



# 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 the:	<b>FINANCE COMMITTEE</b>
Date/Time:	<b>September 10, 2024, at 5:15 PM</b>
Location:	<b>City Hall (407 Grant Street) - Council Chambers</b>
Members:	Michael Martens (C), Gary Gisselman (VC), Becky McElhane, Terry Kilian, Vicki Tierney

## FINANCE COMMITTEE AGENDA ITEMS

- Minutes of the previous meeting (08/27/2024).
- Discussion and possible action on the extension of the ARPA Subrecipient Agreement with Catholic Charities.
- Discussion and possible action on the reprogramming of the 2020 Community Development Block Grant CARES III and the 2022 Community Development Block Grant Homme Homes Elevator Project into the Acquisition/Housing Development Activity.
- Discussion and possible action on a sole source purchase request for contract with All City Management Service crossing guards for the Wausau Police Department.
- Discussion and possible action on the sole source purchase and budget modification for new mechanical CPR devices for the Wausau Fire Department.
- Discussion and possible action on ARPA funding update.

Adjourn

Michael Martens, Chairperson

**NOTICE: The makeup of the Finance Committee and Human Resources Committee are identical; therefore, it is expected that a quorum of members of the Human Resources Committee will be in attendance. It is possible that a quorum of members of other committees of the Common Council of the City of Wausau may be in attendance at the above-mentioned meeting. No action will be taken by any such groups.**

Members of the public who do not wish to appear in person may view the meeting live over the internet, live by cable TV, Channel 981, and a video is available in its entirety and can be accessed at <https://tinyurl.com/WausauCityCouncil>. Any person wishing to offer public comment who does not appear in person to do so, may e-mail [kody.hart2@ci.wausau.wi.us](mailto:kody.hart2@ci.wausau.wi.us) with "Finance Committee Public Comment" in the subject line prior to the meeting start. All public comment, either by email or in person, will be limited to items on the agenda at this time. The messages related to agenda items received prior to the start of the meeting will be provided to the Chair.

**This Notice was posted at City Hall and transmitted to the Daily Herald newsroom 09/05/2024 at 5:00 PM.**

*In accordance with the requirements of Title II of the Americans with Disabilities Act of 1990 (ADA), the City of Wausau will not discriminate against qualified individuals with disabilities on the basis of disability in its services, programs or activities. If you need assistance or reasonable accommodations in participating in this meeting or event due to a disability as defined under the ADA, please call the ADA Coordinator at (715) 261-6590 or [ADAServices@ci.wausau.wi.us](mailto:ADAServices@ci.wausau.wi.us) to discuss your accessibility needs. We ask your request be provided a minimum of 72 hours before the scheduled event or meeting. If a request is made less than 72 hours before the event the City of Wausau will make a good faith effort to accommodate your request.*

## **FINANCE COMMITTEE**

Date and Time: Tuesday, August 27, 2024, at 5:15 p.m., Council Chambers

Members Present: Michael Martens (C), Gary Gisselman (VC), Becky McElhaney, Terry Kilian, Vicki Tierney

Others Present: Mayor Diny, MaryAnne Groat, Eric Lindman, Jamie Polley, John Kahon, Matt Barnes, Randy Fifrick

Noting the presence of a quorum Chairperson Martens called the meeting to order at 5:15 p.m.

### **Minutes of the previous meeting (08/14/2024).**

Motion by Kilian, seconded by Gisselman, to approve. Motion carried 5-0.

### **Discussion and possible action regarding ARPA funding requests and related budget modification for Wausau Water Works Meter Purchases.**

Martens stated the unencumbered funds from ARPA was at approximately \$867,100 meaning the committee could allocate funds for the solar array project or the water meter purchase but not for both.

Kilian questioned if other funds may be available for the solar array project. It was stated the project could be funded through the Capitol Improvement Project process and other funding sources. Kilian stated the solar array project will have a change in figures that will make a difference in the overall costs.

Martens questioned if there were other projects that may need allocations from ARPA. It was stated those projects are now in the CIP process for 2025. Martens further questioned if other projects with ARPA allocation would come underbudget or unspent. It was stated that there would be a reevaluation of funds in September. It was questioned if the water meters can be purchased up till the end of the year under the city bidding process. It was stated that the orders can be made prior to the deadline to spend ARPA funds at the end of the year.

