



AGENDA PACKET
VILLAGE OF LAKE ZURICH
Village Board of Trustees Meeting

January 5, 2026
07:00 pm

VILLAGE OF LAKE ZURICH

VILLAGE BOARD OF TRUSTEES MEETING

JANUARY 5, 2026

07:00 PM

AGENDA

1. CALL TO ORDER

2. ROLL CALL

Mayor Thomas Poynton, Trustee Sujatha Bharadwaj, Trustee Jake Marx, Trustee William Riley, Trustee Marc Spacone, Trustee Roger Sugrue, Trustee Greg Weider.

3. PLEDGE OF ALLEGIANCE

4. PUBLIC COMMENT

This is an opportunity for residents to comment briefly on matters included on the agenda and otherwise of interest to the Board of Trustees. Public Comment is limited to 30 minutes total and up to 5 minutes per speaker.

5. PRESIDENT'S REPORT / COMMUNITY UPDATE

6. CONSENT AGENDA

These titles will be read by the Village Clerk and approved by a single Roll Call Vote. Any item may be pulled from the Consent Agenda for discussion by any Village Trustee.

A. Approval of Minutes from the Village Board Meeting of December 1, 2025

Attachment: [6A.pdf](#)

B. Approval of Semi-Monthly Warrant Register Dated January 5, 2026 Totaling \$2,485,242.21

Attachment: [6B.pdf](#)

C. Purchase of Beet Heet from K-Tech Specialty Coatings in the Amount Not-to-Exceed \$36,000

Summary: The FY 2026 budget allocates \$36,000 for liquid deicer within the Non-Home Rule Sales Tax Fund. "Beet Heet" deicer delivers the best de-icing option for winter road maintenance in the Village. Staff requests to approve the purchase of Beet Heet liquid deicer from K-Tech Specialty Coatings in the amount not-to-exceed \$36,000.

Attachment: [6C.pdf](#)

D. Contract with Midwest Salt for Purchase of Bulk Water Conditioning Salt in the Amount Not-to-Exceed \$170,000

Summary: The Village's contract with Midwest Salt for bulk conditioning salt expired on December 31, 2025. The FY 2026 budget includes \$170,000 for this commodity purchase. As in years past, staff solicited bulk salt suppliers in the area and received five bids, with the most competitive quote from Midwest Salt at \$135 per ton. Village staff requests an agreement with Midwest Salt for purchase of bulk water conditioning salt in the amount not-to-exceed \$135 per ton.

Attachment: [6D.pdf](#)

E. Ordinance Amending Title 3 of Chapter 3 of the Village of Lake Zurich Municipal Code to issue a Class -- A Liquor License to Andy's Kitchen LLC located at 500 Ela Road and a Class-M Liquor License to IMS World Corp located at 884 S Rand Road (Assign Ord. #2026-01-642)

Summary: Andy's Kitchen, LLC located at 500 Ela Road has requested a Class-A full-service restaurant license. They have

completed the application and passed the background check. IMS World Corp located at 884 S Rand Road has requested a license change from Class-A to Class-M BYOB liquor license and completed the appropriate application. Staff requests consideration and approval for the issuance of both licenses.

Attachment: [6E.pdf](#)

F. Resolution Releasing a Letter of Credit for Alpha Tekniko at 1400 Rose Road (Assign Reso. #2026-01-107)

Summary: A guarantee of site improvements in the form of a Letter of Credit (LOC) in the amount of \$769,917 was provided as a performance and payment security for site work at 1400 Rose Road. Upon completion of the work, the LOC was reduced to a maintenance LOC in the amount of \$64,997 to be maintained for two years. Alpha Tekniko requests to release the maintenance letter of credit from Pamalex, LLC regarding the construction of their new facility at 1400 Rose Road.

Attachment: [6F.pdf](#)

7. NEW BUSINESS

A. No items.

8. TRUSTEE REPORTS

9. VILLAGE STAFF REPORTS

10. EXECUTIVE SESSION called for the purpose of:

- 5 ILCS 120 / 2(c)(21) review of executive session minutes
- 5 ILCS 120 / 2(c)(11) pending or imminent litigation

11. ADJOURNMENT

The next regularly scheduled Village Board meeting is on Monday, January 19, 2026.

UNAPPROVED MINUTES
VILLAGE OF LAKE ZURICH
Board of Trustees
70 East Main Street



Monday, December 1, 2025 7:00 p.m.

- 1. CALL TO ORDER** by Mayor Thomas M. Poynton at 7.00pm.
- 2. ROLL CALL:** Mayor Thomas Poynton, Trustee Sujatha Bharadwaj, Trustee Jake Marx, Trustee William Riley, Trustee Marc Spacone, Trustee Roger Sugrue, Trustee Greg Weider. Also in attendance: Village Manager Ray Keller, Asst. Village Manager Michael Duebner, Finance Dir. Rita Kruse, Village Atty. Scott Uhler, Police Chief Steve Husak, Fire Chief Dave Pilgard, Community Development Sarosh Saher, Public Works Dir. Mike Brown.
- 3. PLEDGE OF ALLEGIANCE**
- 4. PUBLIC COMMENT**

Mary Kozub, 280 Pebblecreek Dr. Ancient Oaks Foundation President, addressed the Board on their opposition to proposed work at Breezewald Park identified in the 2026 proposed Budget. Their issues are with loss of canopy, asphalt parking lot, biodiversity and would like to be included in the planning.

Marty Jablonski, 68 Lakeview Pl., addressed the Board in support of Ms. Kozub's comments and stated that there are many alternate parking places near the Park. He recommended a parking analysis/study.

Alicia Timm, 1060 Browning Lane, addressed the Board in support of Ms. Kozub's comments.

John Kotolski, 856 Interlaken Dr, addressed the Board in support of Ms Kozub's comments.

Jose Santamaria, 8 Tanglewood Ln., Hawthorn Woods, addressed the Board on his opposition to the new subdivision to be built in Lake Zurich by his neighbourhood.
- 5. PRESIDENT'S REPORT / COMMUNITY UPDATE**

There was none.
- 6. PUBLIC HEARING ON CONSIDERATION OF PROPOSED VILLAGE OF LAKE ZURICH ANNUAL BUDGET FOR FISCAL YEAR 2026**

Summary: This is a public hearing for the proposed annual budget for the Village of Lake Zurich's 2026 fiscal year, which will run January 1 through December 31, 2026. This public hearing was noticed in the *Daily Herald* on November 24, 2025, on the Village website and in the *Benchmarks* newsletter. The proposed 2026 budget totals \$90.2 million to fund a full-service municipality with 156 full-time employees.

The Village enjoys a stable financial position. This FY 2026 budget is presented as a balanced operational plan to allocate \$90.2 million toward municipal operations and

Village of Lake Zurich Board of Trustees Regular Meeting. Monday December 1st, 2025. 2

infrastructure investment. The budget includes \$5.5 million in funding for road and related infrastructure improvements, along with another \$6.8 million in land and building capital improvements and \$6.3 million in water and sewer related improvements.

General Fund expenditures and other financing uses total \$38.8 million, an increase of 5.3% over the current fiscal year's budget. Revenues for FY 2026 are expected to total \$38.8 million, with a projected surplus of \$371 for the fiscal year.

A copy of the proposed budget has been available for public review at Village Hall, Ela Area Public Library, and on the Village website since November 12, 2025. All interested persons are invited to attend this public hearing and provide feedback to the Village Board on the proposed budget.

Recommended Action #1: A motion to open the Public Hearing was made by Trustee Sugrue, seconded by Trustee Marx, on the Fiscal Year 2026 Village Budget and receive into the record public comments.

AYES: 6 Trustees Bharadwaj, Marx, Riley, Spacone, Sugrue, Weider.

NAYS: 0

ABSENT: 0

MOTION CARRIED. VOICE VOTE.

Public Meeting opened at 7.22pm

PUBLIC COMMENT

The Public Comments referring to Breezewald Park, prior to the Public Hearing, were submitted at this time on the advise of Atty. Uhler and the explanation of Village Manager Keller on the allocated funds for Breezewald Park.

Recommended Action #2: A motion to close the Public Hearing, was made by Trustee Spacone, seconded by Trustee Sugrue, on the Fiscal Year 2026 Village Budget.

AYES: 6 Trustees Bharadwaj, Marx, Riley, Spacone, Sugrue, Weider.

NAYS: 0

ABSENT: 0

MOTION CARRIED. VOICE VOTE.

Public Meeting closed at 7.26pm.

7. CONSENT AGENDA

A. Approval of Minutes from the Village Board Meeting of November 17, 2025

B. Approval of Semi-Monthly Warrant Register Dated December 1, 2025, Totaling \$3,285,197.82

C. Annual Village of Lake Zurich Meeting Schedule for 2026

Summary: Each year the Village Board approves the annual schedule of meetings for the following calendar year. Upon approval, the schedule for Lake Zurich public bodies and advisory commissions will be published accordingly to fulfil the State of Illinois Open Meetings Act requirements.

D. Agreement with Emcee Building Services for Janitorial Services in the Amount Not-to-Exceed \$145,141.08

Summary: The current janitorial services contract approved by the Village Board in February 2023 expires on December 31, 2025. Emcee Building Services has provided quality services to Village owned buildings throughout their contract. The current contract has a set annual cost with no provisions to increase and includes a provision for three one-year renewals with a maximum 2% increase each year. Staff recommends approving the Janitorial Services

Village of Lake Zurich Board of Trustees Regular Meeting. Monday December 1st, 2025. 3

Contract renewal with Emcee Building Services for 2026 in the amount not-to-exceed \$145,141.08.

E. Agreement with Municipal GIS Partners (MGP) for the 2026 GIS Consortium Service Provider Contract Renewal in the Amount Not-to-Exceed \$124,705.44

Summary: In 2024, the Village Board approved the membership agreement for the Village to become a member of the Geographic Information System Consortium (GISCO). The Village joined the Consortium to benefit from their expertise and resources, avoiding the duplication of effort and sharing staffing support and resource management.

Each GISC member must enter into an updated annual agreement with Municipal GIS Partners (MGP) to provide the staffing hours needed to manage, develop, operate, and maintain the Village's GIS. The agreement with MGP for 2026 includes a 3.75% service cost increase for a total of \$124,705.44. Staff recommends approval of an agreement with Municipal GIS Partners for the 2026 GIS Consortium Service Provider Contract in the amount of \$124,705.44.

F. Agreement with Currie Motors for Purchase of Two 2026 Ford Police Interceptor Utility Vehicles in the Amount Not-to-Exceed \$128,000

Summary: The FY 2026 budget includes \$128,000 to replace and equip two police vehicles. Two vehicles scheduled to be replaced have met the replacement criteria and planned for replacement in the Community Investment Plan. The proposed replacement vehicles will be 2026 Ford Police Interceptor Utility vehicles, which have been purchased in the past and have performed well for the Village.

