



**CITY OF BLOOMINGTON, COMMON COUNCIL  
 JACK HOPKINS SOCIAL SERVICES FUNDING  
 COMMITTEE  
 2014 GRANT APPLICATION**

**AGENCY INFORMATION**

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**Lead Agency Name**

Is Lead Agency            yes  
 a 501(c)(3)                no

Number of Employees

Full -time

Part-time

Volunteers

Address

Zip Code

Phone

Agency E-mail

Website

President of Board of Directors

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**Executive Director**

Title

Phone

E-Mail

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**Name of Person to Present Proposal to  
 the Committee  
 (If not the Executive Director)**

Title

Phone

E-Mail

**Name of Grant Writer**

Phone

E-mail

**Agency's Mission Statement** (150 words or less)

**PROJECT INFORMATION**

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Project Name

Is this a collaborative project?      yes  
no

If a collaborative project, list name(s) of  
non-lead agency partner(s)

Address where project will be housed

Total Cost of Project

Requested JHSSF Funding

Other Funds Expected for this Project  
(Source, Amount and Confirmed or  
Pending)

Number of Total Clients Served by this  
Project in 2014

Total Number of City Residents Served  
by this Project in 2014

Is this a request for operational funds?      yes  
no

If "yes," indicate whether the request is      pilot  
for a pilot project, bridge funding or a      bridge  
collaborative project.      collaborative

Please indicate the period in which you      July-September 2014  
intend to draw down funds, if granted      October-December 2014

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received.

Do you own or have site control of the property on which the project is to take place?

yes

no

n/a

Is the property zoned for your intended use?

yes

no

n/a

If "no," please explain.

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

*NOTE: Funds will not be disbursed until all requisite variances or approvals are obtained..*

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

yes

no

If "yes," please provide an itemized list of program elements, ranked by priority and cost.

Priority #1 (Item and Cost)

Priority #2 (Item and Cost)

Priority #3 (Item and Cost)

Priority #4 (Item and Cost)

Priority #5 (Item and Cost)

Priority #6 (Item and Cost)

Priority #7 (Item and Cost)

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**PROJECT SYNOPSIS** (250 words or less)

Please provide a brief overview of your project. Assume that this synopsis will be used in a summary of your proposal.

## **CRITERIA**

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that your responses will be used in a summary of your proposal.

### **NEED** (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2010-2014 Consolidated Plan](#), or any other community-wide survey of social services needs.

### **ONE-TIME INVESTMENT** (100 words or less)

Jack Hopkins Funds are intended to be a one-time investment. If you are requesting operational funds, explain if the request is for pilot or bridge funding and please explain your plan for future funding.

### **FISCAL LEVERAGING** (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, etc.

**LONG-TERM BENEFITS** (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.



## **Jack Hopkins Social Service Funding Narrative**

### **Project Details**

Habitat for Humanity of Monroe County is requesting \$18,500.00 for assistance from Jack Hopkins Social Services Funding to purchase a 16' box truck for the Habitat ReStore. Habitat for Humanity has a relationship with Penske Truck Leasing that allows us to purchase their used vehicles, which have been serviced under their extensive preventive maintenance program and are certified with a 70 point presale inspection, at a \$2,500 discount off their traditional pricing. A quote from Penske estimates we could purchase a vehicle for \$14,000. We would need to install a new graphic art wrap on the truck which would be done locally by Delphi Signs which they have estimated to cost \$2,800 after they provide a \$195.00 discount for any necessary prep work. We would then need to apply for title and registration which we estimate to be \$450.00 and purchase auto insurance estimated to cost \$1,200.00 for the year. We estimate the fuel and maintenance cost for the year to be \$4,000.00 and we would staff the truck with 1 driver estimated to cost \$10,000.00 for one year and a drivers assistant which would be volunteer labor valued at \$8,500.00

