Provide a full one (1) year parts and labor warranty and a manufacturer's extended four (4) year compressor warranty.

***CES Inc.* will provide complete the above mentioned Scope of Work as mentioned above for Twelve Thousand Three Hundred Twenty and 00/100<sup>th</sup> Dollars (\$12,320.00)**

**PURCHASER'S ACCEPTANCE: \_\_\_\_\_ DATED: \_\_\_\_\_**

**ADD FOR ECONOMIZER.....\$1,062.00 ACCEPTANCE: \_\_\_\_\_**

**PLEASE NOTE:**

**OPTIONAL - IF BOTH SYSTEMS ARE DONE AT THE SAME TIME -  
PLEASE DEDUCT A SAVINGS OF \$1,600.00 FROM TOTAL AMOUNT LISTED ABOVE**

**PURCHASER'S ACCEPTANCE: \_\_\_\_\_ DATED: \_\_\_\_\_**

***CES Inc.* will not be providing the following:**

- Exhaust fan(s) and installation.
- Installation of smoke detectors and/or connection to the fire alarm system.
- Local, state or federal permits, drawings and/or fees.
- Power wiring of any kind.

All work described herein is subject to the ***CES Inc.*** terms and conditions of the attached proposal. Price and scope is valid for thirty (30) days from date of proposal. Thank you for the opportunity of quoting this installation. If you have any questions, or if I can be of any assistance to you, please feel free to contact me at your convenience.

Sincerely

***CES Inc.***

*Dave Williams*

Dave Williams  
Sales Representative

## TERMS AND CONDITIONS OF PROPOSAL

### 1. NO MODIFICATIONS

The contract arising by acceptance of your offer pursuant to this proposal shall not be amended, modified or rescinded except by written agreement signed by an authorized official of each party, expressly referring to this contract. The Purchaser understands that no sales person or other representative of the Seller has the authority to make any agreement, contract, warrant, term, promise, condition or understanding, express or implied, which is not expressed herein or in a written modification of this contract signed by authorized officials of each party.

### 2. REMEDIES OF SELLER

Prior to the installation of the equipment and materials to be furnished and sold pursuant to this contract, title to said equipment and materials shall remain with the Seller, and, in the case of non-payment. Seller shall be entitled to any and all remedies of an unpaid seller under the Illinois Uniform Commercial Code, including the right of the seller to repossess said equipment and materials with or without legal process. After any or all of said equipment and materials have been installed pursuant to this contract, then as to that part of said equipment and materials which have been installed, and the labor and services related thereto, the Seller shall have the right to place a mechanic's lien against the premises where said equipment and materials have been installed pursuant to the applicable statutes and law relating to mechanic's liens against the premises where said equipment and materials have been installed pursuant to the applicable statutes and law relating to mechanic's liens for the furnishing of labor and materials. Any payment due Seller under this contract is payable on receipt of Seller's invoice. A late payment charge of 1 1/4 % per month (annual percentage rate of 18%) shall be added to the unpaid past due balance after 30 days.

### 3. WARRANTIES

The Seller, unless equipment is sold without service, shall furnish and install, free of charge, such part or parts of the machinery and apparatus sold hereunder that may become defective in workmanship or material within one year from the date of delivery or installation. The Seller's obligation shall be merely to furnish and install duplicate parts as provided herein, and the Seller shall not be liable for defects arising from normal wear and tear, or breakage caused by carelessness or negligence in operations, nor is Seller responsible for any alterations that may be made in the machinery and equipment without its consent. THE FOREGOING WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY, AND FITNESS FOR ANY PARTICULAR PURPOSE.