Staff recommends approval of the purchase of two 2026 Ford Police Interceptor Utility vehicles in the amount of \$93,040 from Currie Motors under the Suburban Purchasing Cooperative Contract #204, with the total purchase in the amount not-to-exceed \$128,000.

G. Agreement with BS&A Software for Cloud Hosting Contract in the Amount Not-to-Exceed \$120,265

Summary: The Village has been using BS&A Enterprise Resource Planning (ERP) Software since 2018 throughout all Village departments for on-premises software applications. In the past three years, BS&A software has moved its core software platform to the cloud, replacing its old on-premises solutions with a Software-as-a-Service (SaaS) model called BS&A Cloud. This platform offers improved scalability, security, and remote access to manage operations across all modules.

The proposed contract move to Cloud includes the following one-time and annual fees: upgrade to existing modules (annual fee) \$59,755; Cloud new purchase (annual fee) \$4,405; data conversion and database setup \$5,290; implementation and training \$50,815. Staff recommends the approval of an agreement with BS&A Software of Bath, MI in the amount not-to-exceed \$120,265 inclusive of annual fees with BS&A Cloud.

Trustee Bharadwaj requested a reread of the monetary amounts for Agenda Item 7D and E.

Trustee Spacone had a question for Police Chief Husak on Agenda Item 7F.

Village of Lake Zurich Board of Trustees Regular Meeting. Monday December 1st, 2025. 4

Recommended Action: A motion to accept the Consent Agenda as presented was made by Trustee Weider, seconded by Trustee Marx.

AYES: 6 Trustees Bharadwaj, Marx, Riley, Spacone, Sugrue, Weider.

NAYS: 0

ABSENT: 0

MOTION CARRIED.

8. NEW BUSINESS

A. Ordinance Adopting the Annual Budget of the Village of Lake Zurich for All Corporate Purposes for the Fiscal Year Commencing January 1, 2026 and Ending December 31, 2026 ORD.#2025-12-640

Summary: The proposed Fiscal Year 2026 budget is presented as a balanced operational plan, totaling \$90.2 million across all funds, to allocate the Village's financial resources toward its priorities and commitments over the next year. The proposed budget authorizes \$55.3 million for operations and \$21.8 million for capital outlays across all funds. The budget includes \$5.5 million in funding for road improvements, \$6.8 million in land and building capital projects, and \$6.3 million in water and sewer infrastructure.

The General Fund is the Village's main operating fund and accounts for the major revenues and expenditures associated with the Village's operations. Both the revenues and expenditures for FY 2026 total \$38.8 million, with a projected surplus of \$371 for the year. The proposed Water/Sewer Enterprise Fund expenses total \$23.6 million, with a projected deficit of \$8.3 million for the year. This anticipated deficit is primarily due to Lake Michigan-related expenses that were budgeted in FY 2025 but carried over into the next year. The water/sewer fund maintains a healthy fund balance to support the operation of the current system and infrastructure as the Village transitions toward Lake Michigan as its future water supply.

Staff recommends approval of the proposed FY 2026 Annual Budget.

Finance Dir. Kruse presented the Budget, Village Manager Keller stated that funds have been accumulated in the past for upcoming large projects, including the move to Lake Michigan water.

Recommended Action: A motion was made by Trustee Weider, seconded by Trustee Spacone, to approved Ordinance #2025-12-640 Adopting the Annual Budget of the Village of Lake Zurich for All Corporate Purposes for the Fiscal Year Commencing January 1, 2026 and ending December 31, 2026.

AYES: 6 Trustees Bharadwaj, Marx, Riley, Spacone, Sugrue, Weider.

NAYS: 0

ABSENT: 0

MOTION CARRIED.

B. Ordinance Amending Title 13 "Comprehensive Fee Schedule" of the Village of Lake Zurich Municipal Code to Amend Fees Related to the Costs of Municipal Services ORD. #2025-12-641

Summary: In 2018, Title 13 was added to the Lake Zurich Village Code as a Comprehensive Fee Schedule to provide a single convenient location for a list of all fees and fines that have been codified into the Village Code over several decades. The amended schedule will update certain fees and fines for public ways and property, building regulations, and land development fees. The new fees will take effect January 1, 2026.

Village of Lake Zurich Board of Trustees Regular Meeting. Monday December 1st, 2025. 5

Recommended Action: A motion was made by Trustee Marx, seconded by Trustee Sugrue, to approved Ordinance #2025-12-641 Amending Title 13 "Comprehensive Fee Schedule" of the Village of Lake Zurich Municipal Code to Amend Fees Related to the Costs of Municipal Services.

AYES: 6 Trustees Bharadwaj, Marx, Riley, Spacone, Sugrue, Weider.

NAYS: 0

ABSENT: 0

MOTION CARRIED.

9. TRUSTEE REPORTS

Trustee Riley thanked Public Works Dir. Brown and his staff for their snow removal in the recent storm.

10. VILLAGE STAFF REPORTS

Village Manager Keller reminded residents of the upcoming Miracle on Main event on Saturday December 6th, 2025

11. EXECUTIVE SESSION called for the purpose of: 5 ILCS 120 / 2 (c)(11): Pending or Imminent Litigation.

Motion was made by Trustee Riley, seconded by Trustee Marx, to adjourn the Open Meeting and adjourn to Executive Session called for the purpose of: 5 ILCS 120 / 2 (c)(11) Pending or Imminent Litigation.

AYES: 6 Trustees Bharadwaj, Marx, Riley, Spacone, Sugrue, Weider.

NAYS: 0

ABSENT: 0

MOTION CARRIED.

Open meeting adjourned at 7.40pm.

12. ADJOURNMENT

The Open Meeting and Executive Session adjourned at 8.13pm

Respectfully submitted:

Kathleen Johnson, Village Clerk.

Approved by:

Mayor Thomas M. Poynton

Date.



At the Heart of Community

FINANCE DEPARTMENT

70 East Main Street
Lake Zurich, Illinois 60047

(847) 438-5141
LakeZurich.org

December 30, 2025

The warrant report for the January 5, 2026 Village Board meeting totals \$2,485,242.21.
Details of the report is available upon request.

Sincerely,

/s/ Rita Kruse
Finance Director/Treasurer



At the Heart of Community

PUBLIC WORKS DEPARTMENT

505 Telser Road
Lake Zurich, Illinois 60047

(847) 540-1696
Fax (847) 726-2182
LakeZurich.org

MEMORANDUM

Date: December 1, 2026
To: Ray Keller, Village Manager
From: Michael J. Brown, Director of Public Works
Subject: 2026 Liquid Deicer Sole Source Expenditure

AGENDA ITEM
6C

Issue: The FY 2026 budget allocates \$36,000 for liquid deicer within the Non-Home Rule Sales Tax Fund. This allocation reflects cost increases driven by market pricing adjustments, rising fuel expenses, and logistical challenges, all of which exceeded initial staff projections.

Background: The Public Works team has incorporated liquid de-icing materials into winter operations to reduce material costs, lower labor demands, and mitigate the environmental impacts associated with traditional rock salt application. Staff has thoroughly evaluated multiple liquid de-icing products to ensure optimal performance for winter roadway safety.

Over recent winter seasons, Public Works tested several regionally available products. Based on operational feedback, observational data, and performance analytics, staff determined that “Beet Heet,” produced by K-Tech Specialty Coatings Inc., best meets the Village’s needs.

“Beet Heet” is exclusively manufactured by K-Tech and is uniquely formulated to combine four chlorides; calcium, magnesium, sodium, and potassium for enhanced ice-melting capability. It also incorporates four carbohydrates, sucrose, glucose, fructose, and raffinose which are derived from refined sugar beet molasses. These organic components improve residual effectiveness, reduce corrosion, and accelerate ice melting, providing a more environmentally responsible and operationally efficient solution than conventional alternatives.

Analysis: K-Tech Specialty Coatings’ “Beet Heet” provides several advantages that support this sole-source recommendation:

- **Product Uniqueness:** “Beet Heet” incorporates a proprietary blend formulated for superior ice-melting performance at low temperatures while offering measurable environmental benefits not found in other commercially available products.

- **Compatibility with Existing Equipment:** The product is fully compatible with the Village's current liquid application system, avoiding the need for equipment modifications or additional capital investment.
- **Proven Performance:** Field testing and prior deployment have confirmed its effectiveness in improving roadway conditions, reducing salt usage, and limiting environmental impacts.
- **Reliable Delivery:** K-Tech has demonstrated dependable logistics and supply capabilities, ensuring consistent availability during peak winter demand and minimizing operational disruptions.
- **Cost Efficiency:** While unit pricing is similar to that of alternative products, the operational efficiencies realized, including reduced application rates, less staff time, and fewer reapplications provide long-term cost savings for the Village.

Recommendation: Approve the sole-source expenditure for the purchase of "Beet Heet" liquid deicer from K-Tech Specialty Coatings Inc. in an amount not to exceed \$36,000.00 for FY 2026.

W/Attachments: Beet Heet Specification Sheets

BEET HEET®

THE RED HOT GREEN DEICER

Brought to you by



A Klink Group Company www.klinkgroup.com and sole developer, manufacturer and distributor of BEET HEET®, the best performing deicer in North America.

BEET HEET®

users have won the national APWA
Excellence in Snow & Ice Control
Award 4 out of the last 6 years!



BEET HEET®
Concentrate Is
99% Biodegradable
"Readily" Biodegradable in 8 days!



Recognized for
Safer Chemistry
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BEET HEET® is protected and licensed under U.S. Patent No. 6,582,622 and related patents owned by Sears Ecological Applications Co., LLC.



In our pursuit of EXCELLENCE we want to thank



Pacific Northwest Snowfighters

**U.S. Environmental Protection Agency (EPA)
Design for the Environment (DfE) Program**



ANALYTICAL LABORATORIES, INC.

Fibertec environmental services

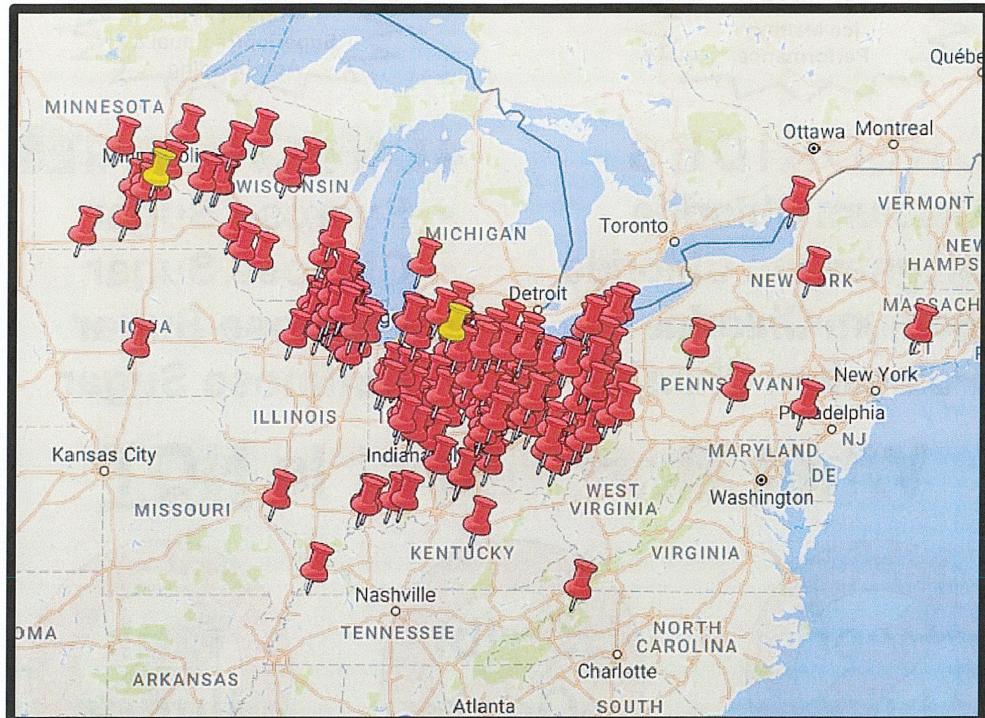
SiTU Biosciences, LLC

Forensic Dynamics, Inc.



