

**EVERGREEN MEMORIAL CEMETERY**  
**MEETING NOTICE AND AGENDA**

Meeting: Board of Trustees, Evergreen Memorial Cemetery  
Date: 06/14/2021  
Place: Evergreen Memorial Cemetery Maintenance Building  
302 E. Miller St., Bloomington, IL 61701  
Time: 6:00 P.M.

- I. Call to order: Joe Gibson
- II. Roll Call of Attendance
- III. "Consent Agenda

*(All Items under the Consent Agenda are routine in nature and will be enacted in one motion. There will be no separate discussion of these items unless a Board Member or Township Supervisor so requests, in which event, the item will be removed from the Consent Agenda and considered separately and prior to comments by the Cemetery Board, Township Supervisor, or staff.)*

- A. Approval of Minutes of the May 10, 2021 Board Meeting as submitted by Cemetery staff. (Recommend that the Minutes of the May 10, 2021 Meeting be approved as presented.)
  - B. Approval of anticipated expenditures as presented for the month of June 2021. (Recommend that the Anticipated Expenditures be approved as presented.)
- IV. Approval by the Board on Monthly Cemetery Audit of May 2021. (Recommend that the Audit be approved as presented and forwarded on to Township Board for action and approval at their June 28, 2021 meeting.)
- V. Approval by Board to transfer \$50,000.00 from Reserve Account (7782) to Business Checking Account (7774). (Recommend the transfer of \$50,000.00 from the Reserve Account (7782) to Business Checking Account (7774) be approved.)
- VI. 2021 Year to Date Burials: Evergreen Memorial Cemetery - 38  
East Lawn Memorial Gardens Cemetery - 54  
Park Hill Cemetery - 34  
Evergreen Memorial Pet Cemetery - 1
- VII. Comment
- VIII. Public Comment
- IX. Adjournment



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**Town of the City of Bloomington--Cemetery Fund**

Month of: **MAY 2021**

**Funds at Commencement**

Cash: Heartland Bank 7774 (Checking)	\$ 88,498	
Cash: Heartland Bank 7782 (Reserve)	\$ 467,513	
Trust Account: Heartland Bank 7114 (O/C Trust & GB/S/Mc Trust)	\$ 213,828	
Trust Account: Heartland Bank 3189 (Irrevocable Trust) ~ as of 03/31/2021	\$ 249,376	
	<u>\$</u>	1,019,216

**Public Funds Received This Month**

Real Estate Tax Levy	\$	38,444
Personal Property Replacement Tax	\$	15,648

**Other Funds Received This Month**

Opening/Closing Fees	\$ 7,700	
Sale of Lots	\$ 6,085	
Sale of Crypts	\$ 150	
Sale of Niches	\$ 3,270	
Sales of Pet Cemetery Spaces	\$ 50	
Interest: Checking/Reserve	\$ 66	
Income from Trusts	\$ 13	
Other Income	\$ 1,775	
Inspection Fees	\$ 375	
	<u>\$</u>	19,484

Total Funds Received This Month	\$	73,575
Total Funds Available	\$	1,092,791

**Funds Expended This Month**

<b>TOTAL Funds at Month End</b>	<u><u>\$</u></u>	<u><u>1,016,279</u></u>
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**Funds at Month End**

Cash: Heartland Bank 7774 (Checking)	\$ 45,542	
Cash: Heartland Bank 7782 (Reserve)	\$ 506,020	
Trust Account: Heartland Bank 7114 (O/C Trust & GB/S/Mc Trust)	\$ 215,341	
Trust Account: Heartland Bank 3189 (Irrevocable Trust) ~ as of 03/31/2021	\$ 249,376	
	<u>\$</u>	<u>1,016,279</u>

**Checking Account Activity**

Checkbook Balance at Commencement	\$	88,498
Deposits		
Personal Property Replacement Tax	\$ 15,648	
Opening/Closing Fees	\$ 7,700	
Sales - Other	\$ 50	
Sale of Lots	\$ 6,085	
Sale of Crypts	\$ 150	
Sale of Niches	\$ 3,270	
Other Income	\$ 1,775	
Interest: Checking	\$ 3	
Inspection Fees	\$ 375	
Prepaid O/C Deposits transferred (to)/from Acct 7114	<u>\$ (1,500)</u>	
Total Deposits for Month	<u>\$ 33,555</u>	
		\$ 122,054
Checks Written		
Compensation & Benefits	\$ 34,051	
Administrative Expenses	\$ 21,758	
Cemetery Improvements, Maintenance & Repair	\$ 17,291	
Cemetery Operations	<u>\$ 3,413</u>	
Total Checks Written	<u>\$ 76,512</u>	
		\$ 45,542
		<u><u>\$ 45,542</u></u>

