



Whitewater CDA - **AGENDA**

**Monday, April 19, 2010**  
**4:30 PM – CDA Board of Directors**  
**4:30 PM – Whitewater University Tech Park Board (items #6 & #7)**  
**1<sup>st</sup> Floor – Community Room**  
**Whitewater Municipal Building**  
**312 W. Whitewater Street**  
**Whitewater, WI 53190**

1. **Call to order and roll call**
2. **Approval of the Agenda**
3. **HEARING OF CITIZEN COMMENTS.** *No formal CDA Action will be taken during this meeting although issues raised may become a part of a future agenda. Items on the agenda may not be discussed at this time.*
4. **Approval of the February 22, 2010 Minutes**
5. **Discussion and Possible Action on Sponsoring Charter TV Commercials for Downtown Whitewater Promotions**
6. **Discussion and Possible Action on Bid(s) for construction of the Whitewater Innovation Center (as part of the Whitewater University Technology Park and Economic Development Administration Grant)**
7. **Discussion and Possible Action on Ground Breaking for Whitewater Innovation Center**
8. **Discussion and Possible Action on Marketing Campaign for Whitewater Business Park**
9. **Receipt and Filing of February, 2010 and March, 2010 Financials**
10. **Update: WCEDA (Walworth County Economic Development Alliance)**
11. **Discussion and Possible Action on Tax Increment Finance District(s)**
  - a. **District Map(s)**
12. **CDA Coordinator**
  - a. **EI (Energy Independent) Communities 25x25 Planning Grant**
  - b. **First Time Homebuyers Workshop**
  - c. **Lead Safe Renovator Workshop(s)**
  - d. **Buy Local Program Update**
  - e. **Site Search Request(s)**
  - f. **Retention Visits**
  - g. **International Council Shopping Centers – Madison Show**
13. **Future Agenda Items**
14. **May Meeting Update – May 24, 2010**
15. **Adjourn to closed session at approximately 6:30PM to reconvene at approximately 6:50PM per Wisconsin State Statutes 19.85(1)(c) considering employment, promotion, compensation or performance evaluation data of any public employee over which the government body has jurisdiction or exercises responsibility and Per Wisconsin Statute 19.85 (1)(e). Deliberating or negotiating the purchasing of public properties, the investing of public funds, or conducting other specified public business, whenever competitive or bargaining reasons require a closed session**
  - a. **Performance Review - CDA Coordinator**
  - b. **Economic Development Loan Payment Status at 210 W Whitewater St., Whitewater, WI**
16. **Convene to Open Session**
17. **Discussion and possible action on CDA Coordinator Performance Review**



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## MEMORANDUM

DATE: 04/16/2010

TO: Whitewater CDA Board of Directors

FROM: Mary S. Nimm, Coordinator

RE: **Notes on the April 19, 2010 Board of Directors Meeting**

**Discussion and Possible Action on Sponsoring Charter TV Commercials for Downtown Whitewater**

Please see attached information from Downtown Whitewater regarding the request to continue sponsorship of the Whitewater Commercials.

**Promotions Consideration and Possible Action on extending Business Park Marketing Campaign**

At the last meeting the Board approved extending the Business Park Marketing Campaign with the help of Bud Gayhart and his office(s). Bud is asking when the Board would like the extension of the campaign to commence...

**CDA Coordinator**

**a. EI (Energy Independent) Communities 25x25 Planning Grant**

I attended the first quarter meeting on April 7<sup>th</sup> in Eau Claire. I am working on gathering information on the City buildings for the Energy Star Portfolio for the City Facilities and then will be working on energy usage data entry.

**b. First Time Homebuyers Workshop**

We had nine registered for the workshop, only three attended. We did get a positive response from the three who did attend the workshop. I was able to recover the costs of the workshop through sponsors from both Commercial and First Citizens Banks.

**c. Lead Safe Renovator Workshop(s)**

The first workshop, conducted by Milwaukee Lead and Asbestos was a sell-out. I am working with MLIA to bring a second workshop to Whitewater in May. There is no cost to the CDA to make this workshop available in Whitewater. The workshop(s) in Whitewater was organized in response to contractor's requests for a workshop more local to Whitewater. The workshop will benefit the CDA Housing Loan Program as we will have certified Lead Contractors in and near Whitewater available for our rehab projects on our pre-1978 built homes.

**d. Buy Local Program Update**

**e. Site Search Request(s)**

No search requests in March or April.

**f. Retention Visits**

Two retention visits have been conducted. We have met with both Generac and Lavelle Industries.

**g. International Council Shopping Centers - Madison**

I attended, along with Tamara Brodnicki, the Wisconsin ICSC conference in Madison on April 15<sup>th</sup>. We were able to make contact with several potential retailers and will be sharing specific information (traffic counts and lease spaces) with several of those we spoke with.



Whitewater CDA

## MINUTES

**Monday, February 22, 2010**  
**4:30 PM – CDA Board of Directors**  
**2<sup>nd</sup> Floor – Lakefront Conference Room**  
**Whitewater Municipal Building**  
**312 W. Whitewater Street**  
**Whitewater, WI 53190**

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**1. Call to order and roll call**

Tom Miller called the meeting to order at 4:34PM.

Present: Jeff Knight, Alan Marshall, Tom Miller, Al Stanek, Marilyn Kienbaum (arrived at 4:47PM), Jim Stewart (arrived at ...)

Absent: Jim Allen

Others Present: Jim Caldwell (@ 4:45PM), Bud Gayhart, Doug Saubert, Kevin Brunner, Mary Nimm

**2. Approval of the Agenda**

Al Marshall motioned to approve the agenda. Knight seconded.

Ayes: Knight, Marshall, Miller, Stanek

Nays: None

Absent: Allen, Stewart, Kienbaum

The motion to approve the agenda passed on a voice vote.

**3. HEARING OF CITIZEN COMMENTS.** *No formal CDA Action will be taken during this meeting although issues raised may become a part of a future agenda. Items on the agenda may not be discussed at this time.*

**No Citizen Comments.**

**4. Approval of the January 25, 2010 Minutes**

Knight motioned to approve the January 25, 2010 minutes. Marshall seconded.

Ayes: Knight, Marshall, Miller, Stanek

Nays: None

Absent: Allen, Stewart, Kienbaum

The motion to approve the January 25, 2010 minutes passed on a voice vote.

**5. Discussion and Possible Action on Future CDA Administration Funding & Financing**

Brunner – distressed TID legislation, extend TID 4, no ext of spending, possible debt extension. Elkhorn rd venture has not made payment on their pilot. Hope is legislation will allow refinancing of existing debt for 10 years and renegotiation DA with Elkhorn road venture. TID 6 – agreement with RR Walton to make incentive payment (50k incentive). Will have to borrow for TID 6. Strategy to continue funding TID 4-2012, then TID 6 to include CDA administration. Will bring back financing plan that will be combo of both TID 4 & 6. Other alternative - \$ from general fund to finance CDA. This will be tough.

Saubert – CDA ½ has come from TID 4. Need to replace TID 4 source.

Miller – there was, is there still state funding for CDA administration???

Caldwell – 9% of CDBG programs

Brunner – will have to look into other TID's for funding sources after 2012

Stanek – lead time to generate income from developments???

Brunner – distressed TID will have impact, will have to put forth borrowing for TID 6. Perhaps a few members of the board can form a committee to work on funding plan for future of CDA.

Knight – will participate on committee.

Stanek – will participate on committee.

**6. Discussion and Possible Action on entering into Memorandum of Understanding for 2010 with WCEDA (Walworth County Economic Development Alliance)**

Brunner noted that the Tech Park has asked WCEDA to conduct an assessment of the Economic Impact of bringing CESA to the Whitewater Community.

Brunner then asked the question to the CDA Board to consider: do we need WCEDA, if so – what

do we want WCEDA want to do for us?

Knight – request Burkhart make a presentation to Common Council on Why we should retain membership

Caldwell – noted that Whitewater is ahead of others in County in Economic Development and could go alone however we felt we wanted to be a team player in county and should show our support as part of being pro development. WCEDA did bring in a USDA grant.

Brunner – noted there have been no payments yet this year to WCEDA and he has asked for an updated MOU for value added services. Bring back and consider along with annual report.

Miller – why can't we pay same rate at County until we see improvement?

Stanek – have we gotten a proposal for 2010?

Brunner – we can get a proposal for 2010 from WCEDA and have the director bring to the CDA. We want support on Economic Development initiatives. We need value added services.

Stewart – suggested Brunner draft letter, noting the need to receive a report from 2009 as well as an agreement proposal for 2010.

Caldwell – look at other community MOU's...

Gayhart – compare on proposed versus delivered upon and fees for investment

Knight – what is JCEDC doing for Jefferson County that WCEDA can be doing for us?

#### **7. Consideration and Possible Action on extending Business Park Marketing Campaign**

The Business Park Marketing Committee met in 2009 and discussed the idea of extending the Business Park Marketing Campaign and making another effort to mail postcards and make phone calls in 2010.

Current inventory of postcards is:

Yellow – Financial Advantages (158)

Blue – Location (940)

Orange – Labor Pool (2050)

Purple – UW Centers of Excellence (2990)

Green – Summary Card (3000)

To have another mailing of 2,000 of each post card, we would have to order more of the Yellow (Financial Advantage) & Blue (Dream Location) cards at these prices:

The full color printing for your postcards has been done in bulk so there are limited quantity choices.

1,000 5"x7" 4/4 on 14pt C2S - \$145

2,500 5"x7" 4/4 on 14pt C2S - \$250

Stanek motioned to approve extension of Business Park marketing campaign with a list of up to 2,000 recipients. Marshall seconded.

Ayes: Jeff Knight, Alan Marshall, Tom Miller, Al Stanek, Jim Stewart, Marilyn Kienbaum

Nays: None

Absent: Jim Allen

Stewart – TPB might be doing a similar marketing program. Could be a tie-in???

#### **8. Consideration and Possible Action on “Show Me the Green Profitable Practices for Small Businesses That Build on the Local Advantage” Workshop**

Nimm reported that as part of the Whitewater Buy Local program, she has been working with Mr. Richard Brooks, founding member of the Dane Buy Local Program. Mr. Brooks runs a program entitled, “**Show Me the Green Profitable Practices for Small Businesses That Build on the Local Advantage.**” In an effort to make attendance to the program affordable for local business owners, the CDA is working with Mr. Brooks to find sponsors. Nimm reported she has approached several service organizations in the community and are requesting \$100 from each, including the CDA. In addition to the \$100 sponsor fee, the CDA is being asked to provide refreshments for the morning and lunch hour. Please see the handout for more info on the program.

*Show Me the Green:*

#### ***Profitable Practices for Small Businesses That Build on the Local Advantage***

##### **Overview**

This half-day collaborative workshop offers results-oriented strategies and resources for small businesses to take advantage of current knowledge on sustainability, energy conservation and green business practices. It builds a support system for adopters of sustainability approaches to engage other businesses, enhance profitability, nurture local economic vitality and improve the quality of life.

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Earn money, save money, establish your niche in the market, have a safer and healthier workplace, products and services; and contribute to the quality of life in your community and the world.

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### **Learning Objectives**

By the end of this workshop all participants will be familiar with:

- Basic sustainability concepts and vocabulary (e.g. The Natural Step, eco-efficiency, sustainability, “greenwashing,” carbon footprint, LEED certification, permaculture, Fair Trade, etc.) *Note: It is assumed that many attendees are already conversant with this terminology but some are not. To optimize the value of the short workshop duration, instruction will integrate basic concepts throughout, and will provide supplementary materials.*
- Barriers and objections to green practices, and practical strategies to overcome those barriers.
- Strengths, weaknesses, opportunities and threats to small businesses which are associated with “green” business practices.
- Best practices, case studies and role models in business categories relevant to their sector of the economy.
- Informational resources and peer support for implementation of new practices.
- Strategies and incentives for finding common ground between the private and public sectors regarding green practices (e.g. policy for procurement, model programs for collaboration).

### **Behavioral Objectives**

By the end of this workshop, attendees will be able to identify and/or obtain

- **Financial and technical assistance resources** for energy and water conservation, green procurement and green building, products and services consistent with green practices,
- **Assistance in obtaining local, regional and national recognition** for their green practices through listings on websites, in national directories and membership organizations such as Travel Green Wisconsin, Green Built Home, Coop America’s Green Pages, Business Alliance for Local Living Economies (BALLE) network and others.
- **Technical assistance and peer support** for Local First/Buy Local initiatives.

By three to six months after the workshop, participating businesses will be listed online on the Wisconsin Green Exchange and will be able to describe measurable changes in their business practices or revenues as a result.

### **Collaboration Strategies for Show Me the Green**

*Note: Training events will be coordinated by UW-Madison Continuing Studies. We want to strike a balance between ensuring that all parties have meaningful roles in design and execution of programs and cost effectively using each organization’s resources. All co-sponsors will be recognized on literature, emails, websites and related publicity.*

*If feasible, these half-day workshops will be scheduled in pairs in each market; one in the morning and one in the afternoon, a month or so apart to give potential attendees choices that make it easier to fit their schedules. Ideal workshop size is between 25 and 40, with a minimum of 15 paid registrants.*

*Curriculum development, travel expenses, materials and instructional costs for each workshop are estimated to total an average of \$1,800. If local and statewide sponsors can generate at least \$700 per workshop and in-kind contribution of food, a registration fee of \$39 per person will generate enough revenue to cover costs if at least 30 people attend. Any revenues beyond \$2,000 will be divided among the local host, WiscPSA and UW-Madison after all expenses are covered, and will be devoted to follow up on issues brought up by participants through the WI Green Exchange.*

### **UW-Madison Continuing Studies**

In coordination with co-sponsors as needed:

- Provide primary presenter and recruit local expertise
- Create and coordinate budget for training
- Write, design, print and mail training brochures (hard copy) to statewide business lists
- Design and produce downloadable promotional materials
- Create and distribute targeted emails with educational and promotional information
- Post announcements on Continuing Studies website
- Promote through local and statewide media
- Coordinate, negotiate and contract with presenters and resource persons for workshops
- Coordinate registration and billing as needed.
- Follow up with specific issues from participants

### **Local Hosts and Co-sponsors**

- Provide local workshop sites, scholarships, food or other resources
- Find local sponsors
- Promote to local media, constituent lists and businesses
- Invite business students to attend

### **Wisconsin Partners for SustainAbility (WiscPSA)**

- Coordinate content, curriculum, displays, handout materials, AV and other resources
- Post announcements on WiscPSA website
- Provide discussion facilitator for each workshop
- Coordinate follow-up and posting of WI Green Exchange profiles

### **Wisconsin Business Development Finance Corporation**

- Help identify training sites, local hosts, co-sponsors and workshop participants
- Review and enhance curriculum to meet needs of WBD participants
- Promote workshops and WI Green Exchange participation through WBN contacts      Provide presenters and/or media re: WBD resources and services
- Provide scholarship assistance or workshop sponsorship in selected communities

### ***Show Me the Green Workshop Agenda***

This program can be offered in the morning, early or late afternoon. The following agenda illustrates a typical morning agenda.

