

**COUNCIL WORKSHOP MEETING  
MONDAY, FEBRUARY 4, 2019  
6:00 p.m.  
COUNCIL CHAMBER**

**INTRODUCTORY ITEMS:**

Roll call/Pledge of Allegiance

**ACTION:**

**1. APPROVAL OF MINUTES:**

Approval of January 7, 2019 Council Workshop minutes

Approve/Mayor

**2. PRESENTATIONS:**

**3. REPORT OF DEPARTMENT HEADS:**

A. Street

- a. Purchase of a 1 ¼ T Truck w/Snow Plow & Spreader

Discuss – Send to Council

B. Parks & Recreation

- a. Bid Recommendation – Excavator & Skid Loader

Discuss – Send to Council

C. Finance

- a. Copier Replacement Bids
- b. Antennas & Radios Wireless System Bids
- c. Police Server Bids

Discuss – Send to Council

Discuss – Send to Council

Discuss – Send to Council

D. Communications

- a. Emergency Antenna Purchase

Discuss – Send to Council

E. Economic Development

- a. Locust Street Redevelopment
- b. Firearm Code Amendment

Discussion only

Discussion only

F. Administration

- a. Community & Economic Development Director Agreement
- b. Washington Area Chamber of Commerce D/B/A Washington  
Town & Country Fair Agreement

Discuss – Send to Council

Discuss – Send to Council

**4. COUNCIL COMMENTS:**

**5. ADJOURNMENT:**

**MINUTES OF THE  
CITY OF WASHINGTON, MISSOURI  
COUNCIL WORKSHOP MEETING  
JANUARY 7, 2019**

Mayor Lucy opened the Council Workshop meeting with roll call and Pledge of Allegiance at 6:00 p.m.

<b>Mayor:</b>		Sandy Lucy	Present
<b>Council Members:</b>	<b>Ward I</b>	Steve Sullentrup	Present
		Susan Watermann	Present – 6:25 p.m.
	<b>Ward II</b>	Jeff Mohesky	Present – 6:42 p.m.
		Mark Hidritch	Present
	<b>Ward III</b>	Jeff Patke	Present
		Greg Skornia	Absent
	<b>Ward IV</b>	Gretchen Pettet	Present
		Joe Holtmeier	Present – 6:25 p.m.
	<b>Also Present:</b>	City Administrator	Darren Lamb
		City Clerk	Mary Trentmann
		H.R. Generalist	Shauna Pfitzinger - absent
		Economic Development Director	Sal Maniaci
Chief of Police		Ed Menefee	
Communications Director		Lisa Moffitt	
Emergency Preparedness Director		Mark Skornia	
Director of Public Services		John Nilges	
Finance Manager		Mary Sprung - absent	
Parks Director		Wayne Dunker	
Library Director		Claire Miller	
Building Official		Tom Neldon	
Street Superintendent		Tony Bonastia	
Water/Wastewater Superintendent		Kevin Quaethem	
Fire Protection	Tim Frankenberg		
Parks Foreman	Chad Owens		

**Approval of Minutes**

A motion to approve the minutes from the December 3, 2018 Council Workshop meeting as presented made by Patke, seconded by Sullentrup passed without dissent.

**Report of Department Heads**

**Director of Public Safety** – John Nilges

\* Discussion on Chapter 220 of the Code, Section 220.040 regarding receptacles. With the lifts that are being added to the trash trucks with the MEM grant staff recommends deleting: “*Such receptacles shall be placed so as not to be a public nuisance and in the early morning of each day*”

of collection shall be placed so as to be readily accessible to the contractor for removal and emptying thereof, at the street curbing or at the alley line depending upon where the collection is made. Receptacles shall be no more than thirty-five (35) gallons in volume and weight, when filled with refuse, garbage or ashes, nor more than fifty (50) pounds. And add: "The receptacles shall be placed after 6:00 p.m. on the day next preceding the regularly scheduled collection day, but no later than 5:00 a.m. on the regularly scheduled collection day. Such receptacles shall be placed so as not to be a public nuisance at the street curbing or at the alley line depending upon where the collection is made. Receptacles shall comply with the either of the two following options: Option 1: No more than thirty-five (35) gallons in volume and weigh no more than fifty (50) pounds when filled with refuse, garbage or ashes. Option 2: Larger receptacles shall meet the specifications set for the on the current "Approved Refuse Containers" list on file with the City Clerk.

Discussion was held on the receptacles and how other vendors could get on the approved list. Once the trash trucks are all equipped with the lift, staff will come to Council to amend the Code.

**City Clerk/Loss Control:** - Mary Trentmann

\* Code Review

December 18, 2018

Honorable Mayor & City Council

City of Washington

Washington, Missouri 63090

**RE: Review and update of City Code**

Dear Mayor & Council Members:

Section 71.010, RSMo. states: "Any municipal corporation in this State, whether under general or special charter, and having authority to pass ordinances regulating subjects, matters, and things upon which there is a general law of the state, unless otherwise prescribed or authorized by some special provision of its charter, shall confine and restrict its jurisdiction and the passage of its ordinance to and in conformity with the state law upon the same subject."

The last time the City's Code was reviewed and recodified was in 1992. The staff at General Code has reviewed the City of Washington's Code as it is presently and has suggested reorganization of certain Chapters and/or the addition of Statutory Material to enhance the user's understanding of the City's ordinances and bring the City's laws into compliance with State Law.

Below is a summary of the recommended changes:

1. There are numerous "Reserved Sections" throughout the Code, which is common when a Code has not been recodified in over 25 years. Recommendation of removing the Reserved Sections and renumbering the remaining/subsequent Sections.
2. Change the term "policemen" to Police Officer(s).
3. Combining provisions Chapter 110 Article I and Article II into one Chapter.
4. Change the Time for City Council meetings from 7:30 p.m. to 7:00 p.m.
5. Delete the last sentence of Section 110.430 "the Police Chief is responsible for the lights and heat in the Council Chamber."
6. Section 115.120 – remove "...a monthly expense allowance in the sum of two

- hundred dollars (\$200.00)” and insert “an expense allowance for mileage as set by the IRS Standard Mileage Rate”.*
7. *Section 115.290(A)(4) to read “...with provisions of the purchasing policy of the City of Washington, which is on file in the City offices...”*
  8. *Remove Section 115.290 (18) (a,b,c,d) referencing duties of City Clerk concerning establishment of City addresses. (this is done in combination with the Engineering and Emergency Services Departments).*
  9. *Change all references to Finance Manager to Finance Director.*
  10. *Change Subsection 160.060(B) regarding the procedure for waiting in line to file for candidacy from “east door” to “north door”.*
  11. *Delete reference to State Law References that no longer exist regarding City Depository.*
  12. *Update Chapter 175, Open Meetings, Records and Votes to reflect changes from the 2017 State Legislative Session.*
  13. *Chapter 200.010 (A)(1) reads “The Police Department shall have a Marshal who shall be the Chief of Police and who shall serve for a term of one (1) year.” To read, “The Police Department shall have a Chief of Police who shall serve for a term of one (1) year.”*
  14. *Change Section 205.070 regarding animal abuse to correspond to RSMo 578.012 effective as of 01-01-2017.*
  15. *Change Section 205.150(B) and Section 205.240(B) from “...re-vaccinated at not more than twelve (12) month intervals...” to “...re-vaccinated every one (1) or three (3) years as necessary based on the type of rabies vaccination received.”*
  16. *Fines in Section 230.080(B) “Daily fines for overdue materials are five cents (\$.05) per day, per book, not exceeding the replacement cost of the material. Membership fees for out-of-town patrons are ten dollars (\$10.00) per person or twenty-five dollars (\$25.00) for a family membership (mother, father and any school-age children).” To “There are no overdue fees, but it is expected that materials will be returned on time. Denial of services will result from failure to return or pay for borrowed material that are six (6) weeks overdue, failure to pay fees for damaged materials, and failure to pay for any outstanding fine \$10 or more.”*
  17. *RSMo 577.014 as of January 1, 2017 the Boating with excessive blood alcohol content changed from 0.10% to 0.08%. Recommendation to change Section 240.040(C) of the City Code from 0.10% to 0.08%.*
  18. *Replace Section 240.070 “No person under fourteen (14) years of age shall operate any motorboat upon the waters of this State unless such person is under the direct visual and audible supervision of a parent, guardian or other person sixteen (16) years of age or older, or unless the motorboat is moored. No person shall authorize or knowingly permit a motorboat owned by such person or under the person's control to be operated on the waters of this State in violation of this Section, nor shall a parent or guardian authorize or knowingly permit such a child under fourteen (14) years of age to operate a motorboat in violation of this Section.” to read - “No person under fourteen (14) years of age shall operate any motorboat or vessel upon the waters of this State unless such person is under*

*the direct on-board supervision of a parent, guardian or other person sixteen years of age or older, or unless the motorboat is moored. No person shall authorize or knowingly permit a motorboat owned by such person or under the person's control to be operated on the waters of this State in violation of this Section, nor shall a parent or guardian authorize or knowingly permit such a child under fourteen (14) years of age to operate a motorboat in violation of this Section."*

19. Remove the term "non-intoxicating beer" throughout the Code. Chapter 312 RSMo now defines intoxicating beer as "...all preparations or mixtures for beverage purposes containing in excess of one-half of one percent (0.5%) by volume..."
20. Section 405.540 missing elements contained in RSMo 89.100. Planning and Zoning Commission approves adding the underlined verbiage: "Appeals to the board of adjustment may be taken by any person aggrieved, by any neighborhood organization as defined in section 32.105 representing such person, or by any officer..." and "...In such case proceeding shall not be stayed otherwise than by a restraining order which may be granted by the board of adjustment or by a court of record on application or notice to the officer from whom the appeal is taken and on due cause shown."
21. Chapter 625, Massage Establishments Change fees in Section 625.020 from \$60 to \$75 and \$25 to \$30.
22. Chapter 640, Taxicabs – Section 640.040 revise from 5 passengers to 7 passengers and delete Section 640.040 "Approval of Application".

*With your approval, I will submit the revisions to General Code to begin the next step in the process of updating the Codes.*

*Respectfully submitted,  
Mary Trentmann,  
City Clerk*

After a brief discussion, a motion to forward to Council made by Sullentrup, seconded by Patke, passed without dissent.

**Police Department:** - Ed Menefee

- \* 20 property damages for spray painting. More incidents are being reported.
- \* Overdose epidemic in area: 7 OD's in City, all survived; County had 4 deaths and the hospital treated 22 overdoses brought in. Dealers have been apprehended, booked and released until testing is complete.
- \* Superhero car - SRO vehicle. Drawings by area students.

**Communications:** - Lisa Moffitt

- \* Motorola Radio project is now complete.
- \* Alarm ordinance statistics for 2018 were reported.

**Street Department:** - Tony Bonastia

- \* Went out for bids on a new truck but did not receive any. Will try again in the spring.
- \* Working on specs for a utility trailer, small dump truck, snow plow, and spreader.
- \* Working on pothole and sidewalk repairs.

- \* Christmas decorations coming down Thursday evening
- \* Going out for mulch grinding bid.
- \* Christmas tree pickup was today
- \* Discussion on leaf pickup and if it would be cost effective to supply residents with bags and pickup bags instead of vacuuming.

**Parks Department:** - Wayne Dunker

- \* New Parks Director, Wayne Dunker was introduced.
- \* Working on Disc Golf course, tree trimming and equipment maintenance.
- \* Discussion on maintaining the medians along Highway 100

**Water/Wastewater:** - Kevin Quaethem

- \* Working on Melton sewer line
- \* Replacing sewer line at 3<sup>rd</sup> and Boone Street
- \* Working on specs for Well 9 replacement

**Economic Development:** - Sal Maniaci

- \* Follow up with project contracts: Hood & Brother
- \* Working with Chamber and Young Ambassadors on marketing Washington: Live, Work, and Play in WashMO
- \* Working on new page for Washmo Worksite with job opportunities in the area.
- \* Will be attending MEDC meeting on Monday & Tuesday. John Nilges will be filling in for P&Z meeting.
- \* Will be working on the Master Plan amendment in February.

