



*** 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, April 28, 2015 at 5:30 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 previous meeting(s). (4/14/15)
- 3 Discussion and possible action regarding sole source purchase justification and the nomination of Associated Trust Company N.A. as Trustee for Wausau Cemetery Perpetual Care Fund and approving Agreement between City of Wausau and Associated Trust Company N.A.
- 4 Discussion and possible action regarding budget modification for the Schierl Redevelopment Project - Tax Increment District Number Eight
- 5 Discussion and possible action regarding 2015 Room Tax Requests and related Room Tax Budget Modification- *Paper Copies of the Room Tax Applications Distributed in Advance*
- 6 Discussion and possible action regarding the Convention and Visitor Bureaus Proposed "Meetings Means Business Program" - Lisa Barry
- 7 Discussion and Possible Action on the Convention and Visitors Bureau Sports Authority - Lisa Barry
- 8 Discussion and possible action regarding the Capital Improvement Budget Process - Groat
- 9 Discussion and possible action regarding Resolution approving the Notice of Election to Self - Insure Worker's Compensation Program with CVMIC- Hite
- 10 Presentation regarding Assessment Process - Giese
- 11 Discussion and possible action regarding Animal Control Fund Financial Activities, Licensing Fees and Other Animal related Costs
- 12 Discussion and possible action regarding December 2014 General Fund Budget Report
- 13 Discussion and possible action regarding the March 2015 General Fund Budget Report

Keene Winters, Chair

This notice was posted at City Hall and emailed to the Wausau Daily Herald newsroom on 4/23/15 at 4:00 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, (Alderpersons: Wagner, Neal, Gisselman, Rasmussen, Abitz, Mielke), *Tipple, *Jacobson, *Groat, Rayala, Department Heads

FINANCE COMMITTEE

Date and Time: Tuesday, April 14, 2015 @ 5:30 pm., Board Room

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

Others Present: Tipple, Groat, Giese, Hardel, Barnes, Alfonso, Hebert, Erickson, Jacobson, Kujawa, Lindman, Werth, Chmiel, S. Gehin, Wagner, Rasmussen, Neal, Mielke, Gisselman, Abitz, Goede, Joe Mella, Brian Stezinski-Williams, Lindsey Lewitzke

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 at 5:45 pm.

Public Comment on matters appearing on the agenda.

None.

Minutes of previous meetings. (3/10/15 & 3/24/15)

Motion by Nutting, second by Oberbeck to approve the minutes of the previous meetings (3/10/15 & 3/24/15).

Motion carried 5-0.

Consider request by Man-of-Honor Society to waive license fees for Annual Charity Raffle (Jeff Morgan)

Groat stated the Man-of-Honor Society is requesting that they abate the license fees for fireworks display and picnic license for their Annual Charity Raffle in June per the letter submitted by Jeff Morgan.

Motion by Nagle, second by Kellbach to approve the waiver of license fees for Man-of-Honor Society. Motion carried 5-0

Discussion and possible action regarding sole source purchase authority and the execution of a contract with the Boys and Girls Club for peer court and youth development services - Groat

Groat stated last year about this time they approved sole source purchases for Peer Court in the amount of \$23,000 and \$25,000 for Youth Enrichment Services. Those services and related budget items were funded in the 2015 budget, so we are back because the contract is a one year contract expiring in May. She suggested if it is the intention of Council to continue this process, perhaps they would like to put language into the agreement that would be five years or a certain time period, but would allow the city to terminate the agreement with 30 days notice if it was unfunded. This would eliminate a lot of administrative process, but still give the city an out.

Motion by Nagle, second by Kellbach approve the sole source and execution of a contract with the understanding that it be a five year contract provided the city can terminate for any reason or no reason without recourse of the Boys & Girls Club upon 30 days notice. Motion carried 5-0.

Discussion and possible action to authorize utility relocation and extension in the East Hangar Development Area and related budget modification - Groat/Chmiel
and

Discussion and possible action to authorize a budget modification for the purchase and installation of a portable electric service to serve the Balloon Rally - Groat/Chmiel

John Chmiel explained Mr. Kocourek has been authorized to build a hangar at the airport, but it is in a location where the utilities are currently located and until they are moved he will not be able to build. There is an area east of the current terminal facilities which has been designated by the FAA and the Bureau of Aeronautics (BOA) to be used for future development of hangars. He stated if we are going to have to move the utilities from the current Kocourek construction site, it is logical to locate them in a position where it could serve future hangar development.

Chmiel stated the Balloon Rally has had electrical needs at the airport for the biggest event in Wausau and they have come to the limit of WPS' capabilities and WPS has said we need to do something differently there. He felt if we are going to move the utilities from the Kocourek site, putting them in the hangar development would be a good idea and it would also serve the needs of the Balloon Rally.

Winters noted it was \$30,000 from the Economic Development Fund and \$5,000 from the Room Tax Fund. Groat indicated eventually the \$30,000 would come back to the ED Fund as hangars were built, similar to a subdivision. Tara Alfonso pointed out the Kocourek hangar has been approved by Council to be built and a lease has been authorized to be executed by the city, however it does not appear that the parties ever reached any formal written agreement as to who would pay for the cost of relocating those utilities that are underneath the Kocourek hangar site. She further noted the east hangar development has not received the formal approval yet from the BOA nor has it received formal approval from Council, so it is still in the preliminary process.

Nagle questioned how many hangars could be built. Chmiel stated in Phase I area there could be at least 10 and in the east hangar development area close to 40. Groat stated as these hangars were developed the Balloon Rally would move out to the grassy area and the proposal for the \$5,000 for the Balloon Rally creates the electrical equipment that becomes portable and can move out there as well. Mielke indicated he thought the cost discussed at Airport Committee was closer to \$20,000. Nagle commented he did not want to hamstring the project.

Motion by Nagle, second by Nutting to approve \$30,000 from the Economic Development Fund and \$5,000 from the Room Tax Fund, with the understanding that Chmiel would work to drive the best bargain he could with WPS and would be able to recoup any costs possible. Motion carried 5-0.

Discussion and possible action regarding budget modification for the Police Department - Barnes

Cpt Barnes stated the Police Department was asking for authorization of a transfer of \$5,000 from our Wages & Benefits line item for Evidence Custodian to the Community Service Officer position. He explained they would like to hire an individual full-time for the summer months to work on returning evidence to people. He indicated they had a thousand pieces of evidence for which they need to track down the individuals to pick up their property. He also stated they are still lagging behind in getting caught up on paper reports, imaging and scanning them. They do not have the staff to do it nor want to pay \$20 an hour to do it, as opposed to summer labor.

Motion by Kellbach, second by Oberbeck to approve the transfer as requested by the Police Department. Motion carried 5-0.

Discussion and possible action regarding budget modification for the Fire Department - Groat

Groat explained that the Fire Department, while it is supported by the Motor Pool and the Motor Pool Fund, was in a kind of hybrid state where for new purchases they were being charged the rate for usage on their vehicles, but for other older vehicles they were being charged actual costs of maintenance. The goal was to get them off of a hybrid to where they are treated fully like everyone else that is functioning in the Motor Pool Fund. This transfer of funds allows them to do that and Mark Hanson has put together the rate structure for their entire fleet and he would be able to bill them based on usage of the fleet.

Motion by Nagle, second by Kellbach to approve the transfer request of the Fire Department. Motion carried 5-0.

Discussion and possible action regarding sole source purchase of Motorola Radios from Northway Communications - Fire Department

Chief Kujawa explained this is basically the continuation of a project we started last year and brought it to Finance Committee as a sole source purchase. It is a four year phase-in project to replace the radios and she was requesting approval for \$41,825.50.

Motion by Nutting, second by Kellbach to approve the sole source purchase of Motorola Radios from Northway Communications. Motion carried 5-0.

Sole source purchase environmental services with Conestoga Rovers - Wausau Water Supply PRP Group - Groat

Groat stated the city has been contracting with Conestoga Rovers since the superfund site was created. There are three responsible parties: the City of Wausau; Wausau Chemical; and Marathon Electric. Lonsdorf was servicing as the trust agency; the bill came in to Jim Lonsdorf's legal firm and based on the remediation decree he would allocate those costs to the responsible party. She explained when he retired he asked if the City of Wausau would be that

entity that would get the bills in from Conestoga Rover and divide them and invoice Wausau Chemical and Marathon Electric.

Motion by Nagle, second by Oberbeck to approve the sole source purchase of environmental services with Conestoga Rovers. Motion carried 5-0.

Discussion and possible action regarding budget modification - Transformer project RMM Solutions Development Agreement - Engineering

Ann Werth explained there is a very old transformer that is in the back part of an alley or common way which was going to be taken down and relocated. She stated it is 6' x 8' x 6' high, or the size of a small vehicle, which has caused a lot of problems because there would be no way for a fire truck to get through and there are tenants on the second floor of those older buildings of the 600 block of 3rd Street. She indicated there were stakeholder meetings held with a number of the businesses and church. The church will not allow it to go on their property. She noted they will no longer place transformers underground due to safety issues. The consensus from everybody was to do a bump-out on Grant Street and put the transformer there. Rasmussen indicated CISM was happy with this solution.

Motion by Nagle, second by Nutting to approve the budget modification in the estimated amount of \$30,000 for the transformer project. Motion carried 5-0.

Discussion and possible action on resolution authorizing the carryover of capital funds to 2015 - Groat

Groat explained we contemplate this action each year, which consists of looking at the budgets in the capital projects funds and in the tax increment districts to see what is left in the balance of the account. The departments that are managing construction budgets or purchases look to see how much they are going to need to complete that project and then that carryover is developed. She noted the funds are already on hand; either we have already borrowed the money or we levied taxes for each one of these, except for Linetec which is in TID #10. We have not borrowed the money for Linetec, but we have a signed developer's agreement that obligates us to fund it. Groat reviewed the list of carryovers in detail with the committee.

Motion by Oberbeck, second by Nagle to approve the carryover of capital funds to 2015. Motion carried 5-0.

Discussion and possible action regarding the 2014 housing code violations, forfeitures and total paid

Winters reviewed an analysis and a six-page printout of tickets issued. He commented fines collected so far (approximately \$20,000) should pay for two CSO's for the summer. Discussion followed regarding the \$30 fines (immediate citations) and the negative citizen reaction to them. Nagle commented he expected the use of intelligent discretion in the issuing of immediate citations. Rasmussen questioned if people are just ignoring these tickets and perhaps we should reduce the violations that result in immediate citations from seven or eight to just four or five. Groat noted the \$30 tickets were not on the report; Winters requested they be provided a report of those tickets.

Barnes commented there has been a lot of success in cleaning up yards and they have received a lot of positive feedback from neighbors when we addressed issues and educated people. They do exercise discretion; however, no one is happy about a \$30 ticket for garbage cans!

Discussion and possible action regarding the modification of the Procurement Policy - to allow departments to sign purchase contracts valued at less than or equal to \$5,000, create a competitive purchasing exemption category and eliminate council approval for minor intergovernmental contracts valued at \$5,000 or less

Groat commented the purpose is to try to streamline the process for departments so they can more efficiently manage purchasing and eliminate any unnecessary administrative tasks. She reviewed the purchases that are exempt from competitive purchases and explained why.

Groat stated sole source purchases can be one time or could be ongoing, such as the special batch chemicals the sewer utility is using that was recently approved. There was no clear decision on how long that sole source authorization was for and they did not establish what the expiration date would be. She suggested a department designate a request as either one-time where they need to come back for the next purchase or ongoing, where they would not have to come back for the next purchase. Oberbeck questioned if they wanted them to also designate a recommended time period that it would be ongoing. Winters indicated he would vote no if this was added because

he did not feel 15 purchases over 3 years was a lot of extra paperwork and things can change from year to year. Groat asked if they could then make them valid for 365 days because departments don't know how long they are valid. Winters agreed that one year was reasonable.

Motion by Nagle, second by Nutting to approve the modification of the Procurement Policy and to allow designated ongoing sole sources purchases for one rolling year from the first purchase. Motion carried 5-0.

Approving Acceptance of settlement offer and Stipulation and Order to Dismiss Gary R. Stein et al v. City of Wausau (Hwy. 51/U Interchange condemnation appeal, Case No. 14CV678) and related budget modification

Jacobson explained this has been dealt with a couple times in closed session and Gary R. Stein, owner of Sound World, has accepted the city's final counter offer for settlement at a total of \$46,650.

Motion by Nagle, second by Oberbeck to approve the settlement offer related to Gary R. Stein. Motion carried 5-0.

Discussion and possible action on approval of contract agreement for the Mercury Reduction Program between Marathon County Health Department and Wausau Water Works, City of Wausau – Jacobson

Winters indicated this comes from the Water Commission; there is an EPA requirement to do this and we contract with the county.

Motion by Nagle, second by Oberbeck to approve the contract agreement for the Mercury Reduction Program. Motion carried 5-0.

Discussion and possible action on resolution opposing the State of Wisconsin's proposed elimination of personal property tax and computer aid - Groat

Groat stated we have a resolution that was created by the League of Municipalities opposing the changes to personal property. The city currently receives \$1.8 million in personal property tax and computer aid. She stated if this were eliminated and we were allowed to pass this on to the property owners it would increase the taxes approximately 75 cents per thousand of value, so a homeowner of \$100,000 home would be charged \$75 more for the city's share. She noted the school district, county and technical college receive a portion and all of those entities would pass on the tax as well, so it is really just reallocating the tax from business to business and residential; it just becomes a tax shift. Winters provided his own personal property tax paperwork as an example of the process for businesses. Oberbeck commented it would have to be offset by state aid and if it doesn't do that then it is a lose/lose proposition for the city. The main purpose would be to get rid of a tedious process and unburden businesses of the paperwork. He indicated he would be supportive of it with the fact that it must be replaced with the amount of aid that is being lost by the municipalities.

Motion by Oberbeck, second by Nagle to approve the resolution and change the word "address" to "replace" in the final Be It Resolved paragraph. Motion carried 5-0.

Discussion and possible action on a resolution supporting the continued existence of the Board of Commissioners of Public Lands and local government loan program - Groat

Groat stated the Board of Commissioners of Public Lands take the funds that come from forest crop off of their public lands and invest those funds either in public investments or give the funds to municipalities as a loan. She noted they gave the city special consideration and funded the entire Jefferson Street Parking Ramp for us while we awaited the IRS private letter ruling, which ultimately allowed us to issue tax exempt. We also used them for the Wausau Window & Wall and the Entrepreneurial Center.

Motion by Nagle, second by Oberbeck to approve a resolution supporting the continued existence of the Board of Commissioners of Public Lands. Motion carried 5-0.

Approving the nomination of a Trustee for Wausau Cemetery Perpetual Care Fund - Jacobson

Jacobson explained the current agreement requires that the City of Wausau select a successor trustee and Associated Bank is very interested in being appointed, then all accounts would be in the same place. She indicated they had until June 1st to make the selection. The committee directed Jacobson to prepare a sole source purchase and bring it back to the next meeting.

Approving Second Amendment to Lease Agreement between City of Wausau and Espresso Sensory Perception, LLC dba Cafe' Le Grand - Jacobson

Jacobson explained it is an amendment to their current lease to raise their rent from \$600 to \$800 by mutual consent. She noted they changed their trade name from Café Le Grand to Vino Latte.

Motion by Nagle, second by Kellbach to approve the amendment to the lease agreement with Espresso Sensory Perception, LLC. Motion carried 5-0.

Presentation regarding the financial position of the Tax Increment Districts - Groat

Postponed to next meeting.

Discussion and possible action regarding update on Village and Town discussions regarding the Village of Brokaw.

Nutting indicated he attended the meeting of Town of Texas and Town of Maine and commented that a lot of questions were left unanswered. Neal was also present at the meeting and felt the overriding sentiment was self-preservation ensuring that no one lost any land to Wausau. He came away with the impression that Wausau was pictured as wanting Brokaw and wanting land; all they want to do is maintain their identity and way of life and not have us coming in and taking over. He felt the most important development was when Attorney Shane Vanderwaal indicated that the towns were interested in discussing with Wausau and Brokaw a cooperative boundary agreement. There are a couple of meetings being set up for the end of this month and the beginning of next month.

Discussion and possible action on budget transfer for the Sewer Utility Fund – Temporary Wages

Groat stated the Sewer Utility has been using sewer interns similar to what the Police Department is now proposing. They had two summer interns, basically untrained kids to mow lawns, etc. They also had interns that were students sent from UW Stevens Point for which we were paying the university and the funds were budgeted for in contractual services – lab testing. The university no longer wants the program to run through them and wants them to be employees of ours during those summer months. She indicated the request is for a budget transfer of \$24,000 out of lab testing into temporary services and an additional \$2,000 from administrative salaries.

Motion by Nagle, second by Oberbeck to approve the transfer for the Sewer Utility Fund. Motion carried 5-0.

Discussion and Possible Action on 2016 Budget Priorities

Winters stated there is a Committee of the Whole meeting coming up on Budget Priorities on April 23rd and questioned if they wanted to send forward some information and have staff work on tightening down these estimates in their packets. He felt it would be an opportunity to restore the spring cleanup and fix some other things in the budget.

Motion by Oberbeck, second by Nagle to forward the information regarding potential uses of savings on the refuse and recycling contract to the Committee of the Whole. Motion carried 5-0.

Adjournment

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



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.

Appointment of a Trustee for the Wausau Cemetery Association Investment Agreement.

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

Appointment of Trustee to manage and invest the perpetual care fund for the Wausau Cemetery Association. See attached Agreement.

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.

The cemetery has five accounts, including the perpetual care account, and would like to keep them all with one financial institution, requiring the appointment of a full-service lending institution rather than a trust company not associated with a full-service bank.

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

Three businesses contacted the cemetery general manager showing interest: a local bank, a trust company and a bank that is not local. The general manager has requested a local institution for the convenience of meeting her daily banking needs. She identified Associated Trust Company (Associated Bank).

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

M&I charged \$5,000 annually for this service and indicated their rates would be increasing. Associated Trust Company's estimated annual fees are:

Management fee (1.20% on the first \$1,000,000 – March, 2015 balance was \$581,378.23) = \$6,976.54

Administration fees = \$500

Total estimated fees = \$7,476.54

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

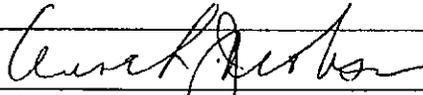
- Product or vendor is uniquely qualified, local, and requested by the cemetery general manager. *(There are other lending institutions offering trust services-quotes were not obtained from them.)
- Urgency due to public safety, serious financial injury or other. (explain)
- The procurement is of such 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.

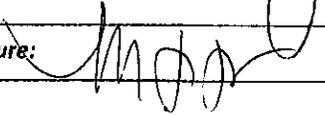
Department: Attorney's Office

Preparer: Anne L. Jacobson

Vendor Name: Associated Trust Company N.A.

Expected amount of purchase or contract: Estimated annual fees \$7,476.54

Department Head Signature:  **Date:** 4/23/15

Finance Director Signature:  **Date:** 4/23/15



1. WoodTrust Bank

500 N 1st St Ste 1000 Wausau, WI 54403

(715) 842-1790

2. Marathon Savings Bank

500 Scott St

Wausau, WI

(715) 845-7331

3. Advantage Community Bank

210 N 17th Ave

Wausau, WI

(715) 849-2265

4. Associated Trust Co in Wausau, WI 54401

303 S 1st Ave
Wausau WI 54401 715-848-47290.51

**PERSONAL TRUST & INVESTMENT MANAGEMENT SERVICES
STANDARD INVESTMENT ACCOUNTS
FEE SCHEDULE**

Annual Investment Management Fee

Services Include:

- Customized investment objective statement and investment guidelines
- Securities research and selection
- Investment monitoring and analysis
- Periodic formal reviews
- Reallocation and rebalancing of account as necessary
- Access to professionally constructed and monitored investment models:
 - *Associated Core Equity Portfolio*
 - *Associated Managed Value Portfolio*
 - *Associated Select Advisor Portfolio*
- Account administration
- Periodic statements
- Online account access
- Tax letter preparation
- Custody of assets
- Collection of interest and dividends

(Based on market value of assets)

1.20%	on the first	\$1,000,000
0.80%	on the next	\$1,000,000
0.60%	on the next	\$3,000,000
0.50%	on balances over	\$5,000,000

A minimum annual investment management fee of \$1,500 applies.

Annual Account Administration Fees

Investment Agency, Associated Select Advisor Portfolio (ASAP) and Individual Retirement Accounts (IRA).....	\$200
Revocable Trust Accounts.....	\$500
Irrevocable Trust Accounts.....	\$750
Guardianship Accounts.....	\$2,000

Additional Information

- This schedule is subject to change. Contact your relationship manager if you have any questions.
- Fees are collected monthly. The day of the month and frequency of the fees charged may change.
- Brokerage commissions on trades are charged to the account.
- Associated may charge special fees for extraordinary services or costs not covered in our regular fee schedule. Special fees may include reasonable costs related to holding unique assets in client accounts. Unique assets may include but are not limited to: real estate, life insurance policies, closely held corporations, partnerships, LLC's, mineral interests, collectibles or other non-publicly traded securities. Special fees may also include the time of an administrator at an hourly rate as determined by Associated. All special fees will be disclosed on the client's periodic statements.
- Account termination fees may be charged based on time and complexity.
- In addition to account fees disclosed on your client statement, Associated receives fees or other compensation from one or more mutual funds in which your account assets are invested, in an amount that does not exceed 0.25% (annualized) of the value of your assets invested in the fund(s), in exchange for furnishing shareholder administration services to the fund(s) for the benefit of your account. Associated also receives a lesser fee directly from one or more investment advisers to the fund(s) that is paid directly from the adviser's own revenues in exchange for providing certain sub-advisory services to the adviser(s). Associated receives all such fees in accordance with applicable federal and state laws. For a more complete description of these fees and charges, please refer to the current prospectus(es) for the mutual fund shares held in your account. Copies of the prospectus(es) are available at no cost to you at any time by contacting your Associated relationship manager. Prospectus copies also will be provided to Associated client accounts periodically as required by applicable law.



Private Client Services

Associated Bank, N.A. ("AB") is a Member FDIC and Associated Banc-Corp ("AB-C").

Investment management, fiduciary, administrative and planning services are provided by Associated Trust Company, N.A. ("ATC"). Investment management services are also provided to ATC by Kellogg Asset Management, LLC ("KAM"), an SEC-registered investment adviser. ATC and KAM are affiliates of Associated Banc-Corp ("AB-C"). Associated Private Client Services is a marketing name AB-C uses for products and services offered by AB, ATC and KAM. PE1 (01/13) 1741

AGREEMENT

THIS AGREEMENT, by and between the CITY OF WAUSAU (the "CITY"), and ASSOCIATED TRUST COMPANY N.A. (the "TRUSTEE");

WITNESSETH:

The CITY has delivered unto the TRUSTEE the assets listed in Schedule "A" attached hereto, in trust to be used as authorized by ss. 157.50(6) of the Wisconsin Statutes, with the income and principal therefrom to be paid to the CITY in accordance with Paragraph 4(c) to be disbursed by the CITY to the Wausau Cemetery Association for the perpetual maintenance and care of the Pine Grove Cemetery and any other cemeteries that may hereafter come within the jurisdiction of the Wausau Cemetery Association.