- |        |  |
|--------|--|
| 7:30am | Registration, continental breakfast, exhibits<br>Participants are asked to write three priorities/questions they wish to address on an index card, and list what they consider to be model green practices or businesses   |
| 8am    | 20 min Introductions, identification of resources in the room<br>15 min Overview of The Natural Step, Eco-Efficiency and Principles of Sustainability<br>10 min Large group solicitation of participants' lists of model practices<br>15 min Review of internet and Wisconsin resources  |
| 9am    | 15 min Robin Pharo of Healthy Homes presents frameworks for green practice (three short videos)<br>15 min Review of the Green Exchange Self Assessment Tool, introduction of alternative certifications and checklists (e.g. SEAT Travel Green Wisconsin)<br>15 min Power Pt. presentation of three case studies selected from |

- real estate, retail, dental office, marketing, office supplies, restaurant, hotel
  - 15 min Promotion of Buy Local, the local advantage
  - Large group discussion of challenges and issues
- 10am
  - 10 min Break, exhibits
  - 30 min Panel/round table of local business owners and resource experts (e.g. Focus on Energy, Association of WI Recyclers, Green Builders, WI Business Development Finance (WBD), sustainability advocates, financial institutions).
- 11am
  - Small group exercise: What you can do--from easy/inexpensive to long-term
- 11:30
  - Close, evaluation and informal Q & A

Sample materials from Wisconsin government agencies, private sector groups and businesses with green practices will be on display and made available to all participants.

Marshall motioned to take part in the show me the green workshop and provide sponsorship at \$100. Knight seconded.

#### **9. Whitewater Technology Park/CDA Relationship**

Brunner stated that at the last CDA meeting the CDA adopted the MOU, all that's left is that it will need to have signatures. The Tech Park Board has approved. Will need subsequent agreements.

#### **10. Whitewater Technology Park Update(s)**

Nimm and Brunner reported:

- a. Bid Documents for Innovation Center to EDA on March 9, 2010
- b. Anticipated Bid Date for Innovation Center April 15, 2010
- c. Innovation Center Ground Breaking April 27 @ 3:30PM

#### **11. CDA Coordinator**

- a. **Whitewater Business Park/Technology Park Land Ownership Update**  
Nimm was directed to conduct more research on how the land was paid for – which source of funds – CDA, City or TID4?
- b. **WEDA Governor's Conference**  
Nimm reported she had attended the WEDA Governor's Conference on Economic Development in Madison.
- c. **EI (Energy Independent) Communities 25x25 Planning Grant**  
Nimm reported that she will be serving on the 25x25 Planning Grant team.
- d. **Train Depot Restoration Grant Project**  
The contract with the Architect has finally been approved by the CDA/City/Isthmus Architects and the WisDOT. Both Isthmus and the City have signed and the contracts have been forwarded to WisDOT for their signature. A project schedule/timeline has been requested.
- e. **First Time Homebuyers Workshop**  
Nimm reported that a March 6 First Time Homebuyers Workshop is being organized.
- f. **Lead Safe Renovator Workshop**  
Nimm reported that a March 17 Lead Safe Renovator Workshop is being organized.
- g. **Buy Local Program Update**  
**Nimm reported on the Buy Local Program and gave this update:**

Notes Following our meeting on 2-11-2010:

1. Discussed the 3 50 project - where supporters of the "buy local campaign" pledge to spend \$50 per month at 3 businesses in town that they would HATE to see close. Come to the next meeting

to learn more. We think this "project" should be incorporated into our campaign.

2. Discussed a logo for the BUY LOCAL SAVES GREEN (BLSG) campaign - Kim has attached some samples to consider.

3. For this campaign to be viable and productive, we need more people involved.

a. I PROPOSE WE MOVE THE MEETING ON 2/25/2010 TO CITY HALL WHERE WE CAN ACCOMMODATE 25 PEOPLE. MARY IS IT POSSIBLE?

b. ALL OF US NEED TO FIND PEOPLE WHO ARE INTERESTED AND WHO WOULD HELP GROW THIS CAMPAIGN and get them to our next meeting.

4. We can meet forever and never get anything accomplished.

Here are some of the things we need to do:

a. Find businesses who will support the campaign

1. Membership fee or dues? Do we want them?

2. Volunteers - Willing to chair various initiatives?

b. Promotion materials

1. What? Buttons, tote bags, t-shirts, window clings for store fronts, etc - How do we fund them?

2. Radio

3. Posters

4. Feature Stories

5. Special events.

6. Buy local gift cards

7. Buy Local Saves Green email newsletter - a monthly newsletter highlighting and promoting BLSG

c. Cooperative advertising

d. Website perhaps - whitewaterbuylocal.com ???

e. other ideas.....

**h. Site Search Request(s)**

Nimm reported she had one site search request for warehouse space.

**i. Site Assessment Grant(s)**

Nimm reported that she and Brunner had been notified by the Wisconsin DNR that the City/CDA was not awarded Site Assessment Grants for the property(ies) listed:

i. 503 S Janesville Street

ii. 216 E Main Street

iii. 202 E Main Street

**12. Future Agenda Items**

**WCEDA - MOU**

**TID Presentation - to include county and school district increment value**

**TID - map, with TID's and then a ½ mile illustration**

**13. April Meeting Update - change date to: April 19**

**14. Adjourn**

Jim Stewart motioned to adjourn at 6:02PM. Marshall seconded.

*Respectfully Submitted,*

*Mary S Nimm  
CDA Coordinator*

**18. Discussion and Possible Action on Economic Development Loan Payment Status for property at 210 W Whitewater St., Whitewater, WI**

**19. Adjourn**

*It is possible that a quorum of Common Council and Technology Park Board members may attend this meeting. Even if a quorum is present, no Common Council and/or Technology Park Board business will be conducted at this meeting. Anyone requiring special arrangements is asked to call the office of the City Manager/ City Clerk at least 72 hours prior to the meeting.*

Hello there,

The co-operative ad program was put together to help the smaller businesses broaden their marketing demographics. We know the smaller businesses can not afford to do a commercial on their own because of cost. But partnering with someone brings the cost down and you market the entire commercial district. We all know that the downtown can not survive if it has only one strong business. We need all of the businesses to survive if the downtown is to survive. So it is in our best interest to market the downtown as a whole so we can get people down here.

This year merchants have the option of splitting the market in half. If the merchant and their partner choose, half of the commercials can be shown in the Walworth/Jefferson County area and the other half shown in Rock County. I have enclosed a map of the areas Charter covers and in the past we went in the direction of covering more land area so we chose the section in pink. Plus we receive sponsorship money from Tourism and CDA for this so we have to try to create Heads and Beads for Tourism.

Each commercial is 60 seconds long and we break it down into (4) 15 second increments.

First 15 seconds is opening welcome to Whitewater

Second 15 seconds is a commercial of a business

Third 15 seconds is a commercial of a business

Fourth 15 seconds is closing thank you for shopping Downtown Whitewater – However this round will just say Whitewater since the program is now being opened to everyone

If a merchant decides to participate in the program we try to find them a compatible business to share the commercial with. That is how you end up with 80 commercials. Each business gets 40 commercials on the 2 channels of their choice from the 20 that Charter offers for this program. So every time your 40 commercials are shown on the 2 channels you pick your partner gets that as well. The 40 commercials on the 2 channels that your partner picks will also have your business too. So depending on if you and your partner chose the channels you could be shown on 1 to 4 different channels.

Also if you pay in advance you get an additional 100 commercials which is 16 extra commercials for 2 months and 17 commercials for 4 months and you will be paired up with a partner that compliments your business and who also pays in advance and they receive the same. So at the end of the day you receive an additional 200 commercials.

Advance Payment includes – you can pay up front by cash, check or charge. Or you can give a charge card and they will deduct \$175.00 the first of the first month and then deduct \$100.00 each additional month at the beginning of the month. This still counts as a paid in advance.

Here is cost breakdown:

80 commercials a month for 6 months is 480 commercials

Pay in advance and you get 200 extra so you have 680 commercials for 6 months

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600.00 dollars divided by 680 commercials is 88 cents per commercial

A new participant or an existing participant who wants a new commercial has to add 75.00 for the set up/editing fee

675.00 dollars divided by 680 commercials is 1.00 per commercial

So now by partnering together as a group promoting Whitewater we have got our commercial district out there in TV Land. Last year 18 businesses participated in this program and they were all considered paid in advance so the merchants promoted the downtown commercial district with 6,120 commercials.

Downtown Whitewater, Inc. will put forth \$500.00 and work with Dave Saalsaa to take the pictures. In the past Tourism and CDA put forth \$600.00 each and that lowered the price for the merchant. This year the Chamber will participate so we are asking for a \$400.00 sponsorship from CDA, Tourism and the Chamber of Commerce.

We are turning this campaign into a Shop Local Campaign for all of Whitewater.

Thank you in advance for considering my request,

Tamara Brodnicki

# Be a Part of Whitewater's 2010 Cooperative Cable Advertising Group!

Help Promote the "Shop Local" Campaign

## 80 Commercials for Only \$100\* a Month

Pay for 40 commercials every month and we will join you with 40 commercials from another business - That will give you a total of 80 commercials per month for the price of 40. The spots will run 6am-midnight, 6 month commitment necessary.

\*Plus a one-time production fee of \$75, if needed  
(this will cover the editing of your 15 second commercial)

Pay for all 6 months in advance and receive an additional 100 commercials free of charge.

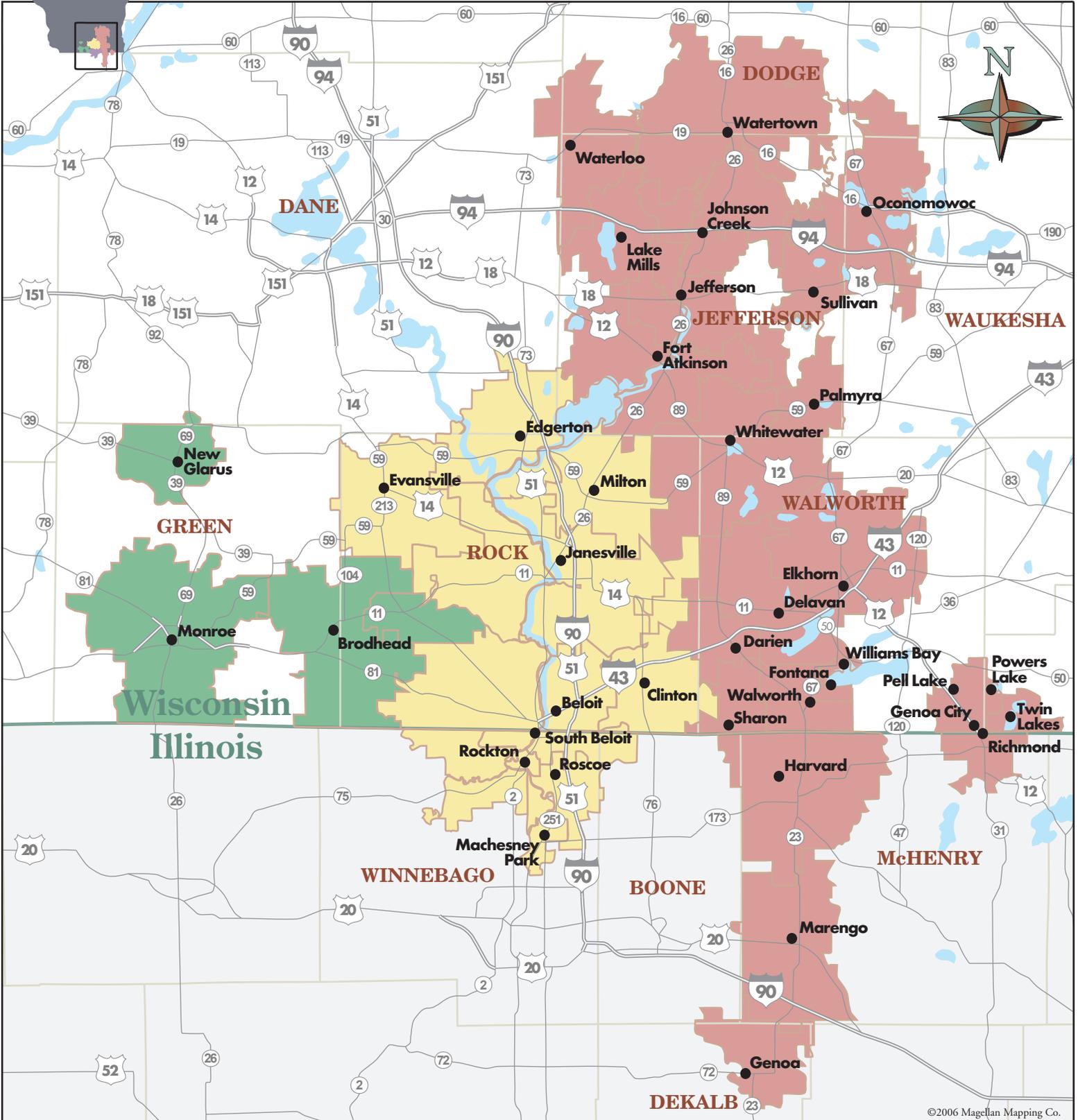
Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Your choice of any 2 networks listed below:



CharterMedia.