The Habitat ReStore resells donated household furnishings and construction materials to the general public and these proceeds are directly used to fund the construction costs for Habitat's mission of providing affordable housing for qualified families in need. A significant percentage of the high value donations require us to pick up from the donor which we presently do with our current box truck. Over the past few years the demand for pickups has doubled to an average of 32.8 per week and we are forecasting that with the current trend we will need to execute 49 per week by the end of the year. We have also developed relationships with clients such as the Hilton Garden Inn, Do it Best Home Show, and Hoosier to Hoosier which require the dedicated use of the box truck for several days to a week at a time for these events. The combination of these two factors has maxed out our ability to keep up with demand and causes a back log of a week or more for pick up requests which has resulted in the loss of some donations. A second truck will allow us to conduct both residential and corporate donation pick-ups without interruption and maintain strong customer service so donors will continue donating rather than discarding their items. We desperately need an additional box truck to keep up with this demand which keeps these items out of landfills and increases our ability to supplement Habitat's mission of building affordable housing.

### **Outcome Indicators**

The funding for this project will have an immediate impact on ReStore's ability to add to the affordable housing base in Bloomington. With every additional donation ReStore can pick-up as a result of this second truck, ReStore will realize new sales revenue not possible previously. The increase in sales revenue contributes to ReStore profits, which in turn sponsors more affordable homes for hard-working families in need.

To measure the long and short-term impacts of this second truck, ReStore will track and evaluate:

- Increase in the number of donation pick-ups
- Increase in sales revenue as a result of the additional store inventory
- Increase in funding for Habitat's mission of affordable housing

Based on current data, we estimate that the addition of a second truck will lead to an increase of 16 more donation pick-ups per week. By the end of the JHSS funding cycle in December, the truck will have been in

213 E. Kirkwood Avenue, Bloomington, IN 47408-3532 USA

Phone: (812) 331-4069 Fax: (812) 336-6022 [www.monroecountyhabitat.org](http://www.monroecountyhabitat.org) [habitat@monroecountyhabitat.org](mailto:habitat@monroecountyhabitat.org)

use for approximately four (4) months and generated an additional 256 pick-ups of donations. Based on the average sales value of each donation, this will lead to an anticipated \$20,000 of funding for Habitat homes. This could lead to an annual increase in funding of up to \$70,000 for the fiscal year

### **Capacity to Complete Project**

We don't anticipate any problems with our capacity to complete the purchase and having the truck ready put in to use. Penske has well known reputation with their trucks and relationship with Habitat for Humanity. We have worked many times with Delphi Signs in the past and have never experienced issues with their work. For staffing, we plan to promote a current part time driver to full time to cover the additional hours and we seem to have an abundance of volunteers ready to serve at the ReStore and riding on the truck to assist with donation pickups is always one of the more popular jobs. Obtaining insurance and title and registration should be a smooth process.

### **Conclusion**

This project will greatly assist Habitat's mission of providing simple decent housing for Bloomington's residents that most desperately need affordable housing. Since the ReStore began operations in Bloomington nearly 10 years ago we have built 5 houses with ReStore sales. We believe at current sales levels we can now consistently build one house per year and an additional truck can provide the resources to push that number to 2 houses per year. The funds will provide an immediate impact, but this one time investment will continue to provide benefits in the years to come with the amount of items diverted from landfills and are converted into dollars that will fund affordable housing for years to come.

**Habitat ReStore Donations Truck**  
**Jack Hopkins Social Services Funding Committee**  
**Submitted By Habitat for Humanity of Monroe County**

<b>Budget Item</b>	<b>Cost</b>	<b>JHSSF</b>	<b>Leveraged</b>	<b>Habitat</b>
16' Box truck	\$ 16,250.00	\$ 14,000.00	\$ 2,250.00	
Graphic Art Work	\$ 3,000.00	\$ 2,800.00	\$ 200.00	
Delivery Fee	\$ 500.00	\$ 500.00	\$ -	
Plates and Registration	\$ 450.00	\$ 450.00	\$ -	
Auto Insurance	\$ 1,200.00	\$ -	\$ -	\$ 1,200.00
Fuel Costs	\$ 3,500.00	\$ -	\$ -	\$ 3,500.00
Maintenance	\$ 500.00	\$ -	\$ -	\$ 500.00
Labor - Driver	\$ 10,000.00	\$ -	\$ -	\$ 10,000.00
Volunteer Labor - Driver Asst	\$ 8,500.00	\$ -	\$ 8,500.00	

