



*** 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, November 25, 2014 at 5:00 PM**
Location: **City Hall, 2nd Floor Board Room**
Members: Keene Winters (C), Karen Kellbach, Dave Nutting, David Oberbeck, Bill Nagle

AGENDA ITEMS FOR CONSIDERATION/ACTION

- 1 Public Comment on matters appearing on the agenda.
 - 2 Minutes of the previous meeting(s) (10/15/14, 10/21/14, 10/28/14)
 - 3 Discussion and possible action regarding the 2015 tax increment district budgets - Winters
 - 4 Discussion and possible action approving Assistance to Firefighters Grant application in the amount of \$138,500 for the installation of direct source capture exhaust system for the three fire stations. The City of Wausau match obligation is \$13,850 - Kujawa
 - 5 Discussion and possible action approving sole source purchase of polymer for the sewer utility from Hawkins Inc. in the amount of \$44,975. - Erickson
 - 6 Discussion and possible action on the establishment of a procurement policy for legal services
 - 7 Discussion regarding the list of properties owned by the city but not used for parks or government services - Community Development Staff
 - 8 Update on the City of Wausau Strategic Planning process - Tipple, Groat
 - 9 Discussion and possible action regarding five year financial projections - Groat
 - 10 September 2014 General Fund Financial Report - Groat
 - 11 October 2014 General Fund Financial Report - Groat
 - 12 Discussion regarding the 2006 Ehlers Financial Planning Process - Groat
- Adjournment

Keene Winters, Chair

This notice was posted at City Hall and emailed to the Wausau Daily Herald newsroom on 11/20/14 at 2:45 pm.

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.**

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: Wagner, Neal, Gisselman, Rasmussen, Abitz, Mielke), *Tipple, *Jacobson, *Groat, Rayala, Department Heads

FINANCE COMMITTEE – BUDGET SESSION #1

Date and Time: Tuesday, October 13, 2014 @ 5:30 pm., Board Room

Members Present: Winters, Kellbach, Nagle, Oberbeck, Nutting

Others Present: Tipple, Groat, Giese, Jacobson, Hite, Kujawa, Klein, Wagner, Rayala

In accordance with Chapter 19, Wisc. Statutes, notice of this meeting was posted and sent to the Daily Herald in the proper manner. It was noted that there was a quorum present and the meeting was called to order by Chairperson Winters.

Public Comment on matters appearing on the agenda.

No public comment.

Discussion and possible action regarding the 2015 budget and 2015 fee schedule.

Mayor provided an updated status of the Capital Improvement Projects and the budget process to date. The city asked each department to come up with a 1% reduction from last year's budget. This proved to be a huge challenge but one they felt they could accomplish.

Groat explained the projected numbers and the overspending in some departments for additional training and professional development. On the revenue side, Groat explained the various shortfalls each department will possibly experience at the closing of this year.

An explanation of the General Fund revenues was summarized by Groat. We are looking at \$332,616 decrease in our revenues for 2015.

Groat explained the expenses that are broken down into two groupings: 1) Categories, and 2) Departments.

The Motor Pool category had a number of changes. Overall in 2014, there was \$2.4 Million allocated for the Motor Pool, and in 2015 we're budgeting for 2.6 Million. In summary, the Motor Pool discussion will go into further detail in the next two budget sessions as the CIP committee had asked that the city look at expanding the Motor Pool fund to include financing replacement of safety equipment, etc. Winters asked about the depreciation schedule and Groat will bring information on that to the next meeting.

The second grouping is Departments. In the Police Department budget we do not have the two police officer positions that are currently being discussed and the 400 Block category has NOT been removed so therefore it is in the 2015 budget. Groat is confident that this budget is sound after looking at all the predicted numbers and revenue resources.

Before adjourning, Winters suggested expanding the next Budget #2 Agenda to place bullet points for each spreadsheet that was distributed tonight to allow further discussion.

Adjournment

Motion by Oberbeck, second by Nagle to adjourn the meeting. Motion carried unanimously. Meeting adjourned at 7:00 p.m.

FINANCE COMMITTEE – BUDGET SESSION #4

Date and Time: Tuesday, October 21, 2014 @ 6:00 pm., Board Room

Members Present: Winters, Nutting, Nagle, Oberbeck

Members Absent: Kellbach

Others Present: Wagner, Rasmussen, Tipple, Groat, Giese, Duncanson, Jacobson, Hardel, Hebert, Kujawa, Klein, Mohelnitzky, Chmiel, Tony Patterson, Cheryl Bahr

In accordance with Chapter 19, Wisc. Statutes, notice of this meeting was posted and sent to the Daily Herald in the proper manner. It was noted that there was a quorum present and the meeting was called to order by Chairperson Winters.

Public Comment on matters appearing on the agenda.

None

Winters explained that the committee tonight will go over these topics: Special Revenue, Debt Service, Capitol Projects, Internal Service Funds, Enterprise Funds, and TIF Districts and Addendum's 4 and 5. Addendum 5 will be discussed first as that will have the most questions from Department Heads.

Discussion and possible action on a budget recommendation on a budget recommendation resolution for the City Council.

Three handouts were distributed for discussion. Winters recommended that a budget resolution be drafted in two parts: a targeted levy limit and List of Priorities. These would be forwarded for debate by the full Council and the Council could amend it. Survey results of priorities were reviewed. Rasmussen was concerned about across the board cuts and possible elimination of positions that have been that have been getting results on city goals. Bill Duncanson pointed out the \$58,018 indicated for the Parks Department was the increase for wages and benefits just to stay at 2014 staffing level; it was not an increase in expenditures or positions. Wagner suggested cutting or putting off the other two pools.

Winters questioned if they wanted to make amendments now or do them on the Council floor. Wagner felt a budget should come out of the Finance Committee to go forward to the public hearing for citizen input first. Rasmussen felt the budget document before them with the addition of the school safety plan that was left out should be where we start from. Mayor Tipple clarified he totally supported the school safety plan, but it was decided it was not possible to add it to a budget that was already challenged to begin with. Oberbeck felt we have to reduce the budget as we are on an unsustainable path. Nagle commented we have a certain way our city has been doing business and if we are going to continue on that path we have to raise taxes or change the way we deliver services. He was opposed to cutting street maintenance or police and fire.

Motion by Nagle, second by Nutting to approve the Mayor's budget as presented with the addition of the two school safety officer positions.

Motion by Nagle, second by Nutting to amend the budget to restore \$243,289 to the Public Works budget. Motion failed on a 2-2 tie.

Vote on the main motion to adopt the Mayor's budget and two additional safety officers. Motion carried 3-1. (*Winters was the dissenting vote.*)

Groat reviewed the Capital Projects Funds and the TIF Districts in detail.

Discussion and possible action regarding the 2015 budget and 2015 fee schedule.

Withdrawn

Questions and possible direction for staff regarding the cell phone contract, the Wausau Mine Company development agreement and the Bridge Street Investors Group development agreement.

Tipple stated the cell phone agreement has been executed and there are phones that need to be upgraded or purchased. He indicated the cell phone responsibilities will go back to the Finance Department. Wagner suggested the IT Department take that responsibility instead of Finance.

Jacobson clarified there is a difference between public construction contracts and a cell phone service contract, which would not be subject to the public construction statute. She stated they are constrained by their own purchasing policy that the Council adopted; it is not a law, an ordinance or a statute, it is their own policy and therefore they have the right as Council to override it should they feel the necessity.

Winters questioned if bills were sent to Wausau Mine and Bridge Street Investors Group and inquired as to their status. Tipple responded Ann Werth was in Chicago and would be the best person to answer these questions as he did not know the current status. He suggested they bring the item back to the next Finance agenda when she would be able to attend and answer.

Future Agenda Items

Groat indicated the 2015 BID Plan would be put on the next agenda, as well as the mid-year budget modification for the Fire Department. Winters requested a comprehensive budget modification.

Adjournment

Motion by Nagle, second by Oberbeck to adjourn the meeting. Motion carried unanimously. Meeting adjourned at 7:30 p.m.

FINANCE COMMITTEE

Date and Time: Tuesday, October 28, 2014 @ 5:00 pm., Board Room

Members Present: Winters, Kellbach, Nagle, Oberbeck

Members Excused: Nutting

Others Present: Tipple, Groat, Giese, Jacobson, Hite, Kujawa, Barnes, Bliven, Wesolowski, Wagner, Gisselman, Mielke, Abitz, Goede

In accordance with Chapter 19, Wisc. Statutes, notice of this meeting was posted and sent to the Daily Herald in the proper manner. It was noted that there was a quorum present and the meeting was called to order by Chairperson Winters.

Public Comment on matters appearing on the agenda.

None

Minutes of the previous meeting(s). (9/23/14)

Motion by Nagle, second by Kellbach to approve minutes of the meeting on 9/23/14. Motion carried 4-0.

Questions and possible direction for staff regarding the Wausau Mine Company development agreement and the Bridge Street Investors Group development agreement. - Community Development Staff

Winters requested an update on the above development agreements. Tipple stated there was no Community Development staff available to address the item and recommended that it go back to the Economic Development Committee where it originated. Oberbeck felt it was now a financial issue of nonpayment and was appropriate to be at Finance. Tipple stated the Coordinating Committee could make a decision on which committee should take it up. Wagner indicated he is having difficulty setting up a Coordinating Committee meeting. Nagle suggested the Community Development Department send a letter to the Council members addressing the issue. Oberbeck wanted to know who was overseeing these agreements and following up on them. Wagner agreed there needs to be better control. Tipple stated the department is working on getting the information and a procedure put together and pointed out there was a lot of turnover of staff in years past and they are still picking up the pieces.

Winters stated he would put in on the next agenda with the understanding that if the Mayor does not produce the information he would recommend that the committee vote to censure him.

Approval of the 2015 BID Operating Plan – Groat

Groat stated the BID Board met last week and adopted the plan without any significant change. The plan has that the BID would continue to generate \$60,000 of special assessments which go to Main Street to help finance the Main Street Program. She explained the taxing method has a minimum amount of \$250 and a maximum amount of \$2,500, which is based on value.

Motion by Nagle, second by Kellbach to approve the 2015 BID Operating Plan. Motion carried 4-0.

Discussion and possible action regarding budget modification to transfer funds to the Animal Control Fund.

Groat stated when the 2014 budget was adopted there was a goal that it would be self-sustaining, however, we find ourselves with need for property taxes. She indicated we will need approximately \$79,500 for 2014 to balance the budget without dipping into the fund balance too much. She stated if we remove the \$14,500 that was designated for purchasing cages and tables to run our own cat shelter and include some extra license revenue generated, we could reduce this amount down to \$63,500.

Oberbeck felt this should be sent back to Public Health & Safety to come up with a solution to the cat issue rather than throw more money at it. Lt. Barnes stated this program does not address the cat issue; it only maintains the status quo.

Motion by Kellbach, second by Winters to approve the transfer of \$63,500 from contingency to the Animal Control Fund. Motion carried 4-0.

Discussion and possible action to approve the 2015 Animal Control fund budget - Hardel, Groat

Oberbeck stated he wanted to lay this on the table and send this issue back to Public Health & Safety before we approve this in the budget for 2015. He wanted them to come back with some alternatives for revenue enhancement and cost cutting. Wagner stated the Public Health & Safety Committee has already vetted this subject extensively and we could not come up with a fair way to treat the honest cat owners or get people to come forward and voluntarily license their cats. Oberbeck stated he did not know what we would be voting on because we do not have a 2015 contract with the Humane Society. Wagner stated we would basically be funding the same process for 2015 to give us that year to try to figure out what we possibly can do. He encouraged other Council members to attend PH&S meetings and add their input.

Barnes commented they were taking some steps in the right direction for next year. He indicated they are working with the Humane Society to get them participating in licensing with animals that leave their facility to reside in the city. He noted the Humane Officer follows up on every animal that is adopted out to the city resulting in 83% compliance in licensing. There is still a lot of work to be done regarding stray animals. They stated they are planning to hold clinics for micro-chipping/spay/neuter and are looking for sponsorships, as well as writing failure to license citations.

Groat noted the department budget request of \$86,343 was in the Mayor's budget in the levy.

Motion by Nagle, second by Kellbach to approve the adjusted budget of \$79,076 for the animal control fund for 2015. Motion carried 4-0.

Discussion and possible action on 2014 budget amendment based upon estimated actual projections

Groat explained as part of the 2015 budget we asked departments to project their spending for the balance of the year. We took those numbers and combined them with the payroll projections including any staffing changes and overtime projections or seasonal projections based on actual at this point. Based on these projections these departments will be overdrawn by the end of the year: Human Resources Department, Municipal Court, Fire Department, Unclassified, and the Department of Public Works. She reiterated these departments are not currently over budget but projections show that they will be by the end of the year. As part of that projection she noted that there were departments that would have excess money at the end of the year, the main one being the Police Department due to significant vacancies they have right now. She proposed transferring money from the Police Department into these other funds to cover their possible deficits.

Groat stated the other item is the Capital Projects Fund in which it appears we were under budgeted for the Grand Avenue Project. The budget contained \$521,102 which was based on the original contract we had with the State of Wisconsin. She explained subsequent to that in October 2013 we received notification that the amount was just under \$620,000, leaving us about \$99,000 short. She stated the state can be a very slow biller so we have a separate line item for each of the state projects and then carry forward whatever is left in the project. She indicated we have two project accounts that we have not been billed anything from 2007 or 2008, which are the Merrill Avenue Project and the Thomas Street Railroad Bridge Project. She suggested taking it out of these accounts to fund this overage. The other option would be to borrow for it next year.

Motion by Nagle, second by Oberbeck to approve transferring \$305,196 from the Police Department to cover the year end budget adjustments as presented. Motion carried 4-0.

Motion by Nagle, second by Kellbach to take \$98,675 proportionately from the 2007 Merrill Avenue Project fund and the 2007 Thomas Street Railroad Bridge Project fund to cover the Grand Avenue Project. Motion carried 4-0.

Approval of Assignment of City of Wausau Parking Space Lease Agreement from Murdock Wausau, Ltd. f/k/a Murdock Wausau Limited Properties to Compass Block 15, LLC

Jacobson explained Mark Craig, of Compass Properties, for bank funding had Murdock renew the lease and after Council adoption came forward with a request to re-do it in his corporate name. She recommended the committee approve the Consent to Assignment of Parking Space Lease Agreement for Murdock to assign the lease to Compass so they can close on the sale on Friday.

Winters indicated he would vote no because we were putting \$168,000 into Compass Properties, which has promised to do absolutely nothing in return.

Motion by Nagle, second by Oberbeck to approve the assignment of the City of Wausau Parking Lease Agreement from Murdock Wausau, Ltd to Compass Block 15, LLC. Motion carried 3-1. (*Winters was the dissenting vote.*)

Reconsideration of 2015 Budget motion.

Motion by Oberbeck, second by Nagle to reconsider the vote on the motion to approve the budget as amended at our budget meeting on October 21, 2014. He explained he originally voted to move the budget forward to the Council and now he was reading in the media that it is an approved budget by the Finance Committee. He stated there was a lot of discussion about the implications of this budget and the effect, as well as the sustainability. He wanted answers and his vote was only to move to Council for debate. Nagle stated his vote was to send it to Council as well because it is a decision of the entire Council. Motion to reconsider carried 4-0.

Vote on the original motion to approve the Mayor's budget as presented with the addition of the two school safety officer positions. Motion fails on a 2-2 tie.

Discussion regarding future agenda items

Groat indicated the 2015 Fee Schedule would be placed on the next agenda.

Adjournment

Motion by Kellbach, second by Oberbeck to adjourn the meeting. Motion carried unanimously. Meeting adjourned at 6:20 p.m.

SUMMARY OF WAUSAU'S 2015 TAX INCREMENTAL FINANCING BUDGET

	TIF #3	TIF #5	TIF #6	TIF #7	TIF #8	TIF #9	TIF #10	Totals
<u>Property Tax Revenue</u>								
Total Increment	\$1,850,692	\$1,182,063	\$1,528,014	\$522,457	\$265,299	\$11,695	\$14,265	\$5,374,485
City's Share (Estimated)	\$661,282	\$422,370	\$545,984	\$186,682	\$94,796	\$4,179	\$5,097	\$1,920,391
<u>Development Expenses</u>								
Developer Payments			\$328,600					\$328,600
<u>Infrastructure Expenses</u>								
Riverbank Improvements	\$1,000,000							\$1,000,000
Wayfinding	\$60,000		\$60,000	\$60,000				\$180,000
Walkway	\$1,325,000	\$1,174,000						\$2,499,000
Contracts & Administration	\$170,000	\$40,000	\$32,150	\$17,000	\$25,000			\$284,150
Street Construction	\$800,000		\$4,650,000		\$1,000,000			\$6,450,000
Riverfront Parking Lot	\$200,000							\$200,000
River Warf	\$400,000							\$400,000
Utility Relocation	\$1,000,000				\$350,000			\$1,350,000
Stormwater Study & Construction				\$200,000				\$200,000
Miscellaneous Projects					\$200,000			\$200,000
Total Spending	\$4,955,000	\$1,214,000	\$5,070,750	\$277,000	\$1,575,000	\$0	\$0	\$13,091,750
Outstanding Debt	\$13,808,447	\$815,000	\$3,654,667	\$2,452,540	\$190,000	\$565,000	\$310,000	\$21,795,654

Memorandum

From: Tracey Kujawa, Chief
To: Finance Committee
Date: November 19, 2014
Re: Assistance to Firefighters Grant (AFG)



The Wausau Fire Department would like to apply for an AFG grant which is funded by Department of Homeland Security (DHS) through the Federal Emergency Management Agency (FEMA). The purpose of the AFG Program is to enhance, through direct financial assistance, the health and safety of the public and firefighting personnel and to provide a continuum of support for emergency responders regarding fire, medical and all-hazard events.

The AFG grant opened on November 4, 2014 and has an application closing date of December 5, 2014. I am requesting to write the grant for the installation of a direct source capture exhaust system for all three Wausau Fire Department Stations. This is a system that will successfully remove hazardous vehicle exhaust from the inside environment of the Wausau Fire Department in order to protect the health and safety of fire department personnel and the public we serve. The cost of this project is estimated at \$138,500. The grant is a 90/10 grant which would result in the City of Wausau being responsible for \$13,850 dollars of the total amount.

The failure to remove vehicle exhaust emissions exposes firefighters, administrative personnel and visitors to hazardous conditions that are known to be harmful and potentially life threatening. NFPA 1500 Fire Department Occupational Safety and Health Program (2007) section 9.1.6 states: *“The fire department shall prevent exposure to firefighters and contamination of living and sleeping areas to exhaust emissions.”* Expounding on this, section A.9.1.6 states: *“The exhaust from all internal combustion areas, including diesel and gasoline powered engines, contains over 100 individual hazardous chemical components that, when combines, can result in as many as 10,000 chemical compounds ... Gases in diesel exhaust, such as nitrous oxide, nitrogen dioxide, formaldehyde, benzene, sulfur dioxide, carbon dioxide and carbon monoxide can also create health problems. According to The National Institute for Occupational Safety and Health (NIOSH), “human and animal studies show that diesel exhaust should be treated as a human carcinogen (cancer-causing substance)”*

Not having a direct source capture exhaust system results in contaminants permeating personal protective equipment stowed in the apparatus bay, contaminating ambulance equipment both within and in outside compartments and infiltrating firefighter living quarters and office areas. With over 6,500 calls for service a year and frequent non-emergency responses emergency vehicles are started within the apparatus bays often discharging diesel exhaust creating an unsafe and potentially deadly environment.

The protection and safety of our personnel and our community is of utmost importance to the Wausau Fire Department. These types of systems have been used for decades in the fire service to protect the indoor environments at fire stations. With the approval to pursue this grant the Wausau Fire Department will be a much safer place to live and work.

Cc: Mayor



CITY OF WAUSAU
SOLE SOURCE PURCHASE JUSTIFICATION
REQUIRED FORM PURCHASE OF GOODS OR SERVICES EXCEEDING \$5,000

Purchase of goods or services for no more than \$25,000 may be made without competition when it is agreed *in advance* between the Department Head and the 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 or aesthetics, or compatibility is an overriding consideration, the purchase is from another governmental body, continuity is achieved in a phased project, the supplier or service demonstrates a unique capability not found elsewhere, the purchase is more 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.

1. Provide a detailed explanation of the good or service to be purchased and vendor.

Polymer is used at the wastewater treatment plant to thicken sludge from the final clarifiers before it is pumped to the digesters and to thicken the sludge from the digesters before it is hauled to the storage building.

2. Provide a brief description of the intended application for the service or goods to be purchased.

The polymer will be used to thicken wastewater sludge so it can be spread on farm fields as fertilizer.

3. State why other products or services that compete in the market will not or do not meet your needs or comply with your specifications.

We performed bench scale tests and plant trials with other brands.

4. Describe your efforts to identify other vendors to furnish the product or services.

We worked with Nalco, Fremont, and Neosolutions in addition to Hawkins.

5. How did you determine that the sole source vendor's price was reasonable?

Compared costs to history with Nalco products and quote from Fremont.

6. Which of the following best describes this sole source procurement? Select all that apply.

- Product or vendor is uniquely qualified with capability not found elsewhere.
- Urgency due to public safety, serious financial injury or other. (explain)
- The procurement is of such a specialized nature that by virtue of experience, expertise, proximity or ownership of intellectual property
- Lack of acceptable quotes or bids.
- Product compatibility or the standardization of a product.
- Continuation of a phased project.
- Proposal development is uneconomical.

Department: Wausau Water Works - Wastewater

Preparer: David Erickson

Vendor Name: Hawkins, Inc

Expected amount of purchase or contract: \$45,000

Department Head Signature: _____ **Date:** _____

Finance Director Signature: _____ **Date:** _____

WAUSAU WATER WORKS
 407 GRANT STREET
 WAUSAU, WI 54403-4783
 Phone: (715)261-6530

PURCHASE ORDER

P.O. NUMBER

PO 28604

DATE ORDERED

11/19/14

HAWKINS INC
 3100 E HENNEPIN AVE
 MINNEAPOLIS MN 55413

PO BOX 860263
 MINNEAPOLIS MN 55486-0263

TERM

VENDOR:

04949

Line	Buyer	Quantity	Unit	Description	Unit Price	Line Item Total
1	WMTW	1.000	EA	4,000 GAL AQUA HAWK 866 POLYMER 163-816194565 PER DAVE	44975.00	44975.00

Total Purchase Order	
\$	44975.00

Approved By: _____ Date: _____

PURCHASE ORDER INFORMATION

NAME OF VENDOR Hawkins Inc. P/O NUMBER _____

ADDRESS 3100 E Hennepin Ave DATE 11-18-14
Minneapolis MN 55413

DESCRIPTION OF ITEM	COST	QUANTITY	TOTAL
	4,000 gal Aqua Hawk 866 Polymer	1.285/lb	35000lb

ESTIMATED SHIPPING, IF APPLICABLE _____

TOTAL \$44,975⁰⁰

ACCOUNT NUMBER, IF KNOWN 163 8161 9 4565

COMMENTS:

REQUESTED BY: Dave Erickson

APPROVED BY: James E. Pappas

saved as H:DPWF\FORMS\PURCHASE ORDER INFORMATION.XLS

The Hawkins polymer was selected after studying alternatives. See Attached.

Dave Erickson

From: Mark Wolf <Mark.Wolf@HawkinsInc.com>
Sent: Wednesday, November 05, 2014 6:21 PM
To: Dave Erickson
Cc: Patrick Canales; Mark Wolf
Subject: Quote for polymer - Wausau Wastewater Aqua Hawk 866

Categories: Red Category

Dave:

\$1.2850/lb.

4,000 gallon (35,000 LB) tanker loads.

Mark G. Wolf
Branch Manager
Hawkins Water Treatment Group
Fond du lac, WI.

This message is intended for the use of the individual or entity to which it is addressed and may contain information that is privileged, confidential and exempt from disclosure under applicable law. If the reader of this message is not the intended recipient or the employee or agent responsible for the delivering this message to the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited. If you have received this communication in error, please notify us immediately by email reply.

"Hawkins is here to help you find better solutions."



THE ONLY CHEMICAL/SPECIAL COMPANY RANKED



WAUSAU WATERWORKS

FOR YOU!

DRINKING WATER DIVISION ♦ WASTEWATER DIVISION

To: Finance Department

From: Dave Erickson, Wastewater Superintendent

Re: Quote Summary for Wastewater Treatment Plant Polymers

Date: 3/6/14

This memo is intended to document quotes and research into options for a suitable polymer for sludge treatment at the wastewater treatment plant. Purchasing a suitable polymer product is more complicated than purchasing many materials because the end cost to the utility is dependent not only on the cost per unit of polymer but also on the amount of polymer required to treat each gallon of sludge. The formulations are proprietary so it is not possible to obtain quotes for the same product from more than one vender.

We started our recent cost evaluation by comparing different products beginning in the fall of 2012. The suppliers brought in samples of their products and ran "jar tests" in our lab by mixing samples of their products with samples of our sludge. The most promising polymer products were provided by Fremont and Hawkins. Both of these companies then provided a free 55 gallon drum of polymer for a full scale test. The Hawkins product, based on our observations, worked much better than the Fremont sample during these tests. We anticipate that this will lead to less product used in our day to day operation.

The amount of polymer used on a pound per gallon basis is dependent not only on the formulation but on other factors including temperature of the dilution water, temperature of the sludge, the amount of lime sludge that the water plant hauls in (polymers do not handle it well), other variations in the nature of the sludge, and whether the filter belts tend to clog due to the sludge or polymer used. For this reason, evaluating costs is an ongoing process and we will want to look at total polymer used and total costs over a period of months.

Summary:

Nalco	Core Shell (for gravity belt)	\$1.48/lb
Nalco	7192 (for presses)	\$1.18/lb
Fremont	8235 (proposed for both processes – did not work well)	\$1.43/lb
Hawkins	Aquahawk 866 (proposed for both processes)	\$1.30/lb
Neosolutions	NS 4650 M (dry product – would require manual mixing)	\$1.89/lb

Handwritten note: } Adv - 1.33

We are proceeding with the Hawkins product and will compare actual costs with Nalco products we had been using.

Dave Erickson

From: Jeremy Sallmann <jeremy.sallmann@HawkinsInc.com>
Sent: Friday, March 07, 2014 8:50 AM
To: Dave Erickson
Cc: Mark Wolf
Subject: Polymer quote for Wausau WWTP

Dave,

We are proposing to deliver you a partial tanker load of approximately 3,500 gallons at a cost of \$1.298 per lb. Load is scheduled to be delivered in the afternoon of March 12th, 2014.

If you need anything further please contact me. We appreciate your business.

Respectfully,
Jeremy Sallmann

This email has been scanned by the Symantec Email Security.cloud service.
For more information please visit <http://www.symanteccloud.com>

$$(3,500 \text{ g}) (8.76 \frac{\text{lb}_m}{\text{g}}) (\$1.298/\text{lb}) = \underline{\underline{\$39,797}}$$



Wastewater Treatment Chemical Quotation

Prepared For: Mr. David Erickson
WAUSAU WATER WORKS
407 Grant Street
Wausau, WI 54403

Date: October 15, 2013

Account Manager: Dennis Kwasny

Fremont 8187 – Coagulant (bulk delivery) – Sodium Aluminate Solution, 38%

Order Volume (approx.): ~3,800 gallons (~45,000 wet pounds)
Price per Dry Pound: \$0.375 (Delivered Pricing)

Fremont 8235 – Flocculant (bulk delivery)

Order Volume (approx.): ~2,000 gallons (~17,500 pounds)
Price per Pound: \$1.43 (Delivered Pricing)

Notes:

1. Above quoted pricing is prepared specifically for Wausau Water Works.
2. The above quoted pricing is F.O.B. Wausau, WI.
3. The prices quoted will be honored for a minimum of 90 days from date of quote.
4. Terms are net 30 days.
5. Prior to bulk delivery, a site assessment will need to be completed to ensure preparedness of delivery personnel.

Submitted by: Kara Hible
Water Management Solutions Laboratory

KH/as

Attachments: Terms of Sale, Confidentiality



New Solutions for Old Problems

Neo Solutions, Inc.

P.O. BOX 26 • BEAVER, PA 15009-0026 • 724/728-1847 • FAX: 724/728-3440

Wausau Waste Water Treatment Plant

**Submitted to:
David Erickson**

11/13/2012

**Written and Prepared by:
Randy Stroop
Technical Sales Representative
M: 906.231.9301
rstroop@neosolutionsinc.com**

Thank you for the opportunity to evaluate Neo Solutions Inc's products for sludge thickening and dewatering at the Wausau Waste Water Treatment Plant. We appreciate the opportunity and believe we have a comparable product that may meet current operating costs and deliver equivalent performance.

Executive Summary

The belt press filter feed was tested with Neo Solutions Inc. flocculants in order to find which of our products provided strong flocs and water release for proper drainage and operation of the belt press filter. The testing completed on the belt press filter feed yielded one product that outperformed the flocculants tested. This product is NS 4650M and provided equal performance to the incumbent product at a reduction of 5 pounds per bone dry ton. At a dosage of 15 pounds per bone dry ton, the flocculant released 110 mL within 5 seconds of 200 mL sample of belt press feed.

Objective

Our objectives for laboratory testing were to:

- Determine the most cost effective product to replace the incumbent.
- Determine a product to provide proper flocculation for proper operation of the belt press filters.
- Determine the cost to deliver the proper product to your facility.

Data Discussion

Determining the proper flocculant was the first test completed. Once floc strength and formation were verified free drainage samples were arranged and tested. All product additions were based upon 4% solids. Multiple products were selected for the free drainage tests to accurately gauge performance based upon molecular weight and charge. Once the emulsion testing was completed, dry polymer products were tested for possible process improvement and simplicity. The comparison between Nalco 7192 Plus and NS 4650M can be viewed in Figure 1 on the following page. After the data had been reviewed, NS 4650M was the top performer. At comparable dosages NS 4650M out performs the incumbent product. It is also believed that continued testing in the dry polymer product line could further reduce polymer consumption.

Conclusions and Recommendations

The bench testing completed thus far suggests that NS 4650M can be an effective product in your process. Our current product pricing for NS 4650M is \$1.89 per pound. The price listed here is delivered pricing to your facility in 55# bags. Neo Solutions Inc. would be happy to complete any additional testing you may require. We also would be happy to provide a 55# bag of NS 4650M and manpower to run a trial.

Regards,
Randy Stroop
Technical Sales Representative
M: 906.231.9301
rstroop@neosolutionsinc.com

Digested Sludge Free Drainage ($\Delta t = 5$ secs.)

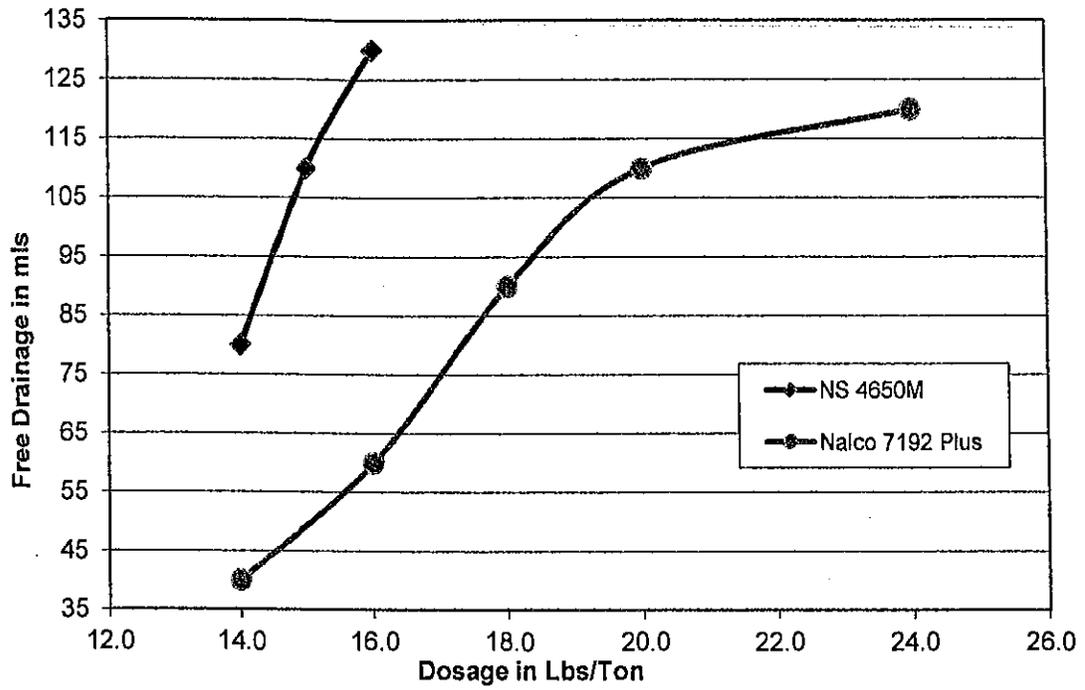


Figure 1 shows the comparison of Neo Solution's NS 4650M versus Nalco 7192 Plus. At 15#/ BDT, NS 4650M free drains the same amount of effluent at a dosage of 20#/ BDT of Nalco 7192 Plus.

HAWKINS CHEMICAL, INC. WATER TREATMENT GROUP

1882 Morris Street
Fond du Lac, WI 54935
920-923-1850 Fax-923-0606

August 14, 2014

To: Wausua Waste Water Treatment Plant
Attn.: Dave Erickson
RE: Quote for Polymer
Quotation No. 08142014JRS1

Terms: Net 30 days from delivery, F.O.B. factory. Our pricing does not include any sales/excise taxes or freight charges that may apply.