BEET HEET®

THE RED HOT GREEN DEICER



Hundreds of agencies in 10 states have transitioned away from 32% CaCl₂, "beet juice" and various "super-mix" deicers in favor of **BEET HEET**. In fact, 4 of the last 6 National APWA Excellence In Snow & Ice Control Award winners use **BEET HEET**. What do these award winning agencies see in **BEET HEET**? Please read on.

WHAT IS

BEET HEET®



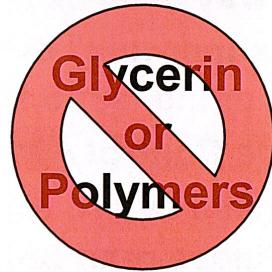
4 CHLORIDES

- Calcium Chloride
- Magnesium Chloride
- Sodium Chloride
- Potassium Chloride

4 CARBOHYDRATES

- Sucrose Sugar
- Glucose Sugar
- Fructose Sugar
- Raffinose Sugar

What ***BEET HEET***® is NOT





The Importance of Sugar

BH (BEET HEET® Concentrate) contains significantly more sugar than any organic/chloride deicer in North America. When it comes to enhancing the deicing and anti-icing performance of rock salt and sodium chloride brine, the benefits of adding sugar are far reaching and significantly more important than many snowfighters realize. Here are several performance enhancing benefits that the sugars in BH provide when BH is added to rock salt and brine in meaningful levels.

1. The sugars in BH suppress the freeze point of rock salt and brine.
2. The sugars in BH lower the effective working temperature of rock salt and brine.
3. The sugars in BH increase the ice melt capacity of rock salt and brine.
4. The sugars in BH significantly reduce the corrosion value of rock salt and brine.
5. The sugars in BH act as cryoprotectants. Cryoprotectants significantly slow down the rate at which melted snow and ice refreeze. This is a huge benefit because most roadway surfaces deicers are applied to are crowned. Significantly slowing down the rate of refreeze allows the melted snow and ice to run off the road surface before it refreezes.
6. Cryoprotectants also inhibit the formation of ice crystals. Deicers and anti-icers containing sugar at meaningful levels are significantly more effective at preventing frost and ice formations.
7. The sugars in BH significantly strengthen and extend the anti-bonding characteristics of rock salt and NaCl brine. This is huge considering the costs of removing bonded precipitation verses removing un-bonded precipitation.
8. The sugars in BH significantly strengthen and extend the residual effect of rock salt and NaCl brine. In fact, just the leftover residue from BH treated rock salt acts as an effective anti-icer at the next snow event.
9. The sugars in BH act as a tackifier. Pre-wetting rock salt with a heavy, sticky tackifier reduces bounce and scatter loss far more than pre-wetting agents containing little to no sugar. When it comes to anti-icing, the longer an anti-icer is held in the target area, the more ice it will melt in the target area. Anti-icers with little to no sugar quickly dilute out and are washed away, or they dry up and blow away.
10. The dark sugars in BH darken rock salt and brine which increases their ability to absorb heat in the form of solar radiation. If they absorb heat, they're also emitting heat, which significantly improves their ice melting capacity. Even on cloudy days about 50% of the sun's radiation reaches the earth's surface. Clear deicers like 32% CaCl₂, 23.3% NaCl brine and deicers containing corn syrup do not have this transforming ability.



beet juice vs. BEET HEET®

DE-SUGARED 55% Solids Beet Juice

- Consistency - Very Inconsistent (Easily verified by laboratory testing)
- Total Sugar Content 18.3% (Average)
- Total Chloride Content 0.6% (Average)
- Total Active Ingredient Content <18.9% (Average) **(48% less vs. BH)**
- Price Per each 1% of Active Ingredient = \$0.074 **(94% higher vs. BH)**
- Breathtaking Odor.
- Prone to Bacterial Growth **(Sugar eating bacteria reduces sugar content)**
- Plugging Issues (Tank sludge and plugging issues widely reported)
- Promoted as "non-chloride" deicer but can't melt ice without adding chloride! Once activated with chloride, beet juice is a chloride deicer.
- At 5 gal. per ton, beet juice treated salt melts about 22.4% less ice than BHC at 25°F.

BH (BEET HEET® Concentrate)

- Absolutely NO "beet juice" added
- Contains processed beet molasses. (No sludge or plugging issues)
- Consistency - Very Consistent (molasses is not a waste-stream product)
- Total Sugar Content >15.1%
- Total Chloride Content >21.4% (Over 35 times more vs. beet juice)
- Total Active Ingredient Content >36.5% **(93% more vs. beet juice)**
- Price Per 1% of Active Ingredient = \$0.038 **(48% lower vs. beet juice)**
- Odor – Coffee, Syrup or Chocolate (sweet compared to beet juice)
- Bacteria can't survive in BHC (no loss of sugar either)
- No Plugging or Tank Sludging Issues (none reported)
- Stand Alone Ice Melter (no time and effort of mixing with chloride required)
- At 5 gal. per ton, BH treated salt melts about 28.8% more ice than beet juice at 25°F.

Conclusion

Beet juice costs 94% more than BH when considering price per each 1% of active ingredient! Because beet juice contains 48% less active ingredient than BH, beet juice treated salt melts about 22.4% less ice than BH treated salt at 25°F. Therefore, beet juice users must use about 28.8% more salt to melt the same amount of ice as BH treated salt. This means that **beet juice users are discharging much more chloride into their local environment than necessary.**

They're also spending much more on rock salt than necessary. Transitioning to BH would allow current beet juice users to reduce their salt application rates by about 22.4% and still melt the same amount of ice as beet juice treated salt. **Transitioning to BH would also decrease beet juice user's chloride emissions and salt costs by about 22.4%.**

BEET HEET®

beet juice vs. BEET HEET®

BEET HEET® Concentrate Specifications/Properties		55% Solids "beet juice" Specifications/Properties	
Appearance	Brown	Appearance	Brown
Specific Gravity	1.31 +/- 0.015	Specific Gravity	1.27 +/- .02
Freeze Point	-23.8°F	Freeze Point	-15°F to -30°F
pH	8.0 +/- 1.0	pH	7.4 +/- .5
Water Miscibility	Complete	Water Miscibility	Complete
Weight/Gallon lbs.	10.75 +/- .10	Weight/Gallon	10.5 +/- .2
Solids Content by weight	51%	Solids Content by weight	55%
Non-Exothermic (NaCl, KCl)		Non-Exothermic (NaCl, KCl)	
Chloride Content by weight	>6.4%	Chloride Content by weight	0.6% (Average)
Exothermic (CaCl ₂)		Exothermic (CaCl ₂ , MgCl ₂)	0.0% (Average)
Chloride Content by weight	>15.0%	Chloride Content by weight	18.3% (Average)
Sugar Content by weight	>15.1%	Sugar Content by weight	18.9% (Average)
Active Ingredient Content by wt.	>36.5%	Active Ingredient Content by wt.	18.9% (Average)
Ingredient Consistency	Very Consistent	Ingredient Consistency	Very Inconsistent
Fallout	No	Fallout	Yes
Plugging	No	Plugging	Yes
Bacterial Growth	No	Bacterial Growth	Yes
Odor	Coffee - Syrup	Odor	Offensive
Tank Sludge	No	Tank Sludge	Yes
Stand alone ice melter	Yes	Stand alone ice melter	No
Ice Melting Performance		Ice Melting Performance	
BEET HEET treated salt @ 5 gal/ton		Beet juice treated salt @ 5 gal/ton	
@ 25°F	>28% greater	@ 25°F	>22% less
@ 15°F	>38% greater	@ 15°F	>27% less
Cost per 1% of active ingredient		Cost per 1% of active ingredient	
@ \$1.40 per gallon	\$0.038	@ \$1.40 per gallon	\$0.074

Simple Logic

Much more active ingredient equals much better performance. Much better performance equals much bigger savings. Considering BEET HEET® is less money to begin with, this decision

is a no brainer!



32% CaCl₂ vs. BEET HEET®

32% CaCl₂ (Calcium Chloride)

- Total Sugar Content 0.0%
- Total Chloride Content 32.0%
- Total Active Ingredient Content 32% (**12.3% less vs. BH**)
- PNS Corrosion Value = 121 (**717.5% more corrosive than BH**)
- At 7 gal/ton, 32% CaCl₂ treated salt melts about 27.5% less ice than BH at 25°F.
- **32% CaCl₂ cannot darken rock salt or brine like BH does!** The darker rock salt and brine are, the more solar radiation (heat) they absorb. If they are absorbing heat, they are emitting heat as well.

BH (BEET HEET® Concentrate)

- Total Sugar Content >15.1%
- Total Chloride Content >21.4%
- Total Active Ingredient Content >36.5% (**14.0% more vs. 32% CaCl₂**)
- PNS Corrosion Value = 14.8 (**87.7% less corrosive than 32% CaCl₂**)
- At 5 gal. per ton, BH treated salt melts about 38.1% more ice than 32% CaCl₂ treated salt at 25°F.
- BH darkens rock salt and brine, **transforming them into solar radiation absorbers and heat emitters.** At 27°F, BH treated rock salt can be as much as 5°F warmer than white rock salt. A 50/50 blend of BH and 23.3% NaCl brine can be as much as 10°F warmer than a clear chloride solution.

Conclusion

Because 32% CaCl₂ contains 12.3% less active ingredient than BH and does not contain any sugar, 32% CaCl₂ treated salt melts about 27.5% less ice than BH treated salt at 25°F. Therefore, 32% CaCl₂ users must use about 38.1% more salt to melt the same amount of ice as BH treated salt. This means that **32% CaCl₂ users are discharging about 38.1% more chloride into their local environment than necessary.** They're also spending about 38.1% more on rock salt than necessary.

