

Wm. John Upjohn

September 23, 1985

Mr. Ed Heise
106 Mason Street
Charlevoix, Michigan 49720

Dear Ed:

I'm very happy that we made the deal concerning the purchase of the house, and have the feeling that this is a business arrangement which may work out to the benefit of everybody involved.

It's the purpose of this letter to review some of the points we discussed during our lunch meeting with Dan:

You are welcome to stay in the upper floor of the house, your home for these many years, for any period of time up to Fall of 1987, while you wait your turn to enter the apartments in Charlevoix.

Alano Club: In purchasing your home, it is my intention to sell it for \$35,000 to a not-for-profit organization to be used as an Alano Club for AAers (and others using the Twelve Steps, if that's the decision). I will hold the house for one year while members of the Charlevoix community determine whether or not they wish to establish an Alano Club in the community. Because it takes several months to establish a not-for-profit corporation recognized by the IRS, it's important that the Charlevoix group get at this matter fairly promptly. At the end of a one-year period, the house will be put on the market, at market price, if the indications are that there is not a solid interest and a fiscal base for the Alano Club.

Ed, I really appreciate your help and interest in this matter. Of course, it's my hope that the Alano Club will be established in your home. Your home has a great tradition of being an Alano Club since the coffee pot has been on at 8:30 every morning as long as I've been coming to Charlevoix, and many years before that, so it's a wonderful use for your house. I hope that you will continue being interested in it after you move out, assuming that an Alano Club has been formed. Easy Does It.

Sincerely,


WM. JOHN UPJOHN

WJU/dr

c Dan Vreeland

"Hi" to all. Expect to
be in Charlevoix Oct 16 -
Hope to see you then