### 4. LIMITS OF LIABILITY

The seller shall in no event be held liable or accountable to the Purchaser and/or to any other party whatsoever for actual, incidental and/or consequential damages or losses due to, but not limited to, any one of the following: interruption in use of equipment, failure to maintain desired temperature or humidity levels, electrical power surge or loss, high or low voltage, inadequate power, blown or burned out main or branch fuses, open circuit breaker, lack of adequate natural gas or fuel supply or pressure, inadequate or excessive water supply or pressure, inadequate or excessive hot water or steam supply or pressure, water in oil, contamination of water supply or atmosphere, accident, freezing, flooding, lighting, storms, malicious mischief, willful damage, misuse, abuse, negligence, fire, explosion, theft, clogged filters, delays in installation and/or service, time or manner of service of any equipment, failure to meet completion dates, engineering and/or design defects, improper installation, operation of equipment beyond design conditions, labor disturbances, strikes, riot, civil commotion, lockouts, commercial delays, spoilage, loss of business, asbestos, rust or corrosion, the inability to procure materials and/or parts from the usual sources of supply, war conditions, Acts of God or for any contingencies that are unavoidable or beyond the control of the Seller. Seller is not responsible for conforming to any governmental codes, laws, and/or regulations. Seller shall not be required to identify, defect, encapsulate, or remove asbestos, or products or materials containing asbestos or similarly hazardous substances. Seller shall not be liable for any losses or damages due to inability of the building structure to properly support the equipment installed. It is expressly agreed that the seller assumes no liability for negligence or failure whatsoever. All labor is to be performed during Seller's regular working hours unless so specified otherwise in writing.

### 5. INSTALLATION AND COMPLETION

Unless specifically enumerated in proposal as Seller's responsibility, Purchaser is responsible for: providing access (and removing structures or objects which interfere with this access) to equipment installation location; for structural supports for all equipment supplied; for local permits and codes; for providing adequate utility source (gas, electric, steam, water) adjacent to equipment. Completion dates are estimates only. No contract will be made to complete on a specified date unless in writing, signed by the Corporate President or Secretary of the Seller.

### 6. INSURANCE

Purchaser agrees to insure said merchandise against the hazards of fire at Purchaser's sole cost and to be responsible in any event for any loss or damage to the said machinery and equipment by fire, theft or other casualty. Purchaser agrees to assign to the Seller upon request the proceeds of any insurance paid by reason of loss from any cause whatsoever to the merchandise described herein. Seller shall apply said proceeds to the balance due by the Purchaser under this contract.

### 7. ASSIGNMENT

No transfer, renewal, extension or assignment of this contract or any interest hereunder or loss, injury, or destruction of said property shall release the Purchasers from his obligation hereunder. Every assignee of the Seller and/or its assigns shall be entitled to all the rights and remedies of the Seller. The term "Seller" wherever used in this contract includes Seller's successors and assigns, unless otherwise defined.

### 8. ACCEPTANCE

Prior to written acceptance by Seller, the Seller shall have no responsibility for any work performed or financial obligations incurred by or on behalf of the Purchaser in anticipation of Seller's acceptance.

### 9. CLEAN AIR ACT

Not included under this agreement are any charges related to the recovery of Refrigerant, as required by the provisions of Section 608 of the U.S. Clean Air Act of 1990.

**COMMERCIAL CARPET & FLOOR COVERING, INC.**  
**1021 N. Lombard Road**  
**Lombard, IL. 60148**  
**630.543.1500, fax 630.543.1501**

**Proposal**

*Tuesday, December 16, 2014*

*Mesa Electronics, Inc.  
411 South 2<sup>nd</sup> Street  
St. Charles, IL. 60174  
Attn: Brian Houdek*

*Dear Mr. Houdek,*

*Re: Ceramic, and vinyl base installation. Location- 30 E. St. Charles Road, Lombard, IL. 60148. Base proposal # 1 (using materials as specified)*

*Furnish & install River-grass ceramic (color: to be determined), 4 inch vinyl cove base (color: to be determined) by Roppee, labor, and adhesive(s).*

<b>Video Store</b>		<b>Unit Price</b>	<b>Total Price</b>
Furnish ceramic	777 sq ft	\$3.51	\$2,727.27
Install ceramic	777 sq ft	\$4.75	\$3,690.75
Furnish & install vinyl base	140 LF	\$1.90	\$266.00
Floor prep	1 each	\$1,539.00	\$1,539.00
		<b>Subtotal</b>	<b>\$8,223.02</b>
		<b>Total</b>	<b>\$8,223.02</b>