1. This trust shall be known as the Wausau Cemetery Perpetual Care.
2. The TRUSTEE shall take hold and retain such funds, and collect and receive all income therefrom in accordance with Paragraph 4.
3. The Wausau Cemetery Association may make its perpetual care deposits directly to the TRUSTEE.
4. The funds and the proceeds thereof shall be invested and reinvested by the TRUSTEE under the terms and conditions stated herein:
 - (a) The funds shall be invested and meet the requirements of Chapter 881 of the Wisconsin Statutes.
 - (b) The TRUSTEE shall perform its duties in accordance with the investment guidelines approved by the Finance Committee of the Wausau City Council (See Exhibit "A"). To be determined by Trustee.
 - (c) The TRUSTEE may disburse directly to the Wausau Cemetery Association or to the CITY and the CITY shall disburse to the Wausau Cemetery Association annually five percent (5%) of the total value of the fund as determined on December 31 of each year. Payouts of the distributable amount shall be made during the succeeding year.
5. The TRUSTEE shall be compensated in accordance with the TRUSTEE's standard fee schedule.
6. The TRUSTEE shall provide an annual accounting to the Wausau Cemetery Association and the City of Wausau of the fund as of the close of business on December 31 of each year.
7. There shall be an annual review of the account and the investment guidelines by the TRUSTEE, a representative of the CITY, and a representative of the Wausau

Cemetery Association. This review shall occur on or before March 31 of each year.

- 8. The CITY may deposit additional funds to be invested by the TRUSTEE in accordance with the terms hereof.
- 9. This Agreement may be terminated or modified by either party upon giving sixty (60) days notice of such intent to the other party. Upon termination, the TRUSTEE shall deliver the trust assets to the City of Wausau or to a successor trustee as selected by the City of Wausau.

IN WITNESS WHEREOF, we have hereunto set our hands and seals this ____ day of _____, 2015.

Witnesses

CITY OF WAUSAU

James E. Tipple, Mayor

Toni Rayala, City Clerk

ASSOCIATED TRUST COMPANY N.A.

Tyson Cain, Assistant Vice-President
Trust Officer

EXHIBIT "A"
INVESTMENT GUIDELINES
TO BE DETERMINED BY TRUSTEE

Create, Manage, Preserve™

**Asset Allocation
Objectives & Guidelines
For
City of Wausau**

M&I Trust & Investment
Management

GROWTH BALANCED PORTFOLIO

Investment Objectives and Guidelines

I. OBJECTIVES

A. Investment Objective

The objective of the portfolio is income and growth of capital. This is achieved by investing in a diversified portfolio of equity and fixed income securities. The portfolio seeks to maximize potential total return consistent with minimizing overall volatility in the context of these guidelines.

B. Performance Objective

Over a full market cycle, the portfolio is expected to achieve a real total rate of return equal to or greater than 4% in excess of the rate of inflation, as measured by the Consumer Price Index. The total return for the individual investment styles will be compared to their appropriate index or the appropriate Lipper Peer Group.

II. ASSET MIX

The guidelines for the long-term allocation of funds among the portfolio of mutual funds are as follows:

<i>Money Market Funds</i>		0% to 15%
<i>Bond Funds</i>		30 to 50%
Short-Term Income Funds	0% to 35%	
Intermediate Bond Funds	0% to 45%	
Long-Term Bond Funds	0% to 25%	
<i>Stock Funds</i>		50% to 70%
Large-Cap Funds	0% to 60%	
Mid-Cap Funds	0% to 35%	
Small-Cap Funds	0% to 30%	
International Funds	0% to 30%	

III. ACCEPTABLE INVESTMENTS

Money market securities shall include, but are not limited to: U.S. Government securities (except for mortgage-backed securities); commercial paper; demand master notes; funding agreements; domestic and foreign Bank instruments; guaranteed investment contracts.

Acceptable fixed income securities shall include, but are not limited to: U.S. Government securities; domestic issues of corporate debt obligations rated in the top three categories by a nationally recognized ratings agency (such as Moody's, S&P, or Fitch); prime commercial paper; domestic bank instruments; repurchase agreements; master demand notes; mortgage-backed securities; asset-backed securities; swap transactions.

The average maturity of the fixed income portfolio will not exceed ten years. Individual securities will have maturities of thirty (30) years or less. For purposes of this Policy Statement, "maturity" is defined as final payment for conventional debt securities, or "average life" for securities that have periodic principal paydowns throughout the life of the security.

Acceptable equity investments shall include, but are not limited to: common stocks of U.S. companies that are listed on the New York, American, or other domestic stock exchange, or traded in over-the-counter markets; preferred stocks; convertible securities rated "investment grade" by a nationally recognized rating agency; American Depository Receipts (ADRs); shares of open-end investment companies (mutual funds); units of the Marshall International Stock Fund.

GROWTH BALANCED PORTFOLIO Investment Objectives and Guidelines

IV. DIVERSIFICATION

- A. Total issues of any one corporation may not exceed 15% of the market value of the entire portfolio at the time of purchase.
- B. Individual equity investments may not exceed 5% of the market value of the equity portfolio at the time of purchase, except in the case of open-end investment companies (mutual funds).
- C. Fixed income securities of any one issuer may not exceed 10% of the market value of the fixed income portfolio at the time of purchase.

The above restrictions do not apply to issues of the U.S. Government, or to any issues guaranteed as to both principal and interest by the U.S. Government, or to any open-end investment company (mutual fund).

This statement of investment objectives and guidelines will be reviewed with the client on a periodic basis and can be changed at any time with the mutual agreement of the client and M&I Investment Management Corp.

9/8/00
DATE

9/8/00
DATE

Pyndel D. Wisniewski
M&I INVESTMENT MANAGEMENT CORP.

Mary D. Jmr
CITY OF WAUSAU

Chapter 3.20INVESTMENT OF FUNDS²Sections:

- 3.20.010 Investment committee.
- 3.20.020 Permitted investments.

3.20.010 Investment committee. The mayor, city treasurer, finance director, and chairman of the finance committee of the common council are hereby designated as a committee for the investment of any and all funds of the city, or in the possession or under the control of the city, as cemetery perpetual care funds, pension funds, endowment funds, including gifts where the principal is to be kept intact or invested, and all other funds over which the city has exclusive possession, control and supervision, and which are not immediately needed for fiscal purposes. (Ord. 61-4122 §1(4), 1969; prior code §4.07(1).)

3.20.020 Permitted investments. The investment committee is hereby authorized to invest any part or all of such unneeded funds in such investments as are authorized by Sections 66.0603 and 157.50(6) of the Wisconsin Statutes. (Prior code §4.07(2).)

² For statutory provisions authorizing the investment of excess funds and the manner in which these funds are to be invested, see § 66.0603, Wis. Stats.

66.0603 Investments.

(1g) Definition.

(a) In this section, "governing board" has the meaning given under s. 34.01 (1) but does not include a local cultural arts district board created under subch. V of ch. 229.

(1m) Investments.

(a) A county, city, village, town, school district, drainage district, technical college district or other governing board, other than a local professional football stadium district board created under subch. IV of ch. 229, may invest any of its funds not immediately needed in any of the following:

1. Time deposits in any credit union, bank, savings bank, trust company or savings and loan association which is authorized to transact business in this state if the time deposits mature in not more than 3 years.
2. Bonds or securities issued or guaranteed as to principal and interest by the federal government, or by a commission, board or other instrumentality of the federal government.
3. Bonds or securities of any county, city, drainage district, technical college district, village, town or school district of this state.

3m. Bonds issued by a local exposition district under subch. II of ch. 229.

3p. Bonds issued by a local professional baseball park district created under subch. III of ch. 229.

3q. Bonds issued by a local professional football stadium district created under subch. IV of ch. 229.

3s. Bonds issued by the University of Wisconsin Hospitals and Clinics Authority.

3t. Bonds issued by a local cultural arts district under subch. V of ch. 229.

3u. Bonds issued by the Wisconsin Aerospace Authority.

4. Any security which matures or which may be tendered for purchase at the option of the holder within not more than 7 years of the date on which it is acquired, if that security has a rating which is the highest or 2nd highest rating category assigned by Standard & Poor's corporation, Moody's investors service or other similar nationally recognized rating agency or if that security is senior to, or on a parity with, a security of the same issuer which has such a rating.

5. Securities of an open-end management investment company or investment trust, if the investment company or investment trust does not charge a sales load, if the investment company or investment trust is registered under the investment company act of 1940, 15 USC 80a-1 to 80a-64, and if the portfolio of the investment company or investment trust is limited to the following:

- a. Bonds and securities issued by the federal government or a commission, board or other instrumentality of the federal government.
- b. Bonds that are guaranteed as to principal and interest by the federal government or a commission, board or other instrumentality of the federal government.
- c. Repurchase agreements that are fully collateralized by bonds or securities under subd. 5. a. or b.

(b)

1. A town, city, or village may invest surplus funds in any bonds or securities issued under the authority of the municipality, whether the bonds or securities create a general municipality liability or a liability of the property owners of the municipality for special improvements, and may sell or hypothecate the bonds or securities. Funds of an employer, as defined by s. 40.02 (28), in a deferred compensation plan may also be invested and reinvested in the same manner authorized for investments under s. 881.01.

2. Funds of any school district operating under ch. 119, held in trust for pension plans intended to qualify under section 401 (a) of the Internal Revenue Code, other than funds held in the public employee trust fund, may be invested and reinvested in the same manner as is authorized for investments under s. 881.01.

3. A school district may invest and reinvest funds that are held in trust, other than funds held in the public employee trust fund, solely to provide any of the following benefits, in the same manner as is authorized for investments under s. 881.01:

- a. Post-employment health care benefits provided either separately or through a defined benefit pension plan.

- b. Other post-employment benefits provided separately from a defined benefit pension plan.

4. A school board may not discuss or vote on establishing a trust fund to provide the benefits described in subd. 3. unless the notice of the school board meeting at which the discussion or vote may occur includes the issue as a separate agenda item.

5. A city, village, town, county, drainage district, technical college district, or other governing board as defined by s. 34.01 (1) may invest and reinvest funds that are held in trust, other than funds held in the public employee trust fund, solely to provide any of the following benefits, in the same manner as is authorized for investments under s. 881.01:

- a. Post-employment health care benefits provided either separately or through a defined benefit pension plan.

- b. Other post-employment benefits provided separately from a defined benefit pension plan.

6. Funds that are held in trust to provide the benefits described in subds. 3. and 5. shall be held in a trust fund that is separate from all other trust funds created by, or under the control of, the local governmental unit.

(c) A local government, as defined under s. 25.50 (1) (d), may invest surplus funds in the local government pooled-investment fund. Cemetery care funds, including gifts where the principal is to be kept intact, may also be invested under ch. 881.

(d) A county, city, village, town, school district, drainage district, technical college district or other governing board as defined by s. 34.01 (1) may engage in financial transactions in which a public depository, as defined in s. 34.01 (5), agrees to repay funds advanced to it by the local government plus interest, if the agreement is secured by bonds or securities issued or guaranteed as to principal and interest by the federal government.

(e) Subject to s. 67.11 (2) with respect to funds on deposit in a debt service fund for general obligation promissory notes issued under s. 67.12 (12), a county having a population of 500,000 or more, or a person to whom the county has delegated investment authority under sub. (5), may invest and reinvest in the same manner as is authorized for investments and reinvestments under s. 881.01, any of the following:

1. Moneys held in any stabilization fund established under s. 59.87 (3).
2. Moneys held in a fund or account, including any reserve fund, created in connection with the issuance of appropriation bonds under s. 59.85 or general obligation promissory notes under s. 67.12 (12) issued to provide funds for the payment of all or a part of the county's unfunded prior service liability.
3. Moneys appropriated or held by the county to pay debt service on appropriation bonds or general obligation promissory notes under s. 67.12 (12).
4. Moneys constituting proceeds of appropriation bonds or general obligation promissory notes described in subd. 2. that are available for investment until they are spent.
5. Moneys held in an employee retirement system of the county.

(f) Subject to s. 67.11 (2) with respect to funds on deposit in a debt service fund for general obligation promissory notes issued under s. 67.12 (12), a 1st class city, or a person to whom the city has delegated investment authority under sub. (5), may invest and reinvest in the same manner as is authorized for investments and reinvestments under s. 881.01, any of the following:

1. Moneys held in any stabilization fund established under s. 62.622 (3).
2. Moneys held in a fund or account, including any reserve fund, created in connection with the issuance of appropriation bonds under s. 62.62 or general obligation promissory notes under s. 67.12 (12) issued to provide funds for the payment of all or a part of the city's unfunded prior service liability.

3. Moneys appropriated or held by the city to pay debt service on appropriation bonds or general obligation promissory notes under s. 67.12 (12).

4. Moneys constituting proceeds of appropriation bonds or general obligation promissory notes described in subd. 2. that are available for investment until they are spent.

5. Moneys held in an employee retirement system of the city.

(2) Delegation of investment authority. A county, city, village, town, school district, drainage district, technical college district or other governing board, as defined in s. 34.01 (1), may delegate the investment authority over any of its funds not immediately needed to a state or national bank, or trust company, which is authorized to transact business in this state if all of the following conditions are met:

(a) The institution is authorized to exercise trust powers under s. 221.0316 or ch. 223.

(b) The governing board renews annually the investment agreement under which it delegates its investment authority, and reviews annually the performance of the institution with which its funds are invested.

(3) Additional delegation of investment authority.

(a) In addition to the authority granted under sub. (2), a school district operating under ch. 119 may delegate the investment authority over any of its funds not immediately needed and held in trust for its qualified pension plans to an investment manager who meets the requirements and qualifications specified in the trust's investment policy and who is registered as an investment adviser under the Investment Advisers Act of 1940, 15 USC 80b-3.

(b) In addition to the authority granted under sub. (2), a school district may delegate the investment authority over the funds described under sub. (1m) (b) 3. to an investment manager who meets the requirements and qualifications specified in the trust's investment policy and who is registered as an investment adviser under 15 USC 80b-3.

(c)

1. In addition to the authority granted under sub. (2), a city, village, town, county, drainage district, technical college district, or other governing board as defined by s. 34.01 (1) may delegate the investment authority over the funds described under sub. (1m) (b) 5. to an investment manager who meets the requirements and qualifications specified in the trust's investment policy and who is registered as an investment adviser under 15 USC 80b-3.

2. If a unit of government described under subd. 1. has established a trust described in sub. (1m) (b) 5., it shall annually publish a written report that states the amount in the trust, the investment return earned by the trust since the last report was published, the total disbursements made from the trust since the last report was published, and the name of the investment manager if investment authority has been delegated under subd. 1.

(4) Invested fund proceeds in populous cities, use. In a 1st class city, all interest derived from invested funds held by the city treasurer in a custodial capacity on behalf of any political entity, except for pension funds, is general revenue of the city and shall revert to the city's general fund upon the approval by the political entity evidenced by a resolution adopted for that purpose.

(5) Delegation of investment authority in connection with pension financing in populous cities and counties. The governing body of a county having a population of 500,000 or more, or a 1st class city, may delegate investment authority over any of the moneys described in sub. (1m) (e) or (f) to any of the following persons, which shall be responsible for the general administration and proper operation of the county's or city's employee retirement system, subject to the governing body's finding that such person has expertise in the field of investments:

(a) A public board that is organized for such purpose under county or city ordinances.

(b) A trustee, investment advisor, or investment banking or consulting firm.

History: 1999 a. 9 ss. 1607, 1608; 1999 a. 65 ss. 15 to 17; 1999 a. 150 ss. 93, 95, 168; 1999 a. 167 ss. 31, 32; 1999 a. 186 ss. 43, 44; 2001 a. 30; 2003 a. 264; 2005 a. 99, 335; 2007 a. 82, 115; 2009 a. 28.

Cross-reference: See also s. 157.50 (6) as to investment of municipal care funds.

Based on the plain meaning of the word "investment," the exchange of surplus county funds for U.S. gold coins would be an investment within the meaning of s. 59.61 (3). This section provides the authorized list of investments that a county can make with county funds, and the statute does not authorize an investment in U.S. gold coins. OAG 2-13.



TO: FINANCE COMMITTEE MEMBERS

FROM: MARYANNE GROAT

DATE: April 20, 2015

SUBJECT: 2015 Budget Modification – Schierl Redevelopment Project TID #8

Purpose: To present for Committee consideration the budget modification required to implement the developer incentives recommended by the Economic Development Committee

Financial Impact: The net impact of the development is cumulative net increment (taxes) of \$477,500 by 2030.

Background Information

The Economic Development Committee recommended developer incentives for the redevelopment of the The Store and Stahmer Clinic Facilities located in TID #8. The redevelopment project is described and presented in detail in the attached staff reports and drawings.

The developer incentives consist of a 15 year deferred interest free loan in the amount of \$275,000 and five reverse TID payments of \$57,500. The development is projected to generate new taxes of \$57,500 on the development. A copy of the project cash flow and the district cash flow are attached.

The City's financial obligations in 2015 would be the developer loan of \$275,000. These funds would come from debt proceeds. I would expect the ten year amortization to carry interest costs of approximately \$40,000 over the life of the issue.

The budget modification to Tax Increment District Number Eight Fund would be

146-348497350	TID #8 Developer Loan Disbursements	\$275,000
146-348289120	TID #8 Loan Proceeds	\$275,000

CITY OF WAUSAU

**TAX INCREMENTAL DISTRICT NUMBER EIGHT
PROJECTED CASH FLOW**

		USES OF FUNDS			SOURCES OF FUNDS			Annual Surplus (Deficit)	Cumulative Balance
Year		Schierl Debt Retirement	Schierl Developer Payments	Schierl Developer Loan	Debt Proceeds	Schirel Loan Repayment	Tax Increment		
1	2015			275,000	275,000			-	-
2	2016	31,500	57,500					(89,000)	(89,000)
3	2017	31,500	57,500				57,500	(31,500)	(120,500)
4	2018	31,500	57,500				57,500	(31,500)	(152,000)
5	2019	31,500	57,500				57,500	(31,500)	(183,500)
6	2020	31,500	57,500				57,500	(31,500)	(215,000)
7	2021	31,500					57,500	26,000	(189,000)
8	2022	31,500					57,500	26,000	(163,000)
9	2023	31,500					57,500	26,000	(137,000)
10	2024	31,500					57,500	26,000	(111,000)
11	2025	31,500					57,500	26,000	(85,000)
12	2026						57,500	57,500	(27,500)
13	2027						57,500	57,500	30,000
14	2028						57,500	57,500	87,500
15	2029					275,000	57,500	332,500	420,000
16	2030						57,500	57,500	477,500
17	2031								
TOTAL		\$315,000	\$287,500	\$275,000	\$275,000	\$275,000	\$805,000		

**CITY OF WAUSAU
TAX INCREMENTAL DISTRICT NUMBER EIGHT
PROJECTED CASH FLOW**

Year	USES OF FUNDS						SOURCES OF FUNDS				Annual Surplus (Deficit)	Cumulative Balance	
	2015 Issue Annual Debt Service	Alexander Foundation Loan	Administrative, Organization & Discretionary Costs	Schierl Developer Loan	Schierl Annual TID Payments	Capital Expenditures	Debt Proceeds	Schirel Loan Repayment	Other Income	Tax Increment			
ACTUAL													
1	2012			\$7,801								(\$7,801)	(\$7,801)
2	2013			10,390		7,681						(18,071)	(25,872)
3	2014		372	5,717		235,993	190,000		183,660			131,578	105,706
ESTIMATED													
4	2015		5,225	80,000	275,000	1,610,000	1,575,000		195,774	140,328		(59,123)	46,583
5	2016	205,000	5,225	15,000		57,500 *	155,000		175,000	140,000		(122,725)	(76,142)
6	2017	205,000	5,225	15,000		57,500 *	150,000		175,000	197,500		(60,225)	(136,367)
7	2018	205,000	5,225	15,000		57,500 *	100,000		175,000	197,500		(10,225)	(146,592)
8	2019	205,000	193,722	15,000		57,500 *			175,000	197,500		(98,722)	(245,314)
9	2020	205,000		15,000		57,500 *			175,000	197,500		95,000	(150,314)
10	2021	205,000		15,000					175,000	197,500		152,500	2,186
11	2022	205,000		15,000					175,000	197,500		152,500	154,686
12	2023	205,000		15,000					175,000	197,500		152,500	307,186
13	2024	205,000		15,000					175,000	197,500		152,500	459,686
14	2025	205,000		15,000					175,000	197,500		152,500	612,186
15	2026			15,000					175,000	197,500		357,500	969,686
16	2027			15,000					175,000	197,500		357,500	1,327,186
17	2028			15,000					175,000	197,500		357,500	1,684,686
18	2029			15,000				275,000	175,000	197,500		632,500	2,317,186
19	2030			15,000					175,000	197,500		357,500	2,674,686
20	2031			15,000					175,000	197,500		357,500	3,032,186
TOTAL		\$2,050,000	\$214,994	\$343,908	\$275,000	\$2,258,674	\$1,765,000	\$275,000	\$3,179,434	\$3,242,828			

2015

PROJECT COSTS:

2nd Avenue, Stewart Ave to Elm Street Reconstruction	850,000
Clark Street Reconstruction Streetscape and Lighting	150,000
Remediation and Utility Relocation	350,000
RiverEdge Trail Improvements	50,000
L&S Improvements	50,000
Commerical Rehabilitation Loan Fund	50,000
1st and 3rd Avenue Traffic Study	50,000
Wayfinding Project	60,000
	<u>\$1,610,000</u>

2016

Stewart Avenue Accomodations - DOT Project	155,000
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2017-2018

Residential Redevelopmernt	150,000
	100,000

* Schierl Pay As You Go Developer Payments



EAST ELEVATION

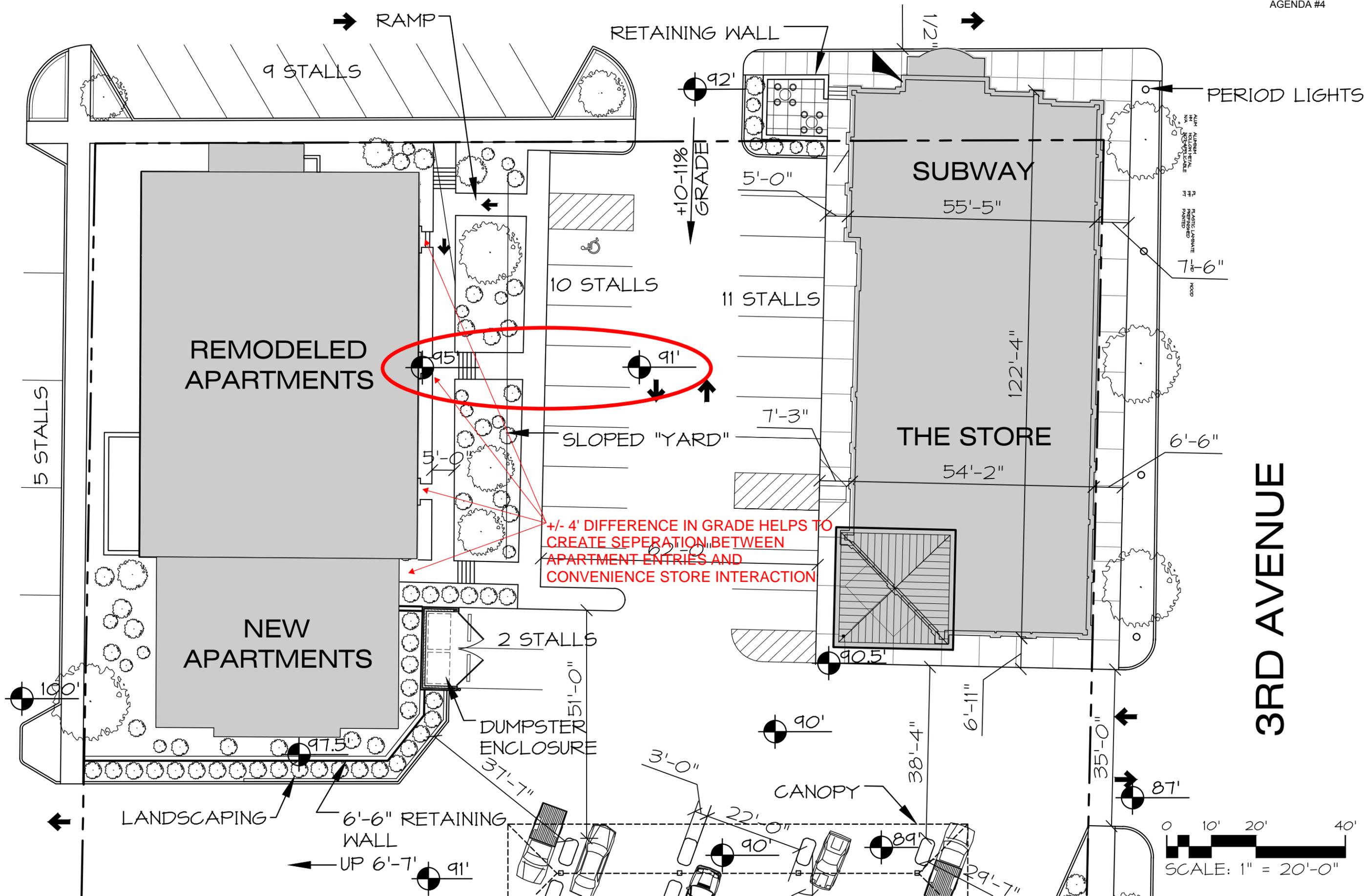


WEST ELEVATION



4TH AVE

3RD AVENUE





'STONE' POURED CONCRETE LINER PANEL

DUMPSTER ENCLOSURE

CLAD WOOD DOOR W/ STORM DOOR

STONE

- CLAD WOOD WINDOWS EPS 'LINTEL'
- PERIOD LIGHTS EPS W/ REVEALS
- PRECAST SILL
- UPPER FLOOR ELEV. = 111'-0"
- BRICK SOLDIER COURSE EPS BRICK
- PRECAST SILL LOWER FLOOR ELEV. = 100'-0"

PROPOSED EAST ELEVATION



+/- 4' HIGH 'SLOPED YARD'

**REMODELED APARTMENTS
404 S. THIRD AVE.
WAUSAU, WISCONSIN 54401**



**Mudrovich
architects**

APRIL 7, 2015

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CITY OF WAUSAU

EXECUTIVE SUMMARY: STEWART AVE. REDEVELOPMENT

TEAM SCHIERL COMPANIES & SCHIERL SALES CORPORATION

Schierl Sales Corporation is thrilled to present for your partnership and approval, a multi-million dollar mixed-use redevelopment of our sites at Third & Stewart. We are proposing to raze the existing convenience store, replace it with an architecturally respectful facility with a new Subway restaurant, add 15 new jobs, re-shape the terrain, modify access points, and remodel the former Stahmer Clinic into 8 one bedroom and 3 two bedroom market rate residential units; specifically speaking to young professionals living downtown, and university faculty and staff from UW-Marathon County.

