



*** All present are expected to conduct themselves in accordance with our City's Core Values ***

OFFICIAL NOTICE AND AGENDA

of a meeting of a City Board, Commission, Department, Committee, Agency, Corporation, Quasi-Municipal Corporation, or sub-unit thereof.

Meeting of: **FINANCE COMMITTEE**
 Date/Time: **Tuesday, May 13, 2014 at 5:15 PM**
 Location: **City Hall, 2nd Floor Board Room**
 Members: **Bill Nagle (C), Karen Kellbach, Dave Nutting, David Oberbeck, Keene Winters**

AGENDA ITEMS FOR CONSIDERATION/ACTION

- 1 Select a Chairperson and Vice Chairperson for 2014-2016 term.
- 2 Public Comment on matters appearing on the agenda.
- 3 Minutes of the previous meeting(s). (3/24/14 & 4/08/14)
- 4 Consider Peer Court and Youth Contracts Services and Sole Source Purchases with Boys and Girls Club
- 5 Consider funding and installation of decorative lighting on the 900 Block of Scott Street
- 6 Consider Budget Modification for the Purchase of 16 portable radios and ancillary equipment for the Fire Department \$37,896.
- 7 Consider modifying the 2014 Fee Schedule to add Specialty Care Transport Fees of \$900 for residents and \$1,050 for non-residents
- 8 Consider Contract with MTM Medical Transportation Management to provide ambulance transport services to Medicaid patients
- 9 Consider General Fund Financial Reports March 2014
- 10 2015 Budget Projection
- 11 Consider budget modification for the development agreement Olson Tire not to exceed \$375,000 - Tax Increment District Seven
- 12 Consider the purchase of vacant land in the Wausau Business Campus at 101 North 72nd Avenue from Intercity Bank
- 13 Consider the purchase of 1006 N 1st Street for the purposes of riverfront redevelopment
- 14 **CLOSED SESSION** pursuant to 19.85(1)(e) of the Wisconsin Statutes for deliberating or negotiating the purchase of public properties, the investing of public funds, or conducting other specified public business, whenever competitive or bargaining reasons require a closed session: for negotiating the purchase of properties. (101 N 72nd Avenue and 1006 N 1st Street)
- 15 **RECONVENE** into open session to take action on closed session item, if necessary
Adjournment

Bill Nagle, Chair

It is possible and likely that members of, and possibly a quorum of the Council and/or members of other committees of the Common Council of the City of Wausau may be in attendance at the above-mentioned meeting to gather information. **No action will be taken by any such groups.**

This notice was posted at City Hall and emailed to the Wausau Daily Herald newsroom on 05/07/14 at 4:30 pm.

Please note that, upon reasonable notice, efforts will be made to accommodate the needs of disabled individuals through appropriate aids & services. For information or to request this service, contact the City Clerk at (715) 261-6620.

Other Distribution: Media, (Alderspersons: Neal, Gisselman, Wagner, Rasmussen, Abitz, Mielke), *Tipple, *Jacobson, *Groat, *Loy, Rayala, Department Heads

JOINT FINANCE AND ECONOMIC DEVELOPMENT COMMITTEES

Date and Time: Monday, March 24, 2014 @ 5:15 pm., Council Chambers

Finance Members Present: Nagle (C), Oberbeck, Brezinski, Nutting, Winters

ED Members Present: Brezinski (C), Wagner, Nagle, Oberbeck, Rasmussen

Others Present: Tipple, Jacobson, Hardel, Barnes, Giese, Marquardt, Mielke, Kellbach, Gisselman, M. Lawrence, Werth, Seubert, Lapinski, Goede, Linda Karger, and other interested parties.

It was noted that there was a quorum of the Finance Committee and the Economic Development Committee was present and the meeting was called to order by Chairperson Nagle and Brezinski.

ED Item: Discussion and possible action on the Thomas Street Corridor Master plan.

Rasmussen stated with the revelation of recent events and the existence of multiple legal opinions on the matter surrounding Thomas Street, as well as the discussion that took place at Committee of the Whole immediately preceding this meeting, it would be appropriate to defer action on this item until we have some clear answers.

Motion by Rasmussen, second by Wagner to defer action on the Thomas Street Corridor Master Plan pending legal answers on the matter. Motion carried 5-0.

Joint Item: Discussion and possible action on the Highway 52 Parkway/Stewart Improvements.

Rasmussen stated given the fact that there has been such a mixed public reaction to the installation of the birds on Highway 52 Parkway, with the expenses it has incurred and it is yet to incur with the irrigation system, she struggled with committing another \$220,000 to Phase II of the project west of the highway. She felt they should withdraw the funding and their support for Phase II of the project relative to additional bird art.

Oberbeck commented they still need to look at ways to improve the entrances to the city and not ignore the fact that they are deteriorating and do not look very inviting. He felt Economic Development Committee should look at it as far as putting money towards these areas. Wagner agreed and clarified that not funding the \$220,000 for the birds doesn't mean that money can be used for other things because it was restricted funding for improvements.

Rasmussen stated she was not opposed to public art and streetscaping and suggested creating an ad hoc committee that deals with public art that has skills and expertise in this area. Another suggestion was an aesthetic subcommittee to gain input when redesigning streets, roads and corridors.

Marquardt questioned if they wanted the irrigation portion of the project completed and Rasmussen felt that they should complete it to make sure it grows and thrives. She questioned what the cost of the irrigation was. Marquardt estimated it would be \$18,000 - \$20,000.

Economic Development:

Motion by Rasmussen, second by Nagle not to progress with Phase II of the bird art west of the highway; but finish Phase 1, which includes connection of the water with an estimated cost of \$18,000 - \$20,000. Motion carried 4-1. (*Oberbeck was the dissenting vote.*)

Finance:

Motion by Winters, second by Nutting not to progress with Phase II of the bird art west of the highway; but finish Phase 1, which includes connection of the water with an estimated cost of \$18,000 - \$20,000. Motion carried 4-1. (*Oberbeck was the dissenting vote.*)

Consider Negotiations with CBL & Associates Properties, Inc. regarding tenant redevelopment and replacement plans.

Brezinski indicated this item would require closed session discussion.

CLOSED SESSION pursuant to 19.85(1)(e) of the Wisconsin Statutes for deliberating or negotiating the purchase of public properties, the investing of public funds, or conducting other specified public business, whenever competitive or bargaining reasons require a closed session. (Negotiations with CBL & Associates Properties, Inc., regarding tenant redevelopment and replacement plans).

ED: Motion by Rasmussen, second by Wagner to convene into closed session. Roll Call Vote: Ayes: Oberbeck, Rasmussen, Brezinski, Wagner, and Nagle. Motion carried 5-0.

Finance: Motion by Nutting, second by Brezinski to convene into closed session. Roll Call Vote: Ayes: Nagle, Brezinski, Winters, Oberbeck, and Nutting. Motion carried 5-0.

Reconvened back into Open Session in the Board Room.

Adjournment (ED Committee)

Motion by Brezinski, second by Oberbeck to adjourn the Economic Development Committee. Motion carried unanimously. Adjourned at 6:30 p.m.

FINANCE ONLY ITEMS

Approve 2014 Budget Modification - Carry Over 2013 General Fund.

Groat stated they adopted a balanced budget in 2013 and then a number of transfers were approved during the year, which she reviewed. She stated when comparing the actual to the modified budget, we spent 99.3% of the budget. She indicated there were departments experiencing yearend deficits, which she also reviewed. She noted revenues fell short of projections by \$46,000 and provided details. She listed the carryover requests for unfinished projects.

Motion by Brezinski, second by Oberbeck to approve the 2014 budget modification for carry over. Motion carried 5-0.

Discussion of past and current fuel purchases and fuel purchase policies for city vehicles.

Marquardt referred to the information in their packets and commented it is hard to compare numbers from Department of Public Works and Metro Ride. He noted Metro Ride doesn't pay Wisconsin sales tax and they buy different fuel during the winter than DPW does and which is a little more expensive. He indicated he did look at a period from July 2013 – October 2013 under contract with the Riiser and buying the same type of fuel as Metro Ride and determined DPW saved approximately 1 cent per gallon. He felt it was a good system and noted Riiser calls DPW every day to check on the tanks.

Winters distributed some handouts and reviewed the data. He commented the results were somewhat inconclusive after a year and the quotation and bid process is preferred to an exclusive contract arrangement.

Motion by Winters, second by Oberbeck to give notice to Riiser to terminate the contract when the 60 days is up. Motion carried 5-0.

Consider Procurement Policy

Groat stated when we are purchasing something like fuel commodities that has a change in the market rate perhaps daily, we need to condense the quote process and not have a formal bid which would delay it. She suggested creating an exception for those types of commodity purchases that exceed \$25,000 and can continue with a less formal quote process or another option would be to raise the formal bid dollar amount. Oberbeck felt they had to take a look at and understand what state regulations may apply.

Winters asked Greg Seubert to explain the Metro Ride process. Seubert stated due to federal participation Metro Ride has to do the procurement by their requirements pursuant to the Federal Acquisition Register, which has a much lower threshold of \$3,000. He indicated if they exceed \$3,000 they have to acquire the good or service in a competitive manner and do a price analysis. He felt the easiest way to do that is to get competitive bids and they currently use price quotes via fax. Winters felt we should be taking quotes as well.

Motion by Winters, second by Nutting to direct staff to write that commodities are allowed to use quotes for \$5,000 - \$50,000 and bring it back. Motion carried 4-0.

Report: 2014 Pet License Activity

Groat reviewed the report, noting total revenue to date is \$33,530 compared to \$24,990 of last year. Winters commented great progress has been made, although the cat licensing was still very weak and at some point we may have to put some general tax dollars into the pet fund.

Authorize the write off of certain uncollectible delinquent personal property tax accounts from the City's accounting records.

Groat stated we do this each year with the assistance of the Attorney's Office, which allows us to go back and collect the funds from the other taxing jurisdictions. She noted they do still attempt to collect the debt and if we are successful we redistribute it back to other jurisdictions.

Motion by Brezinski, second by Winters to approve authorizing the write off of uncollectible delinquent personal property tax accounts from the City's accounting records. Motion carried 5-0.

Consider Sole Source Purchasing and Budget Modification for the Purchase of 16 portable radios and ancillary equipment for the Fire Department \$47,098.

Withdrawn

Consider adoption of contract for non-dog strays with Humane Society of Marathon County April 1, 2014 through December 31, 2014 and related budget modification.

Jacobson indicated they have been working cooperatively with the Humane Society to put together a contract for the impoundment, care and treatment of non-dog stray animals. She stated we have already agreed based on the RFP that they have reviewed that we are going to enter into a contract with them for \$32,400 with \$220 per cat for any over 150. Hardel commented we need to come up with the maximum number of the 150 total cats that would be designated for Everest Metro and Wausau. He indicated he spoke about it with Wally Sparks who was willing to resolve it.

Lt Barnes indicated that Attorney Shane Vanderwaal felt there was some language that did not need to be in the contract to include maximizing the welfare of the animals. There was also a section that was very important to the Humane Society regarding an agreement for the police department and the city to enter into conversation to explore and research alternatives to euthanasia in 2014, specifically trap, neuter and release. He stated it doesn't bind us to implement or support a program like that; it is simply an agreement with them that we would look at it and research it. Winters agreed that is something we should definitely do, but did not feel it belonged in the contract. Oberbeck felt it was a political issue that needs to be dealt with. Rasmussen pointed out trap, neuter and release has been discussed in PH&S and the Humane Officer is creating a report analyzing the drawbacks, benefits, and costs to present. There was consensus to remove the language from the contract as recommended by Vanderwaal.

Linda Karger stated the Humane Society feels very strongly about it because the Humane Society of the United States and the representatives in Wisconsin plan on attending the Council meeting to address it. Barnes suggested a compromise of having Chief Hardel and himself draft a letter to the Humane Society committing to those specific issues and to researching alternatives to euthanasia.

Motion by Winters, second by Brezinski to approve the contract with the recommended changes and to approve the budget modification from contingency. Motion carried 5-0.

Consider and approve amendment to the Regional Animal Control Services Contract between the City of Wausau and Everest Metro Police Department to add to the scope of work the provision of services for non-dog strays.

Jacobson explained this was an amendment to the current contract with Everest Metro to include scope of services that we will pick up stray cats and other non-dog strays.

Motion by Winters, second by Brezinski to approve the amendment to the contract with Everest Metro. Motion carried 5-0.

Consider request to terminate United Health Group parking lease.

Jacobson stated United Health Group has agreed to pay the rent discount of \$17,000 that she was directed to ask for.

Motion by Winters, second by Oberbeck to allow United Health Group to terminate their parking lease effective June 30, 2014 for a payment of \$17,000. Motion carried 5-0.

Authorizing renewal of parking lot lease. (3rd & Grant Street - Colonial Property 4, LLC)

Jacobson indicated she spoke with Mike Priebe, owner of the lot at 3rd and Grant Streets and he has interpreted the lease to include the plowing of the sidewalks at city expense, although she disagreed and told him it specified maintenance the parking lot only. She stated Priebe wants to continue to lease the lot to the city, however, he would like this clarified. He proposed to renew the lease on the same terms with the exception that the city would plow and sweep the sidewalks adjacent to the parking lot on the 3rd Street and Grant Street sides without charge. She indicated she has added that language to the contract and had no objections to any of the other terms.

Motion by Brezinski, second by Oberbeck to approve the renewal of the parking lot lease with the change as presented. Motion carried 5-0.

Adjournment (Finance Committee)

Motion by Brezinski, second by Oberbeck to adjourn the Finance Committee. Motion carried unanimously. Meeting adjourned at 7:33 pm.

JOINT FINANCE AND ECONOMIC DEVELOPMENT COMMITTEES

Date and Time: Tuesday, April 8, 2014. At 5:00 pm., Board Room

Finance Members Present: Nagle (C), Oberbeck, Brezinski, Nutting, Winters

ED Members Present: Brezinski (C), Wagner, Nagle, Oberbeck, Rasmussen

Others Present: Tipple, Jacobson, Hardel, Giese, Groat, Loy, Lenz, Marquardt, Mielke, Kellbach, Gisselman, M. Lawrence, Lapinski, Goede, Rayala, Deb Ryan and other interested parties.

It was noted that a quorum of both the Economic Development and Finance Committees was present and the meeting was called to order by Chairperson Brezinski and Nagle.

ED Item: Approve the Economic Development minutes from 2/18/14

Motion by Rasmussen, second by Wagner to approve the minutes of the meeting on 2/18/14. Motion carried 5-0.

ED Item: Approve Thomas Street Corridor Master Plan

Marquardt stated back in February GRAEFE presented the Thomas Street Corridor Master Plan to the Committee of the Whole. He explained the master plan is a working document that was provided to us to use going forward to help make decisions on Thomas Street. He indicated it was taken to and approved at CISM Committee in March. He explained once the document is approved by ED and adopted by the Council we will use it going forward to make decisions as to whether it is two lanes, four lanes, a combination, street width, what property to buy, boulevards, etc. Rasmussen noted that this is just Step 1 of many steps by accepting what the consultant provided.

Oberbeck stated the consultant recommended a type of plan, two lanes with a turn lane, and questioned if they had the option to accept that recommendation from GRAEFE. Marquardt stated the consultant is still working on it and although they made that recommendation they also noted there were other cross sections that maybe should be looked at. He felt we need more information before a particular concept can be chosen to go forward with.

Mielke felt they should hold off on it because there were still too many unanswered questions. He wanted as much input from the residents of Thomas Street as possible. Abitz stated there are some residents that need to sell their properties as soon as possible and can't sell because of this project. She felt it was time to move forward.

Motion by Rasmussen, second by Wagner to approve the Thomas Street corridor Master Plan.

Motion by Oberbeck, second by Nagle to amend the motion to accept the consultant's recommendation for two lanes with a turn lane and four lanes from 3rd to the Bridge. Motion failed 2-3.

Vote on the original motion approving the plan. Motion carried 5-0.

Joint Item: Discussion and possible action in regards to request by CBL & Associates to amend the ground lease, extend the terms of the special letter of agreement, hire an attorney and/or consultant and related budget modification.

Megan Lawrence explained that the City of Wausau has a ground lease with CBL for which they pay \$76,000 per year. In closed session, Finance Committee unanimously voted to reduce that to \$1 for a 12 month period as requested by them. CBL also pays an additional amount each year that is calculated on their net cash flow and this year that amount is \$70,000. It was also unanimously approved that would be waived in 2014 to mitigate the loss from JC Penney and help them start re-tenanting that space. She stated through a special let of agreement CBL refinanced the property in 2011 and a resolution went through Council indicating 10% of the proceeds were supposed to go through the City of Wausau, but it was changed to 5% and they were to match that 5% and use it for tenant improvements. The deadline for that was the end of this year, but they have asked for an extension. She indicated the committee also discussed hiring a consultant or an attorney who can help staff with the assistance CBL may need to redevelop tenant space.

Groat noted the motion from ED and Finance was a one year period of time and it was discussed that they had already paid us for a portion of the year, or four months of that ground lease to date. The impact to the 2014 budget would be approximately \$56,000 and she recommended it be taken out of contingency.

Rasmussen stated the agreement for them to use the 5% for tenant improvements, inducement and incentives is a sound practice because it does incentivize them to improve the mall, attract new tenants, and retain tenants they have. This obviously reduces their net operating expense and the money they owe us, but questioned if it would be appropriate to secure that CBL is a long term player by having them use this money for this same purpose.

Brezinski commented we need to work with the mall and do what we can to ensure its viability as we move forward. Oberbeck stated once we decide if we are going to hire an attorney or a consultant that selection should come back to the Economic Development Committee. Brezinski suggested that staff invite representatives of CBL to come and speak to ED and share their plans.

Economic Development:

Motion by Nagle, second by Wagner to approve amending the ground lease to \$1.00 for a one year period; waive the additional rent of \$70,000 due beginning May 1, 2014; and extend the special letter of agreement for a two year period ending December 31, 2016.

Motion by Rasmussen, second by Wagner to amend the motion that language that the money saved will be diverted to tenant improvement, inducement and incentives be attached to this funding. Motion carried 5-0.

Vote on the original motion as amended. Motion carried 5-0.

Finance:

Motion by Winters, second by Nutting to approve amending the ground lease to \$1.00 for a one year period; waive the additional rent of \$70,000 due beginning May 1, 2014; and extend the special letter of agreement for a two year period ending December 31, 2016 as amended; and to approve the budget modification from contingency. Motion carried 5-0.

Adjournment (ED Committee)

Motion by Oberbeck, second by Nagle to adjourn the Economic Development Committee. Motion carried unanimously. Adjourned at 5:35 pm.

FINANCE ONLY ITEMS

Public Comment on matters appearing on the agenda.

Debra Ryan, 702 Elm St, addressed the committee regarding the claims for excessive assessment on the agenda, commenting this will be a continuing issue and they have to make sure they have the proper evaluation.

Minutes of the previous meeting(s). (3/04/14, 3/11/14, 3/19/14)

Motion by Nutting, second by Winters to approve the minutes of the previous meetings on 3/04/14, 3/11/14 and 3/19/14. Motion carried 5-0.

Consider Vehicle Donation from Yachs - 2006 Chevrolet Cobalt

Chief Hardel stated they absolutely need the car because the Explorer that was assigned to Safety Officer Maureen Pilsner had to be used for the K9 and she does not have a car. He indicated she also wrote a \$22,000 grant to the Community Foundation for a simulator for text and driving instruction so we need a vehicle.

Motion by Winters, second by Nutting to approve accepting the donation of the 2006 Chevrolet Cobalt from Yachs. Motion carried 5-0.

Consider procurement policy modifications

Groat stated there were two modifications proposed at the last Finance Committee meeting. One change would allow for competitive purchasing through written quotes for commodities of \$5,000 - \$50,000, so that we would be able to respond to those quotes on an immediate basis versus a formal bid process that would delay the purchase versus the quote.

Groat explained historically when a project is let by the Department of Public Works, as change orders come in they are presented to the Board of Public Works for approval and the documents are signed by the Board. The current procurement policy provides for the Mayor, City Clerk, Finance Director and City Attorney to sign contracts, however, it is silent on signatures for change orders. With our past practice, neither the Mayor nor the City Clerk is signing change orders; the modification will put us in compliance with past practices and the procurement policy.

Oberbeck suggested changing the wording on page 3, number 4, from “may seek” to “shall seek.” He also suggested taking out “if possible” and stating that they “must document efforts to obtain three written quotations.” Nagle noted that “written” could be a text or a fax. Oberbeck stated that payments should not be made until there was a properly signed contract in the file attached to the purchase order. He agreed with the changes presented but felt the policy should be brought back to Finance again in the future for more work on it to ensure processes are being followed.

Motion by Brezinski, second by Winters to approve the procurement policy modifications as presented. Motion carried 5-0.

Motion by Winters, second by Brezinski to add that if a change order to a contract exceeds the bid by 15% it would trigger a requirement to come before Finance for review. Motion carried 5-0. Nagle noted that state law does not allow it to be exceeded by more than 15%.

Discussion regarding Council I pads, paperless agendas, and agenda management software

Gerry Klein indicated it came down to three different problems: 1) the posting online of information packets for committee meetings; 2) the use of IPads instead of printing; and 3) software solution for the workflow in creation of agendas for more efficiency and transparency. He noted they have looked at a company called IQM2 for agenda management. He stated the reality is that the city has a lot of projects and there is more IT demand than there are resources to do them, so they have been prioritized. He questioned which was more important to them, agenda management or IPads. The committee felt agenda management was more important and that should be put on another agenda for more discussion. Mayor Tipple requested that Klein present this at a staff meeting first.

Consider RFP Legal Services - Bond Counsel

Groat stated we have been using Foley and Lardner for a number of years. This will give us an opportunity to look at all firms that are currently involved in the public finance field. She stated when the RFP's come back they could select a small committee to narrow it down to the top three firms and then have them come to Finance to give a presentation and to be interviewed.

Motion by Winters, second by Brezinski to have a special committee select the top three and to have them present to and be interviewed by the Finance Committee. Motion carried 5-0.

Budget Modification - Irrigation 17th Avenue Landscaping Project

Oberbeck questioned what process would be used and Marquardt indicated it would go out for RFP.

Motion by Brezinski, second by Nutting to approve the budget modification for irrigation for the 17th Avenue Landscaping project. Motion carried 5-0.

Approving alleged claim for excessive assessment - GE Capital Franchise Financial Corporation (Applebee's)

Jacobson stated we receive these claims every year and they must file by January 31st and have paid their taxes in full as a prerequisite to making a claim for excessive assessment. She reviewed the information that has been included for all the claimants. She noted they have all been rejected by the Board of Review and staff recommends the Council disallow the claims. She indicated an error to the PIN has been corrected.

Motion by Brezinski, second by Oberbeck to approve the claim of GE Capital Franchise Corporation (Applebee's). Motion failed 0-5.

Approving alleged claim for excessive assessment - Financial Way, LLC

Groat pointed out Financial Way does have a development agreement with us that does speak to complaining about their value. Jacobson stated they did not complete the form and failed to provide requested information.

Motion by Brezinski, second by Oberbeck to approve the claim of Financial Way, LLC. Motion failed 0-5.

Approving alleged claim for excessive assessment - Sears Holdings Corporation

Jacobson stated they were rejected by the Board of Review for failure to complete their objection form. She stated on April 2, 2014 a Court of Appeals decision came down that basically said that if their assessment hadn't changed from the previous year and their previous year's challenge had not been resolved by the first day of the meeting of the Board of Review of the following year, they need not file another objection form. Staff is still asking the committee to disallow the claim based on their assessment. A correction was made to PIN.

Motion by Brezinski, second by Winters to approve the claim of Sears Holdings Corporation. Motion failed 0-5.

Approving alleged claim for excessive assessment - Walgreen Co., 105 Central Bridge Street

Jacobson stated they were rejected by the Board of Review for failing to properly complete the form.

Motion by Brezinski, second by Winters to approve the claim of Walgreen Co., 105 Central Bridge Street. Motion failed 0-5.

Approving alleged claim for excessive assessment - Walgreen Co., 504 S 17th Avenue

Jacobson stated they were rejected by the Board of Review for an incomplete objection form.

Motion by Brezinski, second by Nutting to approve the claim of Walgreen Co., 504 S 17th Avenue. Motion failed 0-5.

Approving Budget Modification - To Remove the Tax Increment District Number Seven Streetscape Project

Groat stated at the previous joint Finance and ED meeting they voted to remove out of the budget the parkway project west of the Interstate. This budget modification will reduce the budget to reflect the elimination of it. Nutting questioned what will take place instead of this because something needs to be done there. Oberbeck commented we could have changed it however we wanted but we chose to remove \$220,000 from the budget and now it will stay the way it is. Rasmussen stated she was not against streetscape projects but they need to be properly planned and if another project comes along we can reallocate the money.

Motion by Winters, second by Oberbeck to approve the budget modification to remove the TID #7 Streetscape Project. Motion carried 4-1. (*Nutting was the dissenting vote.*)

2015 Budget Priorities

Withdrawn.

Questions about \$650,000 O-Motion Grant.

Withdrawn

Adjournment (Finance Committee)

Motion by Brezinski, second by Nutting to adjourn the Finance Committee. Motion carried unanimously. Meeting adjourned at 7:00 p.m.

AGREEMENT FOR THE BOYS & GIRLS CLUB OF THE WAUSAU AREA, INC.

THIS AGREEMENT, made this ____ day of _____, 2013, by and between the City of Wausau, a municipal corporation of the State of Wisconsin, with its City Hall located at 407 Grant Street, Wausau, Wisconsin, 54403, hereinafter referred to as "CITY," and The Boys & Girls Club of the Wausau Area, Inc., a nonprofit private corporation, with its principal offices at 1710 N. Second Street, Wausau, Wisconsin, 54403, hereinafter referred to as "BGC."

WITNESSETH:

WHEREAS, the mission of the CITY is to provide services in the most effective and efficient manner in order to promote and enhance our living environment, to plan and encourage positive growth, and to promote a positive community image by encouraging citizen involvement and civic pride; and

WHEREAS, BGC provides positive youth development programs to low and moderate income youth grades 4-12;

WHEREAS, your Finance Committee considered on August 27, 2013, an agenda item "Consider 2014 Funding of Boys and Girls Club Service Contract";

WHEREAS, your Finance Committee on August 27, 2013, approved a line item in the budget for contractual services for youth, counselling and recreational services in the amount of \$25,000;

WHEREAS, on November 26, 2013, the Council approved a Resolution adopting the 2014 City of Wausau Budget and general property tax to support same, which included \$25,000 as a line item designated to the Boys and Girls Club; and

NOW, THEREFORE, the parties hereto agree as follows:

1. CITY will pay to BGC, a sum of money not to exceed Twenty-Five Thousand and No/100 Dollars (\$25,000) for the purpose of providing positive youth development programs to low and moderate income youths.

These funds are provided for the purpose of providing 1,000 youths the ability to build academic skills, self-discipline and self-esteem necessary to develop a flexible plan to succeed.

2. In consideration for the payment of \$25,000, BGC agrees to provide 1,000 unduplicated Wausau youth academic enrichment, college and career exploration, service and leadership, health and life skills and mentoring on an annual basis, of whom at least 60% will come from low-income households (qualify for free or reduced lunch).
3. The term of this Agreement shall be for a period of one (1) year, from January 1, 2014, through December 31, 2014.