**Total Project Cost \$43,900.00**

**Total Leveraged Funds \$10,950.00**

**Total Habitat Contribution \$15,200.00**

**Total Funds Requested \$17,750.00**

Habitat ReStore

2450 S Henderson St  
 Bloomington, IN 47401

# Estimate

Date	Estimate #
3/31/2014	1

Name / Address
City of Bloomington - JHSSF 401 N Morton St, Ste 401 Bloomington, IN 47404

			Project
Description	Qty	Rate	Total
16' Box Truck (\$2,250 GIK)		16,250.00	16,250.00
Graphic Art Wrap for Truck (\$200 GIK)		3,000.00	3,000.00
Delivery Fee		500.00	500.00
Auto Insurance		1,200.00	1,200.00
Plates and Registration		450.00	450.00
Fuel Costs for year		3,500.00	3,500.00
Regular Maintenance		500.00	500.00
Truck Driver		10,000.00	10,000.00
Drivers Assistant (Donated Volunteer Labor)		8,500.00	8,500.00
		<b>Subtotal</b>	\$43,900.00
		<b>Sales Tax (7.0%)</b>	\$0.00
		<b>Total</b>	\$43,900.00



Sean Price - Business Manager

VIN	Year	Make	Model	Type	Description	Region	City	State	Miles	Price	Habitat Price
1FDWE3FL4ADA33555	2010	FORD	E350	HICUBE	16FT SAG LIGHT HICUBE	NORTH CENTRAL REGION	ELK GROVE VILLAGE	IL	89,691	\$16,250	\$14,000
1GD1G2BA7A1900421	2010	GMC	G33503	HICUBE	12FT SAG LIGHT HICUBE	NORTH CENTRAL REGION	MEMPHIS	TN	90,531	\$15,750	\$13,500
1GD1G2BA7A1900354	2010	GMC	G33503	HICUBE	12FT SAG LIGHT HICUBE	SOUTHEAST REGION	BLOUNTVILLE	TN	92,598	\$16,250	\$14,000
1GD1G2BA2A1900102	2010	GMC	G33503	HICUBE	12FT SAG LIGHT HICUBE	SOUTHEAST REGION	SMYRNA	TN	94,532	\$16,250	\$14,000
1GDJG31K491903109	2009	GMC	G33903	HICUBE	16FT SAG LIGHT HICUBE	NORTH CENTRAL REGION	WAUKEGAN	IL	96,156	\$14,500	\$12,250
1GDJG31K491902039	2009	GMC	G33903	HICUBE	16FT SAG LIGHT HICUBE	NORTH CENTRAL REGION	ELK GROVE VILLAGE	IL	98,320	\$14,250	\$12,000
1GD1G2BA9A1150696	2010	GMC	G33503	HICUBE	12FT SAG LIGHT HICUBE	SOUTH CENTRAL REGION	FORT WAYNE	IN	98,986	\$16,500	\$14,250
1GD1G2BA3A1900125	2010	GMC	G33503	HICUBE	12FT SAG LIGHT HICUBE	SOUTH CENTRAL REGION	ERLANGER	KY	99,124	\$16,000	\$13,750
1GD6G4BG3A1902916	2010	GMC	G33903	HICUBE	16FT SAG LIGHT HICUBE	NORTH CENTRAL REGION	WAUKEGAN	IL	99,397	\$17,250	\$15,000
1GD1G2BA7A1900385	2010	GMC	G33503	HICUBE	12FT SAG LIGHT HICUBE	SOUTH CENTRAL REGION	CINCINNATI	OH	99,731	\$16,000	\$13,750



Dedication at every turn.