**Bank Reconciliation at Month End**

Balance per Bank Statement	\$ 25,026	
Plus Outstanding Deposits	\$ 22,306	
Less Outstanding Checks	<u>\$ (1,790)</u>	
<b>Checkbook Balance per Reconciliation</b>	<u><u>\$</u></u>	<u><u>45,542</u></u>

**Town of the City of Bloomington--Cemetery Fund**

Statement of Receipts and Disbursements

		<u>May-21</u>	
<b>Revenue</b>			
40100 Real Estate Tax Levy		\$ 38,444	
41000 Personal Property Replacement Tax		\$ 15,648	
42000 Opening/Closing Fee		\$ 7,700	
42500 Sale of Lots		\$ 6,085	
43000 Sale of Crypts		\$ 150	
43100 Sale of Niches		\$ 3,270	
44700 Other Income		\$ 1,775	
44850 Sales - Other		\$ 50	
43500 Interest: Checking/Reserve		\$ 66	
49000 Income from Trusts		\$ 13	
49021 Inspection Fees		\$ 375	
	Total Revenue	<u>\$</u>	<u>73,575</u>
	Total Income	<u>\$</u>	<u>73,575</u>
<b>Expense</b>			
<b>Compensation &amp; Benefits</b>			
50101 Wages: Administrative Staff		\$ 5,649	
50102 Wages: Cemetery Staff		\$ 20,791	
50201 Payroll Taxes		\$ 1,922	
50202 IMRF (2021 = 11.41%)		\$ 2,879	
50204 Employee Health Insurance		\$ 2,781	
50205 Direct Deposit Transmittal Fees		\$ 30	
	Total Compensation & Benefits	<u>\$</u>	<u>34,051</u>
<b>Administrative Expenses</b>			
51100 Casualty Insurance		\$ 20,299	
52000 Office Supplies		\$ 498	
52500 Utilities		\$ 462	
55400 Special Event Expenses		\$ 306	
55450 Other Admin Expenses		\$ 193	
	Total Administrative Expenses	<u>\$</u>	<u>21,758</u>
<b>Cemetery Improvements, Maintenance &amp; Repair</b>			
57601 Flags & Flag Poles		\$ 7,190	
57800 Operating Equipment		\$ 5,035	
58000 Mausoleum (including debt service)		\$ 5,066	
	Total Cemetery Improvements, Maintenance & Repair	<u>\$</u>	<u>17,291</u>
<b>Cemetery Operations</b>			
55500 Fuel, Oil and Equipment		\$ 528	
56500 Equipment Repairs		\$ 1,489	
56600 Cemetery Supplies & Maintenance		\$ 25	
56800 Disposal of Leaves/Branches		\$ 240	
57602 Grounds Maintenance/Repair		\$ 288	
57603 Road, Fence, Lot, Drains		\$ 184	
58100 Grave Markers		\$ 658	
	Total Cemetery Operations	<u>\$</u>	<u>3,413</u>
	Total Expense	<u>\$</u>	<u>76,512</u>
Net Income		<u>\$</u>	<u>(2,936)</u>

