

REVISED

**VILLAGE OF GERMANTOWN
N112 W17001 MEQUON ROAD
GERMANTOWN, WI 53022**

MEETING: REGULAR MEETING OF THE VILLAGE BOARD

DATE AND TIME: MONDAY, May 3, 2021 7:00 p.m.

**LOCATION: Germantown Village Hall Board Room
N112 W17001 Mequon Road**

NOTICE: Pursuant to the current recommendation of the Centers for Disease Control and Prevention limiting the size of public gatherings, capacity within the Board Room will be limited. Members of the body and citizens may also attend the meeting virtually through the WebEx platform, Meeting #: 182 972 3623 Password: qkC3Jf37wDj which can be accessed by phone at 408-418-9388 or by logging on <https://villageofgermantown.my.webex.com/villageofgermantown.my/j.php?MTID=m231683ae6527acb23b2be55f0fe4ae34> Citizens wishing to view the meeting are encouraged to watch the live broadcast of the meeting through the livestream on the Village's website via Webex. Citizens not wishing to attend the meeting personally or virtually may submit any public comments by sending an email to comments@village.germantown.wi.us by 4 p.m. on the day of the meeting so that it can be provided to the members of the body for their consideration.

Previously recorded Village Board Meeting Videos can be viewed at https://www.youtube.com/channel/UCOYp0EgELzTCa9X_iCohyhQ.

AGENDA

- I. **CALL TO ORDER:** *This meeting has been given public notice in accordance with Section 19.83 and 19.84, Wis. Stats, in such form that will apprise the general public and news media of subject matter that is intended for consideration and action.*
- II. **ROLL CALL:**
- III. **PLEDGE OF ALLEGIANCE:**
- IV. **PRESIDENT'S REPORT:**
- V. **ANNOUNCEMENTS OF FORTHCOMING EVENTS OF PUBLIC INTEREST
COMMITTEE AND DEPARTMENT REPORTS:**
 - A. The following individuals will be given the opportunity to make announcements of future municipal activities: Village President, Village Board Members, Village Administrator, Village Attorney, Village Clerk, And Department Heads, to include:
- VI. **CITIZEN INPUT/PUBLIC APPEARANCE on items not subject to a public hearing:**

Please be advised per §19.84(2), information will be received from the public. It is the policy of this municipality that there be a three (3) minute time period, per person, with time extension per the Chief Presiding Officer's discretion; be further advised that there may be limited discussion on the information received, however, no action will be taken under public comments. (15 minutes) Written Public Comments should be directed to comments@village.germantown.wi.us, by 4 p.m. on Monday, May 3rd.

VI. CONSENT AGENDA:

- A. Approval of Minutes April 19, 2021 Regular Village Board Meeting.
- B. Accounts payable/payroll:
 - 1. April 16, 2021 Accounts Payable \$ 230,921.95
 - 2. April 27, 2021 Payroll (Hourly) \$ 247,062.66
 - 3. April 30, 2021 Accounts Payable \$ 250,358.45
 - 4. April 30, 2021 Payroll (Salary) \$ 100,420.01

VII. UNFINISHED BUSINESS

- A. None.

VIII. PUBLIC HEARINGS:

- B. None.

IX. NEW BUSINESS:

- A. Right of Way Encroachment Agreement, Barley Pop, N116W16137 Main Street, Germantown.
- B. Police Department – IT Services.
- C. Resolution 08-2021, Authorizing the Borrowing of not to exceed \$3,200,000; and providing for the Issuance and Sale of General Obligation Promissory Notes Therefor.
- D. Location and design of new Public Works Building.
- E. Administrator Performance Review. The Village Board may convene into closed session per Wis. Stats. §19.85 (1) (c) considering employment, promotion, compensation or performance evaluation data of any public employee over which the governmental body has jurisdiction or exercises responsibility, and may convene into open session to take such action as it deems appropriate.

X. ADJOURNMENT.

The next regular meeting of the Village Board will be on Monday, May 17, 2021 at 7:00 p.m.

UPON REASONABLE NOTICE, efforts will be made to accommodate the needs of disabled individuals through appropriate aids and services. For Additional information or to request this service please contact the Village Clerk at (262)250-4740 at least 2 days prior to the meeting.

Ceremonial Swearing In:
Trustees Kaminski, Neureuther, Myers, and J. Miller were sworn.

VILLAGE OF GERMANTOWN
VILLAGE BOARD MEETING MINUTES
April 19, 2021

CALL TO ORDER: The meeting was called to order at 7:00 p.m. by President Wolter.

ROLL CALL: Present: President Wolter, Trustees Baum, Hudson, Kaminski, R. Miller, Myers, and Pieper. J. Miller and Neureuther. Excused Absence: Wing and Zabel. Also present: Clerk Braunschweig, Attorney Sajdak, and Manager Tucker. Clerk's Note: This was a partial Virtual Webex Meeting.

PLEDGE OF ALLEGIANCE:

PRESIDENT'S REPORT:

Deutschstadt Heritage Foundation will provide Mai Fest in a box available on May 15 here at the Village Hall Parking Lot. Sign up is appreciated; however, individuals can drive by and pick up. The High School will provide music. Some of the donation will go to the Park and Rec. It is encouraged to sign up at maifestGermantown.org. Both Charlie Hargan and Marcy Stone came forward to the podium to report on the upcoming event.

I. APPOINTMENTS

A. Standing Committees of the Village Board

1. General Government & Finance (1 year term)

Chair Trustee Rick Miller
Trustee Terri Kaminski
Trustee Bill Neureuther
Trustee Dennis Myers

2. Public Safety (1 year term)

Chair Trustee Dennis Myers
Trustee Phil Hudson
Trustee Jolene Pieper
Trustee Jan Miller

3. Public Works & Highways (1 year term)

Chair Trustee Terri Kaminski
Trustee Phil Hudson
Trustee Rick Miller
Trustee Bill Neureuther

B. Commissions/Boards/Committees

1. Administrative Appeals Review Board (1 year term)

President Dean Wolter
Trustee Jolene Pieper
Trustee Terri Kaminski

2. Board of Review

Member Bill Shadid (5 year term)
Alt. Member Wyatt Weir (completing term ending 2022)

3. **Board of Zoning Appeals**

Chair	Barry White	(3 year term)
Member	Kristen Huber	(3 year term)
Member	Jim Hansen	(3 year term)
Member	Tim Edwards	(3 year term)
4. **Building Construction Oversight Committee**

Chairperson / Trustee	David Baum	(1 year term)
Trustee	Bill Neureuther	(1 year term)
Member	Peter Nilles	(3 year term)
Architectural / Construction Management		
Secretary	Janice Wick	
5. **Economic Development Committee**

Chairperson / Trustee	Jolene Pieper	(1 year term)
Trustee	Jan Miller	(1 year term)
Member	Jim Sedgwick	(3 year term)
6. **Ethics Board**

Member	Jennifer Adams	(3 year term)
Alternate Member	Vacant	(3 year term)
Alternate Member	Vacant	(3 year term)
7. **Historic Preservation Commission**

Chair/ Trustee	Rick Miller	(1 year term)
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8. **Library Board**

Trustee	Jan Miller	(1 year term)
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9. **Park & Recreation Commission**

Trustee	Phil Hudson	(1 year term)
Member	Brian Depies	(3 year term)
10. **Plan Commission**

Chair	Village President Dean Wolter	(1 year term)
Trustee	David Baum	(1 year term)
Member	Peter Nilles	(3 year term)
Member	Anthony Laszewski	(3 year term)
Member	Matthew Kimmler	(3 year term)
11. **Police & Fire Commission**

Member	Chris Yatchek (completing term ending 2023)	
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12. **Senior Center Advisory Committee**

Chairperson / Trustee	Dennis Myers	(1 year term)
Trustee	Jan Miller	(1 year term)
Member	Norine Janzen	(2 year term)
13. **Utility Advisory Committee**

Chairperson / Trustee	Rick Miller	(1 year term)
Jim Hansen		(3 year term)
Dan Campbell		(3 year term)
14. **Tourism Commission**

Chair	Village President Dean Wolter	(1 year term)
Trustee	Rick Miller	(1 year term)
Hotel Representative to be announced.		
- C. **Weed Commissioner**

Planning/Zoning Adm.	Jeff Retzlaff	(1 year term)
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- D. **Mid-Moraine Legislative Committee**
Trustee Representative Dennis Myers (1 year term)
- E. **Official Posting Places**
Village Hall - N112 W17001 Mequon Road
Public Library - N112 W16957 Mequon Road
Village Website

Motion (Myers/Baum) to approve appointments A-E. Motion carried unanimously.

ANNOUNCEMENTS OF FORTHCOMING EVENTS OF PUBLIC INTEREST/DEPARTMENT AND COMMITTEE REPORTS:

The following individuals will be given the opportunity to make announcements of future municipal activities: Village President, Village Board Members, Village Administrator, Village Attorney, Village Clerk, And Department Heads, to include:

CITIZEN INPUT/PUBLIC APPEARANCE on items not subject to a public hearing:

None.

CONSENT AGENDA:

- A. Approval of Minutes April 5, 2021 Regular Village Board Meeting.
- B. Accounts payable/payroll:
 - 1. April 9, 2021 Accounts Payable \$ 556,750.35
 - 2. April 13, 2021 Payroll (Hourly) \$ 240,565.12
 - 3. April 15, 2021 Payroll (Salary) \$ 99,028.54
 - 4. April 16, 2021 Accounts Payable \$ 230,921.95

The following items were forwarded from **Public Safety** with a unanimous recommendation.

- C. Police Department – Squad Car Changeover in an amount not to exceed \$35,967.93 with General Fire.
- D. Fire Department – Battalion Chief Holiday Pay.

The following items were forwarded from Public Works with a unanimous recommendation.

- E. Salt Bid with the Wisconsin Department of Transportation Bid.
- F. Well #4 Emergency Repair and Pay Request with CTW in an amount not to exceed \$105,607.50, for the complete removal and reinstallation of the pipe column, pump and chemical treatment at Well #4.
- G. Wrenwood Subdivision - Sanitary Utility Easement Agreement.
- H. Acceptance of 2021 Road Improvement Bid with Payne & Dolan, Inc., in an amount not to exceed \$1,814,039.70, including Alternates #2 and #3. Any remaining funding available, Alt #1 (Donges Bay Road between Wasaukee Road and Washington Drive) shall be completed.

Motion (Baum/Myers) to approve Consent Agenda items A - H. Roll Call Carried Unanimously.

UNFINISHED BUSINESS:

- A. None.

PUBLIC HEARING:

- A. None.

NEW BUSINESS:

- A. Appointment of Peter Lederer as Highways, Parks, Buildings & Grounds Foreman.

Motion (Myers/Baum) to approve the appointment Peter Lederer as Highways, Parks, Buildings & Grounds Foreman. Roll Call Carried Unanimously.

- B. Temporary Extension of Premise – Stix Golf, W164N11271 Squire Drive, Germantown, June 6, 2021, 11 a.m. – 4 p.m., Stars and Stripes Honor Flight, Inc., Honor Flight Memorial Virtual Golf Fundraiser.

Motion (R. Miller/Baum) to approve the Temporary Extension of Premise – Stix Golf, W164N11271 Squire Drive, Germantown, June 6, 2021, 11 a.m. – 4 p.m., Stars and Stripes Honor Flight, Inc., Honor Flight Memorial Virtual Golf Fundraiser. Roll Call Carried Unanimously.

- C. Temporary Class B Beer License –Deutschstadt Heritage Foundation, Mai Fest Celebration in a Box, Drive Through Pick-Up, Village Hall Parking Lot, N112W1001 Mequon Road, May 15, 2021, Noon – 6 pm.

Motion (Baum/Myers) to approve the Temporary Class B Beer License –Deutschstadt Heritage Foundation, Mai Fest Celebration in a Box, Drive Through Pick-Up, Village Hall Parking Lot, N112W17001 Mequon Road, May 15, 2021, Noon – 6 pm. Sold in original container sealed. Roll Call Carried Unanimously.

- D. Attorney Brian Sajdak – Open Meeting’s Presentation.

Attorney Sajdak presented from the podium a prepared open meeting law and public records. He reported on quorum, negative quorum, and walking quorum. Attorney Sajdak advised caution with asking others how they will vote. Caution of email communication was expressed, as well as replying all. Attorney Sajdak commented that discussions among trustees at the dias, that is only to the person next to you and not in turn at the mic could be misconstrued. Likewise caution of texts or emails during the meeting. He pointed out the Badke notice on the agendas. Notice of the meeting requirements were pointed out.

Discussion of peripheral discussions or follow up on public comment.

The best practice is to thank the resident for coming and we will look to bring forward as a future topic or get back to the resident. Occasional quick responses to public comment will happen but better to we will get back to you or for a future topic.

Attorney Sajdak reported on closed session processes. Suggested separate closed session motions and votes.

Attorney Sajdak reported on records and emails and each Trustee is responsible for their own records. He discussed the public records request process.

The definition of a public record was discussed. Also pointed out the social media suggested routes such as the separation of personal facebook and Village facebook. They are all records.

He commented on preserve the communications and records of facebook. He suggested a screen shot of the post. Also discussed was the definition of a draft document.

Attorney Sajdak pointed out the difference of the campaign emails and the Village emails.

Attorney Sajdak commented on redaction of pieces of records.

Attorney Sajdak commented that correspondence with elected officials is public record. He did show the links to the attorney general compliance guide.

Public hearings were questioned if a trustee wants to speak at a public hearing. Ethical analysis. You as a Trustee cannot use your position to impact a vote.

Discussion of emails that are saved on a server or the cloud. In general your emails are on the server / cloud. The search would be from the cloud rather than your personal device.

During a campaign, it is important to keep away from Village email.

ADJOURNMENT.

ADJOURNMENT: There being no further business, the meeting adjourned at 8:43 p.m.

The next regular meeting of the Village Board will be on Monday, May 3, 2021 at 7:00 p.m.

Respectfully Submitted,

Deanna Braunschweig

Deanna B. Braunschweig, WCMC/CMC
Village Clerk

**RIGHT-OF-WAY ENCROACHMENT
AGREEMENT**

This Agreement, made this day of , 2021, by and between the Village of Germantown, a municipal corporation, with principal offices located at N112 W17001 Mequon Road, Germantown, WI 53022, (the "VILLAGE") and , whose principal address is (the "OWNER").