## Used Vehicle Sales Program for Habitat for Humanity/ ReStore



# Habitat for Humanity and Penske:

If your ReStore is currently shopping for a used truck, or may be in the market for one in the near future, this short guide will outline the benefits and basic process of buying your used box truck through Habitat for Humanity's current relationship with Penske.

"Penske offers a variety of box trucks, panel vans, tractors and trailers—and all used vehicles only have one owner, are serviced under Penske's extensive preventive maintenance program and undergo a 70-point pre-sale inspection. And, all Penske vehicles meet manufacturers specifications at sale.

Benefits of buying a Penske used vehicle include:

- Bundled services for vehicle delivery
- Well-maintained equipment with maintenance history reports
- Low mileage for maximum vehicle life after the sale
- Contract maintenance options to protect your investment
- Single point of contact no matter where you need equipment

- From Penske

In addition, HFH's relationship with Penske includes:

- Discount of \$3,000 off their traditional price for trucks coming off leases\*\*
- FREE 6 month / 25K mile warranty on major components through National Truck Protection
- One direct contact person—Mike Kreider
- The high quality of Penske condition standards (outlined on page 3)

The next few pages will get you started on the process of using this great relationship to find a vehicle that suites your affiliate/ReStore's needs.

Penske account contact:

**Mike Kreider**

Phone: 1-888-432-8501

Email: Michael.kreider@penske.com

HFHI contact:

**Heather Sandoval**

Phone: (404)-416-5210

Email: hsandoval@habitat.org

# Penske Condition Standards:

## Penske Truck Condition Standards:

1. Tires: 22.5 and 24.5 at a minimum
2. 10/32 tread depth per tire for all drive, steer and trailer positions
3. Tires: light duty vehicles at a minimum 6/32 tread depth per tire
4. Tires: tread patterns matched on all drive and steer positions
5. Brakes: all positions will have a minimum of 50% of original lining remaining, 35% for wide brakes
6. Exterior damage / accumulated wear & tear will not exceed \$250.
7. No cracked glass
8. No major leaks
9. All fluid levels are correct.
10. All lights working
11. Refrigeration working properly
12. Lift gate in good working order
13. All passwords reset; "00" if possible
14. Preventive maintenance is current.
15. All manufacturers' campaigns completed.
16. Cranking and charging systems in good working order
17. A/C system in good working order
18. Wheel paint touched up
19. All gauges and accessories in good working condition
20. No tears in the seats, floor mats or mattress
21. All cab interior components and knobs present and working (radio, window, etc.)
22. Pressure clean engine, drive train and frame
23. Clean inside and out, including box
24. Paint frame and wheels where there is excessive rust

# Online Inventory:

To browse their current inventory, Penske's site offers an extensive search feature by vehicle criteria, which can be accessed [here](#).

Make sure to select "Van" under Vehicle Type in the search criteria when looking for a box truck.

The screenshot shows the Penske Used Trucks website. At the top, there is a navigation bar with the Penske logo and the tagline "Dedication at every turn." To the right are links for "GoPenske Home" and "Contact", and a search input field. Below the navigation bar is a secondary menu with links for "Find a Truck", "Moving Supplies and Tips", "Lease and Maintenance", "Logistics Solutions", "Locations", "Careers", and "Why Penske".

The main content area is titled "Penske Used Trucks" and includes a "Login / Create Account" button. Below this, there is a grid of vehicle categories: "Light & Medium Duty Trucks" (highlighted with a blue arrow), "Heavy Duty Tractors (Semi-Trucks)", and "Semi-Trailers". The "Light & Medium Duty Trucks" category is further divided into sub-categories: "Medium Duty Box Trucks", "Light Duty Box Trucks" (circled in blue), "Cargo Vans (Panel Vans)", "Cabover City Delivery Trucks", "Refrigerated Trucks", and "Flatbed Trucks". A large image on the right shows two workers loading a truck, with a "Search All Light & Medium Duty Trucks" button below it.