The minimum total project cost will be: \$3,000,000.00. This includes an initial projection of approximately \$900,000 for the residential component and \$2,100,000.00 for the convenience store. Given the difficulties of the site terrain, depth to bedrock, variable cost increase relating to aesthetics for the convenience store and residential piece, the project as proposed is out of reach for our capital allocation without assistance from the City. We are asking for your partnership with us to bring this block to block redevelopment plan forward.

We are asking the City for rezoning of the parcels to UDD to achieve the project, vacation of Clark Street in order to maximize the site for layout and parking, and TIF assistance to offset the considerable cost to achieve the aforementioned.

This project would require ten years, pay-as-you-go, or reverse TIF, of the increment generated based on a minimum investment of: \$3,000,000. This would allow for an actual incremental increase in value of between: \$2,100,000-\$2,400,000 depending on final assessment. We would carry the borrowing on the project costs and the City would then not have any holding costs what so ever on the incentive. This revenue stream annually makes the project happen, which will add significant energy and momentum to the near Westside, along with new jobs associated with the convenience store and Subway. In addition, the added aesthetics, as well as new façade and renovation of the clinic, appropriately respects the single family homes nearby.

The revenue generated and maximized off the project would allow for nearly an additional \$57,000-\$60,000 per year, available for TIF projects after the ten year period we are asking for. Or, net present value, at that time, assuming reasonable inflation and 3.5% interest, of a borrowing by the city over the 10 years remaining of nearly **\$500,000 paid for only by our project.**

Successful projects are only possible with partnerships. We need you to partner with us to bring this perfect mix of utility and redevelopment to fruition; and we are asking for you to work with us in doing so: Thank you.



City of Wausau TIF Application

Please complete the following information and return it along with a \$125 fee made payable to Community Development.

DEVELOPER

Legal Entity: Schierl Sales Corporation

d/b/a:

Main Office Location: 2201 Madison Street Stevens Point, WI 54481

Type of Business: Convenience Stores, Subway Restaurants, Bulk Fuel Oil and Related, Auto Repair and Maintenance

Project Description: The project consists of an integrated revitalization block to block from Stewart to Clark and from Third to Fourth consisting of two main elements: demolition and new construction of the convenience store and complete renovation of the former Stahmer Clinic into 11 market rate apartments targeting young professionals and faculty and staff from UWMC, along with a new quick service restaurant. This project will provide momentum and be a catalyst for added near Westside development.

Reason for Application Assistance:

- € Costs to incorporate design aesthetics, substantial excavation due to grade change and rock, residential conversion and rehabilitation of former Stahmer Clinic, severe site limitations for block to block project, along with initial acquisition cost of former Stahmer Clinic.

PROPERTY INFORMATION

Parcel 1

Address: 404 S. Third Street (Wausau 404 S. 3rd WI LLC)

Size: 225X120 or approx.. 0.62 acres

Current Use: Vacant Stahmer Clinic

Current Assessed Value: \$585,000 at 103.58% assessment ratio

Current Property Taxes: Wausau \$5,131.87 Total \$14,171.48

Parcel 2

Address: 308 Third Street (Wausau 308 Stewart LLC)

Size: 79.25X225 or approx.. 0.41 acres

Current Use: The Store Convenience Store

Current Assessed Value: \$280,400

Current Property Taxes: Wausau \$2,459.37 Total \$6,753.81

PROPOSED IMPROVEMENTS

Describe improvement details

We will be completely demolishing the existing convenience store and constructing a new facility just to the north of the existing structure. Additionally, we will be removing and updating all fuel storage and distribution systems with the new site and adding a quick service restaurant. Significant site work and excavation will be required to shape the site and remove rock for the project. The vacant Stahmer Clinic building will be completely renovated and converted into multifamily; with 11 one bedroom market rate apartments targeting young professionals and staff and faculty from UWMC, along with a new addition to the building's South. Masonry and EIFS features as well as aluminum cladding will be used to create a design sensitive to the near Westside and especially the neighborhood; along with softening the site with new landscaping.

RETURN ON INVESTMENT ANALYSIS

Project Costs

	Amount (\$)	Source of Funds
Purchase of Land	0.00	
Demolition Cost	20,000.00	
Site Improvements	344,693.00	
Purchase of Existing Facility*	425,000.00	
Construction of New Building(s)	1,008,618.00	
Renovation & Addition to Existing Structure	1,100,000.00	
Machinery & Equipment	650,000.00	
Architectural & Engineering Fees	45,000.00	
Legal & Other Professional Fees	3,500.00	
Contingency	68,575.00	
Working Capital	0.00	
Other (please specify)		
*represents Stahmer Clinic purchase for project		
Total Project Costs	\$3,665,386.00	

Value of Property

- Lot Size (in acres): 1.38 acres Total with Right of Way of Clark Street vacated
- Improvement Square Footage: 11,424 reno + 2,500 addition & 6,143 new
- Current Assessed Values: Land \$ 865,400 + Improvements \$ 3,000,000 = 3,865,400
- Calculated Property Value: Land \$ _____ + Improvements \$ _____ = _____

Projected Property Taxes

- Current Property Taxes: \$ 20,925.29
- Calculated Property Taxes: \$ 79,000.00

- Calculated Tax Increment: approx.. \$58,074.00

Zoning:

- Current Zoning: B2
- Proposed Zoning: UDD pending plan approval

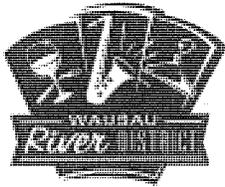
Requested City Participation/Financing

Source	Amount	Terms: Years/Interest	Contact Information
Loans:			
Equity			
Requested City Participation:			
Loan:			
Grant:	Approx.. \$57,500 per year (pay-as- you-go)	10 years	
Other:			
Total Financing	\$575,000 over 10 yr		

City of Wausau ROI: remaining years able to float approx.. \$500,000 in debt payable only from this revenue stream.

Jobs Created

- Up to \$15,000: 12
 - \$15,001-\$30,000: 2
 - \$30,001-\$45,000: 1
 - \$45,001-\$60,000:
 - \$60,001 and above:
 - Description of Employee benefits: Full medical (health dental vision) for 3 employees and burgundy level of benefits for the others. ** see attachments**
-
-



Main Street Wausau, Inc.
316 Scott Street
Wausau, WI 54403
(715) 297-1829
WausauRiverDistrict.org
Elizabeth@WausauRiverDistrict.org

To Whom It May Concern:

I am writing in support of the Schierl Companies redevelopment project on the corner of Third and Stewart Avenues. The proposed development would benefit Wausau in many ways and in a key area of the city that would greatly benefit from the development.

The proposed development of mixed-use residential and retail is an ideal project for the near west side. While not inside the River District, this property is adjacent to the River District and would positively impact the surrounding business community. The near west side is an area in which Main Street and the City have focused a lot of energy and time, and comes at a key time in its redevelopment. This project would preserve and restore a historic storefront, and continue the inertia of the revitalization work in progress.

In addition, the development would be located in TIF 8 and would meet many of the objectives outlined in the TIF Project Plan, including improving the housing stock, improving the infrastructure with repaved and increased parking opportunities, and generally enhancing the development potential of property in and adjacent to the TIF District. The proposed development also offers a "whole block" solution, which is prioritized in the TIF Project Plan.

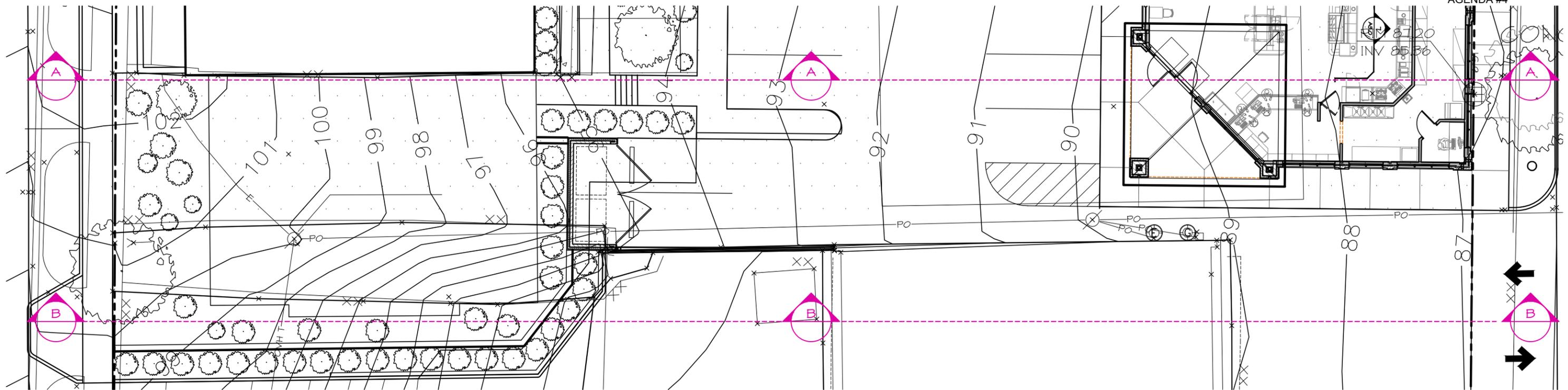
The focus on providing market rate housing geared towards UWMC students and young professionals is a much-needed addition to the area and will be vital in attracting and retaining young professionals in Wausau. Millennials, who now comprise the largest segment of the American population, value walkability in their communities. Providing housing close to several downtown businesses readies Wausau for a new generation of workforce development. This is a topic that has been discussed and advocated for at length not only in Main Street Wausau meetings, but at gatherings of other community organizations as well.

In conclusion, Main Street Wausau supports this proposed development. A mixed-use development with a focus on market rate housing aimed at attracting young professionals to downtown Wausau is greatly needed in the area and will increase the vitality and desirability of the area.

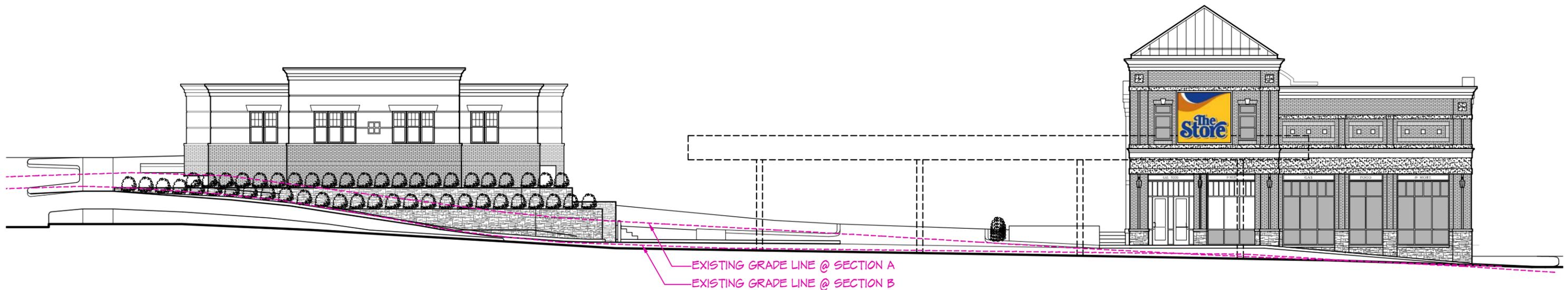
Please do not hesitate to contact me with any questions.

Sincerely,

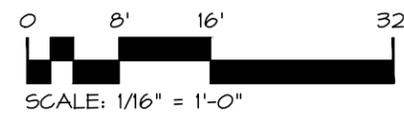
Elizabeth Field
Executive Director, Main Street Wausau, Inc.



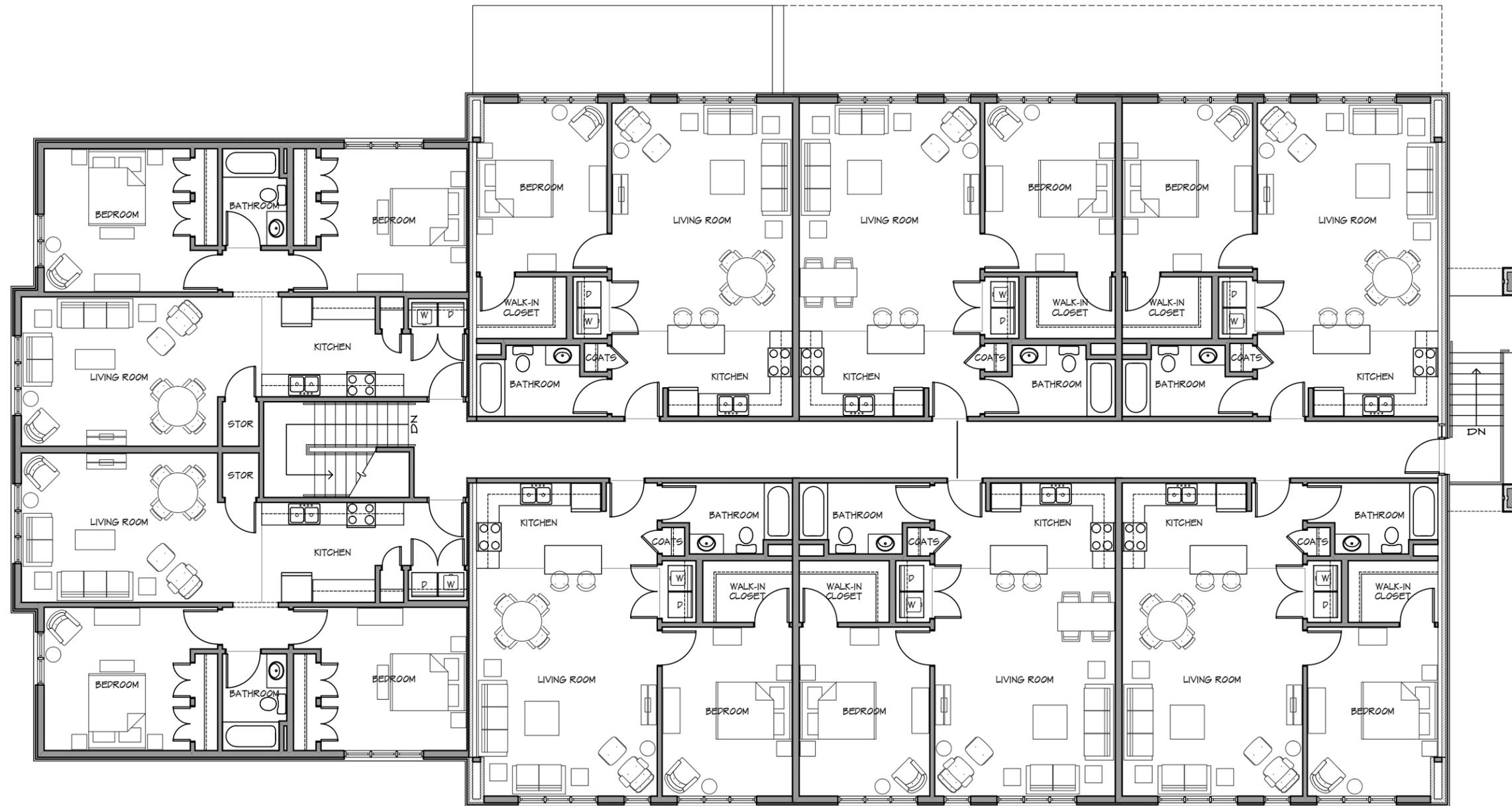
PARTIAL PROPOSED SITE PLAN
 1/16" = 1'-0"



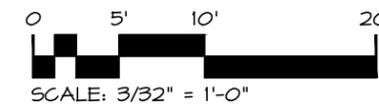
PROPOSED SOUTH ELEVATION
 1/16" = 1'-0"



STAHMER BUILDING REMODEL
 STEWART AVE & 3RD AVE, WAUSAU
 APRIL 7, 2015



PROPOSED UPPER LEVEL FLOOR PLAN
3/32" = 1'-0"



STAHMER BUILDING REMODEL

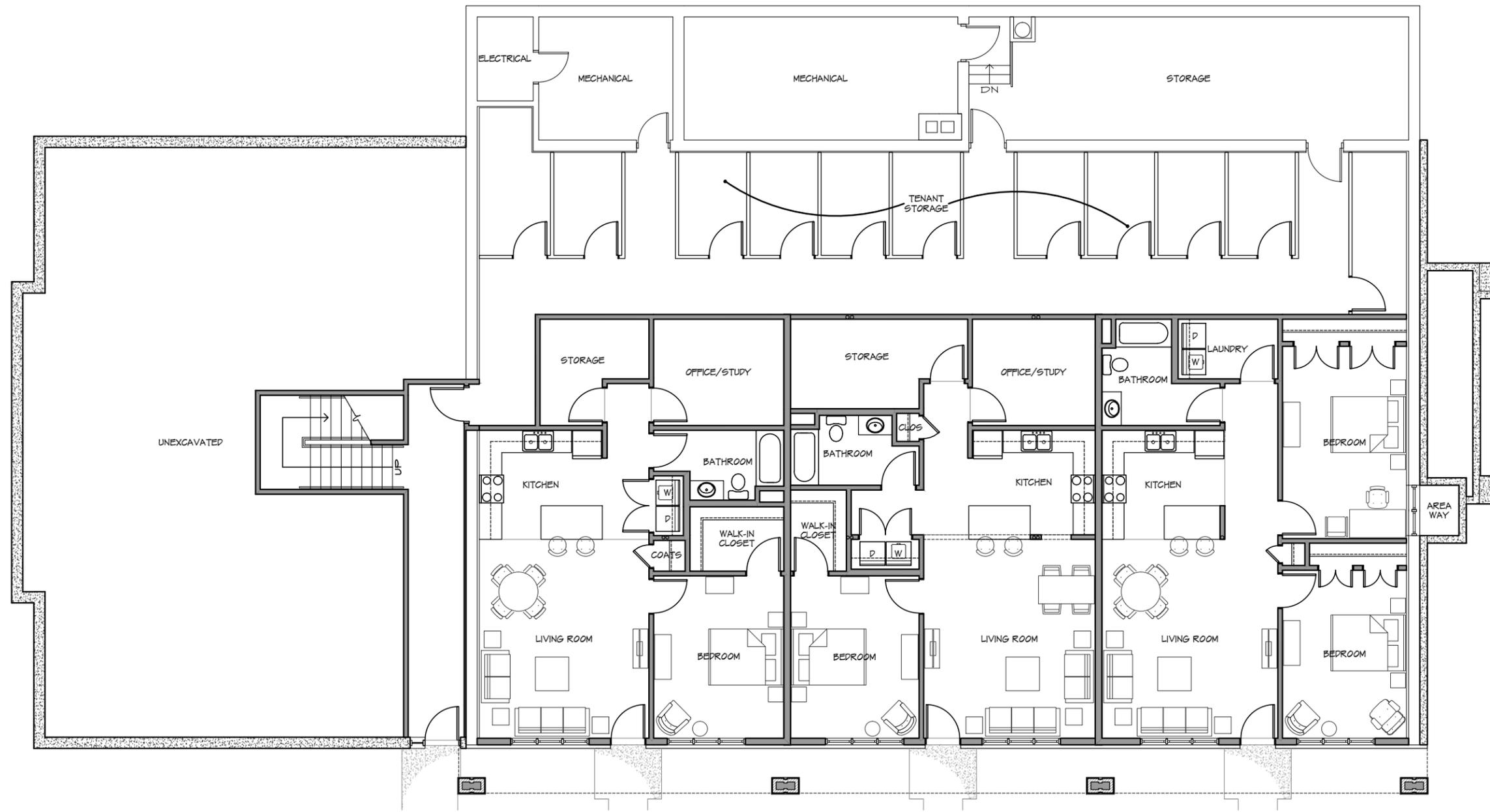
STEWART AVE & 3RD AVE, WAUSAU

APRIL 7, 2015

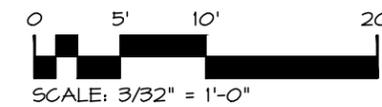


Mudrovich
architects

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PROPOSED LOWER LEVEL FLOOR PLAN
3/32" = 1'-0"