**Building Official:** - Tom Neldon

- \* 3 Commercial alteration permits
- \* 2 Single-family home permits
- \* 125 occupancy inspections

**Emergency Management:** - Mark Skornia

- \* Should hear soon if the old Sporlan Plant will be on the National Priorities List
- \* Visiting City worksites to enforce compliance.
- \* Working on EMPG and Tier II reports
- \* Quarterly Safety meeting next Thursday

**Library:** - Claire Miller

- \* Countdown till noon with Pete the Cat was well attended
- \* Applied for a grant for a 3D printer

**Fire Department:** - Tim Frankenberg

- \* Reported there were 675 runs made in 2018 with most happening on Thursdays.
- \* Rescue truck has been delayed to late April.
- \* Target Solutions training going live
- \* Having IT issues. Working with WashPC

\* Ran 7 overdoses and stressed safety first to those responding.

**Council Comments:**

None

**Adjournment**

With no further business to discuss, a motion to adjourn made at 7:01 p.m. by Patke seconded by Mohesky, passed without dissent.



January 28, 2019

Honorable Mayor and City Council  
City of Washington  
405 Jefferson Street  
Washington, MO 63090

RE: Recommendation – Use of State Bid for the purchase of a 1 ¼ Ton Truck with Snow Plow & Spreader

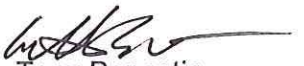
Honorable Mayor and City Council,

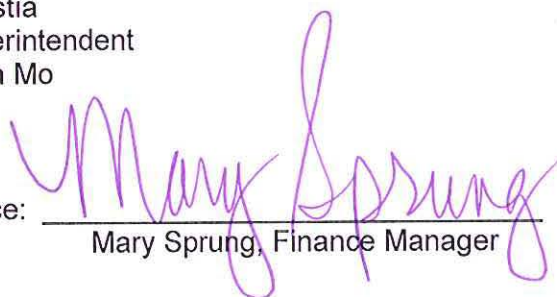
As you may be aware, before making a determination that a particular piece of equipment needs to be purchased, staff will annually review and analyze the equipment to determine the current requirement and the need for purchases. The new 1 ¼ Ton Truck with Snow Plow & Spreader is in the 2018-2019 budget for the amount of \$55,000.

In analyzing our equipment needs, it was determined that the Street Department needed a 1 ¼ Ton Truck with Snow Plow & Spreader which can be used on other projects throughout the year and not just for snow season. As such, the Department decided that a 2019 Ford 550 4x4 with Plow & Spreader would best meet the needs of the Street Department at this time. As such, Staff found that the State of Missouri Contract Bid # 3-170105TV would give the City the best pricing for this truck, plow & spreader from Joe Machens in Columbia MO for a total price of \$69,841. The contract amount on the truck is \$37,625 and the 2.4 yd. dump body, plow, spreader, and attachments are \$32,216 for a total amount of \$69,841. Even though the State contracted price is \$14,841 higher than budgeted we have additional funds in the budget to cover that from other purchases that were under budget.

As always, if you have any questions, concerns or would like additional information, please feel free to contact me prior to the City Council Workshop Meeting.

Respectfully,

  
Tony Bonastia  
Street Superintendent  
Washington Mo

Concurrence:   
Mary Sprung, Finance Manager



# JOE MACHENS FORD LINCOLN

1911 W. Worley • Columbia, MO 65203 • (573) 445-4411 • (800) 745-4454 • www.machens.com

January 25, 2019  
City of Washington

State of MO / MoDOT Contract # 3-170105TV

Subject: Joe Machens Proposal on a 2019 Ford F550, Regular Cab & Chassis, 4x4, 60" cab to axle

To: Whom it May Concern;

As per the requested quote on a 2019 Ford F550, Regular Cab & Chassis, 4x4, 60" cab to axle, Joe Machens Ford proposes the following. The Ford F550 includes the factory standard options and others as noted below.

**Item 13 Price – Dealer Code – Option, Included Equipment**

**\$41,533 – F5H – 2019 Ford F550 (F5H)**

Regular Cab & Chassis

Dual Rear Wheels

4 Wheel Drive

6.7L Diesel Engine (99T)

60" cab to axle (145" wheelbase) (145)

Standard Rear Axle

Automatic Transmission 6 speed

Air Conditioning

LH & RH Manual Mirrors

All Season Tires plus Spare (512)

Standard GVWR

4 wheels disc brakes – ABS

Cruise control and Tilt (525)

Vinyl Flooring

Vinyl Seats 40/20/40 (AS)

Back up Alarm (76C)

**Optional equipment added to price below (Price – Dealer Code – Option):**

**(-\$7,400) – 13AA/99Y – 6.8L V10 in lieu of Diesel**

**\$1,395 – 13Z/68M – 19,500 lb. GVWR w/ Payload Plus Pkg in lieu of 17,500**

**\$332 – 13V/X8L – Limited Slip Rear Axle**

**\$171 – 473 – Snow Plow Prep Pkg**

**\$257 – 52B – Trailer Brake Controller (Factory)**

**\$869 – 90L – Power Equipment Group**

**\$0 – Z1 – Exterior Color: Oxford White**

**\$468 – 4S – Interior: Vinyl 40/Blank/40 Seats (No Center Seat or Console, deleted for aftermarket upfit)**

**\$0 – DEL – Delivery / Fees**

**Knapheide equipment added to price below:**

**\$32,216 – KNAP1 – Knapheide options (see the following pages for equipment)**

**Total**

**\$69,841 (Truck & Knapheide equipment) (price good until 2/22/19)**

Joe Machens Ford appreciates your business and we look forward to servicing your needs in the future. Any questions should be directed to Kelly Sells, Fleet Department Manager.

Thanks,



Kelly Sells  
Fleet Manager  
Joe Machens Ford  
573-445-4411, ksells@machens.com



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KNAPHEIDE

SINCE 1848

Knaphelde Truck Equipment  
 10101 Mid Rivers Mall Drive  
 St Peters MO 63376  
 Phone: 636-397-4444  
 Fax: 636-397-2613  
 www.stlouis.knaphelde.com

QUOTATION

Quote ID: LD00004407

Page 1 of 4

**Customer:** WASHINGTON, CITY OF  
 405 JEFFERSON STREET  
 WASHINGTON MO 63090

**Quote Number:** LD00004407  
**Quote Date:** 10/24/2018  
**Quote valid until:** 11/23/2018

**Contact:** JANET BRAUN  
 Phone: 1-636-390-1000  
 Fax: 1-636-390-1068

**By:** Prepared Idavies  
 Salesperson: Chris Sheets  
**PO#:**

<b>Enduser:</b>			
<i>Make:</i> FORD	<i>Model:</i>	<i>Year:</i>	<i>Single/Dual:</i>
<i>Cab Type:</i>	<i>Wheelbase:</i>	<i>Cab-to-Axle:</i> 60.0	<i>VIN:</i>

QTY	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
1		MODOT RFB 3-170105TV	\$32,216.00	\$32,216.00
1	KNAP KDBDS912	MODOT 8C1 WITH DROP DOWN SIDE UPGRADE  2.4 YD DUMP BODY 60 CA, CAB CHASSIS w/34" Frames  WITH DROP SIDES  BULKHEAD HEIGHT 18 LENGTH 108 WIDTH 87 SIDE HEIGHT 12  GENERAL • Light Duty, Contractor's Dump Body, for use on single axle, one-ton trucks. • Available in both fixed or drop side construction. • Sloped Run Boards. • Floor is 7 ga HRCQ. • Bulkhead is 10 ga., tail gate is double paneled 10 and 12ga, and sides are double paneled made of 12 ga., all High Tensile Steel. • Long sills are 7" trapezoidal style and accept scissors type hoist. • Pockets on top of sides for extension (cheater) boards. • Double acting 10 ga. tailgate with spreader chains and quick release top pins. • Tailgate release is positive locking with dump handle at left front corner of body. • Standard, LED clearance, marker and RID lights provided to meet FMVSS 108. • 100% fully solid welded construction. • Body and sides are E-Coat primed. Body is fully undercoated.  HEADBOARD • One piece 10 ga. high tensile, 2 bend top rail, 2-1/4" wide with 1-1/2" return flange. • Fully boxed corner posts and full width reinforcement rib for added rigidity. • Integrated Cab Protector mounting pockets.  FLOOR • Two piece 7ga. high tensile, full seam welded. • Sloped floor to side interface to reduce material adhesion on sides.		



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## QUOTATION

Quote ID: LD00004407

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QTY	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
		<p><b>SIDES</b></p> <ul style="list-style-type: none"> <li>Sides are slam-style with center mounted release handle and heavy duty rotary latches. (Drop sides only)</li> <li>Reinforced with a 4-1/2" x 9-1/2" formed rear corner post from top of tailgate to bottom of crossmember.</li> <li>Pockets provided front and rear for 2x6 extension (cheater) boards.</li> <li>Drop sides are removable for easy service and replacement. (No cutting required.)</li> </ul> <p><b>TAILGATE AND HARDWARE</b></p> <ul style="list-style-type: none"> <li>Formed two piece construction: seamless outer 12ga. Panel and single piece 10 ga. inner wall.</li> <li>Top hinge member is 1-1/4" diameter quick-release mechanism for dropping gate from top.</li> <li>Lower latch hardware is overhead hook type latch with 1-1/8" inch diameter pin, 3/4" thick latch.</li> <li>5/16" inch spreader chain supplied with length sufficient to support tailgate in horizontal position.</li> </ul> <p><b>TAIL GATE RELEASE SYSTEM</b></p> <ul style="list-style-type: none"> <li>Mechanical, positive locking operating handle at left front by driver's door.</li> <li>3/4" diameter cross shafts (front and rear) and 1/2" diameter operating rod running longitudinally down street side.</li> <li>Safety restraining ring provided at the handle.</li> <li>Multiple grease points throughout system. (Grease zerks provided.)</li> </ul> <p><b>UNDERSTRUCTURE</b></p> <ul style="list-style-type: none"> <li>Crossmember-less construction</li> <li>Long sills are 7" trapezoidal style, full length of body, with internal anti-corrosion coating.</li> <li>Rear member is 7" deep, of 10 ga. construction, full width of body</li> </ul>		
1	SL PAIN MAT	PAINTING MATERIAL TO PAINT BODY		
1	KNAP KCP-025S21A-B	PROTECTOR CAB STRT FORD/DGE		
1	KNAP KHA-1516SF-ED	HOIST ELEC/DA 9' DUMP BODY, CAPACITY: 8.7 TONS		
1	BUYE MFBH2375A	MUDFLAP MNT PLATE 90 DEGREE		
1	BUYE 405BZ	BRACKET ANTI-SAIL GALVINIZED (		
1	BOOM SRI2436E3W.1209	MUD FLAP 24X36 KTEC ST.PETE		
1	ECCO 510	BACKUP ALARM C52		
1	BUYE 1809060A	MODOT 8R  1/2" HITCH PLATE WITH 2" RECEIVER		
1	HOPK 40999	7 WAY RV FLAT PIN 4&5 WAY FLAT HEAVY DUTY		
1	WS 99042	MODOT ITEM F  WESTERN STRIKER 9' 4.5 CUBIC YARD SPREADER DUAL HYDRAULIC MOTORS		



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Quote ID: LD00004407

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QTY	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
1	WS 76901	MODOT ITEM C SUBSTITUTE (UPGRADE TO A 9') ELECTRIC / HYDRAULIC FRONT END SNOW PLOW  9' PRO PLUS BLADE ASSEMBLY INCLUDES QUADRANT, SHOCK ABSORBERS, AND TRIP SPRINGS		
1	WS 31270	MOUNT FORD F250-550 FORD		
1	WS 75700-1	BIG BOX PRO PLUS ELEC.		
1	WS 73973	LIGHT KIT HOLGN 2017F250-550		
1	WS 96500	MULTI-POSITION PLOW HH CONTROL		
1	CERT	MODOT 10F  HYDRAULIC SYSTEM WITH CABLE CONTROLS, DUAL KNOB, TOWER, JOYSTICK OPERATES HOIST AND SPREADER		
300	MISC HOSE	HOSE		
18	MISC AW-32G	CITGO AW32 OIL-GALLON		
1	UNDERCOAT	UNDERCOAT BODY		
			Quote Total:	\$32,216.00
			Discount:	\$0.00
			Total Due(Sales tax not included):	\$32,216.00

The following options may be added:

QUANTITY	DESCRIPTION	PRICE EACH	AMOUNT	ADD TO QUOTE
				Yes / No

Notes:

This Quote is subject to the following terms and conditions:

Pricing Policy

- Price Quotation is good on orders received through the expiration date.
- Pricing quoted applies to chassis make/model originally provided and quantity quoted. Any change may result in price change.
- Orders are subject to all applicable state, local and federal excise taxes. Applicable taxes will be applied on final billing to customer upon completion of order.