On the left side, there is a vertical menu with links for "Search Our Inventory", "Truck Types", "Sales & Promotions", "Manufacturers", "Buying From Penske", "Dealers", and "Fleet Sales".

The central section features three promotional blocks: "Penske Quality, Competitively Priced" with a paragraph about late model and low mileage trucks; "Three Easy Steps to Buying a Used Truck" with a numbered list: 1. Search our inventory, 2. Find the right truck, 3. Talk to a Penske rep 1-866-309-1962; and "Free Warranty & Roadside Service" with an image of trucks and text stating that Penske offers free warranty and roadside service when buying a used truck or tractor.

At the bottom, there is a footer with four columns: "Contact Penske 1-866-309-1962" and copyright information; "Customer Support" with links for "Search Inventory", "Browse Inventory", "Contact Us", "News", and "Agent Account Login"; "Social Media" with icons for Facebook, Twitter, LinkedIn, Move Ahead Blog, and Google+; and "Penske Products" with links for "Personal Truck Rental", "Business Truck Rental", "Lease and Maintenance", "Used Trucks for Sale", and "Logistics Solutions".

Fill in the rest of the criteria that fits your needs and click Search.  
(For safety and efficiency purposes we recommend a truck with a lift gate.)

The screenshot displays a search interface for trucks. At the top, there are sections for 'Location' and 'Special Promotions'. The 'Location' section includes a 'Search By' dropdown set to 'ZIP Code/Radius', a 'ZIP Code' input field, a 'Radius' dropdown set to '50', and a 'Search' button. The 'Special Promotions' section has a 'New Inventory' checkbox and a 'Unit #' input field. Below this is a 'Narrow your search results' sidebar with a 'Search' button circled in blue. The sidebar contains filters for 'Category' (Light and Medium Duty Trucks), 'Type' (Any), 'Make' (Any), 'Model' (Any), 'Year & Price' (Year and Price ranges), 'Cab Type' (Any), 'Transmission' (Any), 'Body' (Gross Vehicle Weight, Lift Gate, Length, Width, Height), and 'Mechanics' (Mileage, Horsepower). The main results area shows '74 Results' sorted by 'Lowest Price' with '10 Results per page'. A 'Compare' button is available for up to 5 vehicles. The results list includes:

Year	Make	Model	Location	Price	Mileage
2005	Ford	E350	INDIANAPOLIS, IN	\$7,500	170,727 miles
2008	Ford	E350	SANTA ROSA, CA	\$10,000	186,094 miles
2007	Ford	E350	NATIONAL CITY, CA	\$12,250	156,623 miles
2008	Ford	E350	EAGAN, MN	\$13,000	140,848 miles
2009	GMC	Savana G33903	AUSTIN, TX	\$13,000	134,151 miles
2009	Ford	E350	AUSTIN, TX	\$13,000	154,024 miles
2004	Ford	E350	ENID, OK	\$13,500	

A list of trucks will appear that you can browse through, with a sidebar to narrow your search further.

Once you browse through their current inventory on the site,  
if you're **interested in purchasing** a truck from Penske, **contact Mike Kreider**.

The next couple pages will outline what that overall sales process will look like as you continue further in this process.

# Sales Process:

## Habitat for Humanity

1. Contact Mike Kreider with your desired truck specifications.
2. Select truck from the list provided after reviewing specifications, pictures, prices, etc.
3. Make payment by wire transfer or certified check and return signed invoice to Penske.
4. Habitat schedules pick up of the truck. Upon taking delivery, notify Mike Kreider of any concerns.

## Penske

1. Provides list of units that fit location's truck needs.

2. Penske location is notified of sale and out-service is started. Once ETA is determined, Habitat is invoiced for the truck.

3. Payment is confirmed to be received. Title is sent to Habitat and location is notified to release the truck.

## Payment Options:

Penske accepts either a wire transfer or certified bank check as form of payment. Wire instructions will be provided with invoicing of units, but are also included below for reference.