©2006 Magellan Mapping Co.

**Total Households: 105,000**

Subscriber counts are estimates and change monthly. 01/20/06

**Green  
5,000**

|            |       |
|------------|-------|
| Brodhead   | 53520 |
| Monroe     | 53566 |
| New Glarus | 53574 |

**Jefferson / Walworth County  
48,700**

|               |       |               |       |             |       |              |       |
|---------------|-------|---------------|-------|-------------|-------|--------------|-------|
| Darien        | 53114 | Harvard       | 60033 | Pell Lake   | 53157 | Waterloo     | 53594 |
| Delavan       | 53115 | Jefferson     | 53549 | Powers Lake | 53159 | Watertown    | 53094 |
| Elkhorn       | 53121 | Johnson Creek | 53038 | Richmond    | 60071 | Watertown    | 53098 |
| Fontana       | 53125 | Lake Mills    | 53551 | Sharon      | 53585 | Whitewater   | 53190 |
| Fort Atkinson | 53538 | Marengo       | 60152 | Sullivan    | 53178 | Williams Bay | 53191 |
| Genoa         | 60135 | Oconomowoc    | 53066 | Twin Lakes  | 53181 |              |       |
| Genoa City    | 53128 | Palmyra       | 53156 | Walworth    | 53184 |              |       |

**Rock  
51,300**

|            |       |                |       |
|------------|-------|----------------|-------|
| Beloit     | 53511 | Janesville     | 53548 |
| Clinton    | 53525 | Machesney Park | 61115 |
| Edgerton   | 53534 | Milton         | 53563 |
| Evansville | 53536 | Rockton        | 61072 |
| Janesville | 53545 | Roscoe         | 61073 |
| Janesville | 53546 | S. Beloit      | 61080 |



**J.P. Cullen & Sons, Inc.**  
**Construction Service Excellence since 1892**  
**In the Tradition of the Master Builders**



April 16, 2010

City of Whitewater  
 Kevin Brunner, City Manager  
 312 W. Whitewater Street  
 Whitewater, WI 53190

RE: Whitewater Innovation Center  
 Results of 4/15/10 Bids and Recommendations for Contract Awards

Mr. Brunner:

Following are the results of the bid opening which took place at 2:00 pm 4/15/10 for the construction of the Whitewater Innovation Center.

Bids were received in five categories. The bids were reviewed for responsiveness and each low bidder's qualification information was reviewed to determine that the bidder is qualified and responsible. Our recommendations for contract award are as follows:

For Base Bid #1 – General Construction, three responsive bids were received ranging from \$2,890,195 to \$3,070,000. J.P. Cullen & Sons, Inc. submitted the lowest responsive bid at \$2,890,195 and we recommend that they be awarded a contract for Bid Category #1.

For Base Bid #2 – Plumbing and Site Utilities, seven responsive bids were received ranging from \$184,600 to \$219,970. DeGarmo Plumbing submitted the lowest responsive bid at \$184,600 and we recommend that they be awarded a contract for Bid Category #2.

For Base Bid #3 – Fire Protection, seven responsive bids were received ranging from \$45,950 to \$78,649. Freedom Fire Protection submitted the lowest responsive bid at \$45,950 and we recommend that they be awarded a contract for Bid Category #3.

For Base Bid #4 – Heating, Ventilation & Air Conditioning, six responsive bids were received ranging from \$984,600 to \$1,137,459. North American Mechanical, Inc. submitted the lowest responsive bid at \$984,600 and we recommend that they be awarded a contract for Bid Category #4.



CORPORATE OFFICE  
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 (f) 608.754.9171

[www.jpcullen.com](http://www.jpcullen.com)

MILWAUKEE OFFICE  
 13040 West Lisbon Road  
 Brookfield, WI 53005  
 (p) 262.781.4100  
 (f) 262.781.6300



For Base Bid #5– Electrical, five responsive bids were received ranging from \$504,835 to \$699,391. Rewald Electric submitted the lowest responsive bid at \$504,835 and we recommend that they be awarded a contract for Bid Category #5.

Based on the bid results noted, the total construction cost for the project is expected to be \$4,963,916 against an approved budget of \$5,400,000. This is an 8.08% savings which is an adequate amount for contingencies. The summary is attached.

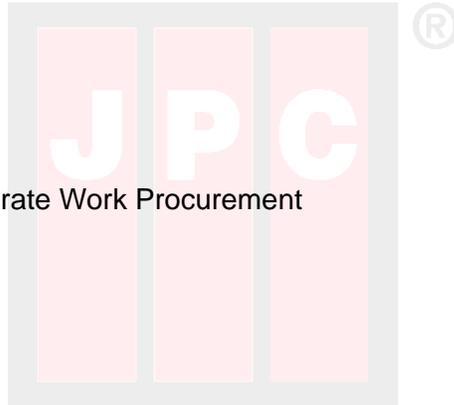
We recommend you also authorize J.P. Cullen & Sons, Inc. to proceed with construction.

Sincerely,



Daniel A. Swanson  
VP Preconstruction Services and Corporate Work Procurement  
[Daniel.swanson@jpcullen.com](mailto:Daniel.swanson@jpcullen.com)

DAS/cak





**J.P. Cullen & Sons, Inc.**  
**WHITEWATER INNOVATION CENTER**

**Bid Day Results**

| <b>Cost Summary - Construction Costs Only</b>              |                          |
|--|--------------------------|
|  | <b>Bid<br/>15-Apr-10</b> |
| <b>JP Cullen &amp; Sons, Inc (Construction Management)</b> |                          |
| CM General Conditions Costs (Fixed)                        | \$ 141,836               |
| CM General Conditions Costs (Variable, estimated)          | \$ 59,400                |
| CM Construction Management Fees (1.75% on cost)            | \$ 84,200                |
| Performance Bond (in bid numbers below)                    | \$ -                     |
| Subtotal Construction Management Cost                      | <b>\$ 285,436</b>        |
| <b>Bids Received 04 15 2010</b>                            |                          |
| Bid Category #1 General Construction                       | \$ 2,890,195             |
| Bid Category #2 Plumbing & Site Utilities                  | \$ 184,600               |
| Bid Category #3 Fire Protection                            | \$ 45,950                |
| Bid Category #4 Heating, Ventilation & Air Conditioning    | \$ 984,600               |
| Bid Category #5 Electrical                                 | \$ 504,835               |
| Additional Dollars that need to be reserved                | \$ 68,300                |
| Subtotal Bids Received and Reserve Dollars                 | <b>\$ 4,678,480</b>      |
| <b>Total CM and Construction</b>                           |                          |
|  | <b>\$ 4,963,916</b>      |
| <b>Approved Budget</b>                                     |                          |
|  | <b>\$ 5,400,000</b>      |
| <b>Over /(Under) Budget</b>                                |                          |
|  | <b>\$ (436,084)</b>      |

-8.08%



*J.P. Cullen & Sons, Inc.*  
**WHITEWATER INNOVATION CENTER**

**Bid Day Results**

| <b>Cost Summary - Non Bid Costs</b>                       |                              |
|---|------------------------------|
|   | <b>Bid Day<br/>15-Apr-10</b> |
| <b>Construction Management Fixed Costs</b>                |                              |
| On-Site Superintendent                                    | \$ 78,018                    |
| On-Site Project Engr / Asst Supt                          | \$ 49,570                    |
| Job Trailer   | \$ 2,400                     |
| Phone   | \$ 5,328                     |
| Fax Machine   | \$ 512                       |
| Copy Machine / Duplication expenses                       | \$ 768                       |
| Job Site Signage  | \$ 500                       |
| Trucking  | \$ 1,800                     |
| Yard  | \$ 2,440                     |
| Mobilization/Demobilization                               | \$ 500                       |
| Subtotal 1/8/2010 DD Plans Construction Cost              | <b>\$ 141,836</b>            |
| <b>Construction Management Variable Costs (estimated)</b> |                              |
| Postage / Messenger                                       | \$ 400                       |
| Project Signage   | \$ 800                       |
| Fire Extinguishers  | \$ 500                       |
| Dumpsters   | \$ 11,700                    |
| Temporary Heat  | \$ 46,000                    |
| Temporary Electric  | \$ -                         |
| Subtotal 1/8/2010 DD Plans Construction Cost              | <b>\$ 59,400</b>             |
| <b>Additional Dollars we recommend be reserved</b>        |                              |
| Additional WE Energies Allowance potential cost           | \$ 10,000                    |
| Advertising - Legal Notices                               | \$ 800                       |
| Builders' Risk Policy potential cost                      | \$ 10,000                    |
| Printing Costs potential cost                             | \$ 6,000                     |
| Soil, Concrete, Weld Inspections estimated cost           | \$ 30,000                    |
| Surveying potential cost                                  | \$ 2,500                     |
| Potential gap in pipe insulation scope                    | \$ 9,000                     |
|   |                              |
|   |                              |
| Other   |                              |
| Total additional Funds reserved                           | <b>\$ 68,300</b>             |



**GROUNDBREAKING &**  
RIBBON CUTTING CEREMONY

**TUESDAY, APRIL 27, 2010**



you are **CORDIALLY INVITED** to attend the  
**GROUNDBREAKING &**  
**RIBBON CUTTING CEREMONY**

**Tuesday, April 27, 2010 at 4:00 p.m.**

For the **INNOVATION CENTER** at the  
**Whitewater University Technology Park**

*1231 Innovation Drive • Whitewater, WI 53190*

**RSVP** to Rebecca Reichert: 262.472.1921 | [reicherr@uw.edu](mailto:reicherr@uw.edu)

**CITY OF WHITEWATER  
BALANCE SHEET  
FEBRUARY 28, 2010**

**CDA FUND**

|   | BEGINNING<br>BALANCE | ACTUAL<br>THIS MONTH | ACTUAL<br>THIS YEAR | ENDING<br>BALANCE   |
|---|----------------------|----------------------|---------------------|---------------------|
| <u>ASSETS</u>   |                      |                      |                     |                     |
| 900-11100 CASH  | 21,694.11            | ( 7,671.80)          | ( 15,455.55)        | 6,238.56            |
| 900-11200 GENERAL CHECKING ACCOUNT                              | 48,810.42            | 7.65                 | 15.87               | 48,828.29           |
| 900-11300 TID DEVELOPMENT CD                                    | 25,000.00            | .00                  | .00                 | 25,000.00           |
| 900-18400 OFFICE EQUIPMENT                                      | 14,101.41            | .00                  | .00                 | 14,101.41           |
| <b>TOTAL ASSETS</b>   | <b>109,605.94</b>    | <b>( 7,663.95)</b>   | <b>( 15,439.88)</b> | <b>94,166.26</b>    |
| <u>LIABILITIES AND EQUITY</u>                                   |                      |                      |                     |                     |
| <u>LIABILITIES</u>  |                      |                      |                     |                     |
| 900-21100 VOUCHERS PAYABLE                                      | 128.25               | .00                  | ( 128.25)           | .00                 |
| 900-21106 WAGES CLEARING  | 2,801.24             | .00                  | ( 2,801.24)         | .00                 |
| 900-22000 ACCUM DEPR - EQUIPMENT                                | 11,633.92            | .00                  | .00                 | 11,633.92           |
| 900-25100 DUE TO GENERAL FUND                                   | 23.15                | ( 2.03)              | 14.86               | 38.01               |
| 900-25101 DUE TO 910  | 15,711.04            | .00                  | .00                 | 15,711.04           |
| <b>TOTAL LIABILITIES</b>  | <b>30,295.60</b>     | <b>( 2.03)</b>       | <b>( 2,912.63)</b>  | <b>27,382.97</b>    |
| <u>FUND EQUITY</u>  |                      |                      |                     |                     |
| 900-34300 PROPRIETARY CAPITAL                                   | 79,310.34            | .00                  | .00                 | 79,310.34           |
| UNAPPROPRIATED FUND BALANCE:<br>REVENUE OVER EXPENDITURES - YTD | .00                  | ( 7,661.92)          | ( 12,527.05)        | ( 12,527.05)        |
| <b>BALANCE - CURRENT DATE</b>                                   | <b>.00</b>           | <b>( 7,661.92)</b>   | <b>( 12,527.05)</b> | <b>( 12,527.05)</b> |
| <b>TOTAL FUND EQUITY</b>  | <b>79,310.34</b>     | <b>( 7,661.92)</b>   | <b>( 12,527.05)</b> | <b>66,783.29</b>    |
| <b>TOTAL LIABILITIES AND EQUITY</b>                             | <b>109,605.94</b>    | <b>( 7,663.95)</b>   | <b>( 15,439.88)</b> | <b>94,166.26</b>    |

**CITY OF WHITEWATER**  
**REVENUES WITH COMPARISON TO BUDGET**  
**FOR THE 2 MONTHS ENDING FEBRUARY 28, 2010**

**CDA FUND**

|                                |                                      | PERIOD<br>ACTUAL | YTD ACTUAL   | BUDGET<br>AMOUNT  | VARIANCE          | % OF<br>BUDGET |
|--------------------------------|--------------------------------------|------------------|--------------|-------------------|-------------------|----------------|
| <u>MISCELLANEOUS REVENUE</u>   |                                      |                  |              |                   |                   |                |
| 900-48100-56                   | INTEREST INCOME                      | 9.82             | 20.16        | 1,200.00          | 1,179.84          | 1.7            |
|                                | <b>TOTAL MISCELLANEOUS REVENUE</b>   | <b>9.82</b>      | <b>20.16</b> | <b>1,200.00</b>   | <b>1,179.84</b>   | <b>1.7</b>     |
| <u>OTHER FINANCING SOURCES</u> |                                      |                  |              |                   |                   |                |
| 900-49290-56                   | CITY TRANSFER INCOME                 | .00              | .00          | 70,118.00         | 70,118.00         | .0             |
| 900-49300-56                   | FUND BALANCE APPLIED                 | .00              | .00          | 88,918.00         | 88,918.00         | .0             |
|                                | <b>TOTAL OTHER FINANCING SOURCES</b> | <b>.00</b>       | <b>.00</b>   | <b>139,036.00</b> | <b>139,036.00</b> | <b>.0</b>      |
|                                | <b>TOTAL FUND REVENUE</b>            | <b>9.82</b>      | <b>20.16</b> | <b>140,236.00</b> | <b>140,215.84</b> | <b>.0</b>      |