**Notes**

*NOTE: Floor preparation (patching / smoothing of concrete substrate flooring). If required would be charged at an additional rate of \$87.00 per man hour and \$28.00 per bag of floor patch.*

*NOTE: Delivery of material is based upon manufacture production*

*NOTE: Tax & Freight to be billed upon invoicing.*

*TERMS: A 50% deposit is required at the time order is placed, with the balance due upon completion of installation.*

*We will complete the work in a timely and professional manner and are fully insured. We thank you for the opportunity to submit this proposal and look forward to providing you with quality workmanship. If you have any questions, please call us at (630) 543.1500.*

*Sincerely,*

*Jason L. Husslein  
Commercial Carpet & Floor Covering, Inc.*

ACCEPTED BY

DATE



**CARLSONS FLOORS**  
**728 W. STATE STREET**  
**GENEVA, IL 60134**  
**Telephone: 630-232-4964 Fax: 630-232-4350**

Page 1

**ES405379**

**QUOTE**

<b>Sold To</b>		<b>Ship To</b>	
MESA ELECTRONICS 130 E SAINT CHARLES ROAD LOMBARD, IL 60148		MESA VIDEO 130 E SAINT CHARLES ROAD LOMBARD, IL 60148	
<b>Quote Date</b>	<b>Tele #1</b>	<b>PO Number</b>	<b>Quote Number</b>
12/23/14	630-529-0760	MESA'S VIDEO SPACE-TIL	ES405379

**PROJECT: MESA ELECTRONICS - MESA VIDEO**  
FLOORS: BELLAVITA TILE/ RIVERGRASS/ CANADIAN RYE 12X24

MATERIAL	\$ 3,715.00
LABOR	\$ 3,745.00
FLOOR PREP BUDGET	\$ 875.00
<b>PROJECT BUDGET TOTAL</b>	<b>\$ 8,335.00</b>

**PROJECT SCOPE:**

- PLEASE NOTE THIS IS BUDGET PRICING ONLY. ALL PRICING IS SUBJECT TO CARLSON'S FIELD MEASURE/SITE VISIT, & FINAL FINISH SELECTIONS.
- ANY TIME &/OR MATERIALS NEEDED OUTSIDE OF PROJECT SCOPE WILL BE ADDITIONAL.

**THANK YOU FOR CONSIDERING CARLSON'S FOR THIS PROJECT! - ELYSE NELSON**

12/23/14

12:48PM

**Sales Representative(s):**  
**ELYSE NELSON**

PRICING GOOD FOR THIRTY (30) DAYS. ANY MATERIAL OR SERVICES NOT LISTED IN THIS PROPOSAL WILL BE AN EXTRA CHARGE. OUR STANDARD LABOR RATE IS \$75.00 PER MAN HR. THIS QUOTE DOES NOT REFLECT PREV. WAGE

**QUOTE TOTAL: \$8,335.00**

ESTIMATE JE000417-001

**GREAT WESTERN FLOORING CO**  
 1051 FRONTENAC ROAD  
 NAPERVILLE, IL 60563  
 (630) 236-2200 / (630) 236-0357

ESTIMATE Date 12/17/14

JE000417-001

CLIENT	PROJECT
MESA ELECTRONICS 130 E ST CHARLES RD LOMBARD, IL	MESA VIDEO 130 E ST CHARLES RD LOMBARD, IL

TELE #1	JOB #	Salesperson 1	User Header Label 1
		RANDY MUELLER	
Job Phone	MODEL	Salesperson 2	User Header Label 2
	REVISED		

Area	Style/Item	Color/Desc	Total
CERAMIC TILE	RIVERGRASS 12X24 FLOOR TILE	CANADIAN RYE	3,486.64
CERAMIC TILE	NEW CONSTR. - INSTALL TILE FLOORS (LARGE FORMAT W/ TIGHT JOINT)		5,748.96
CERAMIC TILE	MAPEI ULTRAFLEX II 50 LB WHITE	WHITE	245.20
CERAMIC TILE	POWER GROUT 25 LB	TBD	434.70
CERAMIC TILE Sub Total:			9,915.50