QUOTATION/PROPOSAL

This quotation constitutes an offer to furnish the items listed subject to: terms and conditions stated hereon: receipt of your purchase order by Hawkins Water Treatment Group, Inc.; and written acceptance of your order by Hawkins Water Treatment Group, Inc. and/or the manufacturer(s) involved as follow:

Aqua Hawk 866 (Product # 40730)	\$1.298 per lb.
6956.25 lbs remaining (795 gallons)	\$9029.21(total for order)

Please call me at 920-238-1101 with any questions. Thank you for the opportunity to provide a proposal for the above materials.

Regards,

Jeremy Sallmann
Hawkins Water Treatment Group

City Owned Properties

Usage	Property Address	Purchase Price	Year Purchased	Assessments as of Purchase Date		Funding Source
				Land	Improvements	
Redev.-C/R	1211 N. 3rd St	\$47,800.00	2004	\$7,000.00	\$45,800.00	Alexander Fd
Redev.-C/R	1210 N. 3rd St	\$57,000.00	2005	\$7,200.00	\$42,800.00	Alexander Fd
Redev.-C/R	1213 N. 3rd St	\$35,900.00	2005	\$6,000.00	\$33,600.00	Alexander Fd
Redev.-C/R	1219 N. 3rd St	\$35,900.00	2005	\$16,100.00	\$25,700.00	Alexander Fd
Redev.-C/R	1304 N. 3rd St	\$50,000.00	2005	\$14,400.00	\$41,200.00	Alexander Fd
Redev.-C/R	1308 N. 3rd St	\$62,000.00	2005	\$15,600.00	\$54,600.00	Alexander Fd
Redev.-C/R	1206 N. 4th St	\$27,000.00	2005	\$8,900.00	\$25,200.00	Comm. Dev.
Redev.-C/R	209 Bridge St	\$177,000.00	2006	\$9,200.00	\$61,900.00	TIF
Redev.-C/R	1514 N. 3rd St	included above	2006	\$21,600.00	\$45,600.00	TIF
Redev.-C/R	1214 N. 3rd St	\$77,000.00	2008	\$6,900.00	\$62,700.00	Alexander Fd
Redev.-C/R	2102 N. 2nd St	\$0.00	2008	\$39,900.00	\$43,000.00	CDA
Redev.-C/R	201 Bridge St	\$187,100.00	2010	\$9,300.00	\$51,100.00	TIF
Redev.-C/R	1501 N. 2nd St	included above	2010	\$12,600.00	\$66,400.00	TIF
Redev.-C/R	1505 N. 2nd St	included above	2010	\$12,600.00	\$68,100.00	TIF
Redev.-C/R	1509 N. 2nd St	included above	2010	\$4,000.00	\$0.00	TIF
Redev.-C/R	1316 N. 2nd St	\$70,000.00	2010	\$12,600.00	\$57,400.00	TIF
Redev.-C/R	1502 N. 2nd St	\$67,600.00	2010	\$12,600.00	\$55,000.00	TIF
Redev.-C/R	1508 N. 2nd St	\$64,100.00	2010	\$12,600.00	\$54,100.00	TIF
Redev.-C/R	1510 N. 2nd St	\$64,100.00	2010	\$12,600.00	\$50,600.00	TIF
Redev.-C/R	102 Short St	\$45,000.00	2010	\$4,500.00	\$49,600.00	TIF
Redev.-C/R	1202/1204 N. 3rd St	\$36,300.00	2011	\$6,900.00	\$29,400.00	TIF
Redev.-C/R	814 N. 1st St	\$2,600,000.00	2011	\$86,400.00	\$0.00	TIF
Redev.-C/R	920 N. 1st St	included above	2011	\$1,140,400.00	\$48,000.00	TIF
Redev.-C/R	1000 N. 1st St	included above	2011	included above	included above	TIF
Redev.-C/R	1202 N. 1st St	included above	2011	\$390,700.00	\$300.00	TIF
Redev.-C/R	1212 N. 1st St	included above	2011	\$136,300.00	\$534,500.00	TIF
Redev.-C/R	201 Short St	\$60,000.00	2011	\$9,800.00	\$58,700.00	TIF
Redev.-C/R	205 Short St	\$62,500.00	2011	\$10,500.00	\$61,500.00	TIF

Usage	Property Address	Purchase Price	Year Purchased	Land	Improvements	Funding Source
Redev.-C/R	1305 N. 2nd St	\$56,000.00	2012	\$12,600.00	\$55,100.00	BG/TIF
Redev.-C/R	1309 N. 2nd St	\$61,000.00	2012	\$12,600.00	\$63,500.00	BG/TIF
Redev.-C/R	1315 N. 2nd St	\$24,500.00	2012	\$12,600.00	\$62,100.00	TIF
Redev.-C/R	912 N. 1st St	\$71,000.00	2012	\$67,200.00	\$6,100.00	TIF
Redev.-C/R	1418 N. 1st St (Savo)	\$237,000.00	2012	\$75,000.00	\$122,200.00	Alexander Fd
Redev.-C/R	206 Short St	\$32,000.00	2012	\$5,800.00	\$42,400.00	TIF
Redev.-C/R	101-103 Short St	\$77,500.00	2013	\$21,000.00	\$47,700.00	Foreclosure
Redev.-C/R	1306 N. 1st St	\$43,700.00	2014	\$18,900.00	\$50,500.00	TIF
Redev.-C/R	1201 N. 2nd St	\$45,000.00	2014	\$5,600.00	\$64,000.00	TIF
Redev.-C/R	1006 N. 1st St.	\$80,000.00	2014	\$37,100.00	\$15,900.00	TIF
Redev.-R	1019 W. Bridge St	\$18,000.00	2009	\$18,800.00	\$3,500.00	Comm. Dev
Redev.-R	727 Jefferson St	\$30,000.00	2010	\$8,100.00	\$46,600.00	Comm. Dev
Redev.-R	1427-1439 N.12th Ave	\$135,575.00	2012	\$162,900.00	\$367,100.00	Marathon Cty. Loan
Redev.-R	703 Grand Ave	\$45,000.00	2012	\$10,900.00	\$69,500.00	City Funds
Redev.-R	722 Jefferson St	\$20,000.00	2012	\$16,200.00	\$59,700.00	Comm. Dev
Redev.-R	205 N. 10th St	\$10,000.00	2012	\$16,200.00	\$69,800.00	Comm. Dev
Redev.-R	710 Jefferson St	\$18,000.00	2013	\$16,200.00	\$56,400.00	Comm. Dev
Redev.-R	906 S. 7th Ave	\$13,900.00	2013	\$18,000.00	\$82,300.00	Comm. Dev
Redev.-R	1215 Prospect Ave	\$0.00	2013	\$16,200.00	\$64,900.00	Foreclosure
Redev.-R	402 Chicago Ave	\$0.00	2013	\$14,500.00	\$65,300.00	Donated
Redev.-R	2408 Gowen St	\$10,000.00	2014	\$18,100.00	\$12,800.00	Comm. Dev
Redev.-R	901 Stark St	\$0.00	2014	\$17,400.00	\$85,400.00	Donated
Redev.-C/R	725 Jefferson St.	\$0.00	2007	\$8,100.00	\$17,300.00	Deed in lieu foreclosure
Redev.-C	303-307 S. 2nd Ave	\$5,449.00	2007	\$48,100.00	\$19,700.00	CDA
Redev.-C	703 Grand Ave	\$45,000.00	2012	\$10,900.00	\$69,500.00	City Funds
Redev.-C	309 McClellan St	\$0.00	2013	\$324,000.00	\$175,000.00	Donated
Redev.-C	1500 Grand Ave	\$0.00	2014	\$11,000.00	\$168,700.00	Donated
Redev.-C	401 S 1st Ave (L&S)	\$190,000.00	2014	\$129,300.00	\$119,800.00	TIF
Streets	110 E. Thomas St	\$105,000.00	2008	\$14,400.00	\$41,700.00	Thomas St. Project
Streets	138 E. Thomas St	\$105,000.00	2008	\$15,700.00	\$4,100.00	Thomas St. Project
Streets	140 E. Thomas St	\$105,000.00	2008	\$15,700.00	\$29,700.00	Thomas St. Project
Streets	230 E. Thomas St	\$54,900.00	2008	\$14,400.00	\$39,100.00	Thomas St. Project
Streets	109 E. Thomas St	\$82,400.00	2009	\$14,400.00	\$67,000.00	Thomas St. Project

Usage	Property Address	Purchase Price	Year Purchased	Land	Improvements	Funding Source
Streets	118 E. Thomas St	\$47,500.00	2009	\$15,700.00	\$33,200.00	Thomas St. Project
Streets	120 E. Thomas St	\$82,800.00	2009	\$15,700.00	\$66,100.00	Thomas St. Project
Streets	814 W. Thomas St	\$32,999.00	2010	\$17,100.00	\$79,700.00	Thomas St. Project
Streets	1047 S. 8th Ave	\$65,000.00	2011	\$24,200.00	\$65,400.00	Thomas St. Project
Streets	1041 S. 10th Ave	\$49,000.00	2011	\$8,900.00	\$48,400.00	Thomas St. Project
Streets	1331 W. Thomas St	\$35,000.00	2013	\$14,500.00	\$71,300.00	Thomas St. Project
Streets	1216-1218 Junction St	\$15,000.00	2013	\$9,000.00	\$700.00	City
Other	N 20th Ave.	\$13,170.00	2008	*	*	City/Brokaw
Other	506 Seymour St	\$117,500.00	2010	\$16,200.00	\$89,300.00	PD/City
Other	503 Grand Ave	\$235,000.00	2012	\$93,100.00	\$113,800.00	PD/City
Other	1524 Cleveland Ave	\$5,800.00	2014	*	*	DPW
	Redev.-R = Residential Redevelopment					
	Redev.-C/R = Residential or Commercial Redevelopment					
	Redev.-C = Commercial Redevelopment					
	* = Purchased a portion of a parcel - no assessed value					
	TIF = Tax Increment Financing					
	DPW = Department of public works					
	PD = Police Department					
	CDA = Community Development Authority					
	BG = Block Grant					



To: Finance Committee
From: Mayor Jim Tipple
Date: November 5, 2014
Re: Status of the Strategic Plan

The City of Wausau joined with the Government Finance Officers Association to develop a strategic and financial plan to position us for the future. The project entailed developing a strategic plan, a five year financial forecast based upon the plan, evaluating and updating our financial policies and establishing performance measures to evaluate plan success. I have outlined the tasks and estimated percent completed below:

	<u>Percent Completed</u>
STRATEGIC PLAN	
1 Community Input	
Conduct a CityWide Survey	100%
Conduct Focus Group Meetings	100%
Gather Stakeholder Input	100%
2 Develop Environmental Analysis	100%
Council Planning Retreat	100%
Establish and prioritize critical issues and desired conditions	100%
3 Develop Strategies to address critical issues	
Blight - Groat	65%
Public Safety - Loy	
Jobs - Unassigned	
4 Review Financial Policies and modify as needed	100%
5 Based Upon Strategic Plan develop 5 year financial model	30%
6 Develop Strategic Business Plan	0%
7 Develop Performance Measures	0%
8 Final Plan	0%

Staff has completed significant work on the blight issue. The list of ideas (attached) was presented to the Strategic Planning Committee on September 30, 2013. The next step is to prioritize, create timelines and match financial resources. With staff turnover I will be meeting with the police chief and other staff to assign the public safety and jobs projects. Once completed the financial model and business plan will be developed. The performance measures and staff training will also occur during this time. We will establish a time schedule within the next month.

COMPREHENSIVE APPROACH TO STRONG NEIGHBORHOODS- PEOPLE AND PLACES -

Committee – Graham, Groat, Hebert, Kerntop, Lenz, Marquardt, Pauls, Stratz, Werth
Presented to the Strategic Planning Committee – September 30, 2013

PLANNING - Facilitate and support community based planning and citizen engagement.

1. *Develop neighborhood master plans*
2. *Encourage community neighborhood associations*
 - *Support the N2N program*
3. *Foster neighborhood identity*

BLIGHT ELIMINATION AND PREVENTION – Establish systems that eliminate and prevent blight.

1. *Increase code enforcement capacity*
 - *Invest in robust code enforcement technology to automate the complaint process, improve communication and allow citizens to monitor the status of complaints*
 - *Engage in a lean process on code enforcement to streamline and improve effectiveness*
 - *Expand Code Enforcement Staffing Resources*
 - *Utilization of volunteers, summer inspection, CSO's and legal interns to assist with low priority complaints*
 - *Private inspection services*
 - *Expand court system hours to provide additional capacity to hear code violations*
 - *Seek diminishing grant from the foundation to establish a code enforcement position for hot zones*
 - *Expand the authority of police, fire and other staff to issue code enforcement citations/warnings*
 - *Strengthen code enforcement focus through the creation of a permanent Code Enforcement Staff Committee consisting of Community Development, Inspection, Police, Assessment, Fire and Legal Staff to share knowledge and prioritize issues*
 - *Prioritize code enforcement activities, focus on hot spots*
 - *Establish "Neighborhood Clean Up and Enforcement Sweep Programs"*
 - *Differentiate between problem property owners and income challenged homeowners*
2. *Evaluate Current Ordinances*
 - *Consider graduated fines for multiple code violations*
 - *Support local ordinance changes or new state legislation that allows code enforcement tickets be placed on the property tax bill*
 - *Review and possibly modernize existing property maintenance ordinances*
 - *Evaluate existing ordinances to strengthen enforcement powers, enhance legal actions and rapid response*
3. *Create a "rental licensing program," contemplated by the Housing Task Force*
4. *Establish a landlord education program, contemplated by the Housing Task Force*
5. *Encourage landlords to include crime-free expectations and lease termination provisions within tenant leases.*

6. *Implement of Point of Sale Inspections Program (Truth In Housing) for Single and Two Family Homes, Condominiums, Townhouses and Mobile Homes (this program would allow for private inspection services)*
7. *Publish a shame list of habitual chronic nuisance and blighted properties*
8. *Establish a revolving loan fund to finance the resolution of code enforcement when homeowner has inability to pay such as painting, roof replacement etc.*
9. *Consider adopting an ordinance regarding the regulation of vacant property to manage foreclosure property.*
10. *Work with churches or other community agencies to establish a tool sharing program or volunteer fix it program for lawn mowing, house washing, ladders, lawn clippers, shovels, rakes, etc.*
11. *Create a voluntary remediation program where by a property owner can disclose code violations, develop a remediation plan and commit to improvements*

NEIGHBORHOOD INVESTMENTS — Establish systems that foster mixed income, diverse neighborhoods that sustain strong housing market and attract middle income families to our core urban area.

1. Establish a comprehensive city residential marketing strategy to “Live in Wausau” Including web, social media, print materials and relationship development. Develop specific market information on individual neighborhoods and related amenities. Conduct house and holiday light tours. Look to highlight city living through a parade of homes in the urban core
2. Establish an inclusionary housing ordinance
3. Look to retain aging residents through condos, assisted living facilities
4. Establish a City demolition policy and blight acquisition program
5. Evaluate individual neighborhoods, build on existing strengths and tailor incentive programs that attract redevelopment such as:
 - Promise Program that supports higher education of resident youth.
 - Reduced special assessments for City Infrastructure Enhancements.
 - Good neighbor programs incenting law enforcement (police, sheriff, fire and teachers) home purchases
 - Redevelopment incentives to developers
 - Homeowner Security System Grants or install cameras in certain neighborhoods
 - Create a Program to purchase multiple houses and redevelop them similar to the CDA program of 1992
 - Demo a severely blighted area
 - Implement a student loan forgiveness program
 - Create a young professionals, computer geek or artists incentive program
 - Create an urban pioneer incentive program
 - Create a residential redevelopment TID district
 - Develop workforce incentive housing programs with local employers
 - Focus on scattered versus concentrated low income housing efforts
 - Create a historical rehabilitation program
 - Reward conversion back to single family homes

- Offer architectural assistance
6. Work with the County to obtain first right of refusal on all tax deed sales
 7. Create a Program to increase residential lot sizes to increase neighborhood diversity
 8. Engage overextended landlords
 9. Examine the impact of concentrated halfway houses

LIVABILITY – Build community assets through the investment and support of infrastructure that promotes a high quality of life.

1. Create a walkable, bikeable community
2. Seek to establish a linked intermodal green way system through the city that connects neighborhoods
3. Continue to support downtown vitality
4. Support a Neighborhood Porch Program
5. Establish a strong residential tree planting program to expand and protect our tree canopy
6. Expand Neighborhood Tot Lots and Gardens
7. Highlight Schools as centers of neighborhoods and support school playgrounds

LEVERAGE RESOURCES – Establish widespread support for neighborhood revitalization, strengthen relationships and assemble resources.

1. Collaborate with major employers to provide an employer assisted housing program
2. Promote HUD programs such as \$1 Purchase, Neighbor Next Door Program
3. Organize local financial institutions to assemble below market loans, and financial grants through the Community Reinvestment Act
4. Increase neighborhood revitalization needs awareness by meeting with Schools, County, Technical College, University, Medical Leaders, Chamber, Foundations
5. Develop partnerships with suppliers and the builders association
6. Develop partnerships with construction related companies such as Kolbe and Kolbe
7. Create Residential Blight Elimination TID District
8. Collaborate with Realtors to promote neighborhood redevelopment and urban living
9. Increase code enforcement collections through the use of the State of Wisconsin Tax Intercept Program and collection agencies

10. Isolate revenues from Code Enforcement fines and forfeitures and finance redevelopment related activities



From: Maryanne Groat
To: Finance Committee
Date: November 20, 2014

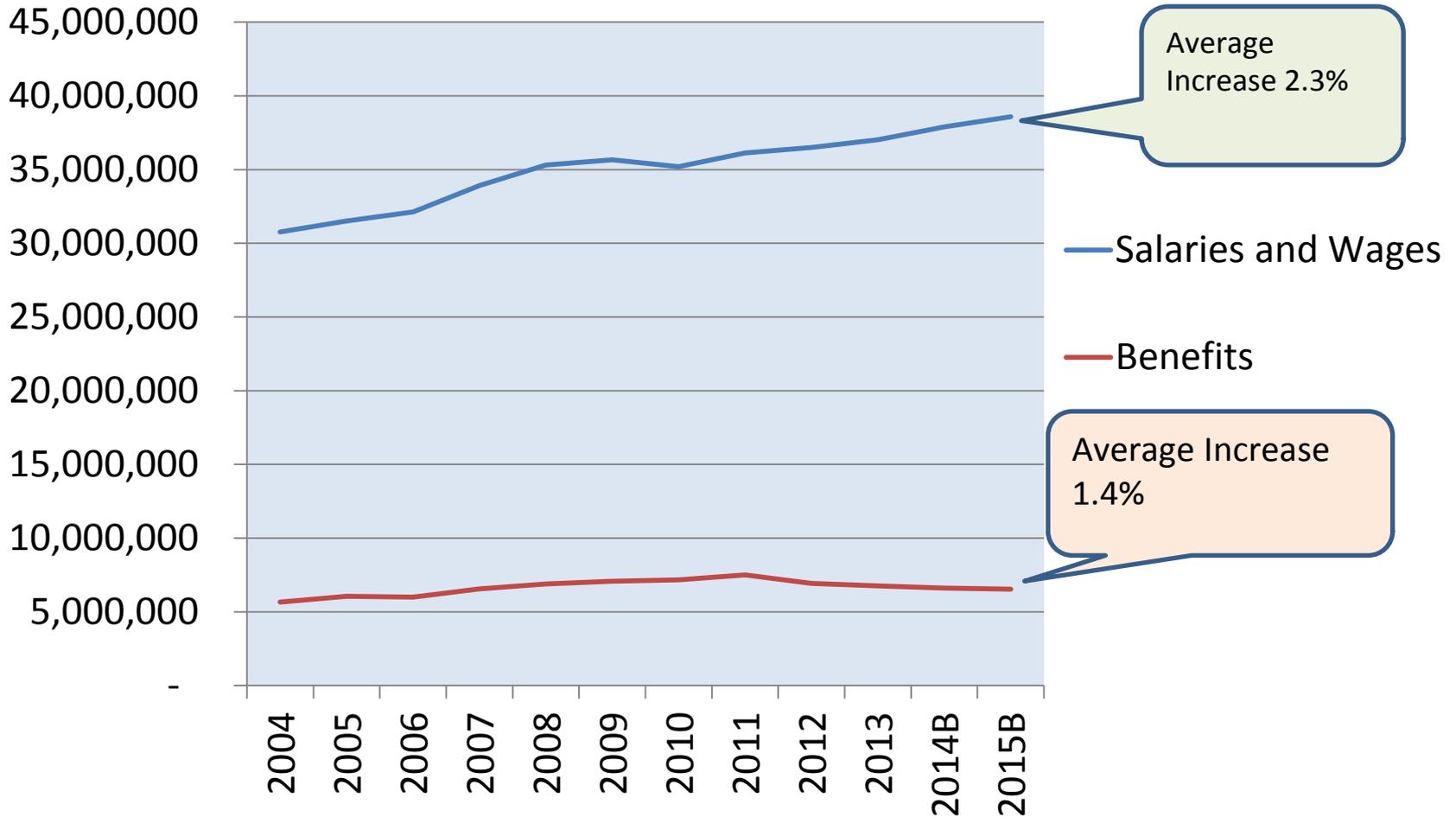
Five Year Financial Plan

The five year financial plan is currently under development. We are using a combination of historical spending, future inflationary expectations, and a property tax model for projected levy growth. Attached is a summary presentation on the historical analysis and next steps.