**CITY OF WHITEWATER**  
**EXPENDITURES WITH COMPARISON TO BUDGET**  
**FOR THE 2 MONTHS ENDING FEBRUARY 28, 2010**

**CDA FUND**

|  | PERIOD ACTUAL      | YTD ACTUAL          | BUDGET AMOUNT     | VARIANCE          | % OF BUDGET |
|--|--------------------|---------------------|-------------------|-------------------|-------------|
| <u>CDA</u>                             |                    |                     |                   |                   |             |
| 900-56500-111 SALARIES                 | 6,225.02           | 9,648.78            | 74,052.00         | 64,403.22         | 13.0        |
| 900-56500-115 INTERNSHIP PROGRAM--UWW  | .00                | .00                 | 5,000.00          | 5,000.00          | .0          |
| 900-56500-151 FRINGE BENEFITS          | 1,068.83           | 2,238.65            | 23,488.00         | 21,251.35         | 9.5         |
| 900-56500-154 PROFESSIONAL DEVELOPMENT | 108.35             | 333.35              | 920.00            | 586.65            | 36.2        |
| 900-56500-212 LEGAL SERVICES           | .00                | .00                 | 1,500.00          | 1,500.00          | .0          |
| 900-56500-219 AUDIT FEES               | .00                | .00                 | 700.00            | 700.00            | .0          |
| 900-56500-223 MARKETING                | .00                | .00                 | 16,500.00         | 16,500.00         | .0          |
| 900-56500-224 COUNTY/REGIONAL ECON DEV | .00                | .00                 | 11,210.00         | 11,210.00         | .0          |
| 900-56500-225 MOBILE COMMUNICATIONS    | 37.25              | 37.25               | 850.00            | 812.75            | 4.4         |
| 900-56500-310 OFFICE SUPPLIES          | 51.78              | 51.78               | 1,200.00          | 1,148.22          | 4.3         |
| 900-56500-311 POSTAGE                  | 50.43              | 67.32               | 800.00            | 732.88            | 8.4         |
| 900-56500-320 DUES                     | .00                | .00                 | 600.00            | 600.00            | .0          |
| 900-56500-321 SUBSCRIPTIONS & BOOKS    | 16.95              | 16.95               | 300.00            | 283.05            | 5.7         |
| 900-56500-330 TRAVEL EXPENSE           | 76.20              | 118.20              | 2,000.00          | 1,881.80          | 5.9         |
| 900-56500-341 MISC EXPENSE             | 38.93              | 38.93               | 1,116.00          | 1,079.07          | 3.3         |
| <b>TOTAL CDA</b>                       | <b>7,671.74</b>    | <b>12,547.21</b>    | <b>140,236.00</b> | <b>127,688.79</b> | <b>9.0</b>  |
| <b>TOTAL FUND EXPENDITURES</b>         | <b>7,671.74</b>    | <b>12,547.21</b>    | <b>140,236.00</b> | <b>127,688.79</b> | <b>9.0</b>  |
| <b>NET REVENUE OVER EXPENDITURES</b>   | <b>( 7,661.92)</b> | <b>( 12,527.05)</b> | <b>.00</b>        | <b>12,527.05</b>  | <b>.0</b>   |

**CITY OF WHITEWATER  
BALANCE SHEET  
FEBRUARY 28, 2010**

**CDA PROGRAMS FUND**

|                     | BEGINNING<br>BALANCE | ACTUAL<br>THIS MONTH | ACTUAL<br>THIS YEAR | ENDING<br>BALANCE   |
|---------------------|----------------------|----------------------|---------------------|---------------------|
| <u>ASSETS</u>       |                      |                      |                     |                     |
| 910-11101           | 41,850.90            | 4,150.01             | 5,148.94            | 46,999.84           |
| 910-11102           | 357,635.78           | 7,993.41             | 14,576.88           | 372,212.66          |
| 910-11103           | 403,213.96           | 411,227.55           | 420,341.66          | 823,555.82          |
| 910-11104           | 14,738.29            | 2.31                 | 4.79                | 14,741.08           |
| 910-11105           | 80,949.50            | 108.55               | ( 6,842.91)         | 54,306.59           |
| 910-11106           | 2,683.78             | .42                  | .87                 | 2,684.65            |
| 910-11107           | 1,047.74             | .16                  | .34                 | 1,048.08            |
| 910-11303           | 276,910.05           | .00                  | .00                 | 276,910.05          |
| 910-11304           | 57,930.84            | .00                  | .00                 | 57,930.84           |
| 910-11306           | 40,000.00            | .00                  | ( 15,000.00)        | 25,000.00           |
| 910-11310           | 950,000.00           | ( 400,000.00)        | ( 400,000.00)       | 550,000.00          |
| 910-11315           | 75,849.27            | .00                  | .00                 | 75,849.27           |
| 910-13301           | 988.00               | .00                  | .00                 | 988.00              |
| 910-14303           | 132,143.66           | ( 793.82)            | ( 1,585.00)         | 130,558.66          |
| 910-14308           | 61,431.89            | ( 436.37)            | ( 871.29)           | 60,560.60           |
| 910-14310           | 90,937.76            | ( 235.66)            | ( 470.54)           | 90,467.22           |
| 910-14311           | 62,706.02            | ( 1,866.36)          | ( 3,726.52)         | 58,979.50           |
| 910-14320           | .00                  | ( 40.90)             | 14,959.10           | 14,959.10           |
| 910-14337           | 15,000.00            | .00                  | .00                 | 15,000.00           |
| 910-14338           | 6,355.01             | ( 3,115.21)          | ( 3,115.21)         | 3,239.80            |
| 910-14339           | 58,969.44            | ( 1,390.90)          | ( 2,777.22)         | 56,192.22           |
| 910-14340           | 17,720.56            | ( 407.05)            | ( 812.76)           | 16,907.80           |
| 910-14341           | 9,071.84             | .00                  | .00                 | 9,071.84            |
| 910-14342           | 21,255.33            | ( 340.34)            | ( 679.55)           | 20,575.78           |
| 910-14343           | 9,506.80             | 31.80                | 63.60               | 9,570.40            |
| 910-14344           | 41,806.87            | ( 133.78)            | ( 267.11)           | 41,539.76           |
| 910-14345           | 182,341.83           | ( 957.16)            | ( 957.16)           | 181,384.67          |
| 910-14350           | 8,220.00             | .00                  | .00                 | 8,220.00            |
| 910-14351           | 10,203.84            | .00                  | .00                 | 10,203.84           |
| 910-14353           | 18,420.02            | .00                  | .00                 | 18,420.02           |
| 910-14354           | 9,000.00             | .00                  | .00                 | 9,000.00            |
| 910-14355           | 1,779.11             | .00                  | .00                 | 1,779.11            |
| 910-14356           | 8,062.00             | .00                  | .00                 | 8,062.00            |
| 910-14359           | 10,818.00            | .00                  | .00                 | 10,818.00           |
| 910-14361           | 11,000.90            | .00                  | .00                 | 11,000.90           |
| 910-14363           | 11,000.00            | .00                  | .00                 | 11,000.00           |
| 910-14364           | 2,412.00             | .00                  | .00                 | 2,412.00            |
| 910-14366           | 12,504.15            | .00                  | .00                 | 12,504.15           |
| 910-14368           | 15,517.48            | .00                  | .00                 | 15,517.48           |
| 910-14371           | 5,500.00             | ( 100.00)            | ( 200.00)           | 5,300.00            |
| 910-14375           | 18,422.00            | .00                  | .00                 | 18,422.00           |
| 910-14378           | 34,448.00            | .00                  | .00                 | 34,448.00           |
| 910-15208           | 15,711.04            | .00                  | .00                 | 15,711.04           |
| 910-15401           | 3,345.27             | .00                  | ( 3,345.27)         | .00                 |
| 910-15402           | 107,426.52           | .00                  | .00                 | 107,426.52          |
| 910-15500           | 127,921.00           | .00                  | .00                 | 127,921.00          |
| 910-15521           | 275,171.53           | .00                  | .00                 | 275,171.53          |
| <b>TOTAL ASSETS</b> | <b>3,699,925.58</b>  | <b>13,696.66</b>     | <b>14,645.64</b>    | <b>3,714,571.22</b> |

LIABILITIES AND EQUITY

**CITY OF WHITEWATER  
BALANCE SHEET  
FEBRUARY 28, 2010**

**CDA PROGRAMS FUND**

|   | BEGINNING<br>BALANCE | ACTUAL<br>THIS MONTH | ACTUAL<br>THIS YEAR | ENDING<br>BALANCE |
|---|----------------------|----------------------|---------------------|-------------------|
| <u>LIABILITIES</u>  |                      |                      |                     |                   |
| 910-21200 DEPOSITS  | 900.00               | .00                  | .00                 | 900.00            |
| 910-24400 HOUSING-217 COTTAGE-B0803-0901                        | 6,861.66             | .00                  | ( 6,861.66)         | .00               |
| TOTAL LIABILITIES   | 7,761.66             | .00                  | ( 6,861.66)         | 900.00            |
| <u>FUND EQUITY</u>  |                      |                      |                     |                   |
| 910-30110 CONTRIBUTED CAPITAL                                   | 456,815.37           | .00                  | .00                 | 456,815.37        |
| 910-34300 PROPRIETARY CAPITAL                                   | 2,598,383.62         | .00                  | .00                 | 2,598,383.62      |
| 910-35000 HOUSING LOANS RESERVE                                 | 174,316.71           | .00                  | .00                 | 174,316.71        |
| 910-35100 ECONOMIC DEV LOANS RESERVE                            | 433,615.17           | .00                  | .00                 | 433,615.17        |
| 910-35160 FACADE LOANS RESERVE                                  | 29,033.05            | .00                  | .00                 | 29,033.05         |
| UNAPPROPRIATED FUND BALANCE:<br>REVENUE OVER EXPENDITURES - YTD | .00                  | 13,696.66            | 21,507.30           | 21,507.30         |
| BALANCE - CURRENT DATE  | .00                  | 13,696.66            | 21,507.30           | 21,507.30         |
| TOTAL FUND EQUITY   | 3,692,163.92         | 13,696.66            | 21,507.30           | 3,713,671.22      |
| TOTAL LIABILITIES AND EQUITY                                    | 3,699,925.58         | 13,696.66            | 14,645.64           | 3,714,571.22      |

**CITY OF WHITEWATER**  
**REVENUES WITH COMPARISON TO BUDGET**  
**FOR THE 2 MONTHS ENDING FEBRUARY 28, 2010**

**CDA PROGRAMS FUND**

|   | PERIOD<br>ACTUAL | YTD ACTUAL       | BUDGET<br>AMOUNT    | VARIANCE            | % OF<br>BUDGET |
|---|------------------|------------------|---------------------|---------------------|----------------|
| <b>MISCELLANEOUS REVENUE</b>                |                  |                  |                     |                     |                |
| 910-48101-00 INTEREST INCOME-BUSINESS DEV   | 10,527.55        | 10,596.39        | 20,000.00           | 9,403.61            | 63.0           |
| 910-48102-00 INTEREST INCOME-ECONOMIC DEV   | 57.52            | 118.11           | 9,000.00            | 8,881.89            | 1.3            |
| 910-48103-00 INTEREST INCOME-FACADE         | 7.20             | 323.88           | 800.00              | 478.12              | 40.5           |
| 910-48104-00 INTEREST INCOME-HOUSING        | 8.55             | 19.00            | 2,000.00            | 1,981.00            | 1.0            |
| 910-48105-00 INTEREST INCOME-ED DEV         | 2.31             | 4.79             | 500.00              | 495.21              | 1.0            |
| 910-48106-00 INTEREST INCOME-MORAIN VIEW    | .42              | .87              | .00                 | ( .87)              | .0             |
| 910-48107-00 INTEREST INC-WETLAND ESCROW    | .16              | .34              | 2,200.00            | 2,199.66            | .0             |
| 910-48801-00 MISC INCOME                    | .00              | 5,000.00         | .00                 | ( 5,000.00)         | .0             |
| 910-48804-00 RENTAL INCOME-HOWARD ROAD      | 700.00           | 1,400.00         | 8,400.00            | 7,000.00            | 16.7           |
| 910-48805-00 RENTAL INCOME-CROP LEASES      | .00              | .00              | 5,000.00            | 5,000.00            | .0             |
| 910-48808-00 LOAN INTEREST-LAVELLE          | 437.84           | 878.32           | 5,285.76            | 4,407.44            | 16.6           |
| 910-48813-00 LOAN INTEREST-ZINGG MOTORS     | 202.56           | 406.57           | 2,466.18            | 2,059.61            | 16.5           |
| 910-48845-00 LOAN INTEREST-LEARNING DEPOT   | 302.34           | 605.46           | 5,337.81            | 4,732.35            | 11.3           |
| 910-48846-00 LOAN INTEREST-RAAB/WINKHAUS    | 202.82           | 411.84           | 2,407.57            | 1,995.73            | 17.1           |
| 910-48847-00 LOAN INT-TOPPERS--\$115,859    | 190.02           | 384.62           | 2,139.70            | 1,755.08            | 18.0           |
| 910-48848-00 LOAN INT-TOPPERS--\$33,960     | 57.14            | 115.62           | 698.25              | 582.63              | 16.6           |
| 910-48849-00 FACADE LOAN-INT-TOPPERS-15K    | .00              | .00              | 362.87              | 362.87              | .0             |
| 910-48850-00 FACADE-INT--RR WALTON-15K      | 254.20           | 254.20           | 701.92              | 447.72              | 36.2           |
| 910-48851-00 FACADE-INT-WALTON DIST-30K     | 69.72            | 140.57           | 852.00              | 711.43              | 16.5           |
| 910-48855-00 ED LOAN-INT-DAN'S MEAT-15K     | 31.80            | 63.60            | 309.78              | 246.18              | 20.5           |
| 910-48857-00 FACADE-INT-WARHAWK-45K         | 138.91           | 278.27           | 1,893.11            | 1,414.84            | 16.4           |
| 910-48858-00 LOAN INT-.960 E. MILWAUKEE LLC | 455.85           | 455.85           | 5,546.08            | 5,090.23            | 8.2            |
| 910-48860-00 FACADE-1117 W. MAIN(SWD/TDW)   | 50.00            | 50.00            | .00                 | ( 50.00)            | .0             |
| <b>TOTAL MISCELLANEOUS REVENUE</b>          | <b>13,696.91</b> | <b>21,508.30</b> | <b>75,701.03</b>    | <b>54,192.73</b>    | <b>28.4</b>    |
| <b>OTHER FINANCING SOURCES</b>              |                  |                  |                     |                     |                |
| 910-49300-56 FUND BALANCE APPLIED           | .00              | .00              | ( 63,601.03)        | ( 63,601.03)        | .0             |
| <b>TOTAL OTHER FINANCING SOURCES</b>        | <b>.00</b>       | <b>.00</b>       | <b>( 63,601.03)</b> | <b>( 63,601.03)</b> | <b>.0</b>      |
| <b>TOTAL FUND REVENUE</b>                   | <b>13,696.91</b> | <b>21,508.30</b> | <b>12,100.00</b>    | <b>( 9,408.30)</b>  | <b>177.8</b>   |