EXCLUDES ANY FLOOR PREP WORK.  
 ALL WORK TO BE PERFORMED DURING NORMAL WORKING HOURS.  
 INCLUDES AN ADDITIONAL 250 SF OF TILE MATERIAL

Your signature makes you a party and binds you to this contract, which includes the installation preparation and care instructions, and acknowledges that you have received a copy of Great Western Flooring's terms and conditions, a copy of "Home Repair: Know Your Consumer Rights" form and EPA's 'Renovate Right: Lead Hazard Exposure' form (only applicable for dwellings older than 1978) which are expressly incorporated into this contract. All selections are final upon buyer's signature. Contract price only guaranteed for 30 days from the contract date.

BUYER: \_\_\_\_\_ DATE: \_\_\_\_\_ GWF: \_\_\_\_\_

JE000417-001

Material	4,166.54
Inst Service	5,748.96
Misc Charges	0.00
Sales Tax	0.00
Misc Tax	0.00

12/17/2014

Page No: 1

**Total** 9,915.50



## **A Cut Above Construction Services LLC.**

"A Cut Above The Rest"

4302 WARREN / HILLSIDE IL 60162

August 21, 2014

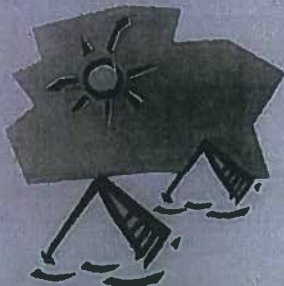
TO: MESA ELECTRONICS  
130 EAST ST. CHARLES ROAD  
LOMBARD IL 60148

RE: VARIOUS

QTY	DESCRIPTION	UNIT PRICE	LINE TOTAL
	<b>LORI'S ANTIQUES:</b> FRAMING: 20GA. 3 5/8" METAL STUDS FRAMED PER SCOPE PROVIDED DRYWALL: 5/8" DRYWALL APPLIED OVER METAL STUDS, MUD & TAPE TO A PAINT READY FINISH PAINT: PRIMED & (1) COAT OF A HIGH QUALITY PAINT <b>\$7,200.00</b> CEILING: ARMSTRONG 15/16" GRID & A 2X2 RECESSED TILE <b>\$2,250.00</b>		
	<b>MESA VIDEO:</b> FRAMING: 20GA. 3 5/8" METAL STUDS FRAMED PER SCOPE PROVIDED DRYWALL: 5/8" DRYWALL APPLIED OVER METAL STUDS, MUD & TAPE TO A PAINT READY FINISH PAINT: PRIMED & (1) COAT OF A HIGH QUALITY PAINT DOORS: INSTALL ALL DOORS PER PRINT (OWNER SUPPLIED) <b>\$6,800.00</b> CEILING: ARMSTRONG 15/16" GRID & A 2X2 RECESSED TILE <b>\$1,950.00</b>		
	<b>TELEVISION REPAIR:</b> FRAMING: 20GA. 3 5/8" METAL STUDS FRAMED PER SCOPE PROVIDED DRYWALL: 5/8" DRYWALL APPLIED OVER METAL STUDS, MUD & TAPE TO A PAINT READY FINISH PAINT: PRIMED & (1) COAT OF A HIGH QUALITY PAINT DOORS: INSTALL ALL DOORS PER PRINT (OWNER SUPPLIED) <b>\$7,100.00</b> CEILING: ARMSTRONG 15/16" GRID & A 2X2 RECESSED TILE <b>\$2,025.00</b>		
		<b>TOTAL</b>	<b>\$27,325.00</b>

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_

**TERMS AND CONDITIONS:** Upon agreement, sign and return one copy with the above specified deposit amount. Prices are good for 30 days. Upon completion, remaining balance is due. All agreements are contingent upon weather and delays beyond our control. Liens will be placed at 45 days and all attorney fees will be added with interest at 1 1/2% per month (18% annum) for all past due accounts.