**Town of the City of Bloomington--Cemetery Fund**

Year to Date Budget Comparison

Income		<u>May-21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Revenue					
40100 Real Estate Tax Levy	\$	38,444	\$ 506,600	\$ (468,156)	7.6%
41000 Personal Property Replacement Tax	\$	27,790	\$ 30,000	\$ (2,210)	92.6%
42000 Opening/Closing Fee	\$	20,200	\$ 90,000	\$ (69,800)	22.4%
42100 Marker Commission	\$	-	\$ 9,000	\$ (9,000)	0.0%
42500 Sale of Lots	\$	25,770	\$ 45,000	\$ (19,230)	57.3%
43000 Sale of Crypts	\$	310	\$ 20,500	\$ (20,190)	1.5%
43100 Sale of Niches	\$	6,675	\$ 30,000	\$ (23,325)	22.3%
44700 Sale of Burial Supplies	\$	200	\$ 500	\$ (300)	40.0%
42400 Sales - Other	\$	300	\$ 2,000	\$ (1,700)	15.0%
43500 Interest	\$	66	\$ 3,000	\$ (2,934)	2.2%
49000 Income from Trusts	\$	28	\$ 4,000	\$ (3,972)	0.7%
49020 Other Income & Special Events	\$	2,308	\$ 3,000	\$ (692)	76.9%
49021 Inspection Fees	\$	750	\$ 2,500	\$ (1,750)	30.0%
Total Revenue	\$	<u>122,841</u>	<u>\$ 746,100</u>	<u>\$ (623,259)</u>	<u>16.5%</u>
Total Income	\$	122,841	\$ 746,100	\$ (623,259)	16.5%
Expense					
Compensation & Benefits					
50101 Wages: Administrative Staff	\$	11,291	\$ 70,000	\$ (58,709)	16.1%
50102 Wages: Cemetery Staff	\$	40,263	\$ 225,000	\$ (184,737)	17.9%
50201 Payroll Taxes - FICA	\$	3,742	\$ 24,000	\$ (20,258)	15.6%
50202 IMRF (2021 = 11.41%)	\$	5,599	\$ 37,000	\$ (31,401)	15.1%
50203 IDES - Unemployment Insurance	\$	-	\$ 13,500	\$ (13,500)	0.0%
50204 Employee Health Insurance	\$	5,561	\$ 60,000	\$ (54,439)	9.3%
50205/50206 Other Payroll Expenses	\$	60	\$ 975	\$ (916)	6.1%
Total Compensation & Benefits	\$	<u>66,516</u>	<u>\$ 430,475</u>	<u>\$ (363,959)</u>	<u>15.5%</u>
Administrative Expenses					
51100 Casualty Insurance	\$	20,299	\$ 21,000	\$ (701)	96.7%
51500 Contractual Services	\$	2,799	\$ 11,000	\$ (8,201)	25.4%
52000 Office Supplies	\$	533	\$ 4,000	\$ (3,467)	13.3%
52500 Utilities	\$	1,255	\$ 18,500	\$ (17,245)	6.8%
54000 Advertising	\$	495	\$ 2,000	\$ (1,505)	24.8%
54500 Dues/Seminars	\$	-	\$ 600	\$ (600)	0.0%
55500 Legal Expense	\$	-	\$ 3,000	\$ (3,000)	0.0%
55100 Audit Expense	\$	-	\$ 7,500	\$ (7,500)	0.0%
55200 Financial Administration	\$	-	\$ 12,200	\$ (12,200)	0.0%
55400 Special Event Expenses	\$	306	\$ 10,000	\$ (9,694)	3.1%
55450 Other Admin Expenses	\$	1,500	\$ 5,000	\$ (3,500)	30.0%
57900 Office Equipment	\$	-	\$ 3,000	\$ (3,000)	0.0%
Total Administrative Expenses	\$	<u>27,187</u>	<u>\$ 97,800</u>	<u>\$ (70,613)</u>	<u>27.8%</u>
Cemetery Improvements, Maintenance & Repairs					
57601 Flags & Flag Poles	\$	13,140	\$ 20,000	\$ (6,860)	65.7%
57800 Operating Equipment	\$	5,035	\$ 17,000	\$ (11,965)	29.6%
58000 Mausoleum (including debt service)	\$	10,132	\$ 60,800	\$ (50,668)	16.7%
58400 Scattering Grounds/Ossuary	\$	-	\$ 10,000	\$ (10,000)	0.0%
Total Cemetery Improvements, Maintenance & Repairs	\$	<u>28,307</u>	<u>\$ 107,800</u>	<u>\$ (79,493)</u>	<u>26.3%</u>

**Town of the City of Bloomington--Cemetery Fund**

Year to Date Budget Comparison (cont.)