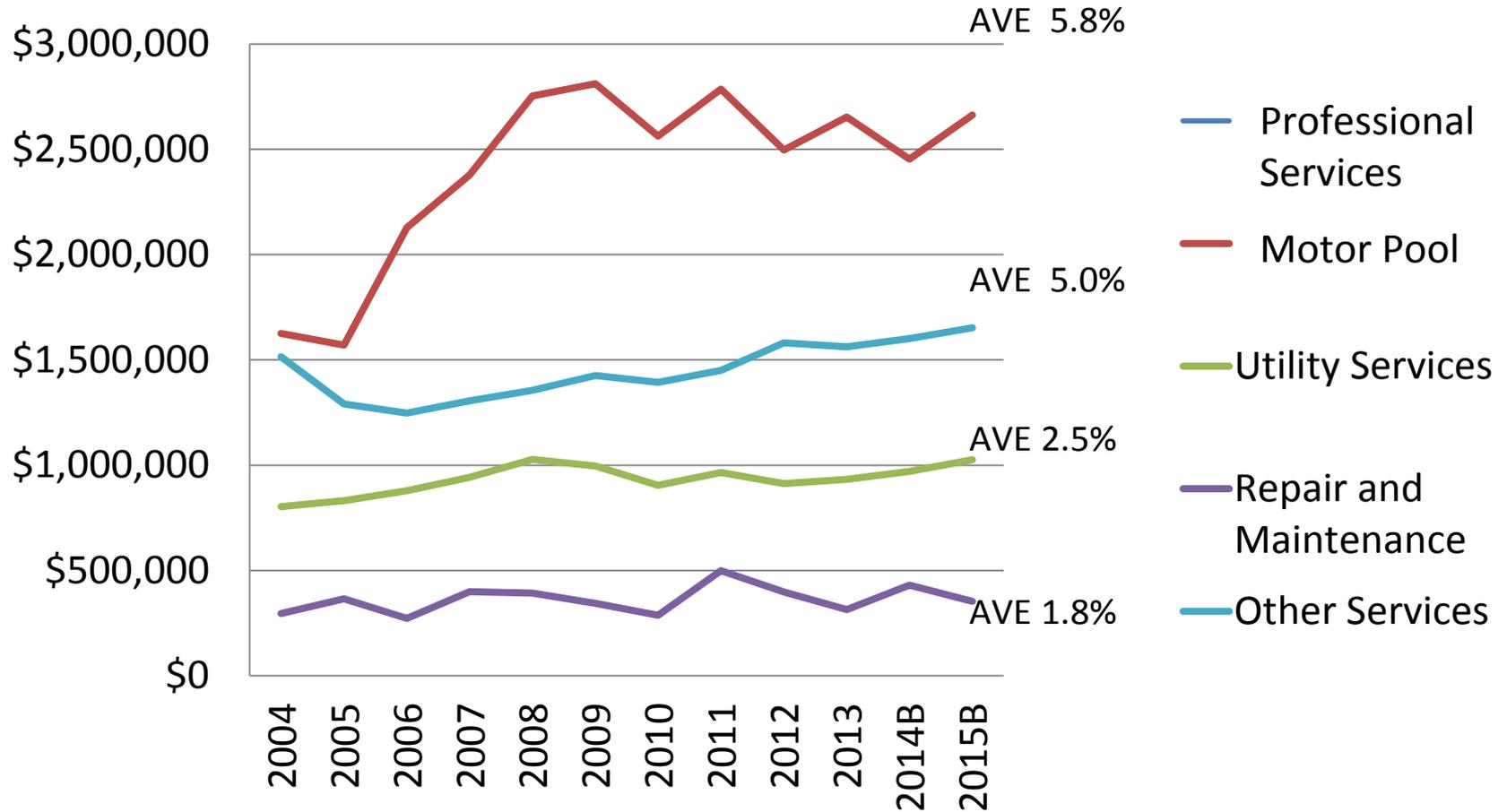
5 Year Financial Plan Progress Report



History of Wages and Benefits



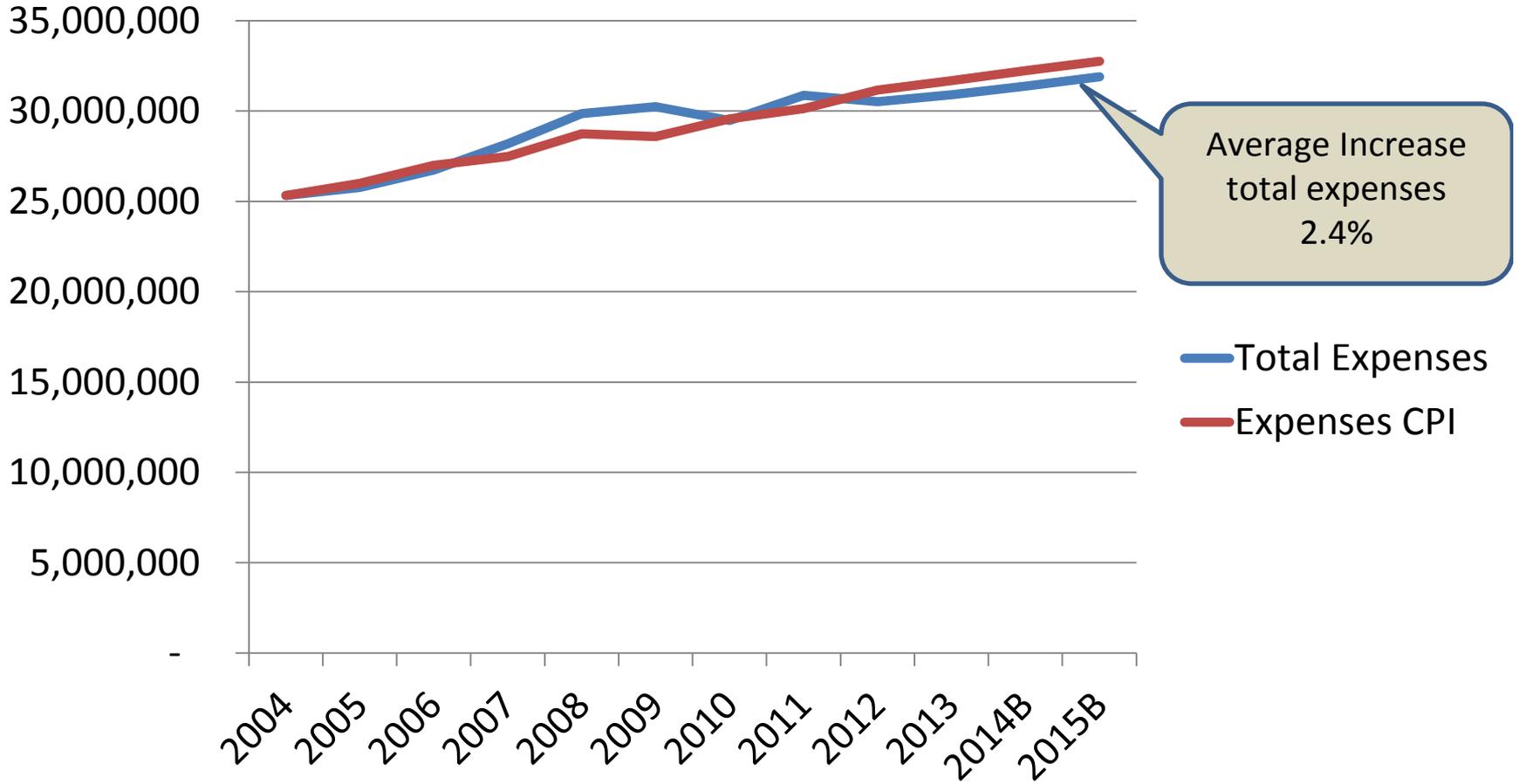
History of Contractual Services



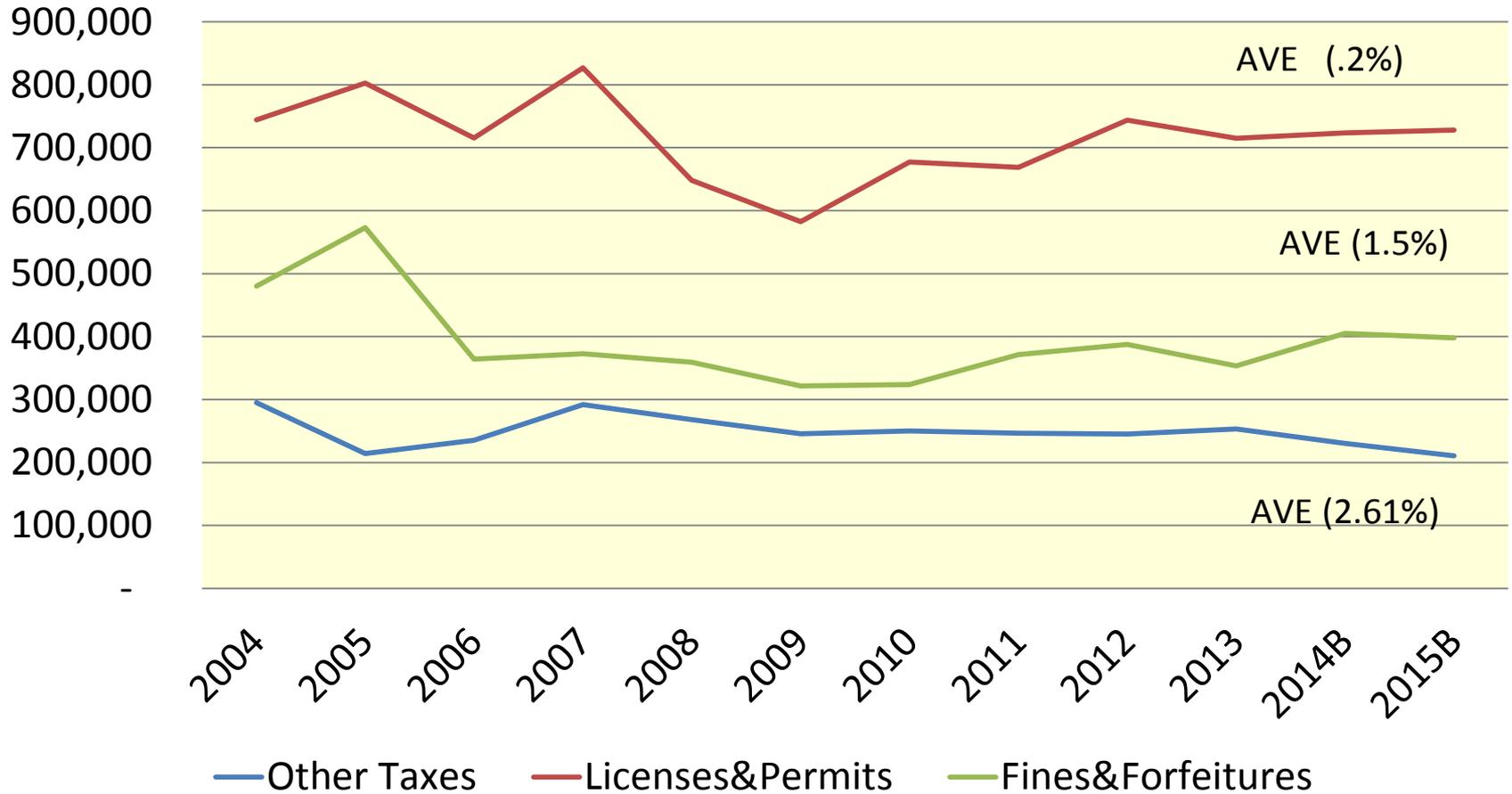
History of Other Expenses



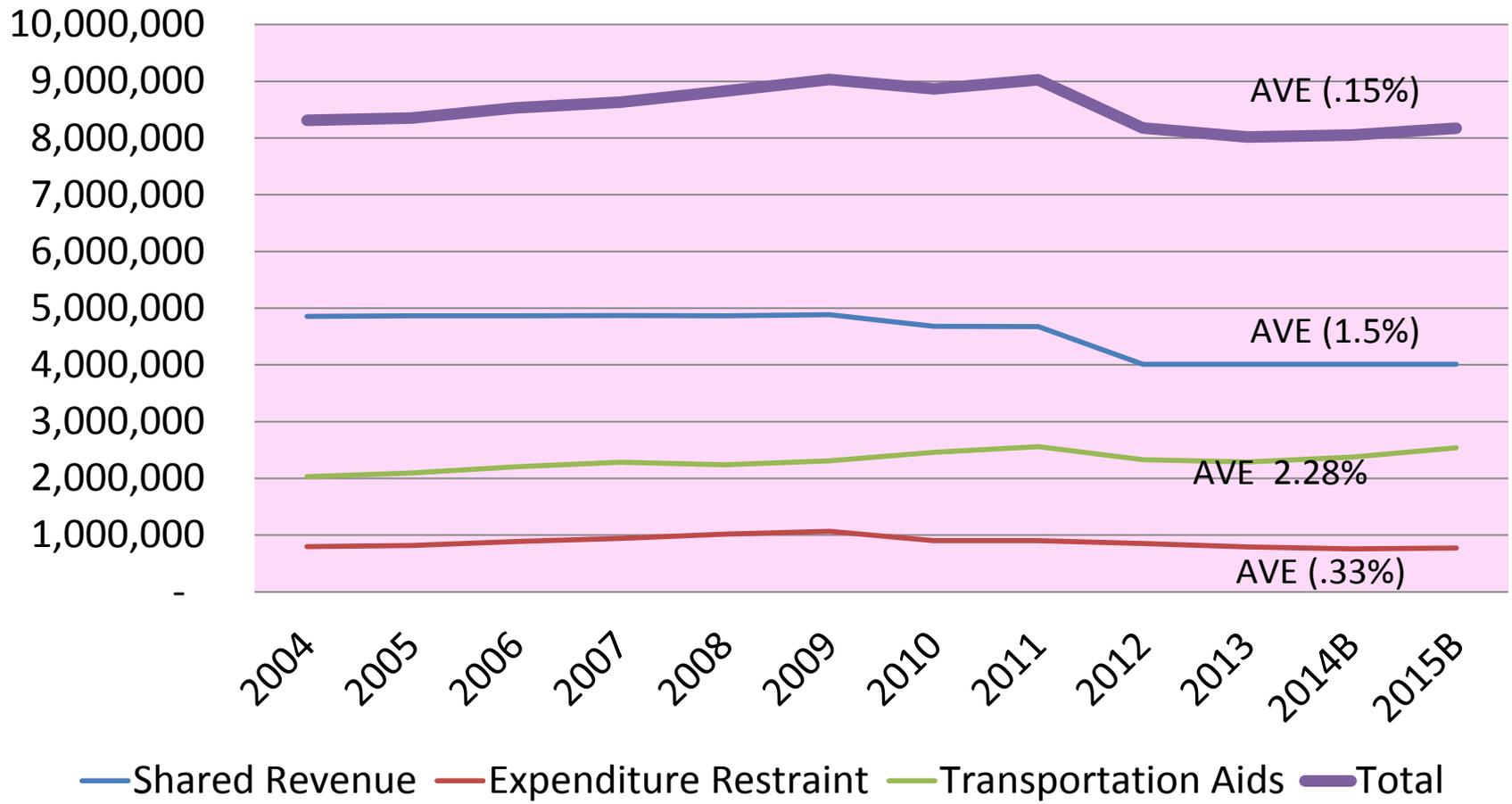
Total Expenses



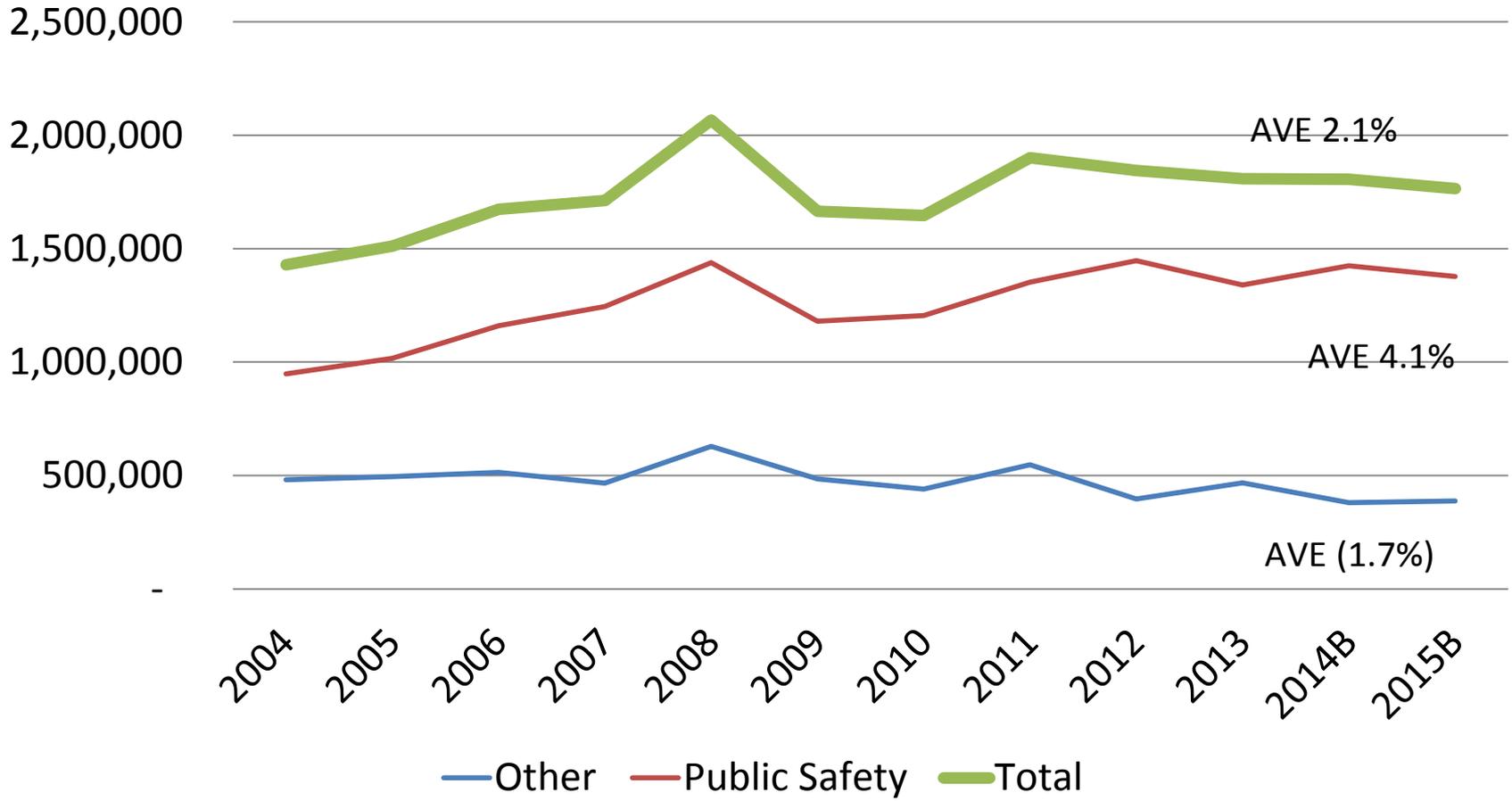
Other Taxes, Licenses and Fines



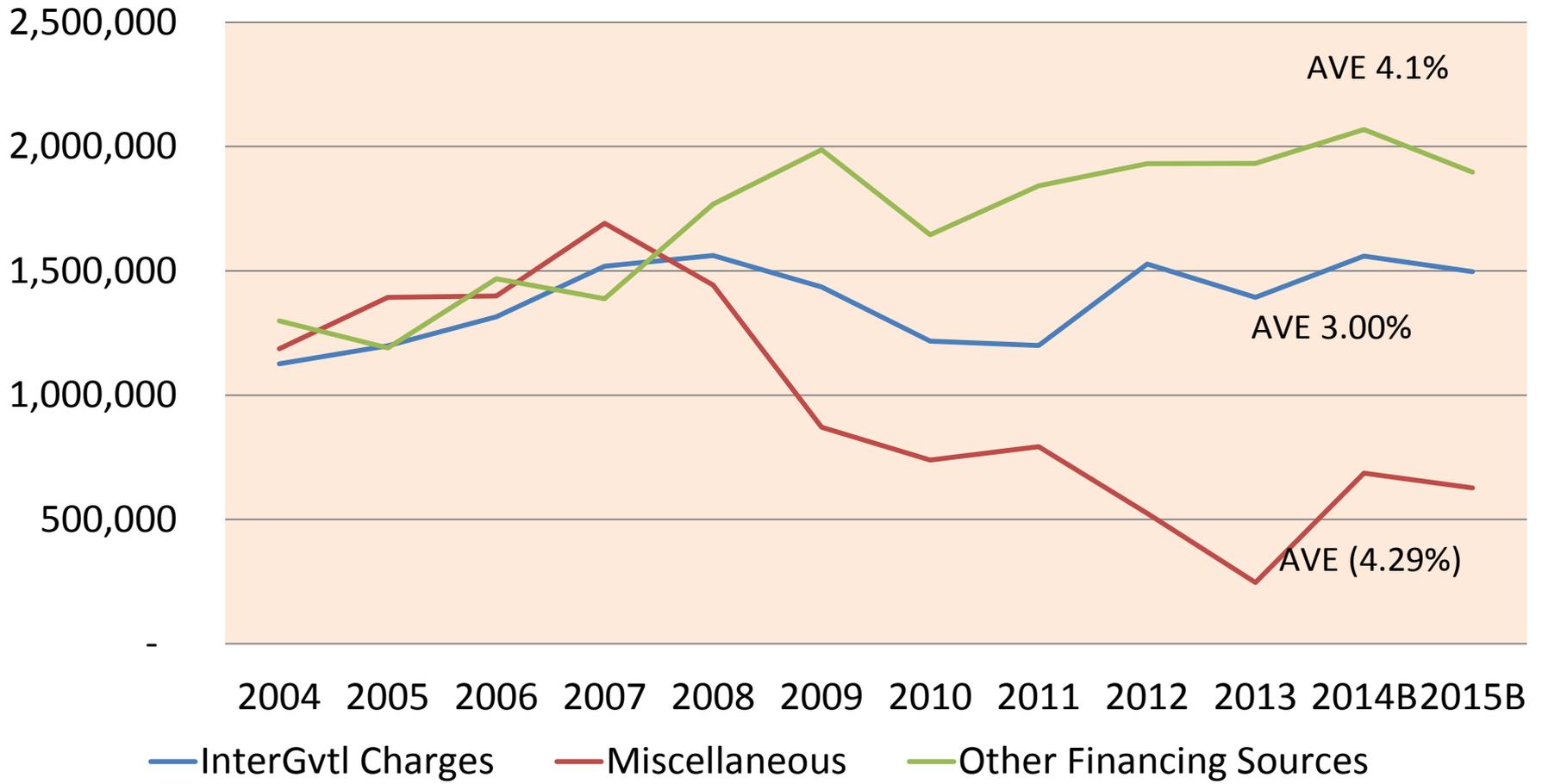
Intergovernmental Grants



Public Charges for Services

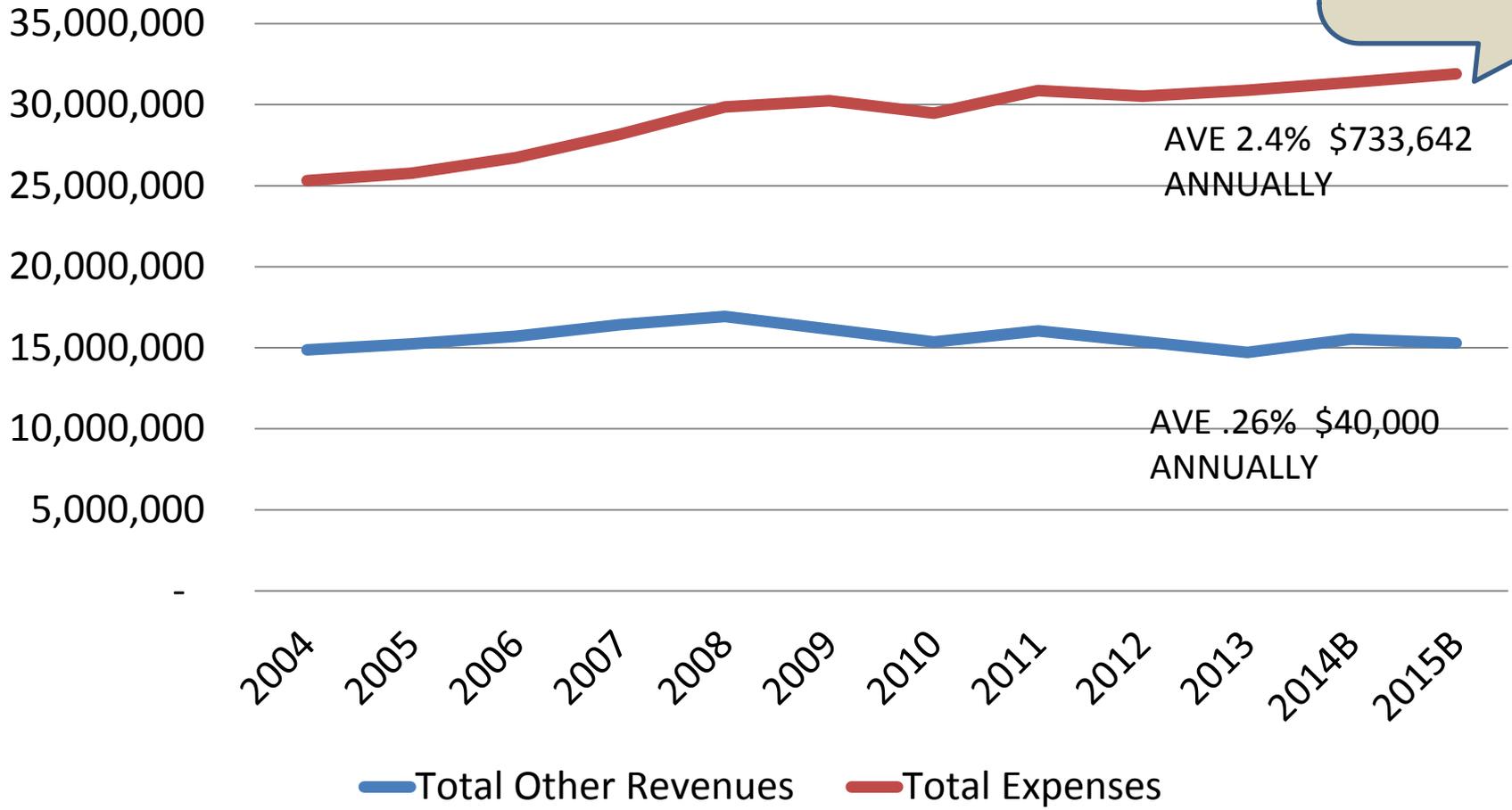


Other Revenues



Revenues Vs Expenses

Annual
Budget Gap
\$693,642



Next Steps

- Update Key Statistical Data
- Finalize Forecast Formulas and Assumptions
- Complete FTE Projections
- Develop Alternate Scenarios

CITY OF WAUSAU 2014 BUDGET
GENERAL FUND STATEMENT OF REVENUES AND EXPENDITURES
BUDGET AND ACTUAL
September 30, 2014
NARRATIVE

REVENUES

A number of revenue categories currently lag prior year levels and budget including; permit revenue and ambulance fees. Municipal court fines and forfeitures is currently lagging the expected budget. These revenues have been adjusted in the preparation of the 2015 budget.

EXPENSES

The overall General Fund budget to actual looks good with 72% of the budget expended with 75% of the year completed. Fourth quarter will include motor pool charges, yearend retirement payouts and possible increased costs for winter related events. A budget modification will be considered by the Common Council on November 11th to consider expected yearend shortfalls. Below are some explanations of notable items to date.

GENERAL GOVERNMENT

CCITC – This budget is on target and reflects 11 months of operating payments to the CCITC. The current year to prior/year and budget/actual variance represents timing of monthly payments.

TRANSPORTATION

DEPARTMENT OF PUBLIC WORKS – This budget is slightly over budget with 77% of the budget expended in the first nine months. Current year expenses are substantially higher than 2013. This is due to two factors 1) motor pool charges are about \$100,000 over the 2013 actual due to the winter maintenance demands and two major projects: line painting of about \$90,000 and seal coating project for about \$140,000 were completed in 2014 with no similar expenses in 2013.

SANITATION, HEALTH AND WELFARE

GARBAGE AND REFUSE COLLECTION – At September 30, 2014 the City had made monthly payments for January through August.

PARKS

While the parks department expenses budget to actual are well within acceptable limits the prior year to current year look concerning. This situation is due to the timing of when the County bills the City for the monthly park expenses. The September report only represents seven months of expenses.

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF REVENUES AND OTHER FINANCING SOURCES - BUDGET AND ACTUAL
Period Ended September 30, 2014

	Budgeted Amounts		Actual	Variance with Final Budget	2013 Actual
	Original	Final			
TAXES					
General property taxes	\$ 15,843,883	\$ 15,843,883	\$ 15,843,883	\$ -	\$ 15,570,606
Mobile home parking fees	27,800	27,800	22,390	(5,410)	22,511
Payments in lieu of taxes	114,566	114,566	2,624	(111,942)	2,723
Other taxes	<u>88,170</u>	<u>88,170</u>	<u>110,113</u>	<u>21,943</u>	<u>93,540</u>
Total Taxes	<u>16,074,419</u>	<u>16,074,419</u>	<u>15,979,010</u>	<u>(95,409)</u>	<u>15,689,380</u>
INTERGOVERNMENTAL					
State shared taxes	4,434,779	4,434,779	1,059,633	(3,375,146)	1,023,949
Expenditure restraint	755,879	755,879	755,879	-	792,433
Fire insurance tax	95,000	95,000	104,834	9,834	93,216
Municipal services	187,021	187,021	195,507	8,486	198,326
Transportation aids	2,376,813	2,376,813	1,781,293	(595,520)	1,716,553
Other grants	<u>204,000</u>	<u>221,552</u>	<u>182,866</u>	<u>(38,686)</u>	<u>156,499</u>
Total Intergovernmental	<u>8,053,492</u>	<u>8,071,044</u>	<u>4,080,012</u>	<u>(3,991,032)</u>	<u>3,980,976</u>
LICENSES AND PERMITS					
Licenses	159,516	159,516	172,715	13,199	152,841
Franchise fees	325,000	325,000	192,433	(132,567)	156,310
Permits	<u>238,833</u>	<u>238,833</u>	<u>144,828</u>	<u>(94,005)</u>	<u>161,765</u>
Total Licenses and Permits	<u>723,349</u>	<u>723,349</u>	<u>509,976</u>	<u>(213,373)</u>	<u>470,916</u>
FINES, FORFEITURES AND PENALTIES					
	<u>405,000</u>	<u>405,000</u>	<u>289,532</u>	<u>(115,468)</u>	<u>270,978</u>
PUBLIC CHARGES FOR SERVICES					
General government	66,150	66,150	61,449	(4,701)	51,926
Public safety	1,424,775	1,424,775	963,343	(461,432)	984,585
Streets and related facilities	77,000	77,000	125,976	48,976	96,738
Recreation	139,800	139,800	81,549	(58,251)	109,365
Public areas	<u>97,740</u>	<u>97,740</u>	<u>47,782</u>	<u>(49,958)</u>	<u>66,870</u>
Total Public Charges for Services	<u>1,805,465</u>	<u>1,805,465</u>	<u>1,280,099</u>	<u>(525,366)</u>	<u>1,309,484</u>
INTERGOVERNMENTAL CHARGES FOR SERVICES					
State and federal reimbursements	11,020	11,020	180	(10,840)	282
County and other municipalities	189,590	189,590	74,635	(114,955)	71,274
City departments	<u>1,359,013</u>	<u>1,359,013</u>	<u>35,153</u>	<u>(1,323,860)</u>	<u>56,673</u>
Total Intergovernmental Charges for Services	<u>1,559,623</u>	<u>1,559,623</u>	<u>109,968</u>	<u>(1,449,655)</u>	<u>128,229</u>

COMMERCIAL

Interest on general investments	\$ 260,000	\$ 260,000	\$ 187,580	\$ (72,420)	\$ 158,072
Interest on special assessments	33,000	33,000	357	(32,643)	680
Other interest	<u>19,000</u>	<u>19,000</u>	<u>11,979</u>	<u>(7,021)</u>	<u>24,390</u>
Total Commercial	<u>312,000</u>	<u>312,000</u>	<u>199,916</u>	<u>(112,084)</u>	<u>183,142</u>

MISCELLANEOUS REVENUES

Rent of land and buildings	200,600	200,600	175,583	(25,017)	175,776
Sale of City property/loss compensation	15,810	15,810	12,433	(3,377)	44,882
Other miscellaneous revenues	<u>157,100</u>	<u>157,100</u>	<u>53,639</u>	<u>(103,461)</u>	<u>110,008</u>
Total Miscellaneous Revenues	<u>373,510</u>	<u>373,510</u>	<u>241,655</u>	<u>(131,855)</u>	<u>330,666</u>

OTHER FINANCING SOURCES

Transfers in	<u>2,068,494</u>	<u>2,068,494</u>	<u>86,890</u>	<u>(1,981,604)</u>	<u>-</u>
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**TOTAL REVENUES AND OTHER
FINANCING SOURCES**

	<u>\$ 31,375,352</u>	<u>\$ 31,392,904</u>	<u>\$ 22,777,058</u>	<u>\$ (8,615,846)</u>	<u>\$ 22,363,771</u>
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CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF EXPENDITURES - BUDGET AND ACTUAL
Period Ended September 30, 2014

	Budgeted Amounts		Actual	Variance with	2013
	Original	Final		Final Budget	Actual
GENERAL GOVERNMENT					
City Council	\$ 115,298	\$ 106,098	\$ 62,675	\$ 43,423	\$ 63,149
Mayor	229,680	229,680	170,983	58,697	166,282
City Promotion	136,400	117,400	97,803	19,597	115,529
Finance department	448,198	467,198	357,710	109,488	310,435
Data processing	675,797	675,797	534,889	140,908	444,299
City clerk/customer service	528,150	528,150	361,715	166,435	357,371
Elections	49,113	49,113	38,637	10,476	17,162
Assessor	629,047	629,047	436,942	192,105	425,394
City attorney	508,901	508,901	357,179	151,722	358,358
Municipal court	124,931	124,931	92,151	32,780	99,324
Human resources	293,597	293,597	233,740	59,857	225,635
City hall and other municipal buildings	347,417	347,417	222,329	125,088	207,607
Unclassified	29,275	29,275	13,201	16,074	34,925
Total General Government	4,115,804	4,106,604	2,979,954	1,126,650	2,825,470
PUBLIC SAFETY					
Police department	8,657,499	8,672,374	6,199,509	2,472,865	6,255,642
Fire department	3,412,851	3,412,851	2,502,796	910,055	2,623,591
Ambulance	2,894,524	2,894,524	2,166,171	728,353	2,075,630
Inspections and electrical systems	601,912	611,112	476,913	134,199	427,303
Total Public Safety	15,566,786	15,590,861	11,345,389	4,245,472	11,382,166
TRANSPORTATION AND STREETS					
Engineering	1,417,946	1,417,946	1,096,882	321,064	1,019,576
Department of public works	6,374,484	6,389,403	4,937,398	1,452,005	4,749,599
Total Transportation and Streets	7,792,430	7,807,349	6,034,280	1,773,069	5,769,175
SANITATION, HEALTH AND WELFARE					
Garbage and refuse collection	1,481,300	1,481,300	991,087	490,213	951,768
NATURAL RESOURCES/RECREATION					
Parks and recreation	2,419,032	2,437,790	1,361,212	1,076,578	1,519,882
TOTAL EXPENDITURES	\$ 31,375,352	\$ 31,423,904	\$ 22,711,922	\$ 8,711,982	\$ 22,448,461

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SUMMARY OF BUDGET MODIFICATIONS
Period Ended September 30, 2014

BUDGET REVENUES RECONCILIATION

2014 ADOPTED BUDGET	\$ 31,375,352
Resolution 13-1109 Budget carryover for Police Department for 60 body armor vests	7,437
Resolution 13-1109 Budget modification for grant funding for tree removal, grinding and planting carryover	<u>10,115</u>
2014 MODIFIED BUDGET	<u>\$ 31,392,904</u>

BUDGET EXPENDITURES RECONCILIATION

2014 ADOPTED BUDGET	\$ 31,375,352
Resolution 13-1109 Budget carryover for Police Department for 60 body armor vests	14,875
Resolution 13-1109 Budget carryover for Public Works projects - Complete 2012 Seal coating and line painting projects	14,919
Resolution 13-1109 Budget carryover for Parks Department - Complete 2012 Tree removal, grinding and planting project	<u>18,758</u>
2014 MODIFIED BUDGET	<u>\$ 31,423,904</u>

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

REVENUES

A number of revenue categories currently lag prior year levels and budget including; permit revenue and ambulance fees. Municipal court fines and forfeitures is currently lagging the expected budget. These revenues have been adjusted in the preparation of the 2015 budget.

EXPENSES

The overall General Fund budget to actual looks good with 81% of the budget expended with 83.3% of the year completed. Fourth quarter will include higher motor pool charges for snow removal and leaf pick up, yearend retirement payouts and possible increased costs for winter related events. The budget modification considered by the Common Council on November 11th will be reflected on the November report. Below are some explanations of notable items to date.

GENERAL GOVERNMENT

CCITC – This budget is on target and reflects 11 months of operating payments to the CCITC. The current year to prior/year and budget/actual variance represents timing of monthly payments.

TRANSPORTATION

DEPARTMENT OF PUBLIC WORKS – This budget is slightly over budget with 85% of the budget expended in the first nine months. Current year expenses are substantially higher than 2013. This is due to two factors 1) motor pool charges are about \$100,000 over the 2013 actual due to the winter maintenance demands and two major projects: line painting of about \$90,000 and seal coating project for about \$140,000 were completed in 2014 with no similar expenses in 2013.

SANITATION, HEALTH AND WELFARE

GARBAGE AND REFUSE COLLECTION – At October 31, 2014 the City had made monthly payments for January through September.

PARKS

While the parks department expenses budget to actual are well within acceptable limits the prior year to current year look concerning. This situation is due to the timing of when the County bills the City for the monthly park expenses. In 2013 there was a large billing lag than 2014. The 2014 budget to actual represents nine months of expenses.

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF REVENUES AND OTHER FINANCING SOURCES - BUDGET AND ACTUAL
Period Ended October 31, 2014

	Budgeted Amounts		Actual	Variance with Final Budget	2013 Actual
	Original	Final			
TAXES					
General property taxes	\$ 15,843,883	\$ 15,843,883	\$ 15,843,883	\$ -	\$ 15,570,606
Mobile home parking fees	27,800	27,800	24,090	(3,710)	24,361
Payments in lieu of taxes	114,566	114,566	2,924	(111,642)	2,923
Other taxes	<u>88,170</u>	<u>88,170</u>	<u>84,466</u>	<u>(3,704)</u>	<u>93,694</u>
Total Taxes	<u>16,074,419</u>	<u>16,074,419</u>	<u>15,955,363</u>	<u>(119,056)</u>	<u>15,691,584</u>
INTERGOVERNMENTAL					
State shared taxes	4,434,779	4,434,779	1,059,633	(3,375,146)	1,023,949
Expenditure restraint	755,879	755,879	755,879	-	792,433
Fire insurance tax	95,000	95,000	104,834	9,834	93,216
Municipal services	187,021	187,021	195,507	8,486	198,326
Transportation aids	2,376,813	2,376,813	2,375,057	(1,756)	2,288,737
Other grants	<u>204,000</u>	<u>221,552</u>	<u>182,866</u>	<u>(38,686)</u>	<u>177,069</u>
Total Intergovernmental	<u>8,053,492</u>	<u>8,071,044</u>	<u>4,673,776</u>	<u>(3,397,268)</u>	<u>4,573,730</u>
LICENSES AND PERMITS					
Licenses	159,516	159,516	175,052	15,536	155,461
Franchise fees	325,000	325,000	192,433	(132,567)	156,310
Permits	<u>238,833</u>	<u>238,833</u>	<u>131,899</u>	<u>(106,934)</u>	<u>178,997</u>
Total Licenses and Permits	<u>723,349</u>	<u>723,349</u>	<u>499,384</u>	<u>(223,965)</u>	<u>490,768</u>
FINES, FORFEITURES AND PENALTIES					
	<u>405,000</u>	<u>405,000</u>	<u>319,789</u>	<u>(85,211)</u>	<u>292,194</u>
PUBLIC CHARGES FOR SERVICES					
General government	66,150	66,150	63,612	(2,538)	55,950
Public safety	1,424,775	1,424,775	1,082,293	(342,482)	1,068,047
Streets and related facilities	77,000	77,000	132,068	55,068	113,489
Recreation	139,800	139,800	107,491	(32,309)	119,153
Public areas	<u>97,740</u>	<u>97,740</u>	<u>86,884</u>	<u>(10,856)</u>	<u>86,894</u>
Total Public Charges for Services	<u>1,805,465</u>	<u>1,805,465</u>	<u>1,472,348</u>	<u>(333,117)</u>	<u>1,443,533</u>
INTERGOVERNMENTAL CHARGES FOR SERVICES					
State and federal reimbursements	11,020	11,020	180	(10,840)	292
County and other municipalities	189,590	189,590	80,710	(108,880)	83,754
City departments	<u>1,359,013</u>	<u>1,359,013</u>	<u>36,660</u>	<u>(1,322,353)</u>	<u>56,915</u>
Total Intergovernmental Charges for Services	<u>1,559,623</u>	<u>1,559,623</u>	<u>117,550</u>	<u>(1,442,073)</u>	<u>140,961</u>

COMMERCIAL

Interest on general investments	\$ 260,000	\$ 260,000	\$ 207,447	\$ (52,553)	\$ 209,208
Interest on special assessments	33,000	33,000	408	(32,592)	807
Other interest	19,000	19,000	17,725	(1,275)	27,530
Total Commercial	<u>312,000</u>	<u>312,000</u>	<u>225,580</u>	<u>(86,420)</u>	<u>237,545</u>

MISCELLANEOUS REVENUES

Rent of land and buildings	200,600	200,600	192,417	(8,183)	192,609
Sale of City property/loss compensation	15,810	15,810	18,644	2,834	45,588
Other miscellaneous revenues	157,100	157,100	128,899	(28,201)	110,402
Total Miscellaneous Revenues	<u>373,510</u>	<u>373,510</u>	<u>339,960</u>	<u>(33,550)</u>	<u>348,599</u>

OTHER FINANCING SOURCES

Transfers in	<u>2,068,494</u>	<u>2,068,494</u>	<u>86,890</u>	<u>(1,981,604)</u>	<u>-</u>
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**TOTAL REVENUES AND OTHER
FINANCING SOURCES**

	<u>\$ 31,375,352</u>	<u>\$ 31,392,904</u>	<u>\$ 23,690,640</u>	<u>\$ (7,702,264)</u>	<u>\$ 23,218,914</u>
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CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF EXPENDITURES - BUDGET AND ACTUAL

Period Ended October 31, 2014

	Budgeted Amounts		Actual	Variance with	2013
	Original	Final		Final Budget	Actual
GENERAL GOVERNMENT					
City Council	\$ 115,298	\$ 106,098	\$ 67,940	\$ 38,158	\$ 69,386
Mayor	229,680	229,680	188,010	41,670	183,484
City Promotion	136,400	117,400	108,360	9,040	123,007
Finance department	448,198	467,198	392,308	74,890	339,327
Data processing	675,797	675,797	586,405	89,392	497,077
City clerk/customer service	528,150	528,150	398,276	129,874	393,281
Elections	49,113	49,113	41,222	7,891	17,305
Assessor	629,047	629,047	490,975	138,072	473,129
City attorney	508,901	508,901	388,419	120,482	394,986
Municipal court	124,931	124,931	109,203	15,728	107,826
Human resources	293,597	293,597	252,536	41,061	252,626
City hall and other municipal buildings	347,417	347,417	253,650	93,767	238,504
Unclassified	29,275	29,275	13,160	16,115	35,251
Total General Government	<u>4,115,804</u>	<u>4,106,604</u>	<u>3,290,464</u>	<u>816,140</u>	<u>3,125,189</u>
PUBLIC SAFETY					
Police department	8,657,499	8,672,374	6,825,844	1,846,530	7,026,557
Fire department	3,412,851	3,412,851	2,741,383	671,468	2,879,286
Ambulance	2,894,524	2,894,524	2,400,284	494,240	2,281,725
Inspections and electrical systems	601,912	611,112	525,291	85,821	471,307
Total Public Safety	<u>15,566,786</u>	<u>15,590,861</u>	<u>12,492,802</u>	<u>3,098,059</u>	<u>12,658,875</u>
TRANSPORTATION AND STREETS					
Engineering	1,417,946	1,417,946	1,213,789	204,157	1,131,510
Department of public works	6,374,484	6,389,403	5,401,628	987,775	4,840,500
Total Transportation and Streets	<u>7,792,430</u>	<u>7,807,349</u>	<u>6,615,417</u>	<u>1,191,932</u>	<u>5,972,010</u>
SANITATION, HEALTH AND WELFARE					
Garbage and refuse collection	1,481,300	1,481,300	1,142,290	339,010	1,067,079
NATURAL RESOURCES/RECREATION					
Parks and recreation	2,419,032	2,437,790	1,818,087	619,703	1,699,750
TOTAL EXPENDITURES	<u>\$ 31,375,352</u>	<u>\$ 31,423,904</u>	<u>\$ 25,359,060</u>	<u>\$ 6,064,844</u>	<u>\$ 24,522,903</u>

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SUMMARY OF BUDGET MODIFICATIONS
Period Ended October 31, 2014

BUDGET REVENUES RECONCILIATION

2014 ADOPTED BUDGET	\$ 31,375,352
Resolution 13-1109 Budget carryover for Police Department for 60 body armor vests	7,437
Resolution 13-1109 Budget modification for grant funding for tree removal, grinding and planting carryover	<u>10,115</u>
2014 MODIFIED BUDGET	<u>\$ 31,392,904</u>

BUDGET EXPENDITURES RECONCILIATION

2014 ADOPTED BUDGET	\$ 31,375,352
Resolution 13-1109 Budget carryover for Police Department for 60 body armor vests	14,875
Resolution 13-1109 Budget carryover for Public Works projects - Complete 2012 Seal coating and line painting projects	14,919
Resolution 13-1109 Budget carryover for Parks Department - Complete 2012 Tree removal, grinding and planting project	<u>18,758</u>
2014 MODIFIED BUDGET	<u>\$ 31,423,904</u>



From: Maryanne Groat
To: Finance Committee
Date: November 20, 2014
Re: 2006 Ehlers Financial Planning Process

In 2006 and 2007 the City of Wausau received complementary services from Ehlers & Associates, Inc. PowerPoint presentations were conducted on September 13, 2006, September 26, 2006 and August 14, 2007. The presentations focused on debt, capital, tax increment district, financial policies and growth. I have attached a copy of the presentations.