Transitioning to BH would allow current 32% CaCl₂ users to reduce their salt application rates by about 27.5% and still melt the same amount of ice as 32% CaCl₂ treated salt. They would also be reducing their **chloride emissions and rock salt costs by about 27.5%.**

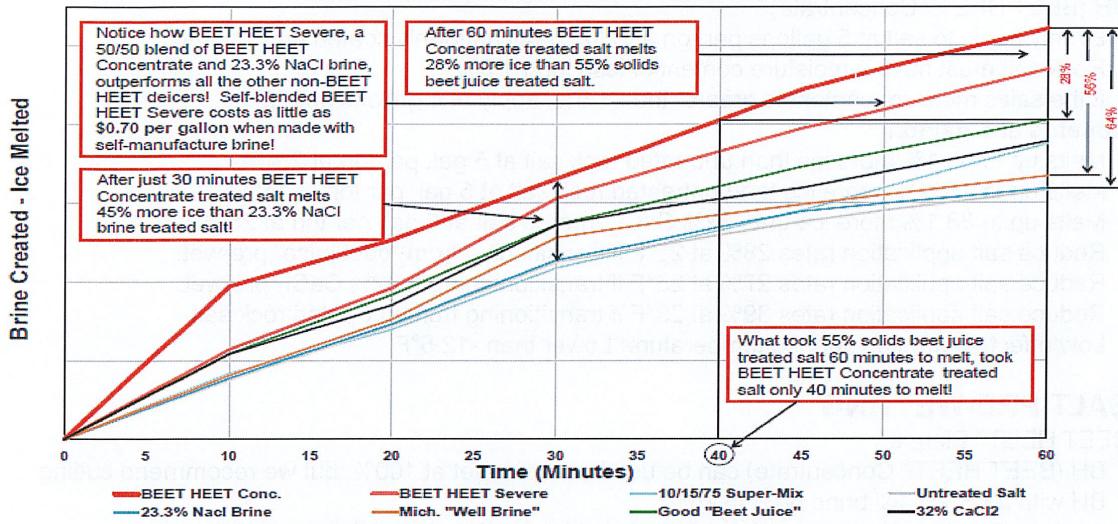
Because 32% CaCl₂ does not contain dark sugar like BH, (See page 4 of this booklet) it has no ability to transform rock salt or brine into radiation absorbers and heat emitters. This, along with a 27.5% lower ice melt capacity makes it **impossible for 32% CaCl₂ to outperform BH in the laboratory or in the field.** Couple these performance shortcomings with the fact that 32% CaCl₂ is over 700% more corrosive than BH, it's very difficult to justify the use of 32% CaCl₂ over BH.

BEET HEET®

PERFORMANCE

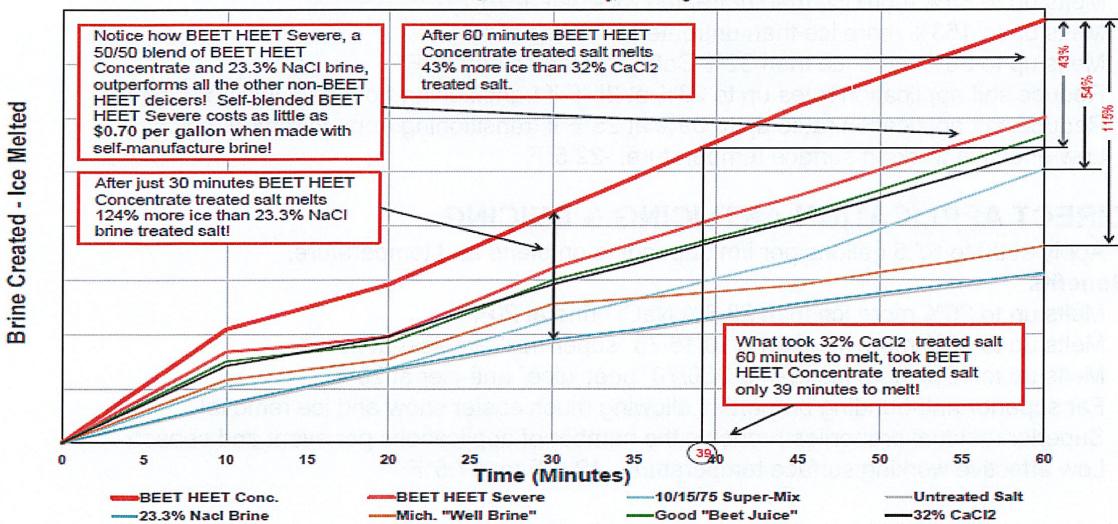
Treated Salt Ice Melt Capacity Test Results @ 25°F Modified SHRP 205.1 Ice Melt Capacity Solids

Advanced Laboratories, Inc. Salt Lake City, UT - Margin of Error 3.6%



Treated Salt Ice Melt Capacity Test Results @ 15°F Modified SHRP 205.1 Ice Melt Capacity Solids

Advanced Laboratories, Inc. Salt Lake City, UT - Margin of Error 3.6%



BEET HEET®

PERFORMANCE

SALT STOCKPILE TREATMENT

BH (BEET HEET® Concentrate)

- Evenly apply to salt at 5 gallons per ton and turn until uniformly coated and colored.
- Rock salt must have a moisture content of less than 1.5%
- If the salt's moisture content is greater than 1.5%, apply at 4 gallons per ton

Benefits at 5 gal/ton

- Melts up to 65.1% more ice than untreated rock salt at 5 gal. per ton at 25°F*
- Melts up to 153.2% more ice than untreated rock salt at 5 gal. per ton at 15°F*
- Melts up to 38.1% more ice than 32% CaCl_2 treated salt at 5 gal. per ton at 25°F*
- Reduce salt application rates 28% at 25°F if transitioning from "beet juice" pre-wet.
- Reduce salt application rates 27% at 25°F if transitioning from 32% CaCl_2 pre-wet.
- Reduce salt application rates 39% at 25°F if transitioning from untreated rock salt.
- Low effective working surface temperature, Lower than -12.5°F

SALT PRE-WETTING

BEET HEET® Blends

- BH (BEET HEET® Concentrate) can be used as a pre-wet at 100%, but we recommend cutting BH with 23.3% NaCl brine 50% to 75%.
- Apply at 5 to 20 gallons per ton depending on blend ratio and incoming weather.

Benefits

- Melts up to 65% more ice than untreated rock salt at 25°F*
- Melts up to 153% more ice than untreated rock salt at 15°F*
- Melts up to 38% more ice than 32% CaCl_2 treated salt at 25°F*
- Reduce salt application rates up to 28% at 25°F if transitioning from beet juice pre-wet
- Reduce salt application rates up to 39% at 25°F if transitioning from untreated rock salt
- Low effective working surface temperature, -22.5°F

DIRECT APPLICATION ANTI-ICING & DEICING

- Apply at 20 to 57.5 gallons per l/m depending on blend and temperature.

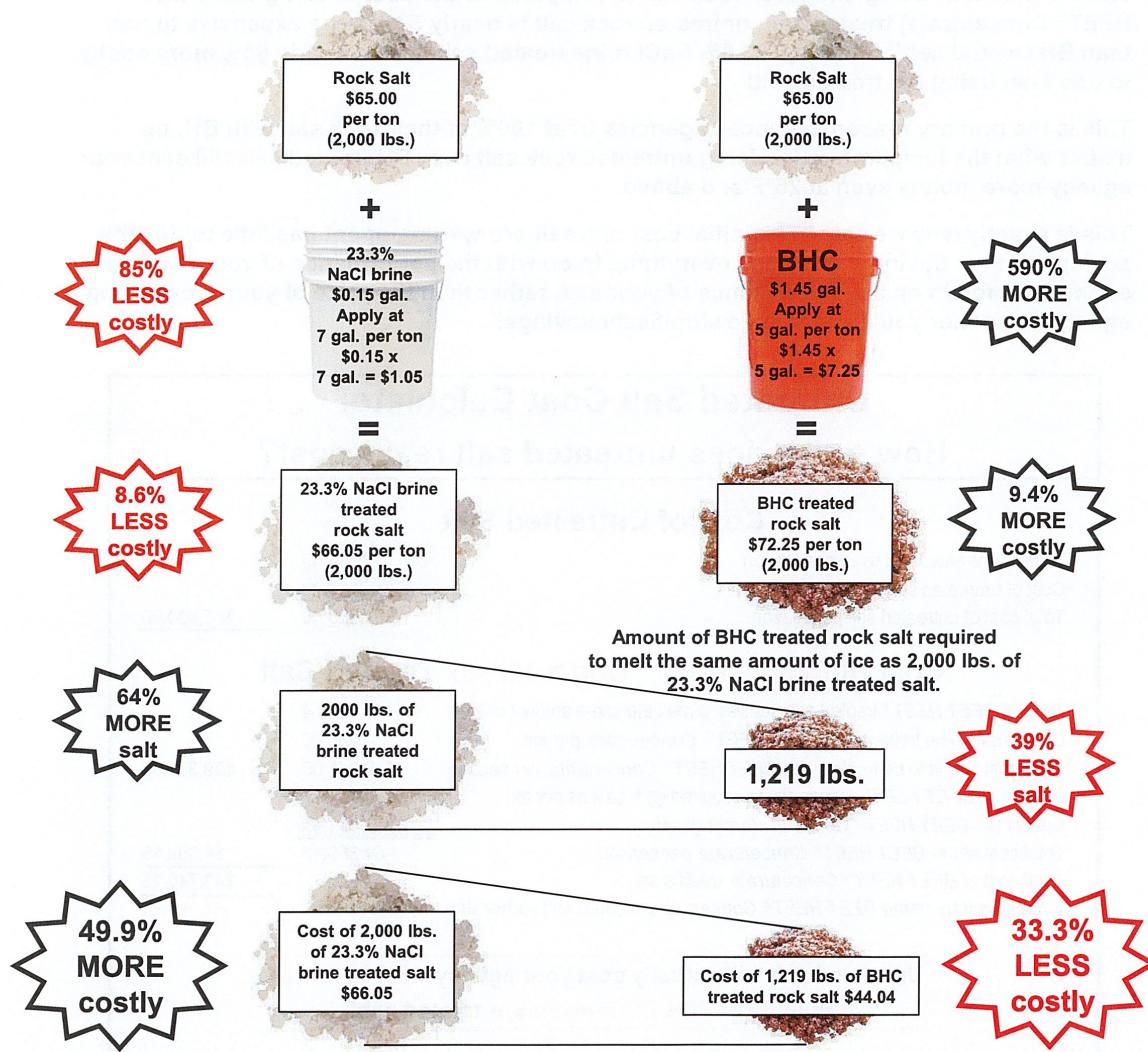
Benefits

- Melts up to 26% more ice than 23.3% NaCl brine at 20°F*
- Melts up to 19% more ice than a 10/15/75 "super-mix" anti-icer at 20°F*
- Melts up to 16% more ice than a S30/70 "beet juice" anti-icer at 20°F*
- Far superior anti-bonding properties allowing much easier snow and ice removal
- Superior residual properties reducing the number of applications per event and season
- Low effective working surface temperature, -12.5°F to -17.5°F

BEET HEET®

Brine treated rock salt is nearly 50% more costly to use than BEET HEET® treated salt!