Payment Policy

- Payment Terms are due upon receipt of signed quote unless prior credit agreement has been established at the time of order.
- Payment terms for customers with an established credit account will be Net 30 from date of invoice.
- Knaphelde has right to assess late charges at 1.5% per month on all invoices that are 60 days or more past due.

Return Policy

- All sales are final. Purchased parts or products are non returnable.

Cancellation Policy

- Payment is due in full upon cancellation of any orders for non-stocked parts or products (provided part/product has been ordered by Knaphelde) and upon cancellation of installation.



# JOE MACHENS FORD LINCOLN

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## QUOTATION

Quote ID: LD00004407

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orders, once product installation has begun.

Customer agrees and understands this Quote is an offer to sell subject to the terms and conditions above and any additional terms or modifications are hereby objected to, unless mutually agreed upon in writing by Customer and Knapheide. The undersigned represents and warrants that he/she is duly authorized to sign below on behalf of Customer and thereby accepts offer and Knapheide will begin processing the order.

Customer must fill out the information below before the order can be processed...

Signature & Print Accepted by:	
Date:	
P.O. number:	



3Aa



February 4, 2019

Honorable Mayor and City Council  
City of Washington  
405 Jefferson Street  
Washington, MO 63090

RE: Bid Recommendation – Excavator & Skid Loader

Honorable Mayor and City Council,

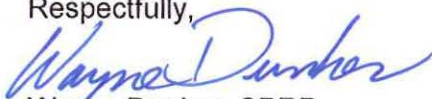
As you may be aware, before making a determination that a particular piece of equipment should be replaced, staff will annually review and analyze the equipment to determine the current condition and the need for replacement. In doing so, it was determined the 1995 Ford 675E Backhoe needs to be replaced due to ongoing costly repairs and several maintenance issues. As such, the Parks and Recreation Department identified the need to replace the backhoe in the 2018-2019 budget. Staff researched and determined an excavator and skid loader would be a more practical and economical purchase for the Department as they will perform the same tasks as a backhoe. The excavator and skid loader will be approximately the same dollar amount budgeted for the backhoe replacement.

As you may recall, the Parks and Recreation Department used an interlocal contract for cooperative purchasing in the construction of the Optimist Park-Skate Park, All Abilities Park Playground, as well as for the purchase of a tractor, and would like to use this same type of program in the purchase of a Bobcat E55 T4 Compact Excavator and attachments and a Bobcat T740 T4 Compact Track Loader. The City currently has a membership affiliation with the NJPA (an interlocal contract for cooperative purchasing agreement), and as such, we are able to secure competitive bid pricing with Bobcat.

**Accordingly, staff recommends that Council consider Clark Equipment (Bobcat) Company's bid in the amount of \$141,708.31 for the Excavator (\$83,675.92) and Skid Loader (\$58,032.39), along with the trade in discount of (\$15,000.00) for the 1995 Ford 675E Backhoe, bringing the purchase price down to \$131,587.31. This amount is slightly over the budgeted amount of \$131,000.00 which was approved in the 2018-2019 Parks and Recreation budget.**

As always, if you have any questions, concerns or would like additional information, please feel free to contact me prior to the Council Meeting.


Respectfully,

  
Wayne Dunker, CPRP  
Director of Parks & Recreation

Concurrence:

  
Mary Sprung, Finance Manager

# Memo

**To:** Mayor and City Council  
**From:** Mary Sprung   
**Date:** February 4, 2019  
**Re:** Copier Replacement Bids

---

Several of our copiers are nearing 10 years old and we have been informed by our current provider that parts will not be available and it is time to consider replacement.

With the 2019 budget, the City budgeted for copier replacement over the next few years so that all copiers would be able to be replaced within 5 years. We have budgeted \$20,000 for copier replacement in 2019. The police department copier was purchased in October 2018 as it was totally broken down.

I have obtained bids currently to replace a copier in administration and engineering departments as they are the highest users next on the replacement list.

I obtained 3 bids as listed on the attached spreadsheet. The initial cost outlay for the Ricoh model is \$6,009 per machine and the Canon cost is \$6,110 per machine. While Ricoh has better pricing for black and white images, Canon has better pricing for color images. Ultimately, the savings potential lies in the overall page/image pricing in which the Canon model will save the City more in the next 5 years based on the history of the usage of these departments. The total investment cost in a 5-year period is \$15,801 for the Canon and is \$14,210 for the Ricoh model. My recommendation is that the City purchase the Canon copiers for an initial cost of \$6,110 per machine or \$12,220 for 2 copiers.

These copiers will pay for themselves in under 2 years and will provide the departments with a much more efficient copier at a much cheaper monthly cost. The City will still have \$2,780 left in the budget after this purchase.

Copier Bid Review Specs

Figures below are for one Copier:

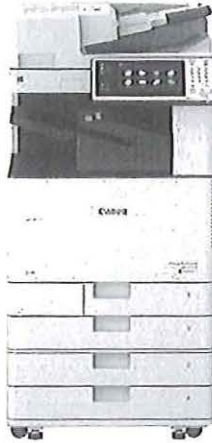
	Sharp MX-5070N	Ricoh-IM C4500	Canon-C5540i II Series	Difference
ppm-printing	50ppm	45 ppm	40ppm	
ppm-scanning	160 ipm	180 ipm	160 ipm	
<b>Cost</b>				
Base Unit	\$ 7,920.00	\$ 5,275.00	\$ 5,249.00	
Black images/page	N/A	\$ 0.00480	\$ 0.0060	
Color images/page	N/A	\$ 0.04800	\$ 0.0370	
<b>Extras:</b>				
Large Capacity Drawer	Included in base unit price	Included in base unit price	\$ 441.00	
Stapler	Included in base unit price	Included in base unit price	Included in base unit price	
Fax option	Included in base unit price	\$ 734.00	\$ 320.00	
Nuance license for editing	N/A	N/A	\$ 100.00	
<b>Total Cost - Copier</b>	<b>\$ 7,920.00</b>	<b>\$ 6,009.00</b>	<b>\$ 6,110.00</b>	
<b>Total Estimated Monthly Cost</b>				
4000 BW/ 3000 Color	N/A	\$ 163.20	\$ 135.00	
Avg Current Monthly Cost		\$ 425.00	\$ 425.00	
Savings Monthly	N/A	\$ 261.80	\$ 290.00	
Savings Annually	N/A	\$ 3,141.60	\$ 3,480.00	
<b>Return on Investment in years</b>	<b>N/A</b>	<b>1.91</b>	<b>1.76</b>	
<b>Total Investment Cost</b>	<b>\$ 7,920.00</b>	<b>\$ 15,801.00</b>	<b>\$ 14,210.00</b>	<b>\$ 1,591.00</b>
After 5 years	Does not include "per click" cost All toner would need to be purchased and is not included in the contract like Ricoh and Canon			





CANON SOLUTIONS AMERICA

Canon Solutions America, Inc.  
6 City Place Drive, Suite 100, Creve Coeur, MO 63141  
Scott Smith: 314.939.0691  
[scottsmith@csa.canon.com](mailto:scottsmith@csa.canon.com), [www.csa.canon.com](http://www.csa.canon.com)



**Proposed Solution**

**Canon** ImageRUNNER ADVANCE C5540i II

- Large, Intuitive Color Touch Screen User Interface
- 40 Copies/Prints per Minute
- 80 Scanned Images per Minute/160 Two-Sided Images per Minute
- 150 Sheet Single-Pass Duplexing Automatic Document Feeder
- Reduce Complex Tasks to a One Touch Button
- Handles Up to 12" x 18" Paper
- User Authentication
- Paper Supply
  - 2 – 550 Sheet Paper Drawers
  - 1 – 100 Sheet Multi-Purpose Bypass tray
- Converts Scanned Images to Searchable PDF, Microsoft Word, PowerPoint
- Long Life Consumables for Less Downtime
  - Estimated Toner Yield – 60,000 to 69,000 Pages
  - Drum Yield – 336,000 to 417,000 Pages
- Impressive Color Quality; Standard Adobe PostScript, Wireless Capability
- Supports Mobile Printing and Scanning
- eCopy PDF Pro Desktop License
- Internal Staple Finisher; Corner, Double, Staple-Free, and Staple on Demand
- Storage Cabinet; Optional Two Additional 550 Sheet Drawers
- Optional Fax/PC Fax, Re-Route Incoming Faxes to Folder as PDF
- ESP Next Gen Power Filter

<b>National IPA Purchase Price</b>	<b>\$6,742</b>
<b>Competitive Replace Promotion</b>	<b><u>-\$1,393</u></b>
<b>Net Investment</b>	<b>\$5,349</b>

Service is .006 per black page and .037 per color page and covers parts, labor, toner and staples. All sizes. Rate fixed for 60 months. Includes delivery and connectivity for printing and scanning. Options: Fax, \$320, Two Additional Drawers, \$286, Large Capacity Tray, \$441.



Eliminate Expensive Printer and Fax Toner Cartridges



Simplify Work Space and Reduce Complex Tasks to a One Touch Button



Produce Quality Marketing Materials and Eliminate the Need to Outsource Projects



Easy to Navigate Control Panel; Walk Up Friendly Experience



High Speed Scan to Folder, E-Mail; Convert to Searchable PDF, Word, PowerPoint



Scan to and Print from Smart Phone, Tablet, USB Drive, Cloud Account



Store Forms Electronically for Easy Retrieval



PC Fax, Secure Fax, Re-Route Incoming Faxes to Folder on Computer



Secure Print, Watermark, Encrypted PDF; User Authentication; HDD Erase



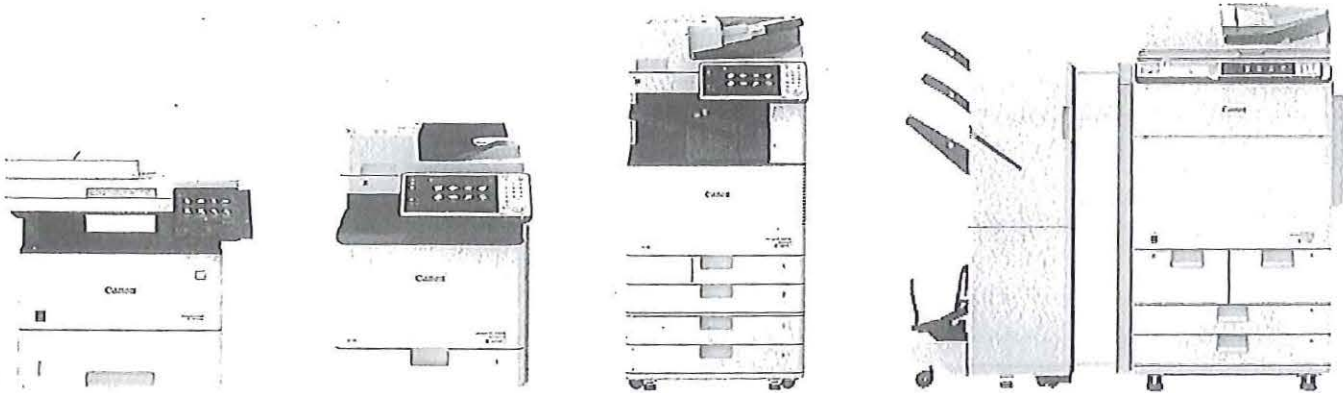
Add Software to Implement Card Authentication, Follow Me Printing, Usage Reports



Add Software to Capture Index Fields and Organize Information for Easy Retrieval



Full Service Frees Up Time to Focus on Core Business



## About Canon

**Canon's worldwide reputation as a technology leader is demonstrated by its continued presence in the top five of companies awarded U.S. patents each year. Canon's imaging expertise offers a single, clear vision: to help customers see impossible. The company was the winner of Buyers Laboratory's 2016, 2017 and 2018 MFP line of the year. This award was based on consistent, outstanding reliability and ease of use.**

## About Your Canon Sales Professional

**Scott Smith grew up in Missouri and lives with his wife and son in Washington, Missouri. Scott started in the copier industry in 2006 and has represented Canon and other copier brands. Scott moved to Canon Solutions America in July, 2017. He has helped many organizations in the St Louis area and represents the south and west regions of the city.**

## What Canon Solutions America Can Do For You

**Canon Solutions America provides multi-function copiers that produce high image quality and contain long life consumables, advanced scanning technologies and quiet operation. The company analyzes paper volume to recommend the right fit. Ongoing training and service allows its customers to focus on their core business. Canon products represent great value with its long term reliability and walk up friendly experience. Canon also produces efficient desktop printers, scanners and software to organize, secure and share information.**

**C. Monthly Copy Volume**

**1. The Optimum Performance Range**

The optimum performance range is the volume range that the equipment is intended to run on a regular basis to maintain a high-level of performance and print/copy quality.