RECITALS

A. OWNER is the present owner of the property located at N116W16137 Main Street (Tax Key No. GTNV 224-023)(the "PROPERTY"), which is legally described as follows:

B. OWNER has requested permission to construct, install, and maintain a canopy/awning sign within the limits of the Main Street public right-of-way adjacent to the Property.

C. VILLAGE, at its April 19, 2021 Village Board meeting approved the execution of this agreement.

BASED UPON THE FOREGOING RECITALS, in consideration of the mutual promises and covenants of the parties and the mutual benefits to be derived by the parties, and other good and valuable consideration, the receipt and sufficiency of which is acknowledge by the parties, the VILLAGE and the OWNER agree as follows:

Return To:
Deanna Braunschweig
Village of Germantown
PO BOX 337
Germantown WI 53022

GTNV 224-023

Parcel Identification Number

1. VILLAGE hereby grants OWNER the authority and permission to construct, install, and maintain a canopy/awning sign in the Main Street public right-of-way, as shown on Exhibit A (the "IMPROVEMENTS"). Any changes or deviations to the IMPROVEMENTS must be approved by the VILLAGE.
2. Prior to the installation of the IMPROVEMENTS, OWNER shall obtain any and all required permits for said installations.
3. All expenses related to the construction, maintenance, and removal of the IMPROVEMENTS shall be paid by OWNER.
4. OWNER acknowledges that it will contact Diggers Hotline prior to the installation of IMPROVEMENTS and will coordinate as needed with the VILLAGE to ensure that VILLAGE and other public utilities in said public right-of-way are not damaged as part of said installation.
5. OWNER acknowledges that the installation of the IMPROVEMENTS may not block or dam existing surface drainage patterns through the area.
6. OWNER shall maintain the IMPROVEMENTS in good condition. Should the IMPROVEMENTS deteriorate, need repair, or create a hazard, OWNER agrees, at OWNER's sole expense, to remedy said condition(s) to the satisfaction of the VILLAGE, or remove the IMPROVEMENTS and restore the area to match the surrounding area.
7. OWNER shall not have or obtain any legal rights to said public right-of-way by virtue of such construction, installation, maintenance, expenditure of money or usage. VILLAGE may at any time proceed or

permit grading, utility installation, repair, maintenance, plowing, reconstruction, and/or similar activities in said public right-of-way without being obligated to OWNER in any way and without any compensation to OWNER for the IMPROVEMENTS.

8. If so ordered as a result of activities in Paragraph 7, OWNER agrees, at OWNER's sole expense, to remove the IMPROVEMENTS within thirty (30) days of written notice by VILLAGE. If not removed by OWNER within thirty (30) days of written notice, the VILLAGE can remove and charge OWNER for the removal cost, and may charge the cost thereof, including administrative charges, to the PROPERTY pursuant to Wis. Stat. § 66.0627.

9. That in conjunction with the construction, installation and maintenance of the IMPROVEMENTS by OWNER within said public right-of-way, OWNER will assume all liability for any damage to VILLAGE facilities or other public utilities located in said public right-of-way. OWNER will indemnify and hold the VILLAGE or other public utilities harmless from any claims for personal injuries or property damage caused by OWNER arising out of the construction, installation or maintenance by OWNER of the IMPROVEMENTS within said public right-of-way.

10. It is mutually agreed that all terms and conditions pertaining to this request, approval, and agreement as imposed by the VILLAGE, as set forth in the attached Exhibit B are also made a part of this Agreement.

11. Both parties mutually agree that this agreement and covenants herein shall run with the land and shall inure to the benefit of and be binding upon the parties, their successors and assigns.

IN WITNESS WHEREOF, the parties hereto have set their hands and seals this day of April, 2021.

[SIGNATURE PAGES FOLLOW]

OWNER: Jodi Kanzenbach

By: [Signature]
Managing Member of LLC.

By: _____

STATE OF Wisconsin)
) SS.
COUNTY OF Washington)

Personally came before me, this 30 day of April, 2021, the above-named , to me known to be such person(s) who acknowledged that they executed the foregoing instrument.

Dianna B Braunschweig

Notary Public, State of
My Commission expires _____

The Above Agreement is Accepted:

VILLAGE:

VILLAGE OF GERMANTOWN

Dean M. Wolter, Village President

Deanna Braunschweig, Village Clerk

STATE OF WISCONSIN)
) SS
MILWAUKEE COUNTY)

Personally came before me, this day of , 2021, the above-named Dean M. Wolter, President, and Deanna Braunschweig, Village Clerk, of the above named Village of Germantown, to me known to be the persons who executed the foregoing instrument who acknowledged that they executed the foregoing instrument as such officers as the deed of said municipal corporation by its authority.

Notary Public, State of
My Commission expires _____

Approved as to Form:

Brian C. Sajdak, Village Attorney

This Instrument was drafted by .

18' 8" wide



2' high



10" rigid valance

3' 6" projection

Specifications

Body material selection - Sunbrella Avenues Midnight #4410-0000

Wing material selection - Sunbrella Black #4608-0000

Graphic color selection - White

Grey line represents valance line

Graphic height - Aprox. 28"

EXHIBIT A

IMPROVEMENT PLANS

See following pages.

EXHIBIT B

ADDITIONAL TERMS AND CONDITIONS

There are no additional conditions.

**BUSINESS OF THE PUBLIC SAFETY COMMITTEE
AND VILLAGE BOARD
GERMANTOWN, WI**

MEETING DATE: 05/03/2021

AGENDA ITEM: New Business

ITEM TITLE: IT Services

SUBMITTED BY: Chief Mike Snow

SUMMARY EXPLANATION:

The Village recently put out a request for proposals to provide IT services to the Police Department and Fire Department. We received proposals from four providers, which are attached.

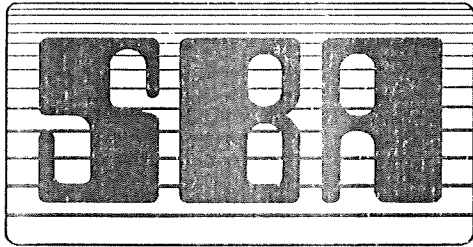
The Police Department is recommending the Village enter into an agreement with Schultz-Bernstein & Associates. We have worked with SBA for many years and have been very satisfied with the services provided. They are the only provider that included guaranteed on premise support.

The total cost of services would be a maximum of \$4,150 per month.

ATTACHMENT: ORDINANCE_____ RESOLUTION_____ OTHER_____

RECOMMENDATION:

BOARD ACTION:



SCHULTZ-BERNSTEIN & ASSOCIATES

Managed Network

Price Schedule Prepared For

Germantown Police/Fire Department

March 29, 2021

System Configuration

SBA Price

Fully Managed Network Including:

\$3,000.00/month

- Guaranteed On-Premise of 10 Hours Per Week
- Off-Premise Support of 2 Hours Per Week
- Proactive Maintenance / Network Documentation
- Server/Network/WDA Troubleshooting/Updates
- Project Based Assignments
- Divide time between Police and Fire
- Semi-Permanent Schedule w/Flexibility
- Off-Hours Emergency Support as Needed
- Scalability as needed
- 1-Year Term

Remote Monitoring / Network Management Solution

\$750.00/month/max

- Monitoring / Alerts / IT Automation
- Patch Management / Scripting
- HelpDesk / Ticket Queues/Scheduling
- Network Reporting / Analytics
- Network Discovery
- Endpoint Management
- Traffic Visibility / Forensic Data Retention
- Analyze / Monitor Network Performance
- Analyze / Monitor Application Performance
- On-Premise or Cloud Based

Server On-Premise Warranty 24x7 Support Upgrades

\$1,400/server/year

- 4 Hour Response Time

Full-Time IT Employee Comparison

\$112,000.00/year

- Salary: \$72,000/year
- Benefit Cost: \$40,000/year]
- Training / Experience / Retention

Managed Services Pricing

Assessment and Onboarding Fee \$5,000

Monthly Price: \$5,800

- Unlimited 24x7 help desk with remote support
- Desktop monitoring, maintenance and security software
- Server and network monitoring
- Includes licenses of anti-virus and malware protection
- Patch management for servers and desktops
- Technology business reviews
- Procurement (hardware/software not included)
- Onsite support included
 - Assumes weekly visits as needed
 - ProPhoenix support as primary focus
- Project work excluded
 - Billed on a discounted T&M basis of \$125/hour

Key Assumptions:

- Number of employees: 40
 - Number of computers, including WDA's: 56
 - Number of servers: 13
- 

Support Model Comparisons

Internal Resource

- Benefits
 - Set schedule
 - Dedicated resource
 - Immediate onsite support
 - Familiar with environment
- Challenges
 - HR cost – hiring, training, managing
 - Downtime – vacations, sick days
 - Right fit both technically and organizational
 - Limited skill set

Outsource

- Benefits
 - Flexible to meet demand
 - End to end support model
 - Eliminate HR cost
 - Enhanced competencies
 - No training cost
- Challenges
 - Finding the right partner
 - Knowledge sharing of business goals and detailed requirements

Village of Germantown

Information Technology Services



Prepared By:

Scott Gavin

Global Data Consultants, LLC

2501 E. Enterprise Ave, 2nd Floor

Appleton, WI 54913

April 26, 2021

Mike Snow
Village of Germantown
N12 W17001 Mequon Rd
Germantown, WI 53022



Re: Information Technology Services

Dear Mike,

Global Data Consultants, LLC ("GDC") would like to thank you for the opportunity to respond to the Village of Germantown Information Technology RFP request.

GDC designed our proposal on proven success-based methodologies for providing strategic and responsive information technology support. With a network of technology professionals in-house, we are also confident we can address the needs of your staff and community and exceed your expectations. As your technology needs and requirements change, GDC is confident we will have the technical talent to deliver the features you need when you need them. Thank you for reviewing our response to your Request for Proposal. We look forward to speaking with you soon.

Sincerely,

Scott Gavin
(920) 470-8942 mobile
ScottGavin@gdcit.com

Table of Contents



Company Overview..... 3

Scope of Services 6

Managed Services Details 9

GDC Differentiators 14

Partnerships and Certifications 15

Proposed Team Composition.....19

Pricing Models and Options Based on Scope of Services20

Customer References21

Company Overview

Global Data Consultants, LLC (GDC) is a Premier IT Service Provider Established in 1995.



An integral part to GDC's success today is the organization's ability to maintain the best technical talent and adapt to deliver the best quality of service to the customer. Recognizing that IT is an industry that is competitive and constantly changing, GDC realized that the key to growing was to understand the IT Services Industry and stick to these fundamental business principles – employ the best talent, excel in the delivery of technical services and focus on customer satisfaction.

Our business revolves around our clients. A customer-centric approach has been the focus of GDC since its inception in 1995 and has allowed us to be a trusted technology service provider to a network of clients across the globe.

To learn more about our company contact Scott Gavin, your dedicated account manager, or visit gdciTsolutions.com.

GDC Quick Facts



Greg Courtney, CEO

Global Data Consultants, LLC

DBA: GDC IT Solutions

CEO: Greg Courtney

President: Mike Coons

Established in 1995

Supports Companies of All Sizes in a Variety of Industries Serving Commercial and Government Sectors

280+ Skilled Professional Employees

Five (5) Locations in PA, MD & WI

97% Customer Retention Rate

Actively Host and Manage 40+ Websites in a Secure, Redundant Server Environment

Regional Offices



Appleton Office
2501 E. Enterprise Ave
Appleton, WI 54913



Company Headquarters
1144 Kennebec Drive
Chambersburg, PA 17201



Lena Building
4530 Lena Drive
Mechanicsburg, PA 17055



Fountainhead Office
13200 Fountain Head Plaza
Hagerstown, MD 21742



Westport Depot Facility
4700 Westport Drive
Mechanicsburg, PA 17055

Executive Leadership

Executive Leadership



Greg Courtney

CEO



Tom Trgovac

Executive VP & General Counsel



Dennis Coons

Executive VP

Veteran owned and led, Global Data Consultants, LLC (GDC) provides the experience, knowledge, and diligence necessary to work with clients to solve complex IT challenges.

GDC's ownership comprises Gregory D. Courtney, Founder and CEO; Thomas J. Trgovac, General Counsel and Executive Vice President; and Dennis C. Coons, Executive Vice President. Greg Courtney's background includes a tour of service in the United States Marine Corps. The United States Army commissioned Tom Trgovac, and he later served as a JAG officer in Washington D.C. Greg Courtney and Tom Trgovac both received honorable discharges for their military service.



Scope of Services

Managed IT Services

GDC's Managed Services Agreement is a full-scale proactive IT system management service. The service is structured using a predefined set of processes and software combined with GDC staff that allows them to monitor and respond to events in the customer's environment. We currently perform these services for 90+ Customers of various sizes out of four GDC office locations using four regional support teams.

GDC's Managed Services offering currently consists of the management of the following IT assets and services:



771 server systems; the majority of which are **Microsoft Windows servers' version 2012 or higher**. GDC maintains system health through proactive patching, monitoring, problem identification and resolution.



4,041 desktop/laptop nodes under management. GDC manages 3,760 client desktops/laptops and 282 internal GDC desktop/laptops.



75 clients running a combination of **single and clustered host virtualized environments**, with a large portion using SAN storage technologies from EMC and Dell.



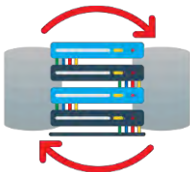
120 firewall devices varying from mid-tier devices such as **Dell SonicWALL** to full scale security devices such as the **Cisco ASA**.



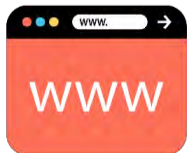
275 network devices consisting of **various grades of layer 2 and layer 3 devices**, managed and unmanaged switches, VLAN configurations used to separate network and VOIP traffic, and QOS.



175 server systems contracted to use **GDC Remote Backup Services** with combined data under backup management being approximately 85 TB and physical servers, VMware, and Hyper-V.



GDC operates **2 data centers** in separate locations which are available as **offsite replication targets** for client backups through our RBS services, so as to help diversify disaster recovery options and provide data security for our clients.



Supplementary services such as **FTP and email filtering** are available and managed for process management. We currently manage **47 different client domains**.