**CITY OF WHITEWATER**  
**EXPENDITURES WITH COMPARISON TO BUDGET**  
**FOR THE 2 MONTHS ENDING FEBRUARY 28, 2010**

**CDA PROGRAMS FUND**

|   | <u>PERIOD ACTUAL</u> | <u>YTD ACTUAL</u> | <u>BUDGET AMOUNT</u> | <u>VARIANCE</u>     | <u>% OF BUDGET</u> |
|---|----------------------|-------------------|----------------------|---------------------|--------------------|
| <u>CDA PROGRAMS</u>                       |                      |                   |                      |                     |                    |
| 910-56500-212 LEGAL/PROFESSIONAL SERVICES | .00                  | .00               | 10,000.00            | 10,000.00           | .0                 |
| 910-56500-295 ADMINISTRATIVE EXPENSE      | .25                  | 1.00              | 1,000.00             | 999.00              | .1                 |
| 910-56500-404 HOUSING LOANS               | .00                  | .00               | 100.00               | 100.00              | .0                 |
| 910-56500-408 RENTAL EXPENSES             | .00                  | .00               | 1,000.00             | 1,000.00            | .0                 |
| <b>TOTAL CDA PROGRAMS</b>                 | <b>.25</b>           | <b>1.00</b>       | <b>12,100.00</b>     | <b>12,099.00</b>    | <b>.0</b>          |
| <b>TOTAL FUND EXPENDITURES</b>            | <b>.25</b>           | <b>1.00</b>       | <b>12,100.00</b>     | <b>12,099.00</b>    | <b>.0</b>          |
| <b>NET REVENUE OVER EXPENDITURES</b>      | <b>13,896.88</b>     | <b>21,507.30</b>  | <b>.00</b>           | <b>( 21,507.30)</b> | <b>.0</b>          |

**CITY OF WHITEWATER  
BALANCE SHEET  
MARCH 31, 2010**

**CDA FUND**

|   | BEGINNING<br>BALANCE |   | ACTUAL<br>THIS MONTH |   | ACTUAL<br>THIS YEAR |   | ENDING<br>BALANCE |
|---|----------------------|---|----------------------|---|---------------------|---|-------------------|
| <u>ASSETS</u>   |                      |   |                      |   |                     |   |                   |
| 900-11100 CASH  | 21,694.11            | ( | 9,173.42)            | ( | 24,628.97)          | ( | 2,934.86)         |
| 900-11200 GENERAL CHECKING ACCOUNT                              | 48,810.42            |   | 684.76               |   | 700.63              |   | 49,511.05         |
| 900-11300 TID DEVELOPMENT CD                                    | 25,000.00            |   | .00                  |   | .00                 |   | 25,000.00         |
| 900-18400 OFFICE EQUIPMENT                                      | 14,101.41            |   | .00                  |   | .00                 |   | 14,101.41         |
| <b>TOTAL ASSETS</b>   | <b>109,605.94</b>    | ( | <b>8,488.66)</b>     | ( | <b>23,928.34)</b>   |   | <b>85,677.60</b>  |
| <u>LIABILITIES AND EQUITY</u>                                   |                      |   |                      |   |                     |   |                   |
| <u>LIABILITIES</u>  |                      |   |                      |   |                     |   |                   |
| 900-21100 VOUCHERS PAYABLE                                      | 126.25               |   | .00                  | ( | 126.25)             |   | .00               |
| 900-21106 WAGES CLEARING  | 2,801.24             |   | .00                  | ( | 2,801.24)           |   | .00               |
| 900-22000 ACCUM DEPR - EQUIPMENT                                | 11,633.92            |   | .00                  |   | .00                 |   | 11,633.92         |
| 900-25100 DUE TO GENERAL FUND                                   | 23.15                |   | .00                  |   | 14.86               |   | 38.01             |
| 900-25101 DUE TO 910  | 15,711.04            |   | .00                  |   | .00                 |   | 15,711.04         |
| <b>TOTAL LIABILITIES</b>  | <b>30,295.60</b>     |   | <b>.00</b>           | ( | <b>2,912.63)</b>    |   | <b>27,382.97</b>  |
| <u>FUND EQUITY</u>  |                      |   |                      |   |                     |   |                   |
| 900-34300 PROPRIETARY CAPITAL                                   | 79,310.34            |   | .00                  |   | .00                 |   | 79,310.34         |
| UNAPPROPRIATED FUND BALANCE:<br>REVENUE OVER EXPENDITURES - YTD | .00                  | ( | 8,488.66)            | ( | 21,015.71)          | ( | 21,015.71)        |
| <b>BALANCE - CURRENT DATE</b>                                   | <b>.00</b>           | ( | <b>8,488.66)</b>     | ( | <b>21,015.71)</b>   | ( | <b>21,015.71)</b> |
| <b>TOTAL FUND EQUITY</b>  | <b>79,310.34</b>     | ( | <b>8,488.66)</b>     | ( | <b>21,015.71)</b>   |   | <b>58,294.83</b>  |
| <b>TOTAL LIABILITIES AND EQUITY</b>                             | <b>109,605.94</b>    | ( | <b>8,488.66)</b>     | ( | <b>23,928.34)</b>   |   | <b>85,677.60</b>  |

**CITY OF WHITEWATER**  
**REVENUES WITH COMPARISON TO BUDGET**  
**FOR THE 3 MONTHS ENDING MARCH 31, 2010**

**CDA FUND**

|  | PERIOD<br>ACTUAL | YTD ACTUAL    | BUDGET<br>AMOUNT  | VARIANCE          | % OF<br>BUDGET |
|--|------------------|---------------|-------------------|-------------------|----------------|
| <u>MISCELLANEOUS REVENUE</u>           |                  |               |                   |                   |                |
| 900-48100-56 INTEREST INCOME           | 470.72           | 490.88        | 1,200.00          | 709.12            | 40.9           |
| 900-48620-56 EVENT/SPONSORSHIP REVENUE | 214.04           | 214.04        | .00               | ( 214.04)         | .0             |
| <b>TOTAL MISCELLANEOUS REVENUE</b>     | <b>684.76</b>    | <b>704.92</b> | <b>1,200.00</b>   | <b>495.08</b>     | <b>58.7</b>    |
| <u>OTHER FINANCING SOURCES</u>         |                  |               |                   |                   |                |
| 900-49290-56 CITY TRANSFER INCOME      | .00              | .00           | 70,118.00         | 70,118.00         | .0             |
| 900-49300-56 FUND BALANCE APPLIED      | .00              | .00           | 68,918.00         | 68,918.00         | .0             |
| <b>TOTAL OTHER FINANCING SOURCES</b>   | <b>.00</b>       | <b>.00</b>    | <b>139,036.00</b> | <b>139,036.00</b> | <b>.0</b>      |
| <b>TOTAL FUND REVENUE</b>              | <b>684.76</b>    | <b>704.92</b> | <b>140,236.00</b> | <b>139,531.08</b> | <b>.5</b>      |

**CITY OF WHITEWATER**  
**EXPENDITURES WITH COMPARISON TO BUDGET**  
**FOR THE 3 MONTHS ENDING MARCH 31, 2010**

**CDA FUND**

|  | PERIOD ACTUAL      | YTD ACTUAL          | BUDGET AMOUNT     | VARIANCE          | % OF BUDGET |
|--|--------------------|---------------------|-------------------|-------------------|-------------|
| <u>CDA</u>                             |                    |                     |                   |                   |             |
| 900-56500-111 SALARIES                 | 6,225.02           | 15,873.80           | 74,052.00         | 58,178.20         | 21.4        |
| 900-56500-115 INTERNSHIP PROGRAM--UWW  | .00                | .00                 | 5,000.00          | 5,000.00          | .0          |
| 900-56500-151 FRINGE BENEFITS          | 1,174.28           | 3,410.93            | 23,488.00         | 20,077.07         | 14.5        |
| 900-56500-154 PROFESSIONAL DEVELOPMENT | .00                | 333.35              | 920.00            | 586.65            | 36.2        |
| 900-56500-212 LEGAL SERVICES           | .00                | .00                 | 1,500.00          | 1,500.00          | .0          |
| 900-56500-219 AUDIT FEES               | .00                | .00                 | 700.00            | 700.00            | .0          |
| 900-56500-223 MARKETING                | 1,545.89           | 1,545.89            | 16,500.00         | 14,954.11         | 9.4         |
| 900-56500-224 COUNTY/REGIONAL ECON DEV | .00                | .00                 | 11,210.00         | 11,210.00         | .0          |
| 900-56500-225 MOBILE COMMUNICATIONS    | 38.82              | 76.07               | 850.00            | 773.93            | 9.0         |
| 900-56500-310 OFFICE SUPPLIES          | 39.54              | 91.32               | 1,200.00          | 1,108.68          | 7.6         |
| 900-56500-311 POSTAGE                  | 27.59              | 94.91               | 800.00            | 705.09            | 11.9        |
| 900-56500-320 DUES                     | .00                | .00                 | 600.00            | 600.00            | .0          |
| 900-56500-321 SUBSCRIPTIONS & BOOKS    | .00                | 16.95               | 300.00            | 283.05            | 5.7         |
| 900-56500-323 MARKETING                | 59.28              | 59.28               | .00               | ( 59.28)          | .0          |
| 900-56500-330 TRAVEL EXPENSE           | 63.00              | 181.20              | 2,000.00          | 1,818.80          | 9.1         |
| 900-56500-341 MISC EXPENSE             | .00                | 36.93               | 1,116.00          | 1,079.07          | 3.3         |
| <b>TOTAL CDA</b>                       | <b>9,173.42</b>    | <b>21,720.63</b>    | <b>140,236.00</b> | <b>118,515.37</b> | <b>15.5</b> |
| <b>TOTAL FUND EXPENDITURES</b>         | <b>9,173.42</b>    | <b>21,720.63</b>    | <b>140,236.00</b> | <b>118,515.37</b> | <b>15.5</b> |
| <b>NET REVENUE OVER EXPENDITURES</b>   | <b>( 8,488.66)</b> | <b>( 21,015.71)</b> | <b>.00</b>        | <b>21,015.71</b>  | <b>.0</b>   |