4. BGC will provide reports to CITY on a quarterly basis, indicating the number of youths served in each program and qualifying verification; in addition, BGC will submit quarterly financial reports documenting the specific expenses tied to each of its programs and request reimbursement for those expenses when the reports are submitted. Payment by CITY will be made based upon those invoices submitted by BGC.
5. BGC further agrees that this Agreement may be terminated or suspended by CITY in the event BGC fails to perform any of the conditions contained herein and that CITY may take appropriate and corrective action in order to insure compliance with this Agreement, including an order to audit BGC's books and records pertaining to its activities and the utilization of CITY funds. In the event of default or violation by BGC or the necessity of corrective action, CITY shall provide BGC, by written notice, a demand to cure default, explaining the nature and extent of the default or violation. BGC shall cure or remedy said violation or default within ten (10) days after receipt of said notice, unless a longer time is agreed upon by the parties in writing. In case default or violation is not cured and corrective action is not completed within ten (10) days, or a longer time as may be agreed upon, this Agreement may be terminated by CITY upon 14 days' advance notice for failure to cure the default or violation. Payment due under the Agreement for services rendered shall be prorated up to and including the termination date.
6. Nothing contained herein, nor any act of CITY, BGC, or any other party, shall be deemed or construed by any party, or by any other third person, to create any relationship with third party beneficiary, principal or agent, limited or general partnership, or joint venture, or of any association or relationship involving CITY. BGC is at all times considered an independent agency and not an agency or branch of CITY.
7. BGC agrees to indemnify, defend and hold harmless and release the CITY, its employees, agents, officers and designees, whether appointed, hired or elected, free and harmless from and against any and all judgments, damages, losses, costs, claims, expenses, suits, demands, actions and/or causes of action of any kind or of any nature, which may be sustained by reason of damage to any property or damages or injury to any person or persons or death to any person or persons, or by reason of any other liability imposed by law or by anything or by anyone else upon CITY, or its employees, agents, officers and designees, whether appointed, hired or elected, as the result of and/or due to the operations or activities of BGC, or anyone else, undertaken in connection with the youth development programs which are the subject of this Agreement; and specifically included within this hold harmless are attorneys' fees and other costs of defense which may be sustained by and/or occasioned to CITY and/or any of the CITY's employees, agents, officers and designees whether appointed, hired, or elected.
8. BGC shall procure and maintain, at its cost and expense, amounts of insurance that may be necessary for proper protection in connection with the operations of BGC. Said insurance shall provide for public liability insurance in the sum of at least one million dollars and shall name the City of Wausau as an additional insured. Proof of said insurance shall be furnished to CITY within

thirty (30) days from execution of this Agreement and shall be maintained and in full force and effect during the term of the project.

BGC shall be responsible for all workers' compensation claims arising from BGC operations under this Agreement and BGC shall have in full force and effect workers' compensation as per Wisconsin Statutes.

9. BGC shall provide all information and data regarding the various youth development programs it operates, as requested by CITY. Such information shall include, but not be limited to, number of clients, identification of problems/issues and strategies to resolve such and other information related to implementation of the youth development programs.

IN WITNESS WHEREOF, the parties hereto have affixed their hands and seals the day and year first above written.

CITY OF WAUSAU BY:

BOYS AND GIRLS CLUB OF THE WAUSAU AREA, INC.

James Tipple, Mayor

Brian Stezenski-Williams, Executive Director

Toni Rayala, City Clerk

Sarah Napgezok, President

This instrument drafted by
Anne Jacobson
City Attorney

AGREEMENT FOR THE BOYS & GIRLS CLUB OF THE WAUSAU AREA, INC.

THIS AGREEMENT, made this ____ day of _____, 2013, by and between the City of Wausau, a municipal corporation of the State of Wisconsin, with its City Hall located at 407 Grant Street, Wausau, Wisconsin, 54403, hereinafter referred to as "CITY," and The Boys & Girls Club of the Wausau Area, Inc., a nonprofit private corporation, with its principal offices at 1710 N. Second Street, Wausau, Wisconsin, 54403, hereinafter referred to as "BGC."

WITNESSETH:

WHEREAS, the mission of the CITY is to provide services in the most effective and efficient manner in order to promote and enhance our living environment, to plan and encourage positive growth, and to promote a positive community image by encouraging citizen involvement and civic pride; and

WHEREAS, pursuant to state law, the chief judge of the judicial administrative district has approved a teen court program in Marathon County, which has operated as the Peer Court Program by the BGC since approval by the Common Council in July 1999; and

WHEREAS, referrals are made by the municipal court when the court determines that participation in the teen court program will likely benefit the juvenile and the community;

WHEREAS, on November 26, 2013, the Council approved a Resolution adopting the 2014 City of Wausau Budget and general property tax to support same, which included \$23,000 as a line item in contractual services designated to the Peer Court Program; and

NOW, THEREFORE, the parties hereto agree as follows:

1. CITY will pay to BGC, a sum of money not to exceed Twenty-Three Thousand and No/100 Dollars (\$23,000) for the purpose of operating a state approved teen court program, which provides referrals of youthful offenders to the Peer Court Program, as a legal alternative to the traditional imposition of civil forfeitures upon conviction, and results in meaningful, positive behavioral modification.

2. In consideration for the payment of \$23,000, BGC agrees to operate a Peer Court Program, through which they will accept referrals from CITY's municipal court, for youth ages 12 to 17, for violations of any non-violent city ordinance, who have no prior record.

3. The term of this Agreement shall be for a period of one (1) year, from January 1, 2014, through December 31, 2014.

4. BGC will provide reports to CITY on a quarterly basis, indicating the number of juveniles referred and served including: date of participation, date of completion, type of offense;

referrals made to community organizations; involvement with community agencies during Peer Court supervision; explanation of youth who did not successfully complete the program; and survey results of program participants.

5. BGC will submit quarterly invoices, requesting payment of CITY and CITY will make payment based upon those submitted invoices.

6. BGC further agrees that this Agreement may be terminated or suspended by CITY in the event BGC fails to perform any of the conditions contained herein and that CITY may take appropriate and corrective action in order to insure compliance with this Agreement, including an order to audit BGC's books and records pertaining to its activities and the utilization of CITY funds. In the event of default or violation by BGC or the necessity of corrective action, CITY shall provide BGC, by written notice, a demand to cure default, explaining the nature and extent of the default or violation. BGC shall cure or remedy said violation or default within ten (10) days after receipt of said notice, unless a longer time is agreed upon by the parties in writing. In case default or violation is not cured and corrective action is not completed within ten (10) days, or a longer time as may be agreed upon, this Agreement may be terminated by CITY upon 14 days' advance notice for failure to cure the default or violation. Payment due under the Agreement for services rendered shall be prorated up to and including the termination date.

7. Nothing contained herein, nor any act of CITY, BGC, or any other party, shall be deemed or construed by any party, or by any other third person, to create any relationship with third party beneficiary, principal or agent, limited or general partnership, or joint venture, or of any association or relationship involving CITY. BGC is at all times considered an independent agency and not an agency or branch of CITY.

8. BGC agrees to indemnify, defend and hold harmless and release the CITY, its employees, agents, officers and designees, whether appointed, hired or elected, free and harmless from and against any and all judgments, damages, losses, costs, claims, expenses, suits, demands, actions and/or causes of action of any kind or of any nature, which may be sustained by reason of damage to any property or damages or injury to any person or persons or death to any person or persons, or by reason of any other liability imposed by law or by anything or by anyone else upon CITY, or its employees, agents, officers and designees, whether appointed, hired or elected, as the result of and/or due to the operations or activities of BGC, or anyone else, undertaken in connection with the youth development programs which are the subject of this Agreement; and specifically included within this hold harmless are attorneys' fees and other costs of defense which may be sustained by and/or occasioned to CITY and/or any of the CITY's employees, agents, officers and designees whether appointed, hired, or elected.

9. BGC shall procure and maintain, at its cost and expense, amounts of insurance that may be necessary for proper protection in connection with the operations of BGC. Sai insurance shall provide for public liability insurance in the sum of at least one million dollars and shall name the City of Wausau as an additional insured. Proof of said insurance shall be furnished to

CITY within thirty (30) days from execution of this Agreement and shall be maintained and in full force and effect during the term of the project.

BGC shall be responsible for all workers' compensation claims arising from BGC operations under this Agreement and BGC shall have in full force and effect workers' compensation as per Wisconsin Statutes.

10. BGC shall provide all information and data regarding the various youth development programs it operates, as requested by CITY. Such information shall include, but not be limited to, number of clients, identification of problems/issues and strategies to resolve such and other information related to implementation of the youth development programs.

IN WITNESS WHEREOF, the parties hereto have affixed their hands and seals the day and year first above written.

CITY OF WAUSAU BY:

BOYS AND GIRLS CLUB OF THE WAUSAU AREA, INC.

James Tipple, Mayor

Brian Stezenski-Williams, Executive Director

Toni Rayala, City Clerk

Sarah Napgezek, President

This instrument drafted by
Anne Jacobson
City Attorney

CITY OF WAUSAU, WISCONSIN

PROCUREMENT POLICY

POLICY OBJECTIVE

The City of Wausau has adopted this procurement policy in order to provide City employees with uniform guidance in the purchase of supplies, equipment, services and property. The controls and procedures set forth are intended to provide reasonable assurance that the lowest cost, highest quality good or service is obtained, while balancing the need for flexibility and efficiency in departmental operations.

COVERAGE

This policy applies to the purchases of all departments and divisions of the City of Wausau. The provisions of Wisconsin Statutes s 62.15 and Wausau Municipal Code 12.08 apply to the procurement of public construction and take precedence over any portion of this policy that may conflict with that statute. Procurement activities for MetroRide are subject to the provisions of the Federal Transit Administration and take precedence over any portion of this policy which may conflict with their guidelines. More restrictive procurement procedures required by grants, aids, statutes or other external requirements or funding sources will take precedence.

GOALS

1. To encourage open and free competition to the greatest extent possible.
2. To receive maximum value and benefits for each public dollar spent.
3. To ensure that all purchases are made in compliance with federal, state and local laws.
4. To prevent potential waste, fraud, abuse and conflicts of interest in the procurement process.
5. To assure proper approvals are secured prior to the purchase and disbursement of public funds.

ETHICAL STANDARDS

1. All procurement shall comply with applicable federal, state and local laws, regulations, policies and procedures. Municipal Code 2.03 Code of Ethics for Public Officials and Employees provides general ethical standards and conduct expectations.
2. In general, employees are not to engage in any procurement related activities that would actually or potentially create a conflict of interest, or which might reasonably be expected to contribute to the appearance of such a conflict.
3. No employee shall participate in the selection, award or administration of a contract if a conflict of interest would be involved. Such a conflict would arise when the employee, any member of his immediate family, business partner or any organization that employs, or is about to employ, any of the above, has a financial interest or other interest in the firm selected for award.
4. To promote free and open competition, technical specifications shall be prepared to meet the minimum legitimate need of the City and to the extent possible, will not exclude or discriminate against any qualified contractors.
5. No employee shall solicit or accept favors, gratuities, or gifts of monetary value from actual or potential contractors or subcontractors.
6. Employees must maintain strict confidentiality in the procurement process and shall not impart privileged information to any contractors that would give them advantage over other potential contractors.

7. Personal purchases for employees by the City are prohibited. City employees are also prohibited from using the City's name or the employee's position to obtain special consideration in personal purchases. Employee purchase programs may be established with vendors with prior approval from the Mayor, provided that the vendor provides similar programs to employees of other private entities.

GENERAL GUIDELINES

These general guidelines shall be adhered to as closely as possible by all departments in the procurement of goods and services.

1. Procurements are classified into the following two major categories:
 - Purchasing Goods is defined as equipment, furnishings, supplies, materials and vehicles or other rolling stock. The rental, leasing of these items is also considered to fall within this category and the cost shall be determined by considering the maximum total expenditure over the term of the agreement.
 - Purchase of Services is classified into additional categories of professional services, contractor services, construction services and combined goods and service contracts.
2. Buy Local - It is the desire of the City to purchase locally when possible. This can be accomplished by ensuring that local vendors who have goods or services available are included in the competitive solicitation process that will precede major purchases. It is also the desire of the City to purchase from disadvantaged enterprise businesses whenever possible as defined by Wisconsin Statute 84.06(1).
3. Cooperative Procurement Programs – Departments are encouraged to use cooperative purchasing programs sponsored by the State of Wisconsin or other jurisdictions. Purchases of goods and services secured through these programs are considered to have met the requirements of competitive procurement outlined in this policy. Additionally, if identical products can be obtained at a lower price than current cooperative purchasing contracts, no additional quotes are required.
4. Purchasing Oversight – Department heads have the responsibility for procurement issues in their individual departments. A department head is defined as the City employee having responsibility for the department on behalf of which moneys were appropriated in the City budget for purchases.
5. Emergencies – When an emergency situation does not permit the use of the competitive process outlined in the policy, the applicable department head, Finance Director and Mayor may determine the procurement methodology most appropriate to the situation. Appropriate documentation of the basis for the emergency should be maintained and filed with the City Clerk. All emergency purchases exceeding \$50,000 shall require the Department Head to provide written notice to the Common Council.
6. Identical Quotes or Bids – If two or more qualified bids/quotes are for the same total amount or unit price, and quality or service is considered equal the contract shall be awarded to the local bidder. Where this is not practical the contract will be awarded by drawing lots in public.
7. Serial Contracting – No contract or purchase shall be subdivided to avoid the requirements of this policy. Serial contracting is the practice of issuing multiple purchase order to the same vendor for the same good or service in any 90 day period in order to avoid the requirements of the procurement policy.
8. Purchase Orders – Shall be issued for all purchases of goods and services in excess of \$5,000 unless such payment is authorized by a written contract or agreement.
9. Policy Review – This policy will be reviewed by the Finance Committee every two years or sooner at the discretion of the Common Council.

10. Protest Procedures – Any interested party who wishes to protest at any point in the procurement process, evaluation, award, or post-award, may do so. An “interested party” must, however, be an actual or prospective bidder or offeror whose direct economic interest would be affected by the award of the contract or by failure to award the contract. Protests must be submitted timely, in writing to the City Clerk, 407 Grant Street, Wausau WI 54403 but no later than five (5) working days following the City’s procurement decision. The protest must contain a detailed statement of the grounds for the protest and any supporting documentation. Upon the receipt of the written protest, the City Clerk will notify the City Attorney and Finance Director who will work to resolve the matter within five (5) working days. If the protester is not satisfied and indicates the intention to appeal to the next step the award will be temporarily suspended unless it is determined that: 1)the item to be procured is urgently required; 2) delivery or performance will be unduly delayed by failure to make the award promptly; 3) Failure to make the prompt award will otherwise cause harm to the City; or 4) The protest has no merit. If the protester wishes to appeal the decision of the City Attorney and Finance Director the matter will be forwarded to the City of Wausau Finance Committee and the Common Council for the ultimate local disposition.

PURCHASE OF GOODS

1. Purchase of Goods under \$5,000 – may be made based on the best judgment of the department head or division director. However, it is recommended that competitive quotes be obtained. Specific procurement documentation is not required.
2. Purchase of Goods \$5,000 to \$25,000 – requires department head approval PRIOR to placing the order and the issuance of a purchase order. The cost of the purchase must have been included within the approved department budget. The department **MUST** obtain (3) three written quotations, if possible. Quote summary, request for quote documentation and written quotes must be submitted to the Finance Department with the purchase order request. Purchase orders will not be processed without the proper documentation.
3. Purchase of Goods in excess of \$25,000 – a formal bid process is required.
 - a. Requests for such bids shall be formally noticed. All notices and solicitations of bids shall state the time and place of the bid opening.
 - b. All bids shall be submitted sealed to the City Official designated in the bid packet and shall have the bid name and date identified on the envelope.
 - c. All sealed bids shall be opened and recorded by the Board of Public Works. The department head shall be responsible for the preparation of all plans, bid specifications, notices and advertising. Prequalification of bidders may be done at the discretion of the department head. A tabulation of bids received shall be available for public inspection. The Board of Public Works shall have the authority to award the contract when the costs of the purchase have been included within the approved City budget. Purchases that do not meet this criteria and are not otherwise authorized by law, rule or regulation, shall be authorized separately by the Common Council. All bid documentation shall be placed on file with the City Clerk.
 - d. In general, the contract shall be awarded to the lowest priced responsible bid, taking into consideration the following factors: the qualities of the goods supplied, conformity with specifications, product compatibility, maintenance costs, vendor support and delivery terms. Written documentation or explanation shall be required if the contract is awarded to other than the lowest responsible bidder. This documentation will include a justification as to why it was in the City’s best interest to award the contract to other than the lowest responsible bidder.
4. Commodities \$5,000-\$50,000 – commodities subject volatile pricing, such as fuel, shall seek competitive purchase via written quotes. These purchases require department head approval prior to placing the order and the issuance of a purchase order. The cost of the purchase must have been included within the approved department budget. The department must document efforts to obtain (3) written quotations,. Quote summary, written quotes and any other available documentation must be submitted to the Finance Department with the purchase order request.
5. The department head shall administer the purchase.

6. The following items must be purchased using a centralized purchasing process:
 - a. Copiers - coordinated by the CCITC.
 - b. Computer hardware/software - coordinated by CCITC.
 - c. Cellular telephone, telephones, security cameras and similar communication and technology equipment – coordinated by CCITC.
 - d. Furniture – coordinated by Department of Public Works.
 - e. Office Supplies – coordinated by the Finance Department.
 - f. Janitorial Services – coordinated by Department of Public Works.
 - g. Vehicles and other rolling Stock – coordinated by Department of Public Works.
 - h. Facility Maintenance, Repair and Improvement – coordinated by Department of Public Works.

PURCHASE OF SERVICES

Whenever practical the purchase of services should be conducted based upon a competitive process:

- Contractor services is defined as the furnishing of labor, time or effort by a contractor, usually not involving the delivery of specific goods or products other than those that are the end result of and incidental to the required performance. Examples of contractor service include: refuse and recycling collection, snow removal, EMS billing services, janitorial, elevator maintenance, mailing, or delivery services. Contractor services shall follow the competitive procurement policy for the Purchase of Goods subject to the same spending guidelines. The cost shall be determined by considering the maximum total expenditure over the term of the contract.
- Construction services is defined as substantial repair, remodeling, enhancement construction or other changes to any City owned land, building or infrastructure. Procedures found with in State of Wisconsin Statute 62.15 and Wausau Municipal Code 12.08 shall take precedence. In absence of guidance in these areas, construction services shall follow the competitive procurement policy for the Purchase of Goods subject to the same spending guidelines.
- Combined Goods and Services in situations where the purchase combines goods and services (exclusive of construction and contractor services), such as many technology projects, the purchase shall be treated as a purchase of professional services.
- Professional services is defined as consulting and expert services provided by a company, organization or individual. Examples of professional services include: attorneys, certified public accountants, appraiser, financial and economic advisors, engineers, architect, planning and design. Professional services are generally measured by the professional competence and expertise of the provider rather than cost alone.
 1. If it is estimated that the service being solicited has a total cost of over \$25,000 a formal Request for Proposal shall be used to solicit vendor responses. The department head shall be responsible for the preparation of all Requests for Proposal specifications, notices and advertising. Prequalification of proposers may be done at the discretion of the department head.
 - a) The Purpose of an RFP is to solicit proposals with specific information on the proposer and the service offered which will allow the City to select the best proposal. The best proposal is not necessarily the proposal with the lowest cost.
 - b) Based upon the services or project and the magnitude of the outcome a selection committee may be advisable.
 - c) Requests for proposals shall be formally noticed. All notices and solicitations of proposals shall state the time and place of the proposal opening.
 - d) Information to be requested of the proposer should include: Years of experience in the area desired services, financial strength of the company, examples of similar services/projects completed, resumes of staff associated with the project/service, list of references, insurance

information, In addition the proposal should provide information about the City, scope of

services requested and desired outcomes or deliverables. The proposal should also identify evaluation factors and relative importance.

- e) Establish selection criteria and include this information with the RFP. It is generally advisable to establish a numeric ranking matrix. This reduces the subjective nature of the rating process.
 - f) Proposals should be solicited from an adequate number of qualified sources. Requests for proposal should be formally noticed. All notices and solicitations should provide the issue date, response due date, date and time of opening responses and a contact person.
 - g) Proposals shall be opened and recorded by the Board of Public Works. A tabulation of proposals received shall be available for public inspection. All proposal documentation shall be placed on file with the City Clerk. The Department Head and selection committee (if applicable) will then review the proposals and make a selection.
- Service contracts or agreements should be reviewed by the City Attorney and placed on file with the City Clerk.

SOLE SOURCE

Purchase of goods or services under \$25,000 may be made without competition when it is agreed in advance between the Department Head and Finance Director. Sole source purchasing should be avoided unless it is clearly necessary and justifiable. The justification must withstand public and legislative scrutiny. The Department Head is responsible for providing written documentation justifying the valid reason to purchase from one source or that only one source is available. Sole source purchasing criteria include: urgency due to public safety, serious injury financial or other, other unusual and compelling reasons, goods or service is available from only one source and no other good or service will satisfy the City's requirements, legal services provided by an attorney, lack of acceptable bids or quotes, an alternate product or manufacturer would not be compatible with current products resulting in additional operating or maintenance costs, standardization of a specific product or manufacturer will result in a more efficient or economical operation, aesthetic purposes or compatibility is an overriding consideration, the purchase is from another governmental body, continuity achieved in a phased project, the supplier or service demonstrates a unique capability not found elsewhere, economical to the city on the basis of time and money of proposal development.

1. Sole source purchase under \$5,000 shall be evaluated and determined by the Department Head.
2. Sole source purchase of \$5,000 to \$25,000 a formal written justification shall be forwarded to the Finance Director who will concur with the sole source or assist in locating additional competitive sources.
3. Sole source purchase exceeding \$25,000 must be approved by the Finance Committee.

BUDGET

All purchases shall be made in accordance with the budget approved by the Common Council. The department head has the responsibility for managing departmental spending to ensure the line item budget is not overspent and for initiating Transfer of Funds Requests when appropriate.

CONTRACT AUTHORIZATION

The Mayor is authorized to enter into contracts on behalf of the City of Wausau if the contracts meet the following criteria:

1. Purchase of Goods – The City may purchase equipment, furnishings, goods, supplies materials and rolling when the costs of the same have been included in the approved City Budget.
2. Purchase of Services – The City may contract for the purchase of services without Council resolution when ALL of the following conditions have been met:
 - a) The funds for services are included in the approved City budget.
 - b) The procurement for services complies with the procurement policy.
 - c) The City Attorney has reviewed and approved the form of the contract.
 - d) The contract complies with other laws, resolutions and ordinances.
 - e) The contract is for a period of one year or less, or the contract is for a period of not more
 - f) than three years and the annual average cost of the services does not exceed \$25,000.

3. The following contracts require council approval:
 - (a) Collective Bargaining Agreements – Any contract between the City of Wausau and any collective bargaining unit representing City employees.
 - (b) Real Estate Purchases – Contracts for the sale or purchase of real estate where the City of Wausau is the proposed seller or purchaser. Council approval is **not** required for commencement of foreclosure action to collect a loan or other debt owed to the City when the debtor has failed to cure any default in payment of the loan or other obligation.
 - (c) Leases – Contracts for lease of real estate where the City is either a proposed landlord or a proposed tenant exclusive of airport hangar, parking stall rentals and short term park facilities rentals.
 - (d) Easements and Land Use Restrictions – Contracts for easements, restrictive covenants or other limitations which may be placed upon the use of any City-owned property.
 - (e) Intergovernmental Contracts– Contracts between the City of Wausau and other local, state or federal governments or agencies except, cooperative purchasing agreements.
 - (f) Development Agreements – Contracts for the provision of infrastructure, financial assistance or other incentives by the City for the benefit of a developer or business venture.
 - (g) City Services – Contracts whereby the City of Wausau agrees to provide services to another party.
 - (h) Managed competition, outsourcing contracts – Contracts for labor or personal services to be performed by persons who are not city employees for work that has been performed by city employees within the past five (5) years and the contract will result in the elimination of positions and the layoff of personnel.
4. The common council delegates contract approval to the department level for the following:
 - (a) Community Development Housing and Commercial Development Loans and Grants issued from grants and related program income.

Contracts shall be signed by the Mayor and counter-signed by the City Clerk, City Finance Director and City Attorney. The City Finance Director shall certify that funds have been provided by the Council to pay the liability that may be incurred under the contract. The City Attorney shall approve the contract as to form and the City Clerk shall attest to the Mayor's signature. Contract change orders may be signed by the Board of Public Works as long as the change order does not materially change the work performed and funds are available within the budget.

H:\fwcommon\financialpolicies\procurementpolicy.wpd

OFFICIAL PROCEEDINGS OF THE WAUSAU COMMON COUNCIL
held on Tuesday, **November 26, 2013** at 7:25 pm in Council Chambers at City Hall.
Mayor Tipple presiding.

13-1109

11/26/2013 9:14:15 PM

Motion by Nagle, second by Mielke to call the question on the amendment to the Budget referencing the \$25,000 to the Boys and Girls Club.

Yes Votes: 10 No Votes: 1 Abstain: 0 Not Voting: 0 Result: PASS

| <u>District</u> | <u>Aldersperson</u> | <u>Vote</u> |
|-----------------|---------------------|-------------|
| 1 | Nagle, William | YES |
| 2 | Wagner, Romey | YES |
| 3 | Nutting, David E. | YES |
| 4 | Brezinski, Jim | YES |
| 5 | Gisselman, Gary | YES |
| 6 | Winters, Keene | NO |
| 7 | Rasmussen, Lisa | YES |
| 8 | Kellbach, Karen | YES |
| 9 | Oberbeck, David | YES |
| 10 | Abitz, Sherry | YES |
| 11 | Mielke, Robert | YES |

PETITION

For Office Use

TO THE MAYOR AND COMMON COUNCIL
OF THE CITY OF WAUSAU, WISCONSIN

A Petition For:

Date Filed with City Clerk

- | | | | |
|--|--|--|--|
| <input type="checkbox"/> Alley Vacation | <input type="checkbox"/> Sanitary Sewer | <input type="checkbox"/> Storm Sewer | <input type="checkbox"/> Other as Follows: |
| <input type="checkbox"/> Blacktop Paving | <input checked="" type="checkbox"/> Street Light | <input type="checkbox"/> Watermain | _____ |
| <input type="checkbox"/> Curb and Gutter | <input type="checkbox"/> Street Vacation | <input type="checkbox"/> Zoning Change | _____ |

The undersigned petitioners respectfully request that your honorable body take such action as will cause the:

Installation Of Lamp Post Street Lights On THE
900 Block Of Scott St Like THE City Has On
Franklin St, 3RD St, and Prospect Ave When the
road is totally redone this Summer

| Signature of Electors | Print Name Clearly | Print Home Address | Date of Signing | | | |
|-----------------------------|--|--------------------|-----------------|---------------------------------------|--|--|
| <i>Sherman Gress</i> | Sherman Gress | 929 Scott St | 4/9/14 | | | |
| <i>Christa</i> | Christa Ruth | 923 Scott St | 4/9/14 | | | |
| <i>Natalie Rodchauer</i> | Natalie Rodchauer | 901 Scott St. | 4.9.14 | | | |
| <i>Angela Burger</i> | ANGELA BURGER | 501 La Salle | 4-9-14 | | | |
| <i>Stephanie Thao</i> | Stephanie Thao | 925 Scott St | 4-9-14 | | | |
| <i>Barbara K. Shubinski</i> | Barbara K. Shubinski | 937 Scott St. | 4-9-14 | | | |
| <i>Ridge D. Trowell</i> | Ridge D. Trowell | 935 Scott St. | 4/9/14 | | | |
| <i>Sherran Thoresen</i> | Sherran Thoresen | 917 Scott St | 4/10/14 | | | |
| 9. | | | | | | |
| 10. | (This petition includes all the residents) | | | | | |
| 11. | | | | who presently live on Scott St except | | |
| 12. | | | | | | |
| 13. | | | | | | |
| 14. | (Ideal situation would be 3 lamp) | | | | | |
| 15. | | | | posts on each side of the street) | | |
| | but any number would help | | | | | |

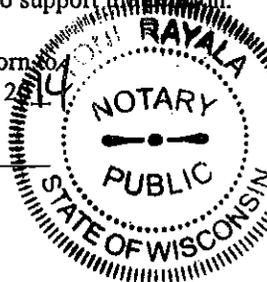
AFFIDAVIT OF CIRCULATOR

STATE OF WISCONSIN

CITY OF WAUSAU Sherman Gress being duly sworn deposes and says that he is a resident of the affected area, residing at 929 Scott St in the City of Wausau; that he is personally acquainted with the persons who have signed the foregoing petition; that he knows them to be residents of the affected area; that they signed the same with full knowledge of the contents thereof; that their respective residents are stated therein; that each signer signed the same on the date stated opposite his name; and that he intends to support the petition.