24/7 support for clients is provided by way of the **GDC Service Desk**. Critical alerts and client contact for support are handled and recorded by the GDC Service Desk and then escalated to the appropriate regional team engineer.



GDC provides **proactive systems administrative checks weekly** with **major engineering checks performed monthly**. The process collects approximately **15 different data points** for system health to highlight areas of potential risk and needed upgrades for either growth or system obsolescence.



GDC performs **weekly external security penetration checks** for networks under management allowing the service team to identify and remediate potential security risks and patch systems before they become an issue.

Base Inclusions



Managed Services Details

Client Relationship Management

GDC will assign a Dedicated Desktop (Level 3) Technician and a Senior Server (Level 4) Technician to HACD. These shared resources will provide remote and on-site support and will continue to gain knowledge on each system used by HACD through engaging with your employees. They will feel like one of your own employees. Our technicians will document each service ticket with enough detail and information to allow other GDC support center team members to understand and resolve the issues described on the service ticket. They will escalate problems when appropriate via proper escalation procedures as defined in standard operating procedures. Our ticketing system is capable of generating automatic tickets from an email sent by any user or point person at HACD. In addition to this method, users or a point person, would have the ability to create tickets within the MSP agent itself. HACD will have the ability to refer back to previous tickets closed, etc. within the agent.

GDC takes great pride in our Customer Satisfaction focus and achievement. We believe that communication is paramount to customer satisfaction. In addition to our assigned technicians taking full ownership of the account, periodic check-ins from the Account Manager and the Director of Managed Services is a way for GDC to get customer feedback and to ensure that HACD is satisfied with the service.

Service Levels

Response and Resolution Times for Each Priority Level

Trouble	Priority	Response Time	Resolution time	Escalation Threshold
Service not available (all users and functions unavailable)	Critical	Within 1 hour	Immediate and continuous support until resolution found.	Immediately
Significant degradation of service (large number of users or business critical functions affected)	Critical	Within 1 hour	Immediate and continuous support until resolution found.	Immediately
Limited degradation of service (limited number of users or functions affected, business process can continue)	High	Within 4 hours	Within 1-2 business days	4 hours
Small service degradation (business process can continue, one user affected).	Medium/Low	Within 4 hours	Within 1-5 business days	8 hours

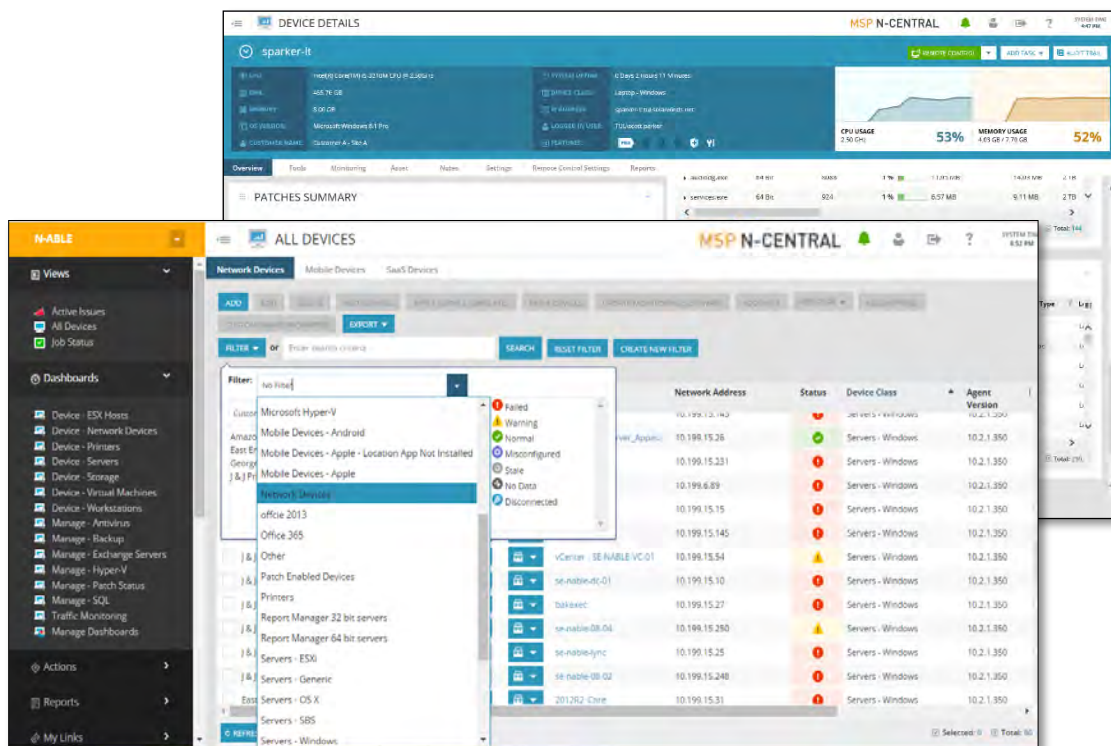
Support Tiers Levels

Support Tier	Description
Tier 1 Support	All support incidents begin in Tier 1, where the initial trouble ticket is created; the issue is identified and clearly documented and basic hw/sw troubleshooting may be initiated.
Tier 2 Support	All support incidents that cannot be resolved with Tier 1 Support are escalated to Tier 2, where more complex support on hw/sw issues can be provided by more experienced Technicians.
Tier 3 Support	Support Incidents that cannot be resolved by Tier 2 Support are escalated to Tier 3, where support is provided by the most qualified and experienced Engineers who have the ability to collaborate with 3 rd Party (Vendor) Support Engineers to resolve the most complex issues.

Monitoring

Ticketing/Tracking System

GDC will utilize SolarWinds N-Central for management, monitoring, and alerting of system and network errors. SolarWinds enables GDC to monitor from a single pane of glass. System generated monthly executive reports will be sent to HACD at the beginning of every month. Manual checks will also be done to ensure continued quality of service.



Documentation and Records

Your assigned technicians will create a list of software used at HACD with access information, expiration, support information, etc. This will help manage the licensing and software agreements and keep it compiled in one area for reference. HACD will receive monthly executive reports that would reflect security updates installed, uptime of servers/network, network utilization, and other information for visibility. GDC will also create PC install checklists for PC upgrades. GDC will provide closing documentation to HACD digitally upon the completion of any project performed. This documentation will include changes to the systems, IP information, host information, make and model, etc.

GDC promotes continuous improvement by proactively compiling data, analyzing trends, managing outliers, and making fact-based decisions while offering our clients suggestions to promote improvement and innovation. This constant level of engagement promotes improved efficiencies, maintains up time, and allows for a more fluid and productive experience.



Additionally GDC provides a monthly hour report showing all hours used towards Proactive Base Support Service Deliverables and Technical Support Deliverables (see attached MSA for details on deliverables). The report shows the technicians names, hours used, and any notes including ticket # if applicable.

Hardware and Software Support

GDC currently supports over 700 unique hardware models and software applications including (but not limited to) laptops and desktops, mobile phones, tablets, printers, web browsers, Microsoft Office, Lotus Notes, mobile apps, websites, commercial off-the-shelf software (COTS) and custom software apps, software installation and configuration, and wireless networks.

Figure 2.3 Extensive Product Experience



As an example, GDC's Managed Services Agreement is a full-scale proactive IT system management service. The service is structured using a predefined set of processes and software combined with GDC staff that allows them to monitor and respond to events in the customer's environment. We currently perform these services for 90+ customers of various sizes in four GDC office locations using four regional support teams.

Customers with office locations in multiple regions are supported by the teams within driving distance of the closest local office. Customers with office locations outside of our regional support offices are provided with remote monitoring support with services available for onsite visits if needed.

GDC Differentiators

We Invest in Our People. GDC employs a 100% full-time and 100% US based workforce that holds multiple certifications from industry leading partners and receive ongoing coaching and soft skills training. We recognize the importance of continuing education and the value of promoting a career path for every employee. To that end, every GDC team member is provided a learning path, access to a developed network of vendors, and full reimbursement for acquired certifications. Furthermore, GDC's leadership promotes employee development through an open-door policy, MBWA (management by walking around), conducting regular 1x1's, and lunch & learns.

Our Culture Empowers Our Employees. GDC's work environment is rich with a leadership culture that empowers our employees with a wealth of knowledge and resources. We believe in the abilities of every GDC professional and that is the backbone of our success. By being culturally aligned with our customers, we are able to hire, place, and successfully manage candidates based on each customer's unique characteristics. GDC is dedicated to and built on a foundation of excellence in customer service. Our employees pride themselves in their ability to effectively listen and quickly resolve complicated issues. With GDC, authentic customer engagement is interwoven into our culture and day-to-day operations.

We Promote and Enable Process Improvement. GDC promotes continuous improvement by proactively compiling data, analyzing trends, managing outliers, and making fact-based decisions while offering our customers suggestions to promote improvement and innovation. This constant level of engagement promotes improved efficiencies, maintains up time, and allows for a more fluid and productive experience.

Long-Term Partnerships and Collaboration. GDC believes that ongoing collaboration with our customers is essential to maintaining a real-time understanding and remaining in lock step with our customers' business priorities. We further believe that ongoing face-to-face collaboration is essential and that our ability to regularly visit customer locations promotes a better understanding of their culture for our employees.

Partnerships and Certifications

Partnering with GDC means you are additionally partnering with our fully developed network of vendors that can offer relevant technology and resources at your fingertips.

Through our unique and long-standing industry relationships and affiliations, we offer you a comprehensive suite of services to ensure you have the flexibility to deploy and integrate cutting-edge technology across your organization. With in-house certified resources and direct access to manufacturer representatives, we deliver the best possible IT solution, service, or hardware to ensure your success. Regardless of the size of your organization, we leverage our partnerships for you.

Featured Technology Partners



Dell offers innovative end-to-end technology solutions with the combined power of Dell, Dell EMC, Pivotal, RSA, Secureworks, Virtustream and VMware.



HP is a trusted and experienced business partner. Use technology to evolve your environment and keep your business moving forward.



Lenovo leads the industry with an ecosystem of devices, services, applications and content for people to seamlessly connect to people and web content.



Microsoft partners are certified for their deep knowledge of our products and specialize in providing up-to-date Microsoft-based solutions.



Promethean offers a comprehensive suite of products and accessories for successful implementation and integration of technology into the classroom.



VMware streamlines the journey for organizations to become digital businesses that deliver better experiences and empower employees to do their best work.

Network of Partners and Affiliations

We partner with some of the best known and highest rated brands in the industry along with strategic local partners to deliver the best technology solutions for your business.



[View Our Current Network of Partners and Affiliations](#)

Brand Specific Certifications and Training

GDC highly encourages ongoing training and education. GDC Engineers are required to keep up with certifications and leading-edge technology. GDC also manages a complete certified testing center at our corporate office in Chambersburg, PA. GDC employees receive reimbursement for ongoing training and certification when applicable to the assigned job. Average experience levels across the organization exceed 5 years. A large portion of our technical support staff holds at least one of the following technical certifications:



Microsoft Certifications to Maintain Partnership Levels

GDC maintains a Gold Microsoft Partnership by having two or more unique individuals certified in the following areas:



Common Certifications Include:



The GDC Advantage: True End-to-End IT Service Capabilities

Combining our IT capabilities, industry partnerships and our network of technical talent provides access to innovative approaches, modern technology, expert technical resources, and managed support services. We help companies differentiate their services, transform IT, advance workplaces, and streamline product delivery.

	Application Development		Networking & Infrastructure
	Business Intelligence & Analytics		Project Management
	Cloud Services		Security Threat Management
	Data Backup & Business Continuity		Service Desk & Network Operations
	DB Design, Admin & Maintenance		System & Data Integration
	Hardware Sales & Deployment		Voice & Unified Communications
	IT Consulting		Website & Mobile App Development
	Managed IT Services		Workforce & Staffing Solutions

Customer Service. We strive to exceed client expectations. Our business revolves around our clients. We listen to what each client wants and then do everything we can to deliver it in a fair and timely fashion.

Innovation. We recognize that each of us can add actual value to our business. Our employees are our greatest asset.

Quality. We strive for excellence in everything we do. No matter how good, we work to make our services, processes, and performance better.

Integrity and Respect. Ethical conduct and social responsibility characterize our way of doing business. We respect everyone, communicating openly and honestly.

Our values and daily behavior should give you confidence that we are a company you can trust, whose products and services work as promised, and committed to keeping our clients at the center of everything we do.

Proposed Team Composition

GDC Team Members will play key roles as needed during the start-up phase and at various times throughout the project. These roles, while not dedicated efforts, are critical to the success of the scope of services provided. GDC will assign a project manager to coordinate all activities related to implementation.

Scott Gavin, Business Development Manager, has worked with municipalities and their technology initiatives for over 13 years. He has been in charge of business development efforts for our Midwest Region for over 5 years. With his extensive background in Managed IT Services, Infrastructure Projects, and Hardware Sales, Scott possesses an understanding of the customer's challenges, and applying a strategy to help improve end-user experience. Scott has a Bachelor Degree from the University of Wisconsin-Madison.

Chris Petri, L4 Server Network Administrator, is a seasoned professional experienced in troubleshooting and administrating server hardware, software, configurations, and network issues. He has a strong background in providing users with technical support for computer issues and maintaining systems, applications and virus protection software. He regularly meets with owners, managers, supervisors, and others, to resolve critical IT issues throughout the client's IT landscape.

Prior to GDC, Chris held a position as an Engineer Consultant providing services and consulting in commercial and government sectors regionally in Wisconsin. In addition, he served in the United States Marine Corps for 4 years as a Data Systems Technician. He has held a vast number of certifications from Microsoft, Cisco Meraki, HP, Symantec, CompTIA Network+, CompTIA Security+, and others throughout his career.

Pricing Models and Options Based on Scope of Services

Pricing Models and Options

Base Costs:

Fees for service initiation: There are no startup fees.

Ongoing monthly fees and what is included and excluded: The ongoing monthly installment for Managed IT Services will be \$4,350.00/month, \$52,200 annually. This service includes daily maintenance and troubleshooting of network, computers and servers. Project work will be out of scope.

Optional Costs:

Extra work, outside of the scope of work in this proposal, hourly rate: \$125.00/hour.

Escalation fees: There are no escalation fees.

Response and emergency fees: GDC's after-hours rate is \$175.00/hour.