	<u>May-21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Cemetery Operations				
55500 Fuel, Oil & Equipment	\$ 528	\$ 10,000	\$ (9,472)	5.3%
56000 Tree Removal/Monument Repair	\$ 450	\$ 19,000	\$ (18,550)	2.4%
56500 Equipment Repairs	\$ 2,248	\$ 6,000	\$ (3,752)	37.5%
56600 Cemetery Supplies & Maintenance	\$ 569	\$ 9,000	\$ (8,431)	6.3%
56700 Rental Equipment & Leasing	\$ -	\$ 1,000	\$ (1,000)	0.0%
56800 Removal of Leaves/Branches	\$ 240	\$ 5,000	\$ (4,760)	4.8%
57000 Office Repairs & Maintenance	\$ -	\$ 2,000	\$ (2,000)	0.0%
57602 Grounds Maintenance/Repairs	\$ 403	\$ 40,000	\$ (39,597)	1.0%
57603 Road, Fence, Lot, Drains	\$ 188	\$ 50,000	\$ (49,812)	0.4%
57700 Equipment Building	\$ -	\$ 4,000	\$ (4,000)	0.0%
58100 Grave Markers	\$ 2,763	\$ 16,000	\$ (13,238)	17.3%
59900 Other Cemetery Expenses	\$ -	\$ 15,000	\$ (15,000)	0.0%
Total Cemetery Operations	\$ 7,388	\$ 177,000	\$ (169,612)	4.2%
Total Expense	\$ 129,398	\$ 813,075	\$ (683,677)	15.9%
Net Income	\$ (6,558)	\$ (66,975)	\$ 60,417	

**Town of the City of Bloomington--Cemetery Fund**

Checking Account Activity

<u>Date</u>	<u>Number</u>	<u>Name</u>	<u>Amount</u>
10500 Heartland (7774)			
05/02/2021	Credit	Interest	1.83
05/03/2021	Deposit	HBT - Heartland Bank & Trust	312.12
05/04/2021	Deposit	HBT - Heartland Bank & Trust	964.85
05/04/2021	42036	Evergreen FS Inc	-528.48
05/04/2021	42037	TOIRMA	-20,299.00
05/04/2021	42038	Ameren Illinois	-227.61
05/04/2021	42039	COMCAST Business	-230.17
05/05/2021	Deposit	HBT - Heartland Bank & Trust	6,445.00
05/11/2021	42040	Heartland Bank & Trust - mausoleum	-5,066.00
05/11/2021	42041	Nord Outdoor Power	-5,034.92
05/11/2021	42042	ColdSpring Memorial Group	-610.00
05/11/2021	42043	Midwest Equipment II	-259.38
05/11/2021	42044	RP Lumber Company Inc	-88.38
05/11/2021	42045	Peoria Flag & Decorating Company	-7,189.74
05/14/2021	20210515	Payroll Direct Deposit	-8,949.43
05/14/2021	31588553	EFTPS - IRS	-2,303.92
05/14/2021	1603260688	IL Dept of Revenue	-524.32
05/17/2021	Deposit	HBT - Heartland Bank & Trust	2,229.31
05/18/2021	42046	Pontiac Granite Co Inc	-48.00
05/18/2021	42047	VISA BMCU...1484	-1,893.62
05/18/2021	42048	RP Lumber Company Inc	-97.11
05/18/2021	42049	Dave Capodice Excavating Inc	-711.66
05/20/2021	Deposit	HBT - Heartland Bank & Trust	975.00
05/20/2021	0520212310	Weber, Darlene & David	-500.00
05/20/2021	0520212310	Dunt, Scott & Gudrun	-1,000.00
05/20/2021	0520212310	Schmidt, Patricia	-500.00
05/20/2021	0520212321	Phillips, Alan	500.00
05/21/2021	Deposit	HBT - Heartland Bank & Trust	48.10
05/25/2021	Deposit	HBT - Heartland Bank & Trust	289.19
05/25/2021	42050	City of Bloomington Water Dept	-4.02
05/25/2021	42051	City of Bloomington TWP - Reimburse	-8,113.91
05/26/2021	Deposit	HBT - Heartland Bank & Trust	1,285.60
05/27/2021	Deposit	HBT - Heartland Bank & Trust	24.25
05/27/2021	42052	Aaron M Anderson	-250.00
05/27/2021	42053	Christopher D Anderson	-250.00
05/27/2021	42054	Nash B Armstrong	-250.00
05/27/2021	42055	Kyle J Durlfing	-250.00
05/27/2021	42056	Andrew M Madison	-250.00
05/27/2021	42057	Wesley A Novy	-250.00
05/27/2021	42058	Deanna L O'Reilly	-250.00
05/27/2021	42059	Misty D Porter	-250.00
05/27/2021	32400161	EFTPS - IRS	-346.20
05/28/2021	Deposit	HBT - Heartland Bank & Trust	413.61
05/28/2021	20210531	Payroll Direct Deposit	-8,936.44
05/28/2021	24048249	EFTPS - IRS	-2,345.38
05/28/2021	1846110480	IL Dept of Revenue	-530.90
05/31/2021	Deposit	HBT - Heartland Bank & Trust	21,892.66
05/31/2021	Credit	Interest	0.90
		Total	<u><u>-42,956.17</u></u>