## Greg's Painting & Drywall

325 W Green St, Bensenville IL 60106-2409 630/350-2957

### Proposal

MAKE YOUR HOME LAST LIKE THE PYRAMIDS

To: MESA ELECTRONICS  
130 E. ST. CHARLES RD  
LOMBARD, IL 60148

Date: 1/10/15

Payment Terms: See below

Total due upon completion

☒ 1/3 to start w/balance due on completion

- Job Description:
- ① MESA VIDEO
    - INSTALL METAL FRAMING AS NEEDED.
    - INSULATE EXTERIOR WALL.
    - INSTALL 5/8" FIRECODE DRYWALL.
    - TAPE, FINISH + SAND DRYWALL.
    - PAINT NEW DRYWALL WITH ONE COAT PRIMER + 1 COAT FINISH PAINT. \$ 6,570.00
  - \* INSTALL DOORS G.R.
  - ② LORI'S ANTIQUES
    - INSTALL METAL FRAMING AS NEEDED.
    - INSULATE EXTERIOR WALLS.
    - INSTALL 5/8" FIRECODE DRYWALL.
    - TAPE, FINISH + SAND DRYWALL.
    - PAINT NEW DRYWALL WITH ONE COAT PRIMER + ONE COAT FINISH PAINT. \$ 6,920.00
  - \* INSTALL DOORS G.P.

INSURANCE PROVIDED  
BY STATE FARM INS. CO.  
CERTIFICATE OF INS.  
AVAILABLE ON REQUEST.

MATERIAL & LABOR

Total Estimate \$ 13,490.00

THIRTEEN THOUSAND

FOUR HUNDRED NINETY DOLLARS.

## F and M Construction Services Inc.

628 Penn Blvd  
Lindenhurst, IL 60046  
(847) 302-6046  
(847) 265 8081 fax  
[www.fandmconstructionservices.com](http://www.fandmconstructionservices.com)

### PROPOSAL

To: MESA ELECTRONICS  
130 E St. Charles Rd.  
Lombard, IL 60173

No. 2931  
Date: 11 / 11 / 2014  
Phone: 630-715-7894  
E mail: [ahowell@mesaelectronics.com](mailto:ahowell@mesaelectronics.com)

We hereby propose to perform the labor and supply the material for the completion of FRAMING, DRYWALL, & INSULATION ONLY as detailed below:

#### **JEWELRY STORE: \$ 9,340.00**

Install metal stud wall framing needed to complete this store. Wall shared with warehouse to be a 2-hour rated wall with double drywall on each side.  
Insulate warehouse wall and exterior walls.  
Drywall all new and affected walls. Tape, sand, and paint.

#### **MESA ELECTRONICS: \$ 8,670.00**

Install metal stud wall framing needed to complete this store. Walls shared with warehouse to be a 2-hour rated wall with double drywall on each side.  
Insulate warehouse and exterior walls.  
Drywall all new and affected walls. Tape, sand, and paint.  
Install owner-provided doors.

#### **EXCLUSIONS:**

Permits and drawings.  
Anything unforeseen.  
Anything the village may require that is not noted above.  
Work on Saturdays or Sundays.

Workers Compensation, Liability and Umbrella coverage provided by Country Financial Mutual.

**Total Cost for Above Work: \$ 18,010.00**  
**EIGHTEEN THOUSAND TEN DOLLARS**

**Payment Schedule: Upon completion.**

Authorized Signature Bill Franzese This proposal may be withdrawn in 60 days if not accepted.

Acceptance of Proposal: The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Signature \_\_\_\_\_ Date: \_\_\_\_\_ Signature \_\_\_\_\_ Date: \_\_\_\_\_

**RESOLUTION**  
**R \_\_\_\_\_**

**A RESOLUTION APPROVING A DOWNTOWN RETAIL BUSINESS GRANT  
FOR THE PROPERTY COMMONLY KNOWN AS  
130 E. ST. CHARLES ROAD (MESA HOME VIDEO)**

WHEREAS, the Village disburses funds for the Downtown Retail Business Grant Program (the "Program") under the authority of the Village Board of Trustees, and will provide monetary grants to qualified property owners in the Lombard Tax Increment Financing (TIF) Downtown District to enhance and improve buildings and parking areas; and,