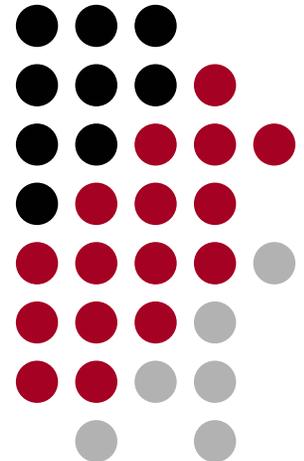
City of Wausau

5 Year Financial Management Plan



EHLERS
& ASSOCIATES, INC.

www.ehlers-inc.com



Philip Cosson, Vice President/Financial Advisor
James Mann, Vice President/Financial Advisor

Workshop #1 - September 13, 2006

Why prepare a 5 year Financial Plan?



- Establish consensus and priorities for operational and capital needs.
- Develop a tool to provide control and flexibility to meet financial needs by integrating operational and capital budgets, including determining the impact to taxpayers.
- Analyze the impact of levy limit legislation on the City's finances.



Overview of Process & Objectives



- Series of workshops with staff and elected officials.
 - Review existing financial condition (Including existing TID's and Utilities).
 - Goal setting to establish objectives and priorities for the City.
 - Develop alternatives to finance needs of the City.
 - Establish policies as needed to implement the financial plan.

G.O. Debt Outstanding



SCHEDULE OF GENERAL OBLIGATION DEBT OUTSTANDING
CITY OF WAUSAU, WISCONSIN
AS OF JANUARY 1, 2006

DATED AMOUNT	GENERAL OBLIGATION CORPORATE PURPOSE BONDS- Series 1996B		GENERAL OBLIGATION CORPORATE PURPOSE Series 1996C		GENERAL OBLIGATION PROMISSORY NOTES		GENERAL OBLIGATION PROMISSORY NOTES		GENERAL OBLIGATION REFUNDING BONDS		GENERAL OBLIGATION PROMISSORY NOTES (Taxable)		GENERAL OBLIGATION PROMISSORY NOTES		GENERAL OBLIGATION PROMISSORY NOTES			
	5/1/1996	\$1,085,000	5/1/1996	\$3,865,000	5/15/1997	\$810,000	5/1/1998	\$4,915,000	8/15/1998	\$6,050,000	4/1/1999	\$1,660,000	4/1/2000	\$5,790,000	4/1/2001	\$4,875,000		
MATURITY	OCT 1		OCT 1		APR 1		MAY 1		OCT 1		APR 1		APR 1		APR 1			
RATES	5.05 - 5.75						4.00-4.25%		3.875-4.2%		5.35-6.2%		4.875-5.00%		3.40-4.40%			
YEAR	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT		
2006	80,000	28,958	260,000	197,168	90,000	7,583	540,000	60,563	115,000	15,120	100,000	22,093	850,000	165,788	480,000	126,845		
2007	85,000	24,918			90,000	2,543	565,000	37,081	120,000	10,290	100,000	16,018	665,000	128,125	500,000	106,995		
2008	45,000	20,540					590,000	12,538	125,000	5,250	105,000	9,739	705,000	93,875	525,000	85,720		
2009	45,000	18,155									105,000	3,255	740,000	57,750	545,000	62,978		
2010	50,000	15,725											785,000	19,625	570,000	38,720		
2011	55,000	12,975													595,000	13,090		
2012	55,000	9,950																
2013	60,000	6,870																
2014	60,000	3,450																
2015																		
2016																		
2017																		
2018																		
2019																		
2020																		
2021																		
2022																		
2023																		
	535,000	141,540	260,000	197,168	180,000	10,125	1,695,000	110,181	360,000	30,660	410,000	51,104	3,745,000	465,163	3,215,000	434,348		



G.O. Debt Outstanding (cont.)



DATED AMOUNT	STATE TRUST FUND LOAN		GENERAL OBLIGATION PROMISSORY NOTES		GENERAL OBLIGATION CORPORATE PURPOSE BONDS		GENERAL OBLIGATION PROMISSORY NOTES Series 2003B		GENERAL OBLIGATION PROMISSORY NOTES (Taxable) Series 2003C		GENERAL OBLIGATION PROMISSORY NOTES Series 2003D		GENERAL OBLIGATION PROMISSORY NOTES Series 2004A		GENERAL OBLIGATION PROMISSORY NOTES (Taxable) Series 2004B	
	10/3/2001 \$1,617,503	4/1/2002 \$1,450,000	4/1/2003 \$3,885,000	4/1/2003 \$2,075,000	4/1/2003 \$2,075,000	12/1/2003 \$3,285,000	5/1/2004 \$3,050,000	5/1/2004 \$1,500,000								
MATURITY	MAR 15	APR 1	APR 1	APR 1	APR 1	OCT 1	APR 1	APR 1								
RATES	5.25% Sec 108 Refinance	2.0-4.45%	3.00-4.625%	2.00-3.70%	2.40 - 4.60%	1.85-3.45%	2.00-4.00%	2.50 - 5.0%								
YEAR	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT
2006	173,004	62,187	135,000	41,663	145,000	144,150	190,000	48,605	185,000	62,805	305,000	74,130	280,000	88,263	130,000	54,600
2007	182,087	53,104	140,000	36,778	150,000	139,725	195,000	44,658	195,000	57,660	310,000	68,488	285,000	81,550	135,000	50,950
2008	191,528	43,663	150,000	31,263	155,000	135,150	200,000	40,110	200,000	51,335	320,000	61,358	290,000	74,000	140,000	46,475
2009	201,702	33,489	155,000	25,160	160,000	130,225	210,000	34,565	205,000	44,143	325,000	53,678	295,000	65,588	145,000	41,125
2010	212,291	22,900	160,000	18,583	165,000	124,738	215,000	28,080	215,000	36,050	335,000	45,228	305,000	56,588	150,000	35,150
2011	223,886	11,754	170,000	11,485	170,000	118,663	220,000	20,900	225,000	26,913	345,000	35,513	315,000	46,106	155,000	28,665
2012			175,000	3,894	175,000	112,194	230,000	13,020	235,000	16,788	360,000	24,645	325,000	33,700	165,000	21,378
2013					185,000	105,444	240,000	4,440	250,000	5,750	370,000	12,765	335,000	20,500	170,000	13,250
2014					190,000	98,365							345,000	6,900	180,000	4,500
2015					200,000	90,755										
2016					210,000	82,503										
2017					220,000	73,685										
2018					230,000	64,233										
2019					240,000	54,185										
2020					255,000	43,415										
2021					265,000	31,909										
2022					280,000	19,713										
2023					290,000	6,706										
	1,184,498	227,097	1,085,000	168,824	3,685,000	1,575,755	1,700,000	234,378	1,710,000	301,443	2,670,000	375,803	2,775,000	473,194	1,370,000	296,093



G.O. Debt Outstanding (cont.)



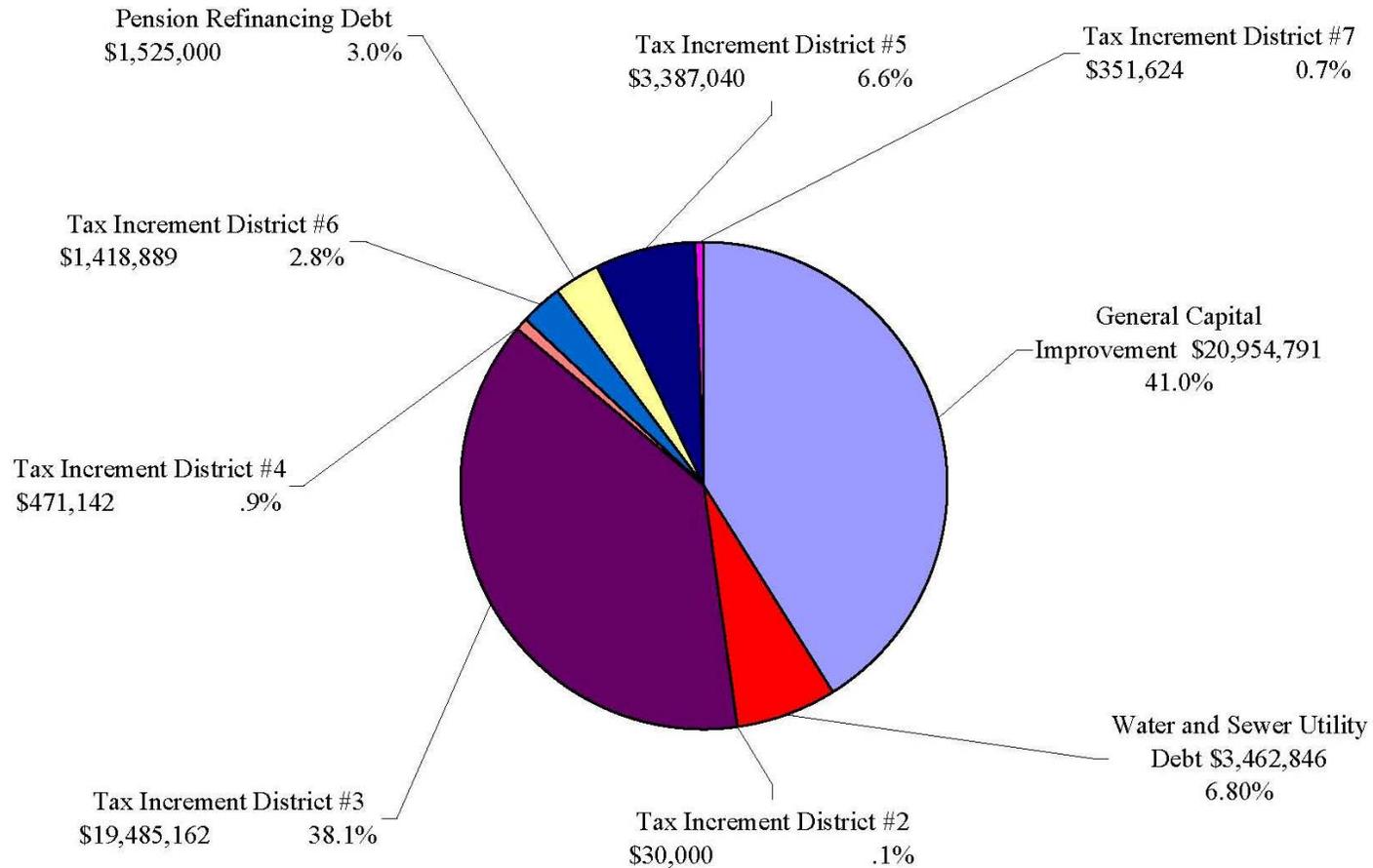
DATED AMOUNT	GENERAL OBLIGATION REFUNDING BONDS Series 2004C		GENERAL OBLIGATION REFUNDING BONDS Series 2004D		GENERAL OBLIGATION PROMISSORY NOTES Series 2005A		GENERAL OBLIGATION PROMISSORY NOTES (Taxable) Series 2005B							
	5/1/2004 \$5,360,000	12/1/2004 \$13,445,000	12/1/2004 \$13,445,000	12/1/2004 \$13,445,000	8/1/2005 \$3,830,000	8/1/2005 \$3,830,000	12/1/2005 \$2,000,000	12/1/2005 \$2,000,000						
MATURITY	OCT 1		APR 1		APR 1		OCT 1							
RATES	2.25 - 4.00%		3.0 -5.0%		2.8-3.65%		4.75-5.15%							
YEAR	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	TOTAL PRINC	TOTAL INT	TOTAL PRIN & INT	PRINC OUTSTNG	PRINC %PAID	YEAR
2006	455,000	34,913	690,000	537,955	300,000	140,333	780,000	81,794	6,283,004	1,995,512	8,278,516	44,471,494	12.38%	2006
2007	820,000	146,650	700,000	517,105	330,000	110,700	110,000	61,103	5,677,087	1,694,438	7,371,525	38,794,407	23.56%	2007
2008	835,000	126,150	715,000	495,880	275,000	101,859	115,000	55,768	5,681,528	1,490,671	7,172,199	33,112,879	34.76%	2008
2009	370,000	103,188	740,000	474,055	375,000	92,178	120,000	50,190	4,736,702	1,289,719	6,026,421	28,376,177	44.09%	2009
2010	375,000	92,088	760,000	450,605	390,000	80,410	130,000	44,310	4,817,291	1,108,798	5,926,089	23,558,886	53.58%	2010
2011	385,000	80,838	785,000	424,518	400,000	67,768	135,000	37,875	4,178,886	937,060	5,115,946	19,380,000	61.82%	2011
2012	395,000	66,400	810,000	395,593	415,000	54,420	140,000	31,125	3,480,000	783,105	4,263,105	15,900,000	68.67%	2012
2013	410,000	50,600	840,000	364,655	430,000	40,263	150,000	24,055	3,440,000	648,591	4,088,591	12,460,000	75.45%	2013
2014	420,000	34,200	875,000	332,499	445,000	25,054	155,000	16,480	2,670,000	521,448	3,191,448	9,790,000	80.71%	2014
2015	435,000	17,400	905,000	298,671	470,000	8,578	165,000	8,498	2,175,000	423,901	2,598,901	7,615,000	85.00%	2015
2016			935,000	257,875					1,145,000	340,378	1,485,378	6,470,000	87.25%	2016
2017			975,000	210,125					1,195,000	283,810	1,478,810	5,275,000	89.61%	2017
2018			1,015,000	160,375					1,245,000	224,608	1,469,608	4,030,000	92.06%	2018
2019			1,060,000	108,500					1,300,000	162,685	1,462,685	2,730,000	94.62%	2019
2020			1,105,000	54,375					1,360,000	97,790	1,457,790	1,370,000	97.30%	2020
2021			535,000	13,375					800,000	45,284	845,284	570,000	98.88%	2021
2022									280,000	19,713	299,713	290,000	99.43%	2022
2023									290,000	6,706	296,706	0	100.00%	2023
	4,900,000	752,426	13,445,000	5,096,160	3,830,000	721,560	2,000,000	411,196	50,754,498	12,074,214	62,828,712			



Debt – Split out by Purpose 12/31/06



OUTSTANDING DEBT BY PURPOSE



G.O. Borrowing Capacity



2006 Equalized Valuation (TID IN):	\$2,433,934,300
Borrowing Capacity - 5%:	5.00%
Total Available capacity:	\$121,696,715
Existing G.O. Debt - 9/1/06	\$52,231,494
Remaining Borrowing Capacity:	\$69,465,221
Remaining Borrowing Capacity:	57.08%

Water Revenue Debt Outstanding



**SCHEDULE OF WATER REVENUE DEBT OUTSTANDING
CITY OF WAUSAU, WISCONSIN
AS OF JANUARY 1, 2006**

DATED AMOUNT	WATER SYSTEM REVENUE BONDS		Maturity	RATES							
	7/1/1999 \$4,990,000										
	JAN 1										
	5.00%										
YEAR	PRINC	INT	TOTAL PRINC	TOTAL INT	TOTAL PRINC & INT	PRINC OUTSTNG	PRINC %PAID	YEAR			
2006		193,250	0	193,250	193,250	3,865,000	0.00%	2006			
2007	535,000	179,875	535,000	179,875	714,875	3,330,000	13.84%	2007			
2008	560,000	152,500	560,000	152,500	712,500	2,770,000	28.33%	2008			
2009	190,000	133,750	190,000	133,750	323,750	2,580,000	33.25%	2009			
2010	200,000	124,000	200,000	124,000	324,000	2,380,000	38.42%	2010			
2011	210,000	113,750	210,000	113,750	323,750	2,170,000	43.86%	2011			
2012	225,000	102,875	225,000	102,875	327,875	1,945,000	49.68%	2012			
2013	235,000	91,375	235,000	91,375	326,375	1,710,000	55.76%	2013			
2014	250,000	79,250	250,000	79,250	329,250	1,460,000	62.23%	2014			
2015	260,000	66,500	260,000	66,500	326,500	1,200,000	68.95%	2015			
2016	275,000	53,125	275,000	53,125	328,125	925,000	76.07%	2016			
2017	290,000	39,000	290,000	39,000	329,000	635,000	83.57%	2017			
2018	310,000	24,000	310,000	24,000	334,000	325,000	91.59%	2018			
2019	325,000	8,125	325,000	8,125	333,125	0	100.00%	2019			
	3,865,000	1,353,250	3,865,000	1,361,375	5,226,375						



Sewer Revenue Debt Outstanding



**SCHEDULE OF SEWER REVENUE DEBT OUTSTANDING
CITY OF WAUSAU, WISCONSIN
AS OF JANUARY 1, 2006**

DATED AMOUNT	SEWER SYSTEM REV REFUNDING BONDS							YEAR
	12/1/2001 \$7,135,000		TOTAL PRINC	TOTAL INT	TOTAL PRIN & INT	PRINC OUTSTNG	PRINC %PAID	
MATURITY	JAN 1							
RATES	4.00-5.00%							
YEAR	PRINC	INT	TOTAL PRINC	TOTAL INT	TOTAL PRIN & INT	PRINC OUTSTNG	PRINC %PAID	YEAR
2006		222,450	0	222,450	222,450	4,590,000	0.00%	2006
2007	705,000	208,350	705,000	208,350	913,350	3,885,000	15.36%	2007
2008	715,000	176,375	715,000	176,375	891,375	3,170,000	30.94%	2008
2009	750,000	139,750	750,000	139,750	889,750	2,420,000	47.28%	2009
2010	790,000	101,250	790,000	101,250	891,250	1,630,000	64.49%	2010
2011	830,000	60,750	830,000	60,750	890,750	800,000	82.57%	2011
2012	800,000	20,000	800,000	20,000	820,000	0	100.00%	2012
	4,590,000	928,925	4,590,000	928,925	5,518,925			



Equalized Value & Net New Construction Values



- Five Year historical E.V. growth –
 - Average 7.20%
- Five Year historical E.V. growth –
 - Average \$145,276,063
- 2004-2005 net new construction percent – 2.911%
- 2005-2006 net new construction percent – 4.159%



NET NEW CONSTRUCTION 2005-2006

NOTE: The split districts are summed and are shown in the primary portion of the split but the county totals reflect the individual piece in its county.

COMUN CODE	NAME OF MUNICIPALITY	2005 TOTAL EQUALIZED VALUE	\$ AMOUNT OF NET NEW CONSTRUCTION	PERCENT CHANGE
37002	TOWN OF BERGEN	\$54,993,700	\$475,000	0.864
37004	TOWN OF BERLIN	\$63,295,900	\$1,248,200	1.972
37006	TOWN OF BERN	\$27,519,600	\$598,800	2.176
37008	TOWN OF BEVENT	\$78,022,900	\$1,372,200	1.759
37010	TOWN OF BRIGHTON	\$31,325,800	\$842,000	2.688
37012	TOWN OF CASSEL	\$51,950,200	\$2,934,600	5.649
37014	TOWN OF CLEVELAND	\$84,377,500	\$4,880,200	5.784
37016	TOWN OF DAY	\$56,634,800	\$1,680,300	2.967
37018	TOWN OF EASTON	\$63,607,600	\$843,500	1.326
37020	TOWN OF EAU PLEINE	\$46,972,100	\$1,112,700	2.369
37022	TOWN OF ELDERON	\$43,985,800	\$271,900	0.618
37024	TOWN OF EMMET	\$56,570,700	\$1,175,800	2.078
37026	TOWN OF FRANKFORT	\$35,767,100	\$1,773,100	4.957
37028	TOWN OF FRANZEN	\$37,087,700	\$265,100	0.715
37030	TOWN OF GREEN VALLEY	\$47,875,200	\$500,000	1.044
37032	TOWN OF GUENTHER	\$25,858,200	\$431,700	1.669
37034	TOWN OF HALSEY	\$30,761,500	\$416,100	1.353
37036	TOWN OF HAMBURG	\$44,758,800	\$1,190,200	2.659
37038	TOWN OF HARRISON	\$24,809,700	\$316,800	1.277
37040	TOWN OF HEWITT	\$39,298,200	\$1,747,000	4.445
37042	TOWN OF HOLTON	\$40,344,200	\$546,600	1.355
37044	TOWN OF HULL	\$38,012,100	\$2,745,100	7.222
37046	TOWN OF JOHNSON	\$41,306,700	\$391,400	0.948
37048	TOWN OF KNOWLTON	\$174,705,700	\$5,676,600	3.249
37052	TOWN OF MAINE	\$172,694,000	\$4,068,600	2.356
37054	TOWN OF MARATHON	\$75,881,700	\$1,944,400	2.562
37056	TOWN OF MCMILLAN	\$147,961,800	\$5,963,100	4.030
37058	TOWN OF MOSINEE	\$139,170,500	\$1,835,000	1.319
37060	TOWN OF NORRIE	\$61,627,700	\$919,800	1.493

NET NEW CONSTRUCTION 2005-2006

NOTE: The split districts are summed and are shown in the primary portion of the split but the county totals reflect the individual piece in its county.

COMUN CODE	NAME OF MUNICIPALITY	2005 TOTAL EQUALIZED VALUE	\$ AMOUNT OF NET NEW CONSTRUCTION	PERCENT CHANGE
37062	TOWN OF PLOVER	\$40,380,700	\$920,700	2.280
37064	TOWN OF REID	\$81,675,100	\$1,145,800	1.403
37066	TOWN OF RIB FALLS	\$59,197,300	\$1,178,100	1.990
37068	TOWN OF RIB MOUNTAIN	\$615,047,700	\$15,763,400	2.563
37070	TOWN OF RIETBROCK	\$39,746,600	\$1,266,200	3.186
37072	TOWN OF RINGLE	\$106,743,200	\$5,838,900	5.470
37074	TOWN OF SPENCER	\$81,540,300	\$2,999,600	3.679
37076	TOWN OF STETTIN	\$191,800,400	\$5,382,800	2.806
37078	TOWN OF TEXAS	\$102,185,700	\$1,342,900	1.314
37080	TOWN OF WAUSAU	\$136,286,000	\$2,598,200	1.906
37082	TOWN OF WESTON	\$37,351,800	\$1,111,200	2.975
37084	TOWN OF WIEN	\$39,737,900	\$1,823,300	4.588
37102	VILLAGE OF ATHENS	\$44,258,300	\$641,600	1.450
37106	VILLAGE OF BROKAW	\$39,085,400	\$855,000	2.188
37121	VILLAGE OF EDGAR	\$60,502,500	\$834,000	1.378
37122	VILLAGE OF ELDERON	\$6,419,600	\$55,500	0.865
37126	VILLAGE OF FENWOOD	\$5,267,500	\$47,800	0.907
37136	VILLAGE OF HATLEY	\$24,447,400	\$834,800	3.415
37145	VILLAGE OF KRONENWETTER	\$340,095,600	\$27,978,900	8.227
37151	VILLAGE OF MARATHON	\$97,525,900	\$3,634,200	3.726
37176	VILLAGE OF ROTHSCHILD	\$420,524,400	\$7,053,700	1.677
37181	VILLAGE OF SPENCER	\$77,508,900	\$1,217,900	1.571
37182	VILLAGE OF STRATFORD	\$72,502,200	\$1,359,800	1.876
37186	VILLAGE OF UNITY	\$11,685,700	\$136,400	1.167
37192	VILLAGE OF WESTON	\$751,617,800	\$45,086,500	5.999
37251	CITY OF MOSINEE	\$264,284,400	\$4,276,500	1.618
37281	CITY OF SCHOFIELD	\$194,141,800	-\$372,400	(0.192)
37291	CITY OF WAUSAU	\$2,233,469,700	\$92,888,000	4.159
37999	COUNTY OF MARATHON	\$8,147,380,600	\$282,693,900	3.470

EV Tax Base Growth Analysis



Equalized Valuation Projection

Year	Percentage Method		Straight Line Method		Discounted Straight Line Method	
	Equalized Value	Percent Change	Equalized Value	Percent Change	Equalized Value	Percent Change
Historical						
2002	1,819,654,350					
2003	1,994,308,500	9.60%				
2004	2,070,585,100	3.82%				
2005	2,219,936,400	7.21%				
2006	2,400,758,600	8.15%				
<hr/>						
	5 year trend	7.20%	145,276,063		108,957,047	
<hr/>						
Projected						
2007	2,573,500,961	7.20%	2,546,034,663	6.05%	2,509,715,647	4.54%
2008	2,758,672,695	7.20%	2,691,310,725	5.71%	2,618,672,694	4.34%
2009	2,957,168,136	7.20%	2,836,586,788	5.40%	2,727,629,741	4.16%
2010	3,169,945,966	7.20%	2,981,862,850	5.12%	2,836,586,788	3.99%
2011	3,398,033,851	7.20%	3,127,138,913	4.87%	2,945,543,834	3.84%
2012	3,642,533,398	7.20%	3,272,414,975	4.65%	3,054,500,881	3.70%
2013	3,904,625,480	7.20%	3,417,691,038	4.44%	3,163,457,928	3.57%
2014	4,185,575,937	7.20%	3,562,967,100	4.25%	3,272,414,975	3.44%
2015	4,486,741,690	7.20%	3,708,243,163	4.08%	3,381,372,022	3.33%
2016	4,809,577,294	7.20%	3,853,519,225	3.92%	3,490,329,069	3.22%
2017	5,155,641,967	7.20%	3,998,795,288	3.77%	3,599,286,116	3.12%
2018	5,526,607,114	7.20%	4,144,071,350	3.63%	3,708,243,163	3.03%
2019	5,924,264,406	7.20%	4,289,347,413	3.51%	3,817,200,209	2.94%
2020	6,350,534,428	7.20%	4,434,623,475	3.39%	3,926,157,256	2.85%
2021	6,807,475,960	7.20%	4,579,899,538	3.28%	4,035,114,303	2.78%
2022	7,297,295,916	7.20%	4,725,175,600	3.17%	4,144,071,350	2.70%
2023	7,822,360,005	7.20%	4,870,451,663	3.07%	4,253,028,397	2.63%
2024	8,385,204,157	7.20%	5,015,727,725	2.98%	4,361,985,444	2.56%
2025	8,988,546,769	7.20%	5,161,003,788	2.90%	4,470,942,491	2.50%
2026	9,635,301,838	7.20%	5,306,279,850	2.81%	4,579,899,538	2.44%
2027	10,328,593,030	7.20%	5,451,555,913	2.74%	4,688,856,584	2.38%





Tax Impact of Current G.O. Debt

Year	Existing Payments	Judd S. Alexander Foundation Loan	Library Debt	Total Debt Payments	Utility Revenue	TID #2 Increment	TID #3 Revenues	TID #4 Increment
2006	8,278,516	50,000	140,000	8,468,516	(240,782)	(32,527)	(2,959,282)	(182,415)
2007	7,371,525	825,000	140,000	8,336,525	(240,143)	(30,848)	(3,089,856)	(154,091)
2008	7,172,199	30,000	142,000	7,344,199	(241,402)		(2,251,534)	(154,864)
2009	6,026,421	0	146,000	6,172,421			(2,199,939)	(101,958)
2010	5,926,089		147,000	6,073,089			(2,200,205)	(102,836)
2011	5,115,946		148,000	5,263,946			(2,200,894)	
2012	4,263,105		149,000	4,412,105			(1,901,111)	
2013	4,088,591			4,088,591			(1,902,694)	
2014	3,191,448			3,191,448			(1,516,138)	
2015	2,598,901			2,598,901			(1,371,831)	
2016	1,485,378			1,485,378			(1,192,875)	
2017	1,478,810			1,478,810			(1,185,125)	
2018	1,469,608			1,469,608			(1,175,375)	
2019	1,462,685			1,462,685			(1,168,500)	
2020	1,457,790			1,457,790			(1,159,375)	
2021	845,284			845,284			(548,375)	
2022	299,713			299,713				
2023	296,706			296,706				
2024				0				
TOTAL	62,828,712	905,000	1,012,000	64,745,712	(722,327)	(63,375)	(28,023,109)	(696,164)

Note: Future Debt Payments and Revenue Offsets Per City Debt Schedule



Tax Impact of Current G.O. Debt

continued



Year	TID #5 Increment	TID #6 Increment	unfunded pension	Misc Revenue	Net Debt Levy	Equalized Value Tax Base	Tax Rate	Year
2006	(398,510)	(176,992)	(247,805)	(35,685)	4,194,518	2,096,941,550	2.00	2006
2007	(396,796)	(177,140)	(252,660)	(35,685)	3,959,306	2,264,230,450	1.75	2007
2008	(335,844)	(151,479)	(251,335)		3,957,741	2,347,588,469	1.69	2008
2009	(335,533)	(187,783)	(249,143)		3,098,065	2,430,946,488	1.27	2009
2010	(334,307)	(189,082)	(251,050)		2,995,609	2,514,304,506	1.19	2010
2011	(332,269)	(188,020)	(251,913)		2,290,850	2,597,662,525	0.88	2011
2012	(334,225)	(188,684)	(251,788)		1,736,297	2,681,020,544	0.65	2012
2013	(332,771)	(189,023)	(255,750)		1,408,353	2,764,378,563	0.51	2013
2014	(332,950)	(188,939)			1,153,421	2,847,736,581	0.41	2014
2015	(149,681)	(192,365)			885,024	2,931,094,600	0.30	2015
2016	(150,580)				141,923	3,014,452,619	0.05	2016
2017	(151,189)				142,496	3,097,810,638	0.05	2017
2018	(151,471)				142,762	3,181,168,656	0.04	2018
2019	(151,447)				142,738	3,264,526,675	0.04	2019
2020	(153,624)				144,791	3,347,884,694	0.04	2020
2021	(152,849)				144,060	3,431,242,713	0.04	2021
2022	(154,292)				145,421	3,514,600,731	0.04	2022
2023	(152,745)				143,961	3,597,958,750	0.04	2023
2024					0	3,681,316,769	0.00	2024
TOTAL	(4,501,083)	(1,829,507)	(2,011,444)	(71,370)	26,827,333			

Note:



Capital Financing Plan – Sizing

2006 Capital Borrowing

	Preliminary	Final Sizing
Wisconsin DOT Projects	\$980,150	\$980,150
Curb, Gutter and Pavement	349,250	\$349,250
Street Reconstruction	587,300	\$587,300
Sidewalk Projects	50,000	\$50,000
Storm Sewer	<u>421,700</u>	<u>\$421,700</u>
<i>Subtotal General Projects</i>	<i>2,388,400</i>	<i>2,388,400</i>
Tax Increment District Number 7		
Public Parking Lot	150,000	\$150,000
Street Reconstruction	<u>200,000</u>	<u>\$200,000</u>
<i>Subtotal TID No. 7 Projects</i>	<i>350,000</i>	<i>\$350,000</i>
Total Capital For City Purposes	2,738,400	\$2,738,400
Water Utility (Not To Exceed)	<u>3,000,000</u>	<u>\$3,000,000</u>
Total Project Funds	\$5,738,400	\$5,738,400
Additional amount available for Projects		\$46,120
Issuance Expenses:		
Bond Counsel - est.	7,500	7,500
Financial Advisory Fee	14,500	14,500
Moody's Investor Service	8,275	8,275
Max. Underwriter's Discount - Bid Item	<u>57,650</u>	<u>11,530</u>
Subtotal Issuance Expenses	87,925	41,805
Total Capital Required	5,826,325	5,826,325
Less: Interest Earnings	(61,325)	(61,325)
Total Note Issue Size	5,765,000	5,765,000



Capital Financing Plan – Including Future Borrowings



Year	Existing Payments	2006 Note Issue			Proposed Future Debt @5.25%	Judd S. Alexander Foundation Loan	Library Debt	Total Debt Payments	Utility Revenue	Utility Portion of 2006 Notes	TID #2 Increment
		Principal	Actual Rates	Interest							
2006	8,278,516					50,000	140,000	8,468,516	(240,782)		(32,527)
2007	7,371,525	575,000	3.55%	211,156	0	825,000	140,000	9,122,681	(240,143)	(410,438)	(30,848)
2008	7,172,199	575,000	3.60%	190,744	315,600	30,000	142,000	8,425,542	(241,402)	(399,788)	
2009	6,026,421	575,000	3.60%	170,044	637,775	0	146,000	7,555,240		(388,988)	
2010	5,926,089	575,000	3.63%	149,344	966,525		147,000	7,763,957		(378,188)	
2011	5,115,946	575,000	3.65%	128,500	1,328,150		148,000	7,295,596		(367,313)	
2012	4,263,105	575,000	3.65%	107,513	1,689,775		149,000	6,784,393		(356,363)	
2013	4,088,591	575,000	3.70%	86,525	2,051,400			6,801,516		(345,413)	
2014	3,191,448	580,000	3.70%	65,250	2,445,900			6,282,598		(339,313)	
2015	2,598,901	580,000	3.75%	43,790	2,840,400			6,063,091		(328,028)	
2016	1,485,378	580,000	3.80%	22,040	3,267,775			5,355,193		(316,590)	
2017	1,478,810				3,695,150			5,173,960			
2018	1,469,608				3,806,925			5,276,533			
2019	1,462,685				3,945,000			5,407,685			
2020	1,457,790				4,076,500			5,534,290			
2021	845,284				4,175,125			5,020,409			
2022	299,713				3,484,750			3,784,463			
2023	296,706				3,136,275			3,432,981			
2024					3,550,500			3,550,500			
TOTAL	62,828,712	5,765,000	1,174,905		45,413,525	905,000	1,012,000	117,099,142	(722,327)	(3,630,418)	(63,375)

