

Winnetka Village Council
REGULAR MEETING
Village Hall
510 Green Bay Road
December 4, 2012
7:30 p.m.

Emails regarding any agenda item are welcomed. Please email contactcouncil@winnetka.org, and your email will be relayed to the Council members. Emails for the Tuesday Council meeting must be received by Monday at 4 p.m. Any email may be subject to disclosure under the Freedom of Information Act.

AGENDA

- 1) Call to Order
- 2) Pledge of Allegiance
- 3) Quorum
 - a) December 11, 2012 Study Session
 - b) December 18, 2012 Regular Meeting
 - c) January 8, 2012 Rescheduled Regular Meeting and Study Session
- 4) Approval of Agenda
- 5) Consent Agenda
 - a) Village Council Minutes
 - i) November 13, 2012 Study Session..... 3
 - ii) November 20, 2012 Regular Meeting 7
 - b) Warrant Lists 1775 and 1776.....12
 - c) Village Council Meeting Schedule for 201313
 - d) Multi-Purpose Refuse Scooter Vehicle Purchase14
 - e) Switchgear Bids26
 - f) Change Orders for Transformers (Wesco).....29
 - g) Resolution R-34-2012: Trade-in of Surplus Police Department Vehicles - Adoption30
 - h) Ordinance MC-9-2012: Passage and Publication of Ordinances – Adoption34
- 6) Stormwater Report (No report – Stormwater will be discussed at the 12/11 Study Session)
- 7) Ordinances and Resolutions
 - a) Ordinance M-18-2012: 2012 Property Tax Levy – Adoption40
 - b) Ordinance M-19-2012: 2012 Property Tax Abatement – Adoption.....72
 - c) Ordinance M-20-2012: SSA No. 3 Property Tax Levy – Adoption74
 - d) Ordinance M-21-2012: SSA No. 4 Property Tax Levy – Adoption78

- e) Ordinance M-22-2012: SSA No. 5 Property Tax Levy – Adoption82
- f) Resolution R-35-2012: Public Safety Employee Pension Reform – Adoption86
- 8) Public Comment
- 9) Old Business
- 10) New Business
 - a) SCADA Bids, Water Plant.....89
 - b) New Financial Software.....95
- 11) Appointments
- 12) Reports
- 13) Executive Session
- 14) Adjournment

NOTICE

All agenda materials are available at villageofwinnetka.org (*Council > Current Agenda*); the Reference Desk at the Winnetka Library; or in the Manager’s Office at Village Hall (2nd floor).

Broadcasts of the Village Council meetings are televised on Channel 10 and AT&T Uverse Channel 99 every night at 7 PM. Webcasts of the meeting may also be viewed on the Internet via a link on the Village’s web site: villageofwinnetka.org

The Village of Winnetka, in compliance with the Americans with Disabilities Act, requests that all persons with disabilities who require certain accommodations to allow them to observe and/or participate in this meeting or have questions about the accessibility of the meeting or facilities, contact the Village ADA Coordinator – Megan Pierce, at 510 Green Bay Road, Winnetka, Illinois 60093, 847.716.3543; T.D.D. 847.501.6041.

MINUTES

WINNETKA VILLAGE COUNCIL STUDY SESSION November 13, 2012

(Approved: xx)

A record of a legally convened meeting of the Council of the Village of Winnetka, which was held in Village Hall on Tuesday, November 13, 2012, at 7:30 p.m.

- 1) Call to Order. President Tucker called the meeting to order at 7:33 p.m. Present: Trustees Arthur Braun, Stuart McCrary, Jack Buck, Patrick Corrigan, Jennifer Spinney, and Richard Kates. Also present: Village Manager Robert Bahan, Village Attorney Katherine Janega, Public Works Director Steven Saunders, Finance Director Ed McKee, Assistant to the Village Manager Megan Pierce, and approximately 13 persons in the audience.
- 2) Tunnel Feasibility – Willow Road or Ash Street. Steve Saunders, Director of Public Works and Village Engineer, presented staff's evaluation of a possible Ash Street alternate route for the Tunnel Project and whether relocating most of the large-diameter storm sewer from Willow Road one block north to Ash Street would yield potential cost reductions. Assisted by Christopher B. Burke Engineering Ltd. (CBBEL) and Kenny Construction (Kenny), staff compared and contrasted the alternate routes, as well as alternate means and methods that might achieve cost efficiencies.

Mr. Saunders reported that the proposed Ash Street route would raise significant concerns about pedestrian safety, school traffic, and project staging and would make traffic routing and residential access more difficult. In addition, the Ash Street alternative, with an estimated cost of \$34,982,363, would be more expensive than the \$34,597,912 cost estimated for the Willow Road route.

Staff also evaluated the numerous connections north and south of Willow Road, including a proposed southwest connection to the Winnetka Avenue Underpass, just west of New Trier High School (NTHS), to reduce area flooding. No homes in this immediate area reported flooding in the July 2011 storm event, though a few homes around New Trier did experience overland flooding. This. Staff reported that the current cost estimate for this isolated connection is \$4.4 million at the 100-year event level of protection, but that the Village Council can design to a lower level of protection, which would be less expensive.

Trustee Kates stated his belief that the Village does not have any data related to the NTHS connection, which impacts the Winnetka Avenue Underpass and asked about the potential to intercept the water before it reaches the Underpass connection. He also asked if Staff could receive assurances about obtaining the necessary permits from regulatory agencies. Mr. Saunders confirmed that there are observations, but no survey data, regarding the Underpass. He added that Staff is seeking Council input about the level of desired protection, which is tied to cost estimates, and noted that the bid and specification process is a long one, and at this time there are no assurances.

Trustee Spinney suggested that the Council agree that Ash Street is not a viable option and that the Village pursue Willow Road. She also stated that the Village should protect all residential neighborhoods where there flooding was reported, including the vicinity around NTHS, and noted that there is water in the Underpass even when there is not a major storm.

In answer to a question from Trustee Braun, who also commented that not providing 100-year protection to everyone would be going back on the Council's word, Mr. Saunders stated that the construction methods were presented for cost considerations, but that the final determination on construction methods would be made as design moves forward. He added that the level of protection for the Underpass is a policy decision and that not all types of flooding are equally severe.

Trustee McCrary asked about the level of disruption that is anticipated on the potential Tunnel routes, and whether the sequencing of construction could be done with the least disruption to residents. Mr. Saunders remarked that the west portion of the route will be constructed using open cut methods, which is the most disruptive construction, regardless of the route chosen. Thomas Burke of CBBEL explained that in a best case scenario, each construction shaft would be open four to six months.

Trustee Buck inquired about conditions around NTHS and whether the school would help with funding the improvements. Mr. Saunders responded that the financing discussion will help to understand the funding, but that NTHS has not contributed any funds to-date.

Trustee Kates said there is a distinction between protecting homes and protecting New Trier, and he asserted that house flooding is not the major issue in the area. Mr. Saunders described the real time data and flood surveys that have been used to evaluate the incidents of concentrated and incidental structural flooding. Trustee Spinney agreed that more information is needed and that there should be an effort to work with NTHS.

President Tucker confirmed Council's consensus to pursue Willow Road rather than Ash Street.

The Council discussed the level of protection that has been communicated to residents and noted the need to set realistic expectations. Mr. Saunders noted that, even with 100-year level protection, there is still a 1% theoretical chance the area could experience flooding. Manager Bahan added that numerous factors that contribute to flooding might not be directly related to the Village's infrastructure. Trustee McCrary stated that the goal is to increase the capacity of the Village's storm sewer lines to reduce risk to residents.

The Village Council and Saunders then heard and responded to public comment and questions:

Steve Link, NTHS Maintenance Director, stated that flooding is an ongoing issue at the campus and emphasized the school's willingness to help the Village gather data related to its flooding.

Bob Footlik, 1548 Tower Road, noted surprise at a lack of discussion on traffic routing for the Tunnel project and the impact that the increased outflow to Lake Michigan might have on the Park District's beaches. Mr. Saunders explained that significant time has been spent with the agencies that oversee the resource usage and protected areas and that those agencies will eventually have the opportunity to approve the project as designed.

Ron White, 434 Berkeley Road, asked about the general differences in pipe for the various models of storm events, as well as how fast the flow is through the pipes. Mr. Saunders explained the pipe design.

The Village Council agreed Staff should pursue the Willow Road route for the Tunnel Project and also authorized Mr. Saunders to begin drafting an RFP for detailed design and engineering services. It is anticipated this item will be returned for Council's consideration in December.