### Bank Wire Instructions:

1. Customer travels to their bank to request a wire payment.
2. Customer must fill out a wire request document.
3. All Penske unit numbers being paid must be detailed in the wire description section.

### **Penske Bank information is as follows:**

For sales of US units:

Deutsche Bank Trust Company  
PO Box 318 Church Street Station  
New York, NY 10008-0318

ABA Routing No. 021 001 033

Account #50265357

Attention LKE Coordinator, PTL Fleet Sales LKE Depository

4. Customer will receive a receipt for the wire payment from their bank.

(Please note: the wire transfer will take up to 24 hours to clear.)

5. Customer must take the receipt to the Penske District office to show proof of payment along with Bill of Sale.

### **If Mailing a Certified Check, please send to:**

Penske Truck Leasing  
Attn: Remarketing Dept/Mike Kreider  
2675 Morgantown Road  
Reading, PA 19607

## Post Sale:

If for any reason after picking up your vehicle you feel the truck does not meet Penske standards, please contact Mike Kreider with your concern within 30 days of the purchase date. Penske will then assess the issues at a local Penske facility and make any necessary repairs. We understand that in most cases the trucks are purchased sight-unseen and we want Habitat customers to feel confident with their used equipment purchase.



Dedication at every turn.

### Penske Account Contact:

Mike Kreider  
888-432-8501

[Michael.kreider@penske.com](mailto:Michael.kreider@penske.com)

PO Box 563  
Reading, PA 19603 USA

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

**ReStore**  
**Profit & Loss**  
 July 2012 through June 2013

	Jul '12 - Jun 13
<b>Income</b>	
4100 · Contributions	
4130 · Other	9,837.39
<b>Total 4100 · Contributions</b>	<b>9,837.39</b>
4200 · Grant	470.00
4706 · Restore Interest Income	84.03
4740 · Other Income	97.80
4750 · ReStore Sales	
4785 · Sales Tax Discount	264.81
4770 · Over/short	-208.71
4780 · Refund	-107.00
4750 · ReStore Sales - Other	492,677.82
<b>Total 4750 · ReStore Sales</b>	<b>492,626.92</b>
<b>Total Income</b>	<b>503,116.14</b>
<b>Gross Profit</b>	<b>503,116.14</b>
<b>Expense</b>	
4760 · Returns - sales	21.40
8000 · ReStore	
8010 · Payroll	
8011 · Salaries and Wages Expense	173,835.16
8012 · FICA/MediCare	13,108.79
8013 · FUTA	1,395.41
8014 · SUTA	5,034.60
8015 · EPLI Insurance	344.73
8016 · Pension Expense	2,418.28
8017 · Benefit Allowance	0.10
8010 · Payroll - Other	11,868.57
<b>Total 8010 · Payroll</b>	<b>208,005.64</b>
8020 · Property Taxes	29,028.89
8128 · Advertising	6,540.48
8140 · Building Repairs & Maintenance	
Lawn/Snow Removal	1,720.43
Building Improvements	5,572.53
General Repairs	1,227.25
Cleaning Supplies	159.74
8140 · Building Repairs & Maintenance - Other	14.75
<b>Total 8140 · Building Repairs &amp; Maintenance</b>	<b>8,694.70</b>
8202 · Contract labor	5,713.43
8250 · Computer Exp	
Computer Replacement Fund	645.58
RE subscriptions	900.00
Trend Anti-Virus	142.20
Tech Support	1,350.00
<b>Total 8250 · Computer Exp</b>	<b>3,037.78</b>
8258 · Credit card fees	10,088.41
8260 · Depreciation Expense	41,143.70
8270 · Donation Cleaning and Repair	
Parts	87.52
Tools	694.80
<b>Total 8270 · Donation Cleaning and Repair</b>	<b>782.32</b>
8320 · Dues and membership fees	700.00
8330 · Professional Fees	7,008.44