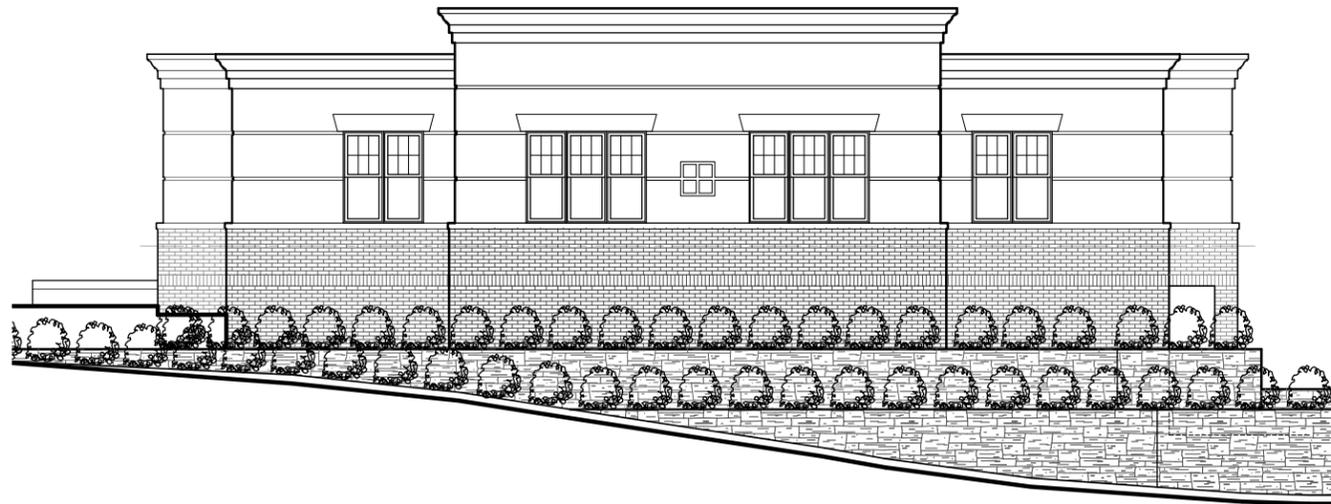


STAHMER BUILDING REMODEL
STEWART AVE & 3RD AVE, WAUSAU
APRIL 7, 2015

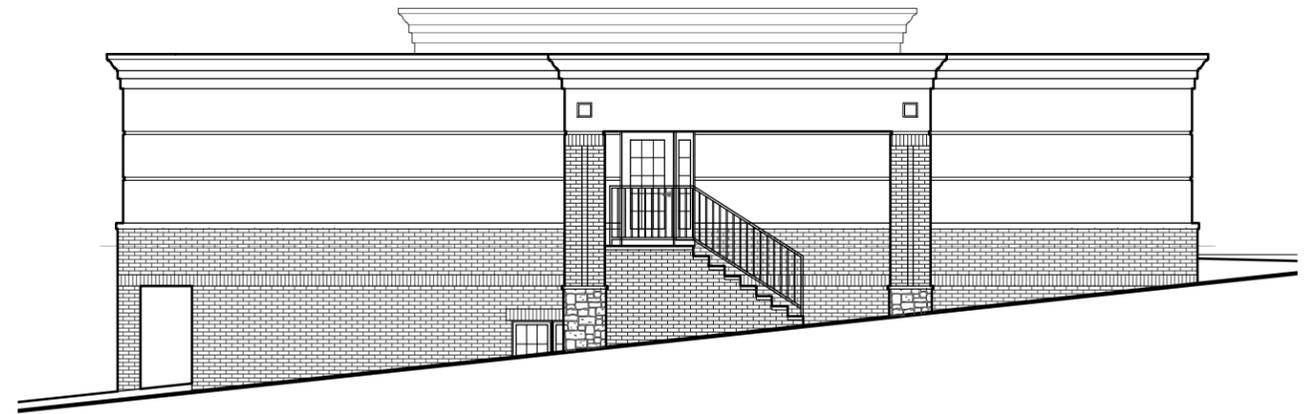


Mudrovich
architects

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PROPOSED SOUTH ELEVATION
3/32" = 1'-0"



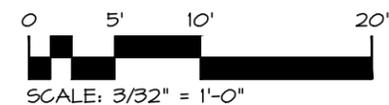
PROPOSED NORTH ELEVATION
3/32" = 1'-0"



PROPOSED WEST ELEVATION
3/32" = 1'-0"



PROPOSED EAST ELEVATION
3/32" = 1'-0"



STAHMER BUILDING REMODEL

STEWART AVE & 3RD AVE, WAUSAU

APRIL 7, 2015



Mudrovich architects

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PRELIMINARY SITE PLAN



**THE STORE
 308 W. STEWART AVE.
 WAUSAU, WISCONSIN 54401**

**TEAM SCHIERL
 COMPANIES**



Staff Report

From: Christian Schock
To: Finance Committee Members
Date: April 7, 2015
Re: Schierl Companies, Stewart Ave.

Purpose: Discussion and Possible Action Authorizing a Development Agreement with Schierl Companies for the replacement of an existing service station and the construction of 8 one bedroom, and 3 two bedroom market rate apartments at the corner of 3rd and Stewart Avenues.

Facts:

- The existing service center facility is past its useful life and in need of major renovation.
- The adjacent 'Stahmer Clinic' building is vacant.
- The immediate vicinity is blighted and targeted for improvements.
- The neighborhood would benefit from the proposed reorientation of the structures and the introduction of additional market rate housing and commercial services.
- The proposed developments would create housing (11 apartment units) and 15 jobs.
- The applicant commits to invest at least \$3,000,000 in this project, the construction estimate is approximately \$3,665,000.
- The applicant requests a pay-as-you-go 'reverse' style TIF-funded annual payment of the increment based on the appraised value. The applicant estimates the payment would be approximately \$57,500 annually for 10 years totaling approximately \$575,000- dependent on the appraised value.

Considerations:

- The project plan detailing the proposed benefits and urban design details is illustrative and still in draft, the applicant will provide a revised final plan and further describe the public benefits proposed.
- This project should reach the job requirement earlier than 2020, it would be a best practice to bring forward the job requirement threshold and end the required reporting earlier than 2026- a window of 5 years of reporting would appear adequate.
- The applicant is revising the typographic error on page 2, Section 2.0- the estimated total available increment should be \$2,134,500.
- The applicant is revising the proposed repayment schedule, the noted 10 years of payments commencing 9/1/17 would end in 2026.



TO: FINANCE COMMITTEE MEMBERS
FROM: MARYANNE GROAT
DATE: April 20, 2015

SUBJECT: 2015 Room Tax Fund Budget Modification, Related Room Tax Grants

Purpose: To present for Committee consideration the Room Tax Applications submitted at the end of February for consideration in 2015.

Financial Impact: Request submitted total \$34,500 and would fit within the existing revenue projections with the inclusion of the Meetings Mean Business the revenue projection was increased to \$750,000.

Background Information

The City of Wausau collects and disburses room tax based upon the Wausau Code, the room tax policy and the CVB contract. The City's room tax rate of 8% is the maximum allowed by Wisconsin Statutes. The City of Wausau is exempt from the state provision regulating expenditure of 70% of room tax on tourism promotion and development, since our rate was established prior to May 13, 1994. In 2014, the City initiated a change to our ordinance which allows hotels to retain 1% of the room tax funds they collect. A room tax adhoc committee recommended the City increase the rate to 2% in the future. That could be accomplished as part of the 2016 budget.

Attached is a copy of the room tax policy. The policy guarantees funding to those entities outlined in the Continuing Appropriation section of the policy. The City has a written contract with the CVB that commits room tax for CVB and Sports Authority operations. These funds are percentage based on room taxes collected and remitted quarterly.

Twice per year, August and February, not-for-profits can apply for room tax funds. The continuing appropriation members complete an abbreviated application each fall. The City includes the August applications and funding for continuing appropriation entities within the next years budget. After the February applications are compiled, the committee considers the additional applications and makes any final adjustments to the allocations as deemed appropriate.

A history of room tax collections is:

2014	\$809,198
2013	\$767,192
2012	\$739,569
2011	\$692,704

The Convention and Visitors Bureau has proposed a new initiative known as, "Meetings Mean Business". The proposed implementation date is June 30th with the City and other participating communities remitting ½ % of the room tax for the 3rd and 4th quarters of 2015.

Attached is a proposed budget that includes the following:

- Revises the room tax collection from \$727,000 to \$750,000
- Increases the budget for the Continuing Contribution Recipients to the 2014 funding levels.
- Includes full funding for the February requests
- Includes the Balloon Rally capital funding approved at the last Finance Committee Meeting
- Results in a projected fund balance of \$8,234 at December 31, 2015

DEVELOPMENT AGREEMENT

This Development Agreement (this "Agreement") is made and entered into by and between the **City of Wausau, Wisconsin**, a municipal corporation located at 407 Grant Street, Wausau, WI 54403 (the "City") and **Schierl Sales Corp.**, a Wisconsin corporation with offices located at 2201 Madison Street, Stevens Point, Wisconsin 54481 ("Developer"). The City and Developer may hereafter be referred to individually as a "party" and collectively as the "parties" to this Agreement.

RECITALS

A. The City has, pursuant to authority granted in Wisconsin Statute Section 66.1105, created Tax Incremental District No. 8 (the "TID").

B. Developer's affiliates have acquired the property legally described on the attached **Exhibit A** (the "Property"), which is located within the TID.

C. Developer is willing to develop the Property and to provide employment opportunities at the Property, provided Developer obtains financial assistance from the City as set forth herein.

D. The City has determined that this Agreement is in the public interest and to induce Developer to develop the Property, the City has agreed to provide financial assistance to Developer, subject to the terms and conditions described herein.

TERMS AND CONDITIONS

1.0 Private Improvements and Employment.

1.1 Private Improvements. Developer agrees that it will complete construction of the private improvements described on **Exhibit B**, attached hereto and incorporated herein by reference (the "Private Improvements") and that the construction of such Private Improvements will be substantially completed no later than July 31, 2016. Developer shall spend not less than Three Million Dollars (\$3,000,000.00) on the construction of the Private Improvements. Upon the written request of the City, Developer shall provide the City with an itemized bill report of the costs, fees, and expenses incurred by Developer in relation to the Private Improvements.

1.2 Permits and Approvals. Notwithstanding Section 1.1 above, Developer's obligation to construct the Private Improvements is contingent on obtaining permits and other governmental approvals necessary for the construction. Developer agrees to make commercially reasonable efforts to obtain such permits and approvals in a timely manner. Nothing contained herein shall be construed so as to obligate the City to issue any such permits or approvals.

1.3 Property Maintenance. Following completion of the Private Improvements required under Section 1.1 above, Developer shall maintain the Property in a good and presentable condition and shall promptly repair any damage. Developer shall maintain adequate property insurance for such purpose.

1.4 Employment. Developer shall achieve a level of employment at the Property of fifteen (15) full-time-equivalent positions by December 31, 2020. In the event Developer fails to achieve the required level of employment at the Property as provided herein, Developer shall not be deemed to be in default under the terms of this Agreement. Provided however, if Developer fails to achieve the required level of employment at the Property as provided herein, Developer shall remit to the City an amount equal

to One Thousand Dollars (\$1000.00) for each full-time equivalent position that Developer has failed to achieve during the term of this Agreement.

1.5 Contingencies. Developer's obligation to complete the Private Improvements is contingent upon the following: (i) the City providing the tax incremental financing and incentive payments described in Section 2.0 below; (ii) Developer obtaining all required City approvals authorizing the re-zoning of the Property to Unified Development District Wausau RMC 23.65 no later than May 31, 2015; (iii) Developer obtaining all required City approvals authorizing the vacation of that portion of Clark Street that lies between 3rd Avenue and 4th Avenue no later than July 31, 2015; (iv) Developer obtaining all required government approvals authorizing the access points to the Property from Stewart Avenue and 3rd Avenue at the locations described on **Exhibit B** no later than June 15, 2015; and (v) the City installing, at its sole expense, decorative street lighting along 3rd Avenue between Stewart Avenue and the vacated portion of Clark Street no later than July 31, 2016. In the event any one or more of the above referenced contingencies is not satisfied within the time provided, the Developer may, at its option, terminate this Agreement by providing the City with written notice. If this Agreement is terminated as provided in this Section 1.5, then the City and Developer shall have no further obligations to each other under this Agreement.

2.0 Tax Incremental Financing and Incentive Payments.

2.1 Initial Financing. To induce Developer to construct the Private Improvements within the TID, the City hereby agrees to provide Developer with initial financing in the amount of Two Hundred Seventy-Five Thousand Dollars (\$275,000.00) (the "Initial Financing"), to be used by Developer exclusively for the construction and site preparation necessary to complete the Private Improvements. The full amount of the Initial Financing shall be made available by the City to Developer on the date on which Developer commences work on the Private Improvements. The Initial Financing shall not accrue interest and Developer shall have no obligation to repay the Initial Financing for a period of fifteen (15) years commencing on the date upon which the Initial Financing was made available to Developer. Provided however, Developer may pre-pay the Initial Financing in whole or in part from time to time without penalty or premium for prepayment.

2.2 Incentive Payments. In addition to the Initial Financing described in Section 2.1 above, commencing with the real estate tax year beginning on January 1, 2016, and continuing annually for a period of five (5) real estate tax years thereafter, the City agrees to compensate Developer for the development costs incurred by Developer to complete the Private Improvements. The City shall pay to Developer the sum of Fifty-Seven Thousand Five Hundred Dollars (\$57,500.00) of the available tax increment produced from the Private Improvements and received by the City for the prior real estate tax year.

2.3 Payment of Incentive Payments. Payments from the City to Developer pursuant to Section 2.2 above shall be made on a yearly basis on or before September 1st of each calendar year commencing on September 1, 2017 (in relation to the 2016 real estate tax year), and continuing for a period of five (5) years thereafter with the final payment due on or before September 1, 2021 (in relation to the 2024 real estate tax year). The City's obligation to finance Development Costs shall be payable solely from available tax increment generated by the Property and shall not be a charge against the City's general credit or taxing power.

2.4 Limitations. Any payments made by the City to Developer as provided above, shall constitute project costs of the TID. The City's obligation to make the payments described above shall be contingent on Developer's continued compliance with the terms of this Agreement. The City shall not be obligated

to make any payments to Developer, whether from available tax increment or otherwise, when Developer or any assignee of Developer is in default under this Agreement.

3.0 Representations and Warranties.

3.1 Representations and Warranties of Developer. Developer represents and warrants to the City that:

3.1.1 Developer is a Wisconsin corporation, duly organized and in good standing under the laws of the State of Wisconsin, and is not in violation of any provisions of its Articles of Incorporation, Bylaws, or the laws of the State of Wisconsin, has the power to perform its obligations hereunder and has duly authorized the execution, delivery and performance of this Agreement by proper corporate action.

3.1.2 Developer controls the construction of the Private Improvements on the Property and the construction of the Private Improvements on the Property by Developer would not occur but for the tax increment financing being provided by the City hereunder.

3.1.3 Developer warrants that its affiliates have good title to the Property and that it has full right and authority to enter into this Agreement.

3.1.4 Developer warrants that no person has been or will be a displaced person under Ch. 32 of the Wisconsin Statutes, Ch. Comm 202 of the Wisconsin Administrative Code, or other applicable law as a result of Developer's actions related to the Property, the development or this Agreement.

3.1.5 The parties signing below for Developer warrant that they have full power and authority to execute this Agreement on behalf of Developer, and to bind Developer to the Agreement.

3.1.6 Neither the execution and delivery of this Agreement, the consummation of the transactions contemplated hereby, nor the fulfillment of or compliance with the terms and conditions of this Agreement is prevented, limited by or conflicts with or results in the breach of the terms, conditions or provisions of any contractual restriction, evidence of indebtedness, agreement or instrument of whatever nature to which Developer is now a party or by which is bound, or constitutes a default under any of the foregoing.

3.2 Representations and Warranties of City. The City represents and warrants to Developer that:

3.2.1 The City is a municipal corporation and political subdivision organized under the laws of the State of Wisconsin.

3.2.2 The City has the authority to enter into this Agreement and carry out its obligations hereunder pursuant to the authority granted to it by the Wisconsin Constitution and State law.

3.2.3 The City will cooperate with Developer throughout the term of this Agreement and shall promptly review and/or process all submissions and applications in accordance with applicable City ordinances.

3.2.4 The activities of the City are undertaken for the purpose defined in Section 66.1105 of the Wisconsin Statutes.

3.2.5 The parties below on behalf of the City have been fully authorized to execute this Agreement on behalf of the City. When executed and delivered to Developer, this Agreement shall constitute a legal, valid and binding obligation of the City, enforceable in accordance with its terms.

4.0 Default and Remedies.

4.1 Default. In the event either party is in default hereunder (the “Defaulting Party”), the other party (the “Non-defaulting Party”) shall be entitled to take any action allowed by applicable law by virtue of said default provided that the Non-Defaulting Party first gives the Defaulting Party written notice of default describing the nature of the default, what action, if any, is deemed necessary to cure the same and specifying a time period of not less than thirty (30) days in which the default may be cured by the Defaulting Party.

4.2 City Remedies. In the event of default by Developer that remains uncured, the City, may take any one or more of the following actions:

4.2.1 The City may suspend their performance under this Agreement until it receives assurances from Developer, deemed adequate by the City, that Developer will cure its default and continue its performance under this Agreement.

4.2.2 The City may take any action, including legal or administrative action, in law or equity, which may appear necessary or desirable to enforce performance and observance of any obligation, agreement or covenant of the Developer under this Agreement, including securing an injunction to prevent harm.

4.3 Developer Remedies. In the event of a default by the City that remains uncured, Developer may seek any remedy available to Developer under the terms of this Agreement or take any other action, including legal or administrative action, in law or equity, which may appear necessary or desirable to enforce performance and observance of any obligation, agreement or covenant of the City under this Agreement, including securing an injunction to prevent harm.

4.4 Indemnification. Subject to the limitation described herein and except for any misrepresentation or any misconduct of any of the indemnified parties, Developer shall indemnify, save harmless and defend the City and its respective officer, agents and employees from and against any and all liability, suits, actions, claims, demands, losses, costs, damages and expenses of every kind and description, including attorney costs and fees, for claims of any kind including liability and expenses in connection with the loss of life, personal injury or damage to property, or any of them brought because of any injuries or damages received or sustained by any persons or property on account of or arising out of the construction of the Private Improvements to the extent caused by the sole negligence or willful misconduct on Developer’s part or on the part of its agents, contractors, subcontractors, invitees or employees, at any time. Notwithstanding the foregoing, the liability of Developer to the City for any claim whatsoever related to this Agreement, including any cause of action arising in contract, tort, or strict liability, shall not exceed the total amount of the tax incremental financing and incentive payments described in Section 2.0 above, actually received by Developer from the City under the terms of this Agreement as of the date of any such claim. IN NO EVENT WILL DEVELOPER BE LIABLE FOR ANY LOST REVENUE, PROFIT, OR FOR SPECIAL, INDIRECT, CONSEQUENTIAL, INCIDENTAL, OR PUNITIVE DAMAGES HOWEVER CAUSED AND REGARDLESS OF THE THEORY OF LIABILITY EVEN IF DEVELOPER HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

5.0 Interpretation and Construction.

5.1 Term. The term of this Agreement shall commence upon the execution of this Agreement by both parties and shall continue until such time as all of the incentive payments described in Section 2.2 above have been paid by the City to the Developer and Developer has repaid the Initial Financing to the City as provided in Section 2.1 above, unless terminated earlier as provided herein.

5.2 Assignment. This Agreement may be assigned by Developer without the consent of the City (i) to any affiliate or other entity under common control or ownership with Developer; or (ii) in the event of a transfer of the Property by Developer to a third party, provided Developer is not in default under the terms and conditions of this Agreement. Developer will provide the City with written notice not less than thirty (30) days following any such assignment. In the event of such an assignment by Developer of its interest in this Agreement to a person or entity expressly assuming Developer's obligations under this Agreement, Developer shall thereby be released from any further responsibility hereunder, and the City agrees to look solely to such successor in interest of Developer for performance of such obligations.

5.3 Relationship of Parties. Developer and its contractors and subcontractors shall be solely responsible for the completion of the Private Improvements. Nothing contained in this Agreement shall create or effect any partnership, venture or relationship between the City and Developer or any contractor or subcontractor employed by Developer in the construction of the Private Improvements.

5.4 Entire Agreement. This Agreement shall be governed by and construed in accordance with the laws of State of Wisconsin. This Agreement sets forth the entire understanding between the City, and Developer with respect to its subject matter, there being no terms, conditions, warranties, or representations with respect to its subject matter other than that contained herein. Developer has previously submitted a City of Wausau TIF Application in the format required by the City in relation to the construction of the Private Improvements contemplated by this Agreement. In the event of a conflict between the City of Wausau TIF Application and this Agreement, the terms of this Agreement shall control in all respects. This Agreement shall be binding upon and shall inure to the benefit of the parties hereto, their respective successors and assigns. This Agreement may be modified only by a written amendment signed by the parties. The headings set forth in this Agreement are for convenience and reference only, and in no way define or limit the scope or content of this Agreement or in any way affect its provisions.

5.5 Severability. If any provisions of this Agreement shall be held or deemed to be or shall, in fact, be inoperative or unenforceable as applied in any particular case in any jurisdiction or jurisdictions or in all jurisdictions, or in all cases because it conflicts with any other provision or provisions hereof or any constitution or statute or rule of public policy, or for any other reason, such circumstances shall not have the effect of rendering the provision in question inoperative or unenforceable in any other case or circumstance, or of rendering any other provision provisions herein contained invalid, inoperative, or unenforceable to any extent whatsoever.

5.6 Waiver. Each party agrees that no failure or delay by the other party in exercising any right, power or privilege hereunder will operate as a waiver thereof, nor will any single or partial exercise thereof preclude any other or further exercise thereof or the exercise of any right, power or privilege hereunder.

5.7 Notices. All notices required or permitted by this Agreement shall be in writing and shall be deemed to have been given (i) upon deliver to an officer of the City or Developer, if hand delivered, or (ii) two (2) business days following deposit in the United States mail, postage prepaid, or with an overnight commercial carrier that will certify as to the date and time of delivery, and each such communication or notice shall be addressed as follows, unless and until any of such parties notifies the other in accordance with the section of a change of address:

If to City: City of Wausau, Wisconsin
407 Grant Street
Wausau, WI 54403
Attn: City Clerk

If to Developer: Schierl Sales Corp.
2201 Madison Street
Stevens Point, Wisconsin 54481
Attn: Chief Executive Officer

5.8 Counterparts. This Agreement may be executed in multiple counterparts, each of which shall be deemed an original for all purposes and all of which shall be deemed, collectively, one and the same agreement.

The execution of this Agreement by the City was authorized by resolution of the city counsel for the City of Wausau, Wisconsin adopted on the ___ day of _____, 2015.

IN WITNESS WHEREOF, the parties have duly executed this Agreement, or caused it to be duly executed as of the ___ day of _____, 2015.

THE CITY OF WAUSAU, WISCONSIN

By: _____

Attest:

By: _____

STATE OF WISCONSIN)
) SS
COUNTY OF MARATHON)

Personally came before me this ___ day of _____, 2015, _____, of the above-named City of Wausau, Wisconsin, to me known to be the persons who executed the foregoing instrument and to me known to be such _____, and acknowledged that they executed the foregoing instrument as such officers as the deed of said City of Wausau, Wisconsin, by its authority.

Notary Public, State of Wisconsin
My commission: _____

SCHIERL SALES CORP.

By: _____

Dated: _____

STATE OF WISCONSIN)
) SS
COUNTY OF PORTAGE)

Personally came before me this ___ day of _____, 2015, _____, to me known to be the person who executed the foregoing instrument and to me known to be a _____ of Schierl Sales Corp., and acknowledged that he executed the foregoing instrument as such _____ of Schierl Sales Corp., by its authority.

Notary Public, State of Wisconsin
My commission: _____

Drafted By:

Attorney Keith J. Pilger
Anderson, O'Brien, Bertz, Skrenes & Golla, LLP
1257 Main Street, P.O. Box 228
Stevens Point, WI 54481-0228

EXHIBIT A
LEGAL DESCRIPTION OF PROPERTY

Parcel 1:

Lot one (1) of Certified Survey Map No. 6225 recorded in the office of the Register of Deeds for Marathon County, Wisconsin, in Volume 23 of Certified Survey Maps on page 53; being a part of Lots one (1), two (2) and four (4) in Block nine (9) of A. Stewart's Addition to Wausau; also being a part of the South One-Half of the vacated alley lying immediately North of and contiguous with the North line of said lots; subject to easements of record.