23.3% NaCl Brine vs. BHC BEET HEET® Concentrate



BEET HEET®

Untreated rock salt is nearly 50% more costly to use than BEET HEET® treated salt!

Untreated rock salt is far and away the most expensive salt any agency could possibly use! When the cost of using untreated rock salt is compared to the cost of using BH (BEET HEET® Concentrate) treated salt, untreated rock salt is nearly 50% more expensive to use than BH treated salt! Similarly, 23.3% NaCl brine treated salt is also nearly 50% more costly to use than using BH treated salt!

This is the primary reason advanced agencies treat 100% of their rock salt with BH, no matter what the temperature is. Using untreated rock salt over BH treated salt will cost your agency more money even at 25°F and above.

This is exactly why we say: "The initial cost of a salt pre-wetting agent has little to do with saving money! Saving money has everything to do with the performance of your salt!" The sooner you focus on the performance of your salt, rather than the price of your pre-wetting agent, the sooner you'll experience significant savings!

Untreated Salt Cost Calculator

How much does untreated salt really cost?

Cost of Untreated Salt

Tons of untreated salt used per season	1,000
Cost of untreated salt per ton	\$65.00
Total cost of untreated salt per season	<u>\$65,000.00</u>

Cost of BEET HEET® Concentrate Treated Salt

Tons of BEET HEET® treated salt needed to melt the same amount of ice	605.4
Cost of salt to be treated with BEET HEET® Concentrate per ton	\$65.00
Total cost of salt to be treated with BEET HEET® Concentrate per season	\$39,351.00
Gallons of BEET HEET® Concentrate required @ 5 gallons per ton	3,027
Cost of the BEET HEET® Concentrate per gallon	\$1.45
Total cost of the BEET HEET® Concentrate per season	\$4,389.15
Total cost of BEET HEET® Concentrate treated salt	<u>\$43,740.15</u>
Total saved by using BEET HEET® Concentrate treated salt rather than untreated salt	\$21,259.85

Untreated salt will actually cost your agency **48.6% more** than BEET HEET® Concentrate treated salt!

BEET HEET®

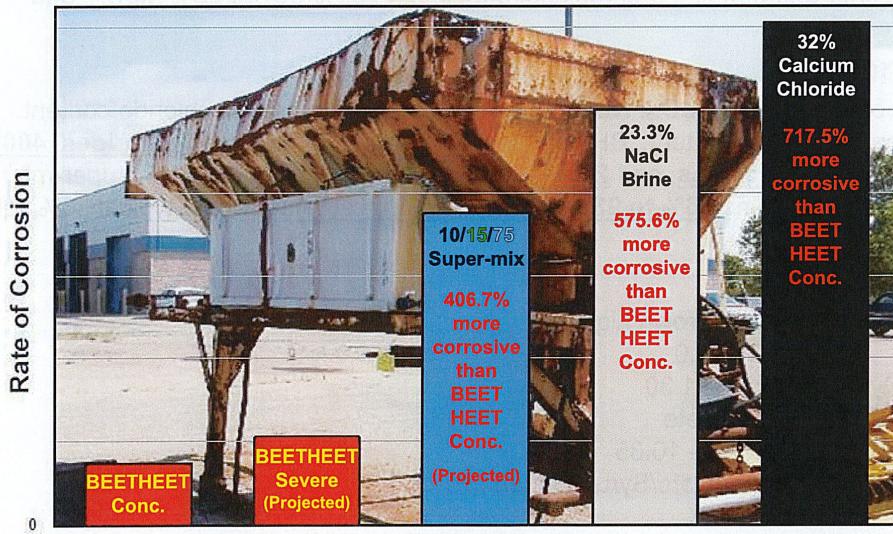
CORROSION DATA

How does BH (BEET HEET® Concentrate) compare to other popular deicers when it comes to corrosion value?

- 32% calcium chloride is more than 700% more corrosive than BH.
- 23.3% sodium chloride brine is 575% more corrosive than BH.
- A typical “super-mix” deicer containing 10% 32% CaCl₂, 15% beet juice and 75% 23.3% NaCl, is **400% more corrosive** than BH.
- Deicers containing beet juice and 23.3% NaCl brine are significantly more corrosive than BH and they don’t even contain performance enhancing exothermic chlorides.

K-Tech uses all natural sugars to reduce BH’s corrosion rate. Many, if not all, deicers claiming similar corrosion rates contain added chemicals to reduce corrosion values because they do not contain enough sugar to reduce corrosion values much. BH contains no added corrosion inhibiting chemicals, just all natural sugar.

NACE Standard TM0169-95 as modified by the
Pacific Northwest Snowfighters
Relative Corrosion





TECHNICAL DATA SHEET

DESCRIPTION

BH (BEET HEET® Concentrate) is an organic based, corrosion inhibited, liquid deicer containing a highly refined carbohydrate concentrate, two exothermic chlorides and two non-exothermic chlorides. BH is a ready-to-use salt pre-wetting agent, and can also be blended with low cost 23.3% NaCl brine to create a lower cost, high performance, salt pre-wetting agent or direct application deicer/anti-icer.

ENVIRONMENT

BH and BEET HEET® Severe have passed the rigorous testing standards of the Pacific Northwest Snowfighters and are listed on the **PNS Qualified Products List**. BH is **99% biodegradable**, and achieves the "**readily biodegradable**" criteria by day 8. The USEPA has screened the ingredients in BH and BEET HEET® Severe and has authorized both products to carry the **USEPA Designed for the Environment label**. No other salt pre-wetting agent in North America can **reduce chloride emissions** as much as BH and BEET HEET® Severe.

PERFORMANCE

BH and BEET HEET® Severe have greater ice melting capacities than 32% CaCl₂, 28% MgCl₂, and "beet juice" deicers, at all temperature ranges. BH and BEET HEET® Severe provide far superior anti-bonding and residual effects than 32% CaCl₂, 28% MgCl₂, and 23.3% NaCl deicers.

COMPOSITION

Highly refined carbohydrate, CaCl₂, KCl and NaCl. >51% solids. <32% chloride content. >15.1% total carbohydrate content. BH contains **375% more exothermic chlorides, 400% to 1062% more carbohydrates, and 20% less water** than a typical 10/15/75 "super-mix" anti-icer/deicer. BH contains **36% to 93% more active ingredients** than a typical 55% solids "beet juice" deicer.

TYPICAL PROPERTIES

Appearance	Dark Brown Liquid
pH	6.0 – 8.0
Specific Gravity	1.28 – 1.30
Water Miscibility	Complete
Lbs. Per Gallon	10.65 – 10.85
Odor	Chocolate/Syrup/Coffee

BEET HEET®
THE RED HOT GREEN DEICER

Your options

Self-cut Concentrate

14

Best Ice Melter Period!

Lowest Priced Concentrate Available!

BEET HEET® CONCENTRATE with **3 Chlorides** & **3 Carbohydrates** = \$1.14 per gal

BEET HEET® CONCENTRATE cut 1:1 with your brine to make **BEET HEET® SEVERE**

BEET HEET® CONCENTRATE cut 2:3 with your brine to make **BEET HEET® MODERATE**

BEET HEET® CONCENTRATE cut 1:2 with your brine to make **BEET HEET® TYPICAL**

Self-Blended “Super-Blends”

Costing examples with self-manufactured NaCl brine at \$0.16 per gallon

BEET HEET® SEVERE = 50% **CONCENTRATE** + 50% **NaCl** = \$0.65 per gal

BEET HEET® MODERATE = 40% **CONCENTRATE** + 60% **NaCl** = \$0.55 per gal

BEET HEET® TYPICAL = 33% **CONCENTRATE** + 67% **NaCl** = \$0.49 per gal

PRICES DO NOT INCLUDE FREIGHT

Notes



Denver Preston
P.O. Box 428, 111 W. Garfield St.
Ashley, IN 46705
Office 1-260-587-3888
Cell/Text 1-260-585-0332
dpreston@ktechcoatings.com
www.ktechcoatings.com
YouTube: ktechcoatings

The data and information presented herein are based upon tests, research and reports which are considered to be reliable and accurate. The data and information are presented without warranty, guarantee or liability on our part, and are presented to the customer for his or her own consideration, investigation and verification. Because of numerous factors affecting test results, seller makes no warranty of any kind, express or implied, other than the product conforms to its applicable current standard specifications.

* Advanced Laboratories, Inc. Salt Lake City, Utah



At the Heart of Community

PUBLIC WORKS DEPARTMENT

505 Telser Road
Lake Zurich, Illinois 60047

(847) 540-1696
Fax (847) 726-2182
LakeZurich.org

MEMORANDUM

Date: December 19, 2025
To: Ray Keller, Village Manager
From: Steve Schmitt, Utilities Superintendent
Copy: Michael J. Brown, Public Works Director
Subject: Purchase of Bulk Water Conditioning Salt

AGENDA ITEM
6d

Issue: The Village's contract with Midwest Salt for bulk water conditioning salt expires on December 31, 2025. The 2025 contract price is \$126.00 per ton, for controlled dump or pneumatic delivered. Water conditioning salt, purchased in bulk, is used during the regeneration process of the Ion Exchange filter resin at the Village's five water treatment plants. Four of our water treatment plants require a controlled dump delivery method and one requires the pneumatic delivery method.

Analysis: As in years past, staff solicited the bulk water conditioning salt suppliers in the area. Listed below are bid unit prices per ton effective January 1, 2026 to December 31, 2026.

1. **Midwest Salt** - \$135.00 per ton (Solar or Rock Salt), controlled dump or pneumatic delivered.
2. **Compass Minerals** - \$140.00 per ton (Rock Salt), controlled dump or pneumatic delivered.
3. **Cargill Salt** - \$213.00 per ton (Solar Salt), controlled dump or pneumatic delivered.
4. **Morton Salt** - \$215.62 per ton (Bulk White Crystal Southern Rock Salt), controlled dump delivery and \$226.39 per ton (Sorted Rock Salt), pneumatic delivered.
5. **U.S. Salt** - Declined to bid (no response to solicitation).

Based on past water production trends, the total estimated amount of salt needed for the Village's five Ion Exchange Water Treatment Plants between January 1, 2026 and December 31, 2026 is 1100 to 1300 tons.

The FY 2026 budget includes \$170,000 for this commodity purchase.

Village Strategic Plan: This agenda item is consistent with the following Goals and Objectives of the Strategic Plan.

- *Infrastructure: Ensure a sustainable, healthy and economical water source for current and future Lake Zurich residents.*

Recommendation: Approve the unit price quote from Midwest Salt of \$135.00 per ton, controlled dump or pneumatic delivered, for the period effective January 1, 2026 to December 31, 2026.

