



Crystal Financial Consultants, Inc.

January 6, 2017

Board of Education and Administration
Harvey School District 152
16001 S. Lincoln Avenue
Harvey, IL 60426

Ladies and Gentlemen:

Crystal Financial Consultants, Inc. would be happy to work with Harvey School District 152 in the capacity of financial advisor. The services provided include: (a) assistance in the preparation of the budget, (b) assistance in the preparation of the tax levy, (c) assistance in the negotiation of collective bargaining agreements, (d) assistance in the conversion of the District's financial software, (e) assistance in working with business manager or other staff in the daily operations of the District (f) any additional consultation as requested.

The fee for the aforementioned services is \$175 per hour. We believe that using an hourly rate would be the most cost effective billing to the District, as we will be billing only for our direct time on these specific projects. Also note that we are efficient with our time and will bill the District on a monthly basis so that expenses can be closely monitored.

Crystal Financial Consultants takes great pride in its ability to work in cooperation with school boards, administrators, staff and community members offering unbiased, objective guidance and assistance. I have attached a short biography of my background, as I would be the person working directly with the District.

If the foregoing terms are acceptable to you, please return a signed copy of the letter and we would be happy to begin working with the District as soon as you desire. Thank you for considering my firm in this matter.

Respectfully,

Robert G. Grossi, Ed. D.
President

Robert Gerard Grossi, Ed.D. CSBO

crystalfinancial@yahoo.com

(708) 754-7157 (Work)

(708) 565-1824 (Cell)

Professional Experience

Crystal Financial Consultants, Inc. - President

January 1989 – Present

- Provide financial services including: comprehensive financial planning and projections, contract negotiations, debt issuances, tax levy assistance, budget assistance.
- Authored several pieces of legislation, including major portions of the current General State Aid formula

Bloom Township Trustees of Schools - Treasurer

August 1986 – Present

- Treasurer of 14 school districts and 4 other educational entities.
- Manage over \$400 million in revenues annually.

Hazel Crest School Finance Authority

August 2002 – December 2012

- Appointed by ISBE to serve as Chief Executive Officer of SFA.
- Responsible for stabilizing Districts' financial crisis converting a multi-million deficit into seven consecutive years of annual surpluses.

Calumet Park Voluntary Oversight Panel

July 2006 – June 2010

- Appointed by ISBE to serve as Chairperson of State oversight panel.

Governor's State University

May 1996 – Present

- Serve as Adjunct Professor teaching School Finance in the University's Masters Program.

Western Illinois University

May 2011 – Present

- Serve as Adjunct Professor teaching School Finance in the College of Education.

Education

Western Illinois University

May 2010 – December 2013

Doctorate, Educational Leadership (Ed.D.)

Western Illinois University

January 2009 – June 2010

ACI Program, Superintendent's Endorsement

Northern Illinois University

May 1991 – December 1992

Chief School Business Officials Endorsement

University of Notre Dame

June 1985 – May 1986

Master of Business Administration Degree

Indiana University

August 1981 – May 1985

Bachelor of Science Degree in Business – Finance

Other

- Received Monarch Award in 2011 from the Illinois Association of School Business Officials, the highest honor given by the Association, recognizing excellence in service.
- Past Chair and current member of Illinois School District Liquid Asset Fund Board
- Have earned both Chief School Business Certificate and Type 75 Superintendent Certificate
- Member of IASBO, ASBO and IAST
- Served on various State task forces