AND

The North thirty-two (32) feet of Lot four (4); and the North thirty-two (32) feet of the West twenty (20) feet of Lot three (3), all in Block nine (9) of A. Stewart's Addition to Wausau; together with the South One-Half of that part of the vacated alley lying immediately North of and contiguous to said Lot four (4) and the West twenty (20) feet of Lot three (3); subject to easements of record.

Tax Parcel Number: 291-2907-264-0186

Parcel 2:

Lots five (5), six (6), seven (7) and eight (8) in Block nine (9) of A. Stewart's Addition to Wausau, Marathon County, Wisconsin; together with the North One-Half of vacated alley lying South of and contiguous to said lots; EXCEPT the East fifteen (15) feet of Lot eight (8) and the North One-Half of the vacated alley.

Tax Parcel Number: 291-2907-264-0188

EXHIBIT B
DESCRIPTION OF PRIVATE IMPROVEMENTS

See attached.

**CITY OF WAUSAU
2015 BUDGET WITH MEETINGS MEAN BUSINESS**

		<u>2014 ACTUAL</u>	<u>2015 REVISED BUDGET</u>	
FUND BALANCE December 31, 2014				\$ 89,436
2015 ESTIMATED NET REVENUES		\$ 809,198	\$ 750,000	
EXPENSES	Prior year collections			\$ 810,442
CONTINUING CONTRIBUTIONS				
CVB	<i>(2.5% of Room Tax Rate or .3125%)</i>	\$ 253,264	\$ 234,375	
CVB - Meetings Mean Business	<i>(.5% of Room Tax Rate or .0625%)</i>		\$ 23,438	
SPORTS MARKETING FUND	<i>(.5% of Room Tax Rate or .0625%)</i>	50,652	46,875	
		303,916	304,688	
WAUSAU EVENTS, INC	10.25%	\$ 79,004	\$ 79,004	
MAIN STREET	5.00%	30,000	30,000	
PERFORMING ARTS	6.50%	50,100	50,100	
WOODSON ART MUSEUM	4.30%	33,143	33,143	
HISTORICAL SOCIETY	3.00%	23,123	23,123	
CONCERT BAND	1.00%	7,708	7,708	
CENTER FOR VISUAL ARTS	1.50%	11,562	11,562	
400 BLOCK			31,200	
CITY FUNDING	25.00%	180,000	168,800	
TOTAL CONTINUING CONTRIBUTIONS		\$ 414,640	\$ 434,640	
2015 ROOM TAX REQUESTS - EVENTS AND MARKETING				
Fall Requests				
Wausau Kayak and Canoe Corporation - Event		\$ 12,000	\$ 12,000	
Wausau Events Winterfest		7,000		
Jaycees Fourth of July - Event		7,700	7,700	
Wausau Events Spring Festival - Event		-	5,000	
Placeholder for Spring 2015 Requests				
Main Street - First Thursday Event			2,500	
Wausau Events - Screen on the Green		3,000	3,000	
Wausau Events - Balloon Rally		10,000	10,000	
Wausau Events - Market Place Thursdays		6,000	6,000	
Festival of Arts		5,000	5,000	
Wausau Community Theater		2,500	2,500	
Chalkfest		800	1,000	
Wausau Artrageous Weekend		3,000	4,500	
		\$ 57,000	\$ 59,200	
2015 ROOM TAX REQUESTS - CAPITAL				
Friends of Wausau - Ice Hockey		75,000		
Airport Electrical Upgrades			5,000	
Grand Theater - Stone Façade Replacement			\$ 27,675	
PROJECTED FUNDS AVAILABLE 12/31/2015				\$ 8,234

CITY OF WAUSAU, WISCONSIN ROOM TAX POLICIES

The City of Wausau maintains a room tax to assist with funding services necessary to support and attract visitors that would otherwise be borne by local taxpayers as well as to promote, protect, preserve and invest in activities and facilities that make Wausau a more attractive, safe and compelling destination for visitors and residents alike.

City of Wausau ordinance 3.25.030 Collection and Distribution shall be followed.

The annual budget for room tax revenues shall be determined by the Finance Director and approved by the Finance Committee based on actual receipts from the prior full calendar year for which data is available as the city's budget is being prepared along with reasonable projections. The following annual distributions shall occur:

CONTINUING ANNUAL APPROPRIATIONS:

The city shall contribute an amount equal to 31.25% of actual current collections to the Wausau/Central Wisconsin Convention & Visitors Bureau, and an additional 6.25% for Badger State Games as governed by agreement with CWCVB.

In addition to the CWCVB, the City of Wausau recognizes other not-for-profit organizations that have demonstrated their significance as a destination for visitors and residents. These organizations shall receive an annual allocation of room tax revenues which shall be apportioned as follows:

Wausau Area Events: An amount of \$65,600 but not greater than 10.25% of immediate prior year collections. It is intended that this amount be used to fund operating expenses. Additional amounts for specific events such as Chalkfest, Concerts on the Square, Wausau Hot Air Balloon Rally & Glow and certain other events will be funded separately through the Room Tax Grants portion.

Wausau Main Street: An amount of \$30,000 but not greater than 5% of immediate prior year collections, however, the total City contribution to Main Street shall not exceed one-third of the annual Main Street budget.

Grand Theater – Performing Arts Foundation: An amount of \$45,000 but not greater than 6.5% of immediate prior year collections.

Leigh Yawkey Woodson Art Museum: An amount of \$30,100 but not greater than 4.30% of immediate prior year collections.

Marathon County Historical Society: An amount of \$21,000 but not greater than 3% of immediate prior year collections.

Center for the Visual Arts: An amount of \$10,000 but not greater than 1.5% of immediate prior year collections.

Wausau Concert Band: An amount of \$6,500 but not greater than 1% of immediate prior year collections.

Each organization shall submit complete annual financial reports and include the City logo on promotional materials.

In addition to these allocations the City of Wausau operations will benefit from Room Tax Collections as follows:

- General Fund will be allocated a sum of 25% of projected room tax collections to offset operating costs.

ROOM TAX GRANT PROGRAM:

To the extent that funds are available, the Finance Committee will consider, semi-annually (August 30th and February 28th) applications for room tax grants from outside organizations which clearly show benefits to the City of Wausau in the following categories: economic development, tourism and special community events or projects which enhance the quality of life.

There are three categories in which grants are awarded. Capital projects, Events, and Marketing efforts:

Capital costs associated with acquisition, restoration, enhancement, construction or expansion of existing facilities, sites or attractions for the purpose of accommodating tourism or increased tourism attraction, or for the purpose of providing new or increased programming.

Events including festivals, celebrations, shows, performances, special exhibits or displays and other events, particularly those that will attract outside visitors will be considered in this category. The maximum grant available is \$15,000.

Marketing efforts including the development and implementation of a marketing plan designed to increase visitation to an attraction or event. The maximum grant available is \$7,500.

All organizations should attempt to demonstrate their plan towards event self-sufficiency. Interested organizations must submit timely and meet the requirements and specifications identified within the applications instructions. The Finance Committee will review the funding requests and forward a recommendation to Common Council for incorporation within the annual budget.

OTHER:

Any monies remaining at yearend will stay within the segregated room tax fund for allocations in subsequent budget cycles.

April, 2015 AGENDA #6

Wausau/Central Wisconsin
Convention & Visitors Bureau

MEETINGS MEAN BUSINESS ADVISORY COMMITTEE

Committee Members

- ✓ Municipality Representatives (6)
- ✓ Hotel Representatives (4)
- ✓ Facility Representatives (3)
- ✓ Meeting Planners (2)
- ✓ At Large (2)
- ✓ Richard Barrett– Executive Director, WCWCVB
- ✓ Lisa Berry– Sales Director WCWCVB

The Mission of the Meetings Mean Business Mission Statement

- Generate a significant economic impact for the Wausau area by securing new meetings, conferences, and expos that will generate overnight hotel stays in the form of participants throughout the calendar year.

Goals of the Meetings Mean Business

- To promote the community on a local, state, regional and national level for hosting meetings, conferences and expos.
- Create new locally generated meetings, conferences, and expos for local businesses, associations and manufactures.
- Expand existing meetings, conferences, and expos to a new level that will draw overnight visitors.
- Attract new sponsors and retain financial benefits within the community.
- **Fill lodging facilities during non peak days and weeks**
- **Generate additional room tax dollars for the communities**

Meetings Mean Business Structure

- ▶ CVB to provide staff and operational support for program to maximize use of bid funds for securing/developing new sports tournaments.
- ▶ Coordinate area Hotels and Facility sales staffs for a combined sales effort to maximize promotional efforts.
- ▶ Advisory Committee of stakeholders, Meeting, Conference and Expo professionals and facility operators.
- ▶ Advisory committee to review bid fee candidates and recommend for CVB Board of Directors approval.
- ▶ Separate fund/complete reporting on the use of the funds.
- ▶ Funding for attracting Meetings, Conferences and expos will derive from the ½ of 1% room tax.

Advisory Members Involvement

- Develop strategies to build or attract meetings, conferences and expos.
- Review bids for major sporting events.
- Advise/consult on events hosted by local organizing groups.
- Develop corporate sponsor program.
- Establish partnerships with local companies, organizations & meeting planners.

Active Prospects

- Name: Great Lakes Timber Professional Association
- Event year: 2016
- Details: State Meeting and Expo
- Number Of Event Days
3 Days 4 Nights
Plus 5 Days of set up and tear down
- Expected Participation
5,000
- Room Nights 2000+
- Economic Impact \$ 1,200,000

Sample Bench Marks

Bench Marks will be established based on:

- Minimum number of room nights
- Economic impact
- Time of year
- Time of week that the event is held
- Other community involvement

Sample Application

This area for Sports Authority Use Only

Request # _____

DRAFT

Date Approved _____ Amount Approved _____ Attachments _____ Sports Authority _____



where all
come alive!
the seasons

WAUSAU
Central Wisconsin
Convention & Visitors Bureau

MEETINGS MEAN BUSINESS
FUNDING APPLICATION

*****Applications must be received 180 days prior to the first day of the event*****

Event/Tournament Name: _____

Event Dates: _____

Local Organizing Committee: _____

Tax or EIN # _____

Lead Contact Person: _____

Street Address: _____

City/State/Zip: _____

Phone Day/Cell: _____ / _____

Email: _____

AMOUNT REQUESTED: \$ _____

MEETINGS MEAN BUSINESS FUNDING APPLICATION
Wausau/Central Wisconsin Convention & Visitors Bureau
219 Jefferson Street Wausau, WI 54474 • Phone 715-355-8788 • Fax 715-359-2306 • www.visitwausau.com

Sample Budget

Event Name: _____ **Income:** _____

EXPENSES

Act #	Site	(A) In-Kind	(B) Cash	(C) Use of Grant/Scholarship
100	Facility Rent	\$0.00	\$0.00	\$0.00
101	Facility Rent	\$0.00	\$0.00	\$0.00
102	Facility Rent	\$0.00	\$0.00	\$0.00
103	Facility Rent	\$0.00	\$0.00	\$0.00
104	Facility Rent	\$0.00	\$0.00	\$0.00
105	Insurance	\$0.00	\$0.00	\$0.00
106	Total	\$0.00	\$0.00	\$0.00

Personnel

200	Referees			
201	Referees			
202	Referees			
203	Referees			
204	Staff			
205	Medical Staff			
206	Security			
207	Registration Staff			
208	Janitorial			
209	Janitorial			
210	Janitor			
211	Other			
212				

Event Budget: PROFIT/LOSS SUMMARY

Item #	Estimated	Actual	Comments
300	\$0.00	\$0.00	
301	\$0.00	\$0.00	
302	\$0.00	\$0.00	
303	\$0.00	\$0.00	
304	\$0.00	\$0.00	
305	\$0.00	\$0.00	
306	\$0.00	\$0.00	
307	\$0.00	\$0.00	
308	\$0.00	\$0.00	
309	\$0.00	\$0.00	
310	\$0.00	\$0.00	
311	\$0.00	\$0.00	
312	\$0.00	\$0.00	
313	\$0.00	\$0.00	
314	\$0.00	\$0.00	
315	\$0.00	\$0.00	
316	\$0.00	\$0.00	
Total	\$0.00	\$0.00	

Income

Category	Estimated	Actual
Registration	\$0.00	\$0.00
Grants	\$0.00	\$0.00
Sponsorships	\$0.00	\$0.00
Other	\$0.00	\$0.00
Total	\$0.00	\$0.00

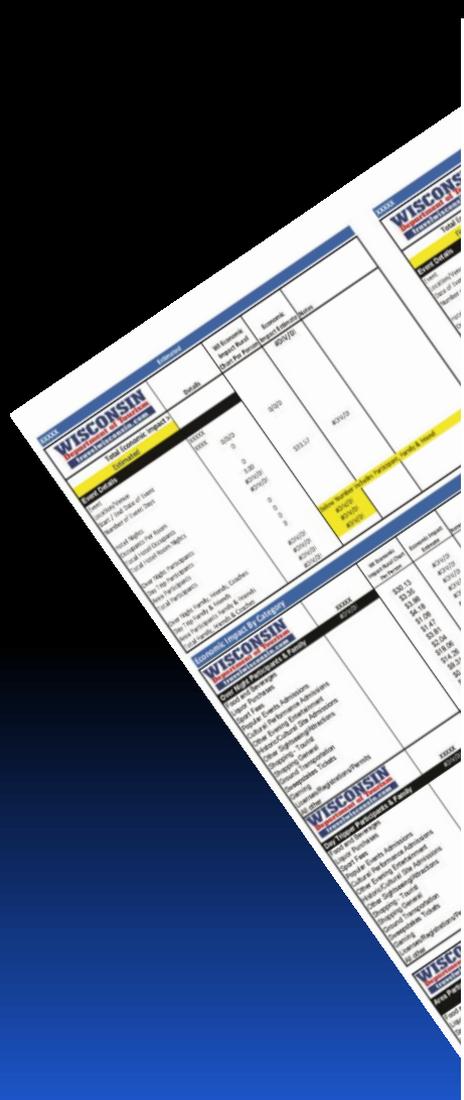
Expenses

Category	Estimated	Actual
Registration	\$0.00	\$0.00
Grants	\$0.00	\$0.00
Sponsorships	\$0.00	\$0.00
Other	\$0.00	\$0.00
Total	\$0.00	\$0.00

Profit/Loss Summary

Category	Estimated	Actual
Total Income	\$0.00	\$0.00
Total Cash Expenses	\$0.00	\$0.00
Total Profit (or Loss)	\$0.00	\$0.00

Sample Score Sheet



Sports Authority Score Sheet

Fill in Highlighted Areas Only

Primary Information

Event Name: XXXXXX Start Date: 9/9/09 End Date: 9/10/09

Local Organizing Committee (LOC): XXXXXX Amount Requested: \$0 (Estimated) \$0 (Final)

Venue: XXXX Occupants Per Room: _____

Total Participants: 0 (Estimated) Ratio: 0 #DIV/0! (Final) Ratio: 0 #DIV/0! (Final)

Family & Friends Attending: 0 (Estimated) Ratio: 0 #DIV/0! (Final) Ratio: 0 #DIV/0! (Final)

Total: 0 (Estimated) Ratio: 0 #DIV/0! (Final) Ratio: 0 #DIV/0! (Final)

Number of Event Days: 0.0 (Estimated) 0.0 (Final)

Today's Date: 7/26/10

Other Bid Costs: \$0 (Estimated) \$0 (Final)

Return on Investment: \$0 (Estimated) \$0 (Final)

Local Organizers F.I.N.: 000-00000-0000-0000 (Estimated) 000-00000-0000-0000 (Final)

Additional Information About Event:

Room Night Bookings

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
0	0	0	0	0	0	0

Notes: _____

Summary

Investment / Bid Fee / Risk	Room Nights	Estimated Average Room Rate	Number of Night Stay	Day Tripper Participants 30-90 Miles	Local Participants <30 Miles	Participants 90+ Miles	Possible Repeat Event Y or N	Investment Per Visiting Athlete With No Return	Investment Per Athlete After Return	Economic Impact
Estimated \$0 #DIV/0!	0	\$ 89.00	0	0	0	0	0	0	0	0
Actual \$0 #DIV/0!	0	\$ 89.00	0	0	0	0	y	0	#DIV/0!	#DIV/0!

Scoring Values:

Point Value	Pre Event Totals	Post Event Totals
Off Season	2	0
Multi Night Stay	2	0
Community Impact	2	0
Local Planning Group	1	0
Event Revenue Potential	1	0
Media Values		
State Wide 50+ Miles Away	1	0
Midwest states (MN, MI, IA, IL)	1	0
National	1	0
Room Nights		
501 to 1000	1	0
1001 to 1500	2	0
1501 to 2000	3	0
2000 +	4	0
Estimated Economic Impact		
50000+	1	0
\$1,000,000+	2	0
Totals		
Maximum Points Obtainable:	17	0.0%
% of Local Participants (Less Than 23%)		#DIV/0!
% of Day Tripper Participants (Less Than 15%)		#DIV/0!
% of Out of Town Participants (More Than 62%)		#DIV/0!

Definitions

Community Impact: Will this event impact more than one of the local communities.

Day Tripper Someone Who Travels 30-90 miles: Participants that are under 90 miles but more than 30 miles

Economic Impact: Calculated by using the Wisconsin Department of Tourism Economic Impact Rural Chart 2009.

Estimated Ave Room Rate: Room charge per night

Investment / Bid Fee: Money requested to hold event

Investment Per Visiting Participant: Dollars provided by Sports Authority divided by participants that traveled a greater distance than 90 miles.

Local Participants Someone Who Travels 30miles or Less: Number of participants within 30 miles of venue

Local Planning Group: Is this event organized by a local organizing group

Media Value: Will this event be promoted outside of the local area

Multi Night Stay: Guests staying more than one night

Off Season: Events held in our off season

Out of Town Participants Who Travel More Than 90 Miles: Participants who traveled a distance greater than 90 miles

Possible Repeat Event: An event that will return in future years

Regional Impact: Does this event effect more than the local area.

Return on Investment: Is there a possible return of funds or profit sharing that the Sport Authority may receive from this event

Room Nights: Total number of rooms (Rooms x Nights)

Total Points: Points obtained from Scoring Values

Approved: _____ Date: _____

Terms: _____

Follow Up Notes: _____

SPORTS AUTHORITY

GAME ON!

WAUSAU

Central Wisconsin
Convention & Visitors Bureau

219 Jefferson Street, Wausau, WI 54403
715-355-8788 | www.visitwausau.com



The Wausau/Central Wisconsin Convention & Visitors Bureau proudly represents the communities of
Kronenwetter | Mosinee | Rib Mountain | Rothschild | Schofield | Wausau | Weston



Badger State Winter Games Nordic Skiing



ICF U23 Slalom World Championships



Leinenkugel Pond Hockey Classic



ASA Junior Olympic Girls Fast Pitch Softball

SPORTS AUTHORITY

WAUSAU/CENTRAL WISCONSIN CONVENTION & VISITORS BUREAU

The Sports Authority is a function of the Wausau/Central Wisconsin Convention & Visitors Bureau and was created to secure new sports events and major tournaments for the Wausau area. The Sports Authority is committed to developing long term relationships with events rights holders, sanctioning bodies, and our local sports organizations.

It's the strong local sport organizations and some of the finest sports facilities in the state that keep the competitive spirit thriving in the Wausau area. With our central location in the state, we can offer an attractive combination of experience, quality facilities, and convenience that has earned the respect of event rights holders and contributed to our success in hosting major sports tournaments in Wisconsin.

The **Sports Authority Opportunity Fund** is an application process for funding support. Each application is evaluated for economic benefits to the local community, partnership opportunities, and participation in generated revenues. To help determine the best use of the opportunity fund, the following bench marks are used to evaluate and score each event application on its merits and ability to generate visitor spending in the Wausau area.

Participants: 60% of the athletes/participants live out of town (Distance of 90+ miles)
Event Days: 2 days of activities in the Wausau area
Overnight Stays: A minimum of a 2 night hotel stays
Economic Impact: \$500,000
Room Nights: 500

Wausau Area Sports Facilities At A Glance

- 1 Kayak/Canoe Whitewater Course
- 4 Indoor Sheets of Ice
- 22 Basketball Courts
- 12 Baseball Diamonds
- 16+ Soccer Fields
- 3 Disc Golf Courses
- 13 Softball Fields - 6 with Lights
- 114 Bowling Lanes (60 Lanes in 1 Center)
- 2 Trap/Skeet Shooting Ranges
- 1 Curling Center - 8 sheets of ice
- 4 Quarter Mile Outdoor Track & Field Facilities
- 1 X-Country Ski Center (33 km of Trails)
- 1 Ski Hill: 74 Runs, 700' Vertical
- 20 Volleyball Courts
- 5 Football Stadiums - 1 Artificial Turf Surface
- 1 Archery Range with Indoor & Outdoor Course
- 1 1/4-Mile Race Track

Wausau Area Information

- Metro/County Population: 85,000/130,233
- Hotel Rooms: 2,220
- Interstate Access: I-39, HWY 29, HWY 51
- Central Wisconsin Airport (CWA): Northwest, American and United Airlines

Events Held

- Archery
- Baseball
- Basketball
- Bowling
- Canoeing
- Car Races
- Cross Country Skiing
- Curling
- Bonspeils
- Disc Golf
- Downhill Skiing
- Duathlon
- Figure Skating
- Fishing Tournaments
- Golf Tournaments
- Hockey Tournaments
- Horseshoe Tournaments
- Kayak Competitions
- Marathon and Running Events
- Motorcross Events
- Mountain Bike Racing
- Short Track Speed Skating
- Snowboarding
- Soccer
- Softball
- Triathlon
- Track & Field
- Trap & Skeet
- Volleyball
- Waterskiing
- Wrestling Tournaments

WAUSAU AREA SPORTS VENUES

Wausau Curling Center (New in 2013):

This \$4 Million facility is the largest and finest Curling Center in North America offering 8 Olympic sized sheets of ice.



Athletic Park (2014 Renovation):

A \$2.7 Million renovation completed in 2014 to add additional seating and function space.



Holtz Krause Athletic Complex (Opening in 2015):

This new state of the art soccer and athletic complex will open the Spring of 2015 and feature 15 soccer fields (8 Full Size).

Additional Facilities:

Greenheck Fieldhouse:

Year round Olympic size sheet of ice; 18,000 square foot court area that can host 3 full size basketball or 3 full size volleyball courts. The Fieldhouse is connected to a high school offering an additional 3 full size basketball courts.

Marathon Park:

This diverse facility has hosted hockey, figure skating, horseshoes, and start/finish for the Wausau Marathon. The 5,000 seat grandstand is also available for events like motocross.

Nine Mile County Forest and Recreational Area

One of Wisconsin's top cross country skiing facilities, Nine Mile offers 33km of trails and loops, 6.5 miles of lighted trails, and a chalet with concessions. Also used for cross country running and mountain biking events, including the 24 Hour National Championship Mountain Bike Race.

Whitewater Park (International Competition Site)

This world-class course combines a natural riverbed and vertical drop with dam-controlled water flow. Hosted the 2012 ICF Junior & U23 World Slalom Championships.

Sunny Vale Softball Complex:

5-diamond softball complex that has hosted a number of state and regional slow and fast pitch tournaments. All diamonds are lit and have electronic scoreboards. Concessions and restrooms on-site.