**ReStore**  
**Profit & Loss**  
 July 2012 through June 2013

	Jul '12 - Jun 13
<b>8340 · Volunteer Expenses</b>	
Other	776.36
Consumables	101.16
Food	325.15
8340 · Volunteer Expenses - Other	4.49
<b>Total 8340 · Volunteer Expenses</b>	1,207.16
<b>8400 · Hospitality</b>	335.83
<b>8420 · Insurance</b>	12,230.99
<b>8460 · Equipment Rental</b>	845.00
<b>8510 · Office Supplies</b>	2,736.49
<b>8540 · Postage and Delivery</b>	82.80
<b>8545 · Printing and Reproduction</b>	507.00
<b>8615 · Rent</b>	62,250.00
<b>8650 · Store Fixtures</b>	804.95
<b>8720 · Staff Development</b>	1,379.63
<b>8730 · Travel</b>	
food and lodging	1,865.56
Mileage Reimbursements	1,173.21
Conferences	700.00
<b>Total 8730 · Travel</b>	3,738.77
<b>8740 · Utilities</b>	
Internet	726.35
Cell Phones	186.10
Telephone	1,465.14
Natural Gas	3,170.95
Electric	11,902.45
Water & Sewer	1,591.37
<b>Total 8740 · Utilities</b>	19,042.36
<b>8750 · Vehicle Expense</b>	
Automobile insurance	1,176.00
Plates & Registration	359.75
Fuel	5,034.80
Maintainence	328.55
Repairs	9.00
8750 · Vehicle Expense - Other	295.08
<b>Total 8750 · Vehicle Expense</b>	7,203.18
<b>8751 · Bad Check</b>	17.50
<b>8760 · Waste Removal</b>	
Hazmat Disposal	110.06
Dumpster Fees	8,223.11
<b>Total 8760 · Waste Removal</b>	8,333.17
<b>Total 8000 · ReStore</b>	441,458.62
<b>Total Expense</b>	441,480.02
<b>Net Income</b>	<b>61,636.12</b>

**ReStore**  
**Balance Sheet**  
 As of June 30, 2013

	Jun 30, 13
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1100 · Cash and Cash Equivalents	
1101 · Petty Cash	200.00
1102 · German American United Commerce	108,234.17
1104 · IU Credit Union BusinessFree	181,300.22
<b>Total 1100 · Cash and Cash Equivalents</b>	289,734.39
<b>Total Checking/Savings</b>	289,734.39
<b>Total Current Assets</b>	289,734.39
<b>Fixed Assets</b>	
1300 · Fixed Assets Net	
1301 · Cars and Trucks	
2009 Isuzu NPR	40,074.00
1301 · Cars and Trucks - Other	2,200.00
<b>Total 1301 · Cars and Trucks</b>	42,274.00
1311 · Warehouse & Construction Equip	23,750.00
1351 · Computers and Related Equip	2,035.98
1361 · Office Equipment	649.99
1371 · Leasehold Improvements	
1373 · Henderson Ave store	117,105.74
<b>Total 1371 · Leasehold Improvements</b>	117,105.74
1372 · Accumulated Depreciation	-52,717.00
<b>Total 1300 · Fixed Assets Net</b>	133,098.71
<b>Total Fixed Assets</b>	133,098.71
<b>TOTAL ASSETS</b>	<b>422,833.10</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2100 · Accounts Payable	9,174.26
<b>Total Accounts Payable</b>	9,174.26
<b>Credit Cards</b>	
Chase	138.51
<b>Total Credit Cards</b>	138.51
<b>Other Current Liabilities</b>	
2530 · Insurance Deposit Liability	10,778.00
2200 · Sales Tax Payable	3,774.98
<b>Total Other Current Liabilities</b>	14,552.98
<b>Total Current Liabilities</b>	23,865.75
<b>Total Liabilities</b>	23,865.75
<b>Equity</b>	
3000 · Opening Bal Equity	2,269.04
3200 · Equity Transfers to HFH	-195,000.00
3300 · Retained Earnings	530,062.19
Net Income	61,636.12
<b>Total Equity</b>	398,967.35
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>422,833.10</b>