WHEREAS, Enrique and Lori Mesa (the "Applicants"), wishes to participate in this Program for interior renovations to the building (the "Project") located at 130 E. St. Charles Road, Lombard, Illinois (the "Subject Property") and,

WHEREAS, the Applicants are also the owners of 130 E. St. Charles Road, Lombard, Illinois; and,

WHEREAS, the Applicant's business, Mesa Home Video, is a tenant of 130 E. St. Charles Road, Lombard, Illinois; and,

WHEREAS, the Project shall consist of those renovations to the interior of the building on the Subject Property as set forth on Exhibit "A" attached hereto and made part hereof; and,

WHEREAS, the Project will complement and support the Village's plans to maintain a quality Central Business District;

NOW, THEREFORE, BE IT RESOLVED BY THE PRESIDENT AND BOARD OF TRUSTEES OF THE VILLAGE OF LOMBARD, DUPAGE COUNTY, ILLINOIS, as follows:

**SECTION 1:** That the Village shall provide the Applicant a grant of up to twenty thousand and 00/100 dollars (\$20,000.00), pursuant to the Program (the "Grant"). Such grant monies shall be available to the Applicants upon the authorization of the Village's Director of Community Development, after receipt of satisfactory evidence that the project components have been completed, and that the Applicants have paid all invoices for labor and materials in connection therewith.

**SECTION 2:** The Applicant and Owners, as well as any subsequent business or property owners, will perform the following obligations in connection with the Project:

- a. Expenditures relative to the Project must comply with the Illinois Prevailing Wage Act;

Resolution No. \_\_\_\_\_  
130 E. St. Charles Road

- b. Permits must be applied for and received for all of the work. All work shall have passed inspection; and
- c. Before the grant can be paid out, the Applicants will submit a final receipt (showing it is paid in full) and waivers of lien from the contractors.

**SECTION 3:** The Applicants and Owners, and any subsequent business or property owners, shall be required to maintain the Property in accordance with all Village codes and ordinances, and obtain any and all necessary licenses and permits required relative thereto. The Applicant and Owners agree not to substantially change the use of the business or interior space for which this grant was received for a period of not less than five (5) years from the date the Agreement was executed. Failure to maintain the business in accordance with local codes or negatively changing the use of the business or interior space will require pro-rated repayment of grant funds to the Village of Lombard.

**SECTION 4:** The Owners agrees that this Agreement may be duly recorded against the property located at 130 E. St. Charles Road to serve notice upon future purchasers, assigns, estate representatives, mortgages, and all other interested persons of the conditions outlined in this Agreement.

**SECTION 5:** That the Downtown Retail Business Grant Program Agreement, relative to the Project, attached hereto as Exhibit "B" and made part hereof is hereby approved (the "Agreement")

**SECTION 6:** The Village may terminate the Agreement if the Applicants, or any subsequent business or property owners, fails to comply with any of the terms of the Agreement. In the event of termination, the Applicants shall be required to repay any amount of the Grant disbursed.

**SECTION 7:** That the Village President and Village Clerk are hereby authorized and directed to sign, on behalf of the Village of Lombard, the Agreement attached hereto as Exhibit "B".

**SECTION 8:** That the Village Clerk be and hereby is authorized to attest said agreement as attached hereto.

Adopted this \_\_\_\_\_ day of \_\_\_\_\_, 2015.

Ayes: \_\_\_\_\_

Nayes: \_\_\_\_\_

Absent: \_\_\_\_\_

Approved this \_\_\_\_\_ day of \_\_\_\_\_, 2015.

Resolution No. \_\_\_\_\_  
130 E. St. Charles Road

\_\_\_\_\_  
Keith T. Giagnorio  
Village President

ATTEST:

\_\_\_\_\_  
Sharon Kuderna  
Village Clerk

Resolution No. \_\_\_\_\_  
130 E. St. Charles Road

**EXHIBIT A**  
**Legal Description**

LOT 7 AND 8, BLOCK 19 IN H.O. STONE AND COMPANY'S  
ADDITION TO LOMBARD, A SUBDIVISION IN THE SOUTHWEST  
QUARTER OF SECTION 5 AND PART OF THE NORTHWEST  
QUARTER OF SECTION 8, TOWNSHIP 39 NORTH, RANGE 11  
EAST OF THIRD PRINCIPAL MERIDIAN, ACCORDING TO THE  
PLAT THEREOF RECORDED JUNE 26, 1924 AS DOCUMENT  
179463, IN DUPAGE COUNTY, ILLINOIS.