**CITY OF WHITEWATER  
BALANCE SHEET  
MARCH 31, 2010**

**CDA PROGRAMS FUND**

|                               | BEGINNING<br>BALANCE | ACTUAL<br>THIS MONTH | ACTUAL<br>THIS YEAR | ENDING<br>BALANCE   |
|-------------------------------|----------------------|----------------------|---------------------|---------------------|
| <u>ASSETS</u>                 |                      |                      |                     |                     |
| 910-11101                     | 41,850.90            | 781.76               | 5,930.70            | 47,781.60           |
| 910-11102                     | 357,635.78           | 9,883.62             | 24,460.50           | 382,096.28          |
| 910-11103                     | 403,213.96           | 11,058.63            | 431,400.29          | 834,614.25          |
| 910-11104                     | 14,736.29            | 2.47                 | 7.26                | 14,743.55           |
| 910-11105                     | 60,949.50            | 109.30               | ( 6,533.61)         | 54,415.89           |
| 910-11106                     | 2,683.78             | .45                  | 1.32                | 2,685.10            |
| 910-11107                     | 1,047.74             | .18                  | .52                 | 1,048.26            |
| 910-11303                     | 276,910.05           | .00                  | .00                 | 276,910.05          |
| 910-11304                     | 57,930.64            | .00                  | .00                 | 57,930.64           |
| 910-11305                     | 40,000.00            | .00                  | ( 15,000.00)        | 25,000.00           |
| 910-11310                     | 950,000.00           | .00                  | ( 400,000.00)       | 550,000.00          |
| 910-11315                     | 75,849.27            | .00                  | .00                 | 75,849.27           |
| 910-13301                     | 988.00               | .00                  | .00                 | 988.00              |
| 910-14303                     | 132,143.66           | ( 796.46)            | ( 2,381.46)         | 129,762.20          |
| 910-14308                     | 61,431.89            | .00                  | ( 871.29)           | 60,560.60           |
| 910-14310                     | 90,937.76            | ( 473.67)            | ( 944.21)           | 89,993.55           |
| 910-14311                     | 62,706.02            | ( 1,872.58)          | ( 5,599.10)         | 57,106.92           |
| 910-14320                     | .00                  | ( 41.04)             | 14,918.06           | 14,918.06           |
| 910-14337                     | 15,000.00            | .00                  | .00                 | 15,000.00           |
| 910-14338                     | 8,355.01             | .00                  | ( 3,115.21)         | 3,239.80            |
| 910-14339                     | 58,969.44            | ( 1,395.49)          | ( 4,172.71)         | 54,796.73           |
| 910-14340                     | 17,720.56            | ( 408.39)            | ( 1,221.15)         | 16,499.41           |
| 910-14341                     | 9,071.64             | .00                  | .00                 | 9,071.64            |
| 910-14342                     | 21,255.33            | ( 341.47)            | ( 1,021.02)         | 20,234.31           |
| 910-14343                     | 9,506.80             | 31.90                | 95.50               | 9,602.30            |
| 910-14344                     | 41,806.87            | ( 134.22)            | ( 401.33)           | 41,405.54           |
| 910-14345                     | 182,341.83           | ( 1,921.50)          | ( 2,878.66)         | 179,463.17          |
| 910-14350                     | 8,220.00             | .00                  | .00                 | 8,220.00            |
| 910-14351                     | 10,203.84            | .00                  | .00                 | 10,203.84           |
| 910-14353                     | 18,420.02            | .00                  | .00                 | 18,420.02           |
| 910-14354                     | 9,000.00             | .00                  | .00                 | 9,000.00            |
| 910-14355                     | 1,779.11             | .00                  | .00                 | 1,779.11            |
| 910-14356                     | 8,062.00             | .00                  | .00                 | 8,062.00            |
| 910-14359                     | 10,818.00            | .00                  | .00                 | 10,818.00           |
| 910-14361                     | 11,000.90            | .00                  | .00                 | 11,000.90           |
| 910-14363                     | 11,000.00            | .00                  | .00                 | 11,000.00           |
| 910-14364                     | 2,412.00             | .00                  | .00                 | 2,412.00            |
| 910-14366                     | 12,504.15            | .00                  | .00                 | 12,504.15           |
| 910-14368                     | 15,517.48            | .00                  | .00                 | 15,517.48           |
| 910-14371                     | 5,500.00             | ( 100.00)            | ( 300.00)           | 5,200.00            |
| 910-14375                     | 18,422.00            | .00                  | .00                 | 18,422.00           |
| 910-14378                     | 34,448.00            | .00                  | .00                 | 34,448.00           |
| 910-15208                     | 15,711.04            | .00                  | .00                 | 15,711.04           |
| 910-15401                     | 3,345.27             | .00                  | ( 3,345.27)         | .00                 |
| 910-15402                     | 107,426.52           | .00                  | .00                 | 107,426.52          |
| 910-15500                     | 127,921.00           | .00                  | .00                 | 127,921.00          |
| 910-15521                     | 275,171.53           | .00                  | .00                 | 275,171.53          |
| <b>TOTAL ASSETS</b>           | <b>3,699,925.58</b>  | <b>14,383.49</b>     | <b>29,029.13</b>    | <b>3,728,954.71</b> |
| <u>LIABILITIES AND EQUITY</u> |                      |                      |                     |                     |

**CITY OF WHITEWATER  
BALANCE SHEET  
MARCH 31, 2010**

**CDA PROGRAMS FUND**

|   | BEGINNING<br>BALANCE | ACTUAL<br>THIS MONTH | ACTUAL<br>THIS YEAR | ENDING<br>BALANCE   |
|---|----------------------|----------------------|---------------------|---------------------|
| <u>LIABILITIES</u>  |                      |                      |                     |                     |
| 910-21200 DEPOSITS  | 900.00               | .00                  | .00                 | 900.00              |
| 910-24400 HOUSING-217 COTTAGE-B0803-0901                        | 6,861.66             | .00 (                | 6,861.66)           | .00                 |
| <b>TOTAL LIABILITIES</b>  | <b>7,761.66</b>      | <b>.00 (</b>         | <b>6,861.66)</b>    | <b>900.00</b>       |
| <u>FUND EQUITY</u>  |                      |                      |                     |                     |
| 910-30110 CONTRIBUTED CAPITAL                                   | 456,815.37           | .00                  | .00                 | 456,815.37          |
| 910-34300 PROPRIETARY CAPITAL                                   | 2,598,383.62         | .00                  | .00                 | 2,598,383.62        |
| 910-35000 HOUSING LOANS RESERVE                                 | 174,316.71           | .00                  | .00                 | 174,316.71          |
| 910-35100 ECONOMIC DEV LOANS RESERVE                            | 433,615.17           | .00                  | .00                 | 433,615.17          |
| 910-35160 FACADE LOANS RESERVE                                  | 29,033.05            | .00                  | .00                 | 29,033.05           |
| UNAPPROPRIATED FUND BALANCE:<br>REVENUE OVER EXPENDITURES - YTD | .00                  | 14,383.49            | 35,890.79           | 35,890.79           |
| <b>BALANCE - CURRENT DATE</b>                                   | <b>.00</b>           | <b>14,383.49</b>     | <b>35,890.79</b>    | <b>35,890.79</b>    |
| <b>TOTAL FUND EQUITY</b>  | <b>3,692,163.92</b>  | <b>14,383.49</b>     | <b>35,890.79</b>    | <b>3,728,054.71</b> |
| <b>TOTAL LIABILITIES AND EQUITY</b>                             | <b>3,699,925.58</b>  | <b>14,383.49</b>     | <b>29,029.13</b>    | <b>3,728,954.71</b> |

**CITY OF WHITEWATER**  
**REVENUES WITH COMPARISON TO BUDGET**  
**FOR THE 3 MONTHS ENDING MARCH 31, 2010**

**CDA PROGRAMS FUND**

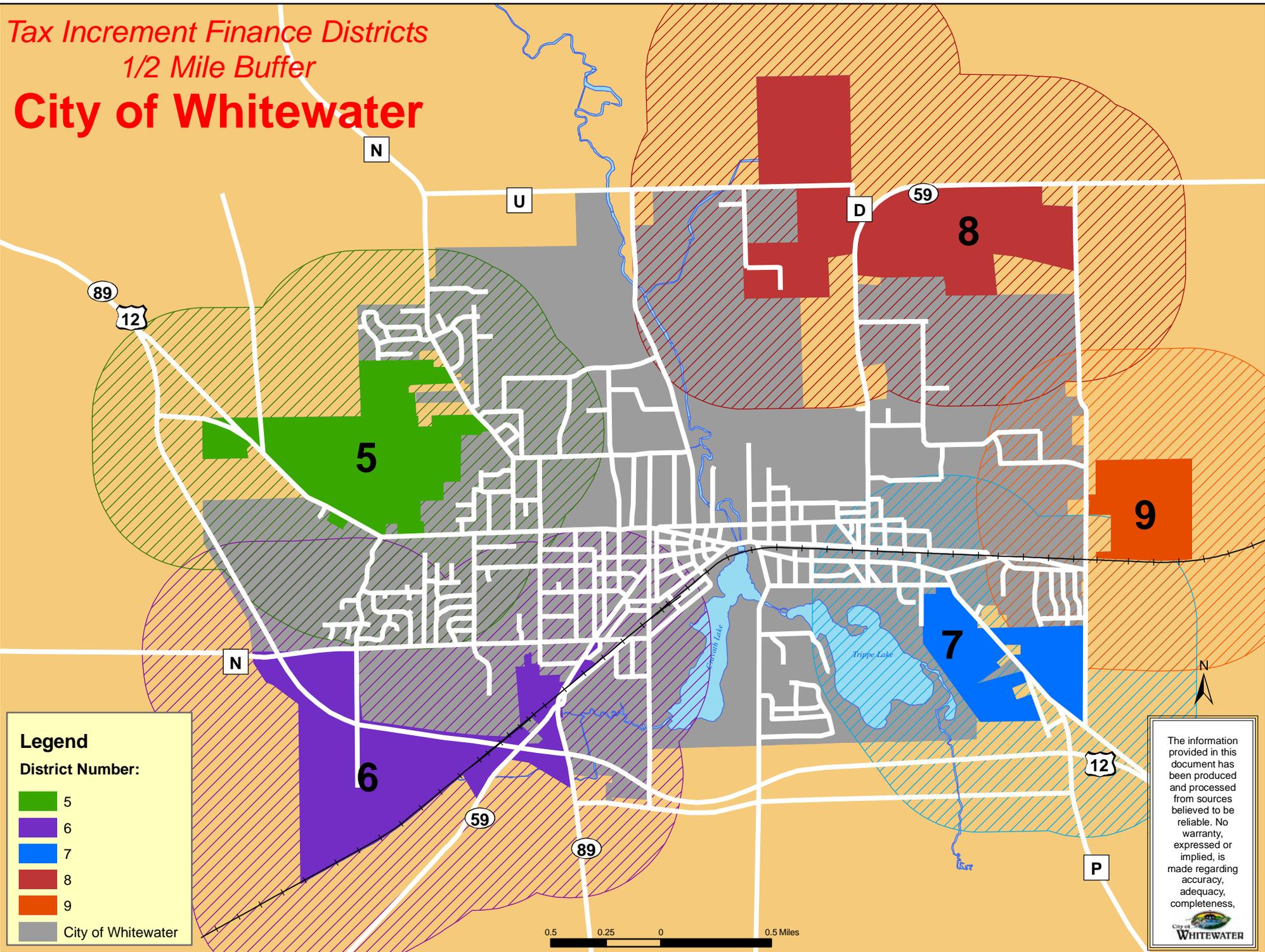
|   | PERIOD<br>ACTUAL | YTD ACTUAL       | BUDGET<br>AMOUNT    | VARIANCE            | % OF<br>BUDGET |
|---|------------------|------------------|---------------------|---------------------|----------------|
| <u>MISCELLANEOUS REVENUE</u>                |                  |                  |                     |                     |                |
| 910-48101-00 INTEREST INCOME-BUSINESS DEV   | 138.63           | 10,735.02        | 20,000.00           | 9,264.98            | 53.7           |
| 910-48102-00 INTEREST INCOME-ECONOMIC DEV   | 635.65           | 753.76           | 9,000.00            | 8,246.24            | 8.4            |
| 910-48103-00 INTEREST INCOME-FACADE         | 8.11             | 331.99           | 800.00              | 468.01              | 41.5           |
| 910-48104-00 INTEREST INCOME-HOUSING        | 9.30             | 28.30            | 2,000.00            | 1,971.70            | 1.4            |
| 910-48105-00 INTEREST INCOME-ED DEV         | 2.47             | 7.26             | 500.00              | 492.74              | 1.5            |
| 910-48106-00 INTEREST INCOME-MORAINNE VIEW  | .45              | 1.32             | .00                 | ( 1.32)             | .0             |
| 910-48107-00 INTEREST INC-WETLAND ESCROW    | .18              | .52              | 2,200.00            | 2,199.48            | .0             |
| 910-48601-00 MISC INCOME                    | .00              | 5,000.00         | .00                 | ( 5,000.00)         | .0             |
| 910-48604-00 RENTAL INCOME-HOWARD ROAD      | 700.00           | 2,100.00         | 8,400.00            | 6,300.00            | 25.0           |
| 910-48605-00 RENTAL INCOME-CROP LEASES      | 10,220.00        | 10,220.00        | 5,000.00            | ( 5,220.00)         | 204.4          |
| 910-48608-00 LOAN INTEREST-LAVELLE          | 435.20           | 1,313.52         | 5,285.76            | 3,972.24            | 24.9           |
| 910-48613-00 LOAN INTEREST-ZINGG MOTORS     | .00              | 406.57           | 2,466.18            | 2,059.61            | 16.5           |
| 910-48645-00 LOAN INTEREST-LEARNING DEPOT   | 602.33           | 1,207.79         | 5,337.81            | 4,130.02            | 22.6           |
| 910-48646-00 LOAN INTEREST-RAAB/WINKHAUS    | 196.60           | 608.44           | 2,407.57            | 1,799.13            | 25.3           |
| 910-48647-00 LOAN INT-TOPPERS--\$115,859    | 185.43           | 570.05           | 2,139.70            | 1,569.65            | 26.6           |
| 910-48648-00 LOAN INT-TOPPERS--\$33,960     | 55.80            | 171.42           | 698.25              | 526.83              | 24.6           |
| 910-48649-00 FACADE LOAN-INT-TOPPERS-15K    | .00              | .00              | 362.87              | 362.87              | .0             |
| 910-48650-00 FACADE-INT.-RR WALTON-15K      | .00              | 254.20           | 701.92              | 447.72              | 36.2           |
| 910-48651-00 FACADE-INT-WALTON DIST-30K     | 68.59            | 209.16           | 852.00              | 642.84              | 24.6           |
| 910-48655-00 ED LOAN-INT-DAN'S MEAT-15K     | 31.90            | 95.50            | 309.78              | 214.28              | 30.8           |
| 910-48657-00 FACADE-INT-WARHAWK-45K         | 138.47           | 416.74           | 1,693.11            | 1,276.37            | 24.6           |
| 910-48658-00 LOAN INT-.960 E. MILWAUKEE LLC | 904.52           | 1,360.37         | 5,546.08            | 4,185.71            | 24.5           |
| 910-48660-00 FACADE-1117 W. MAIN(SWD/TDW)   | 49.86            | 99.86            | .00                 | ( 99.86)            | .0             |
| <b>TOTAL MISCELLANEOUS REVENUE</b>          | <b>14,383.49</b> | <b>35,891.79</b> | <b>75,701.03</b>    | <b>39,809.24</b>    | <b>47.4</b>    |
| <u>OTHER FINANCING SOURCES</u>              |                  |                  |                     |                     |                |
| 910-49300-56 FUND BALANCE APPLIED           | .00              | .00              | ( 63,601.03)        | ( 63,601.03)        | .0             |
| <b>TOTAL OTHER FINANCING SOURCES</b>        | <b>.00</b>       | <b>.00</b>       | <b>( 63,601.03)</b> | <b>( 63,601.03)</b> | <b>.0</b>      |
| <b>TOTAL FUND REVENUE</b>                   | <b>14,383.49</b> | <b>35,891.79</b> | <b>12,100.00</b>    | <b>( 23,791.79)</b> | <b>296.6</b>   |