Gisselman stated the ARPA allocation for the solar array project will still be in front of the Common Council for the body to decide.

Motion by McElhaney, seconded by Tierney, to fund the \$800,000 from ARPA to purchase water meters. Motion carried 5-0.

### **Discussion and possible action regarding the resolution authorizing the issuance and establishing parameters for the sale of not to exceed \$9,100,000 General Obligation Promissory Notes, Series 2023C.**

Gisselman questioned if the cost for the Eau Claire Boulevard water line replacement project was unusually high. It was stated the cost was higher than usual. Gisselman further questioned if future costs would also come in higher and if these higher costs were sustainable.

Motion by Gisselman, seconded by Kilian, to authorize the issuance and establish the parameters for Promissory Notes, Series 2024C. Motion carried 5-0

### **Discussion and possible action Approving of a Budget Amendment Recognizing the Grant Award of \$498,482.08 for a Wisconsin DNR Urban Forestry Inflation Reduction Act Grant for City of Wausau Tree Planting and Private Ash Mitigation Project.**

Kilian questioned if the grant covered the full cost of the project. It was stated this grant covers the full cost to conduct the project at 100% of the cost with no matching funds needed from the city.

Gisselman questioned if canopy replacement was part of this project and requested that canopy preservation be prioritized.

Motion by Kilian, seconded by Tierney, to accept the grant. Motion carried 5-0.

### **Discussion and possible Action Accepting a Bid from Spohn Ranch through Cooperative Purchasing Agreement for the Construction of the Oak Island Skate Park.**

Motion by Kilian, seconded by Tierney, to approve the purchasing agreement. Motion carried 5-0.

**Discussion and possible action regarding budget modification for Tax Increment District 8 Tax Increment Grant.**

*Without objection*, this item was pulled for consideration by the request of Martens.

**Discussion and possible action regarding budget modification for Animal Control Fund.**

Tierney questioned funding sources as it was requested to explore funding for currently hired community services officers and not new CSOs to complete animal control operations. It was stated a vast majority of CSOs work during the summer thus the budget allocated for CSOs has been depleted and additional funding would need to be allocated for a proposal to utilize CSOs and a humane officer to complete the work of animal control operations. Tierney stated a question as to if it would be worth the additional cost to have a constant person in place in addition to CSOs.

McElhaney questioned if the amount outlined was just for the remainder of the budget year and if this cost would be significantly larger in the full budget next year. It was stated the cost would be larger, but an amount was not given.

Kilian stated the reason this has been a controversial issue was because many members of the community had a strong response to eliminating the humane officer position. Kilian stated the response from constituents and in the media had been strong in support of keeping a humane officer position.

McElhaney stated no residents had been vociferously for or against the proposal.

Martens stated no residents had an opinion one way or the other on the animal control services as long as those services are conducted. Martens stated opposition to the budget modification.

Motion by Kilian, seconded by Tierney, to approve the budget modification. Motion carried 3-2, with Martens and McElhaney opposed.

**Discussion and possible action on vacation of right-of-way at 700 Grand Avenue for Commonwealth Development and releasing obligation of the DOT for reimbursing city for property purchase.**

McElhaney stated this was a large sum of money being given up and stated opposition to ceding those funds back to the state. It was stated the location of the development had caused concern within the community as the land was meant to be an expanded turn lane and the condensed location.

Kilian stated the loss of funds from the state as a concern and questioned if the developer would be open to moving the location of the development project. It was stated the tax credits securing the funding of the project are site specific location and moving the site would eliminate the tax credits as a funding source. Kilian questioned the property tax generated by the building of the development and if that tax base would make up for the loss of funds from the vacation. It was stated the cost would be made up in tax base but in a longer period.

Martens stated this would be an opportunity cost of building affordable housing now and recouping the funds lost from the vacation in tax base and the multiplier of people being in stable housing.

Gisselman stated concerns within the scope of the project and reconstruction work on Grand Avenue.

Motion by Gisselman, seconded by Tierney, to vacate the right-of way at 700 Grand Avenue and release obligation of the Wisconsin DOT for reimbursement. Motion carried 3-2, with Kilian and Tierney opposed.