Running the equipment within this range ensures that no undue stress is placed on components, and it allows time for the proper servicing and maintenance of the equipment.

**2. Maximum Monthly Copy/Print Volume**

The maximum monthly copy/print volume is the maximum number of pages the machine can produce within a one-month period (based on letter size paper). However, the device should not be used to produce the maximum number of pages, or a greater volume, on a consistent monthly basis.

Sustained use of the machine at this level, will significantly impact the long term performance and durability of the machine. You should expect an increase in the number of service calls and down time during periods of Maximum production use.

**Table 8 – Monthly Copy Volume**

Model	Optimum Performance Range (based on LTR sized paper)	Maximum Monthly Volume (based on LTR sized paper)
imageRUNNER ADVANCE C5560i II / C5560i	Approximately 12,000 to 60,000	Up to 240,000
imageRUNNER ADVANCE C5550i II / C5550i	Approximately 10,000 to 50,000	Up to 185,000
imageRUNNER ADVANCE C5540i II / C5540i	Approximately 8,000 to 45,000	Up to 140,000
imageRUNNER ADVANCE C5535i II / C5535i	Approximately 5,000 to 30,000	Up to 125,000

UNITED STATES ▼



FREE DEMO (/FREE-DEMO)



Line of the Year

## Canon Wins BLI's 2018 Copier MFP Line of the Year

2018

01/24/2018

Fairfield, NJ – For the third year in a row, Canon is the winner of the Keypoint Intelligence - Buyers Lab (BLI) Copier MFP Line of the Year (<http://www.buyerslab.com/bliQ/Search/SearchMedia?MediaID=140327>). BLI, the world's leading authority on document imaging devices and software solutions, presents its most coveted Line of the Year honor once annually to the vendor whose product line is determined to be the best overall, with models at every level that excel in BLI's rigorous laboratory evaluations.

"The models in Canon's copier MFP line are running three years strong as trailblazers in their respective segments," said George Mikolay, Associate Director of Copiers/Production for Keypoint Intelligence- Buyers Lab. "Each of the 14 current models BLI tested tout easily-replaceable components, extraordinarily comprehensive usability, and an astonishing overall misfeed rate of just 1 every 426,000 impressions, making them some of the most productive and reliable machines to pass through our labs to date. The surplus of workflow-expediting, cost-cutting solutions each device supports are the icing on the cake, and the machines will produce high quality printed and copied output that businesses of all types will be ecstatic about."

Canon currently has a total of 13 Copier MFP Pick awards. In addition, all 14 of Canon's Copier MFP models tested have earned a Highly Recommended rating.

"We are honored to receive the BLI award for Copier MFP Line of the Year for the third consecutive year," said Toyotsugu Kuwamura, Executive Vice President and General Manager, Business Imaging Solutions Group, Canon U.S.A., Inc. "It is with great pride that we continue to develop efficient and customizable office solutions that keep digital security top of mind and can readily help businesses to streamline workflow operations in the era of the Office of the Future."

### About Keypoint Intelligence - Buyers Lab

Keypoint Intelligence (<http://keypointintelligence.com/>) is a one-stop shop for the digital imaging industry. With our unparalleled tools and unmatched depth of knowledge, we cut through the noise of data to offer clients the unbiased insights and responsive tools they need in those mission-critical moments that define their products and empower their sales.

For over 50 years, Buyers Lab has been the global document imaging industry's resource for unbiased and reliable information, test data, and competitive selling tools. What started out as a consumer-based publication about office equipment has become an all-encompassing industry resource. Buyers Lab evolves in tandem with the ever-changing landscape of document imaging solutions, constantly updating our methods, expanding our offerings, and tracking cutting-edge developments.

### About Buyers Lab Line of the Year Awards

Line of the Year awards salute the companies that provide both a broad range of hardware or software and products that consistently performed above average throughout testing. Much consideration is also made by Buyers Lab analysts and technicians in areas such as ease of use, features, and value, across an entire portfolio for that product area, the end result being the most prestigious Buyers Lab awards offered.

### Contact

Deanna Flanick

+1 973-797-2145

[deanna.flanick@keypointintelligence.com](mailto:deanna.flanick@keypointintelligence.com) (mailto:deanna.flanick@keypointintelligence.com)

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**SIGN UP FOR OUR EMAIL NEWSLETTER**

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**SIGN UP**

**KEYPOINT INTELLIGENCE**

**80 Little Falls Road**

**Fairfield, NJ 07004**


**TEL: +1 973-797-2100**

**[info@keypointintelligence.com](mailto:info@keypointintelligence.com) (mailto:info@keypointintelligence.com)**

**in** (<https://www.linkedin.com/company/keypoint-intelligence>)  (<https://twitter.com/KeypointIntel>)

- All of our technicians are certified factory trained.
- We have measurement tools with a goal of fast restore time as well as response time.
- We charge 1 click for all size documents including 11" x 17" papers.
- Automatic firmware updates are included in your service plan at no additional charge.
- We offer additional phone technical support 7:00am to 7:00pm Monday thru Friday at no additional charge.
- We offer an auto toner program. Toners can be automatically shipped to you when toner is low.
- We offer an auto meter read program. No need for you to report meters.
- We offer an online service for placing service calls. You can call in or go online and request service.
- I am available by cell phone to assist and help troubleshoot if needed.
- The Canon models are very reliable - built to last 10 years if required and contain high yield consumables for maximum up time.

# Memo

**To:** Mayor and City Council  
**From:** Mary Sprung   
**Date:** February 4, 2019  
**Re:** Antennas & Radios Wireless System Bids

---

As you know, the City has been updating its wireless infrastructure over the last several years. In order to proceed, the City needs to purchase various antennas/radios and access points. This equipment will upgrade the major links across town to gigabit capacity and will bring the H-Tower online. This connection is needed in order to provide high speed internet to the West side of town and all City owned buildings and properties. This will also solidify the connection to the downtown riverfront area and allow the City to provide Wi-Fi access to the public in certain defined areas.

I obtained 3 bids currently for this purchase. After reviewing the bids, it was decided that all bids met the requirements.

I recommend the bid from Baltic Networks USA as they are the lowest and best bid at \$21,734.67. This item is not budgeted so the Ordinance presented will also amend the 2019 budget for \$22,000.



**CITY OF WASHINGTON  
 BID/QUOTE SUMMARY FORM**

ITEM SPECIFICATIONS ATTACHED	VENDOR	Baltic Networks USA	VENDOR	Business Systems Connection	VENDOR	ISP Supplies
	ADDRESS	2200 Ogden Ave Suite 240 Lisle, IL 60532	ADDRESS	1449 W3est Lark Industrial Drive Fenton, MO 63026	ADDRESS	10770 Highway 30 Suite 200 College Station TX 77845
	BID GIVEN BY	Melvin	BID GIVEN BY		BID GIVEN BY	Jonathon Nichol
	PHONE	630-929-3610	PHONE	636-600-1400	PHONE	855-947-7776
	*HOW OBTAINED	Emailed	*HOW OBTAINED	Emailed	*HOW OBTAINED:	Written
<b>ITEMS</b>	<b>UNIT PRICE</b>	<b>TOTAL</b>	<b>UNIT PRICE</b>	<b>TOTAL</b>	<b>UNIT PRICE</b>	<b>TOTAL</b>
New Antennas & Radios for Wireless System		\$ 21,734.67		\$ 22,947.00		\$ 27,194.00
<b>TOTAL BID/QUOTE</b>		\$ 21,734.67		\$ 22,947.00		\$ 27,194.00
<b>DISCOUNT (if any)</b>						
<b>TOTAL NET BID/QUOTE</b>		\$ 21,734.67		\$ 22,947.00		\$ 27,194.00

Bid/Quote Awarded to (circle appropriate total amount) SPECIFICATIONS OF BIDDED/QUOTED ITEM/ITEMS MUST BE ATTACH

Date 1/29/19 Department Head Signature Mary J Sprung

\*How Obtained reason Verbal, internet, newspaper ad, etc.

If lowest bid not taken give reason: \_\_\_\_\_

If 3 bids/quotes not obtained give reason: \_\_\_\_\_

**ESTIMATE / PRO-FORMA INVOICE**



**Quote #:** Q10.15062  
**Date:** Jan 22, 2019  
**Valid Through:** Feb 20, 2019

2200 Ogden Ave, Suite 240  
 Lisle, IL 60532 USA  
 Tel. +1.630.929.3610  
 TIN/EIN # 20-3609029  
 HS/HTS: 8517.62.0090\*  
 ECCN: EAR99\*

**Billing Address**

Mary Sprung  
 City of Washington  
 405 Jefferson St.  
 Washington, MO , Missouri, 63090  
 United States  
 T: 636-390-1000

**Shipping Address**

Mary Sprung  
 City of Washington  
 405 Jefferson St.  
 Washington, MO , Missouri, 63090  
 United States  
 T: 636-390-1000

**Shipping Method:**Expedited Ground Shipping

Product	SKU	Comment	Price	Qty	Subtotal
Siklu EtherHaul-2500FX 1 to 2 Gigabit Full Duplex 71-76GHz / 81-86GHz E-Band Full-Link Kit (2FT Antennas)	EH-2500FX-KIT-2FT	pending approval by Siklu	\$7,300.00	2	\$14,600.00
Siklu EtherHaul-2500FX 1 to 2 Gbps 71-76GHz / 81-86GHz E-Band HI-Band Radio Siklu EtherHaul-2500FX 1 to 2 Gbps 71-76GHz / 81-86GHz E-Band Low-Band Radio Siklu AC PoE 60W 100-240VAC Power Injector (US version) Siklu EtherHaul 2FT Antenna with Mounting Kit Serial Numbers Required					
Siklu FCC Link Registration (includes 2 attempts)	SR-FCC-REG		\$223.75	2	\$447.50

Product	SKU	Comment	Price	Qty	Subtotal
Ubiquiti EdgePoint S16 Intelligent WISP Control Point Layer-2 Switch with FiberProtect	EP-S16	✓	\$474.21	1	\$474.21
Ubiquiti EdgePower 54V 150W AC-DC Power Supply	EP-54V-150W	✓	\$174.50	2	\$349.00
Ubiquiti UniFi 802.11ac Mesh Pro Outdoor 2.4/5GHz AP (5-Pack)	UAP-AC-M-PRO-5	✓	\$861.75	1	\$861.75
Ubiquiti 54V 150W AC Modular Power Supply for EdgePower	EP-54V-150W-AC	✓	\$69.30	4	\$277.20
Ubiquiti airMAX IsoStation 5AC 5GHz 14dBi CPE (w/ Horn Antenna) US	IS-5AC US	✓	\$113.75	4	\$455.00
Ubiquiti UniFi 802.11ac Mesh Indoor/Outdoor 2.4/5GHz AP (10-Pack) <small>Ubiquiti UniFi 802.11ac Mesh Indoor/Outdoor 2.4/5GHz AP</small>	UAP-AC-M 10-Pack	✓	\$867.50	1	\$867.50
Ubiquiti airMAX Horn5 5GHz 30deg Horn Antenna	Horn-5-30	✓	\$68.25	4	\$273.00
Ubiquiti airMAX Horn5 5GHz 60deg Horn Antenna	Horn-5-60	✓	\$68.25	4	\$273.00
Ubiquiti UniFi Directional Dual-Band Antenna for UAP-AC-M	UMA-D	✓	\$88.11	5	\$440.55
Ubiquiti airMAX PrismStation AC Shielded Radio Base US	PS-5AC-US	✓	\$261.00	4	\$1,044.00
Ubiquiti airMAX NanoStation AC 5Ghz 802.11ac US 10-Pack <small>Ubiquiti airMAX NanoStation AC 5Ghz 802.11ac US</small>	NS-5AC US 10-Pack	✓	\$1,125.00	1	\$1,125.00

Order Subtotal	\$21,487.71
Tax	\$0.00
Shipping	\$246.96
<b>Grand Total</b>	<b>\$21,734.67</b>



Business Systems Connection  
 1449 West Lark Industrial Dr.  
 FENTON, MO 63026-4339  
 USA

Phone 636-600-1400  
 Fax 636-600-1401  
 E-Mail sales@bizsyscon.com

# Quotation

Quote Number:  
 NM12319-UBNT-SIK

Quote Date:  
 Jan 23, 2019

Page:  
 1

**Quoted to:**

CITY OF WASHINGTON  
 405 JEFFERSON ST.  
 ATTN: WATER DEPARTMENT  
 WASHINGTON, MO 63090  
 U. S. A.