- 3) Stormwater Funding Mechanisms. David Hyder, of Municipal and Financial Service Group (MFSG) delivered a presentation introducing the Village's Stormwater Utility Feasibility Study. The primary outcomes of the Feasibility Study were described as: (i) developing a long-term financial plan for stormwater management; (ii) planning for funding stormwater capital; (iii) meeting stormwater utility implementation requirements; and (iv) educating public stakeholders. The policy decision about funding mechanisms will also be influenced by the rate and fee analysis that will be part of the study. MFSG will look at availability of funds and at the tax or fee rates needed to support planned expenditures. Ultimately, the study will document the impacts on the Village's General Fund and supply the Village with materials it would need to proceed with implementation.

Mr. Hyder then described the funding options and financing methods available to the Village, including stormwater fees, which are becoming increasingly popular as a dependable revenue stream, that can also facilitate long-term planning and issuance of revenue bonds. Kevin McKenna, the Village's Financial Advisor from Speer Financial, also made a brief presentation, specifically about the options related to debt financing. He noted that as a home rule community, Winnetka is not subject to a debt limit and has easy access to the debt market, where interest rates are currently low. Capital projects of large magnitude, like stormwater infrastructure, can be funded with general obligation or revenue bonds. He discussed the key differences between the bond types.

Mr. Hyder illustrated the differences between payment via property taxes and a stormwater fee, reviewing a theoretical example based on a bond issuance to fund stormwater capital projects.

In the ensuing discussion, Trustee Kates commented on the need for communicating with residents and property owners regarding deductions and equity, Trustee Corrigan asked how equivalent residential units are established for multi-family or condo units, and Trustees Braun and Kates asked about potential credits and incentives for those that make efforts to reduce stormwater in the Village's system. are items of interest that need to be communicated to residents and property owners.

Mr. Hyder explained some of the policies that other municipalities use to incentivize mitigation efforts, and that, in a stormwater utility, the Village would be associating a fee with the amount of run-off a property is estimated to produce that then must be mitigated with storm sewer infrastructure. Staff also explained how the fee might be billed.

Trustee Corrigan asked about the overall project cost and whether the Village should consider using some reserves, or if it is preferable to use 100% bond financing. Mr. McKenna responded that the amount of debt the Village is considering would not be a

concern and that bond issuance fees are a one-time cost of about 1.5%. Trustee Braun asked whether the bonds should be offered to Winnetka residents first. McKenna noted that, although it can be done, it is not easy and can be expensive, and there tends to be very little interest due to the low interest rates.

Responding to a question from Trustee Kates asked about whether varied classes of surfaces could be established, Mr. Hyder described some of the policy issues that must be addressed and added that it is typical to only have pervious and impervious.

President Tucker emphasized the importance of communicating the project timeline to residents and suggested a postcard to notify them of upcoming meetings, as this is a key time for stakeholder input. She also noted the need to complete the Village's discussion about the property tax levy and make the cost options transparent to the public.

- 4) Adjournment. Trustee Buck, seconded by Trustee Kates, moved to adjourn the meeting. By voice vote, the motion carried. The meeting adjourned at 10:08 p.m.

Recording Secretary

**MINUTES
WINNETKA VILLAGE COUNCIL
REGULAR MEETING
November 20, 2012**

(Approved: xx)

A record of a legally convened meeting of the Council of the Village of Winnetka, which was held in Village Hall on Tuesday, November 20, 2012, at 7:30 p.m.

- 1) Call to Order. President Tucker called the meeting to order at 7:35 p.m. Present: Trustees Arthur Braun, Jack Buck, Patrick Corrigan, Richard Kates, Stuart McCrary and Jennifer Spinney. Absent: None. Also present: Village Manager Robert Bahan, Village Attorney Katherine Janega, Finance Director Ed McKee, Director of Public Works Steve Saunders and 4 persons in the audience.
- 2) Pledge of Allegiance. President Tucker led the group in the Pledge of Allegiance.
- 3) Quorum.
 - a) December 4, 2012 Regular Meeting. All of the Council members present indicated that they expected to attend.
 - b) December 11, 2012 Study Session. All of the Council members present indicated that they expected to attend.
 - c) December 18, 2012 Regular Meeting. All of the Council members present indicated that they expected to attend.
- 4) Approval of the Agenda. Trustee Braun, seconded by Trustee Spinney, moved to approve the Agenda. By roll call vote the motion carried. Ayes: Trustees Braun, Buck, Corrigan, Kates, McCrary and Spinney. Nays: None. Absent: None.
- 5) Consent Agenda
 - a) Village Council Minutes.
 - i) October 16, 2012 Regular Meeting.
 - ii) November 8, 2012 Rescheduled Regular Meeting.
 - b) Warrant Lists Nos. 1773 and 1774. Approving Warrant List No. 1773 in the amount of \$1,740,063.14, and Warrant List No. 1774 in the amount of \$746,519.01.

Trustee Braun, seconded by Trustee Spinney, moved to approve the foregoing items on the Consent Agenda by omnibus vote. By roll call vote, the motion carried. Ayes: Trustees Braun, Buck, Corrigan, Kates, McCrary and Spinney. Nays: None. Absent: None.

- 6) Stormwater Monthly Summary Report. Mr. Saunders reported that Staff is working on a draft of a Request for Proposals (RFP) for the proposed tunnel project, which will then be brought to the Council for review. He added that Staff hopes to bring recommendations for the six remaining study areas to the December 11 Study Session.

The Council asked questions about the regulation of the proposed Willow Road outfall, the timeframe for completing several smaller projects, and how the neighborhood meetings will be scheduled.

Mr. Saunders explained that the Illinois Environmental Protection Agency regulates the outfall; the neighborhood meetings will likely be held in informal settings; and that once the Council provides necessary policy direction, information about possible funding options will be disseminated to the public so that an informed discussion can take place. He noted that public feedback is typically sought after the Council has narrowed the options somewhat.

The issue of treating residents fairly if a stormwater utility is adopted was brought up and Mr. Saunders assured the Council that the issue would be addressed in the Village's stormwater utility feasibility study. Attorney Janega explained that a stormwater utility provides the flexibility to structure rates that reflect the different characteristics of the land.

There was a brief discussion about the feasibility of using a Special Service Area (SSA) for stormwater improvements. Attorney Janega explained the SSA process and noted that a shortcoming of SSAs for projects like this is that residents can petition to negate it.

7) Ordinances and Resolutions.

- a) Ordinance M-18-2012: 2012 Property Tax Levy -- Introduction. Mr. McKee reviewed the process for setting the proposed property tax increase for 2012. He noted the chart in his agenda report that compares the 2011 tax rates to 1997 rates and shows that the Village's tax increases in this time period were approximately half the rate of other taxing bodies in the Village.

Mr. McKee then explained that Ordinance M-19-2012 abates the amount of the tax levy that is set aside to pay down the 2003 General Obligation bonds for the Public Safety Building, as sales tax revenues are sufficient to meet the 2012 debt service. He said the other three tax levy ordinances are assessed to particular parts of the Village to pay for improvements the Village made for those specific areas.

Answering a question raised in previous discussions, Mr. McKee stated that lowering the assumed rate of investment return by ¼%, would cost approximately \$148,000, which translates into an extra \$29 in the Village's portion of a \$20,000 property tax bill. He further stated that the end result of such a decrease in the assumed rate of return could possibly shave one or two years off a 22-year funding schedule.

Mr. McKee explained that actuaries make long-term calculations to estimate when the pension debt would be paid off. He noted that although paying off the obligation sooner would be a bonus, there are competing interests for the Village's tax dollars, such as stormwater improvements. He noted that the Village contributes much more than the State required minimum, and added that he believes the assumptions by the Village's actuaries and pension boards are sound.

Answering a question about how the new development portion of the tax levy works, Mr. McKee explained that the tax levy asks for a specific total dollar amount, that assumptions are made about how much of that amount would be paid by new development, and that, if there is less than the projected 1.5% of new development, the balance would be picked up by existing taxpayers.

Trustee Kates asked if the actuaries could run different scenarios, and Mr. McKee responded that that could not be done before this year's tax levy deadline, but that he could collect the extra data for the next budget cycle. He explained that the changeover

from a fiscal to a calendar year would be accomplished in 2013, so that the levy year and the budget year will be on the same calendar.