**CLOSED SESSION pursuant to Section 19.85(1)(e) of the Wisconsin State statutes for deliberating or negotiating the purchasing of public properties, the investing of public funds, or conducting other specified public business, whenever competitive or bargaining reasons require a closed session related to the discussion of committee recommendations regarding upcoming negotiations of City Employee Union Contracts with Wausau Firefighters Association, Local 415 and Wausau Professional Police Association.**

Motion by McElhaney, seconded by Tierney, to convene in Closed Session.

Roll Call Vote – Yes: Tierney, Kilian, Gisselman, McElhaney, Martens, No: None. Motion carried.

*Committee adjourned in closed session.*

*For full meeting video on YouTube: <https://www.youtube.com/watch?v=acauOWct2rY>*

## Tammy Stratz

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**From:** Roberto Partarrieu <rpartarrieu@cclse.org>  
**Sent:** Thursday, August 1, 2024 4:12 PM  
**To:** Tammy Stratz  
**Subject:** [EXTERNAL] Extension of ARPA funds

Dear Tammy,

As per our conversation, we are sending this e-mail to request an extension of Wausau City ARPA funds through December of 2025. If funds are nimble, we would recommend shifting approximately \$80,000 from Day Services to Warming Center Services. By doing so, this should allow us to provide day services until April/May of 2025 and Warming Center Services from May 1<sup>st</sup> 2025 through October 31<sup>st</sup> of 2025. Thank you for considering this request.

Thanks,

*Roberto Partarrieu*

*Executive Director*

Catholic Charities

3710 East Avenue South

La Crosse, WI 54602-0266

T: 608.782.0710





## MEMO

TO: Finance Committee members

FROM: Tammy Stratz, Community Development Manager

RE: Second Amendment American Rescue Plan Act Subrecipient Agreement – Catholic Charities

DATE: August 29, 2024

As you will all recall, Council had approved ARPA funding to assist with both the year-round Warming Center and starting a Day Center. There were several changes to the funding requests as documented on Resolutions dated September 27, 2022, December 13, 2022, March 14, 2023, August 28, 2023, and January 23, 2024.

That last resolution approved the First Amendment reflecting returning funds to Catholic Charities from Open Door so they could open the Day Center. Since that time, Catholic Charities has been operating both services and submitting invoices as agreed. The current ARPA agreement pays Catholic Charities through December 31, 2024.

Catholic Charities has requested an extension to that agreement (see attached e-mail request). As of the end of July, there was approximately \$350,000 left unspent. We would like to extend that subrecipient agreement until December 31, 2026 – which is the last date of the spend down of the funds. Both Catholic Charities and staff believe the funds will be expended before the end of 2025; however, wanted to give the complete extension just in case there end up being staffing or other issues in the future.

If you have any questions or concerns before the meeting, please feel free to call me at 715-261-6682 or e-mail me at [tammy.stratz@ci.wausau.wi.us](mailto:tammy.stratz@ci.wausau.wi.us).

Thank you.

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

**RESOLUTION OF THE FINANCE COMMITTEE**

Approving Reprogramming of Community Development Block Grant Homeowner Rehabilitation Revolving Loan Activity into Street Reconstruction Activity.

Committee Action: Approved:

Fiscal Impact: \$0.00

File Number:

Date Introduced:

**RESOLUTION**

WHEREAS it is necessary to reprogram funds from the Community Development Block Grant Homeowner Rehabilitation Activity account into the Street Reconstruction Activity account in order to expend these funds in a timely manner according to the Federal Department of Housing and Urban Development guidelines, and

WHEREAS the Citizen's Advisory Committee for Community Development held a public hearing on October 1, 2012 to receive public comments on said reprogramming of federal funds, and recommends to the Finance Committee that said funds be reprogrammed, and now therefore

BE IT RESOLVED, the Common Council of the City of Wausau hereby approves the reprogramming of \$100,000 in Homeowner Rehabilitation Activity funds into the Street Reconstruction Activity, and

BE IT FURTHER RESOLVED, that the proper city officials and staff are hereby authorized and directed to execute any and or all documents or agreements which are necessary to accomplish the reprogramming of funds.