Duane L. Corbin Shooting Range

Multi-use facility featuring small bore pistol, bench rest, hunting, and competition ranges.

Granite Peak Ski Area (74 Runs/700' Vertical)

Best ski area in Wisconsin and hosts downhill, mogul and slalom events.

SPORTS AUTHORITY

WAUSAU/CENTRAL WISCONSIN CONVENTION & VISITORS BUREAU

Wausau/Central Wisconsin has been the host destination to sports events of all sizes; from state tournaments and national championships to international competitions.

Demonstrated Experience:

International Events:

- 2012 International Canoe Federation Junior & U23 Slalom World Championships
- 2013 World Ice Fishing Championships

National Events:

- 2007 & 2008 USA Cycling 24 Hour Mountain Bike National Championships
- 2010 & 2011 US National Short Track Speed Skating American Cup Championships
- 2014 US National Senior Men's Curling Tournament

Regional Events:

- 1988 – 2014 Badger State Winter Games
- 2009 – 2012 Midwest Freeze Hockey Invitational (Youth)
- 2012 – 2014 Leinenkugel Pond Hockey Classic (Adult)
- 2012 – 2014 Badger State Summer Games
- 2012 – 2014 Wausau Marathon

State Level Events:

- 2012 USBC Men's State Bowling Tournament
- 2012 – 2014 USBC Masters State Bowling Tournament
- 2012 – 2013 ASA (B) Junior Olympic Girls Fast Pitch Softball
- 2013 USBC Junior's State Bowling Tournament
- 2013 USBC High School State Bowling Tournament
- 2013 ASA (A) Junior Olympic Girls Fast Pitch Softball
- 2014 USBC Women's State Bowling Tournament
- 2014 National Archery School Program State Shoot



Mileage From

Beloit	190	Madison	140
Chicago	275	Milwaukee	181
Des Moines, IA	420	Minneapolis	175
Dubuque, IA	215	Peoria, IL	339
Kenosha	235	Rockford, IL	205
La Crosse	150	Springfield, IL	399

Wausau/Central Wisconsin Sports Authority is the organizer and owner of the following events:



Badger State Games | www.badgerstategames.org

The Badger State Games tradition continues in the Wausau area celebrating over 30 years of athletic competitions. This iconic sports series offers individuals and teams of all ages the opportunity to compete in a variety of amateur events in the style of the Olympic Games.

2015 Winter: Archery • Alpine Skiing • Billiards • Bowling • Crossfit WODfest • Curling • Fat Tire Bike Racing • Figure Skating • Nordic Skiing • Snowshoeing • Snowmobiling • Trap Shooting.

2015 Summer: Archery • 3-On-3 Basketball • 5-On-5 Basketball • Bowling • Crossfit WODfest • Golf • Gymnastics/Cheerleading • Lacrosse • Martial Arts • Pickleball • Skeet • Soccer • Softball • Sporting Clays • Swimming • Trap • Track & Field • Weightlifting • Wrestling • Youth Triathlon



WAUSAU 26.2 MARATHON

Wausau Marathon | www.wausaumarathon.com

The fourth annual Wausau Marathon will take place Saturday, August 22, 2015 at Marathon Park in Wausau. The race includes a marathon, half-marathon and 5k events. In 2014, runners from 28 states and two countries were represented. The marathon is a Boston qualifier and the 2014 race had 33 runners with qualifying times.



Leinenkugel's Classic Adult Pond Hockey Tournament | www.classicpondhockey.com

The fifth annual Pond Hockey Tournament will take place January 15- 17, 2016 at Sunnyvale Lake in Wausau. The tournament is the 4-on-4 round robin, USA Hockey sanctioned event with a four game guarantee. The 2015 tournament nearly 50 teams in 14 divisions.

Wausau/Central Wisconsin CVB Sports Authority is a proud partner affiliate of the following associations and initiatives



The Start in
2012



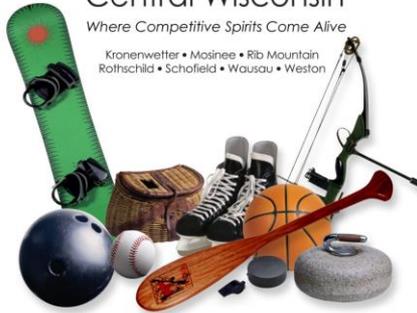
GAME ON!

WAUSAU

Central Wisconsin

Where Competitive Spirits Come Alive

Kronenwetter • Mosinee • Rib Mountain
Rothschild • Schofield • Wausau • Weston

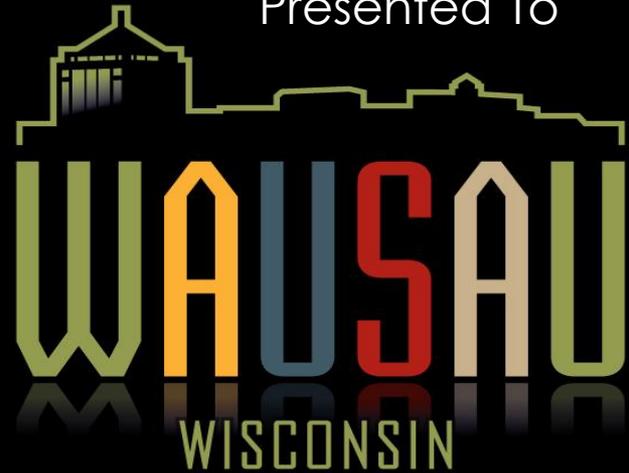


Introducing a New Sports Initiative

Starting Fall of
2015

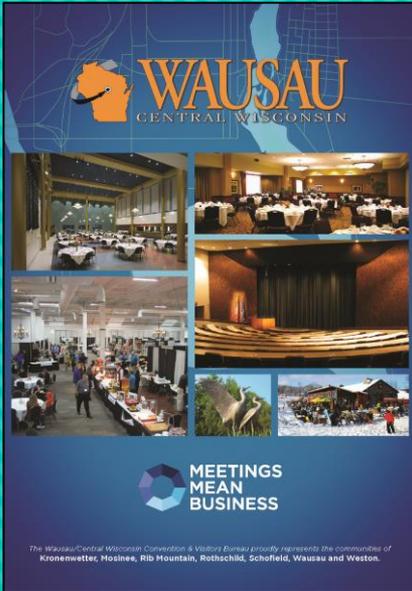


Presented To



Presented By

WAUSAU
Central Wisconsin
Convention & Visitors Bureau
SPORTS AUTHORITY



Some of Wausau's Premiere Featured





Did You Know?

WCWCVB - SPORTS AUTHORITY

#1 – Sports Initiative Nation Wide in 2013*

*National Association of Sports Commissions



WCWCVB – Board Member of the Wisconsin Department of Tourism Board for Sports Tourism

+295% – 2013 to 2015 Badger State Games Athlete Participation 1700 to over 5000 Athletes



2015 – Received the Wisconsin Governors Award for Service Excellence Presented by Scott Walker Governor of Wisconsin and Stephanie Klett Secretary for the Department of Tourism



Did You Know?

WCWCVB - SPORTS AUTHORITY

2014

UP 5.2% - Economic Impact compared to 2013

\$14.2M - Average Economic Impact for Central Wisconsin Past Three Years

52 - Sporting Events were Hosted by the Sports Authority

44,946 - Athletes – Coaches – Family and Friends Visited the Wausau Area

\$149,663 - New Hotel Room Tax

\$71,748 - New Marathon County Sales Tax



Did You Know?

WCWCVB - **SPORTS AUTHORITY**

Wausau – In 2014 Provided the Sports Authority \$57,870 (1/2 of 1%)

No Longer an Expense BUT an INVESTMENT

Of the \$149,663 of New Room Tax Dollars - Wausau Receives \$1.05 for every dollar provided or \$60, 763 in New Room Tax Dollars During that Same Year.



Did You Know?

WCWCVB - **SPORTS AUTHORITY** **2015**

61 Events – Planned

ASA Northern National Fast Pitch Softball (U12 and U14)

ASA Girls State Junior Olympic Fast Pitch Softball (5 Age Brackets)

ASA Girls State Qualifier Junior Olympic Fast Pitch Softball (5 Age Brackets)

ASA Men's Modified Pitch Softball State Tournament

National Archery in the School Program 1500 Archers/59 Schools

Participating in the State Archery Shoot



What We Need From You?

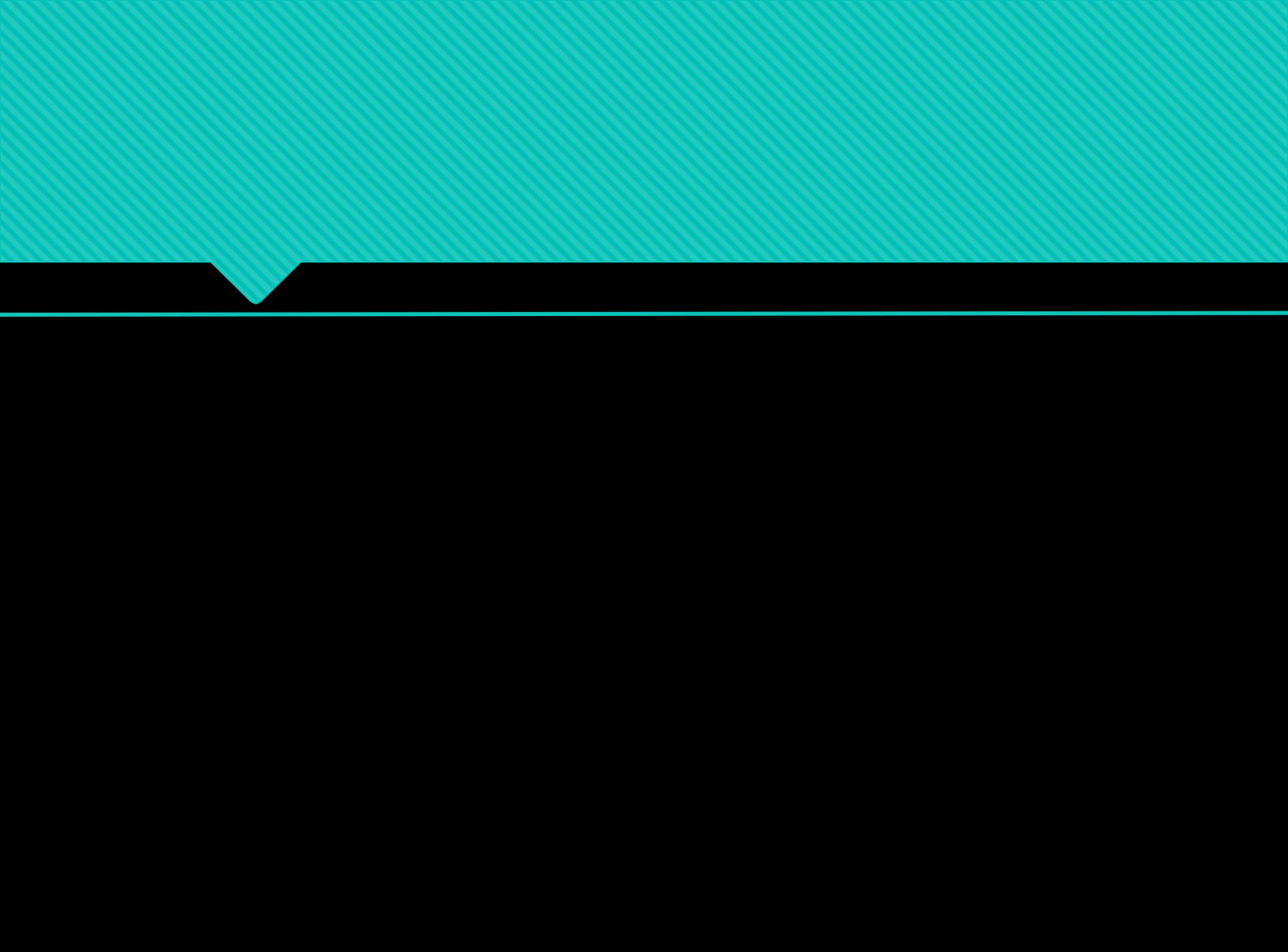
WCWCVB - SPORTS AUTHORITY

Now look forward to your continued support with this initiative for the next five years.

THANK YOU!!!



On Behalf of the Local Area Businesses,
the Wausau Central Wisconsin
Convention & Visitors Bureau, area
Hotels and Restaurants Would Like to
Thank You for Your Support for These
Initiatives.



**2015 Badger State Games
Commissioners Banquet**

BSG



2015 Winter Games

11 Events



Alpine Skiing
Archery - Indoor
Billiards
Bowling
Curling
Figure Skating

Nordic Skiing
Cross Fit
Fat Tire Bike
Clay Sports
Snow Mobile Racing
Snow Shoeing

2012 - 1380 Athletes

2015 - 2309 Athletes

+ 67.3%

2015 Winter Games

Alpine Skiing

Commissioner

Mark Gajewski

& Steve Heller

Stats from 2012 to 2015

Up 14%



2015 Winter Games

Archery

Commissioner

Josh Calmes, Matt Bootz
& Dan Schroeder

Stats from 2012 to 2015

Up 181.1%



2015 Winter Games

Billiards

Commissioner

John Lewis & Jon Kent

Stats from 2012 to 2015

Up 65%



2015 Winter Games

Bowling

Commissioner

Penny Drake & Joe Okresik

Stats from 2012 to 2015

Up 177.8%



2015 Winter Games

Clay Sports

Commissioner

Jeff Fochs

Stats from 2012 to 2015

Up 100%



2015 Winter Games

Wausau Crossfit

Commissioner

Steve Slama & Vikki Trevillian

Stats from 2012 to 2015

Up 500% ^{2nd} yr.



2015 Winter Games

Curling

Commissioner

Kerry Fitzgerald & Bob Frihart

Stats from 2012 to 2015

Up 103.6%



2015 Winter Games

Fat Tire Bike Racing



Commissioner

Gary Barden & Bob Dunahee

Stats from 2012 to 2015

Up 87% 2nd yr.

2015 Winter Games

Figure Skating

Commissioner

Melanie Bateman & Brad Ludwig

Stats from 2012 to 2015

Up 15%



2015 Winter Games

Nordic Skiing

Commissioner

Ron Roloff, Perry Dau
& John Burke

Stats from 2012 to 2015

Up 45.2%



2015 Winter Games

Snow Mobile Racing

Commissioner

Shelly Beach, Kim Ricci, Paul
Berens & Terry VanRyen

Stats from 2012 to 2015

Up 166.7%



2015 Winter Games

Snow Shoeing

Commissioner

Matt McLean & Kevin “Tiny”

Michalski

Stats from 2012 to 2015

Up 100%



2015 Summer Games

18 Events



3v3 Basketball
5 on 5 Adult Basketball

Archery

Bowling

Clay Target Sports

Golf

Gymnastics/Cheer/
Tumbling/Jump

Lacrosse

Martial Arts

Soccer

Track & Field

Wausau Cross Fit

Weightlifting

Wrestling

Youth Triathlon

ASA - Softball Girls

ASA – Softball Men’s

Modified Pitch

ASA – Softball Men’s

Slow Pitch Pitch

2012 - 2250 Athletes

2015 - 3869 Athletes Estimated

+ 71.9%

2015 Summer Games

3V3 Basketball

Commissioner

Adam Klinkhammer



Anticipated Athletes for 2015

160

2015 Summer Games

5V5 Adult Basketball



Commissioner
Greg Wilcox

Anticipated Athletes for 2015

100

2015 Summer Games

Archery

Commissioner

Al Russ



Anticipated Athletes for 2015

60

2015 Summer Games

Bowling

Commissioner

Penny Drake & Joe Okresik



Anticipated Athletes for 2015

50

2015 Summer Games

Clay Targets

Commissioner

Kris Ullmer & Jeff Fochs



Anticipated Athletes for 2015

45

2015 Summer Games

Wausau Cross Fit

Commissioner

Steve Slama & Vikki Trevillian



Anticipated Athletes for 2015

80

2015 Summer Games

Golf

Commissioner
Kerry Fitzgerald



Anticipated Athletes for 2015

30

2015 Summer Games

Gymnastics/Cheer/Tumbling/Jump



Commissioner

Taj Jefferson & Lori Knutson

Anticipated Athletes for 2015

70

2015 Summer Games

Lacrosse

Commissioner

Jason Gerum



Anticipated Athletes for 2015

60

2015 Summer Games

Martial Arts

Commissioner

Jenni Harris



Anticipated Athletes for 2015

70

2015 Summer Games

Soccer



Commissioner

Kyle Wolfgram & Tim Bodette

Anticipated Athletes for 2015

1260

2015 Summer Games

ASA – Softball Girls Fast Pitch

Softball Men's Modified Pitch

Softball Men's Slow Pitch



Commissioner

Matt Disher & Kevin Meyer

Anticipated Athletes for 2015

1284

2015 Summer Games

Track & Field

Commissioner

Josh Buchholtz & Jeremiah Burish



Anticipated Athletes for 2015

350

2015 Summer Games

Youth Triathlon

Commissioner

Shannon Wagman



Anticipated Athletes for 2015

50

2015 Summer Games

Weight Lifting

Commissioner

Jon Alveraz



Anticipated Athletes for 2015

50

2015 Summer Games

Wrestling

Commissioner

Troy Fabry & Tim Kostroski



Anticipated Athletes for 2015

150

Winter Games

2012 - 1380 Athletes

2015 - 2309 Athletes

Summer Games

2012 - 1431 Athletes

2015 - 3869 Athletes



BSG - Total

2012 - 2811 Athletes

2015 - 6178 Athletes

Plus 3367 Athletes

+119.8%



A Special Thank You to
all the Commissioners
and Volunteers Who
are the Back Bone of
the Badger State
Games



TO: FINANCE COMMITTEE MEMBERS

FROM: MARYANNE GROAT

DATE: April 20, 2015

SUBJECT: CIP process

Purpose: To present for Committee consideration additional information on the ranking process for CIP

Background Information

At a recent meeting the Finance Committee discussed the possibility of changing the CIP committee structure. The current structure consists of the Council President, the Finance Committee Chair or designee, the CISM chair or designee, the Finance Director, Director of Public Works and City Planner. The committee requested I check with other cities to see other committee structure opportunities. I have attached a summary of those results.

Based upon discussions of the committee I did change the procedures slightly for CIP requests. Departments are now requested to rate their request using the rating matrix. These rating will be submitted to the Finance Department for compiling along with the requests. This information could be useful in numerous ways:

1. It communicates to the CIP committee the departments project priorities
2. The ranking could be incorporated with the committees rankings. By doing so would provide all requesting departments an opportunity to actually participate in the overall ranking and creation of the ensuing years CIP plan.
3. It can generate conversation, analysis and inquiry by the CIP committee since they will have the departmental rankings during the interview process.

CIP COMMITTEE

CITY OF MADISON

Mayor
Finance Director
Planning and Community and Economic Development Director
City Engineer
Public Works Team Leader (Fleet Service Superintendent)

CITY OF MARINETTE

FINANCE COMMITTEE

CITY OF STEVENS POINT

FINANCE DIRECTOR AND MAYOR

CITY OF WAUWAUTOSA

City Administrator
City Engineer
Public Works Director
Water Superintendent

CITY OF WAUKESHA

FINANCE COMMITTEE

CITY OF BROOKFIELD

FINANCE DIRECTOR AND MAYOR

CITY OF OSHKOSH

FINANCE DIRECTOR AND CITY MANAGER

CITY OF WAUSAU, 407 Grant Street, Wausau, WI 54403

RESOLUTION OF THE FINANCE COMMITTEE	
Approving Notice of Election to Self-Insure Worker’s Compensation Program with CVMIC	
Committee Action:	
Fiscal Impact:	
File Number: 12-1119	Date Introduced:

FISCAL IMPACT SUMMARY			
COSTS	<i>Budget Neutral</i>	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	
	<i>Included in Budget:</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Budget Source:</i>
	<i>One-time Costs:</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Amount:</i>
	<i>Recurring Costs:</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Amount:</i>
SOURCE	<i>Fee Financed:</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Amount:</i>
	<i>Grant Financed:</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Amount:</i>
	<i>Debt Financed:</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Amount</i> <i>Annual Retirement</i>
	<i>TID Financed:</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>	<i>Amount:</i>
	<i>TID Source: Increment Revenue</i> <input type="checkbox"/> <i>Debt</i> <input type="checkbox"/> <i>Funds on Hand</i> <input type="checkbox"/> <i>Interfund Loan</i> <input type="checkbox"/>		

RESOLUTION

WHEREAS, the Common Council established a self-insured worker’s compensation program administered by CVMIC effective January 1, 2013; and

WHEREAS, the City has a strong commitment to Risk Management and safety programs that will continue to reduce risk and improve worker safety; and

WHEREAS, the City of Wausau is a qualified political subdivision of the State of Wisconsin; and

WHEREAS, the Wisconsin Worker’s Compensation Act (Act) provides that employers covered by the Act either insure their liability with worker’s compensation insurance carriers authorized to do business in Wisconsin, or to be exempted (self-insured) from insuring liabilities with a carrier and thereby assume the responsibility for its own worker’s compensation risk and payment; and

WHEREAS, the State and its political subdivisions may self-insure worker’s compensation without a special order from the Department of Workforce Development (Department) if they agree to self-insure its worker’s compensation liability, to report faithfully all compensable injuries and to comply with the Act and rules of the Department, according to DWD 80.60(3), Wisc. Admin. Code; and

WHEREAS, the Finance Committee, at its _____, meeting recommended approval of the Notice of Election to self-insure a worker's compensation program administered by CVMIC.

NOW, THEREFORE, BE IT RESOLVED, that the Common Council of the City of Wausau does ordain at follows:

- (1) Evidence its intent and agreement to self-insure its worker's compensation liability by continuing its self-insured worker's compensation program.
- (2) Agree to faithfully report all compensable injuries and to comply with Chapter 102, Wis. Stats., and the rules of the Department in accordance with 102.28(2)(b) and (c), Stats.
- (3) Authorize the Human Resources Director to notify the Wisconsin Department of Workforce Development, Worker's Compensation Division, according to DWD 80.60(3)(b)2 of its notice of election, accompanied by a copy of this executed resolution.

BE IT FURTHER RESOLVED by the Common Council of the City of Wausau that the proper City officials and designees are hereby authorized and directed to execute and administer the plan as approved by this resolution.

Approved:

James E. Tipple, Mayor

CITY OF WAUSAU, 407 Grant Street, Wausau, WI 54403

RESOLUTION OF THE FINANCE COMMITTEE

Approving Recommendation to Self-Insure Workers Compensation Program with CVMIC

Committee Action: Approved 4-0

Fiscal Impact: Within 2013 Budget

File Number: 12-1119**Date Introduced:** November 27, 2012**RESOLUTION**

WHEREAS, your Finance Committee has reviewed and considered information regarding the 2013 Workers Compensation program renewal and funding options; and

WHEREAS, Cities & Villages Mutual Insurance Company (CVMIC) provided the most competitive fully-insured and self-insured worker's compensation program options; and

WHEREAS, historical data would suggest that the City would save money over the long-term in a self-insured program; and

WHEREAS, the City has built a reserve in excess of \$300,000 to provide for large loss claims; and

WHEREAS, the City has a strong commitment to Risk Management and safety programs that will continue to reduce risk and improve worker safety; and

WHEREAS, the City of Wausau is a qualified political subdivision of the State of Wisconsin; and

WHEREAS, the Wisconsin Worker's Compensation Act (Act) provides that employers covered by the Act either insure their liability with worker's compensation insurance carriers authorized to do business in Wisconsin, or to be exempted (self-insured) from insuring liabilities with a carrier and thereby assuming the responsibility for its own worker's compensation risk and payment; and

WHEREAS, the State and its political subdivisions may self-insure worker's compensation without a special order from the Department of Workforce Development (Department) if they agree to report faithfully all compensable injuries and agree to comply with the Act and rules of the Department; and

WHEREAS, the Finance Committee at its November 13th, meeting approved the establishment of a self-insured worker's compensation program administered by CVMIC; and

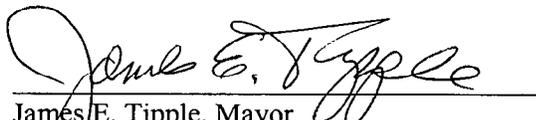
NOW, THEREFORE, BE IT RESOLVED, that the Common Council of the City of Wausau does ordain as follows:

- (1) Provide for the establishment of a self-insured worker's compensation program effective January 1st, 2013.