In further discussion about how the pension funding is calculated, Mr. McKee explained that a 22-year amortization period is used, and that the actuary projects that using that formula will enable the Village to fund the pensions when they are due. He added that he agrees with that assumption.

President Tucker pointed out that the actuary's report indicates the returns on investment are fairly close to the assumptions, and that the Village is doing a very good job funding the pensions.

Trustee Braun asked about increasing the tax levy in light of the upcoming stormwater improvements.

Mr. McKee explained that the Council can make that policy, but that Staff has suggested waiting until the cost estimates are firmer before going to the taxpayers. He noted that the current projects are all being paid from the general fund, and are included in the current budget.

Attorney Janega advised against levying based on possible future budget items, noting that the tax levy is based on the current budget, and that the next budget will affect next year's tax levy.

In response to a question from Trustee McCrary, Mr. McKee affirmed that the bonds for street resurfacing will be paid in full after next year's tax levy, which will free approximately \$100,000 for stormwater improvements.

Trustee Kates said he would be more comfortable reducing the pension rate of return assumption by ¼%, and Trustee Braun said he would not be opposed to doing so.

Trustee Buck said the point was valid, but he would like to wait until next year to discuss it. Trustee McCrary concurred, and observed that the actuary does not believe there will be early retirements that will cause a cash flow crisis.

Trustee Corrigan agreed with Trustees McCrary and Buck and added that pension reforms might also affect the situation. Trustee Spinney agreed with Trustee McCrary's comments and thanked Mr. McKee for his diligence.

Trustee Braun, seconded by Trustee Buck, moved to introduce Ordinance M-18-2012, setting the property tax levy for 2012. By voice vote, the motion carried.

b) Ordinance M-19-2012: 2012 Tax Abatement – Introduction.

There being no questions or comments, Trustee Braun, seconded by Trustee McCrary, moved to introduce Ordinance M-19-2012, abating property taxes for the 2003 general obligation bonds. By voice vote, the motion carried.

c) Ordinance M-20-2012: SSA No. 3 Tax Levy – Introduction.

There being no questions or comments, Trustee Kates, seconded by Trustee Spinney, moved to introduce Ordinance M-20-2012, levying property taxes for SSA No. 3. By voice vote, the motion carried.

d) Ordinance M-21-2012: SSA No. 4 Tax Levy – Introduction.

There being no questions or comments, Trustee Braun, seconded by Trustee Buck, moved to introduce Ordinance M-21-2012, levying property taxes for SSA No. 4. By voice vote, the motion carried.

e) Ordinance M-22-2012: SSA No. 5 Tax Levy – Introduction.

There being no questions or comments, Trustee Braun, seconded by Trustee Buck, moved to introduce Ordinance M-22-2012, levying property taxes for SSA No. 5. By voice vote, the motion carried.

f) Ordinance MC-9-2012: Publication and Passage of Ordinances – Introduction.

Attorney Janega said she had circulated the revised draft of the Subject Ordinance to the Council, received some comments in response and had modified the revisions accordingly. She reviewed the amended draft Ordinance and the proposed changes pertaining to publication and posting of ordinances and to the ordaining clause. She noted that substantive changes regarding waiver of introduction had been deleted as a result of the Council’s discussion at the November 8 Council Meeting.

Trustees Braun and Kates expressed appreciation for the opportunity to review the amendments before the meeting.

There being no further comments or questions, Trustee Braun, seconded by Trustee Spinney, moved to introduce Ordinance MC-9-2012, amending the Village Code as it pertains to the passage and publication of ordinances. By voice vote, the motion carried.

8) Public Comment and Questions. None.

9) Old Business. None.

10) New Business.

- a) Identity Theft Prevention Policy. Mr. McKee explained that the Village is considered a creditor under the Fair and Accurate Credit Transaction Act because it bills its water and electric customers after services are provided. He said there were no security problems in the past year and no change in the policy is recommended.

There were no comments or questions from the Council.

11) Appointments. None.

12) Reports

- a) Village President. President Tucker reported on discussions at the latest NWMC meeting, which included transportation and a discussion about congestion pricing on tollways. She added that the NWMC is looking for members to go to Springfield to urge pension reform.

b) Trustees.

- i) Trustee Braun reported on the last EFC meeting, and suggested the Commission be invited to report to the Council about their activities.
- ii) Trustee McCrary announced that the Schmidt-Burnham Log Cabin will be open on December 2 for special holiday tours.

- iii) Trustee Kates said he attended the last Fire Pension Board meeting and commented on investment returns.
 - c) Attorney. None.
 - d) Manager. Manager Bahan said the Chamber of Commerce asked for the holiday lights to be turned on before Thanksgiving, and that crews worked extra quickly in order to get them turned on by Wednesday evening. He announced that the holiday tree lighting will be on Friday, November 30, followed by holiday events in the Village over the course of the weekend.
- 13) Executive Session. None.
- 14) Adjournment. Trustee Braun, seconded by Trustee Spinney, moved to adjourn the meeting. By voice vote, the motion carried. The meeting adjourned at 9:00 p.m.

Recording Secretary

AGENDA REPORT

TO: Village Council
FROM: Robert M. Bahan, Village Manager
DATE: November 29, 2012
SUBJECT: **Warrant Lists Nos. 1775 and 1776**

Warrants Lists Nos. 1775 and 1776 are enclosed in each Council member's packet.

Recommendation: Consider approving Warrants Lists Nos. 1775 and 1776.

AGENDA REPORT

SUBJECT: Village Council Meeting Schedule for 2013

PREPARED BY: Mary Ivins, Legal Assistant

DATE: November 28, 2012

Section 2.04.020(A) of the Village Code provides that the Village Council “shall hold its regular meetings on the first and third Tuesday of each month at [7:30 p.m.], or as otherwise set forth in the annual meetings notice posted pursuant to the Illinois Open Meetings Act.” For sessions, the established practice is for the Council to meet for that purpose as a Committee of the Whole at 7:30 p.m. on the second Tuesday of each month.

The Open Meetings Act requires that the annual notice be posted at the beginning of the year. The proposed 2013 schedule of regular Village Council meetings and study sessions is listed below. Additional meetings are called as special meetings on an as-needed basis. Note that there are two exceptions to the regular meeting dates, due to the New Year Holiday and the April Consolidated Election.

2013 Schedule of Regular Village Council Meetings:

January 8 (second Tuesday)*	July 2
January 15	July 16
February 5	August 6
February 19	August 20
March 5	September 3
March 19	September 17
April 4 (Thursday)**	October 1
April 16	October 15
May 7	November 5
May 21	November 19
June 4	December 3
June 18	December 17

* Rescheduled from January 1

** April 2 coincides with Consolidated Election and last day of Passover

2013 Schedule of Regular Village Council Study Sessions

January 8	July 9
February 12	August 13
March 12	September 10
April 9	October 8
May 14	November 12
June 11	December 10

Recommendation: Consider approving the 2013 Village Council regular meeting schedule for publication.

Agenda Report

Subject: Multi-Purpose Refuse Scooter Vehicle Purchase

Prepared By: Stephen Auth, Assistant Director of Public Works

Date: November 21, 2012

The Village has allocated \$25,000 in the Fiscal Year 2012-13 Budget for purchase of a multi-purpose refuse scooter vehicle. This vehicle is a highly versatile on- and off-road vehicle used to access narrow streets and long driveways for rear yard refuse collection. On August 8, 2012 sealed bids were received based on a detailed specification package (Attachment #1). The following bids were received:

Manufacturer	Model	Vendor	Cost	Notes
Cushman	Turf Truckster	Burriss Equipment	\$28,299	Meets Specifications
Cushman	Turf Truckster	Voss Equipment	\$32,440	Meets Specifications
Cushman	Turf Truckster	Burriss Equipment	\$27,654	Does not meet Specifications
John Deere	Pro Gator	J.W. Turf Inc.	No Bid	Does not meet Specifications

None of the bids successfully met both the specifications and the budgetary constraints. Significant cooperative development with manufacturers/vendors is needed to develop a highly functional unit that can work both independently and in tandem with a fleet of refuse trucks. Staff has had numerous follow-up conversations with Jacobson Inc. of Stone Mountain Ga., the manufacturer of the Cushman Turf Truckster, the only successful manufacturer to meet all specifications. These conversations revealed an opportunity to capture additional manufacturer-provided incentives – beyond standard municipal discounting – on the specified vehicle. This opportunity uses a Federal GSA (General Services Administration) contract as a procurement option (Attachment #2). This option is described below:

Manufacturer	Model	Vendor	Cost	GSA Contract #GS-07F-0013M
Cushman	Turf Truckster	EKA Government Sales	\$27,802	Meets Specifications

In this instance the manufacturer price as specified on the GSA contract offers the best opportunity to provide a unit meeting the operating specifications, at the lowest possible cost. The FY 2012-2013 budget contains \$37,500 in account 56-81-540-501 including \$25,000 designated for the procurement of a multi-purpose refuse scooter vehicle.