Approved:

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James E. Tipple, Mayor



## MEMO

TO: Finance Committee members

FROM: Tammy Stratz, Community Development Manager

RE: Reprogramming of Community Development Block Grant funding

DATE: August 30, 2024

As you will recall during the 2020 CDBG CARES III funding process, MCDEVCO was allocated \$100,000 towards Micro Enterprise activities to assist small businesses that were hit hard due to Covid 19 with forgivable loans. This amount, as well as the CARES I funds, totaled over \$436,000 that MCDEVCO was allocated to assist these endeavors. As of this time, \$43,875 has been sitting with no requests since the second quarter of the year. We believe these funds can now be better utilized in our Acquisition/Housing Development fund for the development of an affordable housing project.

In addition, in 2022 Homme Homes was allocated \$83,000 to be used towards the elevator upgrade for their residents at Forest Park Village. Due to several leadership turnovers, they have not been able to fundraise enough to get this project moving forward in a timely manner. They are hoping this upcoming year they will be more successful and we may see another request from them. In the meantime, we need to reallocate these funds to make them more productive.

The Citizens Advisory Committee held a public meeting on Thursday, August 29, 2024, to receive public comment(s) on the proposed reprogramming of both of these project funds into the Acquisition/Housing Development fund. During the public hearing, two citizens made comments about their objection to the previous request from Catholic Charities to assist with the purchase of 740 Washington Street to house their offices and a larger Warming/Day Center. That proposal was pulled prior to the meeting. No other comments were made and the committee unanimously approved the total of \$126,875 to be reprogrammed to the Acquisition/Housing Development fund. This fund will be able to assist with the acquisition of parcels (vacant or current structures) that can be utilized to develop, rehabilitate, demo and rebuild into affordable housing units, offer to Habitat for Humanity for their program which will be made available to eligible households, or assist with a non-profit for gap financing with acquisition costs associated with purchasing a property for their endeavors. We are now bringing this request to you.

If you have any questions or concerns before the meeting, please feel free to call me at 715-261-6682 or e-mail me at [tammy.stratz@ci.wausau.wi.us](mailto:tammy.stratz@ci.wausau.wi.us).

Thank you.





**CITY OF WAUSAU**  
**SOLE SOURCE PURCHASE JUSTIFICATION**  
**REQUIRED FORM PURCHASE OF GOODS OR SERVICES EXCEEDING \$10,000**

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 allows for the procurement of goods and services from a single source without soliciting quotes or bids from multiple sources. Sole source procurement cannot be used to avoid competition, rather it is used in certain situations when it can be documented that a vendor or contractor holds a unique set of skills or expertise, that the services are highly specialized or unique in character or when alternate products are unavailable or unsuitable from any other source. 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 \$10,000 shall be evaluated and determined by the Department Head.
2. Sole source purchase of \$10,001 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.

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Ongoing Sole Source – 365 days       One Time Sole Source Request

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

*All City Management Services has been the contracted provider of crossing guard services to the City of Wausau for the last four years. This sole source request is to have All City Management Services continue to provide this service. The Wausau School District pays 29.75 percent of the total cost.*

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

*All City Management Services will provide crossing guard staff at the assigned locations.*

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

*We are not aware of another provider of this service working in the State of Wisconsin.*

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

*Online searches and discussions with other municipalities in the State of Wisconsin.*

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

*We have been contracting with this organization for three years and increases are reasonable in our labor market.*

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

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

**Department:** *Wausau Police Department*

**Preparer:** *Matthew Barnes*

**Vendor Name:** *All City Management Services*

**Expected amount of purchase or contract:** *\$183,024.00 for 24/25 school year and \$194,854.00 for the 25/26 school year.*

**Department Head Signature:** *Matthew Barnes* **Date:** *9/3/24*

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





CITY OF WAUSAU

SOLE SOURCE PURCHASE JUSTIFICATION

REQUIRED FORM PURCHASE OF GOODS OR SERVICES EXCEEDING \$10,000

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 allows for the procurement of goods and services from a single source without soliciting quotes or bids from multiple sources. Sole source procurement cannot be used to avoid competition, rather it is used in certain situations when it can be documented that a vendor or contractor holds a unique set of skills or expertise, that the services are highly specialized or unique in character or when alternate products are unavailable or unsuitable from any other source. 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 \$10,000 shall be evaluated and determined by the Department Head.
2. Sole source purchase of \$10,001 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.