**Ship To:**

WASH PC  
 902 E 6TH STREET  
 WASHINGTON, MO 63090  
 U. S. A.

Customer ID	Ship Via	Payment Terms	Sales Rep
CITY OF WASHINGTON	FEDEX GROUND	Net 30 Days	029NM

Quantity	Description	Unit Price	Extension
2	SIKLU EH-2500FX-ODU-H-2FT E-Band 80Ghz FDD ODU with 4,018.00 8,036.00 2 FT External Antenna , 1Gbps, Tx High transmitting at 81-86Ghz 4 GE Ports, 2xCopper, 2x	4,018.00	8,036.00
2	SIKLU EH-2500FX-ODU-L-2FT E-Band 80Ghz FDD ODU with 4,018.00 8,036.00 2 FT External Antenna , 1Gbps, Tx Low, transmitting at 71-76Ghz 4 GE Ports, 2xCopper, 2x	4,018.00	8,036.00
4	SIKLU PoE Injector 60W (100-240 AC source, US AC cable)	30.00	120.00
1	Siklu FCC Link Registration (includes 2 attempts)	220.00	220.00
<del>4</del>	SIKLU EH Upgrade 1000 to 2000Mbps, per ODU	370.00	1,480.00
4	Ubiquiti PS-5AC-US airMAX PrismStation AC Shielded Radio Base US	260.00	1,040.00
4	Ubiquiti Networks IS-5AC-US 5GHz IsoStation ac Gen2 CPE 14dBi US	114.00	456.00
4	Ubiquiti Networks PrismAP-5 30° Isolation Antenna Horn	73.00	292.00
4	Ubiquiti Networks PrismAP-5 60° Isolation Antenna Horn	73.00	292.00
10	Ubiquiti airMAX NS-5AC-US NanoStation AC 5Ghz	114.00	1,140.00

**ALL PRICES STATED ARE F.O.B.**

**We Carry a full-line of Wireless Networking Gear!!**

**Check our Web Site at: [www.bizsyscon.com](http://www.bizsyscon.com)**

Subtotal	Continued
Sales Tax	Continued
Freight	
<b>Total</b>	Continued



Business Systems Connection  
 1449 West Lark Industrial Dr.  
 FENTON, MO 63026-4339  
 USA

Phone 636-600-1400  
 Fax 636-600-1401  
 E-Mail sales@bizsyscon.com

# Quotation

Quote Number:  
 NM12319-UBNT-SIK

Quote Date:  
 Jan 23, 2019

Page:  
 2

**Quoted to:**

CITY OF WASHINGTON  
 405 JEFFERSON ST.  
 ATTN: WATER DEPARTMENT  
 WASHINGTON, MO 63090  
 U. S. A.

**Ship To:**

WASH PC  
 902 E 6TH STREET  
 WASHINGTON, MO 63090  
 U. S. A.

Customer ID	Ship Via	Payment Terms	Sales Rep
CITY OF WASHINGTON	FEDEX GROUND	Net 30 Days	029NM

Quantity	Description	Unit Price	Extension
✓ 1	802.11ac US Ubiquiti Networks UAP-AC-M-PRO-5-US UniFi AC Mesh Wide-Area Outdoor Dual-Band Access Point (5-Pack)	869.00	869.00
✓ 2	Ubiquiti Networks UAP-AC-M-5-US UniFi AC Mesh Wide-Area Indoor/Outdoor Dual-Band Access Point (5-Pack)	433.00	866.00
✓ 5	Ubiquiti Networks UMA-D UniFi Dual-Band Directional Antenna	91.00	455.00
✓ 1	Ubiquiti EP-S16 EdgePoint WISP Switch, 16-port	475.00	475.00
✓ 2	Ubiquiti EP-54V-150W Ubiquiti EdgePower, 54v, 150W - DC Power Supply	179.00	358.00
✓ 4	Ubiquiti EdgeMax 54V, 150W AC to DC PSU Module, #EP-54V-150WAC	73.00	292.00

**ALL PRICES STATED ARE F.O.B.**

**We Carry a full-line of Wireless Networking Gear!!**

**Check our Web Site at: [www.bizsyscon.com](http://www.bizsyscon.com)**

Subtotal	24,427.00
Sales Tax	
Freight	
<b>Total</b>	<b>24,427.00</b>

22,947

-1480 **3Cb**



**Estimate**

**EST-13676**

1/23/2019

Ship To	Bill To
---------	---------

co: Greg Johnston  
 City of Washington, MO  
 405 Jefferson St.  
 Washington MO 63090

co: Mary Sprung  
 City of Washington, MO  
 405 Jefferson St  
 Washington MO 63090

Expires	Sales Rep	Shipping Method
2/22/2019	Nicholson, Jonathan	UPS Ground with Freight Pricing

Quantity	Item	Rate	Amount
4	PS-5AC-US Shielded airMAX 14dBi 5GHz PrismStation	\$278.30	\$1,113.20
4	IS-5AC-US Ubiquiti Networks 5GHz IsoStation ac Gen2 CPE 14dBi	\$120.48	\$481.92
4	PrismAP-5-60 Ubiquiti PrismAP 5GHz 16dBi 60deg Horn Antenna	\$74.28	\$297.12
4	PrismAP-5-30 Ubiquiti PrismAP 5GHz 30deg 19dBi Horn Antenna	\$76.64	\$306.56
10	NS-5AC-US Ubiquiti NanoStation AC 5GHz airMAX ac CPE	\$119.93	\$1,199.30
1	UAP-AC-M-PRO-5-US UniFi AP, AC Mesh Pro, 5-Pack	\$922.28	\$922.28
4	UAP-AC-M-5-US UniFi AP, AC Mesh, 5-Pack	\$449.51	\$1,798.04
5	UMA-D Directional Dual-Band Antenna for UAP-AC-M	\$95.15	\$475.75
1	EP-S16 EP-S16, EdgePoint Switch with 16 RJ45 Ethernet ports and two SFP+ ports.	\$519.56	\$519.56
2	EP-54V-150W Ubiquiti EdgePower, 54v, 150W - DC Power Supply	\$190.27	\$380.54
4	EP-54V-150W-AC Ubiquiti EdgeMax 54V, 150W AC to DC PSU Module	\$74.83	\$299.32

**Wire Transfer Information:**

Beneficiary Bank:  
 Wells Fargo Bank, N.A.  
 420 Montgomery  
 San Francisco, CA 94104, USA  
 Phone: 979-776-3411

ABA #: 111900659  
 Beneficiary Customer: ISP Supplies  
 Customer Account #: 1815394810  
 SWIFT CODE: WFBUS6S

Subtotal	\$7,793.59
Shipping Cost	\$75.34
Total Tax (0%)	\$0.00

If your bank deducts a wire fee and deducts from payment, your order will be held until we receive the fee.

PayPal: sales@ispsupplies.com

<b>Total</b>	<b>\$7,868.93</b>
--------------	-------------------





Estimate

EST-13677

1/23/2019

Ship To Bill To

Expires 2/22/2019 Sales Rep Nicholson, Jonathan Shipping Method

Table with 4 columns: Quantity, Item, Rate, Amount. Includes items like EH-2500FX-ODU-H-EXT, PD-OUT/SP11, and EH-ANT-2FT-M.

Summary table with columns: Wire Transfer Information, Subtotal, Shipping Cost, Total Tax (8.25%), Total. Total amount is \$21,325.25.

Beneficiary Bank: Wells Fargo Bank, N.A. 420 Montgomery San Francisco, CA 94104, USA Phone: 979-776-3411

ABA #: 111900659 Beneficiary Customer: ISP Supplies Customer Account #: 1815394810 SWIFT CODE: WFBUS6S


If your bank deducts a wire fee and deducts from payment, your order will be held until we receive the fee. PayPal: sales@ispsupplies.com

-2000

27,194



# Memo

**To:** Mayor and City Council  
**From:** Mary Sprung   
**Date:** February 4, 2019  
**Re:** Police Server Bids

---

Due to the need for more storage capacity for body cameras and the mobile data units, I went out for bid for a new server for the police department.

With the 2019 budget, the City budgeted \$10,000 for a new server for the police department. This would be storage for only the police department as the majority of the information is sensitive.

I obtained 3 bids currently for this purchase. After reviewing the bids, it was decided that some additional specifications needed to be added so I resent out the bid. I received 2 bids back with one of the original bidders declining to bid at this time. Both bids met the requirements and included installation. The 2 bid totals were Shi at \$11,538.94 and Wash PC at \$9,580.

I recommend the bid from Wash PC as they are the lowest and best bid at \$9,580 and is within the specified budget.



**CITY OF WASHINGTON  
 BID/QUOTE SUMMARY FORM**

ITEM SPECIFICATIONS ATTACHED	VENDOR	SCW	VENDOR	Shi (State Bid)	VENDOR	WashPC
	ADDRESS	1395 S. Marietta Parkway Building 300-106 Marietta, GA 30067	ADDRESS	290 Davidson Ave Somerset, NJ 08873	ADDRESS	902 E. 6th Street Washington, MO 63090
	BID GIVEN BY	Tabitha Glover	BID GIVEN BY	Michael Rutledge	BID GIVEN BY	Greg Johnston
	PHONE	877-468-6729	PHONE	732-652-3055	PHONE	314-500-1000
	*HOW OBTAINED Emailed		*HOW OBTAINED Emailed		*HOW OBTAINED: Written	
<b>ITEMS</b>	<b>UNIT PRICE</b>	<b>TOTAL</b>	<b>UNIT PRICE</b>	<b>TOTAL</b>	<b>UNIT PRICE</b>	<b>TOTAL</b>
New Police Server + Installation				\$ -		\$ -
Original Bid		\$ 8,664.71		\$ 9,270.91		\$ 9,129.00
Revised Bid		Declined to bid		\$ 11,538.94		\$ 9,580.00
<b>TOTAL BID/QUOTE</b>		\$ -		\$ 11,538.94		\$ 9,580.00
<b>DISCOUNT (if any)</b>						
<b>TOTAL NET BID/QUOTE</b>		\$ -		\$ 11,538.94		\$ 9,580.00

Bid/Quote Awarded to (circle appropriate total amount) SPECIFICATIONS OF BIDDED/QUOTED ITEM/ITEMS MUST BE ATTACHED

Date 1/29/19 Department Head Signature Mary G. Spring

\*How Obtained reason Verbal, internet, newspaper ad, etc.

If lowest bid not taken give reason: \_\_\_\_\_

If 3 bids/quotes not obtained give reason: \_\_\_\_\_

# QuoteWerks®

QUOTE #	AAAQ1018
DATE	1/23/2019

Prepared For:  
 Mary Sprung  
 CofW Finance  
 405 Jefferson  
 Washington, MO 63090

P: (636) 390-1040  
 E: msprung@washmo.gov

Prepared By:



Greg Johnston  
 President & Senior Network Engineer  
 902 E. 6th Street  
 Washington, MO 63090

P: 314-500-1000  
 E: greg@washpc.com

**Notes:**

Here is the quote you requested.

	Unit Price	Qty	Ext. Price
Dell PowerEdge with Intel Xeon Gold 5122 4 Core 8 Thread 3.6ghz CPU, 16GB RAM, RAID 1 SSD 250GB for OS RAID 10 configured with 6x 8TB HDD Drives for DATA, IDRAC Express Configured, Server 2019 with 20 CALS - 3 Years Basic Hardware Warranty Repair, 5x10 HW-Only, 5x10 NBD On-site	\$8,500.00	1	\$8,500.00
Assembly, Installation, Configuration & Migration of WatchGuard Server with remote assistance from WatchGuard	\$90.00	12	\$1,080.00
Solution Subtotal			\$9,580.00
Sales Tax			\$0.00
Shipping			\$0.00
<b>Grand Total</b>			<b>\$9,580.00</b>

**Payment Options**

Select your preferred payment option / purchase terms\*:

- e-Check / ACH Purchase (purchase amount \$9,580.00)
- Paper Check Purchase (purchase amount \$9,580.00)
- Credit Card Purchase (purchase amount \$9,580.00)

\* If this quote contains lease payment options, the lease options are provided as an estimate only. Final lease payment amount is subject to credit verification and applicable taxes as required by law.