Village-Wide Managed Services: Exact Details TBD after a review of environment, but generally our annual managed services costs equate to roughly \$1,000/workstation managed and monitored. For example, if we add 40 users for a village-wide Managed Services Agreement – the additional costs would be roughly \$40,000/year.

Terms of Contract – 1 year initial Agreement.

Customer References

Armament Systems and Procedures

Bryce Fuchs, IT Director

2511 E Capital Drive

Appleton, WI 54911

920.735.6242

55 Employees

Contract Amount – 200 hours/year

January 2016 – Present

Service Description: GDC Provides Strategic Planning, Day-to-day Managed IT Services and Project Work.



Keller, Inc.

Luke Beschta – IT Manager

N216 WI-55

Kaukauna, WI 54130. Other locations,
Milwaukee, Wausau, Madison.

920.766.5795

250 Employees

25 hours/year

2017–Present

Service Description: GDC provides Strategic Planning and documentation, Project Work.





Polic & Fire Department RFP - Response

Quote # KB008491
Version 1



Prepared for:

Village of Germantown

Mike Snow
msnow@germantownpolice.org

Prepared by:
Ontech Systems Inc.

Keegan Bolstad
keegan@ontech.com

Executive Summary

Ontech Systems Inc. is pleased to present Village of Germantown with options for IT Support needs. The attached summary is broken into a few categories; Ontech Company Background & Team Roles, Proposal Summary, & Supporting Documentation.

Ontech Company Background

Mission Statement: A trusted advisor since 2004, Ontech Systems delivers quality IT solutions. Fostering longstanding relationships with a focus on customer service, we take pride in exceeding expectations.

Company Background: Ontech was founded in 2004, our owner Mike Piotrowski started Ontech after being in consulting with large companies for several years. Ontech was founded on the standard of focusing of small to mid size businesses in Southeast Wisconsin. Ontech specializes in working with customers 5-250 users. Due to the wide variety of clients we work with, our offerings are flexible to meet each individual needs. In 2015 Ontech purchased and moved to its own building in Menomonee Falls WI. Our sales/admin consists of 8 ranging from account managers, inside sales, etc. and our local technical team of 15 engineers.

Company Structure & Team Roles:

- Account Manager: Responsible for sales and admin functions, 5 year budgeting outlook & reviews. Available to assist with 3rd party needs like software development, data and phone connections, etc. Also a primary resource for any needs at Ontech
- Inside Sales: Responsible for quoting and sourcing needs for renewals, hardware, etc. Works closely with Account Manager for sales and admin needs
- Primary Tech: Responsible for technical assistance. Village of Germantown has direct access tot his resource, cell phone, email, etc. Goal is Village of Germantown works with this resource for technical needs 75% of the time.
- Backup Tech: Responsible for technical assistance. Village of Germantown has direct access tot his resource, cell phone, email, etc. Goal is Village of Germantown works with this resource for technical needs 25% of the time.
- Inside Tech/Dispatcher: Responsible for taking incoming request from customers, staffed M-F 8am-5pm at the office. Can be used as a level 1 resource.
- Project Managers: Responsible for oversight of projects and delivery of those projects.
- Service Manager: Responsible for oversight of technical delivery.

Skills: Ontech requires every team member (both sales and technical) to achieve one minor certification per quarter (a project management course, smaller manufacturer cert, etc.) and one Major certification annually (Microsoft MCSE, VM Ware VCP, Cisco CCNA, etc.). Ontech's focus on continuous education keeps us up to date with the latest industry solutions.

Terms/Contracts

Ontech does not have a heavy focus on long term contracts. Annual and longer commitments are offered at discounted rates if clients choose that route, otherwise we are fine to support clients in a month to month setup. Ontech does have whats known as a consulting services agreement. This agreement covers things like rates/terms but also things like our NDA, BAA, Insurance coverage (both general and professional liability), etc. The CSA lays the foundation for our working relationship but how we work together can be flexible based on the changing needs of Village of Germantown.

Billing

Managed service tools are billed monthly. Hourly time can be billed in time blocks, as used, or on a set monthly schedule. Hourly time for onsite work has no hourly minimums, hourly labor is billed in 15 minute increments. Ontech is flexible with how we work/bill our customers based on their needs.

Proposal Summary

Based on the RFP document, below is a summary of our response structure;

- Executive Summary
- Approach & Types of Services
- Cost of Support Option 1 - Hybrid
- Cost of Support Option 2 - Managed Help Desk
- Cost of Support Option 3 - Hourly Only
- Description of Managed Services Offering
- Optional Costs for Village Wide Options

Product Documentation Related to the Proposal

- Managed Service Report Example: Monthly summary report from the managed service tools that is sent to customers every month, this example is Ontech's network from January 2021
- 5 Year IT Budgeting Document: Account manager's use this spreadsheet a lot in budgeting and allocation conversations with customers. this is a working document the account manager updates with customer feedback to forecast recurring and capital expenses
- IT Review Meeting Generic Agenda: Generic review agenda, some customers we review and meet with quarterly others annually, all depending on client need
- Data Backup Sheet: Documentation sample we use with clients to simplify data backup/disaster recovery. Can be provided to insurance providers as proof of back.
- Ontech Consulting Services Agreement: Our generic consulting agreement for review, if you choose to move forward with Ontech, an electronic signature version will be sent.

References

Ontech Municipal References

- City of Hartford PD
 - LT. Richard Thickers: (262) 673-2600
 - Support Type: Project/Traditional Hourly
- Village of Brown Deer
 - Lt Dan Krohn: (414) 371-2906
 - Support Type: Hybrid
- Village of Hartland
 - Ryan Bailey: (262) 367-2714
 - Support Type: Traditional Hourly
- City of Cedarburg
 - Christy Mertes: (262) 375-7600
 - Support Type: Hybrid
- City of Columbus
 - Pamela Fredrick: (920) 623-5900
 - Support Type: Hybrid
- City of Sheboygan Falls
 - Sara Coenen: (920) 467-7900
 - Support Type: Hybrid
- Cities & Villages Mutual Insurance
 - Pallin Allen: (262) 784-5666
 - Support Type: Hybrid & Gov't security assessment program. Know you're not a CVMIC Member (Assuming Germantown is with League or WI) but they can talk a lot about what we do for local government and the programs we have setup with their members.

Approach & Types of Services

Ontech has 3 primary service approaches for clients based on their needs. We do have clients mix and match approaches slightly to provide them and their users the best overall support possible.

1. Hybrid: We use a combination of managed service tools to take care of day to day operational items and blend that with hours working with your team and staff for support items. This tends to provide the best of both worlds in terms of providing management of devices but also the personnel relationship between our organizations. In this model though, we cannot guarantee SLA responses after hours, it is done on a best effort basis. References provided can speak on this though.
2. Managed Help Desk: SLA backed 24x7 live answer help desk, average response time through the desk is 1-3 minutes for initial support/troubleshooting. This a fully managed approach where 95% of support is all handled remotely unless something (like internet outage) requires physical boots on the ground to resolve. We do blend in some hours to the monthly package, but they are billed only if used/needed.
3. Hourly Only: Instead of using any form of managed services, we can go the traditional approach of "time and materials". In these support configurations Ontech does recommend the use of certain Microsoft tools for automation, like WSUS for patch management or WDS for imaging/PC deployment. Similar to the Hybrid

We have clients in all these different models, but our most popular is that Hybrid setup, probably 70% of clients fall into that approach.

Key Services Responses

- Ontech is able to support and manage all hardware and software within PD office and vehicles
- Ontech is able to support and manage all hardware and software within FD offices and vehicles
- Ontech is familiar with and able to assist with open records requests and media
- Ontech is able to assist and manage the wireless and in conjunction with that the peripheral devices like body cams, squad cams, etc.
- Ontech is able to install and test workstations and software
- Ontech is able to troubleshoot PC problems for end users
 - CJIS Compliance: Ontech is able to obtain levels for unattended access in PD facility for ease of support
- Ontech is able to assist/review of new and emerging technologies. In most engagements we serve as the technical contact for technology, software, internet/phone, etc. vendors
- Ontech provides monthly reports as part of their managed services (sample is included in RFP response). Ontech can also attend/prep items needed for committee meetings as well as city council meetings if necessary
- As part of proposal, Ontech would serve PD help desk to assist with computer problems
- Support Options #1 & #2 monitor all devices in the network, from firewalls & switches to servers & storage to Workstations & Tablets.
- Ontech would work with the necessary personnel for annual budgeting planning. 5 Year budgeting planning sheet has been provided as part of RFP Response
- Ontech can provide support for ProPheonix software

Support Option 1: Hybrid

Description	Recurring	Qty	Ext. Recurring
• Month to Month: Pricing Shown • 1 Year Commitment: 5% Discount on Managed Service Bundle • 2 Year Commitment: 10% Discount on Managed Service Bundle			
Ontech Advanced Managed Services Bundle	\$2,879.00	1	\$2,879.00



Support Option 1: Hybrid

Description	Recurring	Qty	Ext. Recurring
MyGlue Network Documentation Portal		1	
LionGard		1	
Network Care		3	
Virtual Host Care		2	
Elite Server Care		11	
Desktop Care		56	
Webroot SAT		56	
Webroot DNS		56	
Fortify for Endpoint - Ransomware Defense & Remedy Tool		69	
Office 365 RiskWatch		1	
Onsite Maintenance: Every other Week 4 Hours	\$140.00	8	\$1,120.00
• 4 Hour Every other Week ○ Maintenance Visits are not contractual ○ Ontech only bills for time spent and bills in 15 minute increments ○ Ontech can split visits between onsite and remote based on needs			
<i>Note: this is a time estimate that will be invoiced separately during our semi-monthly billing for actual time of service</i>			

If choosing a contract option, I understand the services I am approving on this proposal is a contract between our business entity and Ontech Systems, Inc. for Managed Services only. These services differ from hourly time and materials charges. The terms available for Managed Services are month to month, 1 year, or 2 year.

If choosing a commitment option, your business will be *committed to the minimum monthly spend amount quoted, this will be your minimum commitment*. If additions are needed, they can be added to active contract. All Managed Services products purchased through Ontech must be on the same term length. Cancellation prior to the termination date will result in full payment of contracted Managed Services through the last day of contract.

Contract starts when agents are installed and "live and active", not accepted proposal date, and these dates will be reflected on your invoice. **Agreement terms will auto renew unless a 60-day notice is provided by end client.** The monthly fees do not include set up or cancellation service fees to install or uninstall the Managed Services agents(s).

Monthly Subtotal: \$3,999.00

Support Option 2: Managed Help Desk

* Optional

Description	Recurring	Qty	Ext. Recurring
- Month to Month: Pricing Shown 1 Year Commitment: 5% Discount on Managed Service Bundle 2 Year Commitment: 10% Discount on Managed Service Bundle			
Ontech Advanced Managed Services Bundle	\$4,839.00	1	\$4,839.00
MyGlue Network Documentation Portal		1	
LionGard		1	
Network Care		3	
Virtual Host Care		2	
Elite Server Care		11	
Help Desk 24x7		56	
Webroot SAT		56	
Webroot DNS		56	
Fortify for Endpoint - Ransomware Defense & Remedy Tool		69	
Office 365 RiskWatch		1	
Onsite Hours - only billed as needed, added 2 hours per month as estimated	\$140.00	2	\$280.00
<i>Note: this is a time estimate that will be invoiced separately during our semi-monthly billing for actual time of service</i>			

If choosing a contract option, I understand the services I am approving on this proposal is a contract between our business entity and Ontech Systems, Inc. for Managed Services only. These services differ from hourly time and materials charges. The terms available for Managed Services are month to month, 1 year, or 2 year.

If choosing a commitment option, your business will be *committed to the minimum monthly spend amount quoted, this will be your minimum commitment*. If additions are needed, they can be added to active contract. All Managed Services products purchased through Ontech must be on the same term length. Cancellation prior to the termination date will result in full payment of contracted Managed Services through the last day of contract.

Contract starts when agents are installed and "live and active", not accepted proposal date, and these dates will be reflected on your invoice. **Agreement terms will auto renew unless a 60-day notice is provided by end client.** The monthly fees do not include set up or cancellation service fees to install or uninstall the Managed Services agents(s).