[ ] Ongoing Sole Source - 365 days X One Time Sole Source Request

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

We are requesting to spend \$24,913.82 from the Fund 451 central purchasing to purchase four Zoll CPR devices. This money will be supplemented with the two grants received for this purchase and the trade in value of the old units.

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

The acquisition of mechanical CPR devices is crucial to our ability to provide timely and effective emergency medical services. These devices will significantly enhance our department's capacity to respond to medical emergencies, thereby ensuring the safety and wellbeing of our community.

- 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.

These units are new versions of the Zoll equipment we currently use and will enhance the care and outcomes we provide in cardiac situation throughout the community. There are not any other comparable units from other vendors that give us the capability of providing advanced services that we want to provide.

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

Other vendors that provide cpr devices do not match up with the technology and flexibility of continuous cpr efforts we will be able to provide with these units.

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

We did request quotes from other vendors and we did talk with other Fire Chief's and confirmed that the prices quoted are at or lower than what other departments are paying for these types of devices. The other quotes we received were comparable in price but did not deliver the quality we are looking for.

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


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

**Department:** Fire Department

**Preparer:** Jeremy Kopp, Fire Chief

**Vendor Name:** Zoll Medical Corporation

**Expected amount of purchase or contract:** \$94,913.82

**Department Head Signature:**  **Date:** September 5, 2024

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

July 1, 2024

Dear Valued Customer,

The AutoPulse<sup>®</sup> Resuscitation System Model 100 (AP 100) was first introduced to the U.S. Market in 2001 with a series of modifications made through 2008. With proprietary circumferential compression technology, this device carries an extensive history as a trusted and efficacious adjunct to manual CPR during critical medical events. This device not only provides coronary perfusion by squeezing the thoracic cavity with circumferential compressions but also customizes compressions by automatically sizing and adjusting to fit the patient's chest.

Dedicated to furthering development to continue providing life-saving equipment that fits the needs of both users and patients, ZOLL released the next generation mechanical CPR device, AutoPulse<sup>®</sup> NXT Resuscitation System in early 2023. Several enhancements to this device include, but are not limited to:

- Accommodates a large patient population (up to 400 lbs. and with a chest circumference of 30 - 56 in.)
- Ideal solution for the Cath lab as it is radiolucent for common C-arm angles. Also, because of the low-profile design, the C-arm can remain close to the patient, helping to protect staff from excess scatter radiation
- Enhanced user experience: dual control panels, band attachment, and battery management

ZOLL is strongly committed to supporting our customers and helping to improve outcomes. Given the many enhanced features of the AutoPulse NXT and the hardship of providing exceptional service with a product of its age, ZOLL will continue to support the former AutoPulse Model 100 mechanical CPR platform with service, training and accessories until December of 2028, but will end sale of the platform into the U.S. on March 30, 2025.

Product not commercially available in U.S. after March 30, 2025:

8700-0700-01	AutoPulse Resuscitation System (platform)
8700-000902-01	AutoPulse Starter Kit- Military
8700-0730-01	AutoPulse Pass Thru Resuscitations System

Products that will continue to be commercially available to support the AP100 device until December 31, 2028

8700-0753-01	AutoPulse SurePower Battery Charger, U.S.
8700-0752-01	Autopulse Li-Ion Battery
8700-0706-01	Lifeband (3-pack)
8700-0701-01	Lifeband(1- pack)
8700-0704-01	Power Cord
8700-0709-01	Shoulder Restraint
8700-0000758-01	Soft Carry case with battery pocket
8700-0708-01	Autopulse grip strips
8700-0710-01	AutoPulse Head Immobilizer (5 per package)
8700-0711-01	AutoPulse backboard cable ties
8700-0712-01	AutoPulse Soft stretcher
8700-000880-01	AutoPulse Hospital transporter, R series
8700-00850-40	AutoPulse Quick Case Blue
8700-0717-01	AutoPulse Hygiene barrier, each
8700-0718-01	AutoPulse Manikin

More information about the AutoPulse NXT product portfolio is available on [www.ZOLL.com](http://www.ZOLL.com). A local ZOLL sales representative can also provide more information and a demonstration upon request. Ordering information and questions can be answered by calling 1-800-348-9011 or emailing [customerservice@zoll.com](mailto:customerservice@zoll.com).