Filed in the Office of the City Clerk and sworn to before me this 14 day of April, 2014.

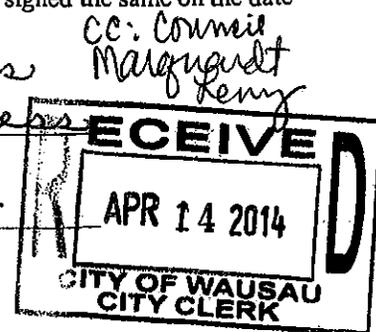
[Signature]
Signature of City Clerk or designee



Sherman Gress
Sherman Gress
(Signature of Circulator)

929 Scott St
(Address of Circulator)

842-1908



WAUSAU FIRE DEPARTMENT
TWO-WAY PORTABLE RADIO UPGRADE PROJECT

VISION: The Wausau Fire Department will provide safe and effective radio communications on the emergency scene for its members and the public it serves.

PROBLEM STATEMENT: The Wausau Fire Department has two-way portable radios that do not provide reliable, clear communication, are not intrinsically safe, has outdated technology, and were not designed to be operated within a humid or wet environment.

GOAL: The Wausau Fire Department will research, pursue funding, and obtain the best portable radios to safely and effectively operate on all emergency scenes.

Outcome Objectives

As compared to baseline data, the following changes will have occurred:

- By July 1, 2014, there will be an improvement in communications during emergency responses within the City of Wausau.

Formative Objectives

- By March 21, 2014, the Wausau Fire Department will develop goals and objectives for replacement of its portable two-way radios.

Background

The fire service has changed over the last twenty years. There have been improvements in personal protective equipment, self-contained breathing apparatus, tools, and electronics. Emergency scenes have become louder as well due to fire pumps, sirens, engines, small engines, and ventilation fans. All of these impact the ability to effectively communicate, but the environment in which we operate has changed as well. Fuel loads have increased, building construction methods have changed, and even the bandwidth of the radio spectrum has changed, all challenging the effective communication on the fire ground. One thing that hasn't changed is the use of water and the results of using water on fire. This moisture can wreak havoc on electrical components and degrade their effectiveness. For comparison, would you take your cell phone into the shower with you? You may be able to dry the outside of the phone afterward, but there is most likely moisture within the case of your phone. That is one of the problems that we must deal with when working with portable radios.

On September 3, 2013, the Wausau Fire Department Occupational Safety and Health Committee met and discussed several items, but one of them was the effectiveness of our portable radios. Different members brought up problems of their radios not working at fire scenes. An officer was assigned to work with a local radio dealer to find a solution to the problems. The officer discovered the following problems with our radios:

- Our portable radios does not have a rating for water resistance
- Our portable radios lapel microphone does not have a rating for water resistance
- Our portable radios are considered the basic mil spec for water resistance

Obviously, the fire department uses water to accomplish its job in all-weather conditions, which make the possibility of reducing water infiltration low. For risk avoidance, fire department members were advised to keep their radio in a pocket and out of the elements and be aware that capability may be reduced if the microphone is wet.

At that time, a local radio dealer was asked to provide a price quote on new radios and microphones. They were also asked to provide immersible and submersible radios for the fire department to assess.

Current Situation

Wausau Fire Department's portable radio inventory is made up of several different models of Motorola radios varying in age from five to twenty years. The service life of portable radios (depending upon use and stress) is in the range of ten to twenty years.

While considering a new radio purchase we identified the following requirements:

- Immersible or submersible
- Intrinsically safe
- Ruggedized
- Increase in indoor coverage
- Emergency alerting
- Noise cancellation
- Unit ID notification
- Colored casings
- Battery conditioning
- Ergonomically friendly for Firefighters

To address the moisture or immersion problem, we referred to a military standard, MIL-STD-810. Military standards emphasize tailoring equipment's environmental design and test limits to the conditions that it will experience throughout its service life. These MIL standards include ruggedizing as well. To reduce the risk of damage to the radio or the battery from an inadvertent drop, ruggedized protection is a feature that strengthens the unit for better resistance to wear and stress. When dealing with extreme environments which firefighters face, i.e. heat, cold, water, or ice, ruggedized protection makes sense.

A benefit to newer radios is the improvement of noise-cancellation technology. This technology detects specific background noises or the squeal of audio feedback and removes it from the radio transmissions. New radios with microphones increase performance to the point where the operator can talk into either side of a radio without any reduction in audio quality.

Our current radios are not intrinsically safe. Intrinsically safe classification and design means that an electronic circuit and its wiring will not cause any sparking or arcing and cannot store sufficient energy to ignite a flammable gas or vapor, and cannot produce a surface temperature high enough to cause ignition.

Best practices in the fire service recommend that whenever practical; consider the use of accessories, such as speaker microphones to reduce the impact of background noise. When used appropriately, audio accessories like these can significantly improve audio on the fire ground. Microphones are exposed to heat and moisture as well, and should be ruggedized.

We have experienced communication deficiencies and outright failures in larger building within the City. Although we have improved our coverage with a mobile repeater, this repeater is not always available or any option. To improve upon our indoor coverage, the portable radio must have an increase in power.

Research

Research was conducted on different manufacturers for an extreme portable radio that is designed and built for firefighters. Other portable radios that were explored did not have dealers or service facilities within Marathon County and did not meet our requirements.

We decided that only portable radio that met our requirements is the Motorola APX 6000XE.

WCA Services, Inc. provides local governments with programs and services that assist in operating more efficiently and cost effectively (see attachments) and guarantees discount pricing through any Wisconsin Motorola Channel Partner.

With the buyback of 16 of our older XTS 2500's portable radios (\$250 per radio), Northway Communications of Wausau (a Wisconsin Motorola Channel Partner) has met our requirements and came in at the lowest price.

Benefits to City of Wausau

- WCA Pricing (cooperative purchasing program)
- Local business
- Motorola rebate
- Trade-In of current radios
- Two year warranty
- Free programming
- Free shipping
- Convenient service and maintenance

Funding

Carryover funds from 2013 were authorized in the amount of \$38,500. Approximately \$20,000 of this is needed to purchase personal protective equipment for the new Fire Chief and Firefighters that will be hired on May 12, 2014. That leaves \$18,500 left for the purchase of replacement portable radios. The cost of this project is approximately \$38,000 (see attachment) – leaving a funding shortfall of roughly \$20,000.

We based the number of portable radios to purchase based upon the best practice of having a portable radio assigned to each department member working on an emergency scene. Best practice for spare portable radios is having one spare radio for every ten in use. Since our minimum daily staffing is 15, we feel comfortable with going to 16 portable radios for department coverage.



Motorola Solutions, Inc.
9855 W. 78th St. Suite 170
Eden Prairie, MN 55344

Telephone: 1952-979-1400
Fax: 1952-979-1401

March 20, 2014

Phil Rentmeester
Assistant Fire Chief
Wausau Fire Department
606 E Thomas St.
Wausau, WI 54401

Dear Assistant Chief Rentmeester:

Motorola Solutions, Inc. entered into a partnership with the Wisconsin Counties Association (WCA) in 2013 to provide guaranteed discount pricing to local government agencies within Wisconsin. The WCA pricing is available either directly with a Motorola sales account manager or through any authorized Wisconsin Motorola Channel Partner.

I have attached a letter from the WCA and Motorola that explains the WCA agreement in greater detail.

Please do not hesitate to contact me at 920-579-2805 or Mike Blaska from the WCA at 608-222-7520 if you have any further questions or concerns.

Our goal is to provide you with the best products and services available in the communications industry. We look forward to working with you.

Sincerely,
MOTOROLA SOLUTIONS, INC.

A handwritten signature in black ink that reads "Kevin Lemke".

Kevin Lemke
Account Manager for State & Local Governments
Wisconsin

WCA SERVICES INC.

February 22, 2013

Dear County Official:

WCA Services, Inc. and Motorola Solutions, Inc., have entered into an agreement that ensures every county in Wisconsin will have access to the most sophisticated communication technology and solutions available – from voice to data to video.

WCA Services, Inc. is particularly excited about this partnership because Motorola is the leading manufacturer and provider of sophisticated communications systems and equipment for public safety, governmental and enterprise applications worldwide. The company provides an unmatched portfolio of mission-critical communications products, devices, accessories, software, network options, services and systems to meet any government entity's communications needs. Further, Motorola blankets the state with direct sales representatives, field engineers, project managers and service representatives. They live in Wisconsin; they work in Wisconsin.

The agreement with WCA Service, Inc. creates a simple process for counties to purchase exactly the communications equipment and systems they need to respond to the calls for service they receive every day.

Here is how it works. If your county decides to purchase communications equipment included within the new agreement, you can work directly with Motorola dealers throughout the state of Wisconsin or with the company's direct sales personnel. Once system details are confirmed, a purchase order is issued to Motorola. To ensure that each order is processed within the provisions of the new agreement, the order simply must state, "This order is subject to the terms and conditions of the WCA Services, Inc. contract number 11-162200/CB."

As a public official, you may be familiar with some of the public safety, countywide communications systems Motorola has installed or is installing presently around the state.

CONVENTIONAL SYSTEMS

Green Lake County (2010)
Shawano County (2012)

DIGITAL CONVENTIONAL SYSTEMS

Marinette County (2002)
Oconto County (2004)
Waushara County (2011)

SMARTNET TRUNKING SYSTEMS

Milwaukee County (1994)
Sheboygan County (1998)
Waukesha County (1998)

P25 DIGITAL TRUNKING SYSTEMS

Manitowoc County (2011)
Winnebago County (deployed 2012)
Brown County (deployed 2012)
Outagamie County (deployed 2012)
Manitowoc County (2011)

Public safety communications systems and equipment can be the most important tools a county will purchase to reduce response time to constituents' needs, manage resources efficiently, increase productivity and meet the challenge to do more with less. WCA Services, Inc. is confident that this partnership with Motorola will provide the communications options, expertise and support that Wisconsin counties value most.

For more information, contact J. Michael Blaska at blaska@wicounties.org or by phone at 608.222.8520.

Sincerely,



Mark D. O'Connell, President

JAMES SCHOLMEIER, CHAIRMAN • MARK D. O'CONNELL, PRESIDENT

22 EAST MIFFLIN STREET, SUITE 900 • MADISON, WI 53703 • 608.222.8520 • FAX 608.222.8634 • WWW.WCASI.COM

A WHOLLY OWNED SUBSIDIARY OF WISCONSIN COUNTIES ASSOCIATION

POWER OF MOTOROLA IN WISCONSIN

Motorola Solutions Inc. (MSI) has maintained a strong presence in Enterprise and Government markets in Wisconsin for well over 50 years. We have direct sales representatives, field engineers, project managers, and services representatives residing in the State. Motorola works with 8 independent Services Shops and 23 Value Added Resellers throughout the State of Wisconsin, who collectively employ over 150 people.

Here is a snapshot of some of our large Countywide Mission Critical Public Safety Radio Communication System deployments in Wisconsin. These systems serve all public safety first responders in their respective counties.

P25 DIGITAL TRUNKING SYSTEMS

- Winnebago County
– Being deployed in 2012
- Brown County
– Being deployed in 2012
- Outagamie County
– Being deployed in 2012
- Manitowoc County, 2011

CONVENTIONAL SYSTEMS

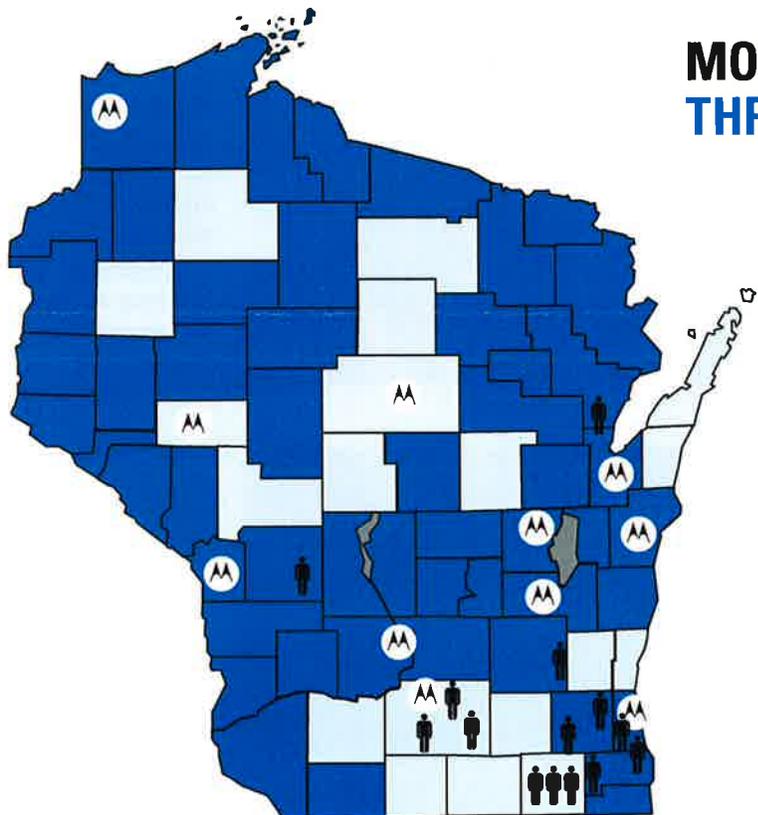
- Shawano County, 2012
- Green Lake County, 2010

DIGITAL CONVENTIONAL SYSTEMS

- Waushara County, 2011
- Oconto County, 2004
- Marinette County, 2002

SMARTNET TRUNKING SYSTEMS

- Sheboygan County, 1998
- Waukesha County, 1998
- Milwaukee County, 1994



MOTOROLA SUPPORT THROUGHOUT WISCONSIN

 = Motorola Employee
 = Motorola Service Provider/Dealer
 = Motorola Countywide Communications System





Wausau Fire Department

606 East Thomas Street
Wausau, Wisconsin 54403
Telephone (715) 261-7900
Fax (715) 261-7910



James E. Tipple, Mayor

Thank you for previously submitting a quote to the Wausau Fire Department for portable radios. Please consider submitting again with the following requirements:

| <u>Quantity</u> | <u>Model and Description</u> |
|-----------------|--|
| 16 | APX6000XE Model 2.5 Portable Radio 6 watts with IMPRES battery Green Software (Analog) At least MDC 1200 encode Dual display Extreme environment package Antenna & carrying holder |
| 16 | IMPRES Single-Unit Charger |
| 16 | XE Remote Speaker Microphones |
| 16 | Plastic clip holder |
| 8 | Spare batteries |
| 1 | IMPRES Multi-Unit Charger with display |
| 16 | Programming of Radios Shipping |

Please send quotes no later than April 14, 2014 to:

Deputy Chief Philip Rentmeester; phil.rentmeester@ci.wausau.wi.us

Thank you.



THE LIGHTWEIGHT HEAVYWEIGHT

APX™ 6000XE PROJECT 25 PORTABLE RADIO

In the heat of a wildfire or the smoke of a structure fire, you can't afford to struggle with controls or strain to hear commands. You need a radio so reliable and responder-focused, it's second nature to use. Working with first responders around the world, we developed APX™ radios to be safer and tougher than others – and to deliver innovative technology in an ultra-rugged, glove-friendly form.

Our APX 6000XE is the “lightweight heavyweight” – a small, single band radio with extreme ergonomics and excellent audio that takes on the tough tasks of fire service and EMS. It's the two-way radio that can strengthen safety precisely because it is engineered for extreme conditions.

REAL-WORLD RUGGEDNESS

Everything about the APX 6000XE is designed with first responders in mind – starting with a large top display with intelligent lighting so you can see information at a glance. Then oversized controls that are easy to operate when you're wearing bulky gloves –including the volume and channel selector and X-large emergency button. With its rugged MIL specs, FM certification and optional color housings, it's the portable performer you can rely on in the harshest environments.

LOUD, CLEAR AND NOISE-CANCELLING

Racing to a medical emergency or reporting from a rural fire, you need crystal-clear audio—and the APX 6000XE delivers. Its dual microphone design locates the talker while it cancels out ambient noise. Not only is the APX 6000XE equipped with the latest AMBE digital voice vocoder, its extreme audio profile reduces background noise and improves voice clarity. Plus, a unique speaker grill design improves water runoff to keep communications going strong.

SMALL SIZE, BIG TECHNOLOGY

- Three lightweight, mission extreme models
- Easy-to-use keypad for front panel programming and text messaging
- P25 Phase 2 capable for twice the voice capacity
- Backwards and forwards compatible with all Motorola mission critical radio systems
- Mission Critical Wireless accessories and GPS location tracking application help improve safety



APX™ 6000XE SPECIFICATIONS

FEATURES AND BENEFITS:

- Available in 700/800 MHz, VHF, UHF R1 and UHF R2 bands
- Trunking standards supported:
 - Clear or digital encrypted ASTRO®25 Trunked Operation
 - Capable of SmartZone®, SmartZone Omnilink, SmartNet®
- Analog MDC-1200 and Digital APCO P25 Conventional System Configurations
- Narrow and wide bandwidth digital receiver (6.25KHz equivalent/12.5KHz/30KHz/25KHz)*
- Embedded digital signaling (ASTRO & ASTRO 25)
- Available in 3 models
- Intelligent Lighting
- Radio Profiles
- Unified Call List (Models 2 and 3 only)
- User programmable voice announcement
- Meets Applicable MIL-STD-810C, D, E, F and G
- Ships standard Intrinsically Safe and Rugged**
- Yellow and green colored housing options
- Custom recess label areas
- Superior Audio Features:
 - 0.5 W high audio speaker
 - Dual microphones
 - Extreme audio profile

Utilizes Windows XP, Vista and Windows 7 Customer Programming Software (CPS)
 - Supports USB communications
 - Built in FLASHport™ support

Full portfolio of accessories including the XE Remote Speaker Microphone specifically designed for performance in extreme environments

OPTIONAL FEATURES:

- GPS Location Tracking
- Mission Critical Wireless**
- Enhanced Encryption capability
- Programming Over Project 25
- Over the Air Rekey
- Text Messaging
- Man Down

* Per the FCC Narrowbanding rules, new products (APX6000XE UHF R1, UHF R2) submitted for FCC certification after January 1, 2011 are restricted from being granted certification at 25KHz for United States - State & Local Markets only.

** Compatible with BT 2.0 and HSP and PAN BT Profiles

TRANSMITTER - TYPICAL PERFORMANCE SPECIFICATIONS

| | 700/800 | VHF | UHF Range 1 | UHF Range 2 | |
|--|--------------------|--|----------------------------|----------------------------|----------------------------|
| Frequency Range/Bandsplits | 700 MHz 800 MHz | 763-775MHz; 793-805MHz 806-824MHz; 851-869MHz | 136-174 MHz | 380-470 MHz | 450-520 MHz |
| Channel Spacing | | 25/20/12.5 kHz | 25/20/12.5 kHz | 25/20/12.5 kHz | 25/20/12.5 kHz |
| Maximum Frequency Separation | | Full Bandsplit | Full Bandsplit | Full Bandsplit | Full Bandsplit |
| Rated RF Output Power Adj ¹ | 700 MHz 800 MHz | 1-2.5 Watts 1-3 Watts | 1-6 Watts | 1-5 Watts | 1-5 Watts |
| Frequency Stability ¹ (-30°C to +60°C; +25°C Ref.) | | ±0.00010 % | ±0.00010 % | ±0.00010 % | ±0.00010 % |
| Modulation Limiting ¹ | | ±5 kHz / ±4 kHz / ±2.5 kHz | ±5 kHz / ±4 kHz / ±2.5 kHz | ±5 kHz / ±4 kHz / ±2.5 kHz | ±5 kHz / ±4 kHz / ±2.5 kHz |
| Emissions (Conducted and Radiated) ¹ | | -75 dB | -75 dB | -75 dB | -75 dB |
| Audio Response ¹ | | +1, -3 dB | +1, -3 dB | +1, -3 dB | +1, -3 dB |
| FM Hum & Noise | 700 MHz 800 MHz | -48 dB -47 dB | -47 dB -45 dB | -47 dB -45 dB | -47 dB -45 dB |
| Audio Distortion ¹ | 700 MHz 800 MHz | 0.60 % 1 % | 0.50 % | 0.50 % | 0.50 % |

BATTERIES FOR APX 6000XE

| Battery Capacity / Type | Dimensions (HxWxD) | Weight | Battery Part Number | Battery Capacity |
|--|-----------------------|----------|---------------------|------------------|
| Li-Ion IMPRES 2300 mAh FM ² Rugged*** | 3.39" x 2.34" x 1.46" | 6.53 oz | NNTN8092 | 2300 mAh |
| Li-Ion IMPRES 2150 mAh IP67 | 3.39" x 2.34" x 1.46" | 5 oz | PMNN4403 | 2150 mAh |
| Li-Ion IMPRES 2900 mAh IP67 | 3.07" x 2.34" x 1.65" | 6.53 oz | NNTN7038 | 2900 mAh |
| Li-Ion IMPRES 4200 mAh IP67 | 5.07" x 2.34" x 1.65" | 11.29 oz | NNTN7034 | 4200 mAh |
| Li-Ion IMPRES 4100 mAh FM ² IP67 | 5.07" x 2.34" x 1.65" | 11.29 oz | NNTN7033 | 4100 mAh |
| NiMH IMPRES 2100 mAh IP67 | 5.12" x 2.34" x 1.57" | 11.82 oz | NNTN7037 | 2100 mAh |
| NiMH IMPRES 2000 mAh FM ² IP67 | 5.12" x 2.34" x 1.57" | 11.82 oz | NNTN7036 | 2000 mAh |
| NiMH IMPRES 2000 mAh FM ² Rugged | 5.12" x 2.34" x 1.57" | 11.82 oz | NNTN7035 | 2000 mAh |
| NiMH IMPRES 2100 mAh Rugged | 5.12" x 2.34" x 1.57" | 11.82 oz | NNTN7573 | 2100 mAh |

*** Rugged batteries exceed industry standards (IPx7) for submersibility and provide a higher level of water protection - MIL-STD-810E, Method 512.3 Immersion. These batteries meet the incremental requirement of submersion in 1 meter of fresh water that is 27C colder than the product.

***Standard shipping battery

PRODUCT SPEC SHEET
APX 6000XE



RADIO MODELS

| | MODEL 1.5 | MODEL 2.5 | MODEL 3.5 |
|---------------------------|--|---|---|
| Display | Full bitmap monochromatic LCD top display 1 line text x 8 characters 1 line of icons No menu support Multi-color backlight | Top display plus: Full bitmap color LCD display 4 lines of text x 14 characters 2 lines of icons 1 menu line x 3 menus White backlight | Top display plus: Full bitmap color LCD display 4 lines of text x 14 characters 2 lines of icons 1 menu line x 3 menus White backlight |
| Keypad | none | Backlight keypad 3 soft keys 4 direction Navigation key Home and Data buttons | Backlight keypad 3 soft keys 4 direction navigation key 4x3 keypad Home and Data buttons |
| Channel Capacity* | 96 | 1000 | 1000 |
| FLASHport Memory | 64 MB | 64 MB | 64 MB |
| 700/800 MHz (763-870 MHz) | H98UCD9PW5AN Q360FE | H98UCF9PW6AN Q360FE | H98UCH9PW7AN Q360FE |
| VHF (136-174 MHz) | H98KGD9PW5AN Q360FF | H98KGF9PW6AN Q360FF | H98KGH9PW7AN Q360FF |
| UHF Range1 (380-470 MHz) | H98QDD9PW5AN Q360FH | H98QDF9PW6AN Q360FH | H98QDH9PW7AN Q360FH |
| UHF Range2 (450-520 MHz) | H98SDD9PW5AN Q360FK | H98SDF9PW6AN Q360FK | H98SDH9PW7AN Q360FK |
| Buttons & Switches | Large PTT button • Angled On/Off volume control • Orange emergency button • 16 position top-mounted rotary switch 2-position concentric switch • 3-position toggle switch • 3 programmable side buttons | | |

| Transmitter Certification | |
|----------------------------------|-------------|
| 700/800 (764-869 MHz) | AZ489FT5863 |
| VHF (136-174 MHz) | AZ489FT3829 |
| UHF Range 1 (380-470 MHz) | AZ489FT4892 |
| UHF Range 2 (450-520 MHz) | AZ489FT703 |

| FCC Emission Designators | |
|---------------------------------|--|
| FCC Emission Designators | 11K0F3E, 16K0F3E, 8K10F1D, 8K10F1E, 8K10F1W, 20K0F1E** |

| Power Supply | |
|---------------------|---|
| Power Supply | One rechargeable 2300 mAh FM/Rugged Li-Ion Battery Standard (NNTN8092), with alternate battery options available. |

* Enhancement package available

** Per the FCC Narrowbanding rules, new products (APX6000XE UHF1, UHF2) submitted for FCC certification after January 1, 2011 are restricted from being granted certification at 25KHz for United States - State & Local Markets only.