Recommendation:

Staff requests that the Council consider a motion to waive all previous bids and award a purchase order to EKA of Stone Mountain, GA, the designated manufacturer-provider as stipulated in the GSA contract # GS-07F-0013M, for the purchase of the specified Cushman Turf-Truckster multi-purpose unit for \$27,802.

Attachments:

1. Detailed Specifications
2. GSA Contract Pricing Sheet
3. Winnetka Detailed Quotation

Attachment #1
Detailed Specifications

VILLAGE OF WINNETKA
DETAILED SPECIFICATIONS

MULTI PURPOSE REUSE SCOOTER VEHICLE

INTENT: It is the intent of the Village of the Village of Winnetka to purchase one (1) multi purpose refuse scooter with a two cubic yard capacity poly dump body, for use in refuse collection. Any new model that meets these specifications may be bid however; each model year shall be submitted on a separate set of bid documents.

MINIMUM REQUIREMENT: These DETAILED SPECIFICATIONS shall be construed as MINIMUM. Should manufacturer's current published data or specifications exceed these, such standards shall be considered minimum and provided. All integral parts not specifically mentioned in the scope of these specifications that are necessary to provide a complete working unit shall be provided.

COMPLIANCE: Bidder to use word "Meets" or "Exceeds" and shall provide specific details under the column entitled "Bidder Proposed to Furnish" for each item in compliance.

DIRECTION: "Left" and "Right" directions for vehicles sides have been determined by viewing the vehicle from the rear.

Description Bidder Proposes to Furnish

1) **Acceptable Models:** Cushman Turf Truckster, Kubota RTV, John Deere Pro Gator, Club Car Carryall 272 or approved equal.

2) **Frame and Dump Body:** Frame shall be heavy duty, with a front, frame mounted tubular steel bumper, hydraulically operated dump system, and a 2 cubic yard/1000 pound minimum capacity refuse container with reinforced cutouts. The dump body system shall be rear controlled and mounted in such manner as to achieve a 12" rearward pivot point setback from the rear strike plate of the vehicle and a ground to pivot point height of a Minimum 40" to a Maximum 54" to allow unit to unit dumping from the scooter to a rear load refuse truck. Overall ground to top of mounted refuse box shall not exceed 60".

- Dump Container Capacity Cubic Yards _____
- Dump Container Weight Capacity _____
- Pivot Point Strike Plate Setback _____
- Pivot Point Height _____
- Ground to top of Refuse Box _____

- Rear Mounted Bolt on Protection plate Aluminum .25 Diamond Pattern preferred with Rubber Impact Strips _____

3) **Cab: Full ROP's cab including:**

- Front /rear window glass _____
- Heavy duty heater/defroster _____
- Seats with restraint _____
- Easily removable doors with sliding glass and key lock _____
- Sun visors _____
- Dual outside mirrors _____
- Horn _____
- Fuel gauge _____
- Hour meter _____
- Windshield wiper two speed _____
- Interior dome light _____
- Oil pressure gauge _____
- Back up Alarm _____
- AMP Warning _____
- Mounted highway warning kit _____

(Three emergency warning triangles in sturdy case securely mounted under seat or as approved)

4) **Engine:**

- Manufacture _____
- Model _____
- SAE gross horsepower _____
- Fuel type _____
- Fuel capacity _____

5) **Drive Train:**

Automatic Transmission _____
First gear rated speed _____
Second gear rated speed _____
Third gear rated speed _____
Fourth gear rated speed _____
Fifth gear rated speed _____
Reverse gear rated speed _____
Maximum road travel speed _____

6) **Axles / Suspension:**

Front load capacity _____
Rear load capacity _____
Payload capacity _____
Towing capacity _____
Brake service type _____
Front _____
Rear _____
Parking brake _____

Tires and wheels

Type of wheels _____
Tire front size and ply (Non Flotation) _____
Tire rear size and ply (Non Flotation) _____
Matching spares (Tire and Rim) provided front and rear if different _____
Turning radius 180 degree outside to outside (curb to curb) _____

7) **Electrical:**

Battery type and CCA _____
Alternator type and AMP _____

8) **Lighting- full lighting group including:**

Head lights _____

Tail lights _____

Brake lights _____

Turn signals with self cancelling _____

Hazard flashers _____

Work lights with strobe _____

- **Option 1 - Include Whelen 9MMEDGE-B Amber Strobe & (2) 9MTD2worklights**
Include supplemental cost below as Option 1 Add On.

9) **Manuals:** Two complete sets of manufacturers shop, service, parts, wiring diagrams, line-setting sheets. Manuals shall be provided upon receipt of vehicle. _____

10) **Warranty:** Manufacturer or vendor to furnish a full bumper-to-bumper warranty for a minimum period of 12 months from the date of delivery at no cost to the Village for material or labor. If manufacturer or vendors' standard warranties (engine, transmission, etc.) exceed these requirements, that warranty shall be provided and specifically noted in the specifications.

11) **Delivery:** Within 30 days of receipt of purchase order to:

Village of Winnetka Yards

1390 Willow Rd.

Winnetka IL 60093 _____

12) **Cost of unit as specified** \$ _____

Option 1 Add- On \$ _____

Total cost \$ _____

Attachment #2
GSA Contract Pricing Sheet



EKA, Inc.
 2166-A West Park Court • Stone Mountain, GA 30087
 770.498.9316 • 866.498.9316 • 770.498.9318 (fax)
www.EKASales.com



GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG AND/OR PRICE LIST
 Modification #PS-0017 Effective 10/5/11

SCHEDULE TITLE: 078-Sports, Promotional, Outdoor, Recreational, Trophies, and Signs (SPORTS);
 FSC Group 23, Wheel and Track Vehicles

CONTRACT NO: **GS-07F-0013M** **CONTRACT PERIOD:** 10/1/01-9/30/16

CONTRACTOR: EKA
 2166 W Park Ct. Ste A
 Stone Mountain, GA 30087 **BUSINESS SIZE:** Small

CONTACT: Toll Free: (866) 498-9316 Local: (770) 498-9316
 Toll Free Fax: (866) 498-9318; Local Fax: (770) 498-9318

WEBSITE: www.EKAsales.com

POINT OF CONTACT: Cindy Kister
 Email: Cindy@EKAsales.com;
 Toll Free Phone: (866) 498-9316, ext.24

1a. AWARD SPECIAL ITEMS: 251-1 Wheel and Track Vehicles

2. MAXIMUM ORDER LIMITATION*: \$300,000

*If the "best value" selection places your order over the Maximum Order, identified in this catalog/price list, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the Schedule contract in accordance with FAR 8.404.

3. MINIMUM ORDER: \$50.00

4. GEOGRAPHIC COVERAGE: 48 contiguous states and District of Columbia

5. POINTS OF PRODUCTION: USA

-
6. **BASIC DISCOUNT:** See GSA Net Price List
7. **QUANTITY DISCOUNT:** 1% on orders of 3 or more vehicles shipped to one address
8. **PROMPT PAYMENT TERMS:** .25% 10, Net 30 Days
9. **GOVERNMENT PURCHASE CARD ACCEPTED:** Up to the micro-purchase threshold amount.
10. **FOREIGN ITEMS:** None
- 11a. **TIME OF DELIVERY AFTER RECEIPT OF ORDER (ARO):** 30 Days ARO
Emergency: 48 hours contingent upon stock availability.
- 11b. **EXPEDITED:** Items available for expedited delivery are noted in this price list.
- 11c. **OVERNIGHT/2-DAY DELIVERY:** Agencies can contact contractor's representative
- 11d. **URGENT REQUIREMENTS:** Clause I-FSS-140-B of the contract applies. Agencies can contact contractor's representative to possibly effect a faster delivery.
12. **F.O.B. POINT:** Destination within CONUS (48 Contiguous U.S.);
F.O.B. Origin to Alaska, Hawaii and overseas P.O.E. locations.
13. **ORDERING ADDRESS:** EKA
2166 W Park Ct. Ste A
Stone Mountain, GA 30087
14. **PAYMENT ADDRESS:** EKA
2166 W Park Ct. Ste A
Stone Mountain, GA 30087
15. **WARRANTY PROVISION:** Manufacturer's Standard Commercial Warranty.
16. **N/A**
17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:**
Up to the micro-purchase threshold amount.
- 18-20: **N/A**
- 20a. Prices include set-up with the exception of sprayers
- 21-24: **N/A**
25. Duns No.: 07-594-9644 TIN: 58-132-8598
26. Central Contractor Registered (CCR) – Cage Code 2Y851
-

Attachment #3
Winnetka Detailed Quotation

EKA, Inc.