W/Attachments:

Midwest Salt Quote #2133725000123872024 (1 page)
Compass Minerals Quote dated 12/11/25 (2 pages)
Cargill Salt Quote (received via email 12/16/25) (3 pages)
Morton Salt Quote (dated 12/11/25) (3 pages)



1300 W. Washington St.
West Chicago, IL 60185
Phone: 630-513-7575 - Fax: 630-513-8546
www.MidwestSalt.com

Quote

Valid Till: 2/28/26

Quote Number: 2133725000123872024

BILL TO:
Village of Lake Zurich
505 Telser Road
Lake Zurich, IL, 60047

Contact Name: Steve Schmitt
Contact Phone: 847-540-1696 Ext.8006
Contact Email: steve.schmitt@lakezurich.org
Contact Fax: 847-726-2182

SHIP TO:
Village of Lake Zurich
505 Telser Road
Lake Zurich, IL 60047

Sales Person: Jason Kane
Sales Person Phone: 630-206-4434
Sales Person Email: jason.kane@midwestsalt.net
Payment Terms: Net 30

S.No.	Product Details	Qty	Unit Price	Sales Tax	Total
1	MVP - Industrial Southern 986CM Spec Provided.	1100	\$ 135.00	\$ 0.00	\$ 148,500.00

Based on 1000-1200 annual tons +/- 50 either side.

Delivery Via Control flow dump truck or Pneumatic

from time to time we need the ability to deliver around 4pm, can we drop a scale ticket. If you need somebody there, or not we can come up with a method to leave tickets behind, lock box for opening the lock etc.

2	MVP - Ind. Coarse Solar- 991 Bulk: NSF water conditioning salt 99.1% ave NaCl purity Specification and SDS sheets available upon request	1100	\$ 135.00	\$ 0.00	\$ 148,500.00
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Alternately used for this period or contract term of FY 2024.

Terms and Conditions

1. Prices do not include applicable sales tax. If your company is sales tax exempt, submit a current tax-exempt certificate to CustomerService@MidwestSalt.net . Any sales that occur prior to receiving the certificate would be subject to your state's sales tax law.
2. Credit terms may be established, length of terms are dependent on application process. For a credit application please contact your Midwest Salt sales representative. You can submit completed applications to CustomerService@MidwestSalt.net.
3. Prior to credit approval, we accept cash, check, ACH, wire transfer or credit card. Payment will be required before the product can be released or shipped.
4. Rates quoted are honored through quote "Valid Till" date, after which the rate would be reviewed and resubmitted.
5. Modifications to delivery may be subject to additional fees including but not limited to:
 - a. Detention \$100.00 per hour after 1 hour of waiting
 - b. Washout \$250.00
 - c. Return Full Load, 75% of per ton rate
 - d. Return Partial Load, 50% of per ton rate
 - e. Diversion/Reroute deliver, \$150.00 plus applicable rate per mile



Compass Minerals
9900 West 109th Street
Suite 100
Overland Park, Kansas 66210
www.compassminerals.com
913-344-9200

12/11/2025

Village of Lake Zurich

505 Tesler Road

Lake Zurich, IL 60047

Dear Steve Schmitt-Utilities Superintendent:

Product will be delivered to Lake Zurich, IL in a pneumatic truck and dump from our Chicago, IL facility.

Southern Rock delivered price to one location, including freight and fuel is \$140.00/Ton (see product data sheet). Should you accept the quoted price, the price is valid for one year starting on 1/1/2025 through 12/31/2025.

This quote is good for 30 days from date of this letter. If you accept the pricing, please sign below and return a copy along with a signed copy of the agreement at your earliest convenience.

If you have any questions, please feel free to contact me (913) 231-0794.

Regards,

Bruce Jardon

National Sales Manager- Industrial

Compass Minerals America Inc.

(913) 231-074 jardonb@compassminerals.com

Agreed: _____



Coarse Rock Salt

Product Data Sheet

Production Location

- Cote Blanche, Louisiana - USA

Product Description

- Rock salt obtained by conventional mining methods, crushed, and screened to size
- Conforms to the American Water Works Association Standard B200-17
- Certified by NSF to NSF/ANSI/CAN Standard 60

Physical Properties

- Bulk Density: 72 lb/ft³
- Average Particle Size: 0.167"

Admixture

- No additives

Method of Analysis

- American Society for Testing and Materials Procedures D632 and E534
- All other testing is from Compass Minerals' internal quality control procedures, which are available upon request

Chemical Analysis				
Constituent	Formula		Typical	Range
Sodium Chloride	NaCl	(%)	98.91	98.05 - 99.78
Calcium Sulfate	CaSO ₄	(%)	0.66	0 - 1.47
Calcium Chloride	CaCl ₂	(%)	0.10	0 - 0.59
Water Insolubles		(%)	0.39	0 - 1.19
Moisture		(%)	0.08	0 - 0.20
Calcium	Ca	(%)	0.24	0 - 0.50
Magnesium	Mg	ppm	30	0 - 95
Sulfate	SO ₄	ppm	8300	1110 - 15490
Ammonia	NH ₃	ppm	0.66	0 - 6
Bromine	Br	ppm	54	22 - 86
Iron	Fe	ppm	0.83	0 - 1.78

Typical Screen Data				
U.S.S. Mesh	Tyler Mesh	Open (Inches)	Typical % Retained	Range % Retained
3/8	3/8	0.375	7.2	0 - 20
0.265	3	0.265	13.5	0 - 30
4	4	0.187	20.0	6 - 34
6	6	0.132	25.5	11 - 40
8	8	0.0937	15.6	4 - 28
10	9	0.0787	4.1	0 - 9
12	10	0.0661	5.1	0 - 13
16	14	0.0469	4.5	0 - 11
30	28	0.0234	3.6	0 - 10
Pan			2.4	0 - 6

Packaging		
Description	Old Product Code	New Product Code
Bulk	7514	613923
Bulk	7515	613991
Bulk	7517	614002

Compass Minerals
9900 West 109th Street - Suite 100
Overland Park, Kansas 66210
Ph: 800-755-7258 Fax: 800-359-7258

This information is based on our present state of knowledge and is intended to provide general notes on the product(s) supplied by us and their uses. The information should not be construed as a specific property promise or guarantee of the product(s). Chemical Analysis and Screen data are based on the previous year's historical data.

January 2021

Cargill, Incorporated – Salt



QUOTE PREPARED FOR Company MUNICIPAL HARDNESS Account Number REDUCTION Contact 1000008449 Phone Email Notes			QUOTE PREPARED BY Company Cargill, Incorporated – Salt Contact Tisha Brown Phone (316) 239-3912 Email tisha_brown@cargill.com			QUOTE INFORMATION Customer Care Information Salt Store Website Terms Quote Expiration		
						<p>Customer Care Information</p> <p>Salt Store Website www.cargillsaltstore.com</p> <p>Terms NET 30 DAYS</p> <p>Quote Expiration 04/Jan/2026</p> <p><i>This Quote becomes ineffective after the Quote Expiration date listed above and accepted by Customer before such date. Cargill further reserves the right to terminate this Quote at any time prior to acceptance by Customer.</i></p>		

Quote Details

Cargill Material Code	Cargill Material Description	EAN/UPC	Customer Price*	Per	UOM	Fuel Surcharge	Cargill Ship From Location	Incoterms	Means of Transportation	Valid From/To
100011143	KD CRSE SO BULK NSF&60 (100011143)		\$213.0000	1	ST	No	MILWAUKEE WI US SALT PKG (1ADJ)	FOB DESTINATION PREPAID (DLD)	TL DRY AMB TNDM AXLE PNEUMATIC RND TRP (TDA104R)	01/Jan/2026 / 31/Dec/2026

*Notwithstanding the quoted price(s) herein, Cargill may increase the price(s) to reflect any increase in the cost to Cargill because of any changes in applicable law, regulations, guidelines or industry codes, including but not limited to customs, duties, tariffs and taxes, that come into effect after the date of issuance of this Quote. By accepting this Quote and/or ordering some or all of the goods identified in this Quote, Buyer acknowledges and agrees that the Terms and Conditions available at <http://www.cargill.com/us/wcm/krse/public%20page%40asw%40consolidated/documents/documents/ifa3011411.pdf> in conjunction with this document, govern the sale of such goods. For dry block pallet configurations, please visit <http://www.cargillsaltstore.com/qualitydocuments/dryblock.html>.

Page 1 of 1

Cargill® Industrial Salts

Kiln Dried Coarse and Extra Coarse Solar Salt



Product Description

Kiln Dried Coarse/Extra Coarse Salt

This product is a coarse screened, sodium chloride salt crystallized by solar evaporation. The crystallized salt is washed to remove surface impurities, drained of excess moisture, dried and screened to size. The product is acceptable for regeneration of water softener ion exchange resins (P1) by NSF Registration Guidelines for Nonfood Compounds and is certified to ANSI/NSF/CAN Standard 60.

This material contains no anticaking or free-flowing additives or conditioners.

This product is not approved for human or animal consumption and is intended for use only in chemical or industrial applications.

Product Application

This material is intended for a variety of industrial uses.

Caking Resistance

Caking Resistance: Caking resistance varies depending on crystal size, additives and storage conditions. End use application should be considered when determining acceptable product life in regards to caking resistance. This product has an estimated caking resistance of 1-2 years. To improve caking resistance, this product should be stored in a dry, covered area at humidity below 75%.

Methods of Analysis

Methods of analysis are based on ASTM E 534 and Cargill internal methods.

Producing Locations

This product is packaged at Cargill Salt Timpie, UT; Buffalo, IA; Savage, MN; Freedom, OK, and White Marsh, MD. Product of USA, Mexico and Bonaire, Netherlands.



Physical Information

Chemical Analysis

PHYSICAL	TYPICAL
NaCl - Dry (%) CAS No. 7647-14-5	99.6
Water Insolubles (%)	0.01
Surface Moisture (%)	0.06

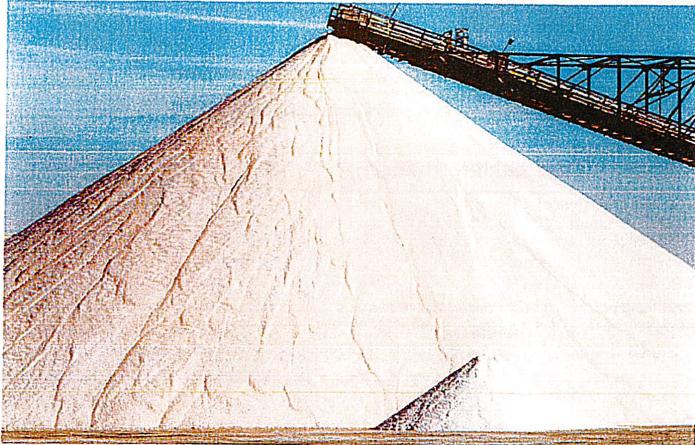
Sieve Analysis

PERCENT PARTICLE SIZE DISTRIBUTION (SCREENS)	OPENING INCHES	OPENING MICRONS	% RETAINED TYPICAL
Sieve - USS 0.25 Mesh Retained	0.250	6350	12
Sieve - USS 4 Mesh Retained	0.187	4780	27
Sieve - USS 6 Mesh Retained	0.132	3360	28
Sieve - USS 8 Mesh Retained	0.0937	2380	26
Sieve - USS 10 Mesh Retained	0.0787	2000	5
Sieve - USS 12 Mesh Retained	0.0661	1680	1
Sieve - Retained on Pan	-	-	1

Bulk Density

PARAMETER	TYPICAL
Pounds per Cubic Foot	70
Grams per Liter	1120

Cargill®



**Kiln Dried
Coarse
and Extra
Coarse Salt**

CONTACT

Cargill Salt
P.O. Box 5621
Minneapolis, MN 55440
Phone: 888-385-SALT (7258)
www.cargill.com/salt

Product Configuration

PRODUCT NAME	SAP DESCRIPTION	SAP NUMBER	PALLET DIMENSION	PALLET WEIGHT (LB)
Kiln Dried Extra Coarse Salt				
2000 lb. Tote with liner	KD XCRS 2000LB MB W/L	100012718	40 x 48 x 36	2055
2000 lb. Tote no liner	KD XCRS 2000LB MB N/L NSF® 60	100012732	40 x 48 x 36	2055
2400 lb. Tote	KD XCRS 2400LB MB N/L NSF® 60	10001167	40 x 48 x 36	2455
Bulk	KD XCRS BULK NSF® 60	10001149		
Kiln Dried Coarse Salt				
Bulk	KD CRSE SO BULK NSF® 60	10001143		

Why Cargill?