Thank you,

Andrew Fleischacker  
Vice President, Marketing & Sales Services



**Quote Prepared For Our Valued Customer:**  
**WAUSAU FIRE DEPARTMENT**

Account ID: 66127120

Quote #: 24065

Customer Contact:

Billing Address:

Shipping Address:

WAUSAU FIRE DEPARTMENT  
606 E THOMAS ST  
WAUSAU, WI  
54403

WAUSAU FIRE DEPARTMENT  
606 E Thomas St  
Wausau, WI 54403

Valid Until: Oct 4, 2024

**Your Sales Representative is:**

**Holly Dietzler**

**h.dietzler@ferno.com**

**(612) 581-8200**

**Your Customer Service Contact is:**

**Aleatha Saylor**

**A.Saylor@ferno.com**

**(877) 733-0911**

Item #	Product	Qty	Total Price
DFTRCF-A1000EN	DEFIBTECH LIFELINE ARM XR -includes case, charger, battery, neck strap, wrist straps	4	\$ 56,985.00
RAC-A2911NA	Lifeline ARM Premium Service — 5 years of coverage per device	16	\$ 16,000.00
RCF-RBP-G1000EN	BATTERY PACK — spare battery	2	\$ 862.50

Hard Copy PO Required?  Yes  No

Approval: \_\_\_\_\_  
Printed Name Signature

Credit Card: \_\_\_\_\_ Secure Code: \_\_\_\_\_ Exp: \_\_\_\_\_

**Subtotal: \$ 73,847.50**  
**Sales Tax: \$ 0.00**  
**Shipping: \$ 0.00**  
**Your Price: \$ 73,847.50**

**Comments: \*shipping is included\***

Order subject to credit approval by Ferno. If not quoted, shipping and any applicable sales tax will be added to invoice. Credit cannot be allowed on returns of special or modified items. Prices and specifications are subject to change without notice.



GOT  
**FINANCING?**



FERNO HAS PARTNERED WITH US  
BANK TO BRING YOU FLEXIBLE  
FINANCE OPTIONS

FERNO and US Bank is pleased to provide the following financing options on your consideration. We offer a wide range of financing solutions that can be designed to meet your specific needs. The financing options shown below are based on the equipment selected for your specific requirements.

Account Name: WAUSAU FIRE DEPARTMENT	Finance Quote Date: Sep 4, 2024 01:09 PM
Ferno Sales Contact: Holly Dietzler	Quote Expiration Date: Oct 4, 2024
Total Finance Amount: 73,847.5	Ferno Quote Number: 24065

**\*For Operating Leases, or any finance related questions, please contact Beth Pokorny at 507-5328427 or at [beth.pokorny@usbank.com](mailto:beth.pokorny@usbank.com)**

**Capital Lease Quote (\$1.00 purchase at end of term)\***

Please circle the finance option that best meets your needs.

No payments for 30 days, followed by 36 months @ \$2,278.2, plus applicable tax.  
No payments for 30 days, followed by 60 months @ \$1,459.97, plus applicable tax.

**Finance Terms**

**Payment Indexing:** Rates & Payments are subject to change based in the like term SWAP rate. The payment show about are based on a spread over the like term SWAP rate as of November 1, 2023. The quoted payment shall be adjusted based on increases in the like term SWAP Rate.

**Advance Payment:** Unless otherwise indicated, quotes are based on zero down and zero payments in advance.

**End of Term:** Customer owns the equipment for \$1.00

**Applicable Taxes:** Proposal is net of any applicable sales & use taxes. Customer is responsible for payment on all applicable taxes.

Order subject to credit approval by Ferno. If not quoted, shipping and any applicable sales tax will be added to invoice. Credit cannot be allowed on returns of special or modified items. Prices and specifications are subject to change without notice.