* Optional Monthly Subtotal: \$5,119.00

Support Option 3: Hourly

* Optional

Description	Recurring	Qty	Ext. Recurring
Onsite Maintenance: Twice a Week 4 Hour Visits - Days can be adjusted, typically set schedule like a T Th or a M Th. - Maintenance Visits are not contractual - Ontech only bills for time spent and bills in 15 minute increments - Ontech can split visits between onsite and remote based on needs <i>Note: this is a time estimate that will be invoiced separately during our semi-monthly billing for actual time of service</i>	\$150.00	32	\$4,800.00

* Optional Monthly Subtotal: \$4,800.00

Description of Managed Services

Features Included in MyGlue:

- Encrypted Documentation Portal for storing all network information. MyGlue is available through a web browser as well as mobile app.
 - Centrally store all passwords
 - Control who has access to each password
 - Automatically create strong passwords
 - Store important "how to" and procedural information
 - Standard Operating Procedures
 - PC Setup Checklists
 - New Hire/Termination Documents
 - Contracts & Service Providers
 - Contacts and Locations
 - Dynamically link network devices to people and locations

Features Included in Liongard:

- Change Management Automation
- Alerts & Metric Value Tracking
- Ticketing System Integration for Change Tracking

Features Included in Network Care:

- Automated Inventory of Network Devices and Classification: Have a profile for every device on a network at your fingertips
- Network Diagram & Connectivity Methods: Instantly know how everything on your network is connected
- IP Address Management: Get an automatic list of all the IP addresses currently in use and which device is using it
- Alerts & Notifications: Stay on top of important network events with both preconfigured and customizable alerting
- Service Monitoring: Inventory and monitor the services running on nearly any device on the network
- Context Aware Data: Get relevant and actionable information tailored to each device type
- Rich Statistics: Understand and improve the stability of a network with usage and health stats

- Live & Historic Data: View network performance as it happens with a 60-second polling, or dive into detailed logs
- Netflow Data & Analytics: Gain real-time visibility into network traffic with analytics and reporting

Features Included in Virtual Host Care:

- Real time server hardware health monitoring
- Health Checks for configurations, including vCPU, memory, and network setup
- Review error logs using vSphere and vCenter
- Reconfigure VM's & host data stores
- Lights out management: when a server is down, steps to reboot it automatically will be taken

Features Included with Ontech Elite Server Care:

- 24x7 Monitoring & Alerting on Servers
- Webroot Anti-Virus License
- LogMeIn Enterprise - for both Client and Ontech use
- Windows Patches and Updates
- Driver & Firmware Updates for Servers
- Server Cluster Health Checks and Remediation
- Assign issue based Troubleshooting including;
 - Exchange
 - VM Ware
 - Hyper-V
 - Remote Desktop Services
 - Server Performance Issues
 - Group Policy Failures
 - Windows Server and Service Errors

Ontech and our NOC Target Service Levels

- Server Down Tickets: 15-30 minutes to begin work
- Critical Impact Alert Tickets: 1-2 Hours to begin work
 - Update Critical Impact Tickets: every 3-4 Hours

Features Included in Desktop Care:

- 24x7 monitoring and alerting of hardware components
- Backup Alerts to our NOC and internal team
- Webroot Antivirus
- Windows Security patches
- MFA/2FA enabled Remote Access Tool
- 3rd party patches like Adobe, Java, etc.
- Auto attempts to remove malware
- Weekly Temp File and Cookie Clean up

Features Included in Help Desk 24x7 Agent

- All functions in above Desktop Care Agent
- Unlimited Help Desk Support via calls, chat, or email

Features Included in Webroot Security Awareness Training:

- Fully featured phishing simulator
- Engaging and interactive training courses
- Trackable, customizable training campaigns
- Campaign and contact management
- Reporting Center

Features included in Webroot DNS Protection:

- Webroot DNS Features
 - Secure and reliable internet connectivity
 - No on-site hardware install
 - IPv4, IPv6, HTTP, and HTTPS filtering
 - 80 distinct web categories
 - Roaming and mobile user protection
 - Wifi and guest network protection
 - Policy control by user, group, or IP Address
 - On-Demand reporting
 - Maintain regulatory compliance by restricting browsing
- Advanced Web Browsing Protection Benefits
 - Admins are able to maintain full network visibility with complete insight into the connection requests being made and by whom allows better informed access policies
 - Admins are able to reduce infections due to the ability to prevent users browsing to malicious and suspicious internet locations, resulting in less cost of remediation
 - Admins are able to implement and enforce granular access policies to take control of productivity, HR & compliance requirements, and more with customizable policy controls by individual, groups, or IP Address

Features Included in Fortify For Endpoint Protection:

- Complete SOC Services: Implement advanced operations without the need for in-house security expertise. The complete Continuum Fortify SOC analyzes quarantined applications and files, reducing false positives and ensuring comprehensive protection. We take care of the labor challenges while you focus on growing your business.
- Threat Detection: Rapidly recognizes many thousands of virus and malware attack variants including cryptomining attacks as well as the root causes of these malicious behaviors by quickly identifying and diagnosing corrupt source processes and system settings.
- Response & Remediation: When malicious behavior is detected, Continuum Fortify For Endpoint Security will quickly rollback files to previous safe versions through tracking changes in the devices and restoring it to an acceptable risk state.
- Next Generation Endpoint Security: Fortify For Endpoint Security utilizes the patented SentinelOne platform, for its unique malware detection and remediation technology. This solution incorporates the industry's most innovative prevention, providing visibility into the root causes and origins of the threat, reversing the malicious operations and remediating them at an agile speed, when needed.

Features Included in O365 Risk Watch:

- Leaked Credentials – indicates that the users valid credentials have been leaked, when cyber criminals compromise valid passwords of legitimate users, they often share those credentials. This sharing is typically done by posting publicly on the dark web, paste sites, or by trading and selling the credentials on the black market.
- Azure AD Threat Intelligence – indicates user activity that is unusual for the given user or is consistent with known attack patterns
- Sign In From Anonymous IP Address – indicates sign ins from an anonymous IP address, these IP Addresses are typically used by actors who want to hide their login telemetry for potentially malicious intent
- Atypical Travel – identifies two sign ins originating from geographically distant locations, where at least one of the locations may also be atypical for the user given past behaviors, this takes into account the time between the two sign

ins and the time it would have taken for the user to travel from the first to second location, indicating the different user using the same credentials

- Malware Linked IP Address – indicates sign ins from IP addresses infected with malware that is known to actively communicate with a bot server, this is determined by correlating IP addresses of the users device against IP addresses that were in contact with a bot server while the bot server was active
- Unfamiliar Sign In Properties – considers past sign in history to look for anomalous sign ins. The system stores information about previous locations used by a user and considers there familiar locations. The risk detection is triggered when the sign in occurs from a location that's not already in the list of familiar locations
- Admin Unconfirmed User Compromised – indicates an admin has selected confirm user compromised in the risky users UI or using risky Users API
- Malicious IP Address – indicates sign in from a malicious IP Address, an IP address is considered malicious based on high failure rates because of invalid credentials received from the IP address or other IP reputation sources
- Suspicious Inbox Manipulation Rules – this detection is discovered by Microsoft cloud app security, this detention profiles your environment and triggers alerts when suspicious rules that delete or move messages or folders are set on users inbox. This may indicate that the users account is compromised that messages are being intentionally hidden, and that the mailbox is being used to distribute spam malware in the organization.

Optional Costs - Village Hall, DPW, Etc.

Ontech would gladly review and create a package for each department or village as a whole, but without device/User counts it is not possible to provide costs/pricing.



N85W16186 Appleton Ave
Suite A
Menomonee Falls, Wisconsin 53051
www.ontech.com
(262) 522-8560

Polic & Fire Department RFP - Response

Quote Information:

Quote #: KB008491

Version:

Delivery Date:

Expiration Date:

Prepared for:

Village of Germantown

N112 W17001 Mequon Road

Germantown, WI 53022

Mike Snow

(262) 250-4745

msnow@germantownpolice.org

Prepared by:

Ontech Systems Inc.

Keegan Bolstad

(262) 522-8560

keegan@ontech.com

Monthly Expenses Summary

Description	Amount
Support Option 1: Hybrid	\$3,999.00
Monthly Total:	\$3,999.00

*Optional Expenses

Description	Recurring
Support Option 2: Managed Help Desk	\$5,119.00
Support Option 3: Hourly	\$4,800.00
Optional Subtotal:	\$9,919.00

For full quote view with product descriptions, warranty information and disclaimers, please review PDF.

Quote is valid for 45 days. Prices are subject to change due to price increases. You will be notified if this would affect your quoted items.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Note: Please do not pay from quote, invoice to follow.

Ontech Systems Inc.

Village of Germantown

Signature:

Signature:

Name: Keegan Bolstad

Name: Mike Snow

Title: Sales Manager

Date:

Date: 04/23/2021

School District of Mishicot

Eric Nelson, Technology Coordinator

660 Washington Street

Mishicot, WI 54228

920.755.4633

120 Employees

400 hours/year

Service Description: GDC Provides Managed IT Services, Strategic Planning, Dedicated Onsite Desktop Support and Project Work.



Borough of Shippensburg

Kevin Plasterer, Borough Manager

11 N Fayette Street

Shippensburg, PA 17257

717.597.3818

40 Employees

120 hours/year

Service Description: GDC provides Managed IT Services, Hosted Email Filtering, Website Hosting and Project Work.



East Pennsboro Township

Ed Meyers, Assistant WWTP Superintendent

98 South Enola Drive

Enola, PA 17025

717.732.0711

30 Employees

75 hours/year

Service Description: GDC Provides Managed IT Services and Project Work.



RESOLUTION NO. 08-2021

RESOLUTION AUTHORIZING THE BORROWING
OF NOT TO EXCEED \$3,200,000; AND
PROVIDING FOR THE ISSUANCE AND SALE OF
GENERAL OBLIGATION PROMISSORY NOTES THEREFOR

WHEREAS, it is necessary that funds be raised by the Village of Germantown, Washington County, Wisconsin (the “Village”) for the purpose of paying the costs of 2020 capital improvements including street improvements, street lighting, park improvements and related costs, boiler replacement and equipment acquisition (the “Project”) and there are insufficient funds on hand to pay said costs;

WHEREAS, the Village hereby finds and determines that the Project is within the Village’s power to undertake and serves a “public purpose” as that term is defined in Section 67.04(1)(b) of the Wisconsin Statutes; and

WHEREAS, villages are authorized by the provisions of Section 67.12(12) of the Wisconsin Statutes to borrow money and to issue general obligation promissory notes for such public purposes.

NOW, THEREFORE, BE IT RESOLVED by the Village Board of the Village that:

Section 1. Authorization of the Notes. For the purpose of paying the costs of the Project, there shall be borrowed pursuant to Section 67.12(12) of the Wisconsin Statutes, the principal sum of not to exceed THREE MILLION TWO HUNDRED THOUSAND DOLLARS (\$3,200,000) from a purchaser to be determined by subsequent resolution of this Village Board (the “Purchaser”).

Section 2. Sale of the Notes. To evidence such indebtedness, the Village President and Village Clerk are hereby authorized, empowered and directed to make, execute, issue and sell to the Purchaser for, on behalf of and in the name of the Village, general obligation promissory notes aggregating the principal amount of not to exceed THREE MILLION TWO HUNDRED THOUSAND DOLLARS (\$3,200,000) (the “Notes”).

Section 3. Award of the Notes. The Finance Director (in consultation with the Village’s financial advisor, Ehlers & Associates, Inc.) shall prepare or cause to be prepared an Official Notice of Sale and an Official Statement and take other actions necessary for the sale and award of the Notes on June 7, 2021.

Section 4. Prior Resolutions; Severability; Effective Date. All prior resolutions, rules or other actions of the Village or any parts thereof in conflict with the provisions hereof shall be, and the same are, hereby rescinded insofar as the same may so conflict. In the event that any one or more provisions hereof shall for any reason be held to be illegal or invalid, such illegality or invalidity shall not affect any other provisions hereof. The foregoing shall take effect immediately upon adoption and approval in the manner provided by law.

Adopted and recorded this 3rd day of May, 2021.

Dean Wolter
Village President

(SEAL)

ATTEST:

Deanna Braunschweig
Village Clerk

May 3, 2021

Pre-Sale Report for

Village of Germantown, Wisconsin

\$3,200,000 General Obligation Promissory
Notes, Series 2021A



Prepared by:

Ehlers
N21W23350 Ridgeview Parkway West,
Suite 100
Waukesha, WI 53188

Advisors:

Philip Cosson, Senior Municipal Advisor
Jonathan Schatz, Financial Specialist

BUILDING COMMUNITIES. IT'S WHAT WE DO.

EXECUTIVE SUMMARY OF PROPOSED DEBT

Proposed Issue:

\$3,200,000 General Obligation Promissory Notes, Series 2021A

Purposes:

The proposed issue includes financing for the following purposes:

- 2021 Capital Expenditures. Debt service will be paid from ad valorem property taxes.

Authority:

The Notes are being issued pursuant to Wisconsin Statute(s):

- 67.12(12)

The Notes will be general obligations of the Village for which its full faith, credit and taxing powers are pledged.

Federal tax code also requires that the costs of issuance, including any underwriter's discount, for a qualified 501(c)(3) financing cannot exceed 2.0% of the principal amount of the Notes.

The Notes count against the Village's General Obligation Debt Capacity Limit of 5% of total Village Equalized Valuation. Following issuance of the Notes, the Village's total General Obligation debt principal outstanding will be \$43,130,000, which is 30% of its limit. Remaining General Obligation Borrowing Capacity will be approximately \$101,909,615.

Term/Call Feature:

The Notes are being issued for a term of 10 years. Principal on the Notes will be due on March 1 in the years 2022 through 2031. Interest is payable every six months beginning March 1, 2022.

The Notes will be subject to prepayment at the discretion of the Village on March 1, 2028 or any date thereafter.

Bank Qualification:

Because the Village is expecting to issue no more than \$10,000,000 in tax exempt debt during the calendar year, the Village will be able to designate the Notes as "bank qualified" obligations. Bank qualified status broadens the market for the Notes, which can result in lower interest rates.

Rating:

The Village's most recent bond issues were rated by Moody's Investors Service. The current ratings on those bonds are "Aa2". The Village will request a new rating for the Notes.

If the winning bidder on the Notes elects to purchase bond insurance, the rating for the issue may be higher than the Village's bond rating in the event that the bond rating of the insurer is higher than that of the Village.

Basis for Recommendation:

Based on our knowledge of your situation, your objectives communicated to us, our advisory relationship as well as characteristics of various municipal financing options, we are recommending the issuance of Notes as a suitable option based on:

- The expectation this form of financing will provide the overall lowest cost of funds while also meeting the Village's objectives for term, structure, and optional redemption.

Method of Sale/Placement:

We will solicit competitive bids for the purchase of the Notes from underwriters and banks.

We will include an allowance for discount bidding in the terms of the issue. The discount is treated as an interest item and provides the underwriter with all or a portion of their compensation in the transaction.

If the Notes are purchased at a price greater than the minimum bid amount (maximum discount), the unused allowance may be used to reduce your borrowing amount.

Premium Pricing:

In some cases, investors in municipal bonds prefer "premium" pricing structures. A premium is achieved when the coupon for any maturity (the interest rate paid by the issuer) exceeds the yield to the investor, resulting in a price paid that is greater than the face value of the bonds. The sum of the amounts paid more than face value is considered "reoffering premium." The underwriter of the bonds will retain a portion of this reoffering premium as their compensation (or "discount") but will pay the remainder of the premium to the Village.

For this issue of Notes, any premium amount received that is in excess of the underwriting discount and any capitalized interest amounts must be placed in the debt service fund and used to pay a portion of the interest payments due on the Notes.

The amount of premium allowed can be restricted in the bid specifications. Restrictions on premium may result in fewer bids but may also eliminate large adjustments on the day of sale and unintended results with respect to debt service payment impacts. Ehlers will identify appropriate premium restrictions for the Notes intended to achieve the Village's objectives for this financing.

Other Considerations:

The Notes will be offered with the option of the successful bidder utilizing a term bond structure. By offering underwriters the option to "term up" some of the maturities at the time of the sale, it gives them more flexibility in finding a market for your Notes. This makes your issue more marketable, which can result in lower borrowing costs. If the successful bidder

utilizes a term bond structure, we recommend the Village retain a paying agent to handle responsibility for processing mandatory redemption/call notices associated with term bonds.