Note: Future Debt Payments and Revenue Offsets Per City Debt Schedule



Capital Financing Plan – Including Future Borrowings



TID #3 Revenues	TID #4 Increment	TID #5 Increment	TID #6 Increment	TID #7 Portion of 2006 Notes	unfunded pension	Misc Revenue	Net Debt Levy	Equalized Value Tax Base	Tax Rate	Year
(2,959,282)	(182,415)	(398,510)	(176,992)		(247,805)	(35,685)	4,194,518	2,096,941,550	2.00	2006
(3,089,856)	(154,091)	(396,796)	(177,140)	(47,819)	(252,660)	(35,685)	4,287,206	2,264,230,450	1.89	2007
(2,251,534)	(154,864)	(335,844)	(151,479)	(46,576)	(251,335)		4,592,721	2,347,588,469	1.96	2008
(2,199,939)	(101,958)	(335,533)	(187,783)	(45,316)	(249,143)		4,046,580	2,430,946,488	1.66	2009
(2,200,205)	(102,836)	(334,307)	(189,082)	(44,056)	(251,050)		4,264,234	2,514,304,506	1.70	2010
(2,200,894)		(332,269)	(188,020)	(42,788)	(251,913)		3,912,400	2,597,662,525	1.51	2011
(1,901,111)		(334,225)	(188,684)	(41,510)	(251,788)		3,710,712	2,681,020,544	1.38	2012
(1,902,694)		(332,771)	(189,023)	(40,233)	(255,750)		3,735,633	2,764,378,563	1.35	2013
(1,516,138)		(332,950)	(188,939)	(38,938)			3,866,321	2,847,736,581	1.36	2014
(1,371,831)		(149,681)	(192,365)	(37,643)			3,983,544	2,931,094,600	1.36	2015
(1,192,875)		(150,580)		(36,330)			3,658,818	3,014,452,619	1.21	2016
(1,185,125)		(151,189)					3,837,646	3,097,810,638	1.24	2017
(1,175,375)		(151,471)					3,949,687	3,181,168,656	1.24	2018
(1,168,500)		(151,447)					4,087,738	3,264,526,675	1.25	2019
(1,159,375)		(153,624)					4,221,291	3,347,884,694	1.26	2020
(548,375)		(152,849)					4,319,185	3,431,242,713	1.26	2021
		(154,292)					3,630,171	3,514,600,731	1.03	2022
		(152,745)					3,280,236	3,597,958,750	0.91	2023
							3,550,500	3,681,316,769	0.96	2024
(28,023,109)	(696,164)	(4,501,083)	(1,829,507)	(421,208)	(2,011,444)	(71,370)	75,129,138			



Rating Factors of Comparable Communities



Municipality	Current Rating	Overall Debt Burden	Direct Debt Burden	Payout, 10-Years	Direct Debt Per Capita	Overall Debt Per Capita	Average Annual Growth FV	Undesignated Gen. Fund % of Total Op. Rev.	% of Exp. for Debt Service	Adj Gross Inc Per Return (2004)	Adj Gross Inc as % of State (2004)	Per Capita Eq. Value (2005)	Eq. Value TID - IN (2006)	Population (2006)
Wausau	Aa3	4.21%	2.15%	87.61%	\$1,314	\$2,579	5.78%	22.69%	21.29%	\$39,275	90.26%	\$61,246	2,433,934,300	39,740
Sun Prairie	Aa3	4.76%	2.15%	93.35%	\$1,965	\$4,338	12.46%	15.80%	19.49%	\$49,735	114.30%	\$91,212	2,296,727,600	25,180
De Pere	Aa3	4.60%	1.70%	67.10%	\$1,313	\$3,554	8.30%	28.40%	21.40%	\$53,473	122.89%	\$77,256	1,737,873,600	22,495
New Berlin	Aa2	2.01%	0.98%	90.81%	\$1,071	\$2,201	8.11%	11.91%	18.47%	\$59,114	135.86%	\$109,240	4,256,992,300	38,969
Ashwaubenon	Aa2	3.60%	1.80%	100.00%	\$2,089	\$4,179	5.53%	22.00%	37.20%	\$47,486	109.13%	\$116,076	2,056,860,700	17,720
Neenah	Aa2	4.70%	3.80%	80.40%	\$2,755	\$3,408	5.20%	19.70%	24.30%	\$49,257	113.20%	\$72,507	1,843,845,100	25,430
Fitchburg	Aa2	2.57%	0.63%	95.53%	\$636	\$2,574	11.00%	27.20%	26.70%	\$67,702	155.59%	\$100,301	2,296,882,600	22,900

Source: Moody's Investor's Service Most Recent Credit Reports & Village or City Audits, State of Wisconsin (DOR)



Review & Affirmation/Amendment of Existing Financial Policies



- Capital
 - Annually Prepared/Updated
 - Defined value of >\$25,000 or 3 Years
 - 5 Year Plan
 - Maintain assets to protect value
 - 24 Month Capital Project lifecycle
 - Annual reporting of projects
 - Matching funding to projects
- Debt Management
 - Capital Planning-Annual
 - Debt Capacities
 - Not to exceed 50% of Statutory limit
 - General 10 Year Amortization
 - No Capitalized Interest
 - Credit Rating
 - Maintain Rating without compromising City objectives

Goal Setting -- Operational



- Survey – (Sample Questions)
 - What are the strengths of the City's day-to-day services? What is the City doing well?
 - What are the weaknesses of City services? What areas need improvement?
 - Are services adequately keeping up with growth?
 - Should the City continue to provide all of its existing services into the future?

Next Steps



- 1st Workshop
 - Existing Debt
 - Borrowing Capacity
 - E.V. Growth
 - Capital Financing Plan
 - Rating Factors
- 2nd Workshop
 - Set Date
 - Evaluate Existing TID's
 - Utility Analysis & Proforma
- 3rd Workshop
 - Evaluate Financing Scenarios
 - Refine outputs from 2nd Workshop
 - Introduce and Discuss Existing Finance Policies
 - Discuss Operating Budget Assumptions
- 4th Workshop
 - Finalize Plan



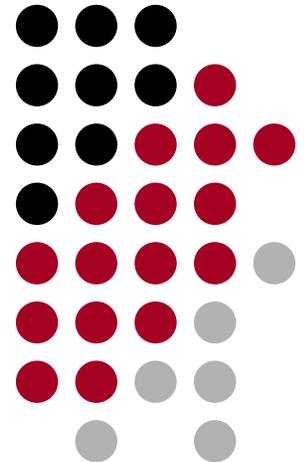


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5 Year Financial Management Plan Workshop #2

Tax Incremental Districts & Utilities



Philip Cosson, Vice President/Financial Advisor
James Mann, Vice President/Financial Advisor

September 26, 2006

The Basics of TIF & TID



- Origin & Purpose
 - Tool for Economic Development
 - Promotion of Industry, Redevelopment, Blight Elimination & Commerce
 - Key Underpinning of Program:
 - “But For Test”
- How TIF Works
 - Define Boundary of District
 - Max 12% of Equalized Value of Community
 - Develop Project Plan (Financial Feasibility Study)
 - Project Costs
 - Infrastructure
 - Land Write Down
 - Development Incentives
 - Environmental Remediation

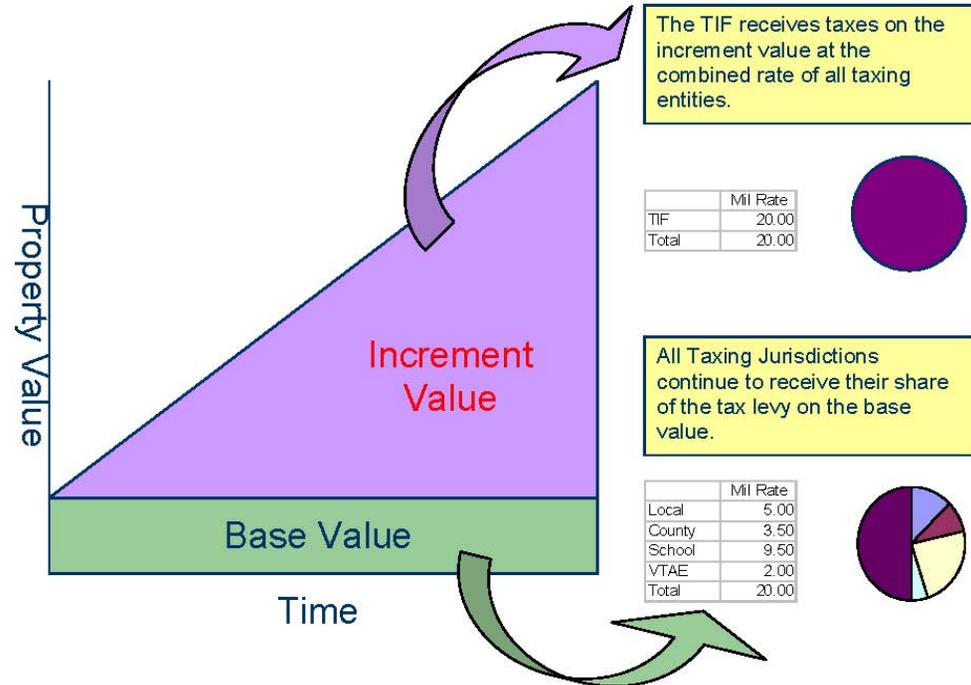


The Basics of TIF & TID (cont.)



- Develop Project Plan (Financial Feasibility Study) (cont.)
 - Finance Sources
 - Cash
 - Borrowed Funds
 - Pay-As-You-Go Development Bond
 - Grants
 - Development Assumptions
 - Cash Flow Analysis

- Where Money Comes from to Pay for TIF Projects
 - Base Value
 - Increment Growth
 - Distribution of Taxes



State-Wide TIF Usage



- Jan. 1, 2005, 827 *active* TIDs in 357 cities & villages had \$11.3 Billion in increment
- By Sept. 2005 this grew to 920 active TIDs
- Jan. 1, 2004 to Jan. 1, 2005 TID increment increased 18%, accounting for about 4% of all value in cities & villages

State-Wide TIF Usage (cont.)



- Since 1976 approx. 400 TIFs created and then closed out
- On average 12.5 years to pay all project costs including interest



Local TIF Usage



- Village of Brokaw
 - 1 TID Created in 1997
 - \$9,275,500 Increment
 - 25.59% of total EV
- Village of Rothschild
 - 1 TID Created in 1992
 - \$96,804,900 Increment
 - 21.92% of total EV
- Village of Kronenwetter
 - 4 TIDs Created in 2005
 - \$20,402,000 Increment
 - 4.87% of total EV
- Village of Weston
 - 2 TIDs Created in 1998 & 2004
 - \$118,271,100 Increment
 - 13.64% of total EV
- City of Mosinee
 - 1 TIDs Create Nov 2005



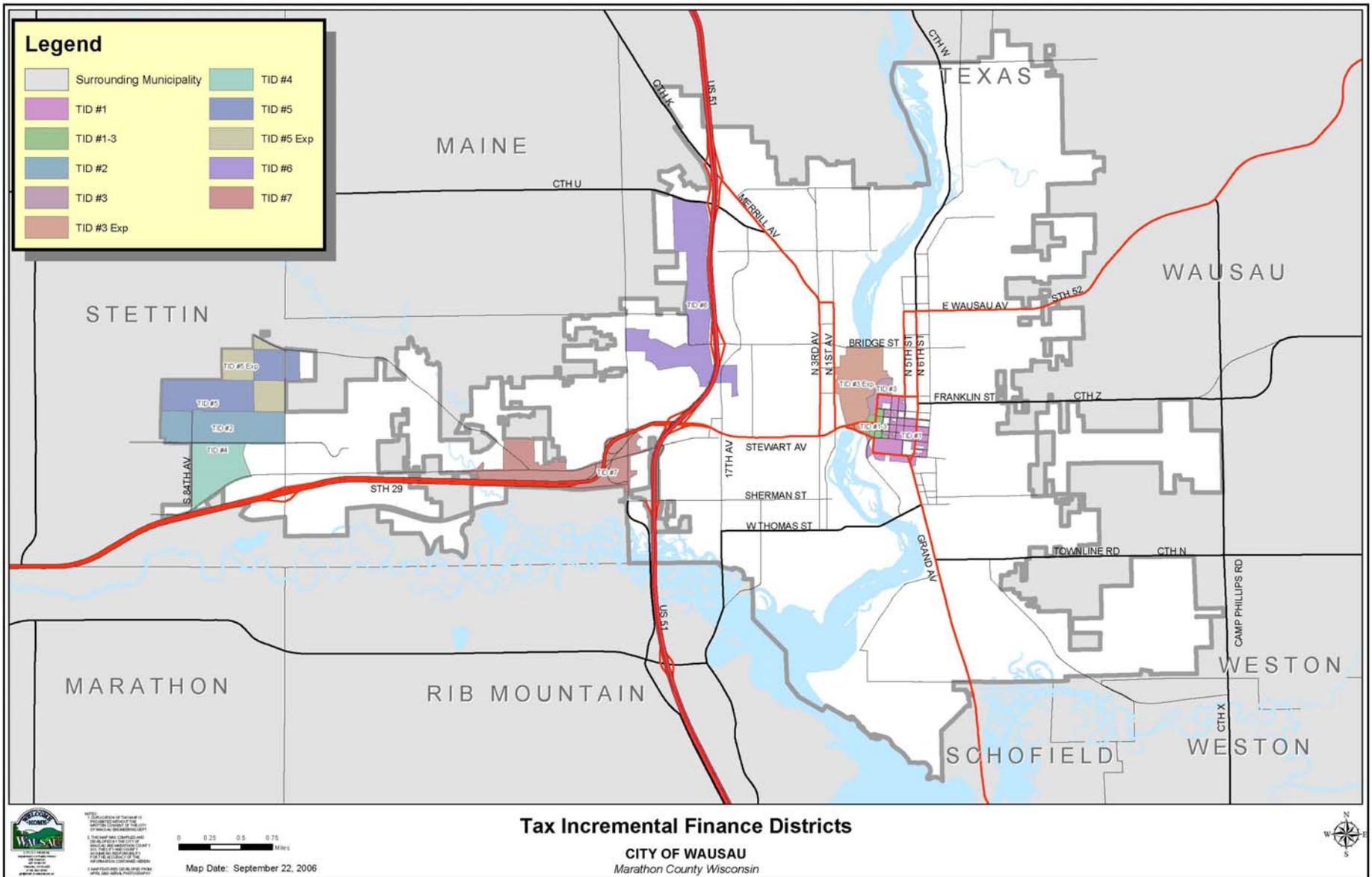
Comparable City TID Use



- City of Appleton
 - Total 6 TIDs
 - 6 Active
 - \$338,982,100 Value
 - 7.79% of total EV
- City of Green Bay
 - Total of 13 TIDs
 - 10 Active
 - \$134,024,100 Value
 - 2.18% of total EV
- City of Janesville
 - Total 27 TIDs
 - 18 Active
 - \$123,496,900 Value
 - 3.14% of total EV
- City of Manitowoc
 - Total 16 TIDs
 - 11 Active
 - \$104,471,500 Value
 - 5.71% of total EV
- City of Oshkosh
 - Total 20 TIDs
 - 16 Active
 - \$216,096,900 Value
 - 6.07% of total EV
- City of Sheboygan
 - Total 12 TIDs
 - 8 Active
 - \$198,737,200 Value
 - 7.49% of total EV



Wausau Tax Incremental Districts



Wausau TIDs Summary



- 7 Active TIDs
 - 2 Redevelopment
 - 4 Industrial
 - 1 Mixed Use
- \$169,703,850 Increment Value
- 6.97% of Total EV



Wausau TID Summary



- City's use of TID allows:
 - Locally Competitive
 - Competitive Statewide
 - Reinvestment into community (TID's 1 & 3)
 - Promote Job Creation & Retention through Industrial & Mixed Use Districts





Water & Sewer Utility Analysis



Water Utility Summary



- A1 Rating – Moody’s Investor Service
- Outstanding Principal Revenue Bonds \$2.9 Million
- Outstanding Principal G.O. Notes \$2.7 Million
- Number of Users/Customers continues to grow
- Debt Service Coverage – Revenue Debt 2.92 in 2006
- Debt Service Coverage – Revenue Debt & G.O. Debt 2.53 in 2006, Decreases to 1.73 in 2007
- Sufficient Cash Flow to Operate System
- Rate Adjustments – Simplified Rate Case Annually or Semi-Annually

	Projected							
	2003	2004	2005	2006 1)	2007	2008	2009	2010
OPERATING REVENUES								
Charges for Services	3,870,165	3,924,961	4,062,841	4,144,098	4,226,980	4,311,519	4,397,750	4,485,705
Other Operating Revenue	29,500	30,711	41,861	41,861	41,861	41,861	41,861	41,861
TOTAL OPERATING REVENUES	3,899,665	3,955,672	4,104,702	4,185,959	4,268,841	4,353,380	4,439,611	4,527,566
OPERATING EXPENSES								
Operation and Maintenance	1,841,492	1,964,821	2,117,531	2,159,882	2,203,079	2,247,141	2,292,084	2,337,925
Depreciation	603,000	656,851	668,588	668,588	668,588	668,588	668,588	668,588
Taxes	680,545	753,219	734,471	734,471	734,471	734,471	734,471	734,471
<i>Repayment to Wastewater for Advance</i>								
TOTAL OPERATING EXPENSES	3,125,037	3,374,891	3,520,590	3,562,941	3,606,138	3,650,200	3,695,143	3,740,984
OPERATING INCOME	774,628	580,781	584,112	623,018	662,703	703,181	744,468	786,581
Non-Operating Income/Expenses								
Investment Income	33,973	35,349	66,887	66,887	66,887	66,887	66,887	66,887
NET REVENUES	808,601	616,130	650,999	689,905	729,590	770,068	811,355	853,468
Depreciation	603,000	656,851	668,588	668,588	668,588	668,588	668,588	668,588
Taxes	680,545	753,219	734,471	734,471	734,471	734,471	734,471	734,471
REV AVAILABLE FOR DEBT SERVICE	2,082,146	2,026,200	2,054,058	2,092,964	2,132,649	2,173,127	2,214,414	2,256,527
REVENUE DEBT SERVICE								
1999 Revenue Bonds-Principal	25,000	290,000	295,000	510,000	535,000	560,000	190,000	200,000
1999 Revenue Bonds-Interest	248,613	240,750	226,125	206,000	179,875	152,500	133,750	124,000
<i>Total Debt Service</i>	<i>273,613</i>	<i>530,750</i>	<i>521,125</i>	<i>716,000</i>	<i>714,875</i>	<i>712,500</i>	<i>323,750</i>	<i>324,000</i>
DEBT SERVICE COVERAGE	7.65	3.82	3.94	2.92	2.98	3.05	6.84	6.96
GO DEBT PAID BY WATER UTILITY								
Existing Debt Principal	747,536	260,662	489,656	91,967	96,911	102,121		
Existing Debt Interest	64,739	35,167	21,349	18,621	9,554	4,902		
2006 GO Issue Principal				0	300,000	300,000	300,000	300,000
2006 GO Issue Interest					110,438	99,788	88,988	78,188
Total GO Debt	812,275	295,829	511,005	110,588	516,903	506,811	388,988	378,188
DEBT SERVICE COVERAGE GO & REVENUE	1.93	2.45	1.99	2.53	1.73	1.78	3.11	3.21

Revenues are projected to increase by 2.00%
 Expenses are projected to increase by 2.00%

1) Revenues for 2006 are prorated for 9 months based upon approved rate increase effective April 1, 2006.



Wastewater Utility Summary



- A1 Rating – Moody’s Investor Service
- Outstanding Principal Revenue Bonds \$5.2 Million
- Outstanding Principal G.O. Notes \$365 Thousand
- Number of Users/Customers Continues to Grow
- Debt Service Coverage – Revenue Debt 1.92 in 2006
- Debt Service Coverage – Revenue Debt & G.O. Debt 1.66 in 2006
- Sufficient Cash Flow to Operate System
- Rate Adjustments – Simplified Rate Case Annually or Semi-Annually



Projected

	2003	2004	2005	2006 1)	2007	2008	2009	2010
OPERATING REVENUES								
Charges for Services	3,635,558	3,552,155	3,637,668	4,152,168	4,235,211	4,319,916	4,406,314	4,494,440
Other Operating Revenue	0	11,699	481	481	481	481	481	481
TOTAL OPERATING REVENUES	3,635,558	3,563,854	3,638,149	4,152,649	4,235,692	4,320,397	4,406,795	4,494,921
OPERATING EXPENSES								
Operation and Maintenance	2,242,061	2,368,673	2,449,606	2,498,598	2,548,570	2,599,541	2,651,532	2,704,563
Depreciation	1,022,528	997,422	1,001,600	1,001,600	1,001,600	1,001,600	1,001,600	1,001,600
TOTAL OPERATING EXPENSES	3,264,589	3,366,095	3,451,206	3,500,198	3,550,170	3,601,141	3,653,132	3,706,163
OPERATING INCOME	370,969	197,759	186,943	652,451	685,522	719,255	753,663	788,758
Non-Operating Income/Expenses								
Investment Income	44,195	41,786	84,036	84,036	84,036	84,036	84,036	84,036
<i>Repayment of Advance from Water Utility</i>								
NET REVENUES	415,164	239,545	270,979	736,487	769,558	803,291	837,699	872,794
Depreciation	1,022,528	997,422	1,001,600	1,001,600	1,001,600	1,001,600	1,001,600	1,001,600
REV AVAILABLE FOR DEBT SERVICE	1,437,692	1,236,967	1,272,579	1,738,087	1,771,158	1,804,891	1,839,299	1,874,394
REVENUE DEBT SERVICE								
2001 Sewer System Rev Ref Bonds-Principal	600,000	630,000	645,000	670,000	705,000	715,000	750,000	790,000
2001 Sewer System Rev Ref Bonds-Interest	304,375	282,850	260,538	235,850	208,350	176,375	139,750	101,250
Total Debt Service	904,375	912,850	905,538	905,850	913,350	891,375	889,750	891,250
DEBT SERVICE COVERAGE	1.59	1.36	1.41	1.92	1.94	2.02	2.07	2.10
GO DEBT PAYABLE BY THE WASTEWATER UTILITY								
Existing Principal	130,748	119,673	136,215	115,440	121,682	128,224		
Existing Interest	22,233	16,923	11,637	23,379	11,996	6,155		
DEBT SERVICE COVERAGE GO & REVENUE	1.36	1.18	1.21	1.66	1.69	1.76	2.07	2.10
Revenues are projected to increase by	2.00%							
Expenses are projected to increase by	2.00%							

1) Revenues for 2006 are prorated for 9 months based upon approved rate increase effective April 1, 2006.





Wastewater Utility Debt Analysis

Year	System Revenues		Revenue Debt Service		GO Debt Service		Total Debt	Coverage Ratios		
	Total	Net	Existing Debt Principal	Interest	Existing Debt Principal	Interest	Total Revenue & GO Debt	Revenue Debt	Revenue Plus GO Debt	All Debt
2001										
2002										
2003	3,635,558	1,437,692	600,000	304,375	130,748	22,233	1,057,356	1.59	1.36	1.36
2004	3,563,854	1,236,967	630,000	282,850	119,673	16,923	1,049,446	1.36	1.18	1.18
2005	3,638,149	1,272,579	645,000	260,538	136,215	11,637	1,053,389	1.41	1.21	1.21
2006	4,152,649	1,738,087	670,000	235,850	115,440	23,379	1,044,669	1.92	1.66	1.66
2007	4,235,692	1,771,158	705,000	208,350	121,682	11,996	1,047,028	1.94	1.69	1.69
2008	4,320,397	1,804,891	715,000	176,375	128,224	6,155	1,025,754	2.02	1.76	1.76
2009	4,406,795	1,839,299	750,000	139,750			889,750	2.07	2.07	2.07
2010	4,494,921	1,874,394	790,000	101,250			891,250	2.10	2.10	2.10
2011	4,584,810	1,910,192	830,000	60,750			890,750	2.14	2.14	2.14
2012	4,676,497	1,946,705	800,000	20,000			820,000	2.37	2.37	2.37
2013	4,770,017	1,983,949								
2014	4,865,408	2,021,938								
Total	51,344,746	20,837,851	7,135,000	1,790,088	751,982	92,322	9,769,392			



Questions



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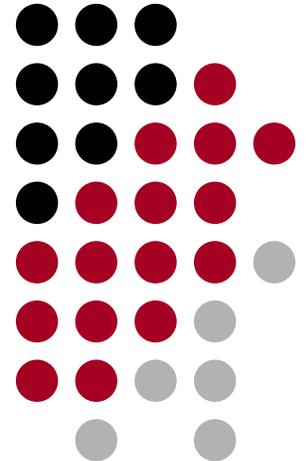


Wausau Tax Increment Districts



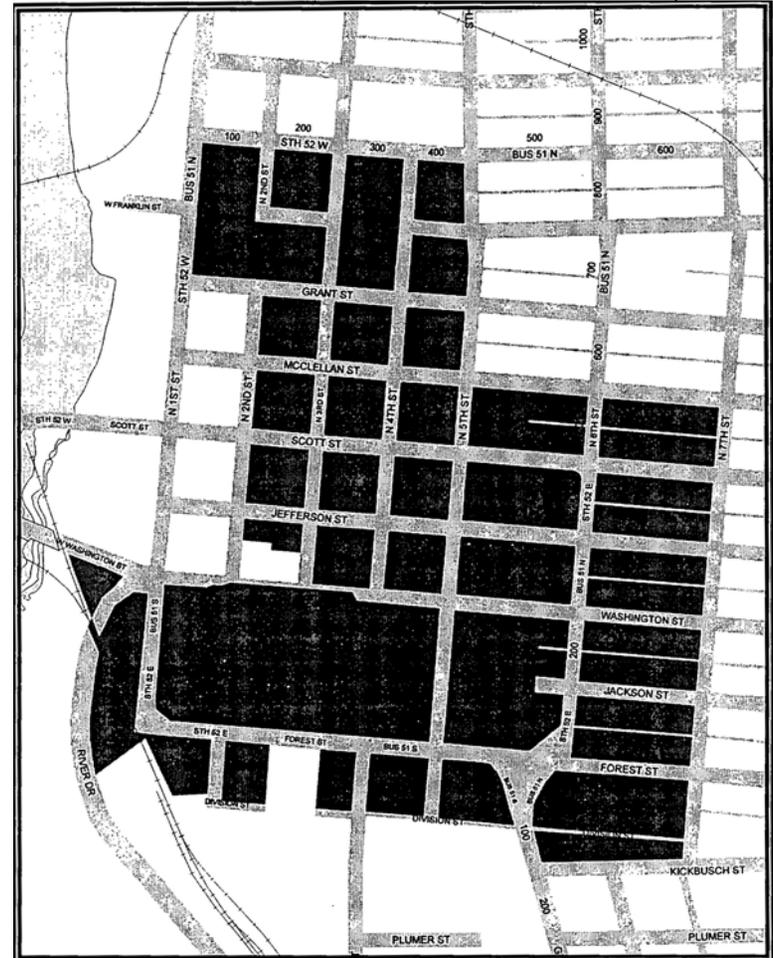
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Supporting Documentation



TID #1

- Creation Year: 1981
- District Type: Blight
- Amendment Year: 2004
 - to share positive increments with TID No. 3 for a period not to exceed 5 years
- Purpose of TID:
 - Finance Downtown Redevelopment



TID # 1 Revenue Projection



TID #1 Increment Projection							
Base Value		32,850,850		Inflation Factor		3.00%	
				Tax Rate Reduction Factor		-3.00%	
Construction Year	Valuation Year	Revenue Year	Inflation Increment	Value Added	Valuation Increment	Tax Rate	Tax Increment
24	2004	2005			57,394,150	26.17	1,502,087
25	2005	2006		3,986,500	61,380,650	25.39	1,558,227
26	2006	2007	1,841,420		63,222,070	25.39	1,604,974
27	2007	2008	1,896,662		65,118,732	25.39	1,653,123
Totals				3,986,500			6,318,411

- Proposed Additional Development – None
- Proposed Additional Capital Projects – None
- Principal Amount of Outstanding Debt Obligations - None



TID #1 Cash Flow



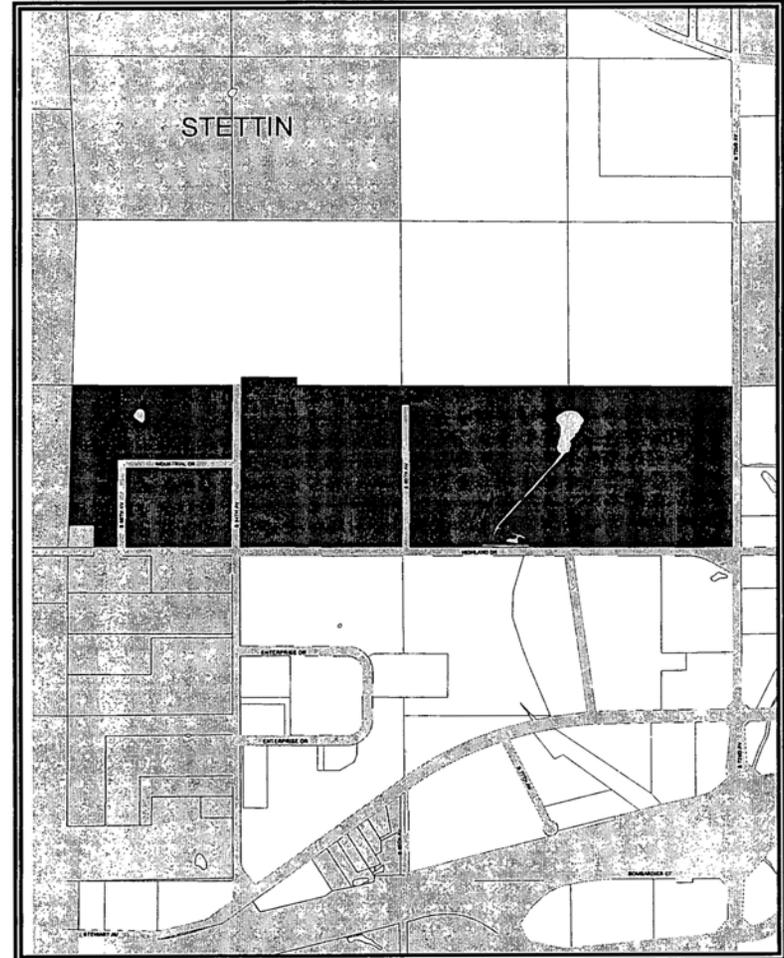
Year	Total Debt Payments	Projected TID Increment	Advance/ (Repayment) From/(To) General Func	Revenue Sharing w/ TID #3	4.00% Interest Earnings	Total Revenues	Annual Balance	Cummulative Balance	Year
2006	0	1,502,087			(117,866)	1,384,221	1,384,221	(2,946,650)	2006
2007	0	1,558,227			(62,497)	1,495,730	1,495,730	(1,562,429)	2007
2008	0	1,604,974		(1,535,000)	(2,668)	67,306	67,306	607	2008
2009	0	1,653,123		(1,653,000)	24	147	147	754	2009
TOTAL	0	6,318,411	0	(3,188,000)	(183,007)	2,947,404	754		



TID #2



- Creation Year: 1990
- District Type: Industrial
- Amendment Year: 2001 & 2004 – to share positive increments with TID No. 3 for a period not to exceed 5 years
- Purpose of TID:
 - Promote Industrial Expansion on the City's west side



TID #2 Revenue Projection



- Proposed Additional Development – None
- Proposed Additional Capital Projects – None
- Principal Amount of Outstanding Debt Obligations - \$30,000

TID #2 Increment Projection							
Base Value		172,300		Inflation Factor		1.00%	
				Tax Rate Reduction Factor		-3.00%	
Construction Year	Valuation Year	Revenue Year	Inflation Increment	Value Added	Valuation Increment	Tax Rate	Tax Increment
14	2003	2004	2005		27,084,300	27.64	741,394
15	2004	2005	2006		27,237,800	26.17	712,852
16	2005	2006	2007	551,600	27,789,400	25.39	705,470
17	2006	2007	2008	279,617	28,069,017	25.39	712,568
18	2007	2008	2009	282,413	28,351,430	25.39	719,738
19	2008	2009	2010	285,237	28,636,667	25.39	726,979
20	2009	2010	2011	288,090	28,924,757	25.39	734,292
21	2010	2011	2012	290,971	29,215,728	25.39	741,679
22	2011	2012	2013	293,880	29,509,608	25.39	749,139
23	2012	2013	2014	296,819	29,806,427	25.39	756,675
24	2013	2014	2015	299,787	30,106,214	25.39	764,285
25	2014	2015	2016	302,785	30,408,999	25.39	771,972
26	2015	2016	2017	305,813	30,714,812	25.39	779,735
27	2016	2017	2018	308,871	31,023,684	25.39	787,576
Totals					551,600		10,404,354