2166-A West Park Court • Stone Mountain, GA 30087
 866.498.9316 • 770.498.9316 • 770.498.9318 (fax)

www.EKASales.com



Customer Quote

EKA Quote #	Date	Quote valid until:
2987	11/8/2012	12/8/2012

Name / Address	
Village of Winnetka 1390 N. Willow Rd. Winnetka, IL Stephen Auth 847-716-3261 sauth@winnetka.com	
Solicitation number	DEALER REQUEST

Delivery Address

Contract Number	Payment Terms	F.O.B. terms	Dealer
GS-07F-0013M	NET 30 DAYS	DEST	BURRIS

Item / Description	Qty	Price Each	Total
#84068 CUSHMAN TURF TRUCKSTER, Gas, 3 Speed Automatic Transmission #53721 Cab, installed, black (includes ROPS (certified to SAE J1194), windshield with wiper & rear window #53603 Doors, steel, Jacobsen orange #53745 Heater / defroster #53735 Turn signals #53728 Light, dome (requires factory installed cab) #2703183 Alarm, back-up kit, variable pitch #894768 Mirrors, outside (left and right) #894778 Bumper, front BROYHILL DUMP BOX TO INCLUDE: I-2235-2.0-PCU 2 Yard Poly Refuse Box #87611723 Rear bumpers Pro-plate 28" x 11.5" x 1/4" protection plate & set up #EC6400A Mini strob NOTE THIS IS AN OPEN MARKET ITEM This unit meets the requirements set forth by the Village of Winnetka specifications	1	22,018.00	22,018.00
	1	5,784.00	5,784.00

DUNS: 07-594-9644; TIN: 58-1328598; Cage Code: 2Y851. We appreciate the opportunity to serve your government business needs.	Total	\$27,802.00
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AGENDA REPORT

SUBJECT: **Switchgear Bids**

PREPARED BY: Brian Keys, Director Water & Electric

REF: March 20, 2012 Council Meeting, p. 9

DATE: November 27, 2012

The Winnetka Park District is proceeding with construction activities in accordance with the Skokie Playfields Master Plan. The Water & Electric Department is working with the Park District staff to complete the requested utility relocations. At the October 25th Park District Board Meeting, the Board approved project estimates to underground the electric lines on the west side of Hibbard Road to accommodate the proposed bike path. Water & Electric staff is requesting approval to purchase two pieces of switchgear required for the project. Dr. Schwartz, Executive Director, for the Winnetka Park District has provided written confirmation that the Park District will be responsible for the material costs associated with the projects (Reference Exhibit A).

The Water & Electric Department requested bids (Bid #012-023) for the purchase of two pieces of 15kV pad mount air insulated switchgear. This particular type of switchgear is manufactured by S&C Electric in various configurations of switches and fuses. There are presently thirty-six units of this type of switchgear installed on the Village's electric distribution system. This equipment is required for the undergrounding of the overhead line along the Park District site to accommodate the proposed bike path.

The bid notice was published in the Pioneer Press and bid notices were sent to the original equipment manufacturer and electrical equipment distributors. The following companies submitted bids:

Company Name	Lump Sum Bid (2 Units)
S&C Electric Company	\$36,770.00
Universal Utility Supply Co.	\$36,940.00
HD Supply Utilities	\$41,320.00

The Village has previously purchased switchgear and equipment directly from the manufacturer located in Chicago. Based on the bid evaluation, staff recommends acceptance of S&C Electric's bid for the switchgear. Manufacturing lead time for this equipment is eight weeks. As such, the equipment will arrive in February 2013.

The Electric Fund budgets for the purchase of distribution switchgear under *Cable Devices*, account #50-47-640-256. There is \$101,000 in the FYE 2013 budget for cable devices. Of these funds, \$55,000 was specifically allocated and already expended for the purchase of switchgear. As previously noted, the Park District has provided confirmation that the Electric Fund will be reimbursed for the purchase of equipment.

Recommendation:

Consider authorizing the Village Manager to issue a purchase order to S&C Electric Company in the amount of \$36,770 for the purchase of two pieces of switchgear in accordance with Bid #12-023.

Attachment: Letter, Dr. Schwartz, Winnetka Park District (dated October 26, 2012)



October 26, 2012

Mr. Brian Keys
Director, Water and Electric Department
Village of Winnetka
510 Green Bay Road
Winnetka, IL 60093

Dear Mr. Keys:

At the October 25th, Park District Board Meeting, the Board approved moving forward with undergrounding the utility poles on the west side of Hibbard Road to accommodate the proposed bike path and walkway. Based on cost estimates provided by the Village's Water & Electric Department, the Board has approved the following projects:

- Temporary Pole Relocation and overtime costs for off hour installation \$ 11,857
- Hibbard Road Pole Relocation for directional boring work, cable, switchgear and other materials required for the project. \$262,745
- Pump Station Service Relocation from Admin Building to pump station \$ 20,000

Please proceed to order the required material with the understanding that the Park District will be responsible for reimbursing the Water & Electric Department.

With respect to improvements planned on the golf course, the Board also approved the utility work required to relocate the underground line serving the pump station as indicated above. Please proceed with ordering the required cable with the understanding that the Park District will be responsible for an amount not to exceed \$20,000.

Thank you for your continued assistance with the utility work. We appreciate the Village Staff interest in working with other units of local government to the benefit of the Village and Park District of Winnetka.

Sincerely,

Terry G. Schwartz

Dr. Terry G. Schwartz
Executive Director



540 Hibbard Road, Winnetka, IL 60093
www.winpark.org

(847) 501-2040
Fax: (847) 501-5779

AGENDA REPORT

SUBJECT: **Change Order for Transformers, Wesco**

PREPARED BY: Brian Keys, Director Water & Electric

REF: April 3, 2012 Council Meeting, pp. 27-34

DATE: November 27, 2012

The Water & Electric Department issued Bid Number 12-003 for the purchase and delivery of pad mount transformers through March 31, 2013. Vendors provided unit prices for each of the pad mount transformers required on the electric system. At the April 3rd Council Meeting, the Village Manager was authorized to award a purchase order to Wesco for initial FYE 2013 requirements of single and three phase transformers. Staff is estimating that additional single phase transformers will be required for service upgrades and also requests approval to replenish the inventory of a three phase transformer.

Staff is estimating that five (5) additional single phase 100kVA pad mount transformers will be required before additional units are ordered and received in the new fiscal year. The three phase transformer will replace a unit taken from stock in the current fiscal year. The manufacturing lead-time is 8-10 weeks. The requested change order amount is \$26,496. Staff is requesting authorization to proceed with an order for the following units:

<i>Single Phase:</i>	<i>Three Phase:</i>
<u>Quantity of (5): 100 kVA</u>	<u>Quantity of (1): 150 kVA</u>
Total Cost: \$17,865.00	Total Cost: \$8,631.00

The FY2012-13 Budget contains \$111,000 (account #50-47-640-212) for the purchase of transformers. The Village Council has previously approved a purchase order for \$48,462 of transformer purchases.

Recommendation:

Consider authorizing the Village Manager to award a change order to Wesco in the amount of \$26,496 for the purchase of five (5) single phase transformers and one (1) three phase transformer at the unit price bid, subject to the terms and conditions in Bid Number 12-003.

AGENDA REPORT

TO: Village Council
Rob Bahan, Village Manager

PREPARED BY: Patrick Kreis, Chief of Police

DATE: November 27, 2012

SUBJECT: **R-34-2012** – Trade-in of Surplus Police Department Vehicles

The current year's budget included funds and plans to replace three police vehicles. One of the vehicles slated for replacement is PD 403, an unmarked 2004 Taurus routinely used by investigators and other department personnel. A 2012 Dodge Avenger was selected as a suitable replacement for a cost of \$18,706.