PIN 06-08-104-011

**EXHIBIT B**

**DOWNTOWN RETAIL BUSINESS GRANT PROGRAM AGREEMENT**

This Agreement is entered into this fifth day of February, 2015, by and between the Village of Lombard, Illinois, (hereinafter referred to as the "Village"), and Enrique and Lori Mesa (hereinafter referred to as "Applicants") doing business at 130 E. St. Charles Road, Lombard, Illinois as Mesa Home Video (said location being legally described on Exhibit "1" attached hereto and made part hereof – hereinafter referred to as the "Subject Property"), with personal property being secured at 130 E. St. Charles Road, Lombard, Illinois. The Village and the Applicant are sometimes referred to herein collectively as the "Parties."

**WITNESSETH**

**WHEREAS**, the Village, pursuant to Sections 36.70 through 36.74 of the Lombard Village Code, has established a Downtown Retail Business Grant Program (hereinafter referred to as the "Program") and, as such, will provide grants to qualified business owners and property owners in the Eligible TIF Districts (as said term is defined in Section 36.71 of the Lombard Village Code) for interior renovations;

**WHEREAS**, the Program compliments and supports the Village's plans to maintain a quality Central Business District;

**WHEREAS**, electronic stores are desirable uses within the Central Business District and contribute to an economically strong Central Business District; a commercial area where the image, appearance, and environment encourage the attraction of shoppers;

**WHEREAS**, the Applicants wish to participate in this Program for proposed interior renovations to be located at 130 E. St. Charles Road, Lombard, Illinois at Mesa Home Video; Program Application No.: **15-01**; with said interior renovations being more specifically described in Exhibit "2" attached hereto and made part hereof (hereinafter referred to as the "Project");

**WHEREAS**, the Applicants has agreed to the property lien provisions as required by the Program;

**NOW, THEREFORE**, in consideration of the foregoing, and other good and valuable consideration, the receipt of which is hereby acknowledged by the Parties hereto, the Parties agree as follows:

**SECTION 1:** The Village shall provide the Applicants with a grant under the Program in an amount not to exceed twenty thousand and 00/100 dollars (\$20,000.00) (hereinafter referred to as the "Grant"). Such Grant shall be available to the Applicants upon the authorization of the Village's Director of Community Development, and after

Resolution No. \_\_\_\_\_  
130 E. St. Charles Road

the Applicants has constructed the Project, and complied with the provisions of this Agreement and Sections 36.70 through 36.74 of the Lombard Village Code, as well as paid for the Project. The maximum amount of the Grant, as set forth above, is based upon the Applicants expending no less than forty thousand and 00/100 dollars (\$40,000.00) in relation to the Project. In the event that the Applicants' expenditures for the Project are less, the Grant shall be reduced such that the maximum amount of the Grant shall not exceed fifty percent (50%) of the amount expended by the Applicants in relation to the Project.

**SECTION 2:** The Applicant shall undertake the following in connection with the Project:

- a. Expenditures relative to the Project must comply with the Illinois Prevailing Wage Act;
- b. Permits must be applied for and received for all of the work; and
- c. Before the grant can be paid out, the Applicants will submit a final receipt (showing it is paid in full) and waivers of lien from the contractors.

**SECTION 3:** Upon completion of the Project, the Applicants shall maintain the Subject Property and the business located thereon in accordance with all applicable federal, state and local laws, rules and regulations.

**SECTION 4:** The Applicants hereby consent to the recording of this Agreement to serve as notice to future purchasers, assigns, estate representatives, mortgagees, and all other interested persons of the conditions outlined in this Agreement.

**SECTION 5:** The Applicants agree not to substantially change the use of the business or interior space for which this grant was received for a period of not less than five (5) years from the date the Agreement was executed.