- (2) Authorize the Human Resources Director to forward certified copies of this resolution and other required documentation to the Worker's Compensation Division, Wisconsin Department of Workforce Development.
- (3) Create and approve a reserve policy that the City reserve \$500,000 for purposes of paying large claims and/or claims that exceed budget projections.
- (4) Contract with a third party administration (CVMIC) for the purposes obtaining third-party excess loss insurance, claim processing, discounting, and management services;
- (5) Purchase excess insurance for claims on a per occurrence basis that exceed \$500,000.

BE IT FURTHER RESOLVED by the Common Council of the City of Wausau that the proper City officials and designees are hereby authorized and directed to execute and administer the plan as approved by this resolution.

Approved:


James E. Tipple, Mayor

FINANCE COMMITTEE

Date and Time: Tuesday, November 13, 2012 @ 4:30 pm., Board Room

Members Present: Nagle {c}, Oberbeck, Winters, Nutting, Brezinski

Others Present: Groat, Tipple, Gisselman, Abitz, Mielke, Wagner, Buchberger, Giese, Jacobson, Loy, Marquardt, Werth, Wessling, Don Zamzow, Mike Zamzow, Jim Rosenberg, Randy Wanta, Michael DeMoss, Greg Gilsinger, Pat Peckham

Consider Self-Insurance Workers Compensation – CVMIC

Michael Loy asked the committee to consider whether they would like to change administrators, as well as if they would like to self-insure that benefit. He stated currently we are fully insured with Liberty Mutual and received a discounting off the manual premium and a dividend of 32.5%. He indicated upon renewal this year, Liberty made a move to eliminate the dividend and the discount and provided only a retrospective rating plan option, which would significantly increase our costs and put the city in a bad position as far as the financing of that benefit. He stated they have quote from CVMIC for 2013 for a fully insured option with a 10% level dividend, which is significantly lower than what Liberty was in the past. He noted there was an opportunity for a variable dividend on top of that. He referred to an analysis in the packet of self-insured versus fully insured with CVMIC for the past five years. The analysis showed that we would have fared well in the last five years with significant savings from that program. He commented he thought the city was headed in a good direction and have built up a reserve to be able to absorb what a projected bad year would be.

Loy introduced Mike DeMoss, Executive Director of CVMIC, and Greg Gilsinger, Workers Compensation Manager from CVMIC, who talked about the company and explained the options and the risks involved in either scenario. Loy recommended going with the self-insured plan with CVMIC.

Motion by Nutting, second by Winters to approve a self-insured plan with CVMIC. Motion carried 4-0.

Michael S. Loy
Director of Human Resources



James E. Tipple
Mayor

ADMINISTRATIVE MEMORANDUM

To: Finance Committee
Jim Tipple, Mayor

Date: November 9th, 2012

Issue: Whether the City should change its worker's compensation program insurer and whether that program should become self-insured?

Current Situation: The City's Worker's Compensation benefits are fully insured with Liberty Mutual. Therefore, the City pays a fixed cost premium based on loss experience and projected payroll. The City has worked with Liberty Mutual since 2009 and in 2012 paid a premium of \$515,027. In 2012, the City also received a premium dividend of 32.5% or \$166,227 which lowered the net cost of the program.

Background and Discussion: Historically, the City has had high claim experience but recently due to safety and risk management efforts we have seen our experience rating decline. Prior to 2012, the City received dividends of 25% from 2009-2011. Going into 2012 staff briefly entertained the idea of evaluating self-insurance options but decided not to pursue as our guaranteed dividend was very attractive making the risk/reward of changing more ominous. In a self-insured program the City would not pay a premium but would instead pay the claims directly. The City would hire a third party administrator to obtain claim discounting and would review and process claim payments. Additionally, the City would obtain stop-loss insurance that would protect claim costs per individual or event for high cost claims. A list of self-insured municipalities, their City population and third party administrators is as follows:

- City of Appleton- 78,086, Willis
- City of Eau Claire- 61,704, Summit Adjusting Service
- City of Green Bay- 102,767, CVMIC
- City Greenfield- 36,720, GAB Robins North America
- City of Janesville- 63,575, CVMIC
- City of Kenosha- 99,218, CVMIC
- City of La Crosse – 51,818, CVMIC
- City of Madison – 233,209, WIMIC
- City of Milwaukee -594,833, Internal Administered
- City of Oshkosh – 66,083, Willis
- City of Racine – 82,196, CVMIC
- City of Sheboygan -49,288, CVMIC
- City of Wauwatosa -46,396, CVMIC
- City of West Allis – 60,411, CVMIC

Recently, the City received a renewal quote from Liberty that eliminated the 32.5% premium dividend and provided only a retrospective rating plan option. The object of a retrospective rating plan is to adjust premium for the insurance to which it applies on the basis of losses incurred during a period of coverage. The intent is to charge a premium that reflects losses. In this scenario the City would pay the full cost of

the premium and then after a period of time after the coverage period closes the City would either pay more or less than the premium based on losses. This plan is not an attractive option because while it contains elements of self-insurance it would have significant risks and would still include a "premium" as the insurer would continue to load marketing and administrative costs. Additionally, this plan would have detrimental cash flow consequences as the ability to quickly close significantly high cost claims would negatively impact costs. Some claims are open for years and the reserves established to pay those claims would be charged as cost when the coverage period closes. Often the reserves placed on claims are overstated. Therefore this is not a prudent option.

The City had our consultant bid our plan but many insurers failed to offer coverage due to high volumes of protective services employees or failed to offer anything better than Liberty's renewal option. However, CVMIC is offering an option to remain fully-insured as well as an option to self-insure the plan. The fully-insured option offers a fixed dividend of 10% with an additional variable dividend in excess of 30% based on claims experience. This plan would fall within in the 2013 budget. Given our history, staff believes the City is in a position to save money in a self-insured model over an extended period of time.

Attached to this memo is a comparison of cost of the fully-insured program as compared to how the City would have fared in a self-insured environment. From 2007-2011 the City would have saved \$1,142,150 by being self-insured. Additionally, 2012 experience is trending positively in support of additional savings had we been self-insured. This comparison also shows that based on our experience our dividend form CVMIC would never have exceeded 20% over the five year period. Note: The projected savings in the exhibit and as described in this memo are overstated as a result of Liberty's high level of dividends. This analysis compares how a self-insured program versus a fully-insured program would have performed had the insurance been with CVMIC during this time.

Proposal: Staff proposes that the City self-insure its worker's compensation program with CVMIC.

Rationale: Historical data suggests that over the course of a five-year period the City would save money in a self-insured environment. This is especially true due to the tightening of the workers compensation market and the loss or significant reduction in premium dividend offers. CVMIC is the most prudent option for moving to a self-insured program because it pools a number of large municipalities in the state of Wisconsin that have proven the ability to solicit and maintain favorable stop-loss rates, retention rates, offers the lowest third party administration rates, and can obtain favorable claim discounting. The City would not fare well in the individual market and could see higher volatility in program costs. It is also important to note that CVMIC has been a tremendous partner in our safety and risk management efforts here at the City. They currently offer liability and safety training to all of our employees at no cost as a result of our liability insurance relationship. The City of Wausau is a partial owner of this mutual organization which benefits our organization financially.

Fiscal Impact: The 2013 budget for Worker's Compensation has been approved at \$501,009. There is no proposed fiscal impact to the 2013 budget. If the City sees average claims experience in 2013 the program is estimated to cost \$326,407. Ranges in cost have been estimated to be between \$133,386 and \$799,972. Any experience that would result in claims of less than \$430,000 should result in savings. Staff believes we are appropriately reserved to absorb the high end projection as we have built a reserve for the program. At the end of 2011 there was \$222,000 in reserve and it is anticipated that an additional \$100,000 will be added at the end of 2012. Staff recommends that the reserve target for the program should be set at the stop loss retention rate of \$500,000.

City of Wausau - Cost of Workers Compensation

Comparison of the cost of 1st dollar insurance as compared to being self-insured

	2013-High Cost	2013-Low Cost	2013-Average	2012	2011	2010	2009	2008	2007	Total
1st Dollar Cost Projections										
Payroll	\$17,789,832	\$17,789,832	\$17,789,832	\$17,789,832	\$17,621,803	\$17,453,773	\$18,737,669	\$17,146,267	\$17,147,026	\$ 105,896,370
Estimated Annual Premium	\$670,046	\$670,046	\$670,046	\$633,771	\$604,166	\$543,201	\$627,700	\$618,223	\$593,805	\$ 3,620,867
Experience Modifications	0.89	0.89	0.89	0.90	1.00	1.06	1.16	0.99	0.94	0.99
Modified Premium	596,341	596,341	596,341	570,394	604,166	575,793	728,132	612,041	558,177	\$ 3,648,703
Premium Discount	\$ 62,077	\$ 62,077	\$ 62,077	\$ 59,144	\$ 62,961	\$ 59,755	\$ 76,969	\$ 87,682	\$ 81,595	\$ 428,105
Premium Discount Percentage	10.8%	10.8%	10.8%	10.4%	10.4%	10.4%	10.6%	14.3%	14.6%	11.7%
Loss constant	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00
Projected Annual Premium	\$ 534,484	\$ 534,484	\$ 534,484	\$ 511,469	\$ 541,426	\$ 516,258	\$ 651,383	\$ 524,580	\$ 476,802	\$ 3,221,918
Loss Ratio	143.0%	15.9%	52.0%	54.3%	25.0%	16.5%	117.3%	27.2%	55.0%	51.7%
Excess WC Cost Projections										
Loss History-Occurrence basis	\$ 764,184	\$ 85,124	\$ 277,881	\$ 277,881	\$ 135,137	\$ 85,124	\$ 764,184	\$ 142,784	\$ 262,178	1,667,288
Recovery	\$ 13,329	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,329	\$ -	\$ -	13,329
Stop Loss Insurance	\$ 40,000	\$ 40,000	\$ 40,000	\$ 29,862	\$ 29,580	\$ 29,298	\$ 31,453	\$ 28,782	\$ 28,783	177,758
TPA Costs	\$ 9,255	\$ 8,400	\$ 8,526	\$ 8,526	\$ 8,400	\$ 8,265	\$ 9,090	\$ 8,400	\$ 10,170	52,851
Annual Cost	\$ 800,110	\$ 133,524	\$ 326,407	\$ 316,269	\$ 173,117	\$ 122,687	\$ 791,398	\$ 179,966	\$ 301,131	1,884,568
Excess WC Cost Comparison										
Projected Savings	\$ (265,626)	\$ 400,960	\$ 208,077	\$ 195,200	\$ 368,309	\$ 393,572	\$ (140,015)	\$ 344,614	\$ 175,671	\$ 1,337,350
Percentage	-49.7%	75.0%	38.9%	38.2%	68.0%	76.2%	-21.5%	65.7%	36.8%	41.5%
Dividend Projection	\$ -	\$ 106,897	\$ 106,897	\$ 102,294	\$ 108,285	\$ 103,252	\$ 65,138	\$ 104,916	\$ 95,360	\$ 579,245
Percentage	0.0%	20.0%	20.0%	20.0%	20.0%	20.0%	10.0%	20.0%	20.0%	18.0%
Net Savings	\$ (265,626)	\$ 294,063	\$ 101,180	\$ 92,906	\$ 260,024	\$ 290,320	\$ (205,153)	\$ 239,698	\$ 80,310	\$ 758,105
Percentage	-49.7%	55.0%	18.9%	18.2%	48.0%	56.2%	-31.5%	45.7%	16.8%	23.5%

Estimated Experience Modification
 Recovery includes Subrogation and Reinsurance
 Project a average Dividend of 20%
 Average Losses Projected from 2007 thru 2011.

All Experience Modifications are "Normal" including 2013.

OFFICIAL PROCEEDINGS OF THE WAUSAU COMMON COUNCIL
held on Tuesday at 7:00 pm in Council Chambers at City Hall. Mayor Tipple presiding. AGENDA #9

Item # 11-1223

12-1119 Worker's Comp

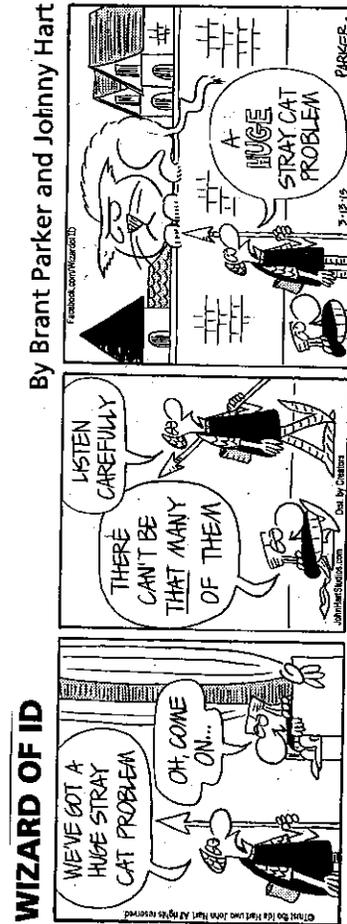
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Motion by Wagner, second by Nagle to adopt a Resolution of the Finance Committee approving recommendation to Self-Insure Worker's Compensation Program with CVMIC.

Yes Votes: 11	No Votes: 0	Abstain: 0	Not Voting: 0	Result: PASS
	<u>District</u>	<u>Aldersperson</u>	<u>Vote</u>	
	1	Nagle, William P.	YES	
	2	Wagner, Romey	YES	
	3	Nutting, David	YES	
	4	Brezinski, Jim	YES	
	5	Gisselman, Gary	YES	
	6	Winters, Keene	YES	
	7	Rasmussen, Lisa	YES	
	8	Kellbach, Karen	YES	
	9	Oberbeck, David	YES	
	10	Abitz, Sherry	YES	
	11	Mielke, Robert	YES	

**CITY OF WAUSAU
ANIMAL CONTROL PROGRAM
ANALYSIS OF DIRECT REVENUES & COSTS
As of FISCAL YTD March 31, 2015**

	2014 Dogs Actual	2014 Cats Actual	2014 Total	2015 Dogs To Date	2015 Cats To Date	2015 To Date
Direct Revenues						
Licenses	\$44,620	\$17,355	\$61,975	\$36,650	\$15,040	\$51,690
Pet Fancier	\$210	\$0	\$210	\$875	\$0	\$875
Counter & Late Fees	\$3,680	\$1,540	\$5,220	\$2,753	\$1,207	\$3,960
Other Revenue	\$830	\$0	\$830	\$0	\$0	\$0
Everest Metro Contract	\$9,297	\$9,296	\$18,593	\$8,430	\$8,430	\$16,860
Grants Received	\$0	\$25,419	\$25,419	\$0	\$12,748	\$12,748
Total License Revenue	\$58,637	\$53,610	\$112,247	\$48,708	\$37,425	\$86,133
Sheltering Costs						
Marathon County	\$20,344	\$0	\$20,344	\$16,709	\$0	\$16,709
MC Humane Society	\$0	\$65,056	\$65,056	\$0	\$55,500	\$55,500
Total Direct Costs	\$20,344	\$65,056	\$85,400	\$16,709	\$55,500	\$72,209
Contribution						
After Direct Costs	\$38,293	-\$11,446	\$26,847	\$32,000	-\$18,075	\$13,925
Pet Data Charges						
			-\$22,665			-\$18,793
Net Contribution (Loss) to Program Costs			\$4,182			-\$4,869



Information on Spay/Neuter, Micro Chipping, Rabies Costs

VCA Companion Care (715)848-5326

Spay/Neuter Cost: does not include pain meds in cost

\$205 (spay) & \$214.55 *up to 40lbs

\$234.55 (spay) & \$279.50 *up to 80lbs

\$91.65 (neuter) & \$197.00 *up to 40lbs

\$185.50 (neuter) & \$232.00 *up to 80lbs

Micro Chipping Cost: \$39.99

Rabies Cost: \$25.45(cat) & \$24.10 (dog)

Has to have distemper and bordatella in order to do anything

Office Visit Cost: \$51.99

Marathon Animal Hospital (715)845-1919

Spay/Neuter Cost: includes pain medication in cost and take home meds

\$250-450 (spay) *depends on weight

\$230-370 (neuter) *depends on weight

Micro Chipping Cost: \$55.00 (includes first year of membership)

Rabies Cost: \$26.00

Office Visit Cost: \$45.50

Wisconsin Valley Vet (715)675-9402

Spay/Neuter Cost: includes pain medication in cost and take home meds

\$240-300 (spay) under 6mon (\$55 increase +6mon)

\$200-280 (neuter) under 6mon (\$30 increase +6mon)

Micro Chipping Cost: \$43.00

Rabies Cost: \$17.50

Office Visit Cost: \$40.00

Wausau Animal Hospital (715)845-9637

Spay/Neuter Cost: includes pain medication in cost and take home meds

\$271-410 (spay)

\$181-274 (neuter)

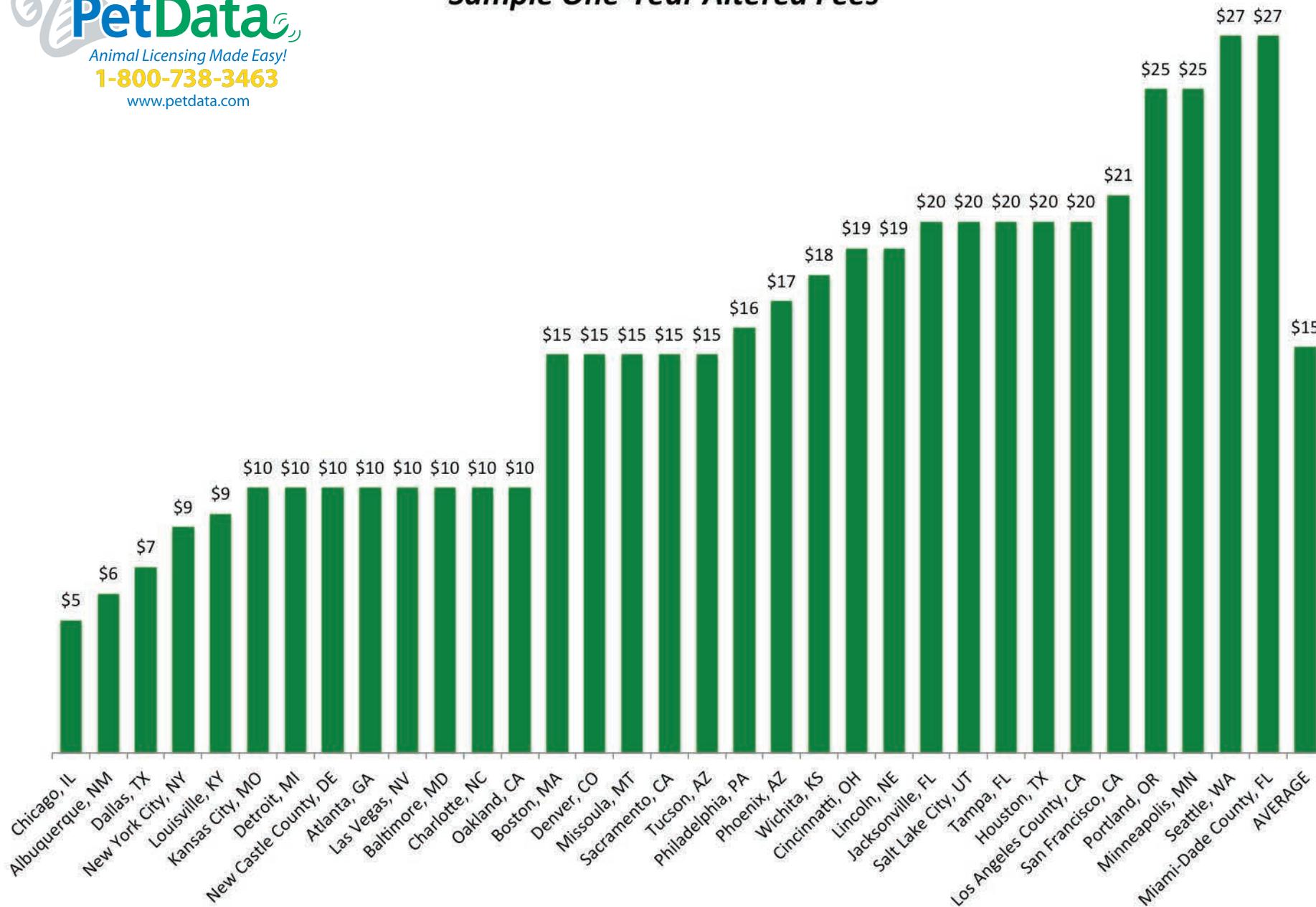
Micro Chipping Cost: \$50.00

Rabies Cost: \$29.00

Office Visit Cost: \$49.00

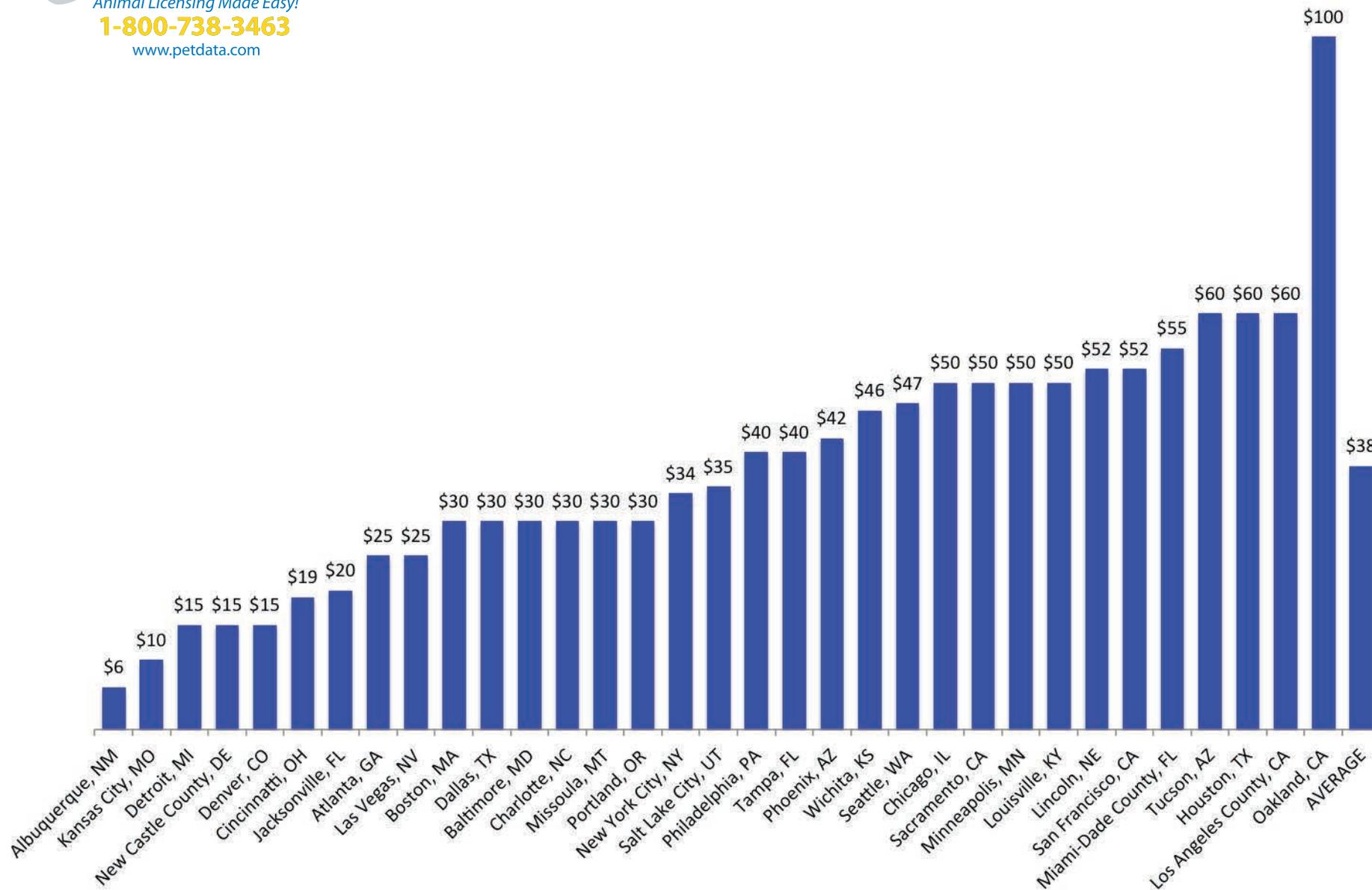


Sample One-Year Altered Fees





Sample One-Year Unaltered Fees



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

The General Fund suffered a loss of \$203,886. This loss follows a 2013 loss of \$602,525 and a profit in 2012 of \$263,230. An analysis of the general fund follows:

REVENUES

The overall General Fund revenue budget currently maintains a positive budget to actual variance of \$65,594 and exceeds the 2014 revenues by \$1,167,759.