TID #2 Cash Flow



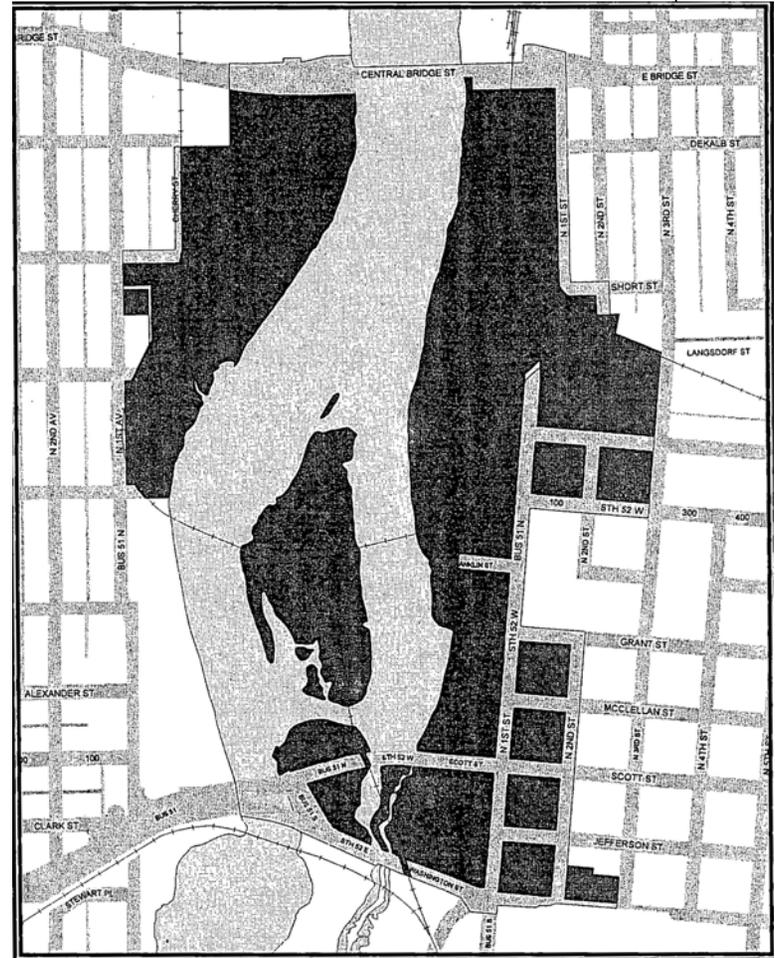
Year	Principal	Rate	Interest	Total Debt Payments	Projected TID Increment	Miscellaneous Revenues	Revenue Sharing w/ TID #3	4.00% Interest Earnings	Total Revenues	Annual Balance	Cummulative Balance	Year
2006	(30,000)		(2,527)	(32,527)	712,852	26,744	(710,142)	0	29,454	(3,073)	(3,073)	2006
2007	(30,000)		(848)	(30,848)	705,470	26,744	(698,000)	(123)	34,091	3,243	170	2007
2008				0	712,568	26,744	(739,000)	7	319	319	489	2008
2009				0	719,738	26,744	(746,000)	20	501	501	990	2009
2010				0	726,979	26,744	(753,000)	40	762	762	1,753	2010
2011				0	734,292	26,744	(761,000)	70	106	106	1,859	2011
2012				0	741,679	26,744	(408,000)	74	360,497	360,497	362,357	2012
2013				0	749,139	26,744	(362,000)	14,494	428,378	428,378	790,734	2013
2014				0	756,675	26,744		31,629	815,048	815,048	1,605,782	2014
2015				0	764,285	26,744		64,231	855,260	855,260	2,461,043	2015
2016				0	771,972	26,744		98,442	897,157	897,157	3,358,200	2016
2017				0	779,735	26,744		134,328	940,807	940,807	4,299,007	2017
2018				0	787,576	26,744		171,960	986,281	986,281	5,285,288	2018
TOTAL	(60,000)		(3,375)	(63,375)	9,662,960	347,672	(5,177,142)	515,173	5,348,663	5,285,288		



TID #3



- Creation Year: 1994
- District Type:
Redevelopment Downtown
District
- Amendment Year: 2000
- Purpose of TID:
 - Promote redevelopment of
the Central Business
District
 - Wausau Century Project
 - Companion to Wausau
Central Business District
Master Plan



TID #3 Revenue Projection



- Proposed Additional Development – None
- Proposed Additional Capital Projects – None
- Principal Amount of Outstanding Debt Obligations - \$19.5 Million
- 2005 GF Subsidy - \$957,000
- 2006 GF Subsidy - \$865,000
- 2007 GF Subsidy - \$1,180,000
- 2008 GF Subsidy - None

TID #3 Increment Projection

Base Value		14,427,500		Inflation Factor		3.00%	
				Tax Rate Reduction Factor		-3.00%	

<i>Construction Year</i>	<i>Valuation Year</i>	<i>Revenue Year</i>	<i>Inflation Increment</i>	<i>Value Added</i>	<i>Valuation Increment</i>	<i>Tax Rate</i>	<i>Tax Increment</i>
11	2004	2005	2006	8,673,600	31,774,000	26.17	831,571
12	2005	2006	2007	7,812,100	39,586,100	25.39	1,004,944
13	2006	2007	2008	1,620,408	41,206,508	25.39	1,046,080
14	2007	2008	2009	1,669,020	42,875,528	25.39	1,088,451
15	2008	2009	2010	1,719,091	44,594,619	25.39	1,132,092
16	2009	2010	2011	1,770,664	46,365,283	25.39	1,177,043
17	2010	2011	2012	1,823,783	48,189,066	25.39	1,223,342
18	2011	2012	2013	1,878,497	50,067,563	25.39	1,271,030
19	2012	2013	2014	1,934,852	52,002,415	25.39	1,320,148
20	2013	2014	2015	1,992,897	53,995,312	25.39	1,370,741
21	2014	2015	2016	2,052,684	56,047,997	25.39	1,422,851
22	2015	2016	2017	2,114,265	58,162,262	25.39	1,476,524
23	2016	2017	2018	2,177,693	60,339,955	25.39	1,531,808
24	2017	2018	2019	2,243,024	62,582,978	25.39	1,588,750
25	2018	2019	2020	2,310,314	64,893,293	25.39	1,647,400
26	2019	2020	2021	2,379,624	67,272,916	25.39	1,707,810
27	2020	2021	2022	2,451,012	69,723,929	25.39	1,770,032
Totals				16,485,700			22,610,615



TID #3 Cash Flow



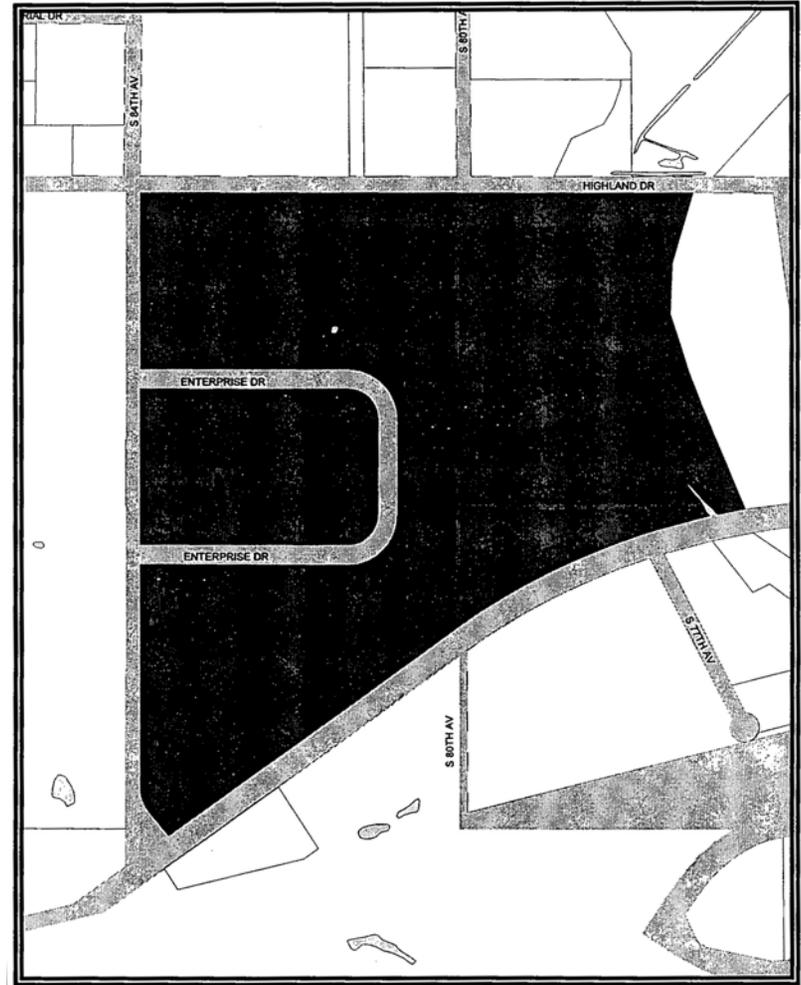
Year	Total Existing Debt	Proposed Future Issue			Total Debt Payments	Projected TID Increment	Miscellaneous Revenues	Revenue Sharing from TID 1 & 2	4.00% Interest Earnings	Total Revenues	EOY 2005 less 2005 borrowing proceeds plus 2005 capital expenditures		Year
		Principal	Rate	Interest							Annual Balance	Cummulative Balance	
2006	(2,975,010)				(2,975,010)	831,571	238,567	710,142	12,679	1,792,959	(1,182,051)	(865,088)	2006
2007	(3,087,405)				(3,087,405)	1,004,944	238,567	698,000	(34,604)	1,906,908	(1,180,497)	(2,045,586)	2007
2008	(2,248,752)				(2,248,752)	1,046,080	238,567	2,274,000	(81,823)	3,476,824	1,228,072	(817,514)	2008
2009	(2,196,859)				(2,196,859)	1,088,451	238,567	2,399,000	(32,701)	3,693,317	1,496,458	678,945	2009
2010	(2,201,932)				(2,201,932)	1,132,092	238,567	753,000	27,158	2,150,817	(51,116)	627,829	2010
2011	(2,202,231)				(2,202,231)	1,177,043	238,567	761,000	25,113	2,201,723	(508)	627,321	2011
2012	(1,902,111)				(1,902,111)	1,223,342	238,567	408,000	25,093	1,895,002	(7,110)	620,211	2012
2013	(1,903,414)				(1,903,414)	1,271,030	238,567	362,000	24,808	1,896,405	(7,008)	613,203	2013
2014	(1,516,708)				(1,516,708)	1,320,148	238,567	0	24,528	1,583,244	66,536	679,739	2014
2015	(1,377,169)				(1,377,169)	1,370,741	238,567	0	27,190	1,636,497	259,328	939,067	2015
2016	(1,192,875)				(1,192,875)	1,422,851	238,567	0	37,563	1,698,980	506,105	1,445,172	2016
2017	(1,185,125)				(1,185,125)	1,476,524	238,567	0	57,807	1,772,898	587,773	2,032,945	2017
2018	(1,175,375)				(1,175,375)	1,531,808	238,567	0	81,318	1,851,692	676,317	2,709,263	2018
2019	(1,168,500)				(1,168,500)	1,588,750	238,567	0	108,371	1,935,687	767,187	3,476,450	2019
2020	(1,159,375)				(1,159,375)	1,647,400	238,567		139,058	2,025,025	865,650	4,342,100	2020
2021	(548,375)				(548,375)	1,707,810	238,567	0	173,684	2,120,061	1,571,686	5,913,786	2021
2022	0				0	1,770,032	238,567	0	236,551	2,245,150	2,245,150	8,158,936	2022
TOTAL	(28,041,216)	0		0	(28,041,216)	22,610,615	4,055,639	8,365,142	851,792	35,883,189	8,158,936		



TID #4



- Creation Year: 1996
- District Type: Industrial
- Purpose of TID:
 - Promote Industrial Expansion on the City's West Side
 - Expansion of the Wausau West Business & Industrial Park (TID #2)
 - Accommodate the Expansion Needs of a National Company located in TID #2



TID #4 Revenue Projections



- Proposed Additional Development – None
- Proposed Additional Capital Projects – None
- Principal Amount of Outstanding Debt Obligations - \$627,000
- GF Subsidy - \$1,053,408
- Additional Development Needed to Cash Flow Existing Obligations is \$5 Million in the next 2 years

City of Wausau							
TID #4 Increment Projection							
Base Value		73,000		Inflation Factor		1.00%	
				Tax Rate Reduction Factor		-3.00%	
Construction Year	Valuation Year	Revenue Year	Inflation Increment	Value Added	Valuation Increment	Tax Rate	Tax Increment
9	2004	2005	2006		2,007,400	26.17	52,534
10	2005	2006	2007	275,200	2,282,600	25.91	59,142
11	2006	2007	2008	22,826	2,305,426	25.13	57,942
12	2007	2008	2009	23,054	2,328,480	25.13	58,521
13	2008	2009	2010	23,285	2,351,765	25.13	59,106
14	2009	2010	2011	23,518	2,375,283	25.13	59,697
15	2010	2011	2012	23,753	2,399,036	25.13	60,294
16	2011	2012	2013	23,990	2,423,026	25.13	60,897
17	2012	2013	2014	24,230	2,447,256	25.13	61,506
18	2013	2014	2015	24,473	2,471,729	25.13	62,121
19	2014	2015	2016	24,717	2,496,446	25.13	62,742
20	2015	2016	2017	24,964	2,521,410	25.13	63,370
21	2016	2017	2018	25,214	2,546,625	25.13	64,004
22	2017	2018	2019	25,466	2,572,091	25.13	64,644
23	2018	2019	2020	25,721	2,597,812	25.13	65,290
Totals					275,200		911,810



TID #4 Cash Flow



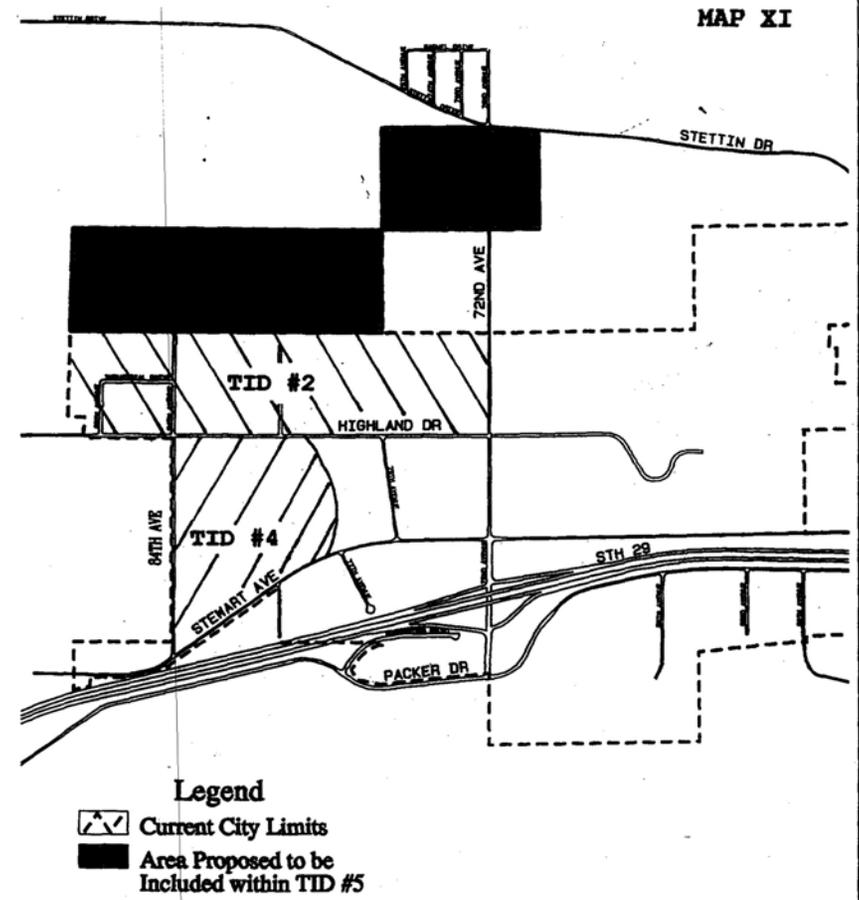
Year	Total Debt Service (P & I)*	Total Debt Payments & Obligations	Projected TID Increment	4.00% Interest Earnings	General Fund Advance			Year
					Total Revenues	Annual Balance	Cummulative Balance	
2005							(1,053,408)	2005
2006	(182,414)	(182,414)	52,534	0	52,534	(129,880)	(1,183,288)	2006
2007	(154,090)	(154,090)	59,142	(47,332)	11,811	(142,279)	(1,325,568)	2007
2008	(154,865)	(154,865)	57,942	(53,023)	4,919	(149,946)	(1,475,514)	2008
2009	(101,958)	(101,958)	58,521	(59,021)	(500)	(102,458)	(1,577,971)	2009
2010	(102,836)	(102,836)	59,106	(63,119)	(4,013)	(106,849)	(1,684,820)	2010
2011		0	59,697	(67,393)	(7,696)	(7,696)	(1,692,516)	2011
2012		0	60,294	(67,701)	(7,406)	(7,406)	(1,699,922)	2012
2013		0	60,897	(67,997)	(7,100)	(7,100)	(1,707,022)	2013
2014		0	61,506	(68,281)	(6,775)	(6,775)	(1,713,796)	2014
2015		0	62,121	(68,552)	(6,431)	(6,431)	(1,720,227)	2015
2016		0	62,742	(68,809)	(6,067)	(6,067)	(1,726,294)	2016
2017		0	63,370	(69,052)	(5,682)	(5,682)	(1,731,976)	2017
2018		0	64,004	(69,279)	(5,275)	(5,275)	(1,737,251)	2018
2019		0	64,644	(69,490)	(4,846)	(4,846)	(1,742,097)	2019
2020		0	65,290	(69,684)	(4,394)	(4,394)	(1,746,491)	2020
TOTAL	(696,163)	(696,163)	911,810	(908,730)	3,080	(693,083)		

* Provided By City Staff.



TID #5

- Creation Year: 1997
- District Type: Industrial
- Amendment Year: 2001
- Purpose of TID:
 - Promote Industrial Expansion on the City's West Side
 - Continued Expansion of the Wausau West Business & Industrial Park (TID's 2 & 4)
 - Grant to Construct the Wausau Business Incubator
 - Accommodate the Expansion needs of 2 large tenants



TID #5 Revenue Projections



- Proposed Additional Development – None
- Proposed Additional Capital Projects – None
- Principal Amount of Outstanding Debt Obligations - \$3.4 Million

City of Wausau							
TID #5 Increment Projection							
Base Value		185,900		Inflation Factor		1.00%	
				Tax Rate Reduction Factor		-3.00%	
Construction Year	Valuation Year	Revenue Year	Inflation Increment	Value Added	Valuation Increment	Tax Rate	Tax Increment
8	2004	2005	2006		18,114,800	26.17	474,064
9	2005	2006	2007		2,618,200	25.91	537,192
10	2006	2007	2008	207,330	20,940,330	25.13	526,287
11	2007	2008	2009	209,403	21,149,733	25.13	531,550
12	2008	2009	2010	211,497	21,361,231	25.13	536,865
13	2009	2010	2011	213,612	21,574,843	25.13	542,234
14	2010	2011	2012	215,748	21,790,591	25.13	547,656
15	2011	2012	2013	217,906	22,008,497	25.13	553,133
16	2012	2013	2014	220,085	22,228,582	25.13	558,664
17	2013	2014	2015	222,286	22,450,868	25.13	564,251
18	2014	2015	2016	224,509	22,675,377	25.13	569,893
19	2015	2016	2017	226,754	22,902,131	25.13	575,592
20	2016	2017	2018	229,021	23,131,152	25.13	581,348
21	2017	2018	2019	231,312	23,362,463	25.13	587,162
22	2018	2019	2020	233,625	23,596,088	25.13	593,033
23	2019	2020	2021	235,961	23,832,049	25.13	598,964
Totals					2,618,200		8,877,890



TID #5 Cash Flow



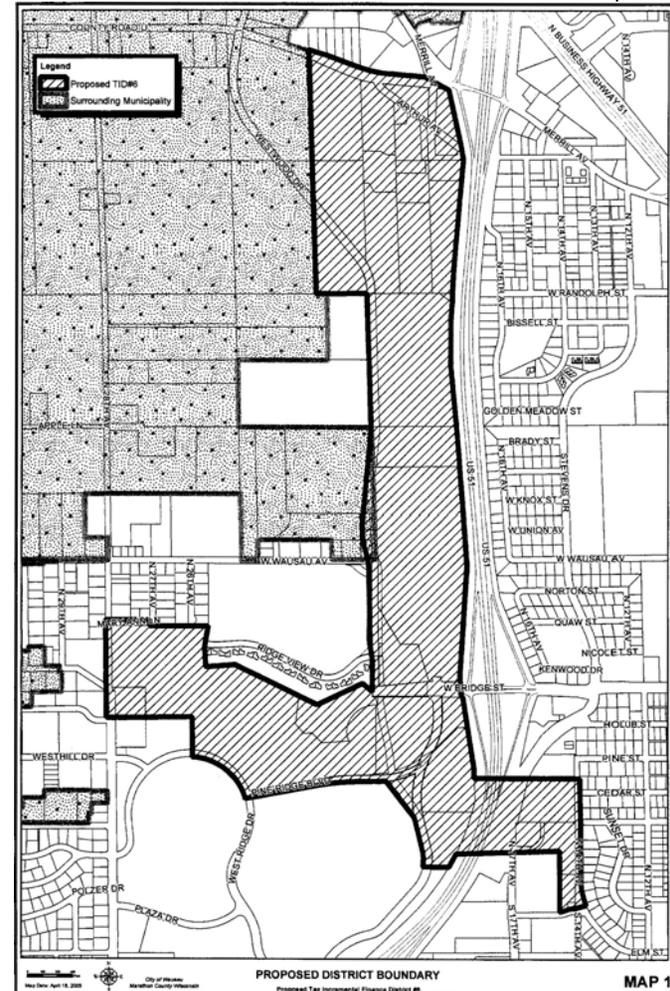
Year	Total Debt Service (P & I)*	Administrative Costs	Total Debt Payments & Obligations	Projected TID Increment	4.00% Interest Earnings	Total Revenues	Annual Balance	Cummulative Balance	Year
2005								92,240	2005
2006	(398,510)	(7,339)	(405,849)	474,064	3,690	477,754	71,905	71,905	2006
2007	(396,796)		(396,796)	537,192	2,876	540,068	143,272	215,177	2007
2008	(335,844)		(335,844)	526,287	8,607	534,894	199,050	414,227	2008
2009	(335,533)		(335,533)	531,550	16,569	548,119	212,586	626,813	2009
2010	(334,304)		(334,304)	536,865	25,073	561,938	227,634	854,447	2010
2011	(332,269)		(332,269)	542,234	34,178	576,412	244,143	1,098,590	2011
2012	(334,225)		(334,225)	547,656	43,944	591,600	257,375	1,355,965	2012
2013	(332,771)		(332,771)	553,133	54,239	607,372	274,601	1,630,566	2013
2014	(332,950)		(332,950)	558,664	65,223	623,887	290,937	1,921,503	2014
2015	(149,681)		(149,681)	564,251	76,860	641,111	491,430	2,412,933	2015
2016	(150,580)		(150,580)	569,893	96,517	666,411	515,831	2,928,763	2016
2017	(151,189)		(151,189)	575,592	117,151	692,743	541,554	3,470,317	2017
2018	(151,471)		(151,471)	581,348	138,813	720,161	568,690	4,039,007	2018
2019	(151,447)		(151,447)	587,162	161,560	748,722	597,275	4,636,282	2019
2020	(153,624)		(153,624)	593,033	185,451	778,485	624,861	5,261,143	2020
2021	(152,849)		(152,849)	598,964	210,446	809,409	656,560	5,917,704	2021
2022	(154,292)		(154,292)		236,708	236,708	82,416	6,000,120	2022
2023	(152,745)		(152,745)		240,005	240,005	87,260	6,087,379	2023
TOTAL	(4,501,080)	(7,339)	(4,508,419)	8,877,890	1,717,908	10,595,798	6,087,379		

* Provided By City Staff



TID #6

- Creation Year: 2005
- District Type: Industrial
- Purpose of TID:
 - Promote Industrial / Commercial Development along I-39
 - Area Best Suited for a Mix of Commercial, Light Industrial, and Office Development



TID #6 Revenue Projections



- Proposed Additional Development – None
- Proposed Additional Capital Projects – None
- Principal Amount of Outstanding Debt Obligations – \$1.5 Million

City of Wausau							
TID #6 Increment Projection							
Base Value		21,723,000		Inflation Factor		1.00%	
				Tax Rate Reduction Factor		-3.00%	
Construction Year	Valuation Year	Revenue Year	Inflation Increment	Value Added	Valuation Increment	Tax Rate	Tax Increment
1	2005	2006	2007		17,932,100	25.91	464,621
2	2006	2007	2008	179,321	18,111,421	25.13	455,189
3	2007	2008	2009	181,114	18,292,535	25.13	459,741
4	2008	2009	2010	182,925	18,475,461	25.13	464,338
5	2009	2010	2011	184,755	18,660,215	25.13	468,982
6	2010	2011	2012	186,602	18,846,817	25.13	473,671
7	2011	2012	2013	188,468	19,035,285	25.13	478,408
8	2012	2013	2014	190,353	19,225,638	25.13	483,192
9	2013	2014	2015	192,256	19,417,895	25.13	488,024
10	2014	2015	2016	194,179	19,612,074	25.13	492,904
11	2015	2016	2017	196,121	19,808,194	25.13	497,833
12	2016	2017	2018	198,082	20,006,276	25.13	502,812
13	2017	2018	2019	200,063	20,206,339	25.13	507,840
14	2018	2019	2020	202,063	20,408,403	25.13	512,918
15	2019	2020	2021	204,084	20,612,487	25.13	518,047
16	2020	2021	2022	206,125	20,818,611	25.13	523,228
17	2021	2022	2023	208,186	21,026,798	25.13	528,460
18	2022	2023	2024	210,268	21,237,065	25.13	533,745
19	2023	2024	2025	212,371	21,449,436	25.13	539,082
20	2024	2025	2026	214,494	21,663,931	25.13	544,473
21	2025	2026	2027	216,639	21,880,570	25.13	549,918
22	2026	2027	2028	218,806	22,099,376	25.13	555,417
23	2027	2028	2029	220,994	22,320,369	25.13	560,971
Totals							11,603,815



TID #6 Cash Flow



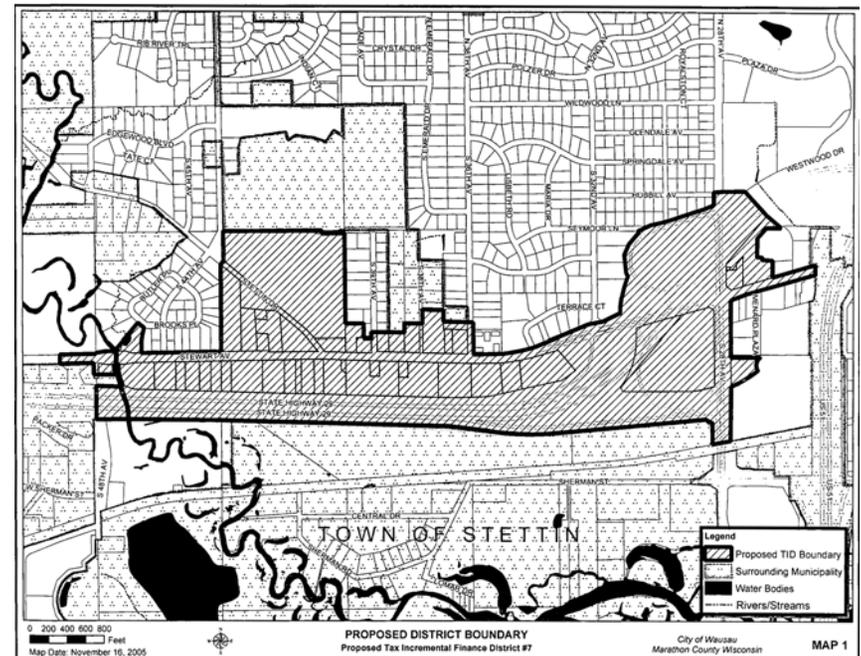
Year	Total Debt Service (P & I)*	Total Debt Payments & Obligations	Projected TID Increment	4.00% Interest Earnings	General Fund Advance			Year
					Total Revenues	Annual Balance	Cummulative Balance	
2005							(109,027)	2005
2006	(176,993)	(176,993)			0	(176,993)	(286,020)	2006
2007	(177,140)	(177,140)	464,621	(11,441)	453,180	276,040	(9,980)	2007
2008	(151,479)	(151,479)	455,189	(399)	454,790	303,311	293,331	2008
2009	(187,783)	(187,783)	459,741	11,733	471,474	283,691	577,022	2009
2010	(189,082)	(189,082)	464,338	23,081	487,419	298,337	875,359	2010
2011	(188,020)	(188,020)	468,982	35,014	503,996	315,976	1,191,335	2011
2012	(188,684)	(188,684)	473,671	47,653	521,325	332,641	1,523,975	2012
2013	(189,023)	(189,023)	478,408	60,959	539,367	350,344	1,874,320	2013
2014	(188,938)	(188,938)	483,192	74,973	558,165	369,227	2,243,547	2014
2015	(192,365)	(192,365)	488,024	89,742	577,766	385,401	2,628,948	2015
2016		0	492,904	105,158	598,062	598,062	3,227,010	2016
2017		0	497,833	129,080	626,914	626,914	3,853,924	2017
2018		0	502,812	154,157	656,969	656,969	4,510,892	2018
2019		0	507,840	180,436	688,276	688,276	5,199,168	2019
2020		0	512,918	207,967	720,885	720,885	5,920,053	2020
2021		0	518,047	236,802	754,850	754,850	6,674,902	2021
2022		0	523,228	266,996	790,224	790,224	7,465,126	2022
2023		0	528,460	298,605	827,065	827,065	8,292,192	2023
2024		0	533,745	331,688	865,432	865,432	9,157,624	2024
2025		0	539,082	366,305	905,387	905,387	10,063,011	2025
2026		0	544,473	402,520	946,994	946,994	11,010,005	2026
2027		0	549,918	440,400	990,318	990,318	12,000,323	2027
2028		0	555,417	480,013	1,035,430	1,035,430	13,035,753	2028
2029		0	560,971	521,430	1,082,401	1,082,401	14,118,154	2029
TOTAL	(1,829,507)	(1,829,507)	11,603,815	4,452,873	16,056,688	14,227,181		

* Provided By City Staff

TID #7



- Creation Year: 2006
- District Type: Mixed-Use
- Purpose of TID:
 - Promote Mix-Use Development on HWY 29, Just West of I-39
 - District was Created in Late 2005 – the First Borrowing for this District Occurred September 2006



TID #7 Revenue Projections



- Proposed Additional Development – \$21,500,000 (From Project Plan)
- Proposed Additional Capital Projects – None
- Principal Amount of Outstanding Debt Obligations - \$350,000 (From 2006 G.O. Notes)

City of Wausau							
TID #7 Increment Projection							
Base Value		32,850,850		Inflation Factor		3.00%	
				Tax Rate Reduction Factor		-3.00%	
Construction Year	Valuation Year	Revenue Year	Inflation Increment	Value Added*	Valuation Increment	Tax Rate	Tax Increment
1	2006	2007	2008	4,000,000	4,000,000	25.13	100,520
2	2007	2008	2009	120,000	1,500,000	25.13	141,231
3	2008	2009	2010	168,600	5,000,000	25.13	271,118
4	2009	2010	2011	323,658	6,000,000	25.13	430,031
5	2010	2011	2012	513,368	5,000,000	25.13	568,582
6	2011	2012	2013	678,769	23,304,395	25.13	585,639
7	2012	2013	2014	699,132	24,003,526	25.13	603,209
8	2013	2014	2015	720,106	24,723,632	25.13	621,305
9	2014	2015	2016	741,709	25,465,341	25.13	639,944
10	2015	2016	2017	763,960	26,229,301	25.13	659,142
11	2016	2017	2018	786,879	27,016,180	25.13	678,917
12	2017	2018	2019	810,485	27,826,666	25.13	699,284
13	2018	2019	2020	834,800	28,661,466	25.13	720,263
14	2019	2020	2021	859,844	29,521,310	25.13	741,871
15	2020	2021	2022	885,639	30,406,949	25.13	764,127
16	2021	2022	2023	912,208	31,319,157	25.13	787,050
17	2022	2023	2024	939,575	32,258,732	25.13	810,662
18	2023	2024	2025	967,762	33,226,494	25.13	834,982
19	2024	2025	2026	996,795	34,223,289	25.13	860,031
20	2025	2026	2027	1,026,699	35,249,988	25.13	885,832
Totals				21,500,000		12,403,739	

* From Project Plan



TID #7 Cash Flow



Year	Total Debt Service (P & I)*	Total Debt Payments & Obligations	Projected TID Increment	4.00% Interest Earnings	Total Revenues	Annual Balance	Cummulative Balance	Year
2006		0	0	0	0	0	0	2006
2007	(47,819)	(47,819)	0	0	0	(47,819)	(47,819)	2007
2008	(46,576)	(46,576)	100,520	(1,913)	98,607	52,031	4,212	2008
2009	(45,316)	(45,316)	141,231	168	141,399	96,083	100,295	2009
2010	(44,056)	(44,056)	271,118	4,012	275,129	231,073	331,368	2010
2011	(42,788)	(42,788)	430,031	13,255	443,286	400,498	731,866	2011
2012	(41,510)	(41,510)	568,582	29,275	597,857	556,347	1,288,213	2012
2013	(40,233)	(40,233)	585,639	51,529	637,168	596,935	1,885,149	2013
2014	(38,938)	(38,938)	603,209	75,406	678,615	639,677	2,524,826	2014
2015	(37,643)	(37,643)	621,305	100,993	722,298	684,655	3,209,481	2015
2016	(36,330)	(36,330)	639,944	128,379	768,323	731,993	3,941,474	2016
2017		0	659,142	157,659	816,801	816,801	4,758,276	2017
2018		0	678,917	190,331	869,248	869,248	5,627,523	2018
2019		0	699,284	225,101	924,385	924,385	6,551,908	2019
2020		0	720,263	262,076	982,339	982,339	7,534,247	2020
2021		0	741,871	301,370	1,043,240	1,043,240	8,577,488	2021
2022		0	764,127	343,100	1,107,226	1,107,226	9,684,714	2022
2023		0	787,050	387,389	1,174,439	1,174,439	10,859,153	2023
2024		0	810,662	434,366	1,245,028	1,245,028	12,104,181	2024
2025		0	834,982	484,167	1,319,149	1,319,149	13,423,330	2025
2026		0	860,031	536,933	1,396,964	1,396,964	14,820,294	2026
2027		0	885,832	592,812	1,478,644	1,478,644	16,298,938	2027
TOTAL	(421,208)	(421,208)	12,403,739	4,316,407	16,720,146	16,298,938		

* A portion of the 2006 G.O. Note Sale





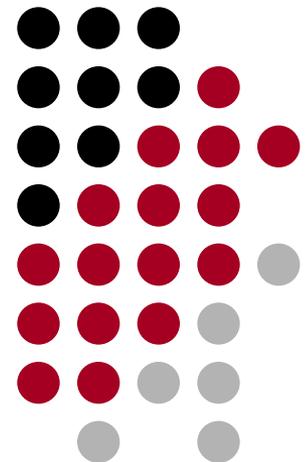
EHLERS
LEADERS IN PUBLIC FINANCE

5 Year Financial Management Plan Workshop #3

Moody's Rating, Capital Finance Plan, Financial Policies, and TID #5 Update

Philip Cosson, Vice President/Financial Advisor
James Mann, Vice President/Financial Advisor

August 14, 2007



3rd Workshop Agenda



- Review Latest Moody's Report
 - Comparables
- Review Debt Plan
 - Existing Debt
 - Future Debt
- Review TID #5
 - Cash Flow *Pro Forma*
- Financial Policies
 - Undesignated Fund Balance
 - Investments
 - Capital Policy
 - Debt Policy
- Next Steps

Latest Moody's Report



New Issue: **Wausau (City of WI)**

MOODY'S ASSIGNS Aa3 RATING TO THE CITY OF WAUSAU'S (WI) \$4.5 MILLION GO PROMISSORY NOTES, SERIES 2007A, AND ITS \$2.6 MILLION GO REFUNDING BONDS< SERIES 2007B

Aa3 AFFIRMATION AFFECTS \$52.3 MILLION OF OUTSTANDING DEBT INCLUDING CURRENT ISSUE

Municipality
WI

Moody's Rating

ISSUE	RATING
General Obligation Promissory Notes, 2007A and General Obligation Refunding Bonds, Series 2007B	Aa3
Sale Amount	\$7,100,000
Expected Sale Date	05/08/07
Rating Description	General Obligation

Opinion

NEW YORK, May 3, 2007 -- Moody's Investors Service has assigned a Aa3 rating to the City of Wausau's (WI) \$4.5 million General Obligation Promissory Notes, Series 2007A and its \$2.62 million General Obligation Refunding Bonds, Series 2007B. Concurrently, Moody's has affirmed the Aa3 rating on \$52.3 million of its outstanding party debt including the current issues. Both secured by Wausau's general obligation unlimited tax pledge, the Notes will finance a series of infrastructure improvement projects, while the Bonds will advance refund the city's outstanding Water System Revenue Bonds, Series 1999. Assignment of the Aa3 rating reflects Wausau's moderately sized tax base which serves as a regional trade center, pressured but improving financial operations, slightly below average wealth indices, and above average but manageable debt level.