Two surplus patrol vehicles, which had been stripped of equipment and replaced by new squads purchased earlier in the year, were traded-in against the purchase of the Avenger. The Department has traded in surplus vehicles for the last few years in order to secure higher values than has been offered in the Northwest Municipal Conference auctions. An oversight occurred during this purchase, in that the vehicles slated for traded-in were not first deemed surplus property by the Council as is required and normally done.

The vehicles traded-in were:

PD 440	2007 Dodge Charger	91,000 miles	Vin# 2B3LA43H27H845197
PD 444	2006 Dodge Charger	96,000 miles	Vin# 2B3KA43H56H503558

The vehicles' trade-in values were \$7,400 and \$6,300 respectively. Three comparison prices were secured on both the purchase price and the trade-in allowance. Fields Chrysler Dodge Jeep in Northfield provided the lowest net price of \$5,006 (with title fee).

Staff is requesting that PD 440 and PD 444 be deemed surplus property and that the Council ratify their disposal.

Future such requests will be submitted prior to disposal.

Recommendation:

Consider a motion to adopt Resolution R-34-2012, declaring vehicles PD 440 and PD 444 to be surplus property, and ratifying the application of their trade-in values to offset the purchase price of a new police vehicle.

**A RESOLUTION
RATIFYING THE DISPOSITION OF TWO SURPLUS VEHICLES
BY APPLYING THEIR TRADE-IN VALUES
AGAINST THE PURCHASE OF A NEW POLICE VEHICLE**

WHEREAS, the Village of Winnetka (“Village”) is a home rule municipality in accordance with Article VII, Section 6 of the Constitution of the State of Illinois of 1970 and, pursuant thereto, has the authority, except as limited by said Section 6 of Article VII, to exercise any power and perform any function pertaining to the government and affairs of the Village; and

WHEREAS, the 2012-13 Annual Budget of the Village of Winnetka (“Budget”) included funds and plans to replace three police vehicles, including Vehicle No. PD 403, which is a 2004 Ford Taurus that is unmarked and has routinely been used by investigators and other personnel of the Police Department; and

WHEREAS, the Police Department identified a 2012 Dodge Avenger (“New Vehicle”) as a suitable replacement for Vehicle PD 403 and, pursuant to the Village’s competitive purchasing procedures, obtained a price quote of \$18,706, less vehicle trade-ins; and

WHEREAS, the following vehicles (“Retired Vehicles”) were retired from service in the Police Department during 2012,

Vehicle No.	Year	Make & Model	VIN	Mileage
PD 440	2007	Dodge Charger	2B3LA43H27H845197	91,000 miles
PD 444	2006	Dodge Charger	2B3KA43H56H503558	96,000 miles

and were stripped of equipment and replaced by new squads that were purchased earlier in the year; and

WHEREAS, in accordance with the Village’s competitive bidding procedures, the Retired Vehicles were determined to have a trade-in value of \$7,400 for PD 440 and \$6,300 for PD 444, and were therefore traded in, resulting in a net purchase price of \$5,006 for the New Vehicle; and

WHEREAS, the Police Department has requested that the Council of the Village of Winnetka (“Village Council”): (i) declare that the Retired Vehicles are surplus property and (ii) ratify the disposal of the Retired Vehicles through their use as trade-ins to reduce the purchase price of the New Vehicle; and

WHEREAS, the Village Council find and declare that the Retired Vehicles are surplus property and that disposing of said Retired Vehicles as provided herein is a permitted exercise of the Village's home rule powers under Article VII, Section 6 of the Constitution of the State of Illinois of 1970, in that it is a matter pertaining to the affairs of the Village and to the public health, safety and general welfare of the Village; and

WHEREAS, the Village Council further find and declare that disposal of the Retired Vehicles as provided herein is in the best interests of the Village and its citizens, and is consistent with the provisions of the Village's purchasing policies as well as with Section 11-76-4 of the Illinois Municipal Code (65 ILCS 5/11-76-4).

NOW, THEREFORE, be it resolved by the Council of the Village of Winnetka as follows:

SECTION 1: The foregoing recitals are hereby incorporated as the findings of the Council of the Village of Winnetka, as if fully set forth herein.

SECTION 2: The Village Council hereby declares the Retired Vehicles, as described in the preamble to this Resolution and also known as Police Department Vehicles PD 440 and PD 444, to be surplus property.

SECTION 3: The Village Council hereby ratifies the disposal of said Retired Vehicles through their use as trade-ins to reduce the purchase price of the New Vehicle by the amounts specified in the preamble to this Resolution.

SECTION 4: This Resolution is adopted by the Council of the Village of Winnetka in the exercise of its home rule powers pursuant to Section 6 of Article VII of the Illinois Constitution of 1970.

[Remainder of this page intentionally left blank.]

SECTION 5: This Resolution shall be in full force and effect immediately upon its adoption.

ADOPTED this ___ day of _____, 2012, pursuant to the following roll call vote:

AYES: _____

NAYS: _____

ABSENT: _____

Signed:

Village President

Countersigned:

Village Clerk

AGENDA REPORT

SUBJECT: Ordinance MC-9-2012 – Passage and Publication of Ordinances

PREPARED BY: Katherine S. Janega, Village Attorney

DATE: November 26, 2012

REFERENCE: November 20, 2012 Council Meeting, Agenda, pp. 72 - 78
November 8, 2012 Council Meeting, Agenda, pp. 10 - 15

Introduction

Ordinance MC-9-2012 amends Sections 2.04.040 and 2.16.040 of the Winnetka Village Code as they pertain to the passage, approval and publication of ordinances. Section 2.04.040 addresses the Council's procedures, while Section 2.16.040 addresses the Village Clerk's duties.

In its current version, Section 2.04.040 of the Village Code harkens back to the procedures and wording that the legislature set solely for the Village in the 1869 Village Charter. For example, Section 2.04.040 incorporates the Charter's unique, arcane wording of what is known as the "ordaining clause" ("The Council of the Village of Winnetka do ordain..."), and follows the Charter's requirement that all ordinances be made public by posting them in "three of the most public places" in the Village after they are adopted by the Council. Section 2.04.040 also presently requires that all ordinances first be introduced at one meeting and that they then be posted, before being brought back for adoption at a subsequent meeting. Although the introduction and initial posting are not required by the Charter, they are part of the longstanding Village procedure.

The Charter-based process and wording differ from the process and language that are set by the Illinois Municipal Code. (*See* 65 ILCS 5/1-2-1, *et seq.*) Although the statutory wording and procedures are widely followed throughout the State, the Village did not consider altering the publication methods and ordaining language before it became a home rule unit in 2005 because, as a chartered, non-home rule municipality, doing so would have meant abandoning many of the other benefits of the Village Charter.

Proposed Amendments

Passage and publication. Section 2 of Ordinance MC-9-2012 would amend Section 2.04.040 of the Village Code by requiring that all ordinances be published in pamphlet form after they have been passed and approved. Section 2 also fleshes out the front end of the legislative process, including the preparation of ordinances for Council consideration, introduction of ordinances, and making ordinances available for public inspection. While the proposed amendments retain the introduction requirement, the initial posting that now follows introduction would be replaced with a simple requirement to make each ordinance available for public inspection. Section 3 of Ordinance MC-9-2012 amends the duties of the Village Clerk pertaining to the publication of ordinances so that they fully correspond to the new introduction, passage and publication process defined in Section 2.

The language used in these amendments either is drawn directly from Illinois statutes or is based on provisions found in the municipal codes of neighboring communities and other communities in the general area.

Publication in pamphlet form is the publication method used by most municipalities, as all that it requires is adding a cover sheet to each ordinance. (65 ILCS 5/1-2-4) In contrast, the current process, as defined in Section 2.04.040, requires ordinances to be posted in three specific locations, after both introduction and adoption: the bulletin board at Village Hall, the Winnetka Public Library, and a display case adjacent to the Chestnut Street Post Office. These locations were established in June of 2004, pursuant to Ordinance MC-9-2004, after the Park District requested that the three ordinance display cases, then located in the parks adjacent to each of the Village's three METRA stations, be relocated.

Amending the ordinance posting and publication procedures provides several benefits. First, because the proposed procedures are consistent with the statutory publication method, it will be easier to establish the validity of Village ordinances when necessary to do so. This occurs most frequently when doing a bond financing, or when documenting actions for intergovernmental agencies that are accustomed to seeing the statutory forms. For example, when the Village has issued bonds, we have adopted the practice of publishing the relevant ordinances both in pamphlet form and by posting, thereby eliminating questions about the validity of the enactment and providing comfort to bond counsel and bond purchasers alike.