- Salt products are an integral part of Cargill – one of the world's largest food ingredient providers and a recognized leader in the food processing industry.
- Our products go well beyond standard and high purity salt: Our Alberger® brand, Microsized®, Premier™, CMF®, sea salts, and our sodium reduction solutions such as Potassium Pro® and FlakeSelect®, make up the most extensive product line in the Industry.
- We offer full EDI capabilities for customers who need to exchange information via Electronic Data Interchange and the only online ordering portal in the industry, www.cargillsaltstore.com.
- Cargill's nationwide distribution capabilities, combined with the best logistics and customer service specialists in the business, ensure that you get the right salt at the right time.

www.cargillsaltstore.com

Customer Service: (800) 377-1017

All specifications are approximate. Please contact your broker or Cargill representative for exact specifications.

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SALT-3890 (6/24)

www.cargillsalt.com
www.cargilsaltstore.com





December 11, 2025

Village of Lake Zurich
Utilities Superintendent
505 Telser Road
Lake Zurich, IL 60047

SUBJECT: Bulk White Crystal Coarse Southern Rock Salt
OPENING: 12/19/2025 @ 3:00PM

Dear Sir/Madam:

In response to your request, we are pleased to quote as follows:

Bulk White Crystal Coarse Southern Rock Salt

25-ton min. for Pneumatic truck -----	\$226.39 per ton
25-ton minimum flow-controlled dump delivery-----	\$215.62 per ton

For ordering: newsaltorders@mortsalt.com Sales Rep: Lisa Petramala 312-807-2887

If accepted, you may consider the prices quoted herein firm 01/01/26 through 12/31/26

Terms of payment are Net 30 days.

All prices quoted herein are subject to acceptance within 30 days and shall be deemed automatically to have been withdrawn if, by the end of that period, no award has been made. If and when awards are made to any other bidder or bidders, the prices and provisions quoted herein shall be deemed automatically to have been withdrawn with respect to such items and/or destinations as have been awarded to another bidder or bidders.

We sincerely appreciate the opportunity to offer this quotation and trust that you will permit us to serve your requirements.

Gary Batuska
Director, B2B Sales

40 Corporate Woods 9401 Indian
Creek Parkway, Suite 1500
Overland Park, KS 66210

TEL 913-391-7258
WEB mortsalt.com

MORTON SALT, INC.

PDS 2362
Date Published: 06/02/2025

CONFIDENTIAL INFORMATION OF MORTON SALT, INC.
PDS Version No: 07
Spec. No: 372-3



MORTON SALT PRODUCT DATA SHEET

Morton® Bulk White Crystal Southern Rock

Description

- Direct mined production of mineral Sodium Chloride (Halite). It is produced from dome-shaped salt deposits by blasting with explosives followed by crushing and screening.
- Crushed Southern rock salt particles are multifaceted and somewhat irregular in shape. Appearance is translucent to white with a variable incidence of small red, black, or yellow specks or streaks which are attributed to metallic oxide and sulfide impurities, mineral carnallite and traces of hydrocarbon.
- There are no additives.
- This product is certified to NSF/ANSI/CAN 60.

Chemical Properties

Analyte	u/m	Range	Note
Sodium Chloride	%	>=97.90	1
Calcium	%	<=1.0	
Magnesium	PPM	<=60	
Sulfate	%	<=2.0	
Water Insolubles	%	<=0.20	
Moisture (Surface)	%	<=2.8	

- Note 1. By difference of impurities, moisture-free basis (ASTM Methods).

Physical Properties

- Range loose (pour) bulk density (g/ml): 0.93 - 1.28
- Range loose (pour) bulk density (lbs/cu.ft.): 58.1 - 80.0

Particle Size

Screen	u/m	Range	Retained/Passing
U.S.S. 0.530-in (13.2 mm opening)	%	<=30	Retained
U.S.S. 8 Mesh (2.36 mm opening)	%	<=30	Passing

Codes

Pack	Material Code	UPC
Bulk	F144390001Z	N/A

40 Corporate Woods
9401 Indian Creek Parkway,
Suite 1500
Overland Park, KS 66210

TEL 913.391.7258

WEB mortonsalt.com

MORTON SALT, INC.

PDS 2362
Date Published: 06/02/2025

CONFIDENTIAL INFORMATION OF MORTON SALT, INC.

PDS Version No: 07

Spec. No: 372-3

Plants

- Weeks, LA

The data provided herein is based on information we believe to be reliable. It is offered in good faith, but without guarantee, as conditions and methods of use of our products are beyond our control. We recommend that the prospective user determines the suitability of our material and suggestions before adopting them on a commercial scale.

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9401 Indian Creek Parkway,
Suite 1500
Overland Park, KS 66210

TEL 913.391.7258

WEB mortonsalt.com

MORTON SALT, INC.

OSHA's Form 300A (Rev. 04/2004)

Summary of Work-Related Injuries and Illnesses

All establishments covered by Part 1904 must complete this Summary page, even if no work-related injuries or illnesses occurred during the year.

Remember to review the Log to verify that the entries are complete and accurate before completing this summary.

Using the Log, count the individual entries you made for each category. Then write the totals below, making sure you've added the entries from every page of the Log. If you had no cases, write "0."

Employees, former employees, and their representatives have the right to review the OSHA Form 300 in its entirety. They also have limited access to the OSHA Form 301 or its equivalent. See 29 CFR Part 1904.35, in OSHA's recordkeeping rule, for further details on the access provisions for these forms.

Number of Cases			
Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
0	0	0	0
(G)	(H)	(I)	(J)

Number of Days	
Total number of days away from work	Total number of days of job transfer or restriction
0	0
(K)	(L)

Injury and Illness Types			
Total number of . . . (M)			
(1) Injuries	0	(4) Poisonings	0
(2) Skin disorders	0	(5) Hearing loss	0
(3) Respiratory conditions	0	(6) All other illnesses	0

Post this Summary page from February 1 to April 30 of the year following the year covered by the form.

Public reporting burden for this collection of information is estimated to average 58 minutes per response, including time to review the instructions, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any other aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistical Analysis, Room N-3644, 200 Constitution Avenue, NW, Washington, DC 20210. Do not send the completed forms to this office.

Note: You can type input into this form and save it.
Because the forms in this recordkeeping package are "fillable/writable" PDF documents, you can type into the input form fields and then save your inputs using the [free Adobe PDF Reader](#).

Year 20 23
U.S. Department of Labor
Occupational Safety and Health Administration

Form approved OMB no. 1218-0176

1218-0176

Establishment information																																	
Your establishment name	Administration																																
Street	70 E. Main St.																																
City	Lake Zurich	State	IL	Zip	60047	Industry description (e.g., Manufacture of motor truck trailers)		Local Government Administration		North American Industrial Classification (NAICS), if known (e.g., 336212)		9 2 1 1 1 0		Employment information (If you don't have these figures, see the Worksheet on the next page to estimate.)		Annual average number of employees	19	Total hours worked by all employees last year	31,406.55	Sign here		Knowingly falsifying this document may result in a fine.		I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.		Company executive	Title	Phone	Date	847-438-5141	03/01/2023	Reset	
State	IL	Zip	60047	Industry description (e.g., Manufacture of motor truck trailers)		Local Government Administration		North American Industrial Classification (NAICS), if known (e.g., 336212)		9 2 1 1 1 0		Employment information (If you don't have these figures, see the Worksheet on the next page to estimate.)		Annual average number of employees	19	Total hours worked by all employees last year	31,406.55	Sign here		Knowingly falsifying this document may result in a fine.		I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.		Company executive	Title	Phone	Date	847-438-5141	03/01/2023	Reset			
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Phone	Date																																
847-438-5141	03/01/2023																																
Reset																																	



At the Heart of Community

OFFICE OF THE VILLAGE MANAGER

70 East Main Street
Lake Zurich, Illinois 60047

(847) 438-5141
LakeZurich.org

MEMORANDUM

Date: December 29, 2025
To: Ray Keller, Village Manager
From: Michael Duebner, Assistant Village Manager
Subject: Liquor License issuance to Andy's Kitchen, LLC and revision of the license class for IMS World

AGENDA ITEM
cc

Issue: Andy's Kitchen, LLC dba/Andy's Kitchen located at 500 Ela requested a full-service restaurant Class-A Liquor License for the dispensing of alcoholic beverages inside the establishment. Additionally, IMS World Corp. dba/Sake Sushi and Grill has requested a revision of their license category from Class-A to Class-M BYOB.

Analysis: Andy's Kitchen, LLC completed the application and passed the background check for issuance of a Class-A Liquor License for dispensing of alcoholic beverages on premises. This class of liquor license is not intended to include and does not include video gaming cafés when the primary business model and source of revenue is video gaming terminals.

Andy's Kitchen has successfully completed the requisite background check and submission of documents to be eligible for the Class-A Liquor License. The license will be issued upon payment of fees.

IMS World Corp. has submitted a request to modify its liquor license from Class-A to Class-M BYOB corkage license for beer and wine. The license holder is required to maintain BASSET certification, which grants them the authority to uncork, pour, place on ice, and store permitted alcoholic beverages during the patrons' visit to the establishment. Village staff has visited the restaurant to provide guidance on the removal of any alcohol for sale and alcoholic beverage advertising from the premises by the close of business on December 31, 2025.

Recommendation: Staff is requesting consideration and approval of the proposed ordinance to issue a Class-A Liquor license to Andy's Kitchen, LLC dba/Andy's Kitchen and to issue a Class-M Liquor License to IMS World Corp. dba/Sake Sushi and Grill.

w/Attachments: Ordinance issuing a Class-A and Class-M license.