Unit Price

Qty

Ext. Price

**Notes:**

Please contact me if I can be of further assistance.

To accept this quotation, sign here and return: \_\_\_\_\_

***Thank You For Your Business!***



Pricing Proposal  
 Quotation #: 15869102  
 Created On: 8/28/2018  
 Valid Until: 1/31/2019

**City of Washington**

**Inside Account Executive**

**Mary Sprung**  
 MO  
 United States  
 Phone: 636-390-1040  
 Fax:  
 Email: msprung@washmo.gov

**Michael Rutledge**  
 290 Davidson Ave.  
 Somerset, NJ 08873  
 Phone: 732-652-3055  
 Fax: 732-564-8050  
 Email: Michael\_Rutledge@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 PowerEdge R740XD Dell - Part#: 3000032835322.1 Note: Dell Pro-Support warranty that covers you for 3-years after you purchase	1	\$9,365.13	\$9,365.13
2 Microsoft Windows Server 2019 Standard - License - 2 cores - local, Microsoft Qualified - OLP: Government - English Microsoft - Part#: 9EM-00679	8	\$89.94	\$719.52 (1)
3 Microsoft Windows Server 2019 - License - 1 user CAL - local - OLP: Government - English Microsoft - Part#: R18-05794	20	\$26.02	\$520.40 (1)
		Total	\$10,605.05

**Additional Optional Items**

PowerEdge R740XD Dell - Part#: 3000032840406.1 Note: Includes ProDeploy Plus Dell Server R Series 1U/2U - Deployment (Installation Service)	1	\$10,298.92	\$10,298.92 (Yes)
Microsoft Windows Server 2019 - License - 1 device CAL - local - OLP: Government - English Microsoft - Part#: R18-05793	20	\$20.92	\$418.40 (No)

**Additional Comments**

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084.

SHI International Corp. is 100% Minority Owned, Woman Owned Business.

3Cc

20 = 11538.94

*The Products offered under this proposal are resold in accordance with the SHI Online Customer Resale Terms and Conditions, unless a separate resale agreement exists between SHI and the Customer.*

## Mary Sprung

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**From:** Michael Rutledge <Michael\_Rutledge@SHI.com>  
**Sent:** Wednesday, January 23, 2019 9:42 AM  
**To:** Mary Sprung  
**Subject:** RE: Police Server Bid  
**Attachments:** SHI Quote-15869102.pdf

Hi Mary,

Attached is an updated quote for the Police Server that you requested. Below are the exact specs for the server. Also included are Windows Server 2019 licenses to cover this server with 20 user CALs. (I added Device CALs in the optional items of the quote in case you needed those instead)

Also in the optional items of the quote is a line item for the same Dell server, but with **Dell ProDeploy Plus**, which will cover all of the installation/configuration needs that you requested.

Please let me know if you have any questions or concerns;  
Thank you!

### PowerEdge R740XD SPECS:

210-AKZR	PowerEdge R740XD Server	1 --
329-BDKH	PowerEdge R740/R740XD Motherboard	1 --
461-AAEM	Trusted Platform Module 2.0	1 --
321-BCPT	Chassis with Up to 12 x 3.5 Hard Drives for 1CPU Configuration	1 --
340-BLBE	PowerEdge R740XD Shipping	1 --
343-BBFU	PowerEdge R740 Shipping Material	1 --
338-BLLX	Intel Xeon Gold 5122 3.6G, 4C/8T, 10.4GT/s , 16.5M Cache, Turbo, HT (105W) DDR4-2666	1 --
374-BBBX	No Additional Processor	1 --
370-ADPF	Blank for 1CPU Configuration	1 --
412-AAIQ	Standard 1U Heatsink	1 --
370-ADNU	2666MT/s RDIMMs	1 --
370-AAIP	Performance Optimized	1 --
780-BCDL	RAID 0	1 --
405-AANQ	PERC H740P RAID Controller, 8GB NV Cache, Mini card	1 --
634-BILL	Windows Server 2016 Standard,16CORE,Factory Installed, No Media,NO CAL	1 --
634-BILD	Windows Server 2016 Standard,16CORE,Media Kit	1 --

385-BBKT	iDRAC9,Enterprise	1 --
528-BBWT	OME Server Configuration Management	1 --
379-BCQV	iDRAC Group Manager, Enabled	1 --
379-BCSG	iDRAC,Legacy Password	1 --
330-BBGZ	Riser Config 1, 4 x8 slots	1 --
540-BBUK	Broadcom 57416 2 Port 10Gb Base-T + 5720 2 Port 1Gb Base-T, rNDC	1 --
384-BBPZ	6 Performance Fans forR740/740XD	1 --
450-ADWS	Dual, Hot-plug, Redundant Power Supply (1+1), 750W	1 --
325-BCHU	PowerEdge 2U Standard Bezel	1 --
389-BTTO	PE R740XD Luggage Tag	1 --
350-BBJU	Quick Sync 2 (At-the-box mgmt)	1 --
384-BBBL	Performance BIOS Settings	1 --
800-BBDM	UEFI BIOS Boot Mode with GPT Partition	1 --
770-BBBQ	ReadyRails Sliding Rails Without Cable Management Arm	1 --
631-AACK	No Systems Documentation, No OpenManage DVD Kit	1 --
332-1286	US Order	1 --
379-BCQW	iDRAC Service Module (ISM), Pre-Installed in OS	1 --
813-6068	Dell Hardware Limited Warranty Plus On-Site Service	1 --
813-6108	ProSupport Plus: Next Business Day On-Site Service After Problem Diagnosis, 3 Years	1 --
813-6109	ProSupport Plus: 7x24 HW/SW Technical Support and Assistance, 3 Years	1 --
951-2015	Thank you for choosing Dell ProSupport Plus. For tech support, visit <a href="http://www.dell.com/contactdell">//www.dell.com/contactdell</a>	1 --
900-9997	On-Site Installation Declined	1 --
973-2426	Declined Remote Consulting Service	1 --
370-ADND	16GB RDIMM, 2666MT/s, Dual Rank	2 --
400-ASHY	4TB 7.2K RPM NLSAS 12Gbps 512n 3.5in Hot-plug Hard Drive	8 --
400-AWHF	240GB SSD SATA Read Intensive 6Gbps 512 2.5in Hot-plug Drive,3.5in HYB CARR, 1 DWPD,438 TBW	2 --
450-AALV	NEMA 5-15P to C13 Wall Plug, 125 Volt, 15 AMP, 10 Feet (3m), Power Cord, North America	2 --
366-0223	ENT CONFIG SVCS,FEE, RAID 10 SINGLE CONTAINER ON 8HDD	1 --

Michael Rutledge | SM SLED Inside Account Executive  
[Michael\\_Rutledge@shi.com](mailto:Michael_Rutledge@shi.com) | [www.shi.com](http://www.shi.com) | Office: 732-652-3055

*How was my service? Contact [SLEDManagement@shi.com](mailto:SLEDManagement@shi.com)*

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**From:** Mary Sprung <[msprung@washmo.gov](mailto:msprung@washmo.gov)>  
**Sent:** Tuesday, January 22, 2019 4:38 PM  
**To:** Michael Rutledge <[Michael\\_Rutledge@SHI.com](mailto:Michael_Rutledge@SHI.com)>  
**Subject:** Police Server Bid

Hi Michael,

The City has tweaked the previous bid specs from September for the new police server. I am resending the bid out and hope that you can update your quote that you sent to us. We are looking to make a decision if possible by the end of the week as the current server we have is nearly filled up.

A dell poweredge r740 or comparable with the following hardware;  
Intel xeon gold CPU with *at least* 3ghz clock speed and 4 cores  
A hardware raid controller card that supports RAID 10  
At least 16GB DDR4 RAM  
Redundant power supplies  
Remote server management system (idrac, ilo, BMC, etc)  
RAID 1 with SSD drives for OS  
RAID 6 HDD drives totaling at least 12TB of usable space (after raid)  
Server 2016 or Server 2019 standard with 20 CALs  
Complete assembly, configuration, install of OS, updates run and deployment \ on-site installation if possible

Please quote hardware price separate from assembly, configuration and installation.

In addition please include warranty periods in quote as well.

As always, let me know if you have any questions and I appreciate your taking the time to give us a quote.

Mary J. Sprung, CPA  
Finance Director/City Collector/  
City Treasurer

City of Washington, MO  
405 Jefferson Street  
Washington, MO 63090

636-390-1040  
[msprung@washmo.gov](mailto:msprung@washmo.gov)





Mayor Sandy Lucy  
City Council Members  
405 Jefferson St  
Washington MO 63090

Dear Mayor and City Council Members:

Attached you will find an ordinance and invoice for the emergency purchase of a Siklu FCC carrier grade antenna, for \$ 10,764.31. The antenna is for placement at our Clay Street Transmitter site, due to recent failures we have encountered with our radio system.

I will be available at the meeting on February 4, 2019, to answer any questions.

Sincerely,

Lisa Moffitt,  
Director of Communications

BILL NO. \_\_\_\_\_ INTRODUCED BY COUNCILMAN \_\_\_\_\_

ORDINANCE NO. \_\_\_\_\_

AN ORDINANCE ACCEPTING THE PURCHASE OF A SIKLU ETHER HAUL-2500 FX FULL LINK KIT & ACCESSORIES FROM BALTIC NETWORKS USA AND AMEND THE 2019 BUDGET BY THE CITY OF WASHINGTON, MISSOURI

Be It Ordained by the Council of the City of Washington, Missouri, as follows:

SECTION 1: The City of Washington, Missouri, is hereby authorized to execute all necessary purchase orders and contracts with Baltic Networks USA in an amount totaling Ten Thousand, Seven Hundred Sixty-Four dollars and Thirty-One Cents (\$10,764.31) for the purchase of a Siklu Ether Haul-2500 FX Full Link Kit and Accessories. A copy of said sales invoice is attached hereto and marked as "Exhibit A".

SECTION 2: Vendor shall meet all specifications as indicated.

SECTION 3: All ordinances or parts of ordinances in conflict herewith are hereby repealed.

SECTION 4: This ordinance shall take effect and be in full force from and after its passage and approval.

SECTION 5: Amend the 2019 budget for the purchase in the amount of \$10,764.31 Machinery & Equipment 260-13-000-242200 Project 17019-1

PASSED: \_\_\_\_\_

ATTEST: \_\_\_\_\_  
City Clerk President of City Council

APPROVED: \_\_\_\_\_

ATTEST: \_\_\_\_\_  
City Clerk Mayor Washington, Missouri

ESTIMATE / PRO-FORMA INVOICE

"EXHIBIT A"



Quote #: Q10.15114  
Date: Jan 25, 2019  
Valid Through: Feb 23, 2019

2200 Ogden Ave, Suite 240  
Lisle, IL 60532 USA  
Tel. +1.630.929.3610  
TIN/EIN # 20-3609029  
HS/HTS: 8517.62.0090\*  
ECCN: EAR99\*

**Billing Address**

Mary Sprung  
City of Washington  
405 Jefferson St.  
Washington, MO , Missouri, 63090  
United States  
T: 636-390-1000

**Shipping Address**

Mary Sprung  
City of Washington  
405 Jefferson St.  
Washington, MO , Missouri, 63090  
United States  
T: 636-390-1000

Shipping Method:Expedited Ground Shipping

Product	SKU	Comment	Price	Qty	Subtotal
Siklu EtherHaul-2500FX 1 to 2 Gigabit Full Duplex 71-76GHz / 81-86GHz E-Band Full-Link Kit (1FT Antennas) Siklu AC PoE 60W 100-240VAC Power Injector (US version) Siklu EtherHaul Mounting Kit for 1FT Antenna Siklu EtherHaul 1FT Antenna (FCC/ETSI) Siklu EtherHaul-2500FX 1 to 2 Gbps 71-76GHz / 81-86GHz E-Band Low-Band Radio Siklu EtherHaul-2500FX 1 to 2 Gbps 71-76GHz / 81-86GHz E-Band Hi-Band Radio Serial Numbers Required	EH-2500FX- KIT-1FT		\$6,900.00	1	\$6,900.00

Product	SKU	Comment	Price	Qty	Subtotal
Siklu Extended Warranty for EtherHaul 2500F/FX w/ Advanced Replacement - 5 Years	SR-AR-5Y-F25		\$1,542.39	2	\$3,084.78
Siklu License Key for L2 Features	EH-OPT-L2		\$254.55	2	\$509.10
Siklu FCC Link Registration (includes 2 attempts)	SR-FCC-REG		\$223.75	1	\$223.75
Order Subtotal					\$10,717.63
Tax					\$0.00
Shipping					\$46.68
<b>Grand Total</b>					<b>\$10,764.31</b>

**3Da**



## REQUEST FOR QUALIFICATIONS FOR WORKFORCE HOUSING OPPORTUNITY

The City of Washington, MO invites qualified design/construction teams (Development Team) to submit Statements of Qualification interested in a workforce housing opportunity. The workforce housing site is land owned by the City of Washington and will be made available for the project. The Request for Qualifications (RFQ) process and structure is designed to encourage the assembly of design and construction teams for the production of cost efficient workforce housing which could be replicated on additional sites with minimal incentives and minor adjustments.