**SECTION 6:** This Agreement shall be binding upon the successors and assigns of the Parties hereto.

VILLAGE OF LOMBARD

\_\_\_\_\_  
By: Keith T. Giagnorio, Village President

Resolution No. \_\_\_\_\_  
130 E. St. Charles Road

\_\_\_\_\_  
Attest: Sharon Kuderna, Village Clerk

APPLICANT

\_\_\_\_\_  
Lori Mesa

APPLICANT

\_\_\_\_\_  
Enrique Mesa

Resolution No. \_\_\_\_\_  
130 E. St. Charles Road

STATE OF ILLINOIS        )  
  )SS  
COUNTY OF DUPAGE        )

I, the undersigned, a Notary Public, in and for the County and State aforesaid, DO  
HEREBY CERTIFY that Keith T. Giagnorio, personally known to me to be the President  
of the Village of Lombard, and Sharon Kuderna, personally known to me to be the  
Village Clerk of said municipal corporation, and personally known to me to be the same  
persons whose names are subscribed to the foregoing instrument, appeared before me this  
day in person and severally acknowledged that as such President and Village Clerk, they  
signed and delivered the said instrument and caused the corporate seal of said municipal  
corporation to be affixed thereto, pursuant to authority given by the Board of Trustees of  
said municipal corporation, as their free and voluntary act, and as the free and voluntary  
act and deed of said municipal corporation, for the uses and purposes therein set forth.

GIVEN under my hand and official seal, this \_\_\_\_\_ day of \_\_\_\_\_, 2015.

Commission expires \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public

Resolution No. \_\_\_\_\_

130 E. St. Charles Road

STATE OF ILLINOIS        )

)SS

COUNTY OF DUPAGE        )

I, the undersigned, a Notary Public, in and for the County and State aforesaid, DO  
HEREBY CERTIFY that Lori Mesa, personally known to me to be the same person  
whose name is subscribed to the foregoing instrument, appeared before me this day in  
person and severally acknowledged that she signed and delivered the said instrument, as  
her free and voluntary act, for the uses and purposes therein set forth.

GIVEN under my hand and official seal, this \_\_\_\_\_ day of \_\_\_\_\_, 2015.

Commission expires \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public

Resolution No. \_\_\_\_\_

130 E. St. Charles Road

STATE OF ILLINOIS        )  
  )SS

COUNTY OF DUPAGE        )

I, the undersigned, a Notary Public, in and for the County and State aforesaid, DO  
HEREBY CERTIFY that Enrique Mesa, personally known to me to be the same person  
whose name is subscribed to the foregoing instrument, appeared before me this day in  
person and severally acknowledged that he signed and delivered the said instrument, as  
his free and voluntary act, for the uses and purposes therein set forth.

GIVEN under my hand and official seal, this \_\_\_\_\_ day of \_\_\_\_\_, 2015.

Commission expires \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public

Resolution No. \_\_\_\_\_  
130 E. St. Charles Road

**EXHIBIT 1**

**Legal Description**

LOT 7 AND 8, BLOCK 19 IN H.O. STONE AND COMPANY'S  
ADDITION TO LOMBARD, A SUBDIVISION IN THE SOUTHWEST  
QUARTER OF SECTION 5 AND PART OF THE NORTHWEST  
QUARTER OF SECTION 8, TOWNSHIP 39 NORTH, RANGE 11  
EAST OF THIRD PRINCIPAL MERIDIAN, ACCORDING TO THE  
PLAT THEREOF RECORDED JUNE 26, 1924 AS DOCUMENT  
179463, IN DUPAGE COUNTY, ILLINOIS.

PIN 06-08-104-011

Resolution No. \_\_\_\_\_  
130 E. St. Charles Road

## **EXHIBIT 2**

The Community Development Department retains a copy of the submittal to the Economic and Community Development Committee. This submittal includes contractor's quotes and a description of the work to be completed. The Applicant proposes to install interior improvements such as a new ceiling, concrete coring, flooring, HVAC systems, electric, drywall/painting, and glass work.