Second, because of the ubiquity of publication in pamphlet form, adopting the statutory publication method increases the understanding of the process by the general public, and should it be necessary to prove the existence of a valid ordinance, by the courts.

Third, publication in pamphlet form is easily accomplished, since all that is required is the preparation of a cover sheet form to attach to the final ordinance, a task that can be accomplished in a matter of minutes without leaving one's desk. This allows the technicalities of enacting an ordinance to be completed immediately after an ordinance is approved by the Village President.

Finally, the proposed amendments would continue the Village's practice of making the Council's actions easily accessible to the public, while allowing the Village to take advantage of its website and to retain the flexibility to take advantage of developments in technology without first having to amend the Village Code to do so.

Ordaining clause. Changing from the archaic "Council to ordain" phrasing of the ordaining clause to the statutorily prescribed "Be it ordained..." formula carries many of the same benefits as publication by pamphlet, *i.e.*, familiarity, understandability and acceptability due to its widespread use throughout the State.

Applicability

As previously explained, although Section 5 of Ordinance MC-9-2012 contains the standard language making the ordinance effective immediately, the opening phrases of Sections 2 and 3 of the Ordinance clearly state that the amended Code will go into effect on January 1, 2013.

Recommendation:

Consider a motion to enact Ordinance MC-9-2012, amending Chapters 2.04 and 2.16 of the Winnetka Village Code as they pertain to the passage and publication of ordinances.

**AN ORDINANCE AMENDING
CHAPTERS 2.04 AND 2.16 OF THE WINNETKA VILLAGE CODE
AS THEY PERTAIN TO
THE PASSAGE AND PUBLICATION OF ORDINANCES**

WHEREAS, the Village of Winnetka (“Village”) is a home rule municipality in accordance with Article VII, Section 6 of the Constitution of the State of Illinois of 1970, pursuant to which it has the authority, except as limited by said Section 6 of Article VII, to adopt ordinances, to promulgate rules and regulations and to exercise any power and perform any function pertaining to the government and affairs of the Village and that protect the public health, safety and welfare of its citizens; and

WHEREAS, prior to becoming a home rule municipality in 2005, the requirements for enacting form and procedures for passing ordinances were established by the Winnetka Village Charter of 1869 (“Village Charter”); and

WHEREAS, pursuant to the Village Charter, Section 2.04.040 of the Winnetka Village Code, captioned “Passage of Ordinances,” requires that all ordinances passed by the Winnetka Village Council be published by the Winnetka Village Clerk, by posting copies of the ordinances in “three of the most public places” in the Village, and designates the Village Hall bulletin board, the Winnetka Public Library and in or adjacent to the parking lots adjacent to the Winnetka branch of the U.S. Post Office; and

WHEREAS, Section 1-2-1 of the Illinois Municipal Code (65 ILCS 5/1-2-1) establishes the language for the ordaining clause of ordinances; and

WHEREAS, Section 1-2-4 of the Illinois Municipal Code (65 ILCS 5/1-2-4) provides for the publication of ordinances in book or pamphlet form under the authority of the corporate authorities; and

WHEREAS, the Village Council has determined that the passage and publication of ordinances in the manner provided by the Illinois Municipal Code is in the best interests of the Village and its citizens, in that it will make the Village’s procedures consistent with the procedures followed in the immediate vicinity and throughout the State of Illinois.

NOW, THEREFORE, the Council of the Village of Winnetka do ordain as follows:

SECTION 1: That the foregoing recitals are hereby incorporated as the findings of the Council of the Village of Winnetka, as if fully set forth herein.

SECTION 2: Effective January 1, 2013, Section 2.04.040, "Passage of Ordinances," of Chapter 2.04, "Village Council," of Title 2 of the Winnetka Village Code, "Administration and Personnel," is hereby amended in its entirety to provide as follows:

Section 2.04.040 Passage of ordinances.

The preparation, introduction and passage of all ordinances shall be governed by the following rules of procedure:

A. Preparation of ordinances. All ordinances shall be prepared by the Village Attorney at the request of the Council, a committee of the Council, the Village President, or the Village Manager.

B. Ordaining clause. The ordaining clause of all ordinances of the Village shall be: "Be it ordained by the President and Board of Trustees of the Village of Winnetka."

~~C.-A. Introduction of ordinances. All proposed ordinances shall first be read and presented to the Council and a motion shall be made to introduce the ordinance.~~

1. Except as provided in subsection E, below, every ordinance shall first be introduced at a meeting of the Council and made available for public inspection.

2. Except as provided in subsection E, below, no ordinance shall be introduced at any meeting of the Council unless it has appeared on the published agenda for that meeting.

3. The Council may consider and discuss each ordinance at the time of introduction, and may direct that the text of the ordinance be amended prior to being presented for passage.

4. The concurrence of a majority of the Council members present shall be required to introduce an ordinance.

5. Except as provided in subsection E, below, no ordinance shall be passed by the Council at the same meeting at which it was introduced.

~~B. Initial Posting. Upon introduction of any ordinance, the Village Clerk shall make a copy of the proposed ordinance available for inspection in his or her office and shall post a copy of the proposed ordinance in three of the most public places in the Village, which are designated as the following: (1) the Village bulletin board on the first floor of Winnetka Village Hall; (2) inside the Winnetka Public Library at 768 Oak Street; and (3) in or adjacent to the Post Office parking lots located on the west side of Chestnut Street, between Elm Street and Oak Street. The proposed ordinance shall be so posted not less than five days prior to the next regular meeting of the Council.~~

~~D.-C. Passage, Approval and Publication of Ordinances. Posting.~~

1. A proposed ordinance, after it that has been introduced and posted as provided in this section, may be called up for passage at any subsequent meeting of the Council, provided the ordinance has been placed on the published agenda for such

~~meeting and made available for public inspection, when the statutory vote necessary for passage shall be taken. After the ordinance has been approved and signed by the Village President and countersigned by the Village Clerk, the Village Clerk shall post a copy of such ordinance in each of the three places designated in subsection B of this section not later than five days after passage.~~

2. If the text of an ordinance has been amended since introduction, the Council shall vote to amend the ordinance prior to voting on the passage of the ordinance. The concurrence of a majority of the members of the Council then present shall be required to accept any such amendments. For purposes of this provision, the correction of errors in a draft ordinance shall not be considered an amendment to the text of the ordinance. The Village President shall be the sole judge of whether a change in an ordinance is an amendment to the text of the ordinance or a correction of an error.

3. Unless otherwise provided by law, all ordinances shall be effective immediately upon their passage by the Council, approval by the Village President and publication in the manner provided by law. Where publication is by printing in book or pamphlet form, the printing shall contain the legend, "Published by authority of the President and Board of Trustees of the Village of Winnetka, Illinois," and the date of publication.

E. ~~D.~~ Waiver of Introduction ~~and Initial Posting.~~ ~~The~~ Except as provided by law, ~~the~~ Council may waive or suspend the procedures set forth in subsections C and D ~~A and B~~ of this section when the members of the Council then present have unanimously determined, by motion, that an emergency exists or that cause has been presented to establish that the procedures do not in that instance serve the best interests of the Village. (Ord. MC-183-97 § 16, 1997: prior code § 2.05)

SECTION 3: Effective January 1, 2013, Subsection E of Section 2.16.040, "Powers and Duties," of Chapter 2.16, "Village Clerk," of Title 2 of the Winnetka Village Code, "Administration and Personnel," is hereby amended to provide as follows:

E. Recording and ~~Posting~~ Publication of Ordinances. To record each ordinance passed by the Council in a book to be kept for that purpose, before the next regular meeting after passage of the ordinance. The Village Clerk shall also ~~post copies of~~ publish each ordinance passed by the Council in the manner provided by law. Where publication is by printing in book or pamphlet form, the printing shall contain the legend, "Published by authority of the President and Board of Trustees of the Village of Winnetka, Illinois," and the date of publication. ~~in three of the most public places in the Village, as designated by the Council, not later than five days after the passage of such ordinances, and~~ In addition, the Village Clerk shall note at the foot of the record of each ordinance a memorandum showing the date when the ordinance was introduced, ~~when the ordinance was posted prior to the passage of such ordinance, and~~ the date of the passage and approval of the ordinance, ~~and the date of posting the ordinance after its passage.~~

SECTION 4: This Ordinance is passed by the Council of the Village of Winnetka in the exercise of its home rule powers pursuant to Section 6 of Article VII of the Illinois Constitution of 1970.