Review of Existing Debt:

We have reviewed all outstanding indebtedness for the Village and find that there are no refunding opportunities at this time.

We will continue to monitor the market and the call dates for the Village's outstanding debt and will alert you to any future refunding opportunities.

Continuing Disclosure:

Because the Village has more than \$10,000,000 in outstanding debt (including this issue) and this issue is over \$1,000,000, the Village will be agreeing to provide certain updated Annual Financial Information and its Audited Financial Statement annually, as well as providing notices of the occurrence of certain reportable events to the Municipal Securities Rulemaking Board (the "MSRB"), as required by rules of the Securities and Exchange Commission (SEC). The Village is already obligated to provide such reports for its existing bonds and has contracted with Ehlers to prepare and file the reports.

Arbitrage Monitoring:

The Village must ensure compliance with certain sections of the Internal Revenue Code and Treasury Regulations ("Arbitrage Rules") throughout the life of the issue to maintain the tax-exempt status of the Notes. These Arbitrage Rules apply to amounts held in construction, escrow, reserve, debt service account(s), etc., along with related investment income on each fund/account.

IRS audits will verify compliance with rebate, yield restriction and records retention requirements within the Arbitrage Rules. The Village's specific arbitrage responsibilities will be detailed in the Certificate with Respect to Arbitrage and Other Tax Matters (the "Tax Compliance Document") prepared by your Bond Attorney and provided at closing.

The Notes may qualify for one or more exception(s) to the Arbitrage Rules by meeting 1) small issuer exception, 2) spend down requirements, 3) bona fide debt service fund limits, 4) reasonable reserve requirements, 5) expenditure within an available period limitations, 6) investments yield restrictions, 7) de minimis rules, or; 8) borrower limited requirements.

We recommend that the Village review its specific responsibilities related to the Notes with an arbitrage expert in order to utilize one or more of the exceptions listed above.

Investment of Note Proceeds:

Ehlers can assist the Village in developing a strategy to invest your Note proceeds until the funds are needed to pay project costs.

Other Service Providers:

This debt issuance will require the engagement of other public finance service providers. This section identifies those other service providers, so Ehlers can coordinate their engagement on

your behalf. Where you have previously used a particular firm to provide a service, we have assumed that you will continue that relationship. For services you have not previously required, we have identified a service provider. Fees charged by these service providers will be paid from proceeds of the obligation, unless you notify us that you wish to pay them from other sources. Our pre-sale bond sizing includes a good faith estimate of these fees, but the final fees may vary. If you have any questions pertaining to the identified service providers or their role, or if you would like to use a different service provider for any of the listed services please contact us.

Bond Counsel: Griggs Law Office LLC

Paying Agent: Bond Trust Services Corporation

Rating Agency: Moody's Investors Service, Inc.

PROPOSED DEBT ISSUANCE SCHEDULE

Pre-Sale Review by Village Board:	May 3, 2021
Due Diligence Call to review Official Statement:	Week of June 24, 2021
Distribute Official Statement:	Week of June 24, 2021
Conference with Rating Agency:	Week of June 24, 2021
Village Board Meeting to Award Sale of the Notes:	June 7, 2021
Estimated Closing Date:	June 30, 2021

Attachments

Estimated Sources and Uses of Funds
 Estimated Proposed Debt Service Schedule
 Tax Impact Analysis
 Bond Buyer Index

EHLERS' CONTACTS

Philip Cosson, Senior Municipal Advisor	(262) 796-6161
Jonathan Schatz, Financial Specialist	(262) 796-6195
Peter Curtin, Public Finance Analyst	(262) 796-6187
Kathy Myers, Senior Financial Analyst	(262) 796-6177

The Preliminary Official Statement for this financing will be sent to the Village Board at their home or email address for review prior to the sale date.

Table 1

Capital Improvements Financing Plan

Village of Germantown, WI

		Preliminary
		2021
		G.O. Notes
CIP Projects¹		
Capital Plan		3,116,000
Subtotal Project Costs		3,116,000
CIP Projects¹		3,116,000
Underwriter's Premium (built into rates)		0
Premium Deposit to Debt Service		0
Municipal Advisor (Ehlers)		22,500
Bond Counsel (Griggs)		14,000
Rating Fee - Moody's		13,500
Maximum Underwriter's Discount	10.00	32,000
Paying Agent		850
Subtotal Issuance Expenses		82,850
TOTAL TO BE FINANCED		3,198,850
Estimated Interest Earnings	0.02%	(1,400)
Assumed spend down (months)	3	
Rounding		2,550
NET BOND SIZE		3,200,000

Notes:

1) Project Total Estimates

Table 2

Allocation of Debt Service - 2021 G.O. Notes

Village of Germantown, WI

Year	Levy Portion			
Ending	Principal	Rates	Interest	Total
2021				
2022	300,000	0.60%	39,993	339,993
2023	310,000	0.65%	32,160	342,160
2024	310,000	0.75%	29,990	339,990
2025	315,000	0.85%	27,489	342,489
2026	315,000	1.00%	24,575	339,575
2027	320,000	1.10%	21,240	341,240
2028	325,000	1.25%	17,449	342,449
2029	330,000	1.45%	13,025	343,025
2030	335,000	1.55%	8,036	343,036
2031	340,000	1.60%	2,720	342,720
2032				0
2033				0
2034				0
2035				0
Total	3,200,000		216,676	3,416,676

Year	Totals			
Ending	Principal	Interest	Deposit to Debt Service	Total
2021	0	0	0	0
2022	300,000	39,993		339,993
2023	310,000	32,160		342,160
2024	310,000	29,990		339,990
2025	315,000	27,489		342,489
2026	315,000	24,575		339,575
2027	320,000	21,240		341,240
2028	325,000	17,449		342,449
2029	330,000	13,025		343,025
2030	335,000	8,036		343,036
2031	340,000	2,720		342,720
2032	0	0		0
2033	0	0		0
2034	0	0		0
2035	0	0		0
Total	3,200,000	216,676	0	3,416,676

Table 3
Financing Plan Tax Impact

Village of Germantown, WI

Year Ending	Existing Debt										Debt					Year Ending
											2021 G.O. Notes 3,875,000 Dated: 6/30/2021	Levy and Tax Rate				
	Total Debt Payments	Less: Bid Premium/Interest Income	Less: Impact Fee Transfer	Less: Sewer	Less: TID #6	Less: TID #7	Less: TID #8	Net Tax Levy	Equalized Value (TID OUT)	Tax Rate Per \$1,000		Total Net Debt	Total Tax Rate for	Levy Change from Prior	Annual Taxes \$300,000	
											Total Principal and Interest	Service Levy	Debt Service	Year	Home	
2020	4,127,376	(168,031)	(60,000)	(252,631)	(332,463)	(75,750)	(455,217)	2,886,875	2,846,063,337	\$1.04		2,886,875	\$1.01		\$304	2020
2021	4,913,634	(122,774)	(40,000)	(197,081)	(327,963)	(193,950)	(714,788)	3,212,628	2,921,735,250	\$1.13	0	3,212,628	\$1.10	325,753	\$330	2021
2022	4,505,148	(20,823)	(40,000)	(192,481)	(451,513)	(190,350)	(868,438)	2,741,544	2,999,419,149	\$0.94	339,993	3,081,536	\$1.03	(131,091)	\$308	2022
2023	4,283,676	0	(40,000)	(187,881)	(441,713)	(186,750)	(958,238)	2,469,095	3,079,168,529	\$0.82	342,160	2,811,255	\$0.91	(270,281)	\$274	2023
2024	4,111,491	0	(20,000)	(188,181)	(479,513)	(183,150)	(984,488)	2,256,160	3,161,038,307	\$0.73	339,990	2,596,150	\$0.82	(215,105)	\$246	2024
2025	3,885,556	0	(20,000)	(188,281)	(515,313)	(189,400)	(1,038,463)	1,934,100	3,245,084,861	\$0.61	342,489	2,276,589	\$0.70	(319,561)	\$210	2025
2026	3,715,303	0	(20,000)	(188,181)	(500,113)	(200,275)	(1,167,913)	1,638,821	3,331,366,067	\$0.51	339,575	1,978,396	\$0.59	(298,193)	\$178	2026
2027	3,491,289	0	(20,000)	(187,881)	(511,438)	(200,850)	(1,217,550)	1,353,570	3,419,941,343	\$0.41	341,240	1,694,810	\$0.50	(283,586)	\$149	2027
2028	3,242,221	0	(20,000)	(188,081)	(509,138)	(196,350)	(1,256,100)	1,072,553	3,510,871,682	\$0.31	342,449	1,415,001	\$0.40	(279,809)	\$121	2028
2029	3,133,384	0	0	(188,806)	(506,538)	(265,725)	(1,368,505)	803,810	3,604,219,702	\$0.23	343,025	1,146,835	\$0.32	(268,166)	\$95	2029
2030	2,824,969	0	0	(189,944)	(503,094)	(332,850)	(1,354,681)	444,400	3,700,049,684	\$0.12	343,036	787,436	\$0.21	(359,399)	\$64	2030
2031	2,382,181	0	0	(191,513)	(493,875)	(323,700)	(1,373,094)	0	3,798,427,621	\$0.00	342,720	342,720	\$0.09	(444,716)	\$27	2031
2032	2,324,463	0	0	(187,928)	(479,025)	(314,325)	(1,343,184)	0	3,899,421,257	\$0.00	0	0	\$0.00	(342,720)	\$0	2032
2033	2,270,566	0	0	(189,188)	(463,625)	(304,800)	(1,312,953)	0	4,003,100,139	\$0.00	0	0	\$0.00	(0)	\$0	2033
2034	1,935,213	0	0	(190,225)	(462,963)	0	(1,282,025)	0	4,109,535,665	\$0.00	0	0	\$0.00	(0)	\$0	2034
2035	1,460,719	0	0	(191,038)	0	0	(1,269,681)	0	4,218,801,127	\$0.00	0	0	\$0.00	0	\$0	2035
2036	1,428,344	0	0	(191,725)	0	0	(1,236,619)	0	4,330,971,769	\$0.00	0	0	\$0.00	0	\$0	2036
2037	1,419,600	0	0	(192,175)	0	0	(1,227,425)	0	4,446,124,835	\$0.00	0	0	\$0.00	0	\$0	2037
2038	1,379,550	0	0	(187,450)	0	0	(1,192,100)	0	4,564,339,622	\$0.00	0	0	\$0.00	0	\$0	2038
2039	719,763	0	0	(187,544)	0	0	(532,219)	0	4,685,697,537	\$0.00	0	0	\$0.00	0	\$0	2039
2040	0	0	0	0	0	0	0	0	4,810,282,149	\$0.00	0	0	\$0.00	0	\$0	2040
Total	57,554,443		(280,000)	(3,858,215)	(6,978,281)	(3,158,225)	(22,153,678)	20,813,555			3,416,676					Total

Table 4**General Obligation Debt Capacity Analysis - Impact of Financing Plan***Village of Germantown, WI*

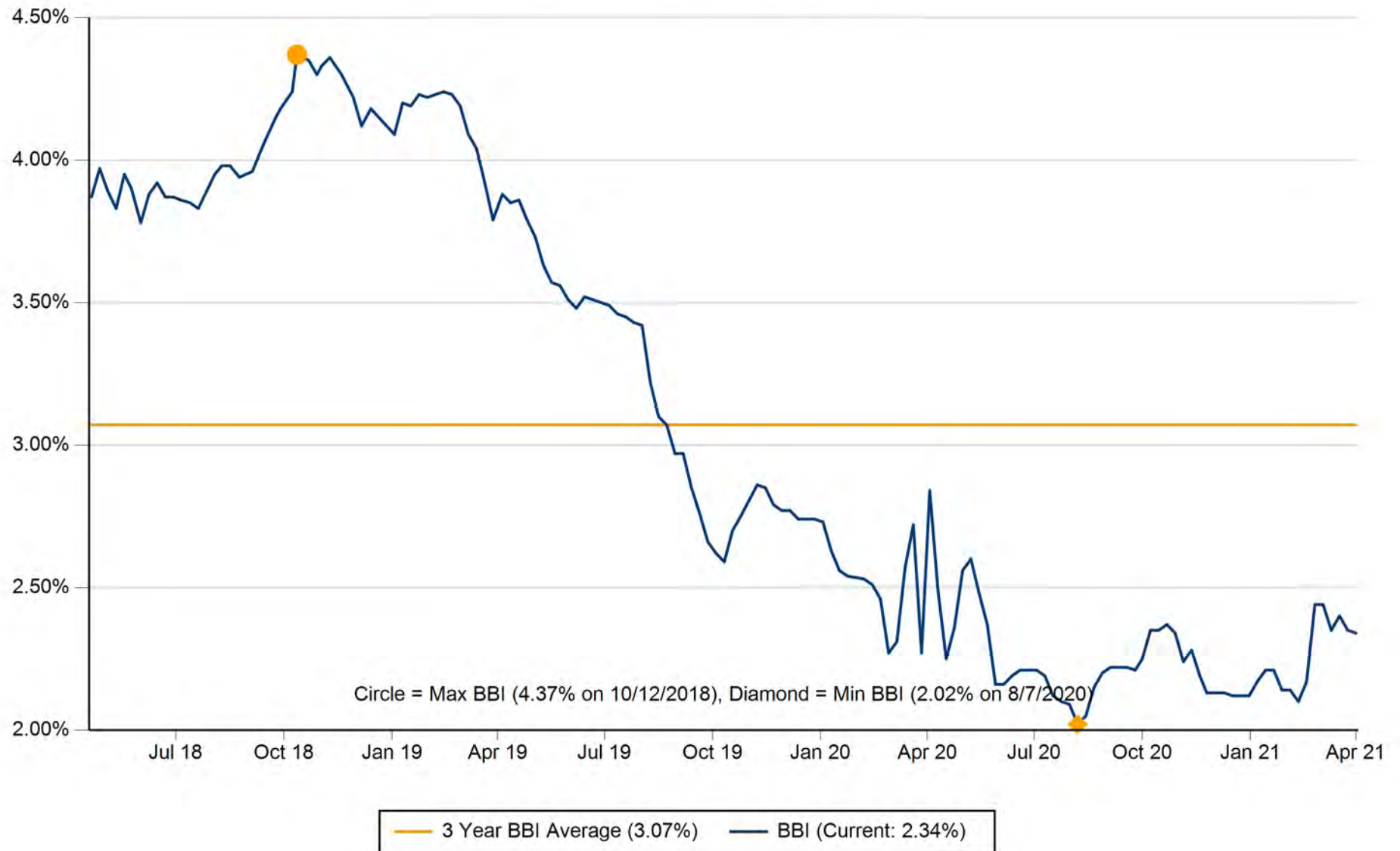
Existing Debt				
Year Ending	Projected Equalized Value (TID IN)	Debt Limit	Existing Principal Outstanding	% of Limit
2020	2,807,971,400	140,398,570	46,500,000	33%
2021	2,871,536,760	143,576,838	46,990,000	33%
2022	2,936,541,078	146,827,054	43,350,000	30%
2023	3,003,016,930	150,150,847	40,015,000	27%
2024	3,070,997,627	153,549,881	36,800,000	24%
2025	3,140,517,234	157,025,862	33,655,000	21%
2026	3,211,610,589	160,580,529	30,635,000	19%
2027	3,284,313,318	164,215,666	27,685,000	17%
2028	3,358,661,852	167,933,093	24,865,000	15%
2029	3,434,693,449	171,734,672	22,210,000	13%
2030	3,512,446,208	175,622,310	19,585,000	11%
2031	3,591,959,093	179,597,955	17,195,000	10%
2032	3,673,271,949	183,663,597	15,185,000	8%