RECEIVER - TYPICAL PERFORMANCE SPECIFICATIONS

| | | 700/800 | VHF | UHF Range 1 | UHF Range 2 |
|--|------------------------------------|---------------------------------|----------------------|----------------------|----------------------|
| Frequency Range/Bandsplits | 700 MHz 800 MHz | 763-776 MHz 851-870 MHz | 136-174 MHz | 380-470 MHz | 450-520 MHz |
| Channel Spacing | | 25/20/12.5 kHz | 25/20/12.5 kHz | 25/20/12.5 kHz | 25/20/12.5 kHz |
| Maximum Frequency Separation | | Full Bandsplit | Full Bandsplit | Full Bandsplit | Full Bandsplit |
| Audio Output Power at Rated ¹ | | 500mW | 500mW | 500mW | 1000 mW |
| Frequency Stability ¹ (-30°C to +60°C; +25°C Ref.) | | ±0.00010 % | ±0.00010 % | ±0.00010 % | ±0.00010 % |
| Analog Sensitivity ³ | 12 dB SINAD | 0.250 µV | 0.216 µV | 0.234 µV | 0.234 µV |
| Digital Sensitivity ⁴ | 1% BER (800 MHz) 5% BER | 0.347 µV (0.333 µV) 0.251 µV | 0.277 µV 0.188 µV | 0.307 µV 0.207 µV | 0.307 µV 0.207 µV |
| Selectivity ¹ | 25 kHz channel 12.5 kHz channel | 75.7 dB 67.5 dB | 79.3 dB 70 dB | 78.3 dB 68.1 dB | 78.3 dB 67.5 dB |
| Intermodulation | | 80 dB | 80.5 dB | 80.2 dB | 80.2 dB |
| Spurious Rejection | | 76.6 dB | 93.2 dB | 80.3 dB | 80.3 dB |
| FM Hum and Noise | 25 kHz 12.5 kHz | -54 dB -48 dB | -53.8 dB -48 dB | -53.5 dB -47.4 dB | -53.5 dB -47.4 dB |
| Audio Distortion ¹ | | 0.9 % | 1.20 % | 0.91 % | 0.91 % |

PRODUCT SPEC SHEET
APX 6000XE

| PORTABLE MILITARY STANDARDS 810 C, D, E, F & G | | | | | | | | | | |
|---|---------------------|-----------------|---------------------|-------------|---------------------|-------------|---------------------|---------------------|---------------------|---------------|
| | MIL-STD 810C | | MIL-STD 810D | | MIL-STD 810E | | MIL-STD 810F | | MIL-STD 810G | |
| Low Pressure | 500.1 | I | 500.2 | II | 500.3 | II | 500.4 | II | 500.5 | II |
| High Temperature | 501.1 | I, II | 501.2 | I/A1, II/A1 | 501.3 | I/A1, II/A1 | 501.4 | I/Hot, II/Basic Hot | 501.5 | I/A1, II/A2 |
| Low Temperature | 502.1 | I | 502.2 | I/C3, II/C1 | 502.3 | I/C3, II/C1 | 502.4 | I/C3, II/C1 | 502.5 | I/C3, II/C1 |
| Temperature Shock | 503.1 | I | 503.2 | I/A1C3 | 503.3 | I/A1C3 | 503.4 | I | 503.5 | I/C |
| Solar Radiation | 505.1 | II | 505.2 | I | 505.3 | I | 505.4 | I | 505.5 | I/A1 |
| Rain | 506.1 | I, II | 506.2 | I, II | 506.3 | I, II | 506.4 | I, III | 506.5 | I, III |
| Humidity | 507.1 | II | 507.2 | II | 507.3 | II | 507.4 | 1 Proc | 507.5 | II/Aggravated |
| Salt Fog | 509.1 | I | 509.2 | I | 509.3 | I | 509.4 | 1 Proc | 509.5 | 1 Proc |
| Blowing Dust | 510.1 | I | 510.2 | I | 510.3 | I | 510.4 | I | 510.5 | I |
| Blowing Sand | 1 Proc | 1 Proc | 510.2 | II | 510.3 | II | 510.4 | II | 510.5 | II |
| Immersion | 512.1 | I | 512.2 | I | 512.3 | I | 512.4 | I | 512.5 | I |
| Vibration | 514.2 | VIII/F, Curve-W | 514.3 | I/10, II/3 | 514.4 | I/10, II/3 | 514.5 | I/24 | 514.6 | I/24 |
| Shock | 516.2 | I, III, V | 516.3 | I, V, VI | 516.4 | I, V, VI | 516.5 | I, V, VI | 516.6 | I, V, VI |
| Shock (Drop) | 516.2 | II | 516.2 | IV | 516.4 | IV | 516.5 | IV | 516.6 | IV |

| DIMENSIONS OF THE RADIOS WITHOUT BATTERY | | |
|---|---------------|--------------------|
| | Inches | Millimeters |
| Length | 6.15 | 156.2 |
| Width Push-To-Talk button | 2.39 | 60.7 |
| Depth Push-To-Talk button | 1.40 | 35.5 |
| Width Top | 3.32 | 84.3 |
| Depth Top | 2.13 | 54.1 |
| Depth Bottom of Battery | 1.24 | 31.5 |
| Weight of the radios without battery | 13.9 oz | 394.1 g |

| ENCRYPTION | |
|-----------------------------------|---|
| Supported Encryption Algorithms | ADP, AES, DES, DES-XL, DES-OFB, DVP-XL |
| Encryption Algorithm Capacity | 8 |
| Encryption Keys per Radio | Module capable of storing 1024 keys. Programmable for 64 Common Key Reference (CKR) or 16 Physical Identifier (PID) |
| Encryption Frame Re-sync Interval | P25 CA1 300 mSec |
| Encryption Keying | Key Loader |
| Synchronization | XL – Counter Addressing OFB – Output Feedback |
| Vector Generator | National Institute of Standards and Technology (NIST) approved random number generator |
| Encryption Type | Digital |
| Key Storage | Tamper protected volatile or non-volatile memory |
| Key Erasure | Keyboard command and tamper detection |
| Standards | FIPS 140-2 Level 3 FIPS 197 |

| GPS SPECIFICATIONS | |
|---------------------------|-------------------------------|
| Channels | 12 |
| Tracking Sensitivity | -159 dBm |
| Accuracy ⁵ | <10 meters (95%) |
| Cold Start | <60 seconds (95%) |
| Hot Start | <10 seconds (95%) |
| Mode of Operation | Autonomous (Non-Assisted) GPS |

| RUGGED OPTION SPECIFICATIONS | |
|-------------------------------------|--|
| Leakage (immersion) | MIL-STD-810 C,D,E,F and G Method 512.X Procedure I |
| Housing Availability | Black (Standard), Public Safety Yellow and High Impact Green |

| ENVIRONMENTAL SPECIFICATIONS | |
|-------------------------------------|--------------------------------|
| Operating Temperature ⁶ | -30°C / +60°C |
| Storage Temperature ⁶ | -40°C / +85°C |
| Humidity | PER MIL-STD |
| ESD | IEC 801-2 KV |
| Water and Dust Intrusion | IP67 and MIL-STD's noted above |
| Immersion | MIL-STD 512.X/I |

¹ Measured in the analog mode per TIA / EIA 603 under nominal conditions
² When used with an FM approved intrinsically safe radio
³ Measured conductively in analog mode per TIA / EIA 603 under nominal conditions.
⁴ Measured conductively in digital mode per TIA / EIA IS 102.CAAA under nominal conditions.
⁵ Accuracy specs are for long-term tracking (95th percentile values >5 satellites visible at a nominal -130 dBm signal strength).
⁶ Temperatures listed are for radio specifications. Battery storage is recommended at 25°C, ±5°C to ensure best performance.

Specifications subject to change without notice. All specifications shown are typical.

Radio meets applicable regulatory requirements.

motorolasolutions.com

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R3-4-2041F





serious mobility
when it matters most

BAYCOM INC
RANDY KRULL
2040 RADISSON ST
GREEN BAY, WI 54302
(800)726-5426 Ext.420
FAX: (920) 468-8615
rkrull@baycominc.com

Wausau Fire Dept.
Deputy Chief Phil Rentmeester
James E. Tipple, Mayor
606 E. Thomas Dtreet
Wausau, WI 54403
715-261-7900
04/11/2014
phil.rentmeester@ci.wausau.wi.us

PRICING AND FINANCIAL OPTIONS SPECIFIC TO THIS OFFERING:
EQUIPMENT DETAILS AND PRICING

| QTY | MODEL AND DESCRIPTION | UNIT PRICE | TOTAL PRICE |
|------|--|--------------|---------------|
| | | \$0.00 | \$0.00 |
| 16 | APX6000XE Portable Motorola Radio Model 2.5 | \$2,200.00 | \$35,200.00 |
| | H98KGF9PW6 VHF, 5 Watts, Dual Display, Battery | \$0.00 | \$0.00 |
| 16 | QA02006 XE Feature | \$800.00 | \$12,800.00 |
| 16 | QA01427 Green | \$25.00 | \$400.00 |
| 16 | Q241 Analog | \$0.00 | \$0.00 |
| 16 | H35 Conventional | \$500.00 | \$8,000.00 |
| 16 | WPLN Single Impres Charger | \$125.00 | \$2,000.00 |
| 16 | NNTN8203 XE Remote Speaker Microphones | \$335.00 | \$5,360.00 |
| | | \$0.00 | \$0.00 |
| 8 | NNTN809 Spare Battery's | \$140.00 | \$1,120.00 |
| 1 | NNTN7073 Impres Multi Unit Charger Display | \$1,350.00 | \$1,350.00 |
| 1 | Programming of Radios from Customers Info. | \$330.00 | \$330.00 |
| | | \$0.00 | \$0.00 |
| | | \$0.00 | \$0.00 |
| | | DISCOUNT 25% | (\$16,640.00) |
| | | \$0.00 | \$0.00 |
| NOTE | With Motorola Approval | Rebate/Trade | (\$8,000.00) |
| | | \$0.00 | \$0.00 |
| | | \$0.00 | \$0.00 |

| | |
|-----------------|-------------|
| EQUIPMENT COST: | \$41,920.00 |
| SHIPPING: | \$50.00 |
| SALES TAX: | \$0.00 |
| PURCHASE PRICE: | \$41,970.00 |

Quotation Good:

Payment Terms: Net 10 Day

Shipping Terms: FOB origin

We impose a surcharge of 2% on credit card purchases over \$1,000, which is not greater than our cost of acceptance.

Your signature

is an

agreement to

purchase and

an acceptance

of Baycom's

Terms &

(<http://terms.baycominc.com>)

Approved By: _____ / _____

Signature

Date

www.baycominc.com

920.468.5426

800.726.5426



MOTOROLA SOLUTIONS
Radio Solutions Channel Partner

TRBOconnection

BAYCOM WIRELESS

TOUGHBOOK

Sonetics
CORPORATION

iSQUAD



TRBOnext
Digital Technology

TOURGUIDE
SOLUTIONS



Portage • Madison • La Crosse



Communications Service Wisconsin LLC.
 2011 S. Stoughton Rd
 Madison, WI 53716
 phone: (608) 241-7700 fax: (608) 241-7705

Date: **4/23/2014**
 Quotation: **DF-140423-2**

Prepared for: **Wausau Fire Department**
 Attn: **Philip Rentmeester, Deputy Chief**
 Address: **606 E. Thomas Street**
Wausau, Wisconsin 54403

PH: 715-261-7900

Email: phil.rentmeester@ci.wausau.wi.us

| Qty. | Item ID | Description | Unit Price | Total |
|------|---------|-------------|------------|-------|
|------|---------|-------------|------------|-------|

Motorola APX Radios with WSA Pricing (25% Off List)

This Quote is provided by Communications Service acting as an MR for Motorola Solutions

| | | | | |
|----|---|---|-------------------|---------------------|
| 16 | a | APX6000XE Model 2.5 Portable Radio w/ IMPRES Battery Green Analog Conventional Software At Least MDC1200 Encode Dual Display Extreme Environment Package Antenna | \$2,643.75 | \$42,300.00 |
| 16 | b | IMPRES Single Unit Charger | \$100.00 | \$1,600.00 |
| 16 | c | XE Remote Speaker Microphones - Green | \$251.25 | \$4,020.00 |
| 16 | d | Leather Carrying Case (plastic holster comes with the radio) | \$52.00 | \$832.00 |
| 8 | e | Spare IMPRES Battery | \$112.00 | \$896.00 |
| 1 | f | IMPRES Multi-Unit Charger | \$1,080.00 | \$1,080.00 |
| 16 | g | Programming of Radios | \$69.00 | \$1,104.00 |
| 1 | h | Shipping | \$100.00 | \$100.00 |
| 16 | i | Motorola Q2 APX Promotion Order must be placed by May 31, 2014 | (\$500.00) | (\$8,000.00) |

Item Total: \$43,932.00

Sub Total: \$43,932.00

Tax: Exempt

If tax exempt, please provide Tax exempt ID

Price valid 60 days from date of Quote

Total: \$43,932.00

Quoted by: **Derek Foster**

Date: **4/23/2014**

Accepted by: _____

Date: _____



Quote Number: QU0000269148

Effective: 24 MAR 2014

Effective To: 23 MAY 2014

Bill-To:

WAUSAU FIRE DEPARTMENT
606 E. THOMAS STREET
WAUSAU, WI 54403
United States

Attention:

Name: Philip Rentmeester
Email: phil.rentmeester@ci.wausau.wi.us
Phone: 715-261-7900

Sales Contact:

Name: Derek Foster
Email: derek@rfstore.com
Phone: 608-445-0832

Request For Quote: DF-140423-2c Wausau FD (16 APX6000XE)
Contract Number: 11-162200/CB
Freight terms: FOB Destination
Payment terms: Net 30 Due

| Item | Quantity | Nomenclature | Description | List price | Your price | Extended Price |
|------|----------|--------------|---|------------|------------|----------------|
| 1 | 1 | H98KGF9PW6AN | APX6000 VHF MHZ MODEL 2.5 PORTABLE | \$2,200.00 | \$1,650.00 | \$1,650.00 |
| 1a | 1 | Q241BC | ADD: ANALOG OPERATION | - | - | - |
| 1b | 1 | QA02006AA | ENH: APX6000XE RUGGED RADIO | \$800.00 | \$600.00 | \$600.00 |
| 1c | 1 | QA01427AB | ALT: HIGH IMPACT GREEN | \$25.00 | \$18.75 | \$18.75 |
| 1d | 1 | H35BU | ADD: CONVENTIONAL OPERATION | \$500.00 | \$375.00 | \$375.00 |
| 1e | 1 | H635VF | ADD: 2014 APX PROMO | \$-500.00 | \$-500.00 | \$-500.00 |
| 2 | 1 | WPLN7080A | IMPRES SUC US/NA/CA/LA | \$125.00 | \$100.00 | \$100.00 |
| 3 | 1 | NNTN7073B | IMPRES MUC DISP US/NA/CA/LA | \$1,350.00 | \$1,080.00 | \$1,080.00 |
| 4 | 1 | NNTN8203A | IMPRES XE RSM, GREEN | \$335.00 | \$251.25 | \$251.25 |
| 5 | 1 | PMLN5875A | APX6000XE 2.75SWBL2900,2300&2150MAH | \$65.00 | \$52.00 | \$52.00 |
| 6 | 1 | NNTN8092A | BATT IMP FM R LI ION 2300M 2350T BLK | \$140.00 | \$112.00 | \$112.00 |

Total Quote in USD

\$3,739.00

Highlighted items are included in the base price of the radio

PO Issued to Motorola Solutions Inc. must:

- >Be a valid Purchase Order (PO)/Contract/Notice to Proceed on Company Letterhead. Note: Purchase Requisitions cannot be accepted
- >Have a PO Number/Contract Number & Date
- >Identify "Motorola Solutions Inc." as the Vendor
- >Have Payment Terms or Contract Number
- >Be issued in the Legal Entity's Name
- >Include a Bill-To Address with a Contact Name and Phone Number
- >Include a Ship-To Address with a Contact Name and Phone Number
- >Include an Ultimate Address (only if different than the Ship-To)
- >Be Greater than or Equal to the Value of the Order
- >Be in a Non-Editable Format
- >Identify Tax Exemption Status (where applicable)

Motorola APX6000XE Comparison

| | | Northway | BayComm | Comm Service |
|--|---------------|---------------------|---------------------|---------------------|
| REQUIREMENT | Number | Total Cost | Total Cost | Total Cost |
| APX6000XE Portable Radio | 16 | \$ 34,300.00 | \$ 56,400.00 | \$ 42,300.00 |
| IMPRES Single Unit Charger | 16 | \$ 1,600.00 | \$ 2,000.00 | \$ 1,600.00 |
| XE Remote Speaker Microphone | 16 | \$ 4,020.00 | \$ 5,360.00 | \$ 4,020.00 |
| Spare batteries | 8 | \$ 896.00 | \$ 1,120.00 | \$ 896.00 |
| IMPRES Multi-Unit Charger with Display | 1 | \$ 1,080.00 | \$ 1,350.00 | \$ 1,080.00 |
| Programming of Radios | 16 | \$ - | \$ 330.00 | \$ 1,104.00 |
| Shipping | | \$ - | \$ 50.00 | \$ 100.00 |
| Sub Total | | \$ 41,896.00 | \$ 66,610.00 | \$ 51,100.00 |
| Motorola Q2 promo | | \$ - | \$ 16,640.00 | \$ 8,000.00 |
| Sub Total | | \$ 41,896.00 | \$ 49,970.00 | \$ 43,100.00 |
| Rebate/Trade | 16 | \$ 4,000.00 | \$ 8,000.00 | \$ - |
| Final Cost | | \$ 37,896.00 | \$ 41,970.00 | \$ 43,100.00 |
| Less 2013 Carryover Funds | \$18,500 | \$ 19,396.00 | \$ 23,470.00 | \$ 24,600.00 |
| Additional Funds Needed: | | \$ 19,396.00 | \$ 23,470.00 | \$ 24,600.00 |

May 2, 2014

RE: Fire Department EMS Billing Rate:

Effective January 1, 2013 The State of Wisconsin implemented a new rule under DHS 110 requiring Critical Care Paramedics to be present on certain non-emergency transports. Some of these types of calls are patients that are receiving more than two medicated infusions, receiving blood products, and most importantly patients that are ventilator dependent. In 2012 we responded to approximately 35 non emergent ventilator dependent patient transports. Starting in 2013 we were no longer able to transport those patients resulting in a decrease in revenue. During much of 2013 those patients were transported by Aspirus MedEvac, or Rib Mountain Fire Department (currently SAFER). In early 2014, we trained nine of our paramedics to the critical care level. Three of our paramedics already had this level of training bringing our total critical care staff up to twelve. To date we have had a total of 4 ventilator transports, and we are in the process of reaching out to increase our revenue. To assist with the increase in revenue I would like to propose an additional billing rate for what is known as Specialty Care Transport (SCT). This is above our ALS 1 and ALS 2 level transports and insurance companies including Medicare allow for increased billing rates for these patients. It should be known that being on a ventilator alone does not immediately make that patient eligible for SCT level billing. There are other criteria that need to be met to allow for that level. This determination would be made by our billing company to assure accurate billing practices. In discussions with the finance director and our billing company we compared departments and their billing rates for SCT transports (see attached document). We are proposing a rate of \$900.00 for residents and \$1,050.00 for non-residents, our mileage rate would remain the same. The anticipated increase in revenue from this billing structure is very difficult to determine at this point, call volume could vary greatly depending on other possible service agreements in the future.

Respectfully,

Joshua J Finke

EMS Division Chief



Wausau Fire Department SCT Recommended Rates

| Description Charge | Plymouth Ambulance Service Level of Service: EMT-IT | Eau Claire Fire & Rescue Department Level of Service: EMT-P | Watertown Fire Department Level of Service: EMT-P | Beaver Dam Fire Department Level of Service: EMT-P | River Falls Ambulance Service Level of Service: EMT-PCC | Wausau Fire Department Level of Service: EMT-SP | Average | Database Average |
|--------------------|--|--|--|---|--|--|------------|------------------|
| SCT - Resident | \$890.00 | \$1100.00 | \$850.00 | \$1,025.00 | \$1800.00 | N/S/R | \$969.00 | \$870.00 |
| SCT - Non Resident | \$924.00 | \$1,350.00 | \$925.00 | \$1,025.00 | \$1800.00 | N/S/R | \$1,025.80 | \$939.31 |

N/S/R = No Specific Rate Provided

Co#126

SCT Base Rate - SCT Base Rate would be charged when it is medically necessary for a critically injured or ill patient to be transferred from one hospital to another hospital. The level of service being provided has to be beyond the scope of the paramedic. This is necessary when a beneficiary's condition requires ongoing care that must be provided by one or more health professionals in an appropriate specialty area, e.g., nursing, medical respiratory care, cardiovascular care, or a paramedic with additional training.

- Resident \$ 0.00 **\$ 1,000.00**
- Non-Resident \$ 0.00 **\$ 1,025.00**

Reminder – By increasing your rates; with insurance companies, your service's approved reimbursable rates should increase.

- Yes, we would like to adopt the recommended rates effective _____, 2014.
- No, we would not like to adopt the recommended rates.
- Yes, we would like to adopt the rates with the changes we have indicated, effective _____, 2014.

Signature

Title

Date

May 5, 2014

RE: Medical Transportation Management Contract

Medical Transportation Management (MTM) entered into a contract with the State of Wisconsin approximately one year ago to provide management of the transport of Medicaid patients. When these patients require transport, MTM arranges for transport with one of their contracted providers. The payment for these transports then comes directly from MTM at the pre-established rates. The benefits of entering into this contract would be the ability to transport patients from local facilities to other facilities in the State of Wisconsin with a guaranteed payment in accordance with the contract. The rates of this contract are attached. An example of a transport from Wausau to Madison would generate approximately \$1,025.00 in revenue and cost approximately \$600.00 in wages and supplies. This would leave us with a profit of approximately \$425.00 per call. These transports are normally arranged the day prior to the actual transport, meaning this would have little, if any effect on our daily operations and staffing. In the event a City of Wausau resident that is an MTM customer required non emergent transport, a neighboring ambulance service could be called to accomplish this transport. I believe that sends a negative image to our citizens. I would recommend after entering into this contract for one year it should be reevaluated to assess its profitability and impact on the organization.

Respectfully,

Joshua J. Finke

EMS Division Chief

Letter of Agreement
Medical Transportation Management, Inc.

Subcontractor Agreement

This Letter of Agreement, effective as of the ____ of ____, 2014, shall serve as the Agreement between Medical Transportation Management, Inc., a Missouri Corporation (hereinafter referred to as "MTM"), 16 Hawk Ridge Drive, Lake St. Louis, MO 63367 and ____, ____, ____, ____, ____, a _____, (hereinafter referred to as "Provider"). This Letter of Agreement is made between MTM and the entity named ("Provider") for the purposes of setting forth the terms and conditions under which Provider shall render non-emergency transportation services to MTM in support of MTM rendering Non Emergency Transportation Services (NET) to MTM's Client(s) and its eligible recipients ("members"). The Provider's services pursuant to this Agreement shall be provided to MTM on an "as needed" basis to MTM.

- 1. Scope of Services.** Provider shall, within the geographic service area of Provider, provide non-emergency ground transportation services as requested and/or authorized by MTM in support of MTM's business.
- 2. Reimbursement.** Provider agrees to look solely to MTM for reimbursement for Non Emergency Transportation Services provided to MTM Client members. Provider shall be compensated in accordance with Schedule A attached hereto and incorporated herein by reference. Rates of compensation on Schedule A may be amended by MTM upon written notice to Provider. In the event Provider receives notice of an amendment to the Schedule A rates and disagrees with the proposed rate change, Provider may terminate this Agreement upon written notice to MTM. Provider must provide the trip documentation referenced on Schedule B upon request by MTM. If trip documentation is requested by MTM, the failure to provide same will result in denial of payment for that trip. Transportation Provider will not assert any claim for payment against MTM where such claim is based on services provided more than ninety (90) days prior to the date of MTM's receipt of the claim, and any claim submitted by Transportation Provider more than ninety (90) days after the date of service shall not be eligible for payment, and Transportation Provider hereby waives any right to payment for such claim.
- 3. Member Protection Provision.** In no event, including, but not limited to, non-payment by MTM for Non Emergency Transportation Services rendered for Members by Provider, insolvency of MTM, or breach by MTM of any term or condition of the Agreement, shall Provider bill, charge, collect a deposit from, seek compensation, remuneration or reimbursement from, or have any recourse against MTM's Client or any transported Member or persons acting on behalf of Member for Non Emergency Transportation Services. Provider agrees not to maintain any action at law or in equity against MTM's Client(s) or any Member to collect sums that are owed to Provider by MTM under the terms of this Agreement even in the event that MTM fails to pay, becomes insolvent or otherwise breaches the terms and conditions of the Agreement.
- 4. Laws, Regulations, Licenses and Insurance.** Provider shall maintain all federal, state and local licenses, certifications and permits, without material restriction, which are required to provide Non Emergency Transportation Services according to the laws of the jurisdiction in which Non Emergency Transportation Services are provided, and shall provide quality and safe transportation services, and comply with all applicable statutes, ordinances and regulations governing the performance of services herein. Provider shall also require that all individuals employed by or under contract with Provider who provided Non-Emergency Transportation Services to Members, comply with this provision and are appropriately licensed and certified. Provider shall at all times maintain liability insurance coverage as required by applicable federal, state and local laws, statutes, ordinances and regulations. Providers shall ensure that all field staff have undergone a criminal background check and motor vehicle driver license record check prior to providing any transportation services, and that all such staff meet the requirements of their respective State's DOT and other applicable regulatory authorities. Provider agrees to obtain updated background checks on its field staff at least annually.
- 5. Limitation of Liability and Indemnification.** Provider shall indemnify and hold harmless MTM and MTM's Client(s) for all losses, damages, and costs, including reasonable attorneys' fees, resulting from Provider's rendering of transportation services, including but not limited to, negligence, unsafe rendering of services, failure to perform, or breach of performance of the services or terms of this Agreement. The cumulative liability of Provider to MTM for any actual or alleged damages arising out of, based on, or relating to this agreement, including indemnity obligations, shall not exceed the total amount paid to Provider during the three (3) months prior to the date on which the claim was made.

- 6. Independent Provider Status of Parties.** MTM and Provider are independent Providers with respect to the performance of the terms and conditions of this Agreement. Neither party shall be considered the employee nor agent of the other, and Provider shall determine the manner and methods of performance of Provider's services under this Agreement.
- 7. HIPAA Compliance and Data Protection.** Provider agrees to safeguard and maintain the confidentiality of all Member records, and comply with all provisions of state and federal law, including the Health Insurance Portability and Accountability Act (HIPAA).
- 8. Term and Termination.** The term of this Agreement shall be for a period of one year, and shall automatically renew for successive periods of one year unless either party provides 30 days written notice to the other party of its intent not to renew. Further, this Agreement may be terminated by either party without cause upon 30 days written notice to the other party. This Agreement may be terminated immediately by MTM for any action or inaction of Provider that affects the safety of any person, or for Provider's failure to comply with the Schedule B standards, records and documentation.
- 9. Insurance.** Provider shall maintain Vehicle liability insurance and Commercial general liability insurance with minimum coverage amounts in compliance with the applicable level of insurance required by state and local laws and regulations in Provider's service area, but that motor vehicle liability insurance shall not be less than \$300,000.00 Combined Single Limit coverage. Provider shall maintain Workers Compensation insurance in compliance with applicable state laws.
- 10. Nondiscrimination.** Provider agrees that no person shall, on the basis of race, color, religion, age, sex, disability, marital status, sexual orientation, public assistance status, creed, or national origin, be excluded from full employment rights in, participation in, be denied the benefits of, or otherwise subjected to discrimination under any program, service, or activity under the provisions of any and all federal and state laws and regulations against discrimination including the Civil Rights Act of 1964, the Rehabilitation Act of 1973, and Age Discrimination Act of 1975. Provider shall furnish all information required by MTM or any state or federal agency for purposes of investigation to ascertain compliance with such rules, regulations and orders.
- 11. Records and Performance Standards.** Provider shall provide transportation services and maintain and provide to MTM all records and documentation of services as required by MTM or MTM's contract with its Client, including but not limited to, the records, documentation and performance standards identified on Schedule B, attached hereto and incorporated herein by reference.