VILLAGE OF LAKE ZURICH



ORDINANCE NO. 2026-01-642

ORDINANCE AMENDING TITLE 3 OF CHAPTER 3 OF THE VILLAGE OF LAKE ZURICH MUNICIPAL CODE TO AUTHORIZE A CLASS – A FULL SERVICE RESTAURANT LIQUOR LICENSE FOR ‘ANDY’S KITCHEN LLC DBA/ANDY’S KITCHEN’ LOCATED AT 500 ELA ROAD AND TO REVOKE A CLASS – A FULL SERVICE RESTAURANT LIQUOR LICENSE AND ISSUE A CLASS-M BYOB LICENSE TO ‘IMS WORLD CORP DBA/SAKE SUSHI AND GRILL’ LOCATED AT 884 S RAND ROAD

NOW, THEREFORE, BE IT ORDAINED by the Mayor and the Board of Trustees of the Village of Lake Zurich, Lake County, Illinois, as follows:

SECTION 1: **Class A Full Service Restaurant** liquor licenses authorized by section 3-3b-14 of Chapter 3 of Title 3 of the Village Code of the Village of Lake Zurich is hereby issued to **Andy’s Kitchen, LLC dba/Andy’s Kitchen** located at **500 Ela Road** in accordance with the Village Code of the Village of Lake Zurich. Issuance of the license is subject to the approval and action of the Local Liquor Commissioner of the Village of Lake Zurich.

SECTION 2: **Class A Full Service Restaurant** liquor licenses authorized by section 3-3b-14 of Chapter 3 of Title 3 of the Village Code of the Village of Lake Zurich previously issued to **IMS World Corp dba/Sake Sushi and Grill** located at 884 S Rand Road is hereby revoked and the **Class M BYOB** Liquor license number is increased by one and issued to **IMS World Corp dba/Sake Sushi and Grill**. Issuance of the license is subject to the approval and action of the Local Liquor Commissioner of the Village of Lake Zurich.

SECTION 3: If any section, paragraph, clause or provision of this Ordinance shall be invalid, the invalidity thereof shall not affect any of the other provisions of this Ordinance.

SECTION 4: This Ordinance shall be in full force and effect immediately upon its passage and approval as provided by law.

SECTION 5: That if any provision of this ordinance or application thereof to any entity or person or circumstance is declared invalid or held to be unlawful, such declaration or holding shall not affect the validity of any other portion or provision of this Ordinance and such declaration or holding shall be severable from the remainder hereof.

SECTION 6: That Section 3-3B-14 of Chapter 3 of the Lake Zurich Municipal Code

entitled "NUMBER OF LICENSES" be and is hereby further amended with the corresponding number of licenses in each class, shown with bold letters with underscoring below:

Class	Description	Maximum Number Issued
A	Restaurant Full Service	19
A-1	Restaurant Outdoor Café Full Service	19
B	Retail Sales and Delivery	15
B-1	Annual Tasting Add-On	3
B-2	Single Event Add-On	0
C	Retail Sales Convenience	7
E	Club	1
F	Single Private Event	0
G	Single Public Event	0
G-1	Multiple Public Event	1
H	Complimentary Dispensing of Beer & Wine	1
I	Indoor Interactive Sports Facilities	2
K	Gift Boutique	0
M	BYOB Corkage	0 1
N	Craft Distillery	1
O	Off-Site Catering	0
P	Craft Brewery	2
R	Outdoor Concession / Beer Garden	1
V	Video Gaming	16
W	Boutique Wine & Sparking Beverage	1
Y	Brew Pub	0

PASSED THIS _____ day of January, 2026.

AYES:

NAYS:

ABSENT:

ABSTAIN:

APPROVED this _____ day of January, 2026.

ATTEST:

Thomas Poynton, Village President

Kathleen Johnson, Village Clerk



At the Heart of Community

COMMUNITY DEVELOPMENT DEPARTMENT

505 Telser Road
Lake Zurich, Illinois 60047

Phone (847) 540-1696
Fax (847) 726-2182
LakeZurich.org

MEMORANDUM

Date: January 5, 2026

To: Ray Keller, Village Manager

From: Sarosh Saher, Community Development Director

CC: Mike Brown, Public Works Director
David Modrzejewski, Building Official

Re: Release of Letter of Credit
Pamalex LLC (d/b/a Alpha Tekniko) at 1400 Rose Road

AGENDA ITEM
6f

Issue. Village staff received the attached request to release the maintenance letter of credit from Pamalex LLC, regarding the construction of their new facility at 1400 Rose Road.

Background. A guarantee of site improvements in the form of a Letter of Credit (LOC) in the amount of \$769,917.00 was provided as a performance and payment security for site work at the development. Upon completion of the work, the LOC was reduced to a maintenance LOC in the amount of \$64,997.00 to be maintained for a period of two (2) years.

Analysis. The term of the two-year guarantee was completed on December 18, 2025. Village Engineer Manhard Consulting and Staff have no objection to the LOC being released.

Recommendation. Staff recommends approval of the resolution releasing LOC No. 20006752873.

Attachments:

- Developer's request for reduction dated December 29, 2025
- Reduced Surety dated December 18, 2023

VILLAGE OF LAKE ZURICH



RESOLUTION NO. 2026-01-107

**A Resolution Releasing a Letter of Credit
(Alpha Tekniko – 1400 Rose Road)**

WHEREAS, Pamalex, LLC, d/b/a Alpha Tekniko is the Owner (the “Owner”) of the property at 1400 Rose Road, (the “Subject Property”); and

WHEREAS, Owner received approval and permits from the Village of Lake Zurich (the “Village”) to develop the Subject Property with a new industrial building and accompanying site improvements (the “Development”) in 2022; and

WHEREAS, Owner provided a guarantee of site improvements in the form of a Letter of Credit No. 20006752873 in the amount of \$769,917.00 (the “LOC”) as a performance and payment guarantee for site work at the development; and

WHEREAS, upon completion of work and approval by Village, Owner provided the required two-year maintenance guarantee in the form of an amendment to Letter of Credit No. 20006752873 to the Village in the amount of \$64,997.00 (the “Maintenance LOC”); and

WHEREAS, the Maintenance LOC period has been completed and Owner has requested full releases of such Maintenance LOC; and

WHEREAS, Village has inspected the property and does not object to the release of the LOC.

NOW, THEREFORE, BE IT RESOLVED by the President and Board of Trustees of the Village of Lake Zurich:

SECTION 1: The recitals set forth herein above are incorporated herein by reference as the factual basis for this resolution.

SECTION 2: The President and Board of Trustees hereby release the Maintenance LOC and release Owner of any further obligations related to such Maintenance LOC.

SECTION 3: This Resolution shall be in full force and effect from and after its passage and approval; and a copy shall be placed in the Project file.

PASSED THIS _____ day of January, 2026.

AYES:

NAYS:

ABSENT:

ABSTAIN:

APPROVED this _____ day of January, 2026.

Thomas Poynton, Village President

ATTEST:

Kathleen Johnson, Village Clerk

Attachment A
Owner's Request for Release of Guarantee
dated December 29, 2025

Attachment B
Amended Maintenance Letter of Credit (LOC) No. 20006752873
dated December 18, 2023

Pamalex LLC
1400 Rose Road
Lake Zurich, IL 60047

Ray Keller
Village Manager
70 E Main Street
Lake Zurich, IL 60047

RE: Request for Surety Letter of Credit Release for [Development Name/Property Address]

Mr. Keller,

Pamalex LLC kindly requests a reduction in the surety Letter of Credit amount for 1400 Rose Road, Lake Zurich.

Total current maintenance surety amount is \$64,997.00 .

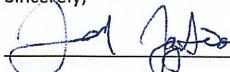
The following actions have been completed or submitted to the village as part of the completion process:

- Inspections of improvements that have been completed. Inspections have been completed by the Village Engineer, Manhard Consulting.
- Record Drawings (as-built plans) covering the improvements to be accepted have been submitted for review. (All as built drawings shall satisfy all standards of section 10-5-8-1 of this chapter and of the Lake Zurich stormwater management ordinance)

We are requesting a release on all items completed.

Pamalex LLC appreciates the cooperation of the Village of Lake Zurich during the improvement project.

Sincerely,



Ted Lazakis
Pamalex LLC
Ted@alphatekniko.com
(847) 650-3723

December 29, 2025

Date



600 N Royal Ave, RYL-003, Evansville, IN 47715

oldnational.com

December 18, 2023

Village of Lake Zurich
70 E Main St
Lake Zurich, IL 60047

RE: Amendment to Irrevocable Letter of Credit No. 20006752873
Applicant: Pamalex LLC

To Whom It May Concern:

Enclosed is an Amendment to Letter of Credit No. 20006752873 ("Amendment"). Please sign the enclosed copy as receipt and acceptance of the Amendment and return the executed copy in the enclosed postage paid envelope.

Sincerely,

OLD NATIONAL BANK

A handwritten signature in black ink that appears to read "Maria Sommer".
Maria Sommer
Letter of Credit Specialist
812-461-5588
Maria.Sommer@oldnational.com

CC: Pamalex LLC
1290 Ensell Rd
Lake Zurich, IL 60047-1537



600 N Royal Ave, RYL-003, Evansville, IN 47715

oldnational.com

December 18, 2023

Village of Lake Zurich
70 E Main St
Lake Zurich, IL 60047

RE: Amendment to Irrevocable Letter of Credit No. 20006752873
Applicant: Pamalex LLC

To Whom It May Concern:

We hereby notify you that the Letter of Credit in the original amount of Seven Hundred Sixty-Nine Thousand Nine Hundred Seventeen and Zero/100th United States Dollars (\$769,917.00) dated December 22, 2022, is hereby amended as follows:

1. The principal amount is reduced to \$64,997.00.

All other terms and conditions relating to the Letter of Credit remain in full force and effect.

We are pleased to be able to offer our assistance to our customer and your company.

If you have any questions concerning the transaction, please do not hesitate to contact the Letter of Credit Department at 812-461-5588.

Sincerely,

A handwritten signature in black ink, appearing to read "Paula Crowley".

Paula Crowley
Commercial Loan Fulfillment Director, VP

CC: Pamalex LLC
1290 Ensell Rd
Lake Zurich, IL 60047-1537



OLD NATIONAL BANK®

600 N Royal Ave, RYL-003, Evansville, IN 47715

oldnational.com

December 18, 2023

Village of Lake Zurich
70 E Main St
Lake Zurich, IL 60047

RE: Amendment to Irrevocable Letter of Credit No. 20006752873
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We are pleased to be able to offer our assistance to our customer and your company.

If you have any questions concerning the transaction, please do not hesitate to contact the Letter of Credit Department at 812-461-5588.

Sincerely,

/s/ *Paula Crowley*
Paula Crowley
Commercial Loan Fulfillment Director, VP

(BENEFICIARY)

R Keller *Village Manager*
Name/Title

12/21/23
Date