Proposed Debt				
Proposed 2021 G.O. Notes	Combined Principal Existing & Proposed	% of Limit	Residual Capacity	Year Ending
0	\$46,500,000	33%	\$93,898,570	2020
3,200,000	\$50,190,000	35%	\$93,386,838	2021
2,900,000	\$46,250,000	31%	\$100,577,054	2022
2,590,000	\$42,605,000	28%	\$107,545,847	2023
2,280,000	\$39,080,000	25%	\$114,469,881	2024
1,965,000	\$35,620,000	23%	\$121,405,862	2025
1,650,000	\$32,285,000	20%	\$128,295,529	2026
1,330,000	\$29,015,000	18%	\$135,200,666	2027
1,005,000	\$25,870,000	15%	\$142,063,093	2028
675,000	\$22,885,000	13%	\$148,849,672	2029
340,000	\$19,925,000	11%	\$155,697,310	2030
0	\$17,195,000	10%	\$162,402,955	2031
0	\$15,185,000	8%	\$168,478,597	2032

Notes:

3 YEAR TREND IN MUNICIPAL BOND INDICES

Weekly Rates April, 2018 - April, 2021



The Bond Buyer "20 Bond Index" (BBI) shows average yields on a group of municipal bonds that mature in 20 years and have an average rating equivalent to Moody's Aa2 and S&P's AA.



DPW Facility Update

Village Board Meeting

May 3, 2021

DPW Facility: Background

- DNR Issued Notice of Violation of MS4 Permit on April 18, 2019.
 - Illicit discharge from maintenance buildings into ditch
 - Potential penalties of up to \$10,000 per day for violation
- Village offered plan to address issues:
 - Implementation of temporary measures to prevent illicit discharge
 - Completion of a Storm Water Pollution Prevention Plan for the site
 - Commitment to permanently correct the illicit discharge as part of a new public works facility
- Village Board adopted Resolution 41-2019 that directed Village staff to, "...continue with the development of plans for a new Public Works facility..." on May 20, 2019
- Ehlers presented Five Year Financial Management Plan on May 20, 2019
- DNR issued memo indicating no further enforcement action on November 19, 2019

DPW Facility: Design Process

- Cost of initial preliminary design was \$23,400,000 to \$32,200,000 without cost of sewer/water extension
- Public Works & Highway Committee requested scaled back alternative design at a lower cost.
 - Estimated cost of \$10,400,000 without cost of sewer/water extension
 - Utilized existing old village hall building and minimized new construction
 - Inadequate for future needs of DPW
 - Concerns about structural feasibility of the design
- Graef brought on to analyze needs and design in March of 2021

DPW Facility: Budget

- Village Board included \$750,000 for design in 2020 Budget.
 - Balance of over \$700,000 available.
 - Bulk of funds needed for final design and bid documents.
- Village Board included \$23,450,000 for construction as a placeholder in the 2021 Budget.

Key Questions for Village Board

- Should staff continue to work on design and bid documents for a new Public Works facility at the current location or should staff work to identify a new location for the new Public Works facility?
- Should staff work to identify alternative locations for a baseball facility?



453 ft



STREETS

PLOW TRUCKS

12
int'l
tandem plow
483 33

12
int'l
tandem plow
473 33

12
western
star plow
477 33

12
western
star plow
475 31

12
western
star plow
480 31

12
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481 31

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482 31

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12
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plow
416 30