IN WITNESS WHEREOF, the parties hereunto have executed this Agreement as of the date first above written.

MEDICAL TRANSPORTATION MANAGEMENT, INC.

By: _____

Title: _____

Date: _____

By: _____

Title: _____

Date: _____

Address: _____

Schedule A: Rates

Section I – Rates

A.

| CODE | ITEM DESCRIPTION | FEE |
|-------------|---|------------------|
| A0425 | Ground mileage, per statute mile | \$ 5.56 |
| A0426 | Ambulance service, advanced life support, non-emergency transport, level 1 (ALS1) | \$ 132.00 |
| A0428 | Ambulance service, basic life support, non-emergency (BLS) | \$ 105.00 |
| A0888 | Un-Loaded miles beyond 35 miles, applies to stretcher van trips as well | \$1.11 |

B. Transportation Provider agrees not to charge for any general assistance (i.e., opening doors, offering an arm to lean on or holding a bag) into and out of the vehicle for any patient and/or passenger.

C. No payment shall be made for member no shows.

Section II – Transportation Provider Information

- A. Federal Tax ID or SS #: _____
- B. If Not For Profit, "Tax Exempt"#: _____
- C. State/Commonwealth Medicaid Provider Number (if applicable): _____
- D. NPI #: _____

All information contained in this Schedule A is current as of the Effective Date of this Agreement.

IN WITNESS WHEREOF, the parties hereunto have executed the Agreement.

MEDICAL TRANSPORTATION MANAGEMENT, INC.

BY: _____ DATE: _____
Name and Title

BY: _____ DATE: _____
Name and Title

Schedule B: Records, Documentation and Performance Standards

1. Each trip consists of one-way transportation from a pick up point to a drop off destination point. Provider shall use a trip sheet or log, approved by MTM, which contains the following minimum documentation:
 - a. Date
 - b. Vehicle type
 - c. Pickup location
 - d. Pickup date
 - e. Scheduled pickup time and actual pickup time
 - f. Recipient's name
 - g. Actual drop off time of recipient
 - h. Reason for ambulance transfer
 - i. Mileage

2. Performance Standards:
 - a. Pickups and Delivery. Transportation Provider must arrive at the scheduled pickup time, and in sufficient time to transport the recipient to arrive on time for the recipient's appointment. The waiting time for pick up or delivery should not exceed 15 minutes, before and after the scheduled pickup time. A recipient should not arrive more than 30 minutes prior to an appointment, unless requested by the recipient. The waiting time for a scheduled return trip after an appointment should not exceed 30 minutes. Exceptions to these standards may occur with discharges, long distance trips, inclement weather conditions, or if a recipient chooses to request a "will call" trip.

 - b. Transportation of children under 18 years of age must have a consent form signed by the parent, foster parent, caretaker, or legal guardian in order for the child to be transported without an escort, unless access to the service without parental consent is specified by statute (i.e. family planning).

 - c. Provider shall report all accidents and incidents to MTM within 24 hours of the occurrence, and cooperate with MTM in the investigation of all such events and provide MTM with a copy of any police report.

3. Provider shall maintain and provide MTM with a copy of all applicable state DOT Certificates.

HIPAA BUSINESS ASSOCIATE AGREEMENT

This HIPAA Business Associate Agreement (“Agreement”) is made and entered into as of the ____ of ____, 2013 by and between Medical Transportation Management, Inc. (“MTM”) and ____, (“Business Associate”). In order to comply with the Health Insurance Portability and Accountability Act and the standards set forth at 45 CFR Parts 142, 160, 162 and 164 (collectively “HIPAA”) to safeguard Protected Health Information (“PHI”), Business Associate agrees:

Pursuant to the terms of that certain “Underlying Agreement”, MTM contracts with you to provide “Services”. In connection with your provision of such Services, you receive or obtain from MTM, the Covered Person or the Governmental entity or Health Plan, or review or create for MTM, the Covered Person or the Governmental entity or Health Plan Covered Person PHI. As a result, Business Associate must: (i) maintain the privacy/ confidentiality of all Covered Person PHI; and (ii) comply with the requirements of HIPAA applicable to Business Associates, all as more fully described below.

1. Your Obligations. You agree that you will maintain the privacy/confidentiality of all Covered Person PHI as required by all applicable laws and regulations, including, without limitation, the requirements of HIPAA, including the following obligations:

(A) Use and Disclosure of PHI. You agree that you will not use or disclose Covered Person PHI, other than to perform the Services, as otherwise expressly permitted by the terms of this Agreement or as required by law; provided, however, that you may use and disclose Covered Person PHI to manage and administer your business. You agree to comply with any and all restrictions on the use and disclosure of Covered Person PHI requested by a Covered Person, agreed to by the applicable MTM Client and communicated to you by MTM. You agree to ensure that all subcontractors, agents, representatives or parties with whom you conduct MTM Client business shall comply with HIPAA.

(B) Safeguards. You represent and warrant that you will develop and implement appropriate safeguards to prevent the use or disclosure of Covered Person PHI for purposes other than as set forth in this Agreement. You will provide MTM with such information concerning such safeguards as MTM may from time to time request.

(C) Accounting of Disclosures. In fulfillment of your obligations under 45 CFR 164.528, you agree to maintain a record of all disclosures of Covered Person PHI made for reasons other than the provision of the Services and will provide the following information regarding any such disclosure to MTM, to the applicable MTM Client, or to the Covered Person whose PHI was disclosed (“Affected Person”), upon our request:

- (i) The date of such disclosure;
- (ii) The name and, if known, the address of the recipient of such PHI;
- (iii) A copy of the request for disclosure, if any, accompanied by any necessary consents or authorizations;
- (iv) A brief description of the PHI disclosed; and
- (v) A statement that would reasonably inform Affected Person of the purpose of the disclosure.

You agree to notify MTM immediately upon your discovery of any unauthorized disclosure of Covered Person PHI.

(D) Mitigation. You agree to establish procedures for mitigating any deleterious effects of any improper use and/or disclosure of Covered Person PHI.

(E) Disclosures to Workforce and/or Third Parties. You agree to require your employees, agents and independent contractors (“Workforce”) to adhere to the restrictions and conditions regarding Covered Person PHI contained in this Section, including, without limitation, the following:

(i) You agree not to disclose Covered Person PHI to any member of your Workforce, unless you have advised such person of your obligations under this Section and the consequences of a violation of these obligations. You agree to take disciplinary action against any member of your Workforce that uses or discloses Covered Person PHI in violation of this Section.

(ii) Except as otherwise authorized under this Agreement, you agree not to disclose Covered Person PHI to any third party without first obtaining our written approval. In addition, you agree not to disclose Covered Person PHI to any third-party without first obtaining the written agreement of such third party to be bound by the requirements of this Section for the express benefit of you, MTM and the applicable MTM Client.

(iii) Any use of Covered Person PHI by your Workforce or disclosure of Covered Person PHI to your Workforce or to third parties must be limited to the minimum amount of Covered Person PHI necessary to achieve the purpose for such use or disclosure.

(F) Access to Records by Subject of Records. You agree to notify MTM immediately in the event you receive a request from a Covered Person identified in any Covered Person PHI (“Subject”), or such person’s legal representative (“Legal Representative”), to review any records in your possession or control regarding the Subject (“Subject PHI”). In fulfillment of your obligations under 45 CFR 164.524, you agree to make available to MTM, or at our request, to the applicable MTM Client, to a Subject or such Subject’s Legal Representative, for their review, any Subject PHI in your possession or control.

(G) Amendment to PHI. You agree to notify MTM immediately in the event you receive a request from a Subject to amend or otherwise modify any Subject PHI in your possession or control. In fulfillment of your obligations under 45 CFR 164.526, you agree that, at our request, you will make any amendments to Subject PHI that the applicable MTM Client has directed or authorized pursuant to 45 CFR 164.526.

(H) Government Access to Records. You agree to make your policies, books and records relating to the use and disclosure of Covered Person PHI available to the Secretary of the U.S. Department of Health and Human Services, or to the MTM Client, or his or her designee for the purpose of determining whether the applicable MTM Client is in compliance with HIPAA requirements.

(I) Disposition of Records upon Termination. You agree to return to MTM or otherwise destroy all Covered Person PHI in your possession or control upon termination of this Agreement. If such return or destruction of records is not feasible, you agree to continue to extend the protections of this Section to such Covered Person PHI and limit any further use of such Covered Person PHI to those purposes that make the return or destruction of such Covered Person PHI infeasible.

(J) Indemnification. You agree to indemnify, defend and hold harmless MTM and the applicable MTM Client, and their respective parents, subsidiaries and affiliates, and their respective shareholders, directors, officers, employees, agents, legal representatives, heirs, successors and assigns, from and against any and all claims, causes of action, losses, liabilities, damages, costs and expenses, including, without limitation, court costs and attorneys’ fees, arising out of, resulting from or caused by a violation by you, or any of your employees, agents or subcontractors, of any HIPAA requirements or of the terms or conditions of this Agreement.

2. **Our Obligations.** MTM agrees that, in connection with your performance of the Services, MTM shall:

(A) Notification of Restrictions on Use of PHI. MTM agrees to notify you immediately of any restrictions on the use of any Covered Person PHI requested by a Covered Person, agreed to by the applicable MTM Client and communicated to us by the applicable MTM Client.

(B) Notification of Disclosure of Subject PHI to Subject. MTM agrees to notify you immediately in the event the applicable MTM Client desires you to disclose any Subject PHI in your possession or control to the Subject or the Subject’s Legal Representative.

(C) Notification of Amendment to Subject PHI. MTM agrees to notify you immediately in the event the applicable MTM Client desires you to amend or otherwise modify any Subject PHI in your possession or control.

Term and Termination. This Agreement will commence on the Effective Date of this Agreement and will continue until such time as the Underlying Agreement expires or is terminated and all PHI provided by or created for MTM is destroyed or returned to MTM or, if it is infeasible to return or destroy PHI, protections are extended to such PHI in accordance with the provisions of this Agreement or by law. Notwithstanding the foregoing, in the event of a material violation by Business Associate, MTM shall have the right to terminate this Agreement and the Underlying Agreement immediately upon notice to Business Associate.

Third Party Beneficiaries. There are no intended third party beneficiaries of the obligations under this Agreement. Without in any way limiting the foregoing, it is the intent that nothing contained in this Agreement give rise to any right or cause of action, contractual or otherwise, in or on behalf of any person whose PHI is used or disclosed pursuant to this Agreement or any person who qualifies as a personal representative of such person.

Amendment of Underlying Agreement. It is the intention that this Agreement serve as an amendment and supplement to the Underlying Agreement. In the event of a conflict between the terms of this Agreement and the terms of the Underlying Agreement, the terms of this Agreement will control.

Compliance with Security Requirements. Business Associate shall comply, and shall ensure all agents and subcontractors comply with the Security Requirements of 45 CFR Part 142 with respect to electronic transmission of PHI.

MEDICAL TRANSPORTATION MANAGEMENT, INC. _____

By: _____

Name: _____

Title: _____

By: _____

Title: _____

CITY OF WAUSAU 2014 BUDGET
GENERAL FUND STATEMENT OF REVENUES AND EXPENDITURES
BUDGET AND ACTUAL
March 31st, 2014
NARRATIVE

REVENUES

When comparing current year to prior year some revenue timing differences are apparent, yet not indicative of problems. Negative revenue impacts will occur in the rent of land and buildings since the CBL ground lease revenue of will not be realized after April resulting in a negative budget variance of \$50,733. In addition, the intergovernmental charges for service city departments will fall short of budget due to the fact that revenue was budgeted for street repairs due to utility access and the expenses are being charged directly to the utility with no revenue recognized.

EXPENSES

The major issue facing the expense budget is the Department of Public Works winter maintenance expenses due to extraordinary snowfalls. The winter maintenance overtime and motor pool charges budgets are overspent. Savings in other areas including existing position vacancies and historic budget savings in other areas of the public works budget may be sufficient to offset these overages. We are analyzing these expenditures to provide additional information and develop a budget modification request that will be submitted to the second Finance Committee meeting in May.

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF REVENUES AND OTHER FINANCING SOURCES - BUDGET AND ACTUAL
Period Ended February 28, 2014

| | Budgeted Amounts | | Actual | Variance with | 2013 |
|---|------------------|---------------|---------------|---------------|---------------|
| | Original | Final | | Final Budget | Actual |
| TAXES | | | | | |
| General property taxes | \$ 15,843,883 | \$ 15,843,883 | \$ 15,817,883 | \$ (26,000) | \$ 15,570,606 |
| Mobile home parking fees | 27,800 | 27,800 | 10,180 | (17,620) | 9,490 |
| Payments in lieu of taxes | 114,566 | 114,566 | 824 | (113,742) | 923 |
| Other taxes | 88,170 | 88,170 | 59,140 | (29,030) | 19,099 |
| Total Taxes | 16,074,419 | 16,074,419 | 15,888,027 | (186,392) | 15,600,118 |
| INTERGOVERNMENTAL | | | | | |
| State shared taxes | 4,434,779 | 4,434,779 | - | (4,434,779) | - |
| Expenditure restraint | 755,879 | 755,879 | - | (755,879) | - |
| Fire insurance tax | 95,000 | 95,000 | - | (95,000) | - |
| Municipal services | 187,021 | 187,021 | 195,507 | 8,486 | 198,326 |
| Transportation aids | 2,376,813 | 2,376,813 | 593,764 | (1,783,049) | 572,184 |
| Other grants | 204,000 | 211,437 | 70,832 | (140,605) | 73,432 |
| Total Intergovernmental | 8,053,492 | 8,060,929 | 860,103 | (7,200,826) | 843,942 |
| LICENSES AND PERMITS | | | | | |
| Licenses | 159,516 | 159,516 | 29,707 | (129,809) | 6,206 |
| Franchise fees | 325,000 | 325,000 | - | (325,000) | - |
| Permits | 238,833 | 238,833 | 23,083 | (215,750) | 24,023 |
| Total Licenses and Permits | 723,349 | 723,349 | 52,790 | (670,559) | 30,229 |
| FINES, FORFEITURES AND PENALTIES | | | | | |
| | 405,000 | 405,000 | 105,115 | (299,885) | 109,838 |
| PUBLIC CHARGES FOR SERVICES | | | | | |
| General government | 66,150 | 66,150 | 20,052 | (46,098) | 11,254 |
| Public safety | 1,424,775 | 1,424,775 | 261,852 | (1,162,923) | 260,271 |
| Streets and related facilities | 77,000 | 77,000 | 18,983 | (58,017) | 27,729 |
| Recreation | 139,800 | 139,800 | 47,552 | (92,248) | 46,477 |
| Public areas | 97,740 | 97,740 | 16,717 | (81,023) | 16,794 |
| Total Public Charges for Services | 1,805,465 | 1,805,465 | 365,156 | (1,440,309) | 362,525 |
| INTERGOVERNMENTAL CHARGES FOR SERVICES | | | | | |
| State and federal reimbursements | 11,020 | 11,020 | 70 | (10,950) | 20 |
| County and other municipalities | 189,590 | 189,590 | 15,942 | (173,648) | 39,223 |
| City departments | 1,359,013 | 1,359,013 | 15,844 | (1,343,169) | 7,151 |
| Total Intergovernmental Charges for Services | 1,559,623 | 1,559,623 | 31,856 | (1,527,767) | 46,394 |

COMMERCIAL

| | | | | | |
|---------------------------------|----------------|----------------|----------------|------------------|---------------|
| Interest on general investments | \$ 260,000 | \$ 260,000 | \$ 93,013 | \$ (166,987) | \$ 48,519 |
| Interest on special assessments | 33,000 | 33,000 | 3 | (32,997) | 4 |
| Other interest | <u>19,000</u> | <u>19,000</u> | <u>16,858</u> | <u>(2,142)</u> | <u>6,930</u> |
| Total Commercial | <u>312,000</u> | <u>312,000</u> | <u>109,874</u> | <u>(202,126)</u> | <u>55,453</u> |

MISCELLANEOUS REVENUES

| | | | | | |
|---|----------------|----------------|---------------|------------------|---------------|
| Rent of land and buildings | 200,600 | 200,600 | 67,333 | (133,267) | 67,333 |
| Sale of City property/loss compensation | 15,810 | 15,810 | 7,250 | (8,560) | 7,800 |
| Other miscellaneous revenues | <u>157,100</u> | <u>157,100</u> | <u>6,643</u> | <u>(150,457)</u> | <u>24,680</u> |
| Total Miscellaneous Revenues | <u>373,510</u> | <u>373,510</u> | <u>81,226</u> | <u>(292,284)</u> | <u>99,813</u> |

OTHER FINANCING SOURCES

| | | | | | |
|--------------|------------------|------------------|----------|--------------------|----------|
| Transfers in | <u>2,068,494</u> | <u>2,068,494</u> | <u>-</u> | <u>(2,068,494)</u> | <u>-</u> |
|--------------|------------------|------------------|----------|--------------------|----------|

**TOTAL REVENUES AND OTHER
FINANCING SOURCES**

| | | | | | |
|--|----------------------|----------------------|----------------------|------------------------|----------------------|
| | <u>\$ 31,375,352</u> | <u>\$ 31,382,789</u> | <u>\$ 17,494,147</u> | <u>\$ (13,888,642)</u> | <u>\$ 17,148,312</u> |
|--|----------------------|----------------------|----------------------|------------------------|----------------------|

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF EXPENDITURES AND OTHER FINANCING USES - BUDGET AND ACTUAL
Period Ended February 28, 2014

| | Budgeted Amounts | | Actual | Variance with Final Budget | 2013 Actual |
|--|------------------|---------------|--------------|-------------------------------|----------------|
| | Original | Final | | | |
| GENERAL GOVERNMENT | | | | | |
| City Council | \$ 115,298 | \$ 115,298 | \$ 19,246 | \$ 96,052 | \$ 19,198 |
| Mayor | 229,680 | 229,680 | 54,654 | 175,026 | 55,248 |
| City Promotion | 136,400 | 136,400 | 35,938 | 100,462 | 29,290 |
| Finance department | 448,198 | 448,198 | 93,320 | 354,878 | 102,654 |
| Data processing | 675,797 | 675,797 | 230,291 | 445,506 | 202,610 |
| City clerk/customer service | 528,150 | 528,150 | 112,630 | 415,520 | 122,583 |
| Elections | 49,113 | 49,113 | 8,842 | 40,271 | 9,915 |
| Assessor | 629,047 | 629,047 | 132,715 | 496,332 | 132,735 |
| City attorney | 508,901 | 508,901 | 115,798 | 393,103 | 96,660 |
| Municipal court | 124,931 | 124,931 | 26,510 | 98,421 | 49,231 |
| Human resources | 293,597 | 293,597 | 76,703 | 216,894 | 70,064 |
| City hall and other municipal buildings | 347,417 | 347,417 | 74,177 | 273,240 | 71,544 |
| Unclassified | 29,275 | 29,275 | 12,119 | 17,156 | 27,482 |
| Total General Government | 4,115,804 | 4,115,804 | 992,943 | 3,122,861 | 989,214 |
| PUBLIC SAFETY | | | | | |
| Police department | 8,657,499 | 8,672,374 | 2,073,050 | 6,599,324 | 2,067,392 |
| Fire department | 3,412,851 | 3,412,851 | 931,313 | 2,481,538 | 922,653 |
| Ambulance | 2,894,524 | 2,894,524 | 761,670 | 2,132,854 | 728,310 |
| Inspections and electrical systems | 601,912 | 611,112 | 154,424 | 456,688 | 122,793 |
| Total Public Safety | 15,566,786 | 15,590,861 | 3,920,457 | 11,670,404 | 3,841,148 |
| TRANSPORTATION AND STREETS | | | | | |
| Engineering | 1,417,946 | 1,417,946 | 329,755 | 1,088,191 | 299,269 |
| Department of public works | 6,374,484 | 6,548,512 | 2,058,345 | 4,490,168 | 1,635,122 |
| Total Transportation and Streets | 7,792,430 | 7,966,458 | 2,388,100 | 5,578,359 | 1,934,391 |
| SANITATION, HEALTH AND WELFARE | | | | | |
| Garbage and refuse collection | 1,481,300 | 1,481,300 | 248,358 | 1,232,942 | 228,061 |
| NATURAL RESOURCES/RECREATION | | | | | |
| Parks and recreation | 2,419,032 | 2,437,790 | 322,641 | 2,115,149 | 300,228 |
| TOTAL EXPENDITURES AND OTHER FINANCING USES | | | | | |
| | \$ 31,375,352 | \$ 31,592,213 | \$ 7,872,499 | \$ 23,719,715 | \$ 7,293,042 |

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Assistant Finance Director
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CUSTOMER SERVICE DEPARTMENT
OFFICE OF THE FINANCE DIRECTOR

To: Finance Committee

From: Maryanne Groat

Date: May 5, 2014

RE: 2015 Budget

Attached is a preliminary budget projection for 2015. This prediction indicates a possible budget deficit of \$750,000. The deficit reflects the ongoing struggle of absorbing inflationary increases with limited increases or even declining other revenues.

Page 1 of the analysis provides an historical overview and budget projections of the General Fund. The expense budget is expected to increase \$756,421 and the revenue budget could decline by \$262,469. These budget variances result in a demand for additional levy of \$1,018,890.

General Fund Expenses

Personnel cost represent the largest budget increase due largely to salary increases. The Wisconsin Retirement System has indicated that the retirement rates could decline for the 2015 contribution year which would provide savings in the prediction provided. No increase is provided for health insurance based upon the advice of human resources.

Contractual service expenses reflect an increase for the new refuse contract and additional funding for motor pool charges and utility inflation.

General Fund Revenues

A number of revenue categories anticipate reductions in 2015. Public charges anticipates a decrease due to the uncertainties of the impact of the new health care insurance system to our ambulance revenues. This number will become more reliable as the year progresses. Intergovernmental Charges for Services anticipates a decrease of \$159,623 this is a correction in the 2014 budget due to the change of accounting for street repairs to the utility. In the past, street restoration due to utility work was recorded as a revenue in the General Fund. This practice was changed and the expenses were allocated directly to the Utility. Unfortunately the revenue was not removed from the budget. Miscellaneous revenue reflects a reduction in ground lease payments.

Page 2 of the analysis provides an overview of the levy of all funds along with the impact of the levy limit. Additional levy of \$127,631 is expected in other funds as presented. These additions reflect ongoing cost increases or funding obligations. These levy demands, along with the General Fund of \$1,018,890 result in a total increase of \$1,337,723.

Levy limits restrict levy increases to approximately \$400,000 resulting in a \$746,521 unresolved deficit.