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**CERTIFICATE FOR PAYMENT OF ACCOUNTS**

CEMETERY FUND ACCOUNTS  
McLEAN COUNTY, BLOOMINGTON, ILLINOIS

STATE OF ILLINOIS)  
  
COUNTY OF McLEAN)

)SS

Town of the City of Bloomington

**OFFICE OF THE TOWN SUPERVISOR--CEMETERY FUND ACCOUNTS**

I, the CEMETERY MANAGER of EVERGREEN MEMORIAL CEMETERY, a component unit of the Town of the City of Bloomington, McLean County, Illinois, do hereby attest that the payouts certified and submitted to the CEMETERY BOARD OF TRUSTEES of EVERGREEN MEMORIAL CEMETERY, a component unit of the Town of the City of Bloomington, have passed this Motion at a regularly constituted Meeting of the CEMETERY BOARD. I shall retain a copy of this documentation and shall forward the same to the Township Supervisor for payment within twenty (20) days after presentation of this Certificate to the Town Supervisor.

\_\_\_\_\_  
Misty Porter, Cemetery Manager

That attached hereto as Exhibit "A" are requests for payment of various bills that have become due since the last meeting of the Cemetery Board of Trustees. These amounts include billings that have been received from **May 11, 2021 through June 14, 2021.**

That said DEBORAH L. SKILLRUD, being duly sworn, doth depose and say that the following bills are correct, reasonable and unpaid and should receive the approval of the Cemetery Board of Trustees.

Subscribed and sworn to before me this **14th day of June 2021.**

\_\_\_\_\_  
Supervisor of the Town of the City of Bloomington, McLean County, Illinois.

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

This **14th day of June 2021.**

WE, the undersigned CEMETERY BOARD OF TRUSTEES, do hereby authorize payment of the bills attached hereto as Exhibit "A". We have examined the foregoing proposed claims and find the same in all respects true and correct and that there is a verified statement from the Township Supervisor indicating that these amounts should be paid and that the CEMETERY BOARD OF TRUSTEES of the Town of the City of Bloomington, at a regularly constituted Meeting and by Motion agreed to by majority of the members of the CEMETERY BOARD OF TRUSTEES, said amounts shall be paid in accordance with 60 ILCS 1/80-50.

Cemetery Board President:

Joseph B Gibson  
\_\_\_\_\_

Secretary/Treasurer for Cemetery Board:

Brad A Williams  
\_\_\_\_\_

Cemetery Board Vice President:

Garrett Thalgott  
\_\_\_\_\_

Board of Trustees of the Evergreen Memorial Cemetery, Town of the City of Bloomington,  
McLean County, Illinois

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**CEMETERY FUND: Exhibit "A" - REQUEST FOR PAYMENT: June 14, 2021 Meeting**