CITY SERVES AS REGIONAL CENTER FOR NORTH CENTRAL WISCONSIN

Located 140 miles north of Madison (GO rated Aaa) along I-39, the City of Wausau encompasses 20 square miles. Its moderate \$2.4 billion tax base, serving as a commercial center for north central Wisconsin, has grown at a somewhat modest 5.8% five year average annual rate- though the most recent valuation growth has posted relatively stronger rates. In addition to attracting industrial development, Wausau has made use of TIF financing to encourage redevelopment of existing parcels, meeting with success downtown which has generated renewed interest in attracting both retail and office occupants. The eleven story First Wausau Tower is expected to open to its first occupants this month. Additional downtown development includes upgrades to the mall, the construction of an eye clinic and higher density residential growth. Officials report additional potential developer interest in the downtown area. While Wausau's tax base is only mildly concentrated, the overall metro economy is dependant on manufacturing (one in four for Wausau vs. one in ten nationally) and agriculture. Paper, lumber and wood products constitute a significant component of the manufacturing base (producing window and door frames among other related goods). Though notably exposed to a nationally slowing housing market, it has not seen a demonstrable impact on local payrolls according to officials. City wealth levels are slightly below state indices, while Marathon County's 2006 unemployment rate of 4.9% roughly equate state levels.

HEALTHY RESERVES; IMPROVING OPERATIONS

Previous to 2002 the city historically posted operating surpluses which built reserves up to a total of \$20 million, or 84% of General Fund revenues, with \$8.5 million unreserved. The city has subsequently posted a series of General Fund deficits, a portion of which is due to draws for TIF related activities. That portion of the General Fund balance used for TIF purposes is reserved as such, with roughly \$4 million identified at the end of 2005. While the General Fund made outlays for TIF purposes, it did have a structural imbalance representing \$900,000 of the \$1.97 million total draw in 2004, and \$230,000 of the \$1.2 million draw in 2005. Officials report that un-audited fiscal 2006 results will reveal the continued use of designated fund balance for TIF use, but the structural gap closed, with a net \$939,000 General Fund draw. Absent transfers however, it would have realized a \$19,000 gain. Conservative revenue estimates and tight budget oversight are attributed to bringing the budget back into balance. It is still expected over the next several years to use the



remaining reserved portion of the General Fund for TIF purposes, but do not anticipate using any of the unreserved portion which at the end of 2005 stood at a \$8.18 million, or a healthy 31.4% of revenues. Though one TIF district does not owe the General Fund for any of the received transfers from a balance sheet perspective, solid performance projections could yield some repayment back to the General Fund over the medium run. An OPEB liability calculation is currently being undertaken. Future credit analysis will focus on the city's ability to maintain liquid reserve levels consistent with its rating category.

ABOVE AVERAGE DEBT PROFILE; RAPID AMORTIZATION

The Notes are being issued to finance Wausau's annual CIP needs such as street/curb gutter improvements, storm sewer upgrades and land acquisition. The Bonds are refunding the water utility's outstanding revenue Bonds, Series 1999, converting them to GOULT debt, through it is the city's intention that the water utility will continue to make all of the required annual debt service payments. At 2.2%, Wausau's direct debt burden is somewhat above average (4.2% overall), yielding an average \$1,338 direct debt per capita, though it should be noted that a sizeable portion is repaid from TIF or enterprise fund revenues- thereby reducing the impact on the general tax payer. Given moderating borrowing needs and rapid principal amortization (85.7% retired in ten years, all debt in sixteen), Moody's believes the city's debt levels will remain manageable.

Latest Moody's Report (con't)



KEY STATISTICS

2006 Population (Estimate): 39,740 (3.4% increase since 2000)

2006 Full Valuation: \$2.4 billion

2006 Full Value per Capita (Estimate): \$61,246

Direct Debt: 2.2%

Overall Debt: 4.2%

Payout (10 Years): 85.7%

Fiscal 2005 General Fund Balance: \$12.5 million (48.0% of revenues)

Fiscal 2005 Unreserved General Fund Balance: \$8.18 million (31.4% of revenues)

Marathon County Unemployment Rate (2006): 4.9%

2000 Per Capita Income as a % of State: 95.1% (93.7% of US)

2000 Median Family Income as a % of State: 89.0% (94.0% of US)

Analysts

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Moody's Investors Service

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Public Finance Group
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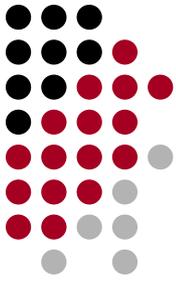
Edward Damutz
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Rating Factors of Comparable Communities



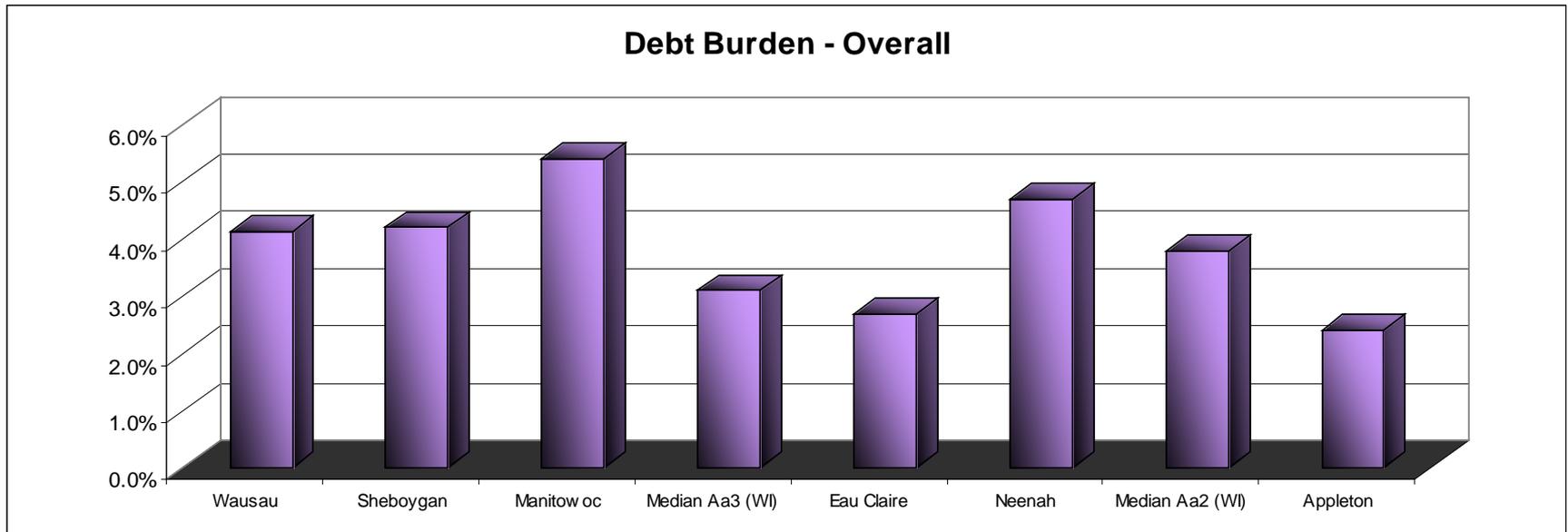
RATING FACTORS OF COMPARABLE COMMUNITIES



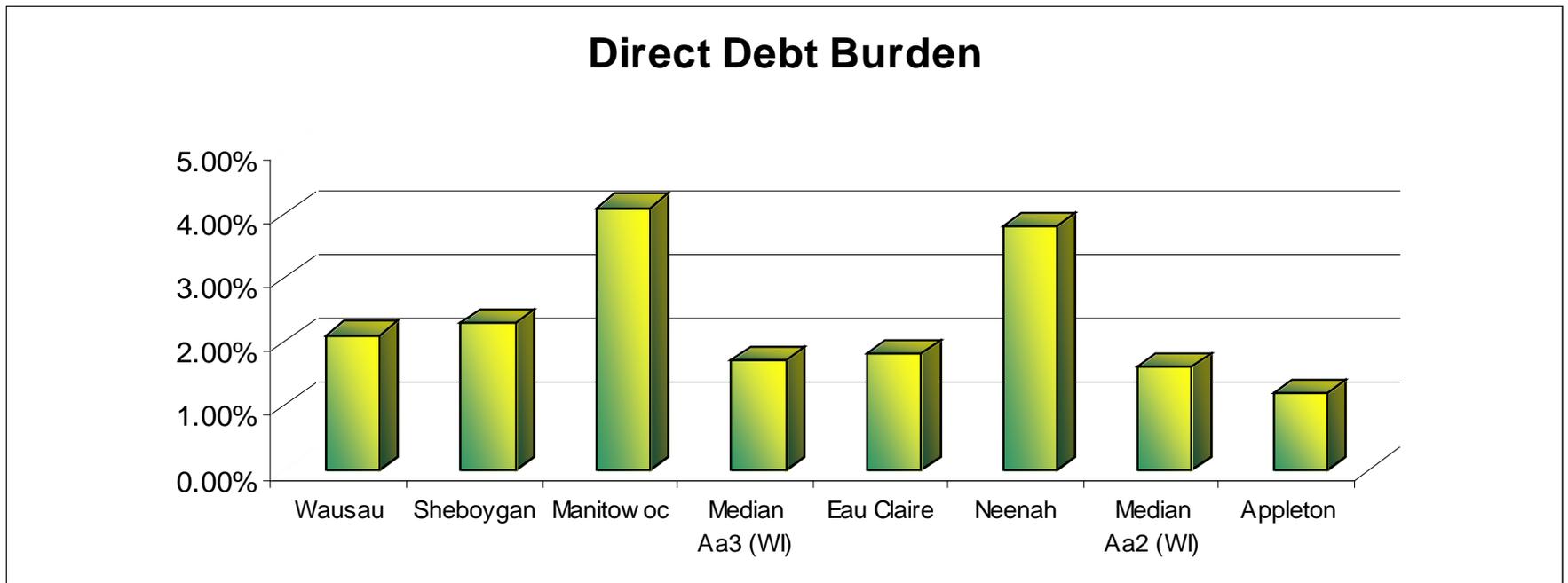
Municipality	Current Rating	Overall Debt Burden	Direct Debt Burden	Payout, 10-Years	Direct Debt Per Capita	Overall Debt Per Capita	Average Annual Growth FV	Undesignated Gen. Fund % of Total Op. Rev.	% of Exp. for Debt Service	Adj Gross Inc Per Return (2005)	Adj Gross Inc as % of State (2005)	Per Capita Eq. Value (2006)	Eq. Value TID - IN (2006)	Population (2006)
Wausau	Aa3	4.13%	2.10%	89.19%	\$1,286	\$2,531	5.78%	23.87%	23.70%	\$39,677	87.48%	\$61,246	2,433,934,300	39,740
Sheboygan	Aa3	4.20%	2.30%	83.80%	\$1,206	\$2,202	5.40%	15.30%	32.80%	\$37,572	82.84%	\$52,420	2,655,060,100	50,650
Manitowoc	Aa3	5.40%	4.10%	77.70%	\$2,161	\$2,846	3.40%	17.30%	18.30%	\$38,159	84.13%	\$52,707	1,830,003,400	34,720
Median Aa3 (WI)	Aa3	3.10%	1.70%	78.60%	\$1,266	\$2,807	7.70%	15.10%	18.70%	n/a	n/a	\$92,220	2,050,573,000	n/a
Eau Claire	Aa2	2.70%	1.80%	65.50%	\$1,093	\$1,640	6.50%	6.50%	10.10%	\$39,899	87.97%	\$60,742	3,951,641,300	65,056
Neenah	Aa2	4.70%	3.80%	80.40%	\$2,755	\$3,408	5.20%	19.70%	24.30%	\$48,999	108.03%	\$72,507	1,843,845,100	25,430
Median Aa2 (WI)	Aa2	3.80%	1.60%	83.60%	\$1,314	\$2,884	7.80%	10.20%	16.50%	n/a	n/a	\$110,436	2,988,229,000	n/a
Appleton	Aa1	2.40%	1.20%	99.10%	\$725	\$1,450	6.20%	32.50%	13.90%	\$46,167	101.79%	\$60,416	4,350,186,400	72,004

Source: Moody's Investor's Service Most Recent Credit Reports & Village or City Audits, State of Wisconsin (DOR)

Rating Factors – Cont.



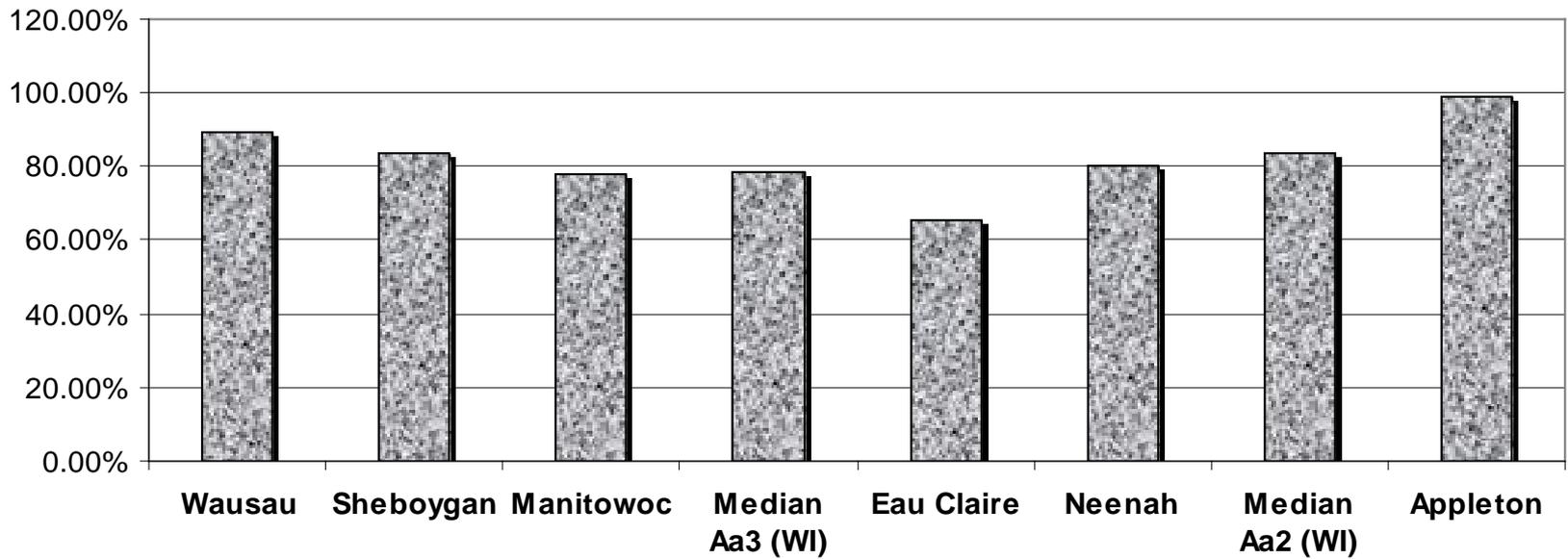
Rating Factors – Cont.



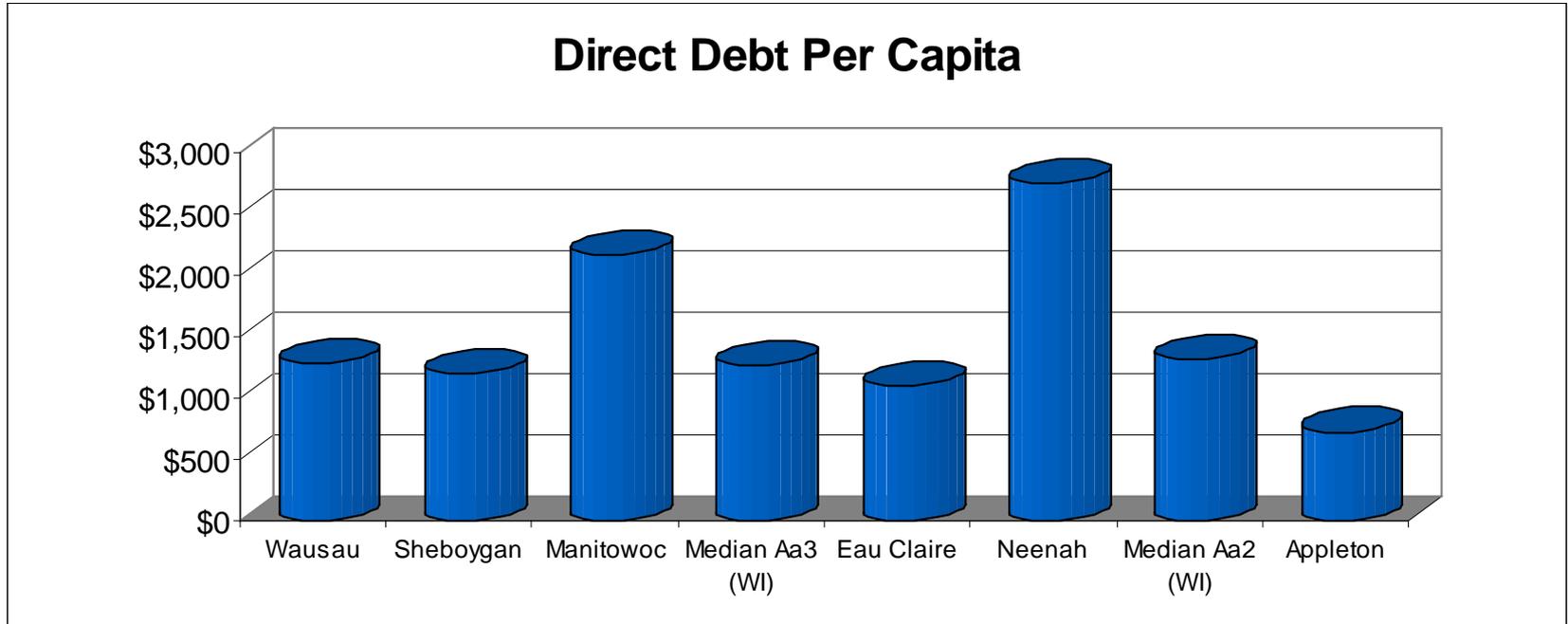
Rating Factors – Cont.



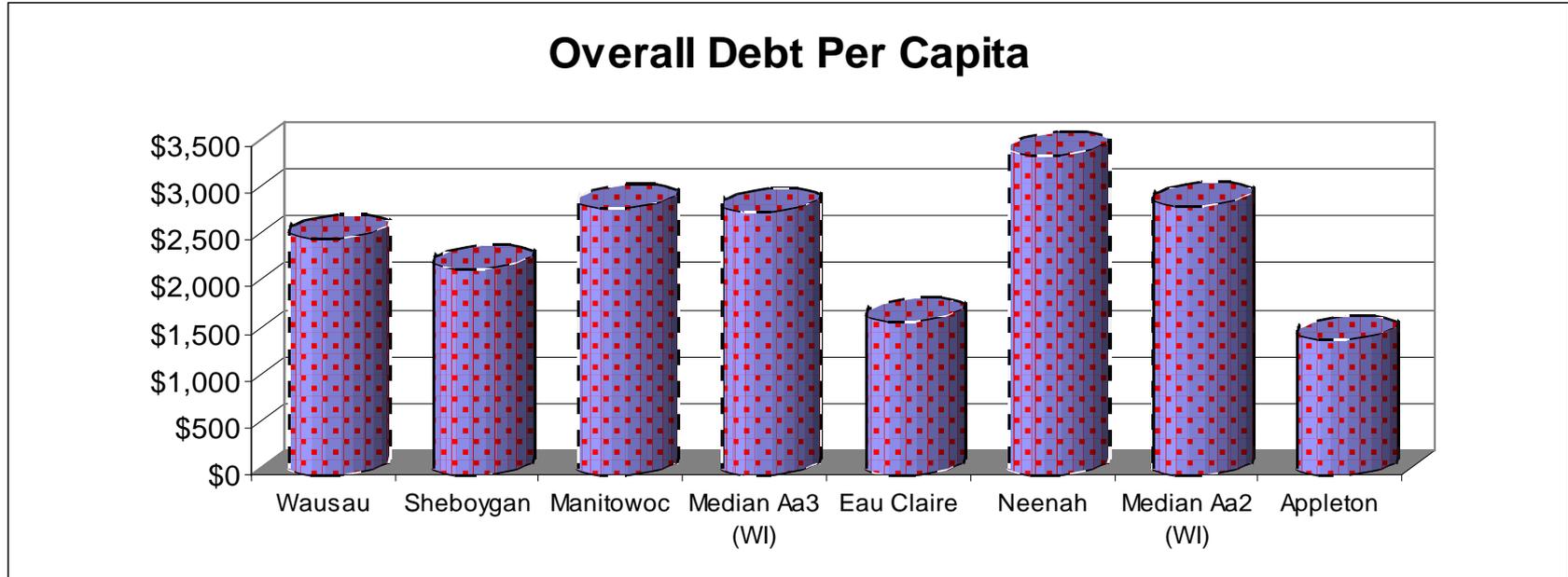
Payout of Principal in 10 Years



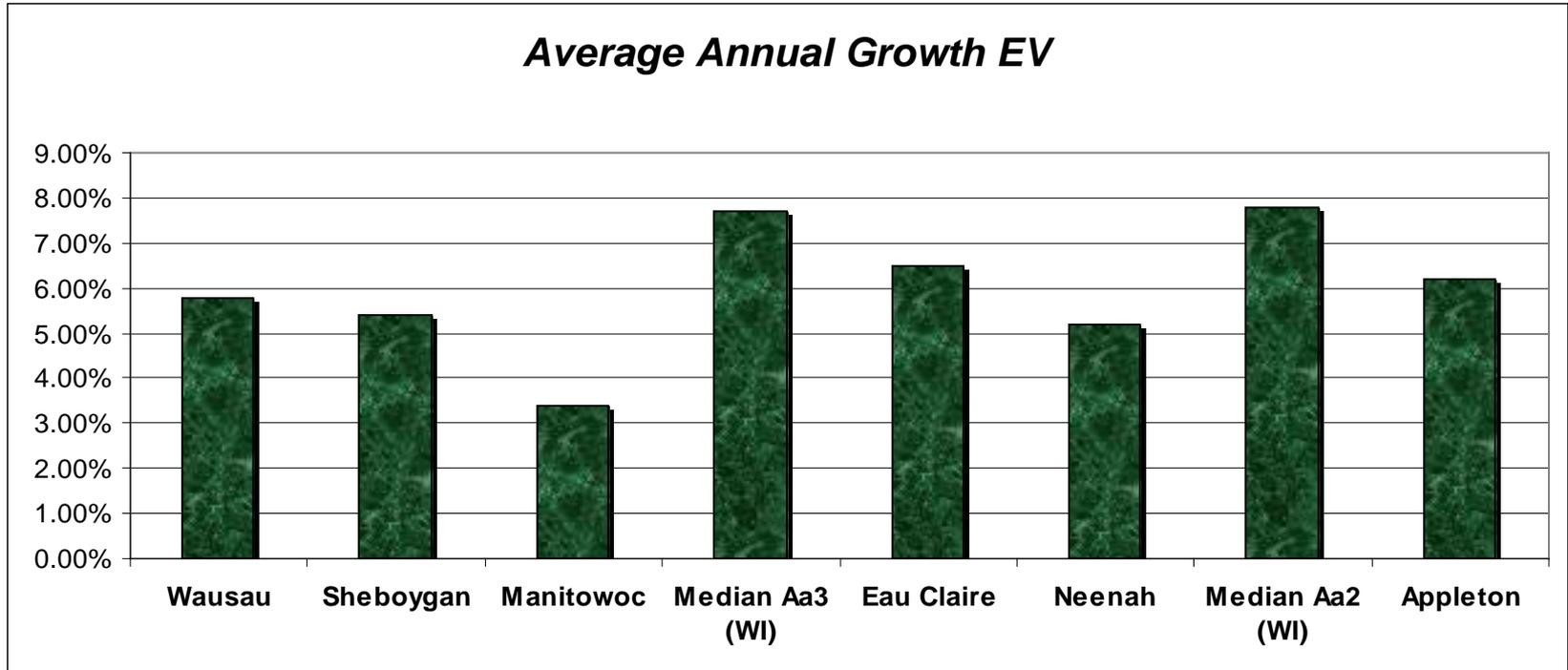
Rating Factors – Cont.



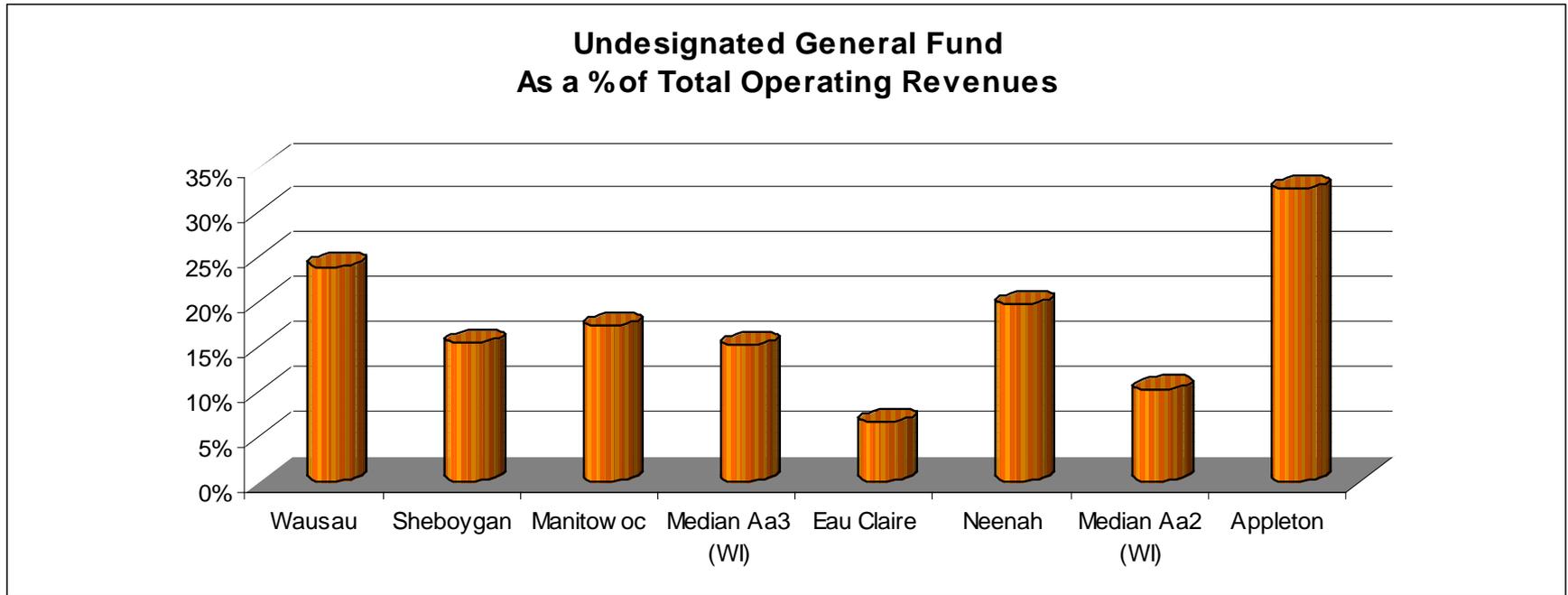
Rating Factors – Cont.



Rating Factors – Cont.



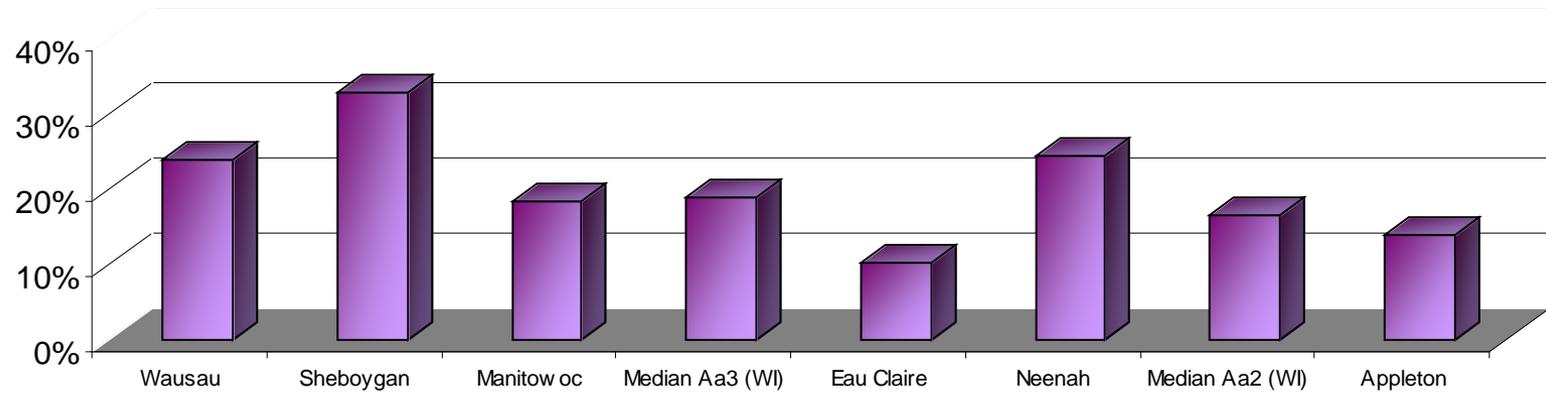
Rating Factors – Cont.



Rating Factors – Cont.