CITY OF WAUSAU

GENERAL FUND

2015 BUDGET PREDICTION - DATED APRIL 1, 2014

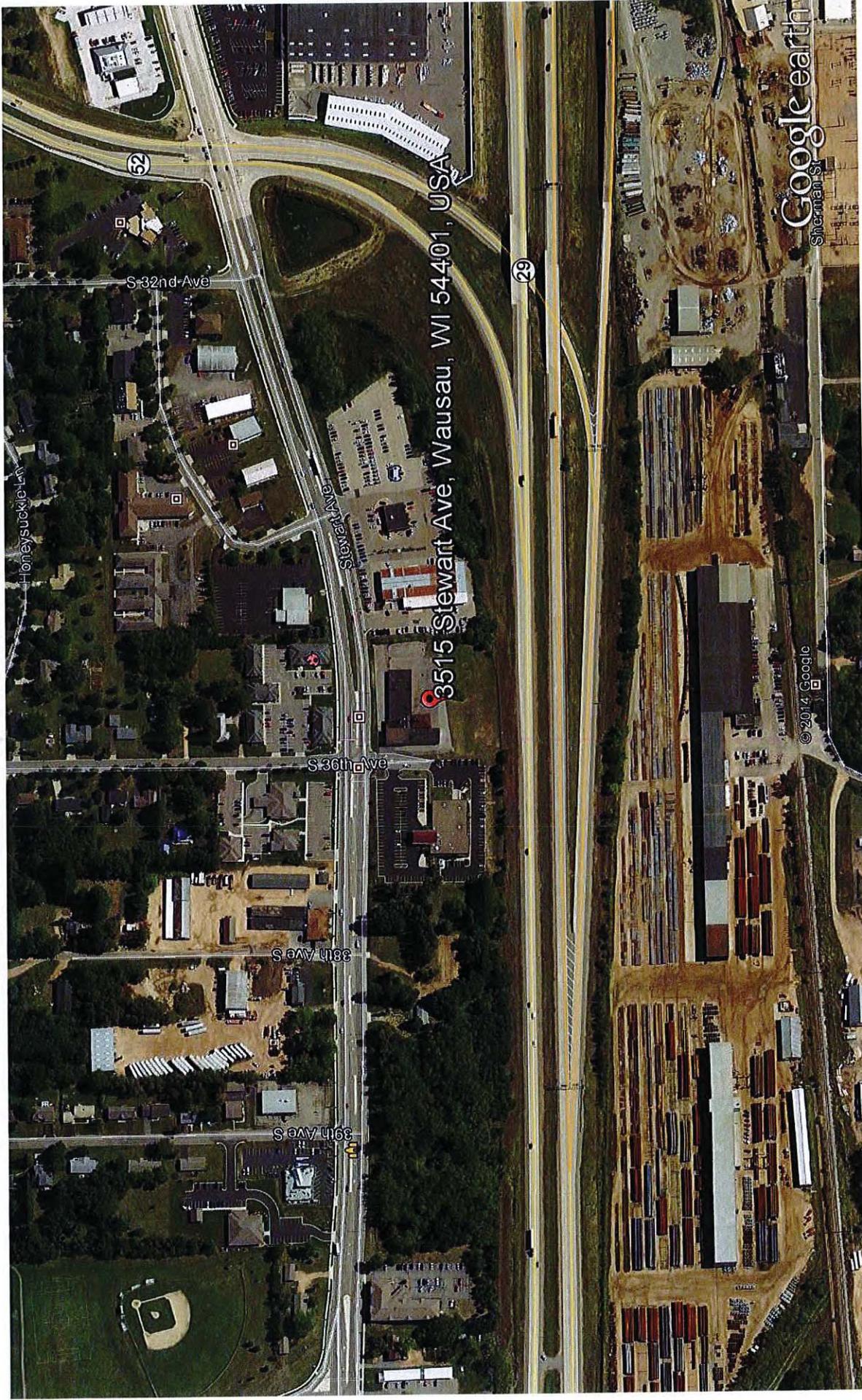
| | 2011 Actual | 2012 Actual | 2013 Adopted Budget | 2013 Actual | 2014 Adopted Budget | 2015 Estimated Budget | Budget Increase (Decrease) |
|----------------------------------|-------------------|-------------------|---------------------|-------------------|---------------------|-----------------------|----------------------------|
| <u>EXPENDITURES</u> | | | | | | | |
| PERSONNEL SERVICES | | | | | | | |
| Salaries and Wages | 14,313,571 | 14,793,920 | 15,060,815 | 15,135,468 | 15,644,651 | 16,189,085 | 544,434 |
| FICA | 808,647 | 825,523 | 905,997 | 863,604 | 954,066 | 987,267 | 33,201 |
| WRS - Employer | 1,568,556 | 1,632,233 | 1,811,956 | 1,841,305 | 1,516,046 | 1,568,804 | 52,758 |
| WRS - Employee | 674,378 | 263,336 | 136,746 | 135,533 | - | - | - |
| HEALTH | 3,706,177 | 3,601,246 | 3,506,986 | 3,437,541 | 3,573,270 | 3,580,000 | 6,730 |
| Dental | 229,263 | 144,574 | 118,415 | 113,231 | 123,719 | 133,617 | 9,898 |
| Other Employer Contributions | 92,888 | 39,876 | 24,796 | 16,498 | 6,904 | 25,000 | 18,096 |
| Workers Compensation | 429,265 | 416,818 | 350,545 | 345,116 | 431,940 | 395,000 | (36,940) |
| TOTAL PERSONNEL SERVICES | <u>21,822,744</u> | <u>21,717,527</u> | <u>21,916,255</u> | <u>21,888,296</u> | <u>22,250,596</u> | <u>22,878,773</u> | <u>628,177</u> |
| CONTRACTUAL SERVICES | 7,031,116 | 6,557,317 | 6,501,516 | 6,686,323 | 6,800,359 | 6,900,000 | 99,641 |
| SUPPLIES AND EXPENSE | 972,039 | 1,062,103 | 1,036,097 | 1,030,901 | 1,072,645 | 1,073,000 | 355 |
| BUILDING MATERIALS | 512,918 | 435,905 | 651,591 | 582,091 | 693,785 | 695,000 | 1,215 |
| FIXED CHARGES | 356,851 | 363,752 | 345,075 | 338,219 | 343,221 | 345,000 | 1,779 |
| GRANTS, CONTRIBUTIONS & OTHER | 68,099 | 248,247 | 109,075 | 159,950 | 87,275 | 110,000 | 22,725 |
| CAPITAL OUTLAY | 103,009 | 137,017 | 133,700 | 206,996 | 127,471 | 130,000 | 2,529 |
| TRANSFERS OUT | - | 70,000 | - | - | - | - | - |
| TOTAL OTHER CATEGORIES | <u>9,044,033</u> | <u>8,874,340</u> | <u>8,777,054</u> | <u>9,004,480</u> | <u>9,124,756</u> | <u>9,253,000</u> | <u>128,244</u> |
| TOTAL EXPENDITURES | <u>30,866,777</u> | <u>30,591,867</u> | <u>30,693,309</u> | <u>30,892,776</u> | <u>31,375,352</u> | <u>32,131,773</u> | <u>756,421</u> |
| <u>REVENUES</u> | | | | | | | |
| OTHER TAXES | 246,437 | 217,925 | 223,743 | 253,082 | 230,536 | 240,000 | 9,464 |
| INTERGOVTL GRANTS AND AIDS | 9,023,031 | 8,192,085 | 7,979,941 | 8,019,450 | 8,053,492 | 8,055,000 | 1,508 |
| LICENSES & PERMITS | 668,740 | 743,971 | 644,199 | 715,251 | 723,349 | 730,000 | 6,651 |
| FINES & FORFEITURES | 371,580 | 387,646 | 370,800 | 353,662 | 405,000 | 405,000 | - |
| PUBLIC CHARGES FOR SERVICES | 1,900,605 | 1,844,874 | 1,710,752 | 1,807,857 | 1,805,465 | 1,760,000 | (45,465) |
| INTERGOVTL CHARGES FOR SERVICES | 1,199,461 | 1,539,716 | 1,617,308 | 1,391,260 | 1,559,623 | 1,400,000 | (159,623) |
| MISCELLANEOUS REVENUE | 793,095 | 524,824 | 596,960 | 688,366 | 685,510 | 609,000 | (76,510) |
| OTHER FINANCING SOURCES | 1,841,746 | 1,931,725 | 1,979,000 | 1,931,792 | 2,068,494 | 2,070,000 | 1,506 |
| TOTAL REVENUES | <u>16,044,696</u> | <u>15,382,767</u> | <u>15,122,703</u> | <u>15,160,720</u> | <u>15,531,469</u> | <u>15,269,000</u> | <u>(262,469)</u> |
| GENERAL PROPERTY TAX LEVY | 15,277,702 | 15,470,374 | 15,570,606 | 15,570,606 | 15,843,883 | 16,862,773 | 1,018,890 |
| TOTAL REVENUES | <u>31,322,397</u> | <u>30,853,141</u> | <u>30,693,309</u> | <u>30,731,326</u> | <u>31,375,352</u> | <u>32,131,773</u> | <u>756,421</u> |

CITY OF WAUSAU
PROPERTY TAX LEVY
2015 BUDGET PREDICTION - DATED APRIL 1, 2014

| | 2011 Actual | 2012 Actual | 2013 Adopted Budget | 2013 Actual | 2014 Adopted Budget | 2015 Estimated Budget | Change |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|-------------------------|------------------|
| GENERAL FUND | 15,277,702 | 15,470,374 | 15,570,606 | 15,570,606 | 15,843,883 | 16,862,773 | 1,018,890 |
| SPECIAL REVENUE FUNDS | | | | | | | |
| Recycling Fund | 470,000 | 522,629 | 473,462 | 473,462 | 497,750 | 497,750 | - |
| Economic Development Fund | | | | | 50,000 | 52,000 | 2,000 |
| DEBT SERVICE FUND | 4,156,866 | 4,088,000 | 4,088,000 | 4,088,000 | 4,088,000 | 4,088,000 | - |
| CAPITAL PROJECTS FUND | 658,960 | 320,426 | 337,345 | 337,345 | 371,080 | 410,000 | 38,920 |
| ENTERPRISE FUNDS | | | | | | | |
| MetroRide Fund | 598,786 | 715,289 | 679,289 | 679,289 | 679,289 | 725,000 | 45,711 |
| Parking Fund | 300,000 | 300,000 | 300,000 | 300,000 | 224,000 | 225,000 | 1,000 |
| Wausau Downtown Airport Fund | | 75,661 | 68,677 | 68,677 | 70,000 | 80,000 | 10,000 |
| Animal Control Fund | | | | | | 30,000 | 30,000 |
| SUBTOTAL | 21,462,314 | 21,492,379 | 21,517,379 | 21,517,379 | 21,824,002 | 22,970,523 | 1,146,521 |
| TAX INCREMENT | 1,724,290 | 1,741,642 | 1,658,961 | 1,658,961 | 1,758,798 | 1,750,000 | (8,798) |
| TOTAL LEVY | \$23,186,604 | \$23,234,021 | \$23,176,340 | \$23,176,340 | 23,582,800 | 24,720,523 | 1,137,723 |
| | | | | | | | |
| INCREASE OVER PRIOR YEAR | <u>\$383,525</u> | <u>\$47,417</u> | | <u>(\$57,681)</u> | <u>\$406,460</u> | <u>\$1,137,723</u> | |
| Increase Subject to Levy Limit | | | | | | 1,146,521 | |
| Estimated Allowable Levy Limit based upon Net New Construction of 1.344% and TID #2 Closure | | | | | | <u>\$400,000</u> | |
| Budget Deficit | | | | | | <u>\$746,521</u> | |

BUDGET RISKS

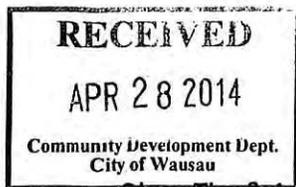
Insurance
Union Settlements
Wisconsin Retirement System (Reduction)
Refuse and Recycling Contract
Fuel and Utility Costs
Ambulance Revenues
Municipal Court Revenues
State Aids



2000
700

feet
meters

Google earth



Olson Tire & Auto Service / AOK Property II Expansion on West Side

Thank you for taking the time to meet with us today. I am pleased to inform you that we have an accepted offer for the Stettin School property from the O'Malley family. While we have that accepted offer, we have a list of contingencies that we need to fulfill to accommodate our construction and expansion.

As way of providing the group with a bit of our company's background I'd like to share a timeline of our activity. We opened here in 1987, a downtown Wausau location in a six bay, old style Goodyear tire store built in the early 1970's. After approximately five years here, we purchased our facility and began improving and updating the property and the facility. We completed our first significant expansion in 1997 as we continued to grow in terms of sales and staffing. Then in 2005 we embarked on a major reconstruction and expansion that ended up transforming our whole corner and the entrance to Wausau from the south coming up Grand Avenue. What started as four to five city lots, many with blighted single family homes or ramshackle duplexes, evolved during construction and negotiations into both Integrity First and Olson Tire & Auto Service developing this visual improvement. Finally, in late 2012 and early 2013 we again expanded and working with the city in all aspects of the construction eliminated more blighted property and resulted in our addition of the carwash/deep cleaning/storage facility. This last expansion brings our entire parcel to approximately a two million dollar facility in downtown Wausau, both in value and in tax base.

We now are poised to expand again to meet both our customers' needs, our burgeoning staff and the opportunities we are not able to service from this location. In locating an appropriate place to expand we have had numerous negotiations and discussions with various entities and land owners. We believe we have found an excellent location for this endeavor, both for us and for the city and community we serve.

During our negotiations, we uncovered several potential obstacles to the successful project completion and we are here today to begin a dialogue to overcome these items.

1. As we shared, we faced a difficult time locating parcels for us to be able to expand onto and consequently ended up finding a great parcel but it has a significant encumbrance. While it ultimately will be a perfect location once improvements are made and existing improvements are removed, we are at the outset beyond the budgeted acquisition cost for the project.
2. We uncovered an access or ingress/egress issue that requires some participation most likely from multiple parties (City, Marshfield Clinic, Olson Tire) to make the site both useable and viable, along with the costs to complete that.
3. We received preliminary estimates for the site development including demolition, abatement, and infrastructure concerns of over \$200,000 with total site improvements to reach over \$400,000.

What we are asking of you

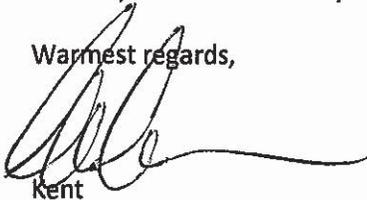
We would like \$375,000 of assistance in the site development to correct the easement issues, resolve the watershed and storm water retention and financially assist in the abatement and demolition of the existing structures. We would like to receive a minimum of that assistance in the form of a \$275,000 grant – which can be inclusive of some in-kind city investment in utility and site development costs. We also would consider matching a city initiative regarding housing assistance for staff purchase of housing within the city limits, and we would be receptive to an equipment loan at minimal or no interest and useable terms as additional methods to accomplish this project and request. We are willing to work with all city departments to address mutually agreeable outcomes.

I would like to note that during our 2005 expansion and each subsequent one we have always worked collaboratively with the City agencies to save taxpayers money and develop cost effective solutions that work using a shared vision of a true partnership. As examples, we have worked with city staffing to manage Division Street watershed and catch basins that manage and mitigate storm water runoff, even to the point of placing some within our property for best drainage. When city staff and contractors had already completed curb work and street construction on Forest Street and yet additional lighting was important for our high traffic corner we partnered to have the City supply the lighting and we supply the ongoing electricity. The city in 2005 and in 2013 also desired our façades to be a bit dressier than an average tire store or detail shop owner may want, and in both occasions we have worked thru McDevco partnerships to dramatically improve the aesthetics of our facilities. And I am proud to say we paid back our first investment loan from them earlier than it was due.

Our timetable for this new project is to open Olson Tire for business in March of 2015. Subway perhaps could be open prior to that dependent on construction timetables. Our financial package and commitments are due by June 30th, 2014. We look forward to finalizing this exciting opportunity with the city. I have taken the liberty of including a couple of testimonials from the community partners we support to provide you with some additional perspective of whom we are and how we try to operate our business.

I thank you in advance for your consideration. Please feel free to contact me with any questions.

Warmest regards,



Kent

Kent Olson
President
Olson Tire & Auto Services, Inc.
w.) 715-845-8473, c.) 715-573-0739



City of Wausau TIF Application

Please complete the following information and return it along with a \$25 fee made payable to Community Development.

DEVELOPER

Company: Olson Tire & Auto Service, Inc / AOK Property LLC
 Main Office Location: 601 Forest St, Wausau N297 River View Ave Merrill
 Type of Business: Retail Automotive & Light Truck Service, Repairs, Tires & Wheels.
 Reason for Application Assistance: Redevelopment of blighted parcel & Expansion of existing businesses.

PROPERTY INFORMATION

Parcel 1
 Address: 3515 STEWART AVE, WAUSAU, WI
 Size: 2.495 ACRES.
 Current Use: ABANDONED PUBLIC SCHOOL - BLIGHTED
 Current Assessed Value: 790,000.
 Current Property Taxes: 19,046.02

Parcel 2
 Address: _____
 Size: _____
 Current Use: _____
 Current Assessed Value: _____
 Current Property Taxes: _____

Parcel 3
 Address: _____
 Size: _____
 Current Use: _____
 Current Assessed Value: _____
 Current Property Taxes: _____

PROPOSED IMPROVEMENTS

- Demolition of: BLIGHTED & ABANDONED PUBLIC SCHOOL
- Combine _____ parcels and _____
 - Total acres: _____
- Construct: RETAIL AUTOMOTIVE & LIGHT TRUCK FACILITY, ALONG W/ RESTAURANT
 - Total Square Feet: APPROX 13,000 SQ FT INITIALLY W/ ROOM FOR 7,000 MORE.
 - Improvement Value: APPROX 1.4 MILLION.
- Renovate: _____

- o Total Square Feet: _____
- o Improvement Value: _____

RETURN ON INVESTMENT ANALYSIS

Project Costs

- Property Acquisition: 1.0 million
- Demolition: 109,200
- Site Development: 184,655
- Building One: 1.3 million
- Building Two: _____

Jobs Created

- 01501 - Immediate 1/3 yr. Subway - Immediate
- Up to \$15,000: 2-3 / 2-3 8-10
 - \$15,001-\$30,000: 2 / 4-5 3-4
 - \$30,001-\$45,000: 3-5 / 7-9
 - \$45,001-\$60,000: 2 / 3-4
 - \$60,001 and above: - / 1-2
 - Description of Employee benefits: Pay Health Care, Dental, STD, LTD + Sick Pay, Paid Uniforms, Vacation + personal days, Training & Personal development testing provided on the job, pay and a Transportation Assistance program for their personal use vehicles.

Value of Property

- Pros: Excellent Re development opportunity to spur development
- Cons: Property currently encumbered by abandoned school.
- Lot Size (in acres): 2.495
- Improvement Square Footage: 108,683 Total - Current approx 13,000 + 7,000 future
- Current Assessed Values: Land \$ 770,000 + Improvements \$ - = 770,000
- Calculated Property Value: Land \$ 975,000 + Improvements \$ 1.3 mil = 2,275,000

Projected Property Taxes

- Current Property Taxes: \$ 19,046
- Calculated Property Taxes: 42,046
- Calculated Tax Increment: 23,000 Annually + Personal Property Taxes

Requested City Participation

- Property Acquisition
 - o Purchase: \$ _____
- Site Preparation
 - o Demolition: \$ _____
 - o Preparation: \$ _____
- Financial Assistance - Grants
 - o Amount: \$ 275,000
- Financial Assistance - Loans
 - o Amount: \$ 100,000
 - o Interest: 0 %
 - o Duration: 7-10 yrs.

Please return to Community Development, Attn: Heather Wessling, 407 Grant Street, Wausau, WI 54403.

**OLSON PAVING
TAX INCREMENT DISTRICT 7**

USE OF FUNDS

DEVELOPER GRANT \$ 275,000
 DEVELOPER LOAN \$100,000 0% INTEREST 3 YEAR DEFERRAL 10 YEAR TERM

SOURCE OF FUNDS

CURRENT TAX RATE \$24.11
 10 YEAR PROMISSORY NOTE 3% INTEREST \$375,000 PRINCIPAL \$44,000 ANNUAL AMORTIZATION
 DEVELOPER LOAN \$100,000 0% INTEREST 3 YEAR DEFERRAL 10 YEAR TERM

MINIMUM PROJECT VALUE \$2,200,000

CASH FLOW PROJECTED BY YEAR

| Budget Year | Increment Value | Tax Rate | SOURCES OF FUNDS | | USES OF FUNDS | Annual Surplus (Deficit) | Accumulated Surplus (Deficit) | |
|-------------|-----------------|-----------|------------------------------|--------------------------|----------------------|--------------------------|-------------------------------|----------|
| | | | Increment Revenue Projection | Developer Loan Repayment | City Debt Retirement | | | |
| 1 | 2015 | | | | 44,000 | (44,000) | (44,000) | |
| 2 | 2016 | 1,410,000 | \$24.11 | 33,995 | 44,000 | (10,005) | (54,005) | |
| 3 | 2017 | 1,410,000 | \$24.11 | 33,995 | 4,762 | 44,000 | (5,243) | (59,248) |
| 4 | 2018 | 1,410,000 | \$24.11 | 33,995 | 14,285 | 44,000 | 4,280 | (54,968) |
| 5 | 2019 | 1,410,000 | \$24.11 | 33,995 | 14,285 | 44,000 | 4,280.10 | (50,688) |
| 6 | 2020 | 1,410,000 | \$24.11 | 33,995 | 14,285 | 44,000 | 4,280 | (46,408) |
| 7 | 2021 | 1,410,000 | \$24.11 | 33,995 | 14,285 | 44,000 | 4,280 | (42,127) |
| 8 | 2022 | 1,410,000 | \$24.11 | 33,995 | 14,285 | 44,000 | 4,280 | (37,847) |
| 9 | 2023 | 1,410,000 | \$24.11 | 33,995 | 14,285 | 44,000 | 4,280 | (33,567) |
| 10 | 2024 | 1,410,000 | \$24.11 | 33,995 | 9,528 | 44,000 | (477) | (34,044) |
| 11 | 2025 | 1,410,000 | \$24.11 | 33,995 | | | 33,995 | (49) |
| 12 | 2026 | 1,410,000 | \$24.11 | 33,995 | | | 33,995 | 33,946 |
| | | | | \$ 373,946 | \$ 100,000 | \$ 440,000 | | |

CURRENT LAND AND IMPROVEMENT VALUE

3515 Stewart Avenue \$ 790,000

MINIMUM IMPROVED VALUE \$ 2,200,000

INCREMENT VALUE \$ 1,410,000

**SITE OPINION OF PROBABLE CONSTRUCTION COST
KENT OLSON-WESTSIDE FACILITY**

20-Mar-14

| Item No. | Item Description | Estimated Quantity | Unit | Unit Cost | Cost | |
|---|--|--------------------|------|--------------|---|----------------------|
| General | | | | | | |
| 1 | Mobilization | 1 | LS | \$ 5,000.00 | \$ 5,000.00 | |
| 2 | Traffic Control | 1 | LS | \$ 3,000.00 | \$ 3,000.00 | |
| 3 | Erosion Control (Track Pad, Inlet Protection, Silt Fence, Etc.) & Storm Water Management | 1 | LS | \$ 4,000.00 | \$ 4,000.00 | |
| | | | | | Subtotal | \$ 12,000.00 |
| Removals | | | | | | |
| 4 | Building Demolition (Per Owner) | 1 | LS | \$ 50,000.00 | \$ 50,000.00 | |
| 5 | Demolition/Abatement | 1 | LS | \$ - | \$ 10,438 - | |
| 6 | Site Clearing & Topsoil Strip/Stockpile | 1 | LS | \$ 1,500.00 | \$ 1,500.00 | |
| 7 | Asphalt Removal | 4,000 | SY | \$ 1.00 | \$ 4,000.00 | |
| 8 | Fence Removal | 240 | LF | \$ 2.50 | \$ 600.00 | |
| 9 | Concrete Removal | 20 | SY | \$ 5.00 | \$ 100.00 | |
| 10 | Well Abandonment | 1 | LS | \$ 3,000.00 | \$ 3,000.00 | |
| | | | | | Subtotal | \$ 59,200.00 |
| Site Work, Paving, and Restoration | | | | | | |
| 11 | Common Excavation (Site Only) | 3,000 | CY | \$ 7.00 | \$ 21,000.00 | |
| 12 | Site Restoration | 1 | LS | \$ 1,500.00 | \$ 1,500.00 | |
| 13 | HMA Asphaltic Pavement, 3-inch | 975 | TON | \$ 80.00 | \$ 78,000.00 | |
| 14 | Base Aggregate Dense | 2,000 | TON | \$ 20.00 | \$ 40,000.00 | |
| 15 | Pavement Marking | 1 | LS | \$ 5,000.00 | \$ 5,000.00 | |
| 16 | Concrete Sidewalk, 4-inch | 80 | SF | \$ 10.00 | \$ 800.00 | |
| 17 | Concrete Apron, 6 inch | 180 | SF | \$ 10.00 | \$ 1,800.00 | |
| 18 | 24 inch Curb and Gutter | 1,000 | LF | \$ 15.00 | \$ 15,000.00 | |
| | | | | | Subtotal | \$ 163,100.00 |
| Storm water Management | | | | | | |
| 19 | 12 inch-24 inch HDPE Storm Pipe | 600 | LF | \$ 30.00 | \$ 18,000.00 | |
| 20 | Storm water Management (Outfall, Overflow Weir, Riprap, Geofabric, Detention Pond) | 1 | LS | \$ 10,000.00 | \$ 10,000.00 | |
| 21 | Storm Manhole (With Frame and Cover) | 4 | EA | \$ 2,000.00 | \$ 8,000.00 | |
| | | | | | Subtotal | \$ 36,000.00 |
| Utilities | | | | | | |
| 22 | 6 inch Sanitary Sewer Service Schedule 40 | 200 | LF | \$ 25.00 | \$ 5,000.00 | |
| 23 | 6 inch Water Service Ductile Iron | 200 | LF | \$ 30.00 | \$ 6,000.00 | |
| 24 | Electrical | 1 | LS | \$ - | \$ - | |
| 25 | Telecommunication | 1 | LS | \$ - | \$ - | |
| 26 | Gas | 1 | LS | \$ - | \$ - | |
| | | | | | Subtotal | \$ 11,000.00 |
| Miscellaneous | | | | | | |
| 27 | Site Lighting and Electrical (14 lights, base, conduit and supply distribution) | 1 | LS | \$ 21,000.00 | \$ 21,000.00 | |
| 28 | Trash Enclosure | 1 | LS | \$ 2,700.00 | \$ 2,700.00 | |
| 29 | Signage | 1 | LS | \$ - | \$ - | |
| 30 | Patio Fencing | 1 | LS | \$ 2,500.00 | \$ 2,500.00 | |
| 31 | Landscaping (Allowance) | 1 | LS | \$ 5,000.00 | \$ 5,000.00 | |
| | | | | | Subtotal | \$ 31,200.00 |
| | | | | | Total Onsite Cost | \$ 312,500.00 |
| Offsite Improvements | | | | | | |
| 32 | Reconstruct Shared Driveway | 1 | LS | \$ - | \$ - | |
| 33 | Demolition (Remove Asphalt, Curb and Gutter) | 1 | LS | \$ 6,000.00 | \$ 6,000.00 | |
| 34 | Erosion Control (Inlet Protection, Silt Fence, Etc.) & Storm Water Management | 1 | LS | \$ 1,000.00 | \$ 1,000.00 | |
| 35 | Common Excavation | 180 | CY | \$ 11.00 | \$ 1,980.00 | |
| 36 | HMA Asphaltic Pavement, 4-inch | 90 | TON | \$ 85.00 | \$ 7,650.00 | |
| 37 | Base Aggregate Dense | 121 | TON | \$ 25.00 | \$ 3,025.00 | |
| 38 | 24 inch Curb and Gutter | 250 | LF | \$ 18.00 | \$ 4,500.00 | |
| 39 | Pavement Marking | 1 | LS | \$ 1,500.00 | \$ 1,500.00 | |
| 40 | Signal Improvements | 1 | LS | \$ - | \$ - | |
| 41 | Restoration | 1 | LS | \$ 1,500.00 | \$ 1,500.00 | |
| 42 | 8 inch Sanitary Sewer and Appurtenances (Connect to existing, 3 manholes) | 1 | LS | \$ 18,000.00 | \$ 18,000.00 | |
| 43 | 8 inch Watermain and Appurtenances(Connect to existing, 3 valves & valvebox, 1 hydrant) | 1 | LS | \$ 20,000.00 | \$ 20,000.00 | |
| | | | | | Subtotal | \$ 65,155.00 |
| | | | | | Total Cost with Offsite Improvements | \$ 377,655.00 |

In providing this Opinion of Probable Cost (OPC), the client understands that Becher-Hoppe Associates, Inc. (BHA) does not have control over price of labor, equipment, materials, or the Contractors means or methods of pricing. The OPC provided is made of BHA's professional qualifications and related experience. BHA makes no warranty, expressed or implied, to the accuracy of opinions as compared to bid or actual costs.

+ Abatement.

Opinion of Probable Cost Olson Tire - West Side Facility

Project budget prepared by Becher-Hoppe Associates, Inc.



17-Mar-14

| | | | | |
|---|-------|----|--------|---------------------|
| General | | | | \$ 24,875 |
| Permits | | \$ | 10,975 | |
| Staking | | \$ | 3,900 | |
| Temporary Utilities | | \$ | 10,000 | |
| On-Site Improvements | | | | \$ 287,500 |
| Site and Facility associated work (SITE OPINION OF PROBABLE CONSTRUCTION COST) | | | | |
| Facility - General Construction | | | | \$ 877,600 |
| Repair Garage | 7,000 | \$ | 68.00 | \$ 476,000 |
| Car Wash | 1,000 | \$ | 65.00 | \$ 65,000 |
| Retail | 3,200 | \$ | 58.00 | \$ 185,600 |
| White Box Tenant Space | 1,800 | \$ | 48.00 | \$ 86,400 |
| Drive Canopy | 1,700 | \$ | 38.00 | \$ 64,600 |
| Mechanical - Plumbing/Fire Protection | | | | \$ 67,320 |
| Repair Garage | 7,000 | \$ | 5.00 | \$ 35,000 |
| Car Wash | 1,000 | \$ | 18.00 | \$ 18,000 |
| Retail | 3,200 | \$ | 3.85 | \$ 12,320 |
| White Box Tenant Space | 1,800 | | | \$ 2,000 |
| Mechanical - Heating/Ventilation/Air Conditioning/Exhaust | | | | \$ 70,000 |
| Repair Garage | 7,000 | \$ | 10.00 | \$ 70,000 |
| Car Wash | 1,000 | \$ | 10.00 | \$ 10,000 |
| Retail | 3,200 | \$ | 4.00 | \$ 12,800 |
| White Box Tenant Space | 1,800 | | | \$ 7,500 |
| Electrical /Fire Alarm | | | | \$ 105,220 |
| Repair Garage | 7,000 | \$ | 8.75 | \$ 61,250 |
| Car Wash | 1,000 | \$ | 22.50 | \$ 22,500 |
| Retail | 3,200 | \$ | 5.60 | \$ 17,920 |
| White Box Tenant Space | 1,800 | | | \$ 3,550 |
| Subtotal - Construction Cost | | | | \$ 1,432,515 |
| Contingency - Construction (After Bid) | | | 10% | \$ 143,252 |
| Construction Budget | | | | \$ 1,575,767 |
| Architectural/Engineering Services | | | | \$ 71,000 |
| A/E Reimbursables | | | | \$ 1,000 |
| Bidding Documents - Plan Reproduction | | | | \$ 800 |
| Agency Approval Fees (Building/HVAC/Plumbing Review) | | | | \$ 3,500 |
| Builders Risk Insurance | | | | \$ - |
| Furnishings/Fixtures/Equipment | | | | \$ - |
| Land Purchase | | | | \$ 1,045,000 |
| Off-Site Improvements | | | | \$ 65,155 |
| Site and associated work (SITE OPINION OF PROBABLE CONSTRUCTION COST) | | | | |
| Project Budget | | | | \$ 2,762,222 |
| Building S.F. - Construction Cost | | | | |
| Repair Garage | | \$ | 91.75 | |
| Car Wash | | \$ | 115.50 | |
| Retail | | \$ | 71.45 | |
| White Box Tenant Space | | \$ | 48.00 | |
| Building Construction Total | | | | \$ 1,145,015 |
| On-Site Improvements Total | | | | \$ 287,500 |

See the attached Site Opinion of Probable Construction Cost:
Note all highlighted areas are the responsibility of the owner to obtain pricing

In providing this Opinion of Probable Cost (OPC), the client understands that Becher Hoppe Associates, does not have control over price of labor, equipment, materials, or the Contractors means or methods of pricing. The OPC provided is made of BHA's professional qualifications and related experience. BHA makes no warranty, expressed or implied, to the accuracy of opinions as compared to bid or actual costs.