### 1. OVERVIEW

The City of Washington hereby request qualifications from qualified and experienced housing developers interested in developing workforce housing on a City-owned property.

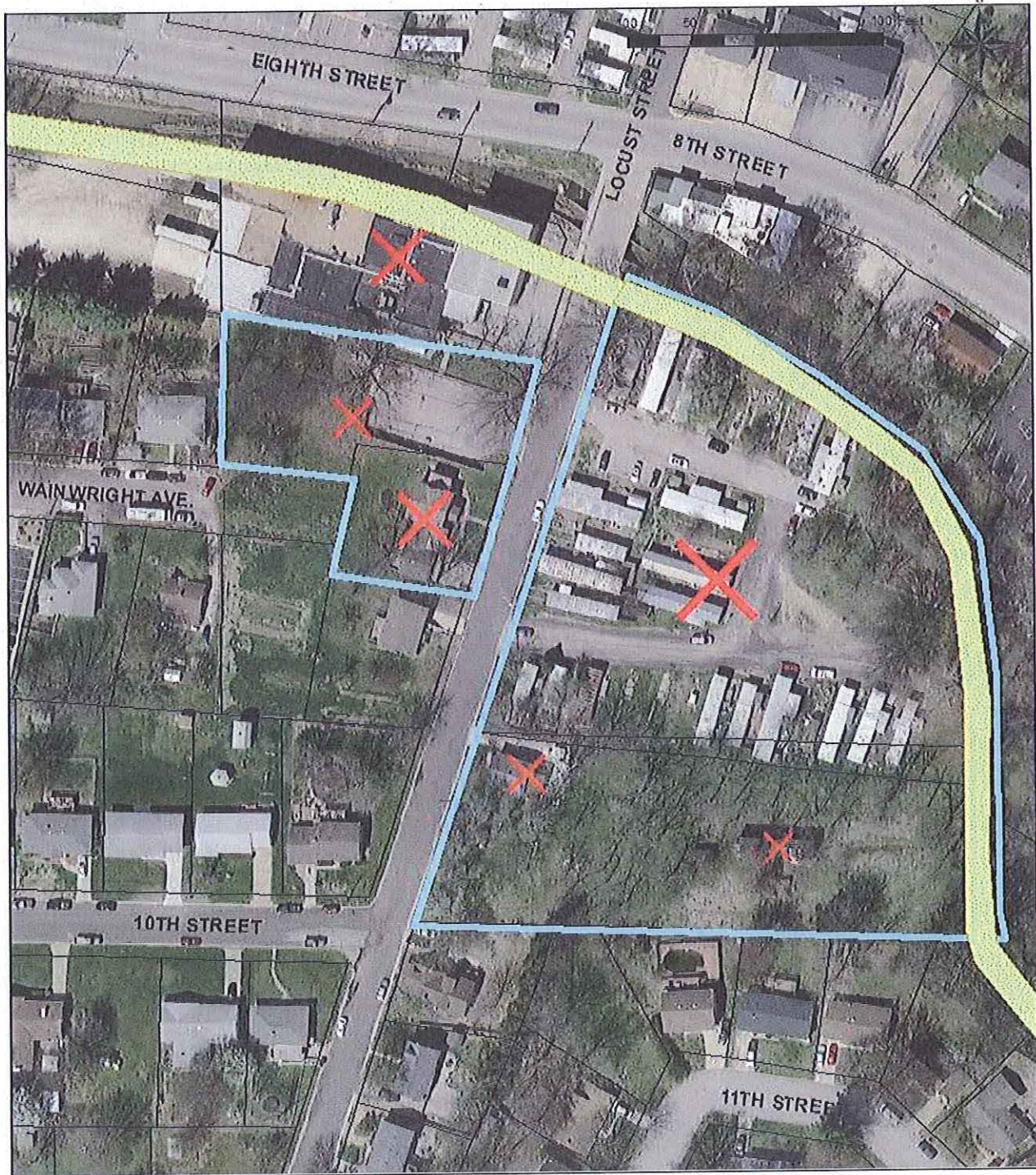
The City is seeking a Development Team that will provide a high quality affordable workforce housing neighborhood, demonstrate an understanding of the Washington community, its workforce housing needs, and the unique attributes and opportunities of Washington. The Development Team should provide evidence of a successful experience developing and managing a residential development and a commitment to the goals and objectives of the project.




### 2. PROJECT LOCATION

The workforce housing opportunity consists of two parcels on either side of Locust Street. The eastern parcel is approximately 3.1 acres located at the southeastern corner of Locust and 8<sup>th</sup> Street. The western parcel is approximately 0.82 acres across Locust Street accessing Wainwright and Locust Streets. Both properties are zoned R-1B Single Family Residential and are located just south of Downtown Washington. It is the City's intent to coordinate the location of infrastructure improvements serving the site with the Development Team including but not limited to Wainwright Street extension and sewer/water line improvements.

Single Family Residential borders the properties to the south, east, and west with a mix of commercial and multifamily development to the north. The Busch Creek Greenway is a planned pedestrian and cyclist pathway that will traverse the eastern property along the southern edge of Busch Creek. The City will retain ownership of the 30 ft. corridor but the Development Team is encouraged to utilize the greenway in its proposal.

# Locust Street Redevelopment Project



-  Structures have been demolished and property cleared
-  Proposed Busch Creek Greenway
-  Subject Properties

### 3. VISION FOR NEIGHBORHOOD

The City of Washington is interested in creating a public-private partnership with a Development Team for the successful design, construction, and creation of an owner-occupied neighborhood. It is the City's vision to provide owner-occupied units emphasizing density and a mixture of unit sizes, building layouts, and number of bedrooms. While the RFQ does not seek specific design proposals, the following guidance is provided to assist Development Teams in understanding the City's vision:

- a. Affordable housing is defined as families paying less than 30% of their gross income for housing (principal, interest, taxes, insurance, and utilities).
- b. 75% of the housing units shall have a maximum sales price of \$180,000 or less and the remaining 25% shall be at or below \$250,000.
- c. Favor a dense neighborhood utilizing creativity to achieve place-making.
- d. Will allow a mixture of housing units with various size, exterior design, layout, and bedroom configuration.
- e. Utilization of energy efficiency programs, materials, equipment, and fixtures within the housing units is encouraged.
- f. Configuration of the lot(s)/development design is open within the parameters of the property.

The City is open to supporting a rezoning to accommodate the proposal as the current zoning only allows traditional single family residential units.

### 4. SUBMITTAL REQUIREMENTS

- a. Cover Letter
- b. Project Approach – A brief narrative that discusses the proposed approach to design and construction for the project
- c. Proposed design – include basic site plan, number of proposed units, and proposed infrastructure expansion
- d. Examples of previous work

### 5. SUBMITTAL INSTRUCTION

- a. Please submit one electronic PDF copy of your submittal, which should contain the information listed in the Submittal Requirements.
- b. Send your Submittal to Sal Maniaci , Community and Economic Development Director, [smaniaci@washmo.gov](mailto:smaniaci@washmo.gov) no later than \_\_\_\_\_, 2019
- c. Submittals should be flagged with an email red receipt and/or followed up with a phone call to Sal Maniaci 636-390-1004 to verify receipt of email submittals.

**6. EVALUATION OF STATEMENTS OF QUALIFICATIONS**

Statements of Qualifications received by \_\_\_\_\_, 2019 will be evaluated by the 353 Washington Development Corporation and City Staff. Qualified responses may be narrowed down to finalists that could be invited to participate in interviews with the Corporation. Projects awards are anticipated by July 2019



**COMMUNITY AND ECONOMIC DEVELOPMENT DIRECTOR AGREEMENT**

This Agreement made and entered into this \_\_\_\_ day of January, 2019 (the "Effective Date") by and between the **City of Washington, Missouri**, a third class city and municipal corporation of the State of Missouri (hereinafter the "City") and the **Washington Chamber of Commerce, a/k/a Washington Area Chamber of Commerce**, a Missouri benevolent corporation (hereinafter the "Chamber").

WHEREAS, Section 70.220 RSMo. authorizes political subdivisions to contract and cooperate with any private person, firm, association for the planning, development, construction, acquisition or operation of a public improvement or facility, or for a common service provided, that the subject and purposes of any such contract shall be within the scope of the powers of such political subdivision; and

WHEREAS, both the City and the Chamber both have the goal of promoting economic development within the City of Washington, Missouri; and

WHEREAS, the City employs a Community and Economic Development Director ("Director") whose duties include, but are not limited to, promoting economic development within the City of Washington, Missouri; and

WHEREAS, the City and the Chamber have agreed to share in the cost of salary and benefits for the Directors.

NOW, THEREFORE, in consideration of the mutual covenants and agreements herein contained the parties hereto do agree as follows:

**Article One – Term**

The term of this Agreement shall be for a period of three (3) years commencing on the 1<sup>st</sup> day of February, 2019 and shall terminate on the 31<sup>st</sup> day of January, 2022.

**Article Two – Services to be Provided**

1. Chamber. The Chamber shall pay thirty percent (30%) of the base salary of the Director as determined by the City from time to time. The Chamber shall make monthly payments to the City on or before the 1<sup>st</sup> day of each month following the Effective Date.

2. City. Throughout the term of this Agreement, the City shall, at a minimum of once per year, conduct an evaluation of the Director's job performance. The performance evaluation shall be conducted by a panel consisting of the Mayor, City Administrator, President of the Washington Missouri Redevelopment Corporation, the President of the Chamber, and the Chairman of the Chamber Board of Directors.

**Article Three – Reports and Supervision**

The City shall submit reports to the Chamber as deemed necessary which describes the work performed by the Director. The report shall include, but not be limited to, such additional information as the Chamber may require.

Notwithstanding the foregoing, at all times during the term of this Agreement the Director shall be subject to the general superintending control of the City Administrator of the City.

**Article Four – Termination for Breach**

If either party shall fail to keep any of the agreements herein by him to be kept or to make any payments herein provided for, the other party may, by giving the party in default written notice, cancel and terminate this agreement as and from the expiration of thirty (30) days from the receipt of said notice unless the failure of violation is corrected within said thirty (30) day period.

**Article Five – Miscellaneous**

(1) This agreement and all rights of the parties thereunder shall be governed by the laws of the State of Missouri.

(2) All notices required or permitted hereunder and required to be in writing may be given by first class mail addressed as follows:

If to the City:  
City Administrator  
City of Washington  
405 Jefferson Street  
Washington, Missouri 63090

If to the Chamber:  
Washington Chamber of Commerce  
c/o President/CEO  
323 W. Main Street  
Washington, Missouri 63090

(3) This Agreement may not be modified in whole or in part except by an instrument in writing signed by the parties hereto.

(4) This Agreement shall be binding upon the parties hereto, their heirs, personal and legal representatives, successors and assigns.

In Witness Whereof, the parties hereto have affixed their hand and seal the day and year first above written.