12
int'l
plow
474 29

12
int'l
plow
472 29

12
int'l
plow
471 29

12
int'l
plow
469 29

12
int'l
plow
468 29

12
int'l
plow
467 29

12
int'l
plow
466 29

12
int'l
plow
470 29

12
ford plow
463 28

6
gmc-plow
2500
439 24

6
chevy 3500
plow
422 24

6
chevy 2500
plow
421 23

PICK-UP TRUCKS/
VEHICLES

8
chevy
5500
408 25

9
ford
flatbed
414 22

8
gmc
5500
407 22

6
gmc
2500
437 21

6
ford
350
418 21

6
chevy
2500
428 20

9
chevy van
755 24

6
chevy
1500
423 20

7
gmc
3500
420 19

8
gmc
3500
424 19

6
crown
vic
202 18

6
crown
vic
204 18

MAJOR EQUIPMENT

9
lieberr
excavator
058 30

10
deere
tractor
086 26

10
deere
loader
077 26

9
deere
loader
001 25

9
case
backhoe
011 25

8
tractor
sweeper
086 25

9
freightliner
sweeper
449 24

8
clark
loader
009 22

8
case
loader
015 20

8
takeuchi
new 20

7
vermeer
chipper
085 18

14
deere
tractor
054 18

7
air
comp
024 17

9
concrete
saw
013 16

5
forklift
063 14

7
crack
filler
023 14

5
trencher
051a 12

7
kubota
tractor
089 12

7
tractor
11

8
hot
patcher
037 15

6
tire
roller
013 16

GENERAL EQUIPMENT

5
sprayer
11

9
blower
001a 10

9
blower
015a 9

6
mower
10

6
mower
9

6
mower
9

6
mower
9

8
arrow
bd
new 10

5
roller
082 9

4
airator
10

7
airator
5

5
plow
89d 10

4
auger
89c 9

7
rake
89b 6

6
planer
89a 5

7
broom
6

6
deere
plow
5

6
deere
mower
5

4
seeder
5

5
salter
4

5
grapple
3

4
latch
58b 2

7
v-plow
5

8
plow
4

8
plow
4

8
plow
4

5
liner
033 7

3
router
033 7

5
snow
5

2
plate
016 5

2
plate
010 5

chopper
022

3
generator
89 2

2
generator
14 2

2
generator
47 2

2
generator
48 2

TRAILERS

9
towmaster
trailer
111 40

9
towmaster
trailer
110 28

9
towmaster
trailer
new 28

PARKS

FLOW TRUCKS

8
dodge
5500 w/plow
425 25

PICK-UP TRUCKS

6
gmc
2500
406 24

6
chevy
2500
427 21

6
chevy
2500 hd
435 21

7
chevy
3500 dump
409 20

7
ford
450
301 20

6
2500 hd
302 20

6
chevy
2500
426 20

6
chevy
2500
436 20

6
gmc
313 18

TRAILERS

8
chilton
trailer
101 24

8
holden
trailer
102 24

SEWER/WATER
EQUIPMENT

8
cat
backhoe
004 25

10
backhoe
attachments
15

MAJOR EQUIPMENT

6
deere
tractor
070 18

4
maclean
tractor
084 16

4
maclean
tractor
new 16

4
trackless
16

4
trackless
073 16

5
deere
tractor
071 11

6
deere
z-track
#8 10

6
deere
mower
074 10

6
deere
mower
075 10

5
deere
mower
076 10

6
kubota
mower
087 10

6
kubota
mower
088 10

5
kubota
mower
078 8

5
kubota
mower
079 8

6
blower
03a 6

6
blower
6

6
blower
6

6
blower
6

SEWER

FLOW TRUCKS

8
gmc 2500
w/plow
555 25

8
gmc 2500
w/plow
551 25

7
chevy 3500
w/plow
550 25

PICK-UP TRUCKS/VANS

9
chevy 4500
556 26

8
gmc van
553 25

8
ford van
new 22

MAJOR EQUIPMENT

8
western star
45

8
peterbilt
552 37

7
cat
generator
006 19

7
takeuchi
excavator
080 16

6
water
pump
026 11

6
water
pump
039 10

TRAILERS

9
enclosed
trailer
072 18

GENERAL EQUIPMENT

gen
4 41 2
snowbl'r
4 43 2

pump
3 44 2
pump
3 45 2
pump
3 46 2

WATER

FLOW TRUCKS

7
chevy 2500
w/plow
507 24

PICK-UP TRUCKS

8
chevy 3500
504 24

8
chevy 3500
w/plow
new 24

6
gmc 2500
502 21

6
gmc 2500
505 21

6
chevy 2500
506 21

7
chevy 2500
508 21

7
ford 350
432 24

MAJOR EQUIPMENT

11
freightliner
510 30

9
valve
turner
068 17

TRAILERS

8
enclosed
trailer
038 24

8
enclosed
trailer
062 12

GENERAL EQUIPMENT

gen
3 42 2

FUTURE EQUIPMENT

STREETS

12
western
star plow
sim 477 33

12
western
star plow
sim 478 31

12
western
star plow
sim 479 31

12
western
star plow
sim 476 31

8
gmc
5500
sim 407 22

7
kubota
track
089 12

8
gmc
5500
sim 407 22

6
gmc
2500
sim 437 21

WATER

7
chevy 2500
sim 508 21

7
chevy 2500
sim 508 21

8
trailer
new 24

PARKS

8
dodge
5500 w/plow
sim 425 25

6
chevy
2500
sim 427 21

6
kubota
mower
sim 087 10

6
kubota
mower
sim 088 10

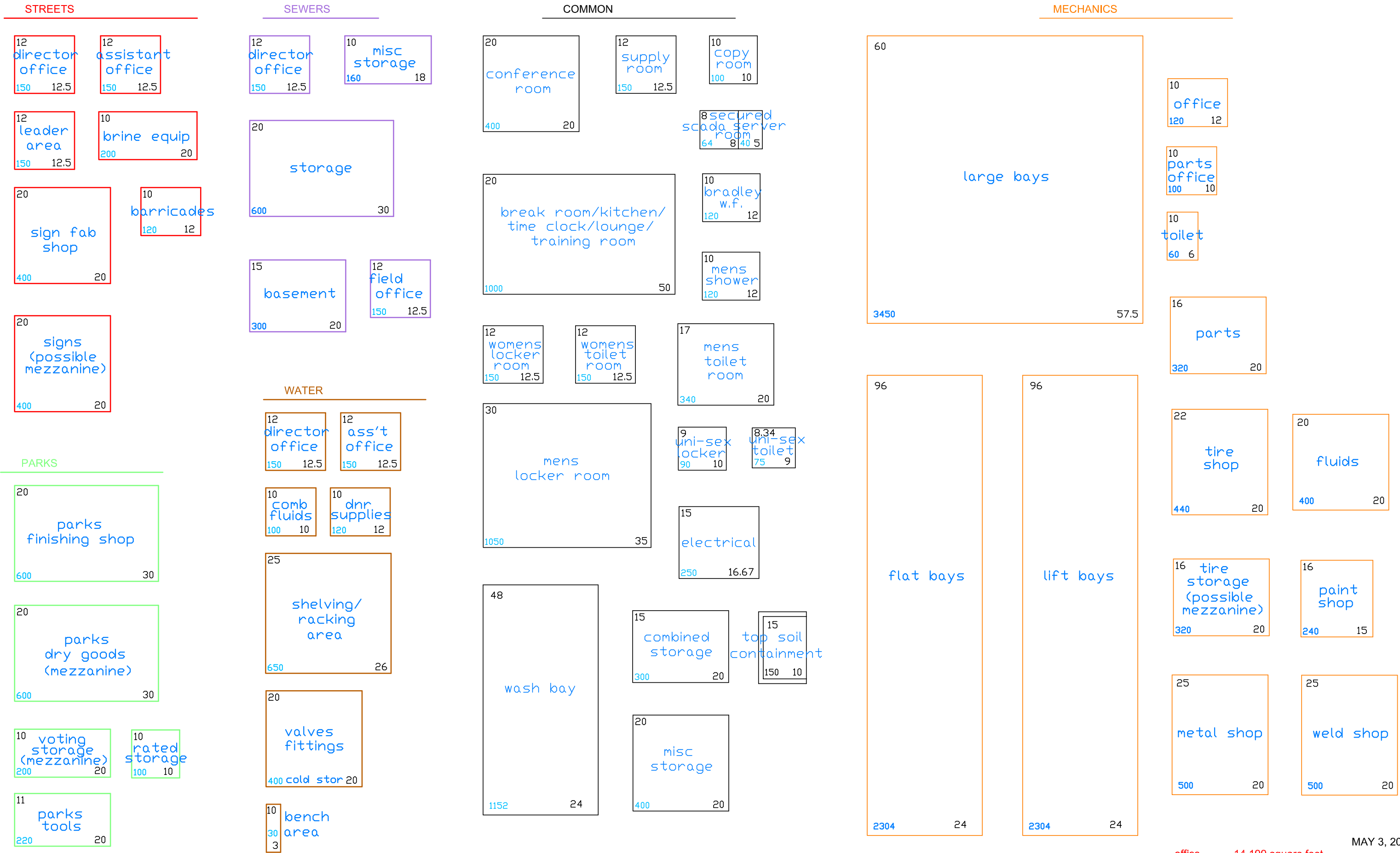
8
felling
trailer
sim 105 24

total 10,663 square feet

MAY 3, 2021

GRAEF

ADMINISTRATION / SHOP AREAS

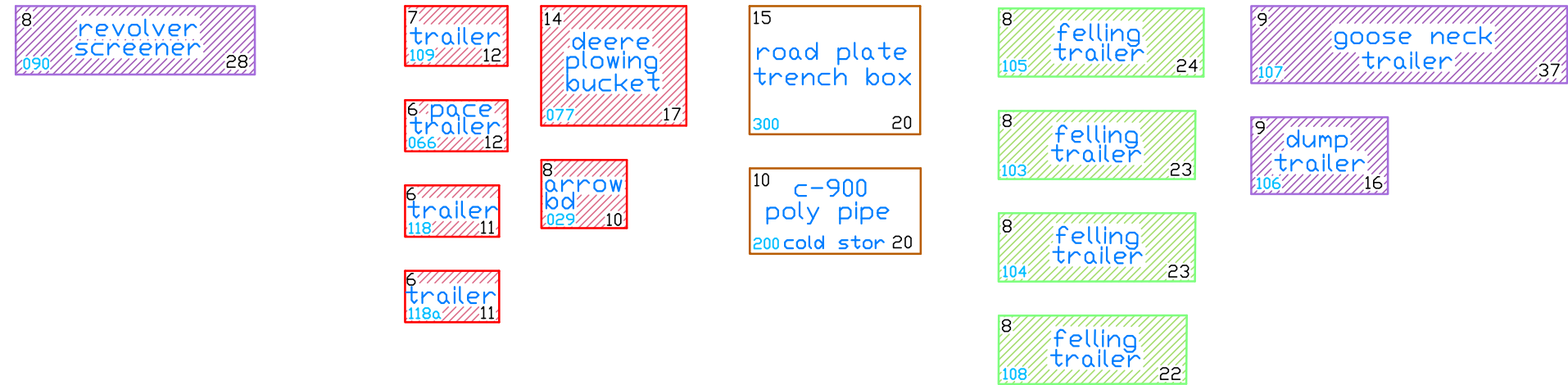


office 14,199 square feet
equipment 9,210 square feet
total 23,409 square feet

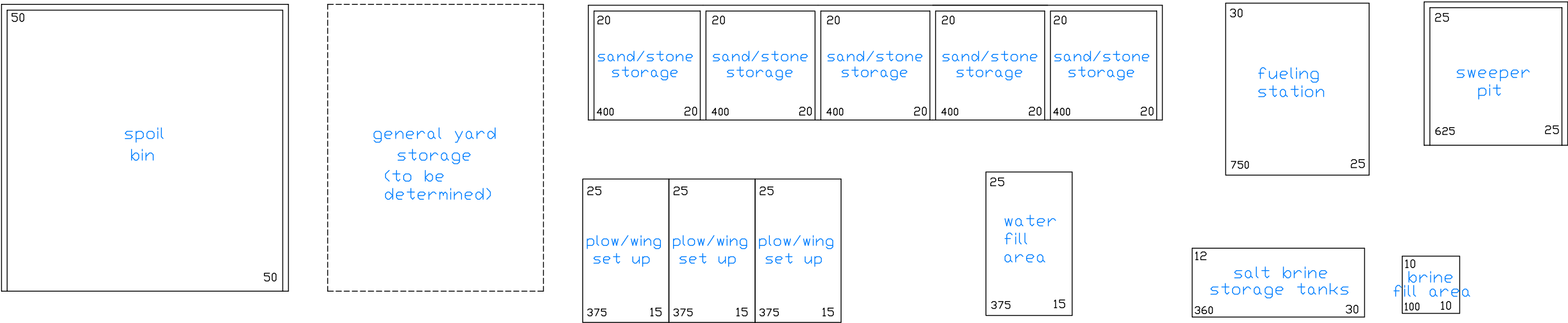
OUTSIDE BUILDING

RECYCLING CENTER

OUTSIDE EQUIPMENT STORAGE



OUTSIDE EQUIPMENT STORAGE



office area
office circulation @ 25%
total office area

14,199 square feet
3,550 square feet
17,749 square feet

vehicle/equipment area
circulation @ 250%
total vehicle/equip area

35,170 square feet
87,925 square feet
123,095 square feet

total office area
total vehicle/equip area
total building area

17,749 square feet
123,095 square feet
140,844 square feet

MAY 3, 2021



	PROJECT NUMBER	2106	DPW CAMPUS EXISTING SITE CONDITIONS N122 W17177 FOND DU LAC AVE. VILLAGE OF GERMANTOWN	DESIGNED BY	DATE	
	PROJECT FILE			DRAWN BY	DATE	
	SCALE	1" = 50'		RCB	DATE	
	SHEET NUMBER	1		RCB	DATE	
				APPROVED BY	DATE	
				LWR	DATE	
				CADFILE		
				t:\eng\cadd\proj\2106\dwg\dpwCAMPUS base msp-NA027.dwg		
				© 2008 VILLAGE OF GERMANTOWN ENGINEERING DEPARTMENT		
				REVISION	DATE	BY



Scheme #2

5-03-2021

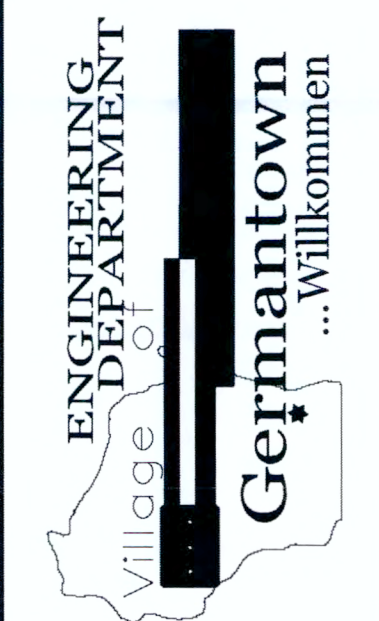
	DPW CAMPUS EXISTING SITE CONDITIONS N122 W17177 FOND DU LAC AVE. VILLAGE OF GERMANTOWN		DESIGNED BY RCB	DATE ?/?/2021			
	DRAWN BY RCB	DATE ?/?/2021					
	APPROVED BY LWR	DATE ?/?/2021					
	CADFILE t:\eng\cadd\proj\2106\dwg\dpw\campus base msp-nad27.dwg						
	REVISION © 2008 VILLAGE OF GERMANTOWN ENGINEERING DEPARTMENT						
PROJECT NUMBER 2106							
PROJECT FILE							
SCALE 1" = 50'							
SHEET NUMBER 1							

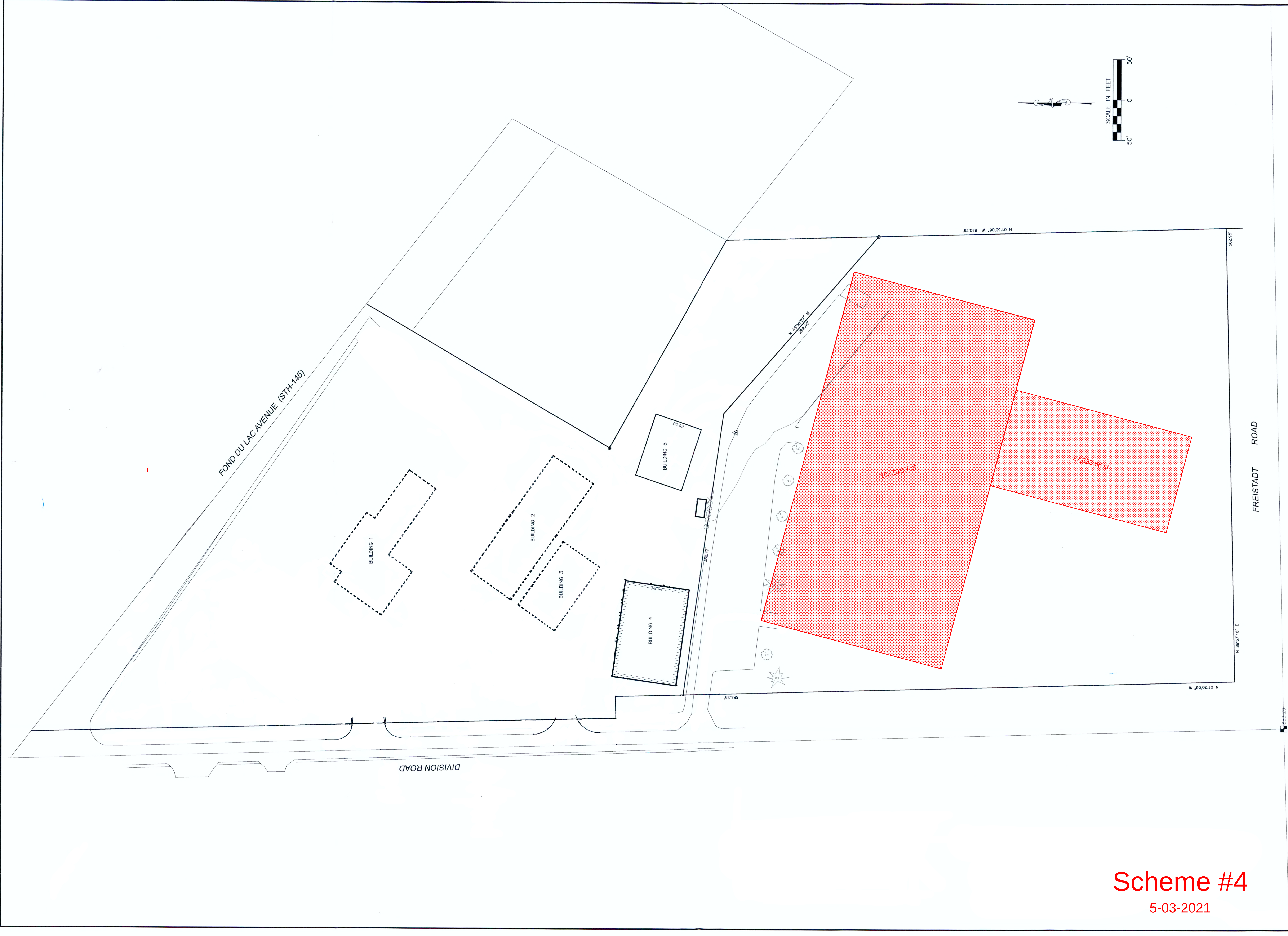


Scheme #3
5-03-2021

PROJECT NUMBER 2106		DESIGNED BY RCB		DATE ?/?/2021	
PROJECT FILE		DRAWN BY RCB		DATE ?/?/2021	
SCALE 1"=50'		APPROVED BY LWR		DATE ?/?/2021	
SHEET NUMBER 1		CAD FILE t:\eng\cadd proj\2106\dwg\dpwCAMPUS base map-NAD27.dwg		REVISION	
		© 2008 VILLAGE OF GERMANTOWN ENGINEERING DEPARTMENT		DESCRIPTION	
				BY	
				DATE	

DPW CAMPUS
EXISTING SITE CONDITIONS
N122 W17177 FOND DU LAC AVE.
VILLAGE OF GERMANTOWN





Scheme #4
5-03-2021

		DPW CAMPUS EXISTING SITE CONDITIONS N122 W17177 FOND DU LAC AVE. VILLAGE OF GERMANTOWN		DESIGNED BY RCB	DATE ?/?/2021	REVISION NO.	DESCRIPTION	BY
PROJECT NUMBER 2106				DRAWN BY RCB	DATE ?/?/2021			
PROJECT FILE				APPROVED BY LWR	DATE ?/?/2021			
SCALE 1"=50'				CAD FILE t:\eng\cadd proj\2106\dwg\dpwCAMPUS base map-NAD27.dwg © 2008 VILLAGE OF GERMANTOWN ENGINEERING DEPARTMENT				
SHEET NUMBER 1								

Washington County, Wisconsin



4/28/2021, 2:01:26 PM

☐ Current Parcel

 Building

RoadCenterline TWN, CVS, PVT

— Township Road

City/Village Street

— Private Street

— Landhook

— Meander Line

 PLSS Monument

PLSS Boundary

Text Leader Lines

Plat

Lot

☐ Municipality

Retired Parcel

Right-of-Way

1:2,343

0 0.0275 0.055 0.11 mi

0 0.0425 0.085 0.17 km

Washington County

April 29, 2021		Village of Germantown							
		DPW							
		Opinion of Costs							
				Unit Cost Range				Cost Range	
Area Cost Summary DPW	Totals	Unit		Low	Mid	High	Low	Mid	High
Equipment area	79,404	S.F.		\$70	\$80	\$90	\$5,558,280	\$6,352,320	\$7,146,360
Building 4 & 5 upgrades	10,000	S.F.		\$15	\$25	\$35	\$150,000	\$250,000	\$350,000
Shop areas	14,049	S.F.		\$95	\$105	\$110	\$1,334,655	\$1,475,145	\$1,545,390
Office areas	3,512	S.F.		\$155	\$165	\$175	\$544,360	\$579,480	\$614,600
Site work							\$200,000	\$300,000	\$400,000
Building demolition							\$100,000	\$125,000	\$150,000
Mechanic's area	32,235	S.F.		\$135	\$150	\$165	\$4,351,725	\$4,835,250	\$5,318,775
Total	139,200	S.F.					\$12,239,020	\$13,917,195	\$15,525,125
								Cost Range	
Area Cost Summary - Other							Low	Mid	High
FFE	3,512	S.F.		\$25	\$30	\$35	\$87,800	\$105,360	\$122,920
Fueling Station	1	UNIT		\$200,000	\$300,000	\$400,000	\$200,000	\$300,000	\$400,000
Salt shed misc repairs	1	UNIT		\$50,000	\$75,000	\$100,000	\$50,000	\$75,000	\$100,000
Cranes, hoists and lifts	1	UNIT		\$400,000	\$500,000	\$600,000	\$400,000	\$500,000	\$600,000
Baseball fields relocation							\$1,000,000	\$1,500,000	\$2,000,000
Utilities - Sewer/Water							\$1,800,000	\$2,000,000	\$2,200,000
Soft costs (Architect, Engineering & CM fees)							\$1,652,268	\$1,878,821	\$2,095,892
Contignecy 10%							\$1,223,902	\$1,391,720	\$1,552,513
Total							\$6,413,970	\$7,750,901	\$9,071,324
Grand Total							\$18,652,990	\$21,668,096	\$24,596,449
					Square foot costs		\$134	\$156	\$177