**CITY OF WHITEWATER**  
**EXPENDITURES WITH COMPARISON TO BUDGET**  
**FOR THE 3 MONTHS ENDING MARCH 31, 2010**

**CDA PROGRAMS FUND**

|   | <u>PERIOD ACTUAL</u> | <u>YTD ACTUAL</u> | <u>BUDGET AMOUNT</u> | <u>VARIANCE</u>     | <u>% OF BUDGET</u> |
|---|----------------------|-------------------|----------------------|---------------------|--------------------|
| <u>GDA PROGRAMS</u>                       |                      |                   |                      |                     |                    |
| 910-56500-212 LEGAL/PROFESSIONAL SERVICES | .00                  | .00               | 10,000.00            | 10,000.00           | .0                 |
| 910-56500-295 ADMINISTRATIVE EXPENSE      | .00                  | 1.00              | 1,000.00             | 999.00              | .1                 |
| 910-56500-404 HOUSING LOANS               | .00                  | .00               | 100.00               | 100.00              | .0                 |
| 910-56500-408 RENTAL EXPENSES             | .00                  | .00               | 1,000.00             | 1,000.00            | .0                 |
| <b>TOTAL CDA PROGRAMS</b>                 | <b>.00</b>           | <b>1.00</b>       | <b>12,100.00</b>     | <b>12,099.00</b>    | <b>.0</b>          |
| <b>TOTAL FUND EXPENDITURES</b>            | <b>.00</b>           | <b>1.00</b>       | <b>12,100.00</b>     | <b>12,099.00</b>    | <b>.0</b>          |
| <b>NET REVENUE OVER EXPENDITURES</b>      | <b>14,383.49</b>     | <b>35,890.79</b>  | <b>.00</b>           | <b>( 35,890.79)</b> | <b>.0</b>          |

Tax Increment Finance Districts  
1/2 Mile Buffer  
**City of Whitewater**



**Legend**  
District Number:

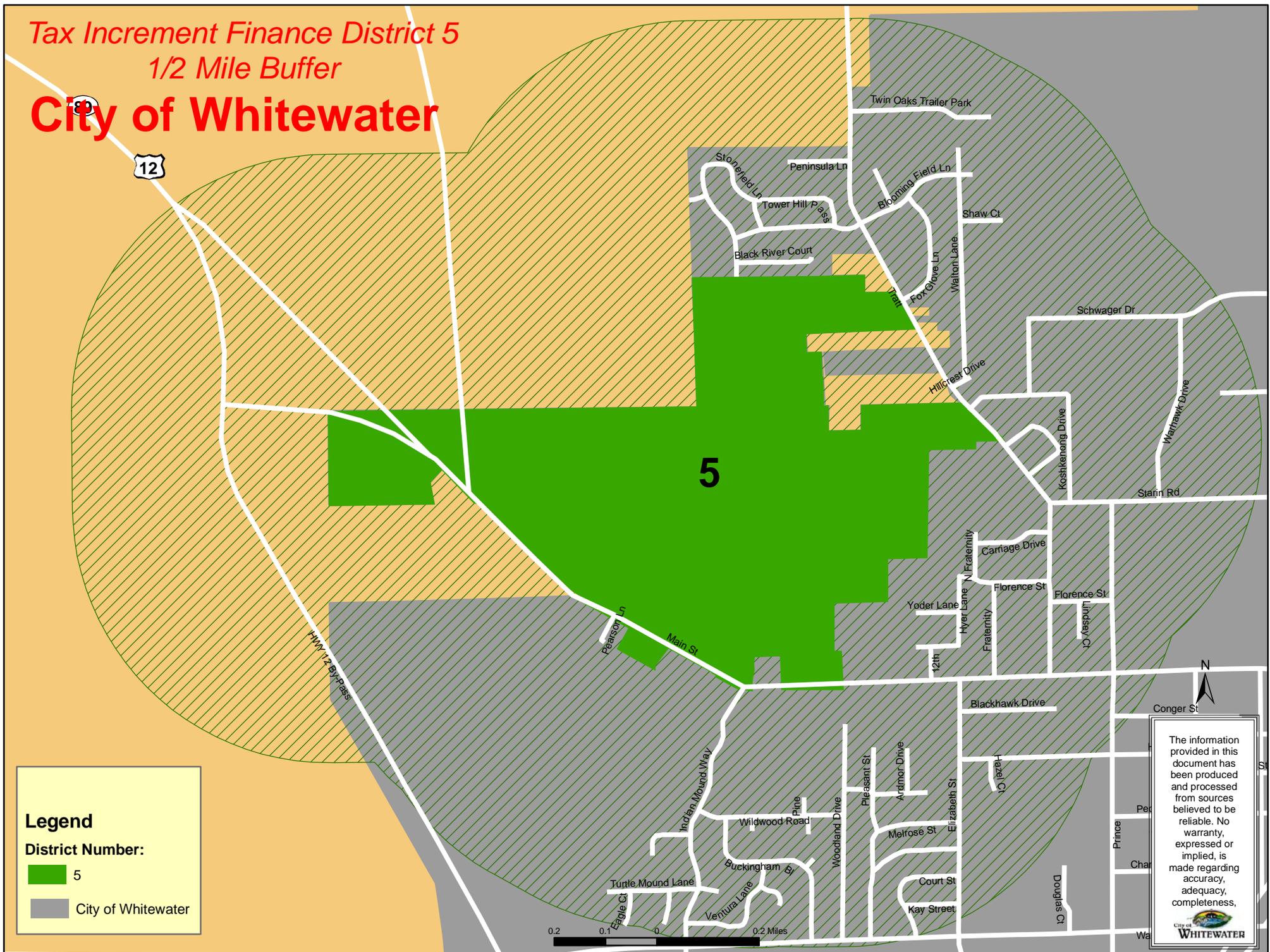
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- City of Whitewater

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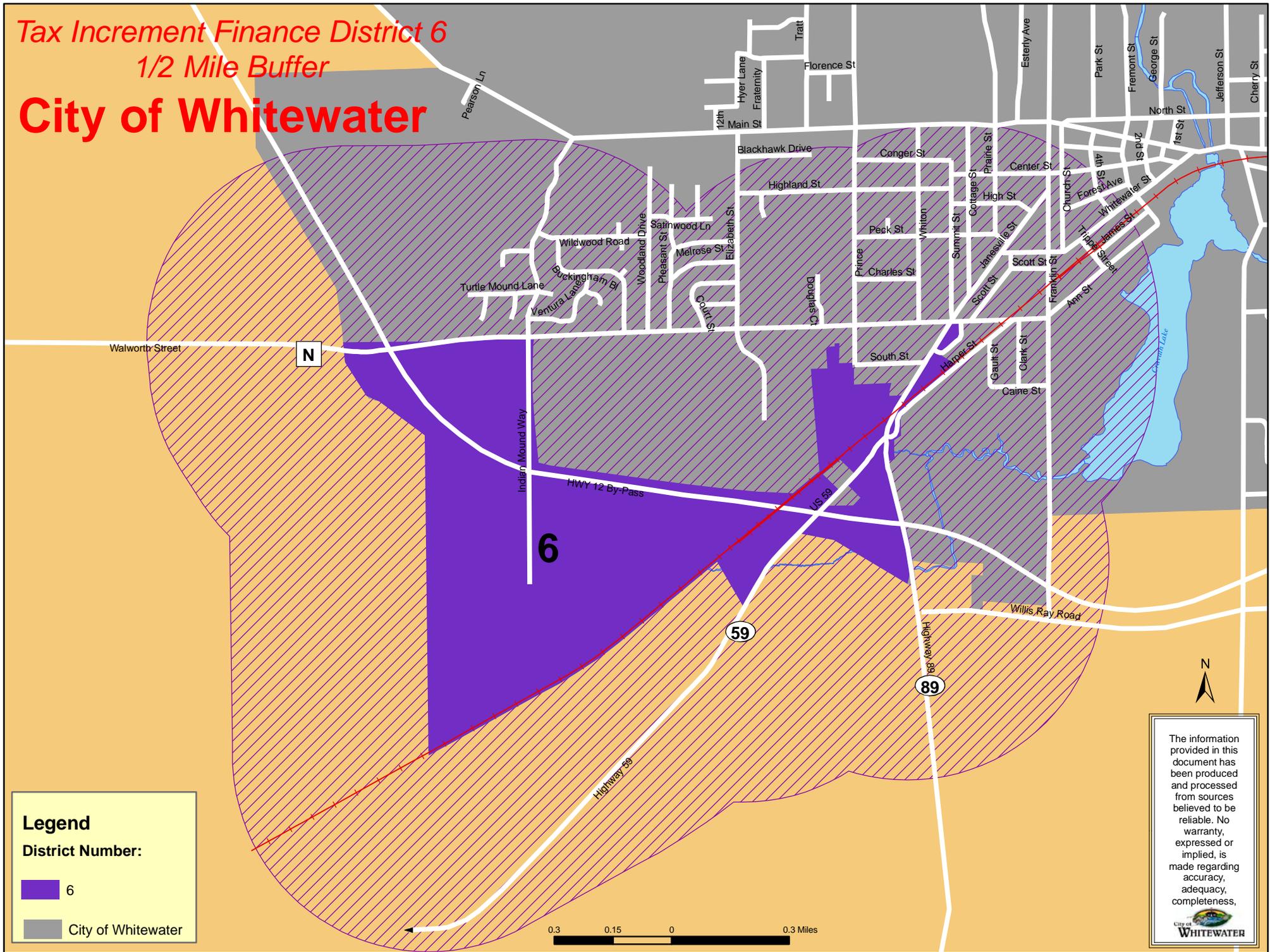