% of Expenditures for Debt



Updated Capital Financing Plan



- Base Case – Including:
 - Existing General Obligation (GO) Debt
 - GO Borrowing Capacity
 - Tax Base Growth (Historic & Projected)
 - Existing Tax Impact Analysis – No New Debt

Capital Financing Plan – Including Future Borrowings:

G.O. Debt Outstanding



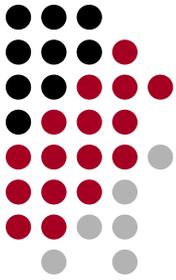
DATED AMOUNT	GENERAL OBLIGATION CORPORATE PURPOSE BONDS- Series 1996B		GENERAL OBLIGATION PROMISSORY NOTES		GENERAL OBLIGATION PROMISSORY NOTES		GENERAL OBLIGATION REFUNDING BONDS		GENERAL OBLIGATION PROMISSORY NOTES (Taxable)		GENERAL OBLIGATION PROMISSORY NOTES	
	5/1/1996 \$1,085,000	5/15/1997 \$810,000	5/1/1998 \$4,915,000	8/15/1998 \$6,050,000	4/1/1999 \$1,660,000	4/1/2000 \$5,790,000	OCT 1	APR 1	MAY 1	OCT 1	APR 1	APR 1
MATURITY	OCT 1		APR 1		MAY 1		OCT 1		APR 1		APR 1	
RATES	5.05 - 5.75		4.00-4.25%		3.875-4.2%		5.35-6.2%		4.875-5.00%			
YEAR	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT
2007	85,000	24,918	90,000	2,543	565,000	37,081	120,000	10,290	100,000	16,018	665,000	128,125
2008	45,000	20,540			590,000	12,538	125,000	5,250	105,000	9,739	705,000	93,875
2009	45,000	18,155							105,000	3,255	740,000	57,750
2010	50,000	15,725									785,000	19,625
2011	55,000	12,975										
2012	55,000	9,950										
2013	60,000	6,870										
2014	60,000	3,450										
2015												
2016												
2017												
2018												
2019												
2020												
2021												
2022												
2023												
	455,000	112,583	90,000	2,543	1,155,000	49,619	245,000	15,540	310,000	29,011	2,895,000	299,375

G.O. Debt Outstanding (Con't)



DATED AMOUNT	GENERAL OBLIGATION PROMISSORY NOTES		STATE TRUST FUND LOAN		GENERAL OBLIGATION PROMISSORY NOTES		GENERAL OBLIGATION CORPORATE PURPOSE BONDS		GENERAL OBLIGATION PROMISSORY NOTES Series 2003B		GENERAL OBLIGATION PROMISSORY NOTES (Taxable) Series 2003C	
	4/1/2001 \$4,875,000		10/3/2001 \$1,617,503		4/1/2002 \$1,450,000		4/1/2003 \$3,885,000		4/1/2003 \$2,075,000		4/1/2003 \$2,075,000	
MATURITY	APR 1		MAR 15		APR 1		APR 1		APR 1		APR 1	
RATES	3.40-4.40%		5.25% Sec 108 Refinance		2.0-4.45%		3.00-4.625%		2.00-3.70%		2.40 - 4.60%	
YEAR	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT
2007	500,000	106,995	182,087	53,104	140,000	36,778	150,000	139,725	195,000	44,658	195,000	57,660
2008	525,000	85,720	191,528	43,663	150,000	31,263	155,000	135,150	200,000	40,110	200,000	51,335
2009	545,000	62,978	201,702	33,489	155,000	25,160	160,000	130,225	210,000	34,565	205,000	44,143
2010	570,000	38,720	212,291	22,900	160,000	18,583	165,000	124,738	215,000	28,080	215,000	36,050
2011	595,000	13,090	223,886	11,754	170,000	11,485	170,000	118,663	220,000	20,900	225,000	26,913
2012					175,000	3,894	175,000	112,194	230,000	13,020	235,000	16,788
2013							185,000	105,444	240,000	4,440	250,000	5,750
2014							190,000	98,365				
2015							200,000	90,755				
2016							210,000	82,503				
2017							220,000	73,685				
2018							230,000	64,233				
2019							240,000	54,185				
2020							255,000	43,415				
2021							265,000	31,909				
2022							280,000	19,713				
2023							290,000	6,706				
	2,735,000	307,503	1,011,494	164,910	950,000	127,161	3,540,000	1,431,605	1,510,000	185,773	1,525,000	238,638

G.O. Debt Outstanding (Con't)



DATED AMOUNT	GENERAL OBLIGATION PROMISSORY NOTES Series 2003D		GENERAL OBLIGATION PROMISSORY NOTES Series 2004A		GENERAL OBLIGATION PROMISSORY NOTES (Taxable) Series 2004B		GENERAL OBLIGATION REFUNDING BONDS Series 2004C		GENERAL OBLIGATION REFUNDING BONDS Series 2004D		GENERAL OBLIGATION PROMISSORY NOTES Series 2005A	
	12/1/2003 \$3,285,000		5/1/2004 \$3,050,000		5/1/2004 \$1,500,000		5/1/2004 \$5,360,000		12/1/2004 \$13,445,000		8/1/2005 \$3,830,000	
MATURITY	OCT 1		APR 1		APR 1		OCT 1		APR 1		APR 1	
RATES	1.85-3.45%		2.00-4.00%		2.50 - 5.0%		2.25 - 4.00%		3.0 -5.0%		2.8-3.65%	
YEAR	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT
2007	310,000	68,488	285,000	81,550	135,000	50,950	820,000	146,650	700,000	517,105	330,000	110,700
2008	320,000	61,358	290,000	74,000	140,000	46,475	835,000	126,150	715,000	495,880	275,000	101,859
2009	325,000	53,678	295,000	65,588	145,000	41,125	370,000	103,188	740,000	474,055	375,000	92,178
2010	335,000	45,228	305,000	56,588	150,000	35,150	375,000	92,088	760,000	450,605	390,000	80,410
2011	345,000	35,513	315,000	46,106	155,000	28,665	385,000	80,838	785,000	424,518	400,000	67,768
2012	360,000	24,645	325,000	33,700	165,000	21,378	395,000	66,400	810,000	395,593	415,000	54,420
2013	370,000	12,765	335,000	20,500	170,000	13,250	410,000	50,600	840,000	364,655	430,000	40,263
2014			345,000	6,900	180,000	4,500	420,000	34,200	875,000	332,499	445,000	25,054
2015							435,000	17,400	905,000	298,671	470,000	8,578
2016									935,000	257,875		
2017									975,000	210,125		
2018									1,015,000	160,375		
2019									1,060,000	108,500		
2020									1,105,000	54,375		
2021									535,000	13,375		
2022												
2023												
	2,365,000	301,673	2,495,000	384,931	1,240,000	241,493	4,445,000	717,513	12,755,000	4,558,205	3,530,000	581,228

G.O. Debt Outstanding (Con't)



DATED AMOUNT	GENERAL OBLIGATION PROMISSORY NOTES (Taxable) Series 2005B		GENERAL OBLIGATION PROMISSORY NOTES Series 2006		GENERAL OBLIGATION PROMISSORY NOTES Series 2007A		GENERAL OBLIGATION REFUNDING BONDS Series 2007B							
	12/1/2005 \$2,000,000	12/1/2005 \$2,000,000	12/1/2005 \$2,000,000	12/1/2005 \$2,000,000	5/29/2007 \$4,535,000	5/29/2007 \$4,535,000	5/29/2007 \$2,605,000	5/29/2007 \$2,605,000						
MATURITY	OCT 1		OCT 1		MAY1		MAY 1							
RATES	4.75-5.15%		4.55-3.80%		30.79% 10.36% 58.84%		100% Utility Revenues							
YEAR	PRINC	INT	PRINC	INT	PRINC	INT	PRINC	INT	TOTAL PRINC	TOTAL INT	TOTAL PRIN & INT	PRINC OUTSTNG	PRINC %PAID	YEAR
2007	110,000	61,103	575,000	211,156		70,373			6,252,087	1,975,967	8,228,054	51,124,407	10.90%	2007
2008	115,000	55,768	575,000	190,744	450,000	158,573	200,000	136,464	6,906,528	1,976,451	8,882,979	44,217,879	22.93%	2008
2009	120,000	50,190	575,000	170,044	450,000	142,373	200,000	87,518	5,961,702	1,689,653	7,651,355	38,256,177	33.32%	2009
2010	130,000	44,310	575,000	149,344	450,000	126,173	200,000	80,118	6,042,291	1,464,431	7,506,722	32,213,886	43.86%	2010
2011	135,000	37,875	575,000	128,500	455,000	109,769	200,000	72,718	5,408,886	1,248,047	6,656,933	26,805,000	53.28%	2011
2012	140,000	31,125	575,000	107,513	455,000	93,161	215,000	64,986	4,725,000	1,048,765	5,773,765	22,080,000	61.52%	2012
2013	150,000	24,055	575,000	86,525	455,000	76,440	215,000	56,924	4,685,000	868,480	5,553,480	17,395,000	69.68%	2013
2014	155,000	16,480	580,000	65,250	455,000	59,605	215,000	48,808	3,920,000	695,110	4,615,110	13,475,000	76.51%	2014
2015	165,000	8,498	580,000	43,790	455,000	42,770	230,000	40,353	3,440,000	550,814	3,990,814	10,035,000	82.51%	2015
2016			580,000	22,040	455,000	25,821	230,000	31,555	2,410,000	419,794	2,829,794	7,625,000	86.71%	2016
2017					455,000	8,645	230,000	22,700	1,880,000	315,155	2,195,155	5,745,000	89.99%	2017
2018							230,000	13,816	1,475,000	238,424	1,713,424	4,270,000	92.56%	2018
2019							240,000	4,680	1,540,000	167,365	1,707,365	2,730,000	95.24%	2019
2020									1,360,000	97,790	1,457,790	1,370,000	97.61%	2020
2021									800,000	45,284	845,284	570,000	99.01%	2021
2022									280,000	19,713	299,713	290,000	99.49%	2022
2023									290,000	6,706	296,706	0	100.00%	2023
	1,220,000	329,403	5,765,000	1,174,905	4,535,000	913,702	2,605,000	660,638	57,376,494	12,827,947	70,204,441			

G.O. Borrowing Capacity



General Obligation Borrowing Capacity

2006 Equalized Valuation (TID IN):	\$2,433,934,300
Borrowing Capacity - 5%:	5.00%
Total Available capacity:	\$121,696,715
Existing G.O. Debt - 1/1/07 + 2007 Issues	\$57,376,494
Remaining Borrowing Capacity:	\$64,320,221
Remaining Borrowing Capacity:	52.85%

EV Growth Analysis – TID In



Equalized Valuation Projection

Percentage Method

Straight Line Method

Discounted Straight Line Method

Year	Equalized Value	Percent Change	Equalized Value	Percent Change	Equalized Value	Percent Change
2002	1,819,654,350					
2003	1,977,531,800	8.68%				
2004	2,052,613,400	3.80%				
2005	2,200,956,800	7.23%				
2006	2,433,934,300	10.59%				

5 year trend	7.57%	153,569,988	115,177,491
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2007	2,618,215,368	7.57%	2,587,504,288	6.31%	2,549,111,791	4.73%
2008	2,816,448,954	7.57%	2,741,074,275	5.94%	2,664,289,281	4.52%
2009	3,029,691,449	7.57%	2,894,644,263	5.60%	2,779,466,772	4.32%
2010	3,259,079,225	7.57%	3,048,214,250	5.31%	2,894,644,263	4.14%
2011	3,505,834,695	7.57%	3,201,784,238	5.04%	3,009,821,753	3.98%
2012	3,771,272,822	7.57%	3,355,354,225	4.80%	3,124,999,244	3.83%
2013	4,056,808,132	7.57%	3,508,924,213	4.58%	3,240,176,734	3.69%
2014	4,363,962,247	7.57%	3,662,494,200	4.38%	3,355,354,225	3.55%
2015	4,694,371,997	7.57%	3,816,064,188	4.19%	3,470,531,716	3.43%
2016	5,049,798,143	7.57%	3,969,634,175	4.02%	3,585,709,206	3.32%
2017	5,432,134,756	7.57%	4,123,204,163	3.87%	3,700,886,697	3.21%
2018	5,843,419,315	7.57%	4,276,774,150	3.72%	3,816,064,188	3.11%
2019	6,285,843,563	7.57%	4,430,344,138	3.59%	3,931,241,678	3.02%
2020	6,761,765,188	7.57%	4,583,914,125	3.47%	4,046,419,169	2.93%
2021	7,273,720,384	7.57%	4,737,484,113	3.35%	4,161,596,659	2.85%
2022	7,824,437,370	7.57%	4,891,054,100	3.24%	4,276,774,150	2.77%
2023	8,416,850,927	7.57%	5,044,624,088	3.14%	4,391,951,641	2.69%
2024	9,054,118,038	7.57%	5,198,194,075	3.04%	4,507,129,131	2.62%
2025	9,739,634,711	7.57%	5,351,764,063	2.95%	4,622,306,622	2.56%
2026	10,477,054,078	7.57%	5,505,334,050	2.87%	4,737,484,113	2.49%
2027	11,270,305,858	7.57%	5,658,904,038	2.79%	4,852,661,603	2.43%



Equalized Value & Net New Construction Values



- Five Year historical E.V. growth –
 - Average 7.57%

- Five Year historical E.V. growth –
 - Average \$153,569,988

- 2004-2005 net new construction percent – 2.911%

- 2005-2006 net new construction percent – 4.159%

Tax Impact of Current G.O. Debt



Year	Existing	Proposed	Judd S. Alexander	Library Debt	Total Debt Payments	Utility Revenue	Utility Portion of 2006 Notes	Utility Portion of 2007 Bonds	TID #2 Increment	TID #3 Revenues	TID #3 Portion of 2007 Notes
	Payments	Future Debt @5.25%	Foundation Loan								
2007	8,228,054	0	825,000	140,000	9,193,054	(240,143)	(410,438)		(30,848)	(3,089,856)	(21,671)
2008	8,882,979	0	30,000	142,000	9,054,979	(241,402)	(399,788)	(336,464)		(2,251,534)	(187,403)
2009	7,651,355	637,775	0	146,000	8,435,130		(388,988)	(287,518)		(2,199,939)	(182,415)
2010	7,506,722	966,525		147,000	8,620,247		(378,188)	(280,118)		(2,200,205)	(177,426)
2011	6,656,933	1,328,150		148,000	8,133,083		(367,313)	(272,718)		(2,200,894)	(173,915)
2012	5,773,765	1,689,775		149,000	7,612,540		(356,363)	(279,986)		(1,901,111)	(168,800)
2013	5,553,480	2,051,400			7,604,880		(345,413)	(271,924)		(1,902,694)	(163,651)
2014	4,615,110	2,445,900			7,061,010		(339,313)	(263,808)		(1,516,138)	(158,467)
2015	3,990,814	2,840,400			6,831,214		(328,028)	(270,353)		(1,371,831)	(153,283)
2016	2,829,794	3,267,775			6,097,569		(316,590)	(261,555)		(1,192,875)	(148,064)
2017	2,195,155	3,695,150			5,890,305			(252,700)		(1,185,125)	(142,775)
2018	1,713,424	3,806,925			5,520,349			(243,816)		(1,175,375)	0
2019	1,707,365	3,945,000			5,652,365			(244,680)		(1,168,500)	0
2020	1,457,790	4,076,500			5,534,290					(1,159,375)	
2021	845,284	4,175,125			5,020,409					(548,375)	
2022	299,713	3,484,750			3,784,463						
2023	296,706	3,136,275			3,432,981						
2024	0	3,550,500			3,550,500						
TOTAL	70,204,441	45,097,925	855,000	872,000	117,029,366	(481,545)	(3,630,418)	(3,265,638)	(30,848)	(25,063,827)	(1,677,870)
Note:	Future Debt Payments and Revenue Offsets Per City Debt Schedule										

Tax Impact of Current G.O. Debt

continued



Year	TID #4 Increment	TID #5 Increment	TID #6 Increment	TID #7 Increment	TID #7 Portion of 2007 Notes	unfunded pension	Misc Revenue	Net Debt Levy	Equalized Value Tax Base	Tax Rate	Year
2007	(154,091)	(396,796)	(177,140)	(47,819)	(7,293)	(252,660)	(35,685)	4,328,615	2,264,230,450	1.91	2007
2008	(154,864)	(335,844)	(151,479)	(46,576)	(63,065)	(251,335)		4,635,225	2,347,588,469	1.97	2008
2009	(101,958)	(335,533)	(187,783)	(45,316)	(61,386)	(249,143)		4,395,152	2,430,946,488	1.81	2009
2010	(102,836)	(334,307)	(189,082)	(44,056)	(59,707)	(251,050)		4,603,272	2,514,304,506	1.83	2010
2011		(332,269)	(188,020)	(42,788)	(58,526)	(251,913)		4,244,729	2,597,662,525	1.63	2011
2012		(334,225)	(188,684)	(41,510)	(56,805)	(251,788)		4,033,268	2,681,020,544	1.50	2012
2013		(332,771)	(189,023)	(40,233)	(55,072)	(255,750)		4,048,350	2,764,378,563	1.46	2013
2014		(332,950)	(188,939)	(38,938)	(53,327)			4,169,131	2,847,736,581	1.46	2014
2015		(149,681)	(192,365)	(37,643)	(51,583)			4,276,449	2,931,094,600	1.46	2015
2016		(150,580)		(36,330)	(49,826)			3,941,749	3,014,452,619	1.31	2016
2017		(151,189)			(48,046)			4,110,470	3,097,810,638	1.33	2017
2018		(151,471)			0			3,949,687	3,181,168,656	1.24	2018
2019		(151,447)						4,087,738	3,264,526,675	1.25	2019
2020		(153,624)						4,221,291	3,347,884,694	1.26	2020
2021		(152,849)						4,319,185	3,431,242,713	1.26	2021
2022		(154,292)						3,630,171	3,514,600,731	1.03	2022
2023		(152,745)						3,280,236	3,597,958,750	0.91	2023
2024								3,550,500	3,681,316,769	0.96	2024
TOTAL	(513,749)	(4,102,573)	(1,652,515)	(421,208)	(564,636)	(1,763,639)	(35,685)	73,825,217			

Note:

The Basics of TIF/TID



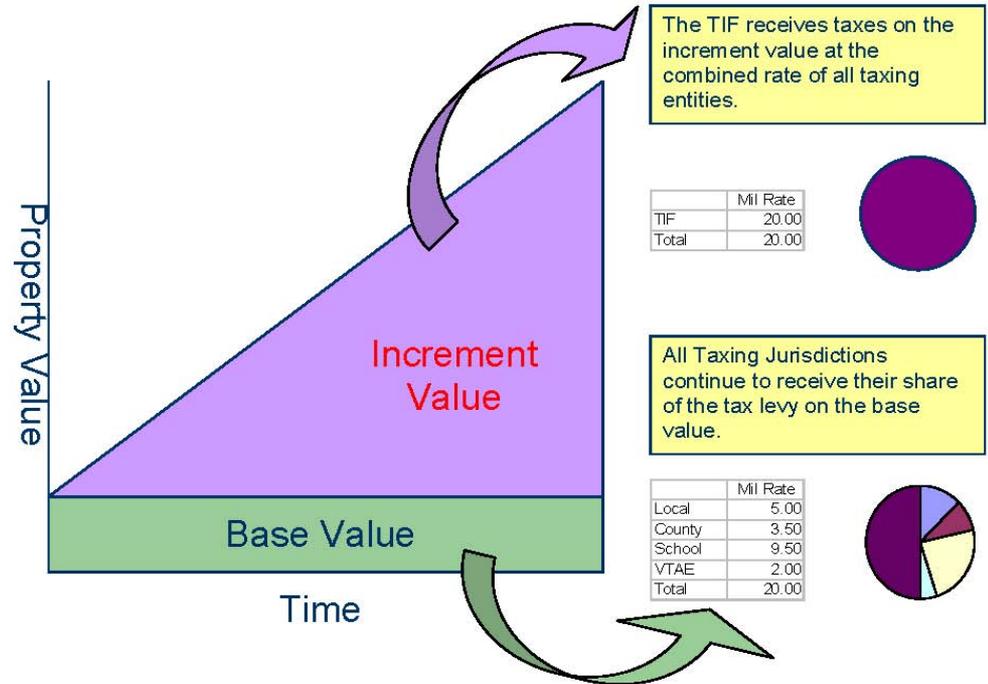
- Origin & Purpose
 - Tool for Economic Development
 - Promotion of Industry, Redevelopment, Blight Elimination & Commerce
 - Key Underpinning of Program:
 - “But For Test”
- How TIF Works
 - Define Boundary of District
 - Max 12% of Equalized Value of Community
 - Develop Project Plan (Financial Feasibility Study)
 - Project Costs
 - Infrastructure
 - Land Write Down
 - Development Incentives
 - Environmental Remediation

The Basics of TIF & TID (cont.)



- Develop Project Plan (Financial Feasibility Study) (cont.)
 - Finance Sources
 - Cash
 - Borrowed Funds
 - Pay-As-You-Go Development Bond
 - Grants
 - Development Assumptions
 - Cash Flow Analysis

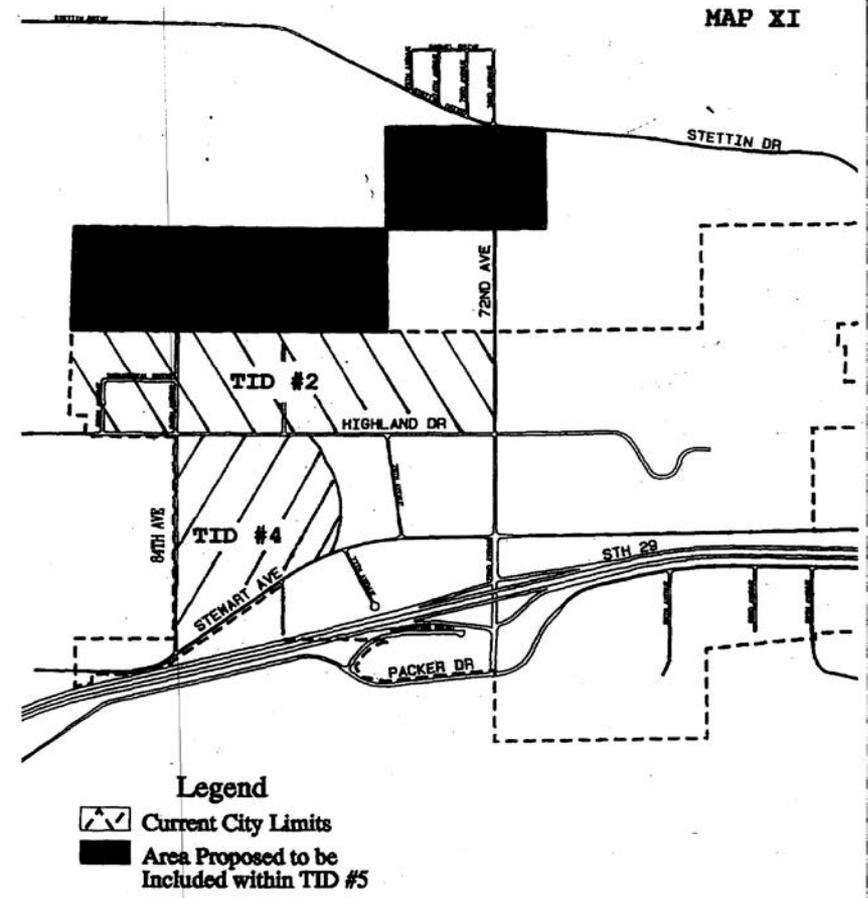
- Where Money Comes from to Pay for TIF Projects
 - Base Value
 - Increment Growth
 - Distribution of Taxes



TID #5



- Creation Year: 1997
- District Type: Industrial
- Amendment Year: 2001
- Purpose of TID:
 - Promote Industrial Expansion on the City's West Side
 - Continued Expansion of the Wausau West Business & Industrial Park (TID's 2 & 4)
 - Grant to Construct the Wausau Business Incubator
 - Accommodate the Expansion needs of 2 large tenants



TID #5 Revenue Projections



- Proposed Additional Development – None
- Proposed Additional Capital Projects – None
- Principal Amount of Outstanding Debt Obligations - \$3.4 Million

City of Wausau							
TID #5 Increment Projection							
Base Value		185,900		Inflation Factor		1.00%	
				Tax Rate Reduction Factor		-3.00%	
Construction Year	Valuation Year	Revenue Year	Inflation Increment	Value Added	Valuation Increment	Tax Rate	Tax Increment
8	2004	2005	2006		18,114,800	26.17	474,064
9	2005	2006	2007		2,618,200	25.91	537,192
10	2006	2007	2008	207,330	20,940,330	25.13	526,287
11	2007	2008	2009	209,403	21,149,733	25.13	531,550
12	2008	2009	2010	211,497	21,361,231	25.13	536,865
13	2009	2010	2011	213,612	21,574,843	25.13	542,234
14	2010	2011	2012	215,748	21,790,591	25.13	547,656
15	2011	2012	2013	217,906	22,008,497	25.13	553,133
16	2012	2013	2014	220,085	22,228,582	25.13	558,664
17	2013	2014	2015	222,286	22,450,868	25.13	564,251
18	2014	2015	2016	224,509	22,675,377	25.13	569,893
19	2015	2016	2017	226,754	22,902,131	25.13	575,592
20	2016	2017	2018	229,021	23,131,152	25.13	581,348
21	2017	2018	2019	231,312	23,362,463	25.13	587,162
22	2018	2019	2020	233,625	23,596,088	25.13	593,033
23	2019	2020	2021	235,961	23,832,049	25.13	598,964
Totals					2,618,200		8,877,890

TID #5 Cash Flow – No Development



			Total Debt	Projected	4.00%				
	Total Debt Service	Administrative	Payments &	TID	Interest	Total	Annual	Cummulative	
Year	(P & I)*	Costs	Obligations	Increment	Earnings	Revenues	Balance	Balance	Year
2005								92,240	2005
2006	(398,510)	(7,339)	(405,849)	474,064	3,690	477,754	71,905	71,905	2006
2007	(396,796)		(396,796)	537,192	2,876	540,068	143,272	215,177	2007
2008	(335,844)		(335,844)	526,287	8,607	534,894	199,050	414,227	2008
2009	(335,533)		(335,533)	531,550	16,569	548,119	212,586	626,813	2009
2010	(334,304)		(334,304)	536,865	25,073	561,938	227,634	854,447	2010
2011	(332,269)		(332,269)	542,234	34,178	576,412	244,143	1,098,590	2011
2012	(334,225)		(334,225)	547,656	43,944	591,600	257,375	1,355,965	2012
2013	(332,771)		(332,771)	553,133	54,239	607,372	274,601	1,630,566	2013
2014	(332,950)		(332,950)	558,664	65,223	623,887	290,937	1,921,503	2014
2015	(149,681)		(149,681)	564,251	76,860	641,111	491,430	2,412,933	2015
2016	(150,580)		(150,580)	569,893	96,517	666,411	515,831	2,928,763	2016
2017	(151,189)		(151,189)	575,592	117,151	692,743	541,554	3,470,317	2017
2018	(151,471)		(151,471)	581,348	138,813	720,161	568,690	4,039,007	2018
2019	(151,447)		(151,447)	587,162	161,560	748,722	597,275	4,636,282	2019
2020	(153,624)		(153,624)	593,033	185,451	778,485	624,861	5,261,143	2020
2021	(152,849)		(152,849)	598,964	210,446	809,409	656,560	5,917,704	2021
2022	(154,292)		(154,292)		236,708	236,708	82,416	6,000,120	2022
2023	(152,745)		(152,745)		240,005	240,005	87,260	6,087,379	2023
TOTAL	(4,501,080)	(7,339)	(4,508,419)	8,877,890	1,717,908	10,595,798	6,087,379		

* Provided By City Staff

TID #5 Revenue Projections - New Development



- Proposed Additional Development – \$22,000,000
- Proposed Additional Expenditures - \$2.7M
- Principal Amount of Outstanding Debt Obligations - \$3.4 Million

City of Wausau							
TID #5 Increment Projection - With New Development							
Base Value		185,900		Inflation Factor		1.00%	
				Tax Rate Reduction Factor		-3.00%	
Construction Year	Valuation Year	Revenue Year	Inflation Increment	Value Added	Valuation Increment	Tax Rate	Tax Increment
8	2004	2005	2006		18,114,800	26.17	474,064
9	2005	2006	2007		2,618,200	20,733,000	537,192
10	2006	2007	2008	207,330	20,940,330	25.13	526,287
11	2007	2008	2009	209,403	21,149,733	25.13	531,550
12	2008	2009	2010	211,497	22,000,000	25.13	1,089,785
13	2009	2010	2011	433,612	43,794,843	25.13	1,100,683
14	2010	2011	2012	437,948	44,232,791	25.13	1,111,689
15	2011	2012	2013	442,328	44,675,119	25.13	1,122,806
16	2012	2013	2014	446,751	45,121,870	25.13	1,134,034
17	2013	2014	2015	451,219	45,573,089	25.13	1,145,375
18	2014	2015	2016	455,731	46,028,820	25.13	1,156,829
19	2015	2016	2017	460,288	46,489,108	25.13	1,168,397
20	2016	2017	2018	464,891	46,953,999	25.13	1,180,081
21	2017	2018	2019	469,540	47,423,539	25.13	1,191,882
22	2018	2019	2020	474,235	47,897,775	25.13	1,203,800
23	2019	2020	2021	478,978	48,376,752	25.13	1,215,838
Totals					24,618,200		15,890,292

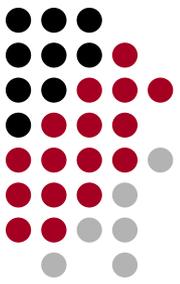
TID #5 Cash Flow – New Development



Year	Proposed 2008 Debt			Total Debt Service (P & I)*	Administrative Costs	Total Debt Payments & Obligations	Projected TID Increment	4.00% Interest Earnings	Total Revenues	Annual Balance	Cummulative Balance	Year
	Principal	Int. Rate	Interest									
2005											92,240	2005
2006				(398,510)	(7,339)	(405,849)	474,064	3,690	477,754	71,905	71,905	2006
2007				(396,796)		(396,796)	537,192	2,876	540,068	143,272	215,177	2007
2008		5.50%	(151,525)	(487,369)		(487,369)	526,287	8,607	534,894	47,525	262,702	2008
2009	(50,000)	5.50%	(151,525)	(537,369)		(537,369)	531,550	10,508	542,058	4,689	267,391	2009
2010	(125,000)	5.50%	(148,775)	(609,619)		(609,619)	1,089,785	10,696	1,100,480	490,861	758,253	2010
2011	(145,000)	5.50%	(141,900)	(622,744)		(622,744)	1,100,683	30,330	1,131,013	508,269	1,266,521	2011
2012	(165,000)	5.50%	(133,925)	(634,769)		(634,769)	1,111,689	50,661	1,162,350	527,581	1,794,103	2012
2013	(185,000)	5.50%	(124,850)	(645,694)		(645,694)	1,122,806	71,764	1,194,570	548,876	2,342,979	2013
2014	(205,000)	5.50%	(114,675)	(655,519)		(655,519)	1,134,034	93,719	1,227,754	572,235	2,915,214	2014
2015	(225,000)	5.50%	(103,400)	(664,244)		(664,244)	1,145,375	116,609	1,261,983	597,739	3,512,953	2015
2016	(245,000)	5.50%	(91,025)	(671,869)		(671,869)	1,156,829	140,518	1,297,347	625,478	4,138,431	2016
2017	(260,000)	5.50%	(77,550)	(673,394)		(673,394)	1,168,397	165,537	1,333,934	660,540	4,798,971	2017
2018	(275,000)	5.50%	(63,250)	(674,094)		(674,094)	1,180,081	191,959	1,372,040	697,946	5,496,917	2018
2019	(285,000)	5.50%	(48,125)	(668,969)		(668,969)	1,191,882	219,877	1,411,758	742,789	6,239,706	2019
2020	(295,000)	5.50%	(32,450)	(663,294)		(663,294)	1,203,800	249,588	1,453,389	790,095	7,029,800	2020
2021	(295,000)	5.50%	(16,225)	(647,069)		(647,069)	1,215,838	281,192	1,497,030	849,961	7,879,762	2021
2022				(335,844)		(335,844)	0	315,190	315,190	(20,654)	7,859,108	2022
2023				(335,844)		(335,844)	0	314,364	314,364	(21,480)	7,837,629	2023
TOTAL	(2,755,000)		(1,399,200)	(10,323,010)	(7,339)	(10,330,349)	15,890,292	2,277,685	18,167,978	7,837,629		

* Provided By City Staff - Includes the Proposed 2008 Issue.

Undesignated Fund Balance Policy



- Goals & Objectives
 - Minimum Working Cash Requirement – 5% of Budget
 - Minimum Contingency Fund – 1/12 of Budget
- Current Status
 - In compliance (\$5.9 million+ in undesignated reserves)
 - 5% Working Cash & Contingency = \$3.5 million
- Recommendations
 - Work to maintain undesignated fund balance at current levels

Investment Policy



- Objectives
 - Safety – preservation of capital
 - Liquidity – meet needs of operating requirements
 - Yield – attain market rate of return
 - Diversification – limit risk through multiple vehicles
- Current Status
 - \$23+ million invested as of Dec 31, 2006
 - \$8.1 – US Agencies
 - \$4.1 – LGIP
 - \$9.3 – Money Market Mutual Funds
 - \$1.5 – Held by Trustee/Custodian

Investment Policy



- Recommendations
 - Amend “Yield” provision to “...maximize return while maintaining manageable risk position...”

General Capital Policy



- Annually Prepared/Updated
- Defined value of >\$25,000 or 3 Years
- 5 Year Plan
- Maintain assets to protect value
- 24 Month Capital Project lifecycle
- Annual reporting of projects
- Matching funding to projects

Debt Management Policy



- Capital Planning-Annual
- Debt Capacities
 - Not to exceed 50% of Statutory limit
- General 10 Year Amortization
- No Capitalized Interest
- Credit Rating
 - Maintain Rating without compromising City objectives

Next Steps



- 4th Workshop
 - Finalize Capital Plan
 - Finalize Financial Policies
 - Discuss Operating Budget Assumptions

- 5th Workshop
 - Finalize Operating Budget Projections
 - Finalize Plan

Questions



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