April 28, 2014

Kent Olson, President
Olson Tire and Auto Service, Inc.
601 Forest Street
Wausau, WI 54403

Re: Letter of Support for Expansion Project

Dear Kent:

Congratulations on the success of Olson Tire and Auto Service, Inc. and your announcement of the expansion plans. I am pleased to write this letter of support.

We have known each other for the past seven years and I can honestly say your involvement, dedication, commitment and genuine passion for the auto industry and of the greater Wausau community is admirable.

At Northcentral Technical College we have experienced your commitment first-hand as you have been a very active member of the advisory committee for years. Your leadership on that committee has helped us guide the curriculum that has kept the auto program pertinent to meet industry needs.

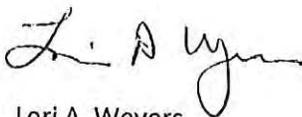
When we were in need of an adjunct instructor, it was you we turned to. You identified one of your employees who was willing to teach and he has evolved into an excellent instructor.

As a local employer, you have hired our graduates and worked with us and the local K-12s to help develop the Wheels to Work Program. Your leadership also was instrumental in the successful Youth Apprenticeship Program that has led to successful employment for local youth within your company.

Looking forward, I appreciate your willingness to serve on the NTC Ad Hoc Advisory Committee as we develop the vision for the Transportation Center of Excellence. There is an opportunity to make the Wausau area a transportation hub and it is vital that we have sufficient technicians with advanced training to fill the needs to maintain existing businesses and attract new businesses into our community.

Kent, you have been a tremendous supporter of education at many levels but also a supporter of the community. I respect the passion and critical thinking you have openly displayed and look forward to the opportunity to continue our partnership in support of the greater Wausau community and those who we serve.

Sincerely,



Lori A. Weyers
President



NORTH CENTRAL WISCONSIN WORKFORCE DEVELOPMENT BOARD

April 25, 2014

To: City of Wausau & Other Interested Parties:

Please accept this letter as personal and professional verification of Kent Olson's commitment and capability to create, retain, and expand job opportunities in North Central Wisconsin. I have known Kent since 1990 when our paths first crossed at the Wausau Area Chamber of Commerce. Today, Kent serves as the Chairman and I serve as Executive Director of the North Central Wisconsin Workforce Development Board.

It would be difficult to identify an individual in our community with a greater passion and commitment, both time and resources, to growing the labor talent pool. Kent, owner and president of Olson's Tire and Auto Service, has served on NCWWDB's Board for 14 years, serving the last four years as its' chairman. In 2013, Governor Walker appointed Kent to the Wisconsin Council on Workforce Investment (CWI), an entity that advises the Governor and the Wisconsin Department of Workforce Development on development of workforce strategies and allocation of workforce training funds. Kent serves as co-chair of CWI's Talent Development, Attraction, and Retention Subcommittee.

Evidence of Kent's community leadership is boundless, and includes: co-founder and current co-chair of the Wisconsin Automotive and Truck Education Association, which is dedicated to building a pipeline of future workers and upgrading the skills of incumbent workers; the Northcentral Technical College Youth Apprenticeship Program, which hires and mentors high school juniors and seniors; and the Northcentral Technical College Transportation Advisory Council. In response to lack of transportation as a barrier to gainful employment, Kent co-founded the "Wheels to Work" Program in Marathon County. Students and incumbent workers receive real-life work experience repairing vehicles, while qualifying individuals receive financial and vehicle maintenance education and a refurbished vehicle.

Kent has also been recognized as a community leader by his own industry. Last year, Kent received the first Goodyear Tire & Rubber Company "Put More Good On The Road" award. This new award honors dealers that "give the most back to the community where they do business". And, finally, Kent's commitment to the Wausau community is evidenced by multiple expansions of Olson Tire and Auto Service at its Forest Street site – including a Subway shop, carwash, and detail shop. These expansions represent major investments in the long-term economic well-being of the community. Undoubtedly, Kent will continue to make these investments.

In my experience, Kent has been a tireless advocate for investments in education and training which not only increase the skills and earnings of the workforce, but improve the productivity and competitiveness of businesses. He also has a history of "rolling up his sleeves" to get that work done. I believe our community has long been the beneficiary of Kent's passion and leadership.

Cordially,

Rene R. Daniels
Executive Director

North Central Wisconsin School-to-Career Partnership

To: Wausau Chamber of Commerce

From: Connie M. Braun, Youth Apprenticeship Coordinator

Date: March 7, 2007

Re: Recommendation of Olson Tire & Auto Services, Inc.
for Wausau Area Small Business of the Year

1000 W. Campus Dr.
Wausau, WI 54401
Tel. 715-675-3331
1-888-682-7144
Fax. 715-675-4358

It is a privilege to recommend Olson Tire & Auto Services, Inc. for the Wausau Area Small Business of the Year award.

Laurie Sager Borowicz
Dean, K-16 Relations &
Student Success
Ext. 4185
Email: sager@ntc.edu

Through the years, Kent Olson has been the strongest advocate for the Youth Apprenticeship program in north central Wisconsin. The Youth Apprenticeship program is a rigorous one- or two-year statewide program for high school juniors and seniors. The program combines academic and technical instruction with mentored, paid, on-the-job learning, making a real world connection for students.

Connie M. Braun
Youth Apprenticeship
Coordinator
Ext. 4712
Email: braun@ntc.edu

Kent believes in importance of work-based learning in the development of a highly skilled workforce in the automotive industry and has demonstrated that belief. Since 1995, he has opened the doors of Olson Tire & Auto Services, Inc., providing a valuable learning opportunity to 15 youth apprentices. This commitment has instilled excellent employability skills and a strong work ethic in these students as well as emphasized the need for continuing education and technical training to become highly skilled professionals in their field.

Wendy Peterson
Associate Dean, K-16
Relations
Ext. 4752
Email: petersow@ntc.edu

He has been the "rallying voice" for the Automotive Technician Youth Apprenticeship Program, encouraging automotive dealerships and independents to hire and mentor youth apprentices. At the October, 2005, Business-Education Leadership Summit, Kent was a panelist with business representatives in the finance, engineering, mechanical design, and automotive career fields in a breakout session—"Business Involvement in Work-Based Learning Programs-- What is the ROI?"

Carol Ann Okite
Program Assistant
Ext. 4037
Email: okite@ntc.edu

Through his efforts in WATEA, he has been an integral force in the creation of the state-of-the-art automotive program at Wausau East High School. Through his willingness to speak at career awareness events, career fairs, expos, and numerous school-to-career functions, Kent has provided outstanding leadership to the automotive industry and work-based learning in Wausau and throughout the state. In doing so, he has encouraged many young people to pursue careers in the automotive industry. He is, indeed, a positive role model for students as they contemplate their future careers.

Kent Olson and the service team at Olson Tire & Auto Services, Inc. deserve recognition for their quality service to customers, their investment in the education of youth, and their promotion of the Wausau area as a "place of choice" for highly skilled workers. I highly recommend them for the Wausau Area Small Business of the Year award.





Wausau Facts:

- Population: 39,106
- Full-service Community:
 - oPolice (71 sworn full-time, 6 civilian full-time, 1 civilian part-time)
 - oFire – Class 3 rating
 - oPublic Sewer & Water System
- City Tax Rate: \$24.93/\$1000 Assessed Value
- Top notch higher education centers
- World class Kayak course
- Home to Aspirus Wausau Hospital

Wausau Business Campus Facts:

- Approximately 340 acres available
- Visibility from State Highway 29
- Convenient access to I 39/USH 51 (5 miles east)
- Utilities available:
 - oNatural Gas
 - oTelephone
 - oElectricity – Three Phase available
- Site improvement funds available

Contacts:

- City of Wausau.....(715) 261-6620
- City of Wausau Economic Development.....(715) 261-6680
- Wisconsin Public Service (Electric & Gas).....(715) 848-7305
- Frontier(Telephone).....(800) 921-8102
- Charter Communications.....(715) 842-1250
- Wausau Chamber of Commerce.....(715) 845-6231

*** EXCELLENT LAND AVAILABLE ON ENTERPRISE DRIVE**

WAUSAU BUSINESS CAMPUS
City of Wausau
Marathon County Wisconsin

Available Properties
Conservancy Land
Proposed Trail

Map Date: June 12, 2012

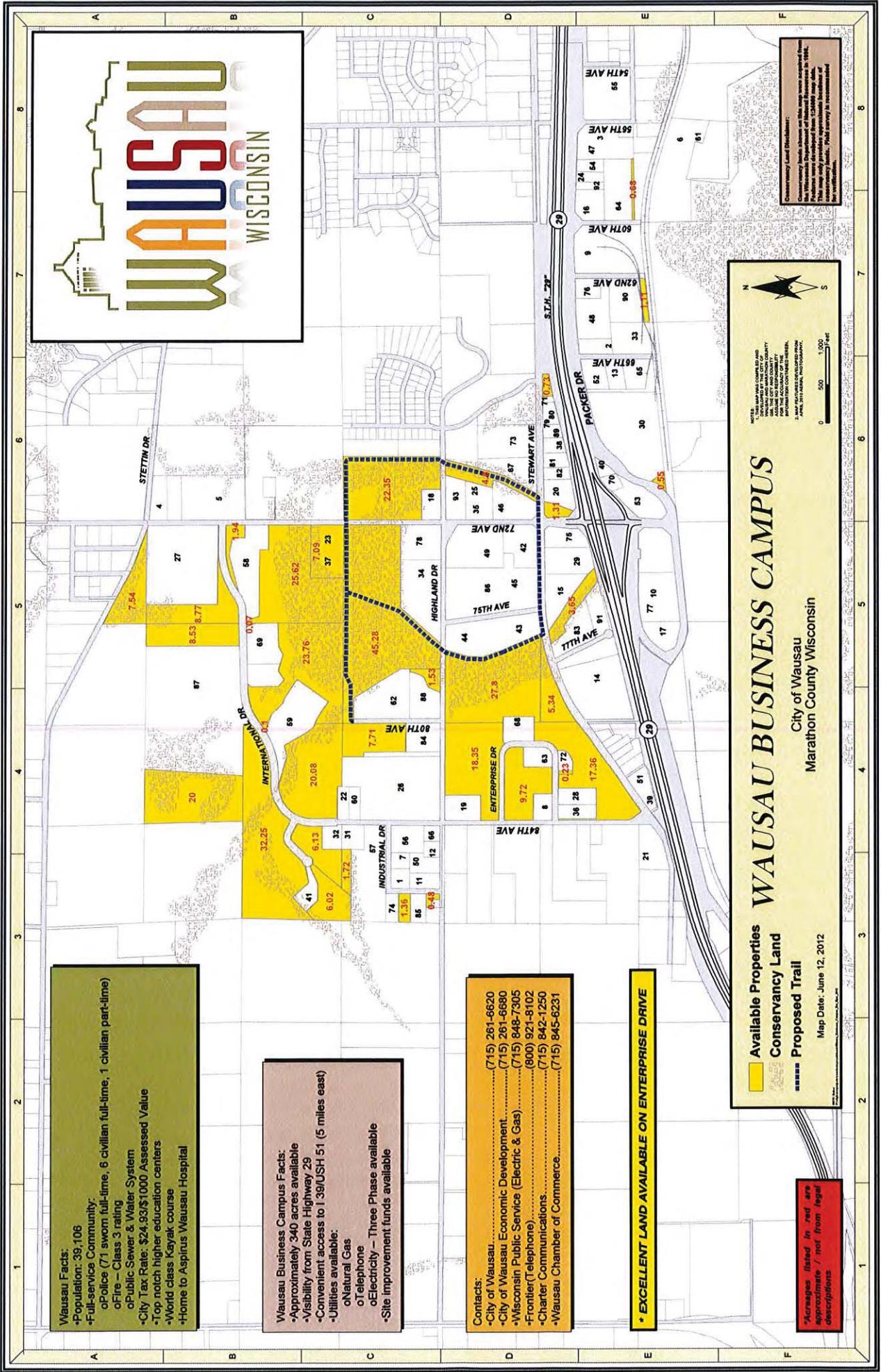
Scale: 0 500 1,000 Feet

North Arrow

Conservancy Land Distinction:

Conservancy lands shown on this map were acquired from the U.S. Forest Service and National Wildlife Refuge System. This map only provides approximate boundaries of the lands. For more information, contact the Wisconsin Department of Natural Resources.

***Acres listed in red are approximate / not from legal descriptions**





April 25, 2014

To: Ann Werth, Community Development Director

From: Kristen Fish, Key Commercial Real Estate

Re: Vacant land for sale at 101 N. 72nd Avenue

Thank you for the opportunity to present this land for sale to the City of Wausau Economic Development Committee. The property is currently listed at \$1,300,000 for 77 acres, 37 of which are in the City, 40 are in the Town of Stettin. The property is an important and valuable acquisition for the City of Wausau for a few reasons outlined below:

1. This property has one of the most readily developable portions in the entire Industrial Park. It is flat and cleared of trees and other vegetation. However, due to its current ownership by the private sector, it is not competitive with other developable parcels in competing municipalities.
2. Due to the proximity of this property to Hwy. 29, it is also highly developable. With such access, this land will not remain in the City's inventory long.
3. One recent prospect with interest in this property was not the highest and best use for this property. Under City ownership, control of the final end user will be more easily managed, bringing the most taxable value to the City and to TIF District #5.
4. Due to the amount of wetlands on this parcel, a future sale in the private sector is challenged.

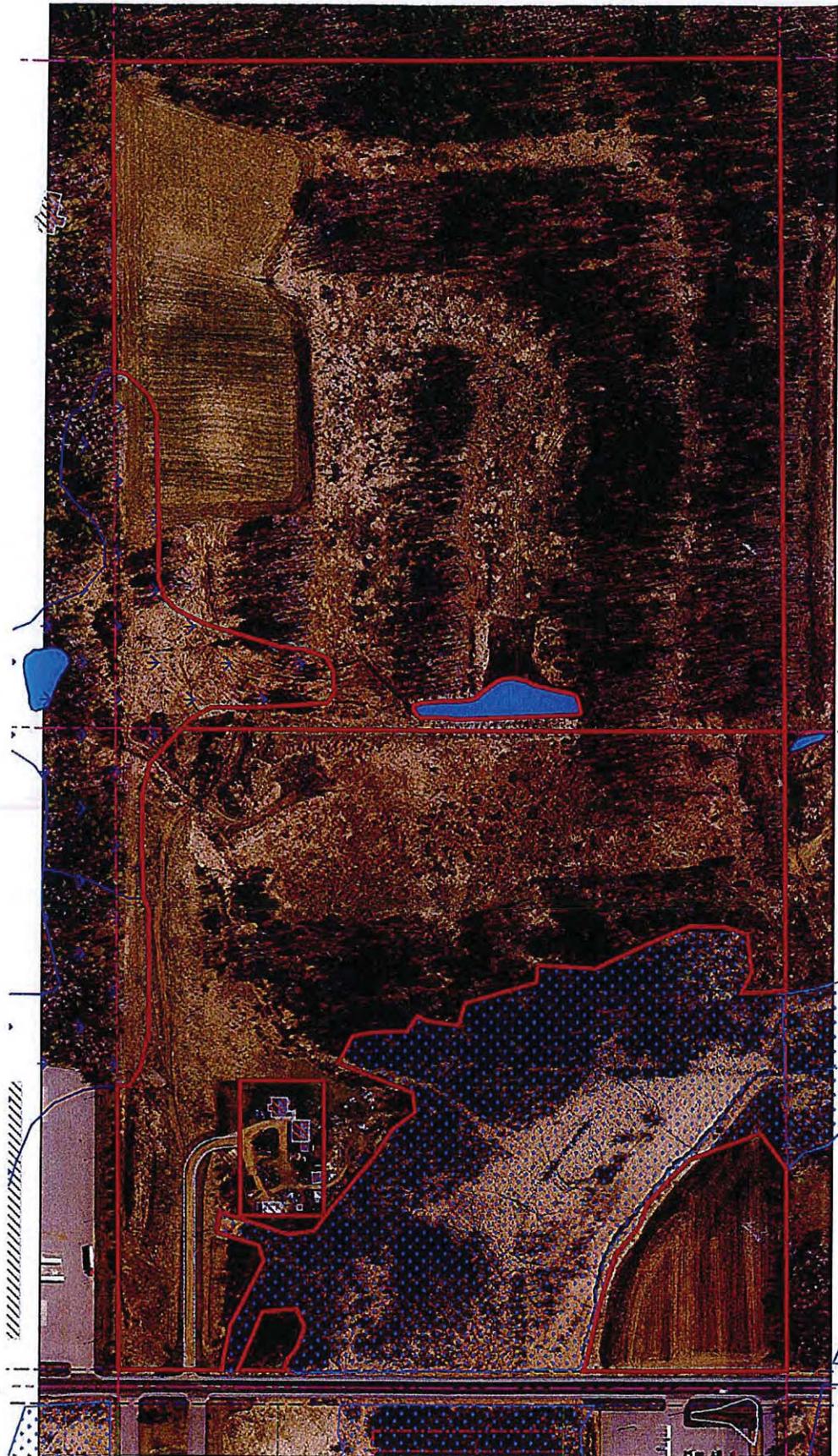
For these reasons and others which can be discussed on May 6th at the Economic Development Committee meeting, I encourage you to consider purchasing this property.

Sincerely,

A handwritten signature in cursive script that reads "Kristen Fish".

Kristen Fish, CECD

72nd Ave



N
1" = 300'
4/1/14
DFW

TOTAL ACRES = 39.3

UPLAND ACRES = 36.5

TOTAL ACRES = 36.6

UPLAND ACRES = 22.9

AGENDA ITEM
13
(FOR CLOSED SESSION)

City of Wausau REQUESTED BY: WEBUSER Run: 12:58 PM 05/07/2014 Page: 1 of 1 Parcel: 291 2902-253-449

COSMOS PROPERTIES LLC
COSMOS PROPERTIES LLC,
7020 PACKER DR
WAUSAU, WI 54401

1008 N 1ST ST
WAUSAU

STEWART PARCHER & MANSONS
ADD THAT PT OF LOTS 4 & 5 &
THE N 56' OF LOT 3 BLK F
LYG E OF R/R RW
Appraiser : MEL

Appr Date :
Prop Use : 2
Schl Dist : W00
TID : 03
Entrance : 0
Nbnhd Code : 000202.00
Value By : C
Class Code: 2

| AREA | GR AREA | PCT | AJ AREA |
|-------|---------|-----|---------|
| BSTOR | 864 | 100 | 864 |
| SCAR | 864 | 100 | 864 |

Basement storage
Garage, service

LAND VALUE 37,100
MISC VALUE 0
BLDG VALUE 15,900
CAMA VALUE 0
TOTAL VALUE 53,000
VALUE BY OVERRIDE

NBHD 000202.00
Factors: L100 M100 B100

Building Values:

| GRANTOR NAME | BOOK/PAGE | SL DATE | OL | VI | SALE PRICE |
|-------------------------------|-----------|---------|----|----|------------|
| WINTERHOFF, CHRISTIAN & TRANS | 156/6250 | 03/10 | X | I | 66,300 |
| CORLIZ LLC, & SHERIFF'S DEED | 156/5366 | 03/10 | X | I | 40,000 |
| JANSEN, WAYNE W & KATHLEEN M | 142/3136 | 09/05 | N | I | 45,000 |
| | 477/636 | 04/88 | X | I | 6,500 |

PERM ID# ISSUE DT TYPE DESCRIPTION

AMOUNT

STYLE COMM BLDG NO. 001
Groupcode: IND
Bldg Use: SGAR Service Garage
Perimeter: 0120
Stories : 01
Quality : AV Average
Roof Type: GBL Gable
Ext Wall : CB Concrete Block
Int Fin : NA Not applicable
Rms/Units: 0001
Baths/RR : 001
Air Cond : NONE
Heating : NO
Frame : D Wood/steel frame
Elev Adj : NA Not Applicable
Story Hgt: 11
Act Year : 1930
Rem Year : 0000
Eff Year : 1977
Condition: AV Average
Depr Tab : 0D
Pc Dp(Bd) : 055
Obs Code : NA
Func Obs : 000
Econ Obs : 000
Overrides: 000.00
Appraiser:

Appr Date:
TOT LIV UNITS
#1BR #2BR #3BR
000 000 000
Pct Compl:
Rntl SgFt:

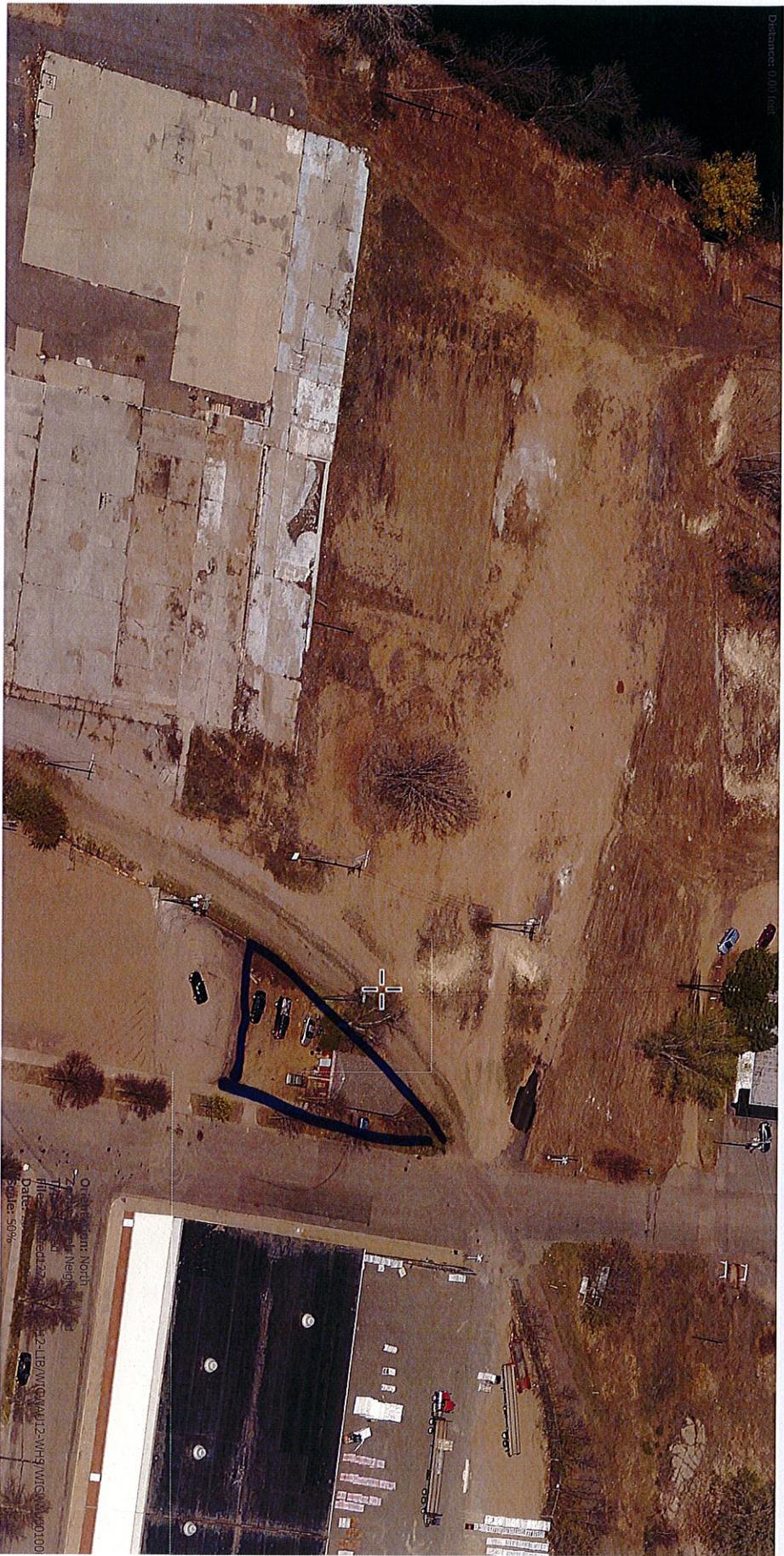
| REC BLDG CODE | DESCRIPTION | LENGTH | WIDTH | UNITS | EYB |
|---------------|----------------|--------|-------|-----------|-----|
| 1 | 260 Commercial | .00 | .00 | 5304.00 S | |

| REC | LUSE | DESCRIPTION | ZONING | FRONTAGE | DEPTH | UNITS | TP | ADJ | CODES |
|-----|------|-------------|--------|----------|-------|---------|----|-----|-------|
| 1 | 260 | Commercial | M2 | .00 | .00 | 5304.00 | S | | |

Pictometry® View for Geocortex

Preferences Help

Image Date: Location: Measure: Measure
Pan Rotate Counter Clockwise Clockwise Distance Height Elevation Area Measure Bearing Export
Explorer Comparison Measurement Tasks