Tax Increment Finance District 5  
1/2 Mile Buffer

City of Whitewater



Tax Increment Finance District 6  
 1/2 Mile Buffer  
**City of Whitewater**



**Legend**  
**District Number:**

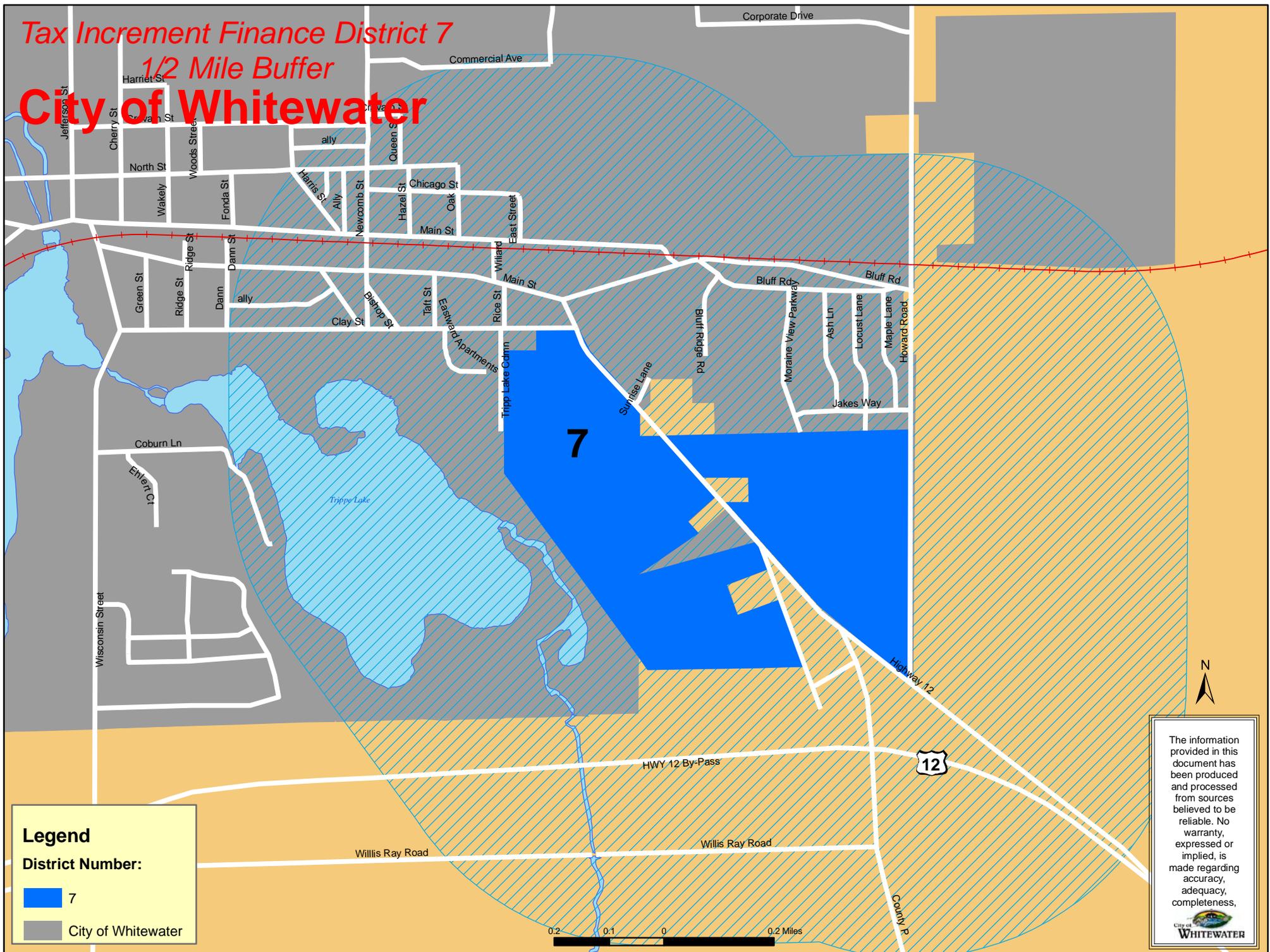
- 6
- City of Whitewater

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City of  
**WHITewater**

**Tax Increment Finance District 7**  
**1/2 Mile Buffer**  
**City of Whitewater**



**Legend**

**District Number:**

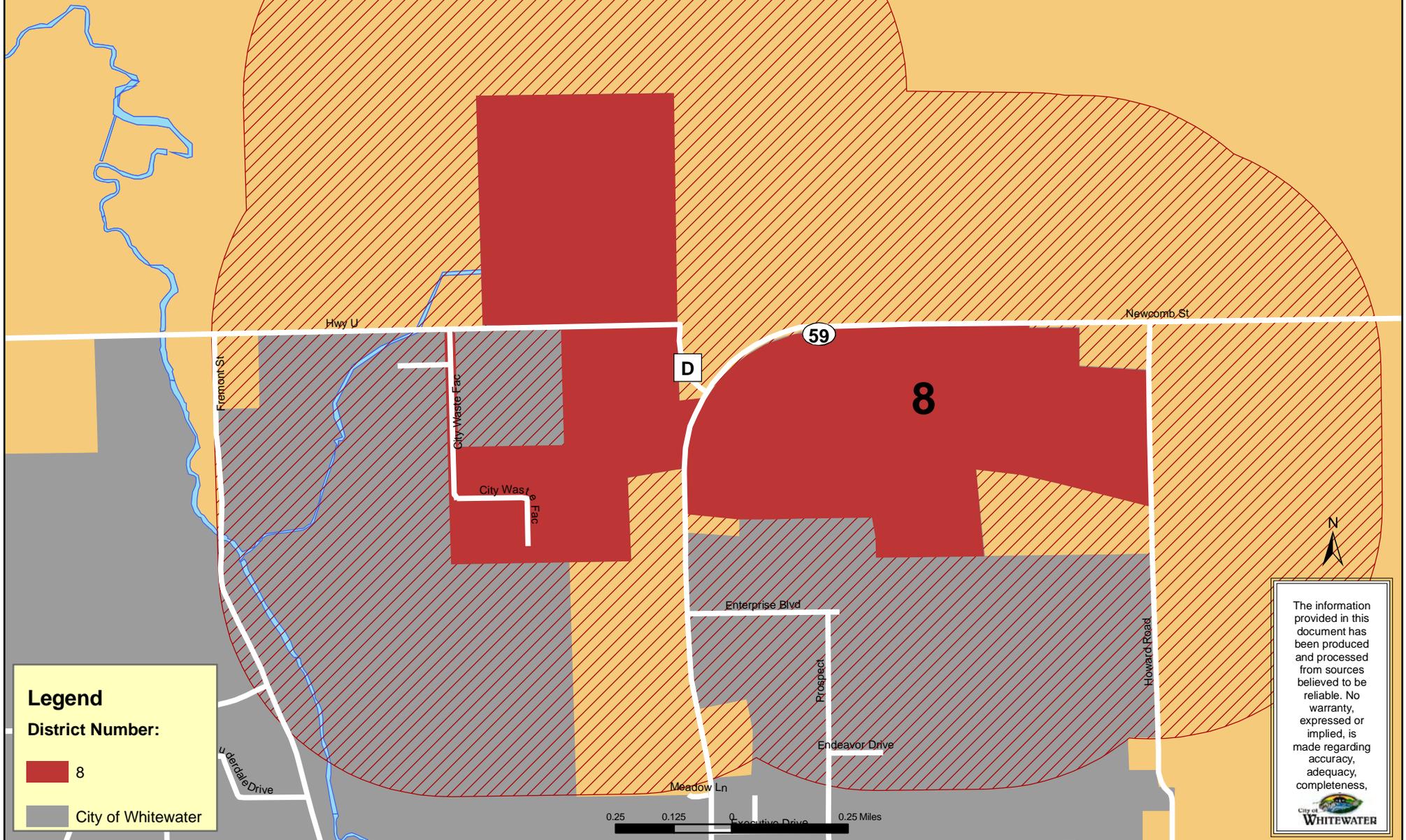
- 7
- City of Whitewater

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**City of WHITewater**

*Tax Increment Finance District 8*  
*1/2 Mile Buffer*  
**City of Whitewater**



**Legend**  
District Number:

- 8
- City of Whitewater

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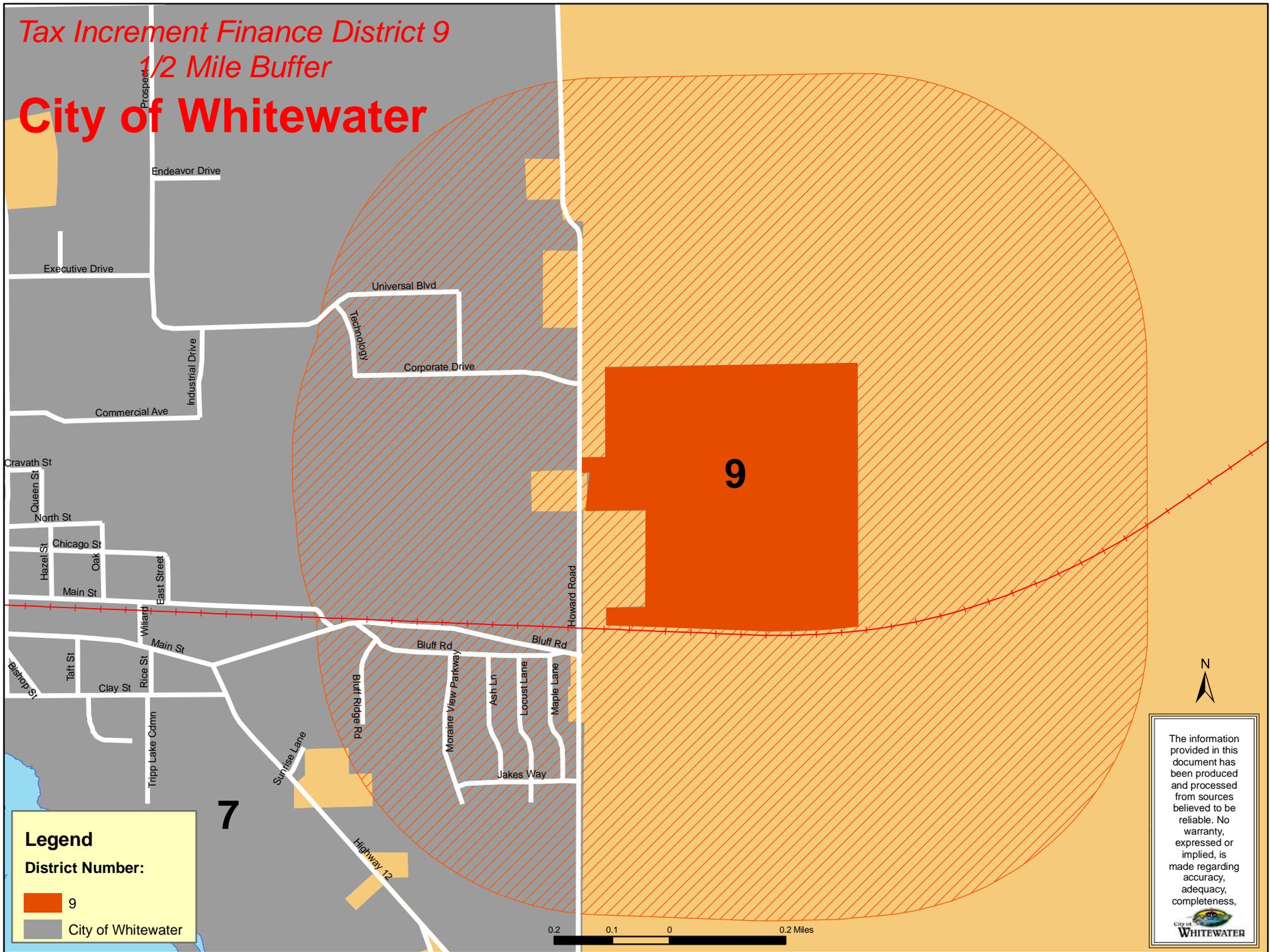


**City of WHITewater**

# Tax Increment Finance District 9

1/2 Mile Buffer

# City of Whitewater



Milwaukee Lead/Asbestos Information Center, Inc presents:

**Lead Safe Renovator Training**  
**May 13, 2010**

Location: Whitewater  
-(Old) Armory Downtown  
146 W North Street

Those encouraged to attend this class include: renovation contractors, those repainting or renovating where lead-based paint may be encountered (pre-1978 buildings), maintenance workers, building supervisors and landlords, homeowners who are planning to remodel, and others interested in learning how to work in a Lead Safe manner.

*\*\*\*This class meets the EPA new criteria for the policy that is coming into effect April 2010.\*\*\**

In class:

- ✓ Learn proper Lead Safe setup, work practices, and cleaning on renovation jobs
- ✓ Learn about the Lead Paint pamphlet that renovators are REQUIRED to hand out
- ✓ Learn about Government programs that require Lead trained contractors

Important Reminder: \*\*\*One person per crew will need to complete this course for any renovations conducted after April 22 of 2010.\*\*\*

Class Fee: \$260

**\*\*Payment is due 10 days prior to class \*\***

Easy ways to Register:

1. Call: 414.481.9070
2. OR Return this registration form with payment by fax 414.481.1859 or mail to:  
Milwaukee Lead/Asbestos Information Center, Inc.  
2223 S Kinnickinnic Ave  
Milwaukee. WI 53207

Company: \_\_\_\_\_ Name: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

I have enclosed a check or money order for \$260

Credit Card #: \_\_\_\_\_ Exp date: \_\_\_\_\_ 3 digit code \_\_\_\_\_

Authorized Signature: \_\_\_\_\_ Name: \_\_\_\_\_

# Registration Form

Name \_\_\_\_\_

Business/Org \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

No. of People Attending \_\_\_\_\_

X \$39 each = \_\_\_\_\_

Total enclosed

Fee covers continental breakfast, learning materials and breaks.

## Return to:

City of Whitewater  
Community Development Authority  
312 W. Whitewater St.  
Whitewater, WI 53190  
[mnimm@ci.whitewater.wi.us](mailto:mnimm@ci.whitewater.wi.us)  
473-0148

Hosted and co-sponsored by



In collaboration with



## Show Me the Green Profitable Practices That Build on the Local Advantage

A half-day workshop for  
small businesses

Tuesday, April 27  
8am-11:30am  
Cravath Lakefront Center  
341 S. Fremont St.,  
Whitewater, WI

Small towns and big cities alike are realizing the importance of their unique local character. Campaigns to “Buy Local” and “Think Local First” are appearing almost every month across the country.

We are realizing that **green** means more than just saving energy. It focuses on the **triple bottom line**.

### Learn How to...

Earn more. Save more. Enhance your niche in the market. Have a safe, healthy workplace, products and services. Contribute to the quality of life in Whitewater and beyond. Help build momentum for supporting local and independent businesses.

## Show Me the Green Profitable Practices That Build on the Local Advantage



Rick Brooks



Mark Stevens

### Featured Speakers

**Rick Brooks** is the co-founder of the 450-member Dane Buy Local, Vice President of Wisconsin Partners for SustainAbility and Outreach Program Manager in Continuing Studies at UW-Madison. A former small business owner, he specializes in marketing community development, health and social change. Rick has taught in the UW Schools of Business, Human Ecology and Engineering as well as development agencies throughout the US and abroad.

**Mark Stevens**, PhD, is a community participation specialist with the Center for Community Stewardship. His expertise in dynamic facilitation, planning and sustainability plays a key role in the work of Wisconsin Partners for SustainAbility.

Local business leaders and expertise in finance, energy conservation, recycling, air and water quality and accounting will also be available.

### Workshop Agenda:

7:30-8:00am Registration, networking and refreshments  
8:00-11:30am **Show Me the Green** Training

### Why Should You Attend?

These days, the word “green” shows up almost everywhere. But what does it mean to everyday commerce? Which products and services make sense for you, your customers and employees? How do all these issues fit together?

**Show me the Green** training helps small businesses to answer these questions by focusing on customer service and local knowledge.

### Not Pie-in-the-Sky or Theory, but “Nuts and Bolts”

The focus is on real-world solutions that make sense in purchasing, facility management, printing, information technology and human resources. You will learn about techniques and tools to:

- Increase savings, profits & market share
- Reduce costs: energy, waste & water use
- New twists on marketing strategies with the “Think/Buy Local First” approach
- Get financial help, technical assistance and support through tax incentives, investments, grants and loans
- Identify new, creative approaches to co-promotion

### Who Should Attend?

Business owners, managers, employees, and investors who have an interest in the “triple bottom line”-- profit that involves more than just dollars and cents.

### Additional Benefits of Attending this Workshop:

- FREE listing on the soon-to-be-launched **Wisconsin Green Exchange** (\$50 savings) a statewide network for services and support. The **Wisconsin Green Exchange** will help you assess strengths and opportunities, get help when you need it, and tell your story to the rapidly growing marketplace for products that are local and sustainable.
- Sample materials, marketing outlets, and resources from Wisconsin
- Connections with active local and national business networks of problem-solvers.

### Local? Sustainable?

As consumers we can choose where we spend our money. Each dollar spent with a local business circulates in our community three to five times. If we spend it with a company owned somewhere else, our hard-earned dollars “leak” out of the local economy. Local businesses are our largest employers and most generous donors to community causes. Come and share ideas about the ways we can work together so that everyone benefits!

To be prepared, try some easy reading:  
*We Have a Few Questions for You*  
and  
*Self Report Template for the WI Green Exchange*

In the **Resources** Section of  
[www.danebuylocal.com](http://www.danebuylocal.com)