**CITY OF WASHINGTON,  
MISSOURI**

**WASHINGTON CHAMBER OF  
COMMERCE**

By: \_\_\_\_\_  
Sandy Lucy, Mayor

By: \_\_\_\_\_  
President

Seal:

Seal:

Attest:

Attest:

\_\_\_\_\_  
Mary Trentmann, City Clerk

\_\_\_\_\_  
Secretary

## FAIRGROUNDS OPERATING AGREEMENT

This Agreement made and entered into this \_\_\_\_ day of \_\_\_\_\_, 20\_\_ by and between the **City of Washington, Missouri**, a third class city and municipal corporation of the State of Missouri (hereinafter the "City") and the **Washington Chamber of Commerce, a/k/a Washington Area Chamber of Commerce, d/b/a Washington Town & Country Fair**, a Missouri benevolent corporation (hereinafter the "Chamber").

WHEREAS, the City owns and operates public parks including, but not limited to, an area that is commonly referred to as the Washington Fairgrounds (the "Fairgrounds") as shown on Exhibit A attached hereto and incorporated herein by reference.

WHEREAS, the Chamber owns and operates the Washington Town & Country Fair (the "Fair") at the Fairgrounds; and

WHEREAS, the Chamber desires to contract with the City for the continued use of the Fairgrounds and the City desires to contract with the Chamber.

NOW, THEREFORE, in consideration of the mutual covenants and agreements herein contained the parties hereto do agree as follows:

### Article One – Term

The term of this Agreement shall be for a period of three (3) years commencing on the 7<sup>th</sup> day of July, 2019 and shall terminate on the 31<sup>st</sup> day of August, 2022.

### Article Two – Services to be Provided

1. **Electric Service.** Chamber shall pay for electric service for all meters listed on Exhibit B for use from July 1 to August 31 of each year this Agreement is in effect.
2. **Rental Fee.** The Chamber shall have exclusive access to the Fairgrounds from July 1 through August 31 of each year during the term specified in Article 1 hereof in return for the payment of an annual rental fee of Twenty Thousand and 00/100 Dollars (\$20,000.00), which shall be payable on or before October 1 of each year this Agreement is in effect. Also, as additional rent hereunder, the Chamber shall pay the City Ten percent (10%) of the net profit the Chamber earns from the Fair each year this Agreement is in effect in excess of Two Hundred Thousand and 00/100 Dollars (\$200,000.00). The additional rent shall be paid by the Chamber to the City on or before January 15 of the following year.

3. Police Services. Any law enforcement services required by the Chamber to be provided at the Fair shall be billed by the City to the Chamber. The invoice shall be due and payable within thirty (30) days after the date of the invoice.
4. Support Services. The City shall provide such support equipment as the Chamber may request and as the City may reasonably have available upon such terms as the parties may mutually agree.
5. Condition of the Fairgrounds. On or before August 31 or each year that this Agreement is in effect the Chamber shall restore the Fairgrounds to the condition it was in prior to that year's Fair as nearly as is reasonably possible.

### **Article Three – Insurance**

During the term of this Agreement the Chamber shall maintain insurance providing the following coverages naming the City as an additional insured with endorsement:

- (1) Worker's Compensation – as required by law.
- (2) Commercial Comprehensive General Liability – with a limit of not less than \$3,000,000.00 for all claims arising out of a single act or occurrence and not less than \$1,000,000.00 for any one person in a single accident or occurrence.
- (3) Comprehensive Automobile Liability – including owned, non-owned and hired cars, with a limit of not less than \$3,000,000.00 for all claims arising out of a single act or occurrence and not less than \$1,000,000.00 for any one person in a single accident or occurrence.

Each policy shall provide for a waiver of subrogation and contain a severability of interest provision.

The Chamber shall furnish the City with a Certificate of Insurance evidencing that such insurance is in force with companies acceptable to the City and will continue in force during the term of this Agreement. Each Certificate of Insurance shall contain a clause to the effect that the policy shall not be subject to cancellation or reduction of amounts of coverage without thirty (30) days prior written notice to the City. Any attempt by the Chamber to cancel or modify such insurance coverage, or any failure by the Chamber to maintain such coverage, will be a default hereunder and, upon such default, the City will have the right to terminate this Agreement and/or exercise any of its rights at law or at equity.

### **Article Five – Indemnification**

The Chamber shall save and hold the City harmless from and against all liability, damage, loss, claims, demands and actions of any nature whatsoever which arise out of or are connected with, or are claimed to arise out of or be connected with, the services performed by the Chamber, or its agents, servants, subcontractors or employees, pursuant to this Agreement including without limiting the generality of the foregoing, all liability,

damages, loss, claims, demands and actions on account of personal injury, death or property loss to the City, its employees, agents, subcontractors or frequenters, the Chamber, its employees, agents, subcontractors or frequenters, or to any other persons, whether based upon, or claimed to be based upon, statutory (including, without limiting the generality of the foregoing, workmen's compensation), contractual, tort, or other liability of the Chamber caused or claimed to have been caused by active or inactive negligence or other breach of duty by the Chamber, its employees, agents, subcontractors or frequenters. Without limiting the generality of the foregoing, the liability, damage, loss, claims, demands and actions indemnified against shall include all liability, damage, loss, claims, demands and actions for trademark, copyright or patent infringement, for unfair competition or infringement of any other so-called "intangible" property right, for defamation, false arrest, malicious prosecution or any other infringement of personal or property rights of any kind whatever.

The Chamber shall at its own expense investigate all such claims and demands as set forth above, attend to their settlement or other disposition, defend all action based thereon and pay all charges of attorneys and all other costs and expenses of any kind arising from any such liability, damage, loss, claims, demands and actions.

#### **Article Six – Termination for Breach**

If either party shall fail to keep any of the agreements herein by him to be kept or to make any payments herein provided for, the other party may, by giving the party in default written notice, cancel and terminate this agreement as and from the expiration of thirty (30) days from the receipt of said notice unless the failure of violation is corrected within said thirty (30) day period.

#### **Article Seven – Miscellaneous**

- (1) This agreement and all rights of the parties thereunder shall be governed by the laws of the State of Missouri.
- (2) All notices required or permitted hereunder and required to be in writing may be given by first class mail addressed as follows:

If to the City:  
City Administrator  
City of Washington  
405 Jefferson Street  
Washington, Missouri 63090

With a copy to:  
Mark C. Piontek  
Lewis Rice LLC  
1200 Jefferson Street  
P.O. Box 1040

Washington, Missouri 63090

If to the Chamber:  
Washington Chamber of Commerce  
c/o President/CEO  
323 W. Main Street  
Washington, Missouri 63090

(3) This Agreement shall not be assigned or transferred by the Chamber.

(4) This Agreement may not be modified in whole or in part except by an instrument in writing signed by the parties hereto.

(5) This Agreement shall be binding upon the parties hereto, their heirs, personal and legal representatives, successors and assigns.

In Witness Whereof, the parties hereto have affixed their hand and seal the day and year first above written.

**CITY OF WASHINGTON,  
MISSOURI**

**WASHINGTON CHAMBER OF  
COMMERCE**

By: \_\_\_\_\_  
Sandy Lucy, Mayor

By: \_\_\_\_\_  
President

Seal:

Seal:

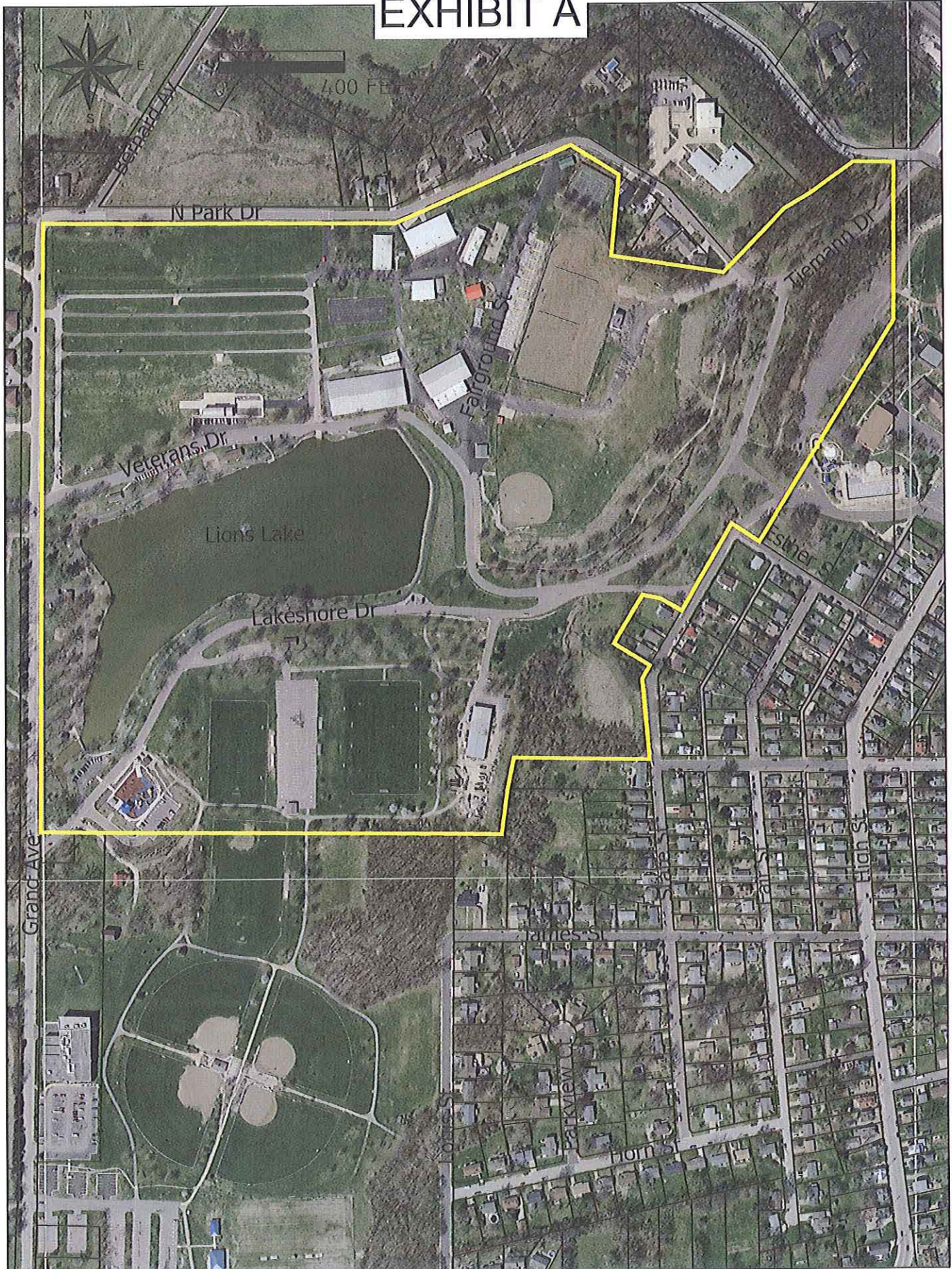
Attest:

Attest:

\_\_\_\_\_  
Mary Trentmann, City Clerk

\_\_\_\_\_  
Secretary

# EXHIBIT A





### AmerenUE Meters at Fairgrounds

Meters that the Chamber pays for during the year.

<u>Meter #</u>	<u>Location</u>
38707422	Asphalt Pad by North Gate
22503224	On North Park outside of fairgrounds fence - services the Midway
95343808	On North Park outside of fairgrounds fence across from Squeaky Marquart's house - services street light/Midway
95371353	On LeMenagerie in trees - services lights for Otto Field
99996068	Ronsick Field Parking Lot - services fair camping
94058248	Old Fire Training Center

Meters that the City bills the Chamber for use during the Fair.

<u>Meter #</u>	<u>Location</u>
Was 16791521 Replaced to 18331545	1261 Veterans Drive - services the Main Stage Building
99608625	Home Ec - Rear of Building
15153510	Home Ec - Rear of Building
57813108	Home Ec Building
38411967	Administration Building
94261147	Administration Building
15350008/95383744	YMCA parking lot (Lakeview Parking Lot)
18331490/99608569	Fair Pavilion
17532495	Behind Tennis Courts
94260781/95416308	Fountain/Main Stage Pavilion
97093217	All Abilities Restroom
53106691	Ronsick Concession
24805812	Ronsick Lights
99608418	Behind Cattle Barn
16791451/95406609	Swine Pavilion
58336923	Tennis Court Restrooms
96522938	Borgia Stand
7935750	Lakeview
18454349	Barklage
6873680	West Main Stage
5585186	West Main Stage 2