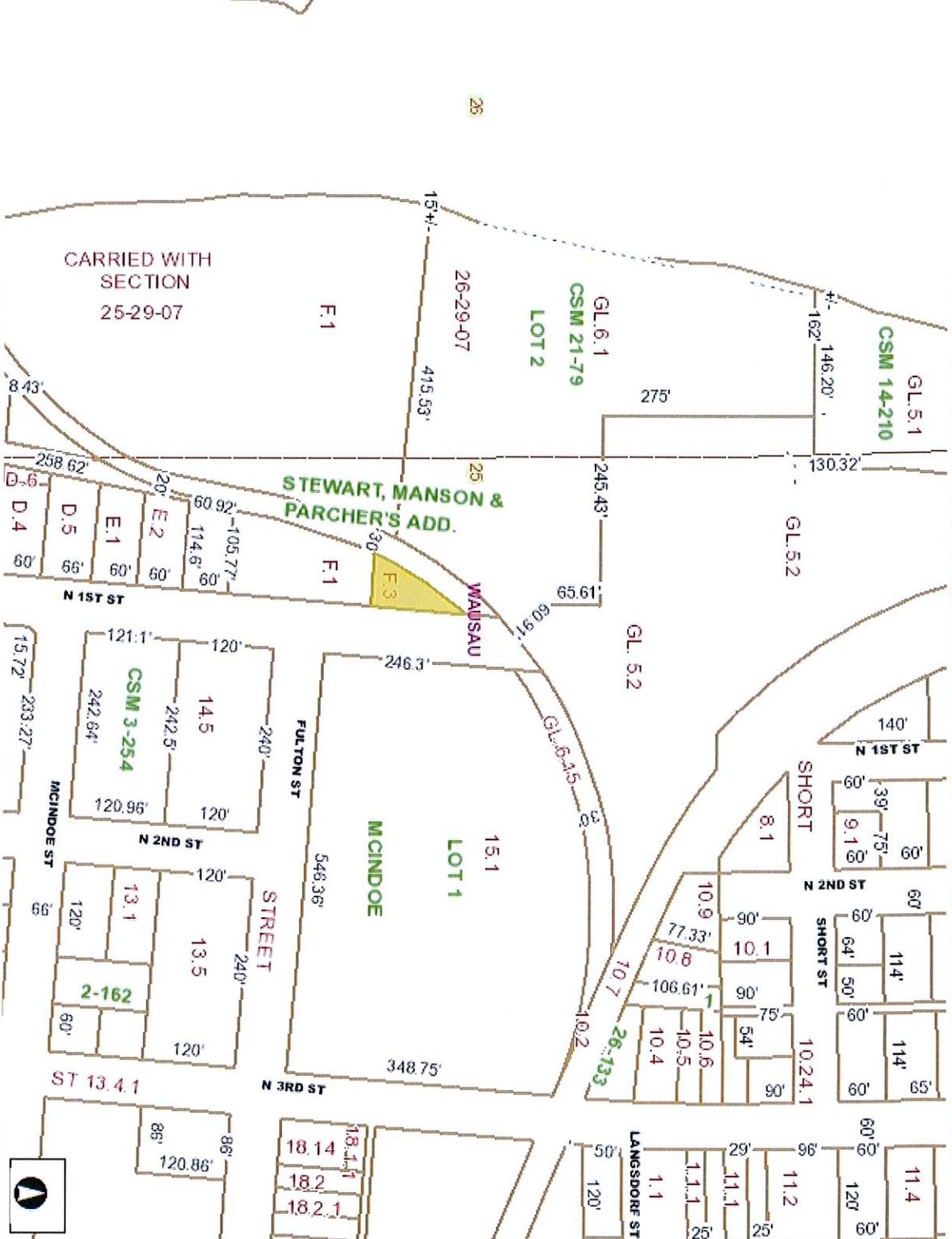


01/03/2013



01/03/2013





- HAUSEY
- BERLIN
- EXASHWITT
- BIEN
- MAINE
- STETSON
- HOLTON
- STETSON
- LEASTON
- HULL
- WENCKASSER
- RINGLE
- BRIGHT
- QUAMMET
- REID
- SPENCER
- DAY
- MOSINE
- BEVANT
- BERGEN
- FRANZEN

- Legend**
- Parcel Annotations
 - Parcels
 - Section Lines/Numbers
 - Municipalities

Notes

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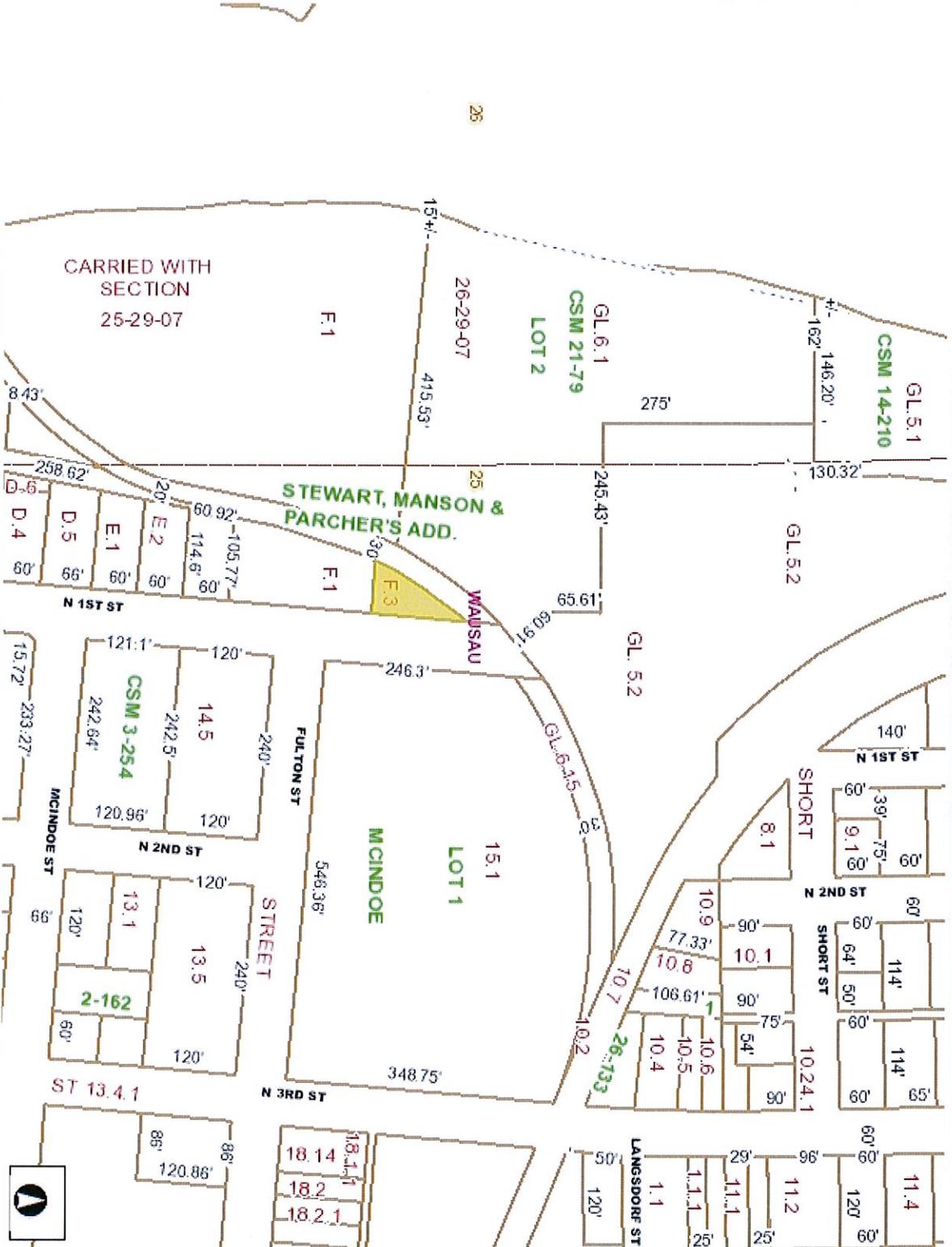
THIS MAP IS NOT TO BE USED FOR NAVIGATION

96.23 0 96.23 Feet

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Land Information Mapping System



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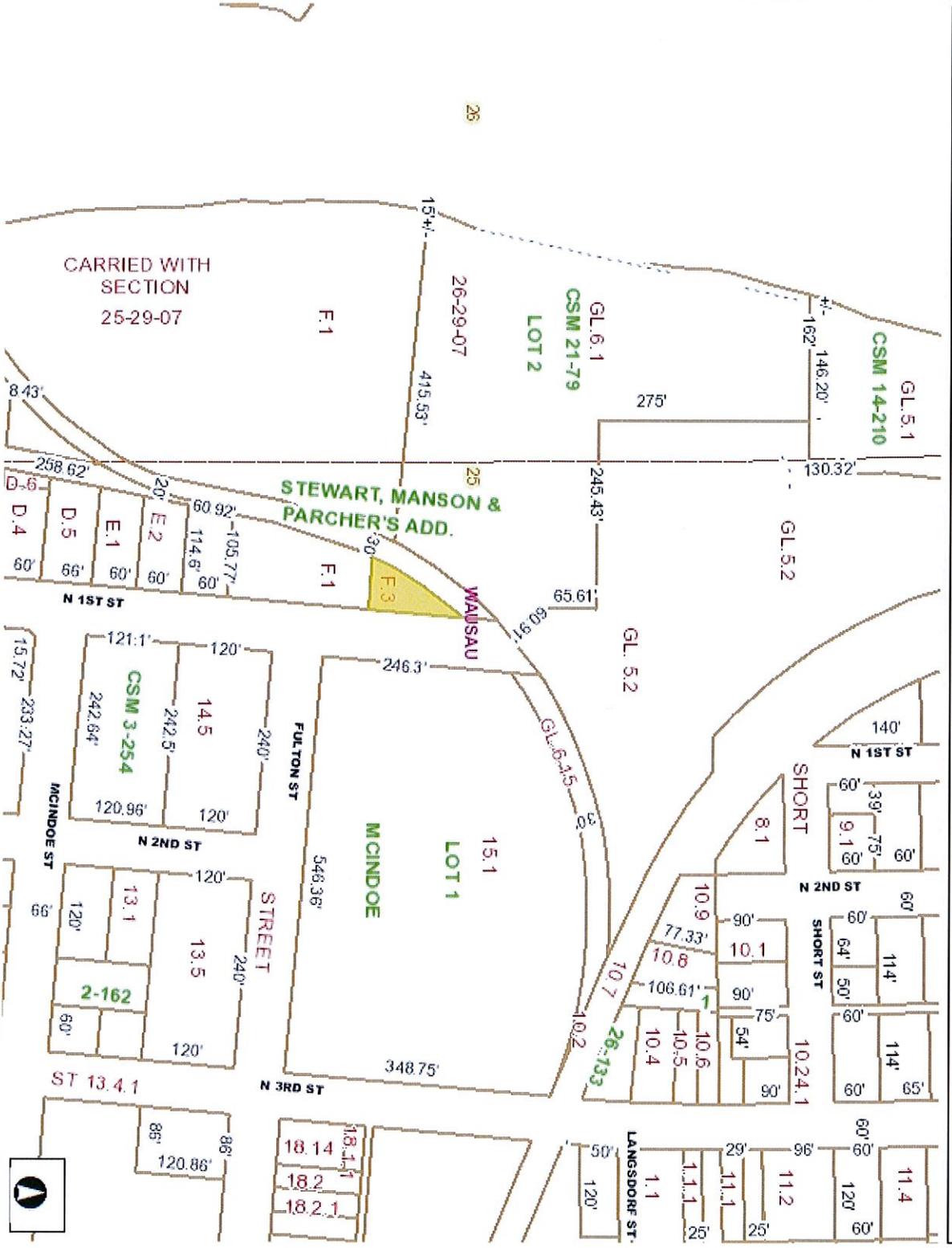
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- HAUSEY
- BERN
- IMAINÉ
- EXASH
- EMITT
- HOLDING
- STETIN
- EASTON
- HULL
- WENIGSSER
- RINGLE
- BRIEF
- QUEMMET
- REID
- DAMON
- OSINE
- BEVENT
- SPENCER
- BERGEN
- FRANZEN

Legend

- Parcel Annotations
- Parcels
- Section Lines/Numbers
- Municipalities

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- Legend**
- Parcel Annotations
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- HALSEY
 BERN
 MAINE
 TEXAS
 HEMETT
 HOLLAND
 STEVENSON
 EASTON
 HULL
 WENIG
 SASSER
 RINGLE
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 WOSNINE
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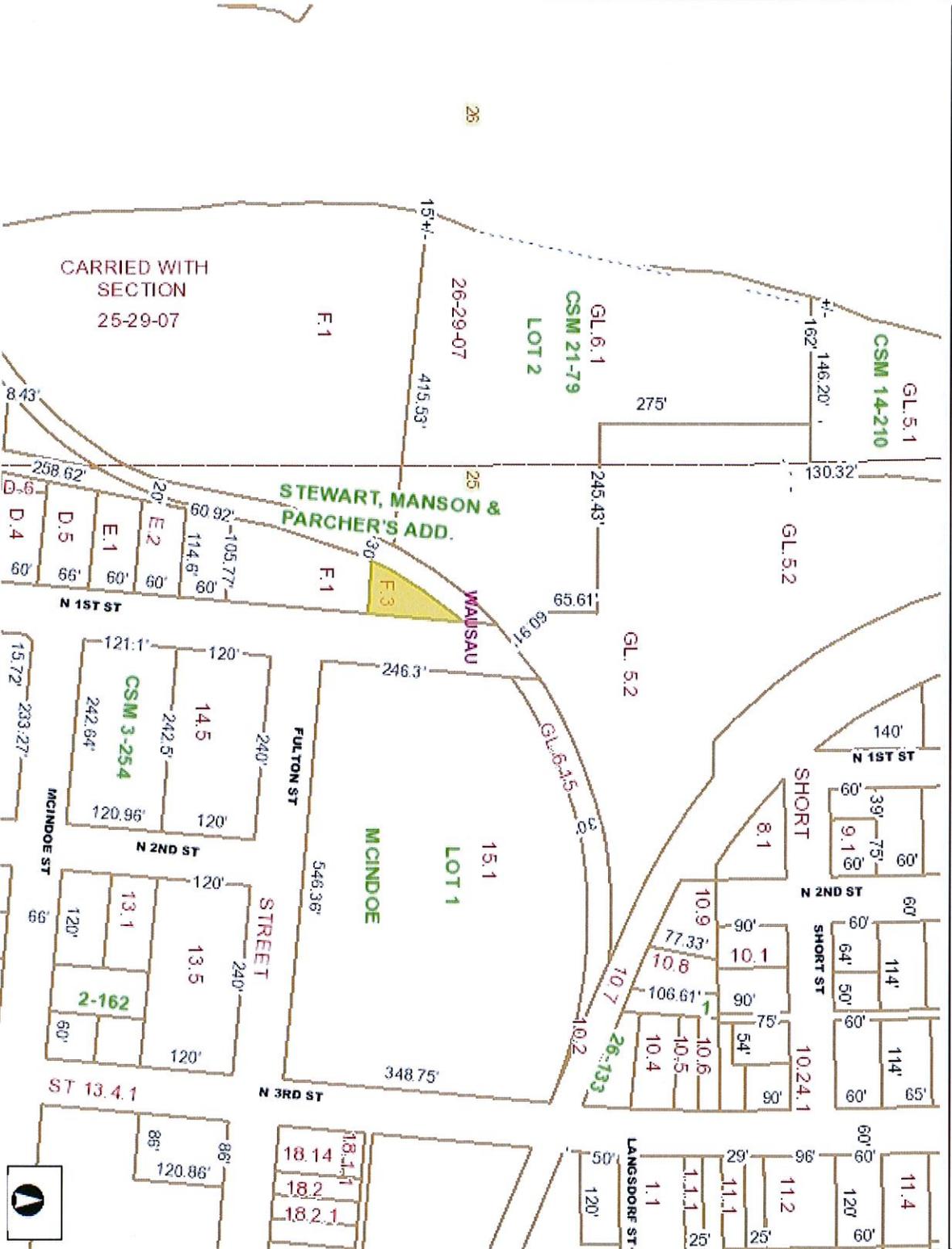


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Notes



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Notes

This area is currently under a pending subdivision plat. The map shows the proposed lots and their dimensions. The yellow triangle represents the Stewart, Manson & Parcher's Addition. The pink area represents the Mainsau area. The green areas represent the McIndoe Lots. The map also shows the surrounding streets and other parcels in the area.

96.23 0 96.23 Feet

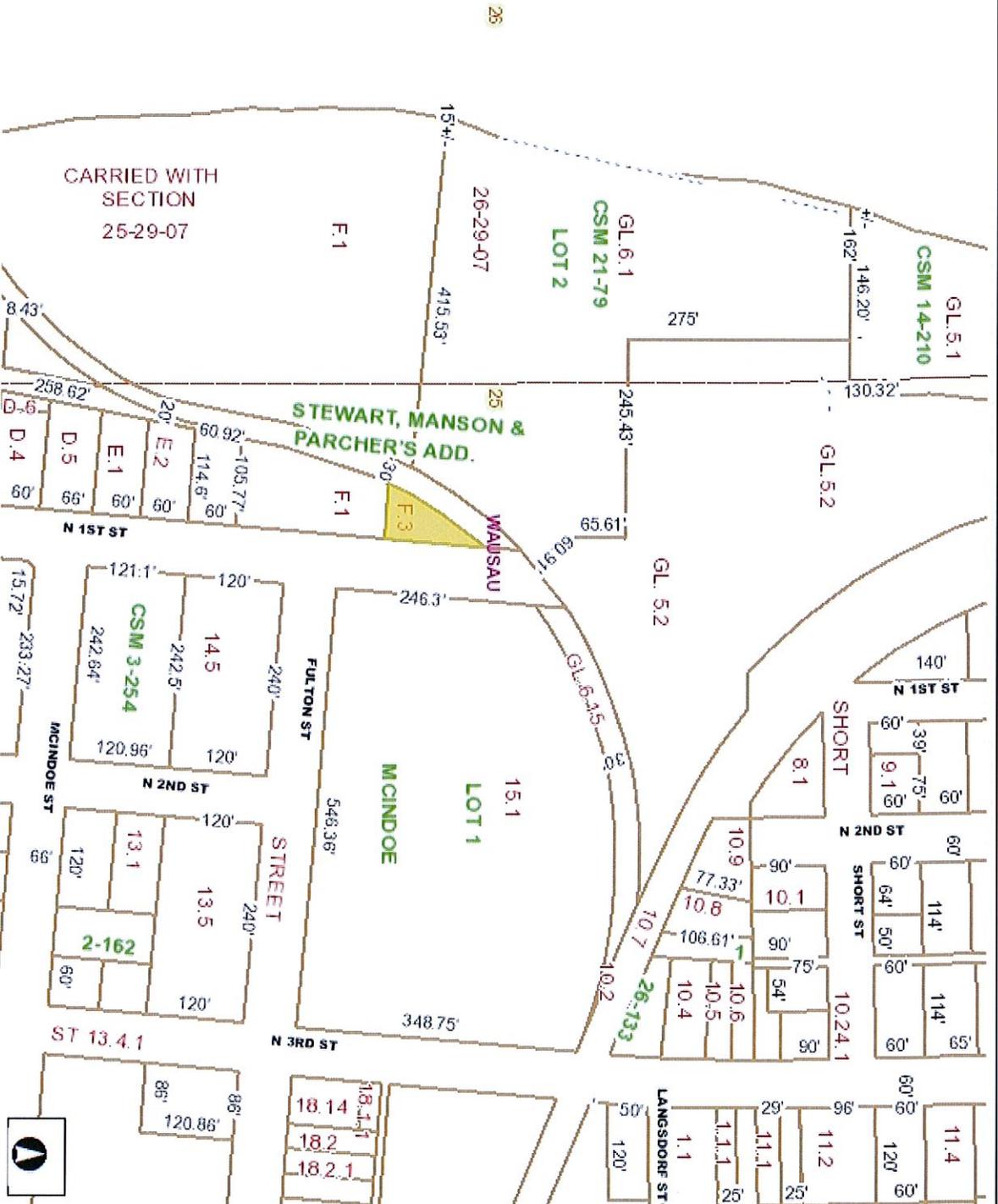
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96.23 0 96.23 Feet



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- HAISEY
- PERLIN
- TEXASHWITT
- BERN
- JMAYNE
- HOLDEN
- STETIN
- EASTON
- HULL
- WIENIG
- CASPER
- RINGLE
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- QUEMMET
- REID
- DAYMONSINE
- BEVENT
- SPENCER
- BERGEN
- FRANZEN

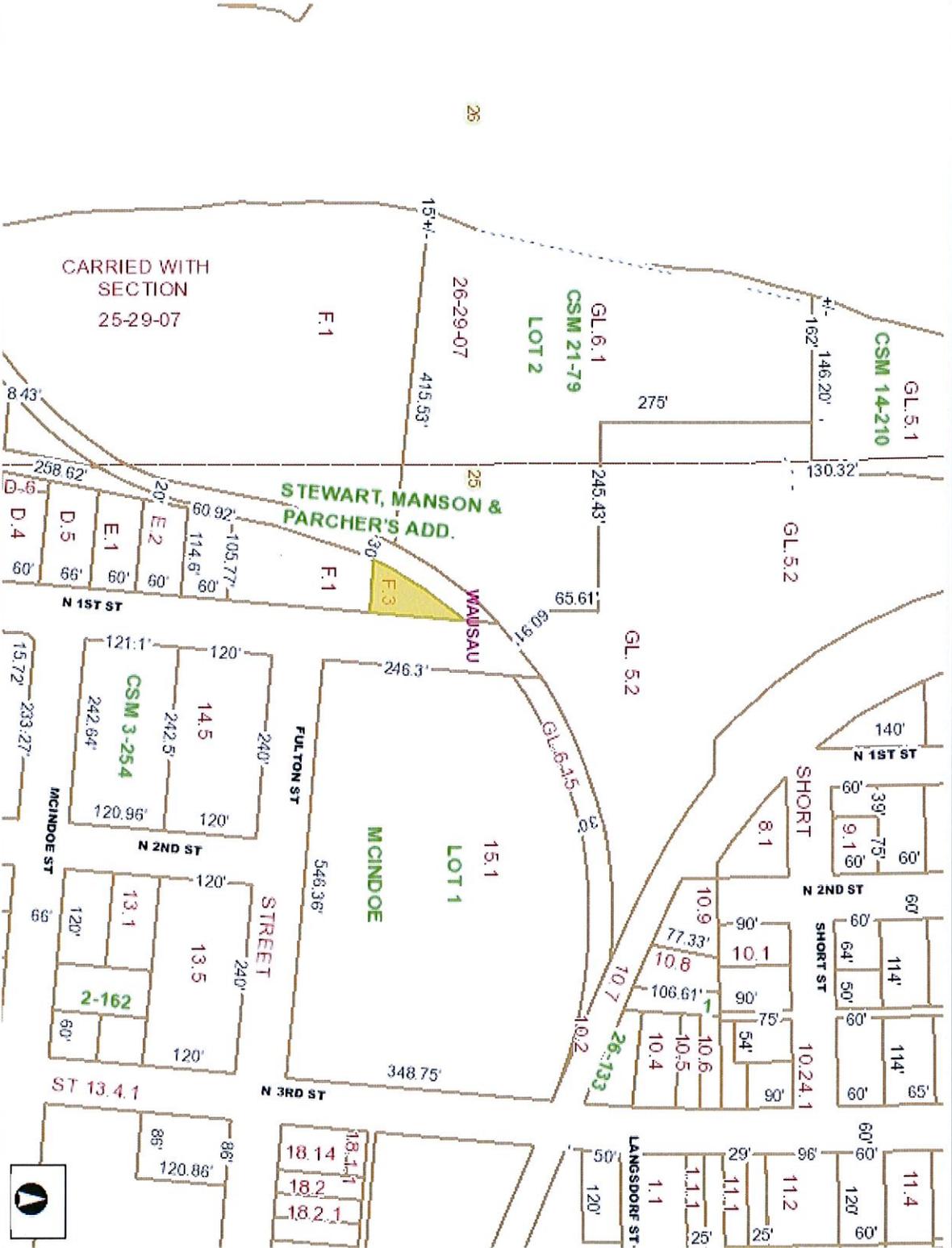
Legend

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96.23 0 96.23 Feet

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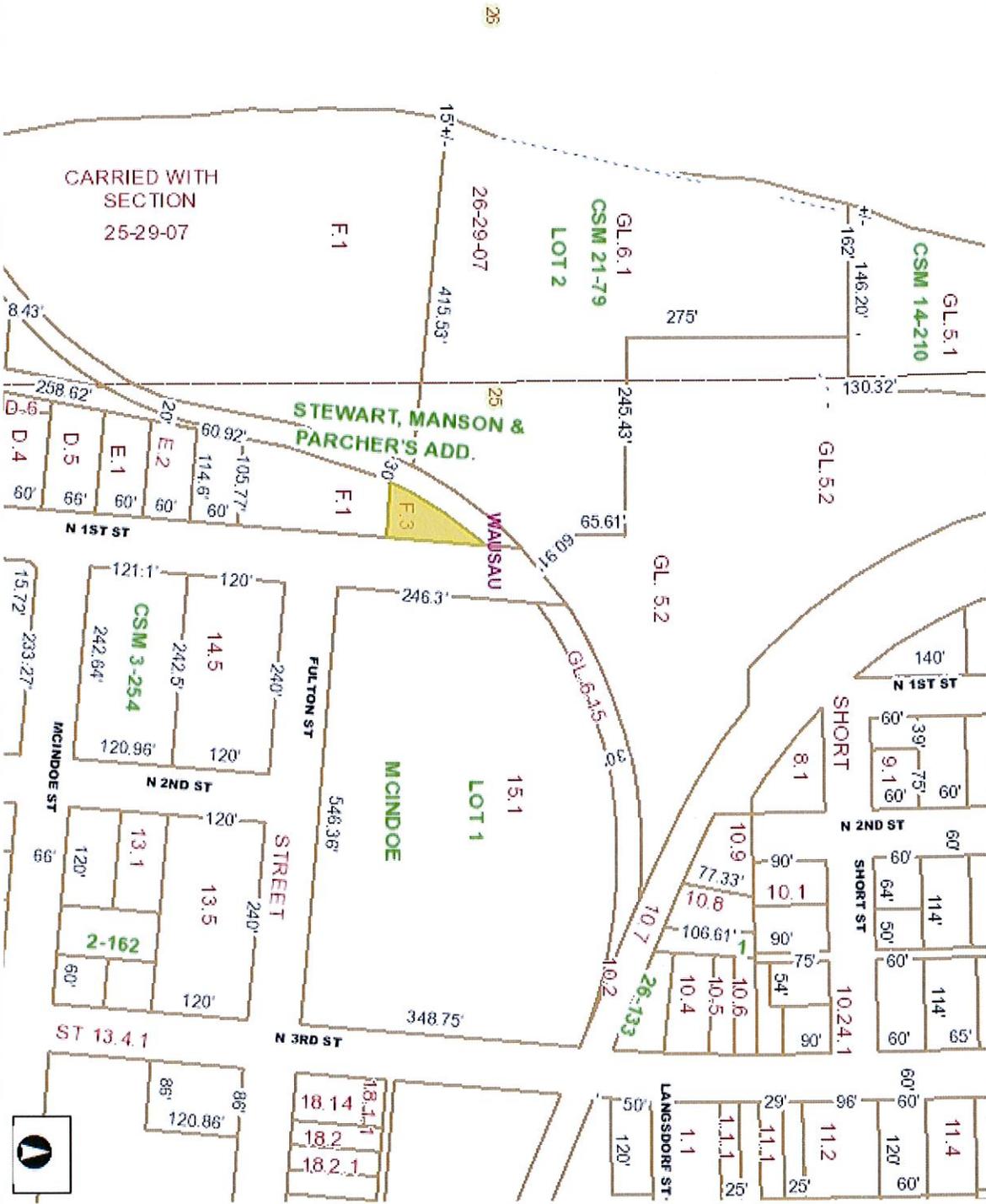
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- WENCROSS
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- BRISCH
- QUAMMET
- REID
- DAY
- WOSINE
- BEVENT
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