70 Weil Way / Wilmington, Ohio 45177 / [info@ferno.com](mailto:info@ferno.com) / 888.388.1349 FAX





**ZOLL Medical Corporation**

269 Mill Road  
Chelmsford, MA 01824-4105  
Federal ID# 04-2711626

Phone: (800) 348-9011  
Fax: (978) 421-0015  
Email: esales@zoll.com

Quote No: Q-90394 Version: 1

Wausau Fire Department  
606 East Thomas Street  
Wausau, WI 54403

Quote No: Q-90394  
Version: 1

ZOLL Customer No: 153295

Issued Date: September 4, 2024  
Expiration Date: September 30, 2024

Jared Thompson  
17152617900  
jared.thompson@ci.wausau.wi.us

Terms: NET 30 DAYS

FOB: Shipping Point  
Freight: Prepay & Add

Prepared by: Austin Schiro  
EMS CPR Territory Manager  
austin.schiro@zoll.com

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	1509174	8700-0730-01	<b>AutoPulse® System with Pass Thru</b>  Includes: Backboard, User Guide, Quick Reference Guide, Shoulder Restraints, Backboard Cable Ties, Head Immobilizer, Grip Strips, In-service Training DVD, and one year warranty.	4	\$15,000.00	\$14,700.00	\$58,800.00
2	337542	8700-0706-01	<b>LifeBand 3 pack</b>  Single-use chest compression band (3 per package)	4	\$512.00	\$486.40	\$1,945.60
3	1509174	8700-0753-01	<b>AutoPulse SurePower Charger</b>  Includes User Guide and U.S Power Cord. Standard one (1) year warranty. U.S. Tests, Charges and automatically verifies battery charge level	2	\$3,131.00	\$3,068.38	\$6,136.76
4	337542	8700-0752-01	<b>AutoPulse Li-Ion Battery</b>	12	\$1,127.00	\$845.25	\$10,143.00
5	1509174	8700-000850-40	<b>AutoPulse Quick Case - Blue</b>  All-in-one carrying case and patient moving sheet for the Autopulse Resuscitation System.	4	\$677.00	\$663.46	\$2,653.84
6		8778-89004-PP-AP	<b>AutoPulse Precision Service Plan, 4 Year</b>  Includes: Annual preventive maintenance, parts & labor on normal wear and tear, 5% discount for LifeBand replacements and batteries, minimum service fee waived, shipping and use of a Service Loaner during repairs, and no charge shipping.	4	\$3,970.00	\$3,573.00	\$14,292.00

Subtotal: \$93,971.20

**Total: \$93,971.20**



**ZOLL Medical Corporation**

269 Mill Road  
Chelmsford, MA 01824-4105  
Federal ID# 04-2711626

Phone: (800) 348-9011  
Fax: (978) 421-0015  
Email: [esales@zoll.com](mailto:esales@zoll.com)

Wausau Fire Department  
Quote No: Q-90394 Version: 1

Contract Reference	Description
337542	Reflects Service Contract 3 Year Worry Free Autopulse Modifier contract pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in Service Contract 3 Year Worry Free Autopulse Modifier shall apply to the customer's purchase of the products set forth on this quote.
1509174	Reflects PSAI/Savvik 2021 contract Pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in PSAI /Savvik Buying Group Contract No. 2021-06 shall apply to the customer's purchase of the products set forth on this quote.

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <https://www.zoll.com/about-zoll/invoice-terms-and-conditions>, for software products can be found at <https://www.zoll.com/en/about-zoll/legal>, and for ExpertCare Service Plans can be found at <https://www.zoll.com/en/about-zoll/compliance>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. Delivery will be made upon availability.
2. This Quote expires on September 30, 2024. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to [esales@zoll.com](mailto:esales@zoll.com) or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL web store.



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**Order Information (to be completed by the customer)**

- Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)
- Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

- Yes      PO Number: \_\_\_\_\_      PO Amount: \_\_\_\_\_  
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)
- No      (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

**Wausau Fire Department**

Authorized Signature:

\_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Department	Project Name		Project Budget	Spent to Date9/03/2024	Balance Available	Project Completed	On Schedule	Behind Schedule *	Executed Contract Date (No Later than 12/31/2024)	Bidding Date	Construction/Purchase Completion Date	Final Payment Date (No Later Than 12/31/2026)	Expected Total Cost
CCITC	Internet Firewall Replacement	R	25,219	25,219	-	Y	Y				12/24		25,219
CCITC	Core Switch Replacement	R	50,000	50,000	0	Y	Y						50,000
CCITC	Financial ERP Software Replacement	R	850,000	607,139	242,861	N	Y				12/24	12/31/2025	850,000
CCITC	CCITC - Fiber Connection Project	R	140,000	140,000	-	Y	Y				12/24		140,000
CD	Landmark Project		350,000	350,000	-	Y							350,000
CD	Public Access Server for Closed Caption		47,402	47,402	-	Y							47,402
CD	EEC Negative Economic Impact	R	84,100	55,167	28,933	N	X		02/05/2024			03/01/2025	84,100
CD	Community Partners Campus Facility Project	R	162,756	162,756	-	Y							162,756
CD	Catholic Charities & Open Door		589,120	100,021	489,099	N	N	X	extension of contract will be presented to Finance 8/27				589,120
CD	Infill New Construction		600,000	7,277	592,723	N		X	Agreement with CDA to Council on 9/10				600,000
CD	Affordable Rental Units		500,000	15,646	484,354	N		X	Agreement with CDA to Council on 9/10				500,000
CD	Homebuyer Education Counseling and Closing Assistance	R	34,000	2,000	32,000	N		X	Agreement with CDA to Council on 9/10				34,000
CD	River Edge Trail Extension Thomas Street	R	171,500	-	171,500	N	Y			Bid out in July	11/1	06/01/2025	171,500
ENG	LED Street Lighting Conversion	R	822,953	822,953	(0)	Y				5/24	6/24	6/24	822,953
ENG	Asphalt Overlay	R	500,000	71	499,929	N	Y			7/24	11/24		500,000
FIRE	FireFighter Positions	R	637,750	296,785	340,965	N	N	X					382,200
FIRE	Community Care Position	R	18,250	-	18,250	N	Y						18,250
PARK	Skate Park	R	225,000	26,271	198,729	N	N	X	11/24	8/24	7/25	12/25	225,000
PARK	Pickle Ball Courts	R	135,000	-	135,000	N	Y		9/24	8/24	7/25	12/25	135,000
POLICE	Community Outreach Specialist Position	R	485,000	207,564	277,436		Y						485,000
CITY	Council Chambers Upgrades	R	140,000	-	140,000	N	Y						140,000
WWW	Temporary Water Supplies	R	230,000	230,000	-	Y							230,000
WWW	PFAS Pilot Study		240,375	212,710	27,665	N	Y				8/24	9/24	240,375
WWW	Wastewater Treatment Screening Improvement Project		800,000	140,191	659,809	N	Y		10/24	9/24	10/25	11/25	800,000
WWW	Abel Stormwater Liftstation		900,000	72,275	827,725	N	Y		7/24	5/24	11/25	12/25	900,000
WWW	Water Main Replacement 2023 - 10th Ave		218,616	218,616	-	Y							218,616
WWW	Water Main Replacement 2023 - Grant and Henrietta St		244,904	244,904	-	Y							244,904
WWW	Lead Service Line Replacement Plan	R	146,930	146,930	-	Y	Y						146,930
WWW	Corrosion Control Study	R	609,241	219,347	389,894	N	Y				12/24	2/25	609,241
WWW	PFAS Treatment Process Design		658,695	567,719	90,976	N	Y				11/24	12/24	658,695
WWW	Sewer Main Replacement 2023 -10th Ave		227,549	227,549	-	Y							227,549
WWW	Sewer Main Replacement 2023 - Grant & Henrietta		260,612	260,612	-	Y							260,612
WWW	Water Main Replacement - 2022	R	1,392,173	1,392,173	-	Y							1,392,173
WWW	Sewer Main Replacement - 2022	R	663,948	663,948	-	Y							663,948
WWW	Sewer Force Main Project	R	359,184	359,184	-	Y	Y			2/24	11/24	11/24	359,184
WWW	ARPA West Wausau Tower Backup Power Supply	R	320,000	210,983	109,017	N	Y				10/24	11/24	265,000
WWW	Lead Service Line Replacement	R	500,000	253,609	246,391	N	Y	X			10/24	12/24	322,625
WWW	Sewer Lift Station Upgrade Design	R	379,000	341,341	37,659	N	Y				9/24	11/24	379,000

14,719,277 8,678,363 6,040,915

Unencumbered 867,184