Taxes – Payment in Lieu of tax is down \$5,007 from budget and \$20,991 from 2014. The City did not receive our payment in lieu of tax from Homme Home. We are currently investigating the basis for this change.

Intergovernmental Revenues – Intergovernmental Grants exceeded budget by \$26,370. Other Grants suffered a \$24,840 negative budget variance and was down from the 2014 actual; this was due to the ending of the police department's multi-year domestic violence grant from the State of Wisconsin.

Licensing and Permits – License revenue was up due to the \$24,990 of recreation burning permit revenue which was budgeted at \$2,800. Building permits were down \$30,727 from 2014 and \$57,030 from budget.

Fines and Forfeitures – Fines and Forfeiture revenue suffered a negative budget variance of \$49,895.

Public Charges for Services – This revenue exceeded budget by \$68,493. This was primarily due to damage charges of city property such as street lights.

Intergovernmental Charges for Services – This revenue had a budget deficit of \$137,481. The deficit was generated by Public Works as they budgeted to receive revenues from the Water Utility for repair of streets for water main and lateral breaks. This work was contracted to an outside contractor. This work will be conducted by Public Works staff in 2015.

Commercial Revenue – This revenue exceeded budget by \$219,589. Interest income generated the positive budget variance of \$232,346. As reported in 2013 the City is required to adjust investments to market annually. In 2013 this adjustment resulted in a negative adjustment to interest income of \$442,627. During the year of 2014, the market adjusted which caused a 2014 positive adjustment to interest income which represents the excess revenue in 2014.

Miscellaneous Revenue – This revenue exceeded budget by \$67,365 which is primarily due to the extra ground lease payment from CBL of \$58,436.

Transfers In – This revenue suffered a budget shortfall of \$113,241. This was due to transfers from the utility that were less than expected due to the reduced Technical College tax rate.

In total the revenues exceeded budget by \$67,594 but after the interest adjustment revenues actually fell short of budget by \$166,752.

EXPENSES

The overall General Fund budget expenses exceeded the budget by \$174,980 or ½%. Department budgets have become so tight that increases in comp time or vacation accruals, or other unexpected increases are resulting in overspending.

GENERAL GOVERNMENT

FINANCE – We had an unexpected retirement in 2014 which resulted in a sick leave payout, in addition, bank fees exceeded budget. We are in the process of creating an RFP for banking services.

ELECTIONS – Actual 2015 election costs exceeded budget by \$12,872.

HUMAN RESOURCES - Cost overrides were primarily due to additional professional services retained in the first half of 2014.

UNCLASSIFIED – This account is overbudget \$65,392. This was caused by \$23,694 of personal property tax write offs and reserves for bad debt of \$53,973.

PUBLIC SAFETY

POLICE – The police budget was overdrawn \$95,061 at yearend due to the \$290,321 transferred out of the budget during the year. The transfers were allocated to other departments, primarily fire, to cover unfunded retirements and overtime for paramedic training.

FIRE – This department exceeded budget by \$53,444. The department encountered additional costs due to unexpected retirements at yearend, additional costs for overtime for paramedic training and poor budgeting of operational costs.

ENGINEERING – This account exceeded budget by \$21,508. This was due to extra overtime to cover meetings and workloads resulting from the vacant Director of Public Works and extra construction projects during the summer of 2014.

DEPARTMENT OF PUBLIC WORKS – This account exceeded budget by \$183,512. This overage was primarily the result of the significant winter maintenance costs which was over budget by \$565,702.

TRANSPORTATION

ENGINEERING – This account exceeded budget by \$21,508. This was due to extra overtime to cover meetings and workloads resulting from the vacant Director of Public Works and extra construction projects during the summer of 2014.

DEPARTMENT OF PUBLIC WORKS – This account exceeded budget by \$183,512. This overage was primarily due to significant winter maintenance costs which was over budget by \$565,702.

SANITATION, HEALTH AND WELFARE

GARBAGE AND REFUSE COLLECTION – this budget overage represents costs associated with the EPA superfund costs. The City was reimbursed a portion of these costs relating to billings to Wausau Chemical and Marathon Electric for their share of the costs.

PARKS

The parks budget had a positive variance of \$106,177 which is attributable to the salary and fringe accounts including a \$56,512 surplus in seasonal wages.

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF REVENUES AND OTHER FINANCING SOURCES - BUDGET AND ACTUAL

Period Ended December 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	27,712	(88)	28,183
Payments in lieu of taxes	114,566	114,566	109,559	(5,007)	130,550
Other taxes	88,170	88,170	84,971	(3,199)	94,349
Total Taxes	<u>16,074,419</u>	<u>16,074,419</u>	<u>16,066,125</u>	<u>(8,294)</u>	<u>15,823,688</u>
INTERGOVERNMENTAL					
State shared taxes	4,434,779	4,434,779	4,469,344	34,565	4,435,191
Expenditure restraint	755,879	755,879	755,960	81	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	204,000	221,552	196,712	(24,840)	211,547
Total Intergovernmental	<u>8,053,492</u>	<u>8,071,044</u>	<u>8,097,414</u>	<u>26,370</u>	<u>8,019,450</u>
LICENSES AND PERMITS					
Licenses	159,516	159,516	179,827	20,311	159,541
Franchise fees	325,000	325,000	354,407	29,407	343,180
Permits	238,833	238,833	181,803	(57,030)	212,530
Total Licenses and Permits	<u>723,349</u>	<u>723,349</u>	<u>716,037</u>	<u>(7,312)</u>	<u>715,251</u>
FINES, FORFEITURES AND PENALTIES					
	<u>405,000</u>	<u>405,000</u>	<u>355,105</u>	<u>(49,895)</u>	<u>353,662</u>
PUBLIC CHARGES FOR SERVICES					
General government	66,150	66,150	76,324	10,174	74,314
Public safety	1,424,775	1,424,775	1,415,481	(9,294)	1,339,619
Streets and related facilities	77,000	77,000	152,831	75,831	137,628
Recreation	139,800	139,800	132,375	(7,425)	156,725
Public areas	97,740	97,740	96,947	(793)	99,571
Total Public Charges for Services	<u>1,805,465</u>	<u>1,805,465</u>	<u>1,873,958</u>	<u>68,493</u>	<u>1,807,857</u>
INTERGOVERNMENTAL CHARGES FOR SERVICES					
State and federal reimbursements	11,020	11,020	10,920	(100)	13,423
County and other municipalities	189,590	189,590	220,020	30,430	197,956
City departments	1,359,013	1,359,013	1,191,202	(167,811)	1,181,922
Total Intergovernmental Charges for Services	<u>1,559,623</u>	<u>1,559,623</u>	<u>1,422,142</u>	<u>(137,481)</u>	<u>1,393,301</u>

COMMERCIAL

Interest on general investments	\$ 260,000	\$ 260,000	\$ 492,346	\$ 232,346	\$ (174,110)
Interest on special assessments	33,000	33,000	19,423	(13,577)	27,834
Other interest	<u>19,000</u>	<u>19,000</u>	<u>19,820</u>	<u>820</u>	<u>22,089</u>
Total Commercial	<u>312,000</u>	<u>312,000</u>	<u>531,589</u>	<u>219,589</u>	<u>(124,187)</u>

MISCELLANEOUS REVENUES

Rent of land and buildings	200,600	200,600	267,686	67,086	210,497
Sale of City property/loss compensation	15,810	15,810	39,888	24,078	48,965
Other miscellaneous revenues	<u>157,100</u>	<u>157,100</u>	<u>133,301</u>	<u>(23,799)</u>	<u>110,463</u>
Total Miscellaneous Revenues	<u>373,510</u>	<u>373,510</u>	<u>440,875</u>	<u>67,365</u>	<u>369,925</u>

OTHER FINANCING SOURCES

Transfers in	<u>2,068,494</u>	<u>2,068,494</u>	<u>1,955,253</u>	<u>(113,241)</u>	<u>1,931,792</u>
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**TOTAL REVENUES AND OTHER
FINANCING SOURCES**

	<u>\$ 31,375,352</u>	<u>\$ 31,392,904</u>	<u>\$ 31,458,498</u>	<u>\$ 65,594</u>	<u>\$ 30,290,739</u>
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CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF EXPENDITURES AND OTHER FINANCING USES - BUDGET AND ACTUAL
Period Ended December 31, 2014

	Budgeted Amounts		Actual	Variance with	2013
	Original	Final		Final Budget	Actual
GENERAL GOVERNMENT					
City Council	\$ 115,298	\$ 106,098	\$ 93,561	\$ 12,537	\$ 93,089
Mayor	229,680	229,680	228,547	1,133	224,721
City Promotion	136,400	117,400	108,396	9,004	128,545
Finance department	448,198	467,198	468,771	(1,573)	436,568
Data processing	675,797	675,797	639,305	36,492	570,942
City clerk/customer service	528,150	528,150	528,074	76	493,353
Elections	49,113	49,113	61,985	(12,872)	24,756
Assessor	629,047	629,047	596,410	32,637	586,806
City attorney	508,901	508,901	491,750	17,151	513,228
Municipal court	124,931	129,533	130,204	(671)	124,721
Human resources	293,597	304,128	308,328	(4,200)	305,420
City hall and other municipal buildings	347,417	347,417	309,428	37,989	301,015
Unclassified	29,275	37,650	103,042	(65,392)	65,431
Total General Government	<u>4,115,804</u>	<u>4,130,112</u>	<u>4,067,801</u>	<u>62,311</u>	<u>3,868,595</u>
PUBLIC SAFETY					
Police department	8,657,499	8,367,178	8,462,239	(95,061)	8,687,532
Fire department	3,412,851	3,602,425	3,606,118	(3,693)	3,455,705
Ambulance	2,894,524	2,894,524	2,944,275	(49,751)	2,936,115
Inspections and electrical systems	601,912	611,112	591,960	19,152	572,368
Total Public Safety	<u>15,566,786</u>	<u>15,475,239</u>	<u>15,604,592</u>	<u>(129,353)</u>	<u>15,651,720</u>
TRANSPORTATION AND STREETS					
Engineering	1,417,946	1,417,946	1,439,454	(21,508)	1,369,037
Department of public works	6,374,484	6,481,517	6,665,029	(183,512)	6,306,323
Total Transportation and Streets	<u>7,792,430</u>	<u>7,899,463</u>	<u>8,104,483</u>	<u>(205,020)</u>	<u>7,675,360</u>
SANITATION, HEALTH AND WELFARE					
Garbage and refuse collection	1,481,300	1,481,300	1,490,395	(9,095)	1,447,936
NATURAL RESOURCES/RECREATION					
Parks and recreation	2,419,032	2,437,790	2,331,613	106,177	2,249,653
OTHER FINANCING USES					
Transfers out	-	63,500	63,500	-	-
TOTAL EXPENDITURES AND OTHER FINANCING USES	<u>\$ 31,375,352</u>	<u>\$ 31,487,404</u>	<u>\$ 31,662,384</u>	<u>\$ (174,980)</u>	<u>\$ 30,893,264</u>

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SUMMARY OF BUDGET MODIFICATIONS
 Period Ended December 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	18,758
Resolution 13-1109 Budget modification for transfer to Animal Control Fund	<u>63,500</u>
 2014 MODIFIED BUDGET	 \$ <u>31,487,404</u>

CITY OF WAUSAU 2015 BUDGET
GENERAL FUND STATEMENT OF REVENUES AND EXPENDITURES
BUDGET AND ACTUAL
March 31, 2015
NARRATIVE

REVENUES

When comparing current year to prior year some revenue timing differences are apparent, yet not indicative of problems.

Other Taxes – In 2013 the City received an omitted tax payment of \$42,340 which is not a regularly occurring payment.

Municipal Services – The City receives an annual payment for the state and this account will fall short of budget by \$10,990.

Licenses – Last year the City had a significant number of the five year burning permits renew \$13,500. Fewer burning permit licenses will be expiring this year. The budget for burning permits is \$8,000 the actual revenue to date is \$5,203.

Permits – Building permits are showing a positive variance from 2014 but it is unknown at this time whether they will meet the budget projections. 2014 total revenue was \$181,803.

Fines, Forfeitures and Penalties – This revenue is down \$22,814 from the collections of March 2014. We dropped the 2015 budget as compared to the 2014 budget but this may not have been sufficient as the 2014 actual revenues were \$355,000. Based upon the past two year trends this revenue will fall short of budget by \$65,000.

Public Charges General Government – 2014 revenues included the fee for exempt not-for-profit reports which are a biennial filing. No budget problems are expected.

Public Charges Public Safety – Currently revenues looking good exceeding both 2014 and budget projections.

Public Charges Streets – 2014 revenues looking good. Damages to street poles represents \$30,548 of the 44,699.

Public Charges Recreation – it appears that 2015 revenues will lag 2014 revenues for winter recreation by about \$12,000. This is likely due to the cold weather, limited snow and the abrupt end to winter. Overall we did not meet the 2014 revenue budget of \$139,800 and could experience greater shortages in 2015 due to and increased budget. The unanticipated closing of Memorial Pool will also decrease revenues but expenses should also decrease mitigating the financial impact to the city.

Public Charges Public Areas – It appears the 2015 revenues could lag 2014 again due to the winter recreation program. In addition, this area contains a budget of \$60,000 for sponsorship revenue.

Intergovernmental Charges for Services – No expected budget difficulties expected at this time.

Interest on General Investments – The 2014 and 2015 interest reflects timing of maturities and related interest.

Miscellaneous Revenues – No expected budget difficulties expected at this time.

Other Financing Sources - No expected budget difficulties expected at this time.

EXPENSES

The budget to date appears in line with the budget with 23% of the budget spent in the first quarter of the year.

Data Processing – The actual contains January through April month allocation to CCITC.

Unclassified – This account contains that tax payment to Sears for \$86,419.

Transportation and Streets – These accounts reflect the minimal snowfall in 2015. Expenses are \$550,000 less than 2014. This is critical as the 2015 street budget was reduced \$308,697 from the 2014 budget. We will be going into the 4th quarter with a salt inventory of about \$250,000.

BUDGET RISKS - \$237,409

- Sponsorship Revenues \$60,000
- Municipal Service Revenues \$10,990
- Building Permit Revenue \$Unknown
- Fines and Forfeitures \$65,000
- Park Revenue \$15,000
- Tax Payments \$86,419

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF REVENUES AND OTHER FINANCING SOURCES - BUDGET AND ACTUAL

Period Ended March 31, 2015

	Budgeted Amounts		Actual	Variance with	2014
	Original	Final		Final Budget	Actual
TAXES					
General property taxes	\$ 16,200,627	\$ 16,200,627	\$ 16,200,627	\$ -	\$ 15,817,883
Mobile home parking fees	28,000	28,000	11,048	(16,952)	10,180
Payments in lieu of taxes	115,000	115,000	600	(114,400)	824
Other taxes	67,709	67,709	12,331	(55,378)	59,140
Total Taxes	16,411,336	16,411,336	16,224,606	(186,730)	15,888,027
INTERGOVERNMENTAL					
State shared taxes	4,434,045	4,434,045	-	(4,434,045)	-
Expenditure restraint	771,566	771,566	-	(771,566)	-
Fire insurance tax	105,000	105,000	-	(105,000)	-
Municipal services	195,000	195,000	184,010	(10,990)	195,507
Transportation aids	2,541,749	2,541,749	634,329	(1,907,420)	593,764
Other grants	123,834	123,834	60,724	(63,110)	70,832
Total Intergovernmental	8,171,194	8,171,194	879,063	(7,292,131)	860,103
LICENSES AND PERMITS					
Licenses	175,531	175,531	19,148	(156,383)	29,707
Franchise fees	340,000	340,000	-	(340,000)	-
Permits	227,519	227,519	32,485	(195,034)	23,083
Total Licenses and Permits	743,050	743,050	51,633	(691,417)	52,790
FINES, FORFEITURES AND PENALTIES					
	398,000	398,000	106,470	(291,530)	129,284
PUBLIC CHARGES FOR SERVICES					
General government	67,300	67,300	10,826	(56,474)	20,052
Public safety	1,377,200	1,377,200	286,854	(1,090,346)	261,852
Streets and related facilities	79,971	79,971	44,699	(35,272)	18,983
Recreation	144,700	144,700	27,474	(117,226)	47,552
Public areas	159,479	159,479	7,344	(152,135)	16,717
Total Public Charges for Services	1,828,650	1,828,650	377,197	(1,451,453)	365,156
INTERGOVERNMENTAL CHARGES FOR SERVICES					
State and federal reimbursements	11,340	11,340	50	(11,290)	70
County and other municipalities	236,264	239,514	3,250	(236,264)	15,942
City departments	1,249,432	1,249,432	9,920	(1,239,512)	15,844
Total Intergovernmental Charges for Services	1,497,036	1,500,286	13,220	(1,487,066)	31,856

COMMERCIAL

Interest on general investments	\$ 260,000	\$ 260,000	\$ 36,355	\$ (223,645)	\$ 93,013
Interest on special assessments	15,000	15,000	8	(14,992)	3
Other interest	<u>19,000</u>	<u>19,000</u>	<u>11,737</u>	<u>(7,263)</u>	<u>16,858</u>
Total Commercial	<u>294,000</u>	<u>294,000</u>	<u>48,100</u>	<u>(245,900)</u>	<u>109,874</u>

MISCELLANEOUS REVENUES

Rent of land and buildings	210,100	210,100	57,100	(153,000)	67,333
Sale of City property/loss compensation	12,500	12,500	3,965	(8,535)	7,250
Other miscellaneous revenues	<u>110,022</u>	<u>110,022</u>	<u>650</u>	<u>(109,372)</u>	<u>6,643</u>
Total Miscellaneous Revenues	<u>332,622</u>	<u>332,622</u>	<u>61,715</u>	<u>(270,907)</u>	<u>81,226</u>

OTHER FINANCING SOURCES

Transfers in	<u>1,897,000</u>	<u>1,897,000</u>	<u>372,841</u>	<u>(1,524,159)</u>	<u>-</u>
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TOTAL REVENUES AND OTHER

FINANCING SOURCES	<u>\$ 31,572,888</u>	<u>\$ 31,576,138</u>	<u>\$ 18,134,845</u>	<u>\$ (13,441,293)</u>	<u>\$ 17,518,316</u>
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CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SCHEDULE OF EXPENDITURES - BUDGET AND ACTUAL
 Period Ended March 31, 2015

	<u>Budgeted Amounts</u>		<u>Actual</u>	<u>Variance with Final Budget</u>	<u>2014 Actual</u>
	<u>Original</u>	<u>Final</u>			
GENERAL GOVERNMENT					
City Council	\$ 112,122	\$ 112,122	\$ 18,150	\$ 93,972	\$ 19,246
Mayor	203,263	203,263	45,966	157,297	54,654
City Promotion	124,600	124,600	20,785	103,815	35,938
Finance department	471,638	471,638	115,127	356,511	93,320
Data processing	696,369	696,369	243,748	452,621	230,291
City clerk/customer service	492,398	492,398	112,885	379,513	112,630
Elections	34,950	34,950	1,687	33,263	8,842
Assessor	595,907	595,907	126,414	469,493	132,715
City attorney	490,025	490,025	101,786	388,239	115,798
Municipal court	128,529	128,529	25,650	102,879	26,510
Human resources	293,937	293,937	71,792	222,145	76,703
City hall and other municipal buildings	321,523	321,523	78,734	242,789	74,177
Unclassified	32,000	118,419	86,502	31,917	12,119
Total General Government	<u>3,997,261</u>	<u>4,083,680</u>	<u>1,049,226</u>	<u>3,034,454</u>	<u>992,943</u>
PUBLIC SAFETY					
Police department	8,973,536	8,976,786	2,117,061	6,859,725	2,073,050
Fire department	3,431,816	3,431,816	890,676	2,541,140	931,313
Ambulance	2,991,652	2,991,652	707,237	2,284,415	761,670
Inspections and electrical systems	705,394	705,394	139,790	565,604	154,424
Total Public Safety	<u>16,102,398</u>	<u>16,105,648</u>	<u>3,854,764</u>	<u>12,250,884</u>	<u>3,920,457</u>
TRANSPORTATION AND STREETS					
Engineering	1,401,003	1,401,003	291,773	1,109,230	329,755
Department of public works	6,082,730	6,082,730	1,546,231	4,536,499	2,058,345
Total Transportation and Streets	<u>7,483,733</u>	<u>7,483,733</u>	<u>1,838,004</u>	<u>5,645,729</u>	<u>2,388,100</u>
SANITATION, HEALTH AND WELFARE					
Garbage and refuse collection	1,537,400	1,537,400	260,434	1,276,966	248,358
NATURAL RESOURCES/RECREATION					
Parks and recreation	2,452,096	2,452,096	356,092	2,096,004	322,641
TOTAL EXPENDITURES	<u>\$ 31,572,888</u>	<u>\$ 31,662,557</u>	<u>\$ 7,358,520</u>	<u>\$ 24,304,037</u>	<u>\$ 7,872,499</u>

CITY OF WAUSAU, WISCONSIN
GENERAL FUND
SUMMARY OF BUDGET MODIFICATIONS

Period Ended March 31, 2015

BUDGET REVENUES RECONCILIATION

2015 ADOPTED BUDGET	\$ 31,572,888
Budget modification for Police Department for sale of sniper rifle	<u>3,250</u>
2015 MODIFIED BUDGET	<u>\$ 31,576,138</u>

BUDGET EXPENDITURES RECONCILIATION

2015 ADOPTED BUDGET	\$ 31,572,888
Resolution 12-0313 Budget modification for settlement of tax claims by Sears Holdings Corporation	86,419
Budget modification for Police Department for use of sniper rifle proceeds for SWAT equipment	<u>3,250</u>
2015 MODIFIED BUDGET	<u>\$ 31,662,557</u>