ACCT	VENDORS	DESCRIPTION	Date Due	Amount
57601	Amazon/VISA	Avenue of flags: supplies (estimated)	6/30/21	\$475.00
56500	Amazon/VISA	equipment repairs	6/30/21	\$186.93
58100	ColdSpring Memorial Group	Grave Markers (estimated)	6/30/21	\$1,600.00
42500	Douglas, Patty	Customer Refund	6/30/21	\$783.00
55450	Farm & Fleet/VISA	Seasonal Uniforms (estimated)	6/30/21	\$150.00
57602	Growing Grounds/VISA	root stimulator & weed killer	6/30/21	\$53.97
54500	ICFHA: Illinois Cemetery & Funeral Home/VIS	Dues/Seminars (estimated)	6/30/21	\$250.00
56500	Martin Sullivan	weed eater string (inv #1284888)	6/30/21	\$35.00
57000	Menards/VISA	Drain Kit & Test Strips: sump pump issue (estimated)	6/30/21	\$100.00
56600	Midwest Equipment/VISA	weed eater string (estimated)	6/30/21	\$549.90
56500	Morris Avenue Garage/VISA	Truck/Trailer Inspections (estimated)	6/30/21	\$80.00
56500	Nord Outdoor Power Equipment/VISA	Equipment Maintenance (estimated)	6/30/21	\$200.00
57000	VISA/Pipeworks	Sump Pump (estimated inspection cost)	6/30/21	\$200.00
56500	VISA/Quality Truck & Equipment Co	Hydraulic fitting & hose	6/30/21	\$73.01
57601	Ron Smith Printing Co/VISA	Ave of Flags supplies (estimated)	6/30/21	\$47.88
55400	United States Flag Store/VISA	UN Flags (estimated)	6/30/21	\$140.00
52000	US Postmaster/VISA	Office Supplies: Postage (estimated)	6/30/21	\$200.00
55450	Walmart/VISA	uniforms: t-shirts	6/30/21	\$14.34
<b>TOTAL: Requests for Payments</b>				<b>\$5,139.03</b>

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**CEMETERY FUND: Exhibit "A" - REQUEST FOR PAYMENT: June 14, 2021 Meeting**

ACCT	VENDORS	DESCRIPTION	Date Due	Amount
57601	Amazon/VISA	Avenue of flags: supplies (estimated)	6/30/21	\$475.00
56500	Amazon/VISA	equipment repairs	6/30/21	\$186.93
58100	ColdSpring Memorial Group	Grave Markers (estimated)	6/30/21	\$1,600.00
42500	Douglas, Patty	Customer Refund	6/30/21	\$783.00
55450	Farm & Fleet/VISA	Seasonal Uniforms (estimated)	6/30/21	\$150.00
57602	Growing Grounds/VISA	root stimulator & weed killer	6/30/21	\$53.97
54500	ICFHA: Illinois Cemetery & Funeral Home/VIS	Dues/Seminars (estimated)	6/30/21	\$250.00
56500	Martin Sullivan	weed eater string (inv #1284888)	6/30/21	\$35.00
57000	Menards/VISA	Drain Kit & Test Strips: sump pump issue (estimated)	6/30/21	\$100.00
56600	Midwest Equipment/VISA	weed eater string (estimated)	6/30/21	\$549.90
56500	Morris Avenue Garage/VISA	Truck/Trailer Inspections (estimated)	6/30/21	\$80.00
56500	Nord Outdoor Power Equipment/VISA	Equipment Maintenance (estimated)	6/30/21	\$200.00
57000	VISA/Pipeworks	Sump Pump (estimated inspection cost)	6/30/21	\$200.00
56500	VISA/Quality Truck & Equipment Co	Hydraulic fitting & hose	6/30/21	\$73.01
57601	Ron Smith Printing Co/VISA	Ave of Flags supplies (estimated)	6/30/21	\$47.88
55400	United States Flag Store/VISA	UN Flags (estimated)	6/30/21	\$140.00
52000	US Postmaster/VISA	Office Supplies: Postage (estimated)	6/30/21	\$200.00
55450	Walmart/VISA	uniforms: t-shirts	6/30/21	\$14.34
<b>TOTAL: Requests for Payments</b>				<b>\$5,139.03</b>

**CEMETERY FUND: ADDENDUM to Exhibit "A" - REQUEST FOR PAYMENT: June 14, 2021 Meeting**

ACCT	VENDORS	DESCRIPTION	Date Due	Amount
55450	Dollar General/VISA		6/30/21	\$17.00
56600	Lowe's/VISA	cones,light,padlocks	6/30/21	\$108.83
57601	Lowe's/VISA	flag rope	6/30/21	\$69.12
57602	Lowe's/VISA	Eagle Scout project	6/30/21	\$124.06
55450	Lowe's/VISA	keys	6/30/21	\$8.94
<b>TOTAL ADDENDUM: Requests for Payments</b>				<b>\$327.95</b>