SECTION 5: This Ordinance shall take effect immediately upon its passage, approval and posting as provided by law.

PASSED this 4th day of December, 2012, pursuant to the following roll call vote:

AYES: _____

NAYS: _____

ABSENT: _____

APPROVED this 4th day of December, 2012.

Signed:

Village President

Countersigned:

Village Clerk

Introduced: November 20, 2012
Posted: November 26, 2012
Passed and Approved: December 4, 2012
Posted:

AGENDA REPORT

Subject:	Ordinance M-18-2012	2012 Property Tax Levy Ordinance
	Ordinance M-19-2012	2012 Property Tax Abatement Ordinance
	Ordinance M-20-2012	SSA No. 3 Property Tax Levy Ordinance
	Ordinance M-21-2012	SSA No. 4 Property Tax Levy Ordinance
	Ordinance M-22-2012	SSA No. 5 Tax Levy Ordinance

Prepared by: Ed McKee, Finance Director

Reference: 2012 / 2013 Budget Hearings
October 2, 2012 Council Meeting, Agenda pp. 67 - 86
November 8, 2012 Council Meeting, Agenda pp. 16 - 73
November 20, 2012 Council Meeting, Agenda pp. 26 - 71

Date: November 26, 2012

Executive Summary:

Illinois law requires the Village to adopt its annual property tax levy and certify the levy to the county by the fourth Tuesday in December. Ordinances M-18-2012 through M-22-2012 would effectuate the Village's 2012 property tax levy.

During the 2012/2013 budget process, at pages 13 and 14 of the Budget Transmittal Letter, the metrics used to set the Village's property tax levy suggested a property tax levy of \$14,078,200, which reflected an increase of 3.0% for existing properties plus an estimated 1.5% for new development.

At the October 2, 2012 Council meeting, Staff proposed a lower property tax levy of \$13,875,587, reducing the increase in the recommended property tax levy from 3.0% to 1.7% for existing properties and also lowering our estimate of new development. Staff projects that the Village will be able to have a balanced budget at a 1.7% property tax levy increase for existing properties. The lower property tax levy amount reflects projected labor, benefit and pension costs for 2013/2014, including the Fire and Police union contract settlements earlier this year. The property tax calculations are detailed in Attachment 1 to this Agenda Report.

It is important to remember that, because the Village is a primarily residential community, property taxes are the largest and most stable revenue source for the general fund and therefore are used to pay for most of the traditional municipal services (police, fire, public works, etc.). However, as promised when the Village became a home rule unit, the Village has continued to keep property tax increases well below the capped rate applicable to non-home rule communities, even though the Village is no longer subject to the property tax cap limits. (For example, it is estimated that the Village's 2012 property tax levy could be \$519,601, or 3.7%, higher than the 2011 levy, and still be below the non-home rule

property tax increase limit.)

The following chart compares property taxes paid in 1997 versus 2011. It assumes a \$14,877 property tax bill in 1997 and a \$26,345 property tax bill in 2011. Over this long time frame, the Village had the second lowest property tax increase, among local taxing bodies.

**Comparison of Property Taxes Paid
Typical Taxing Districts in Winnetka
2011 Versus 1997**

2012.09.17

	1997 *			2011 **			Increase in Taxes Paid	% Change
	Tax Rate	Taxes Paid	%	Tax Rate	Taxes Paid	%		
Winnetka Public Schools	2.723	\$4,712	31.67%	2.782	\$10,460	39.70%	\$5,748	122.0%
New Trier High School	1.967	\$3,404	22.88%	1.674	\$6,294	23.89%	\$2,890	84.9%
Village of Winnetka	1.481	\$2,563	17.23%	0.936	\$3,519	13.36%	\$956	37.3%
Cook County	1.028	\$1,779	11.96%	0.520	\$1,955	7.42%	\$176	9.9%
Winnetka Park District	0.445	\$770	5.18%	0.310	\$1,166	4.43%	\$396	51.4%
Water Reclamation District	0.451	\$780	5.24%	0.320	\$1,203	4.57%	\$423	54.2%
All Others	<u>0.502</u>	<u>\$869</u>	<u>5.84%</u>	<u>0.465</u>	<u>\$1,748</u>	<u>6.63%</u>	<u>\$879</u>	<u>101.2%</u>
Total	8.597	\$14,877	100.00%	7.007	\$26,345	100.00%	\$11,468	77.1%
Consumer Price Index - U	158.600			219.179	14 Year Increase in CPI >>			38.2%
CPI Index (December, 14 years)	1996			2010	Annual Geometric Mean >			2.3%

* 1997 Property taxes paid in March and August 1998.

** 2011 Property taxes paid in March and August 2012.

Today, on a \$20,000 total property tax bill, the Village receives 13.36% of those dollars or \$2,672. A 1.7% increase on the Village portion of the property tax bill equates to \$45 - meaning a resident would pay \$2,717 to the Village on their \$20,000 property tax bill.

Tax Levy and Abatement Ordinances

The complete tax levy process requires the adoption of five ordinances, which can be found at Attachment 3. Ordinance M-18-2012 is the basic tax levy for 2012. Ordinance M-19-2012 abates the amount of the levy that pertains to the 2003 bonds, because sales tax revenues were pledged to secure payment and those revenues are sufficient to meet the 2012 debt service.

Ordinances M-20-2012, M-21-2012 and M-22-2012 levy taxes in three special service areas that were created to fund local improvements. Special Service Area 3 funds repayment of the local share of the storm sewer and pavement upgrades for Trapp Lane. Special Service Areas 3 and 4 fund repayment of the costs of paving two alleys at the west end of the Village. See Attachment 2 for the details on the SSA tax levies.

All five of the Ordinances were introduced at the November 20, 2012, Council meeting.

Recommendation: Consider Adoption of Ordinance M-18- 2012 Levying Taxes for the Year 2012 in the amount of \$13,875,587.

Consider Adoption of Ordinance M-19-2012 Abating the Tax Heretofore Levied for the Year 2012 (Series 2003 Bonds) in the amount of \$340,305.

Consider Adoption of Ordinance M-20-2012 Levying Taxes for Special Service Area 3, Trapp Lane for the Year 2012 in the amount of \$34,680.

Consider Adoption of Ordinance M-21-2012 Levying Taxes for Special Service Area 4, Elm, Oak, Locust, Rosewood for the Year 2012 in the amount of \$4,824.

Consider Adoption of Ordinance M-22-2012 Levying Taxes for Special Service Area 5, Elm, Oak, Rosewood, Glendale for the Year 2012 in the amount of \$4,098.

<u>Attachments:</u>	Attachment 1	Property Tax Levy Calculations Spreadsheet
	Attachment 2	Schedule of Special Service Area Property Tax Levies
	Attachment 3	Tax Levy and Abatement Ordinances
	M-18-2012	Levying Property Taxes for 2012
	M-19-2012	Abating 2003 Alternate Revenue Bond Tax levy for 2012
	M-20-2012	Levying Special Service Area 3 Property Taxes for 2012.
	M-21-2012	Levying Special Service Area 4 Property Taxes for 2012.
	M-22-2012	Levying Special Service Area 5 Property Taxes for 2012.

ATTACHMENT 1

Property Tax Levy Calculations Spreadsheet

Village of Winnetka

Property Tax Levy Calculations

Attachment 1

2012.11.12

<u>Tax Levy Category</u>	Column A 2011 Actual Tax Levy	Column B 2012 Proposed Tax Levy	Column C (Column B - A) Dollar Change	C/A*100 Percent Change
<u>General Fund:</u>				
Corporate	\$10,132,173	\$10,436,990	\$304,817	3.0%
FICA/Social Security	\$0	\$0	\$0	#DIV/0!
IMRF	\$0	\$0	\$0	#DIV/0!
Sub Total General	\$10,132,173	\$10,436,990	\$304,817	3.0%
<u>Other Funds:</u>				
Police Pension	\$992,534	\$1,009,152	\$16,618	1.7%
Fire Pension	\$1,108,794	\$1,191,031	\$82,237	7.4%
<i>Storm Water Utility</i>			\$0	
Refuse Utility	\$1,100,000	\$1,100,000	\$0	0.0%
Debt Service - Resurfacing 1999	\$138,899	\$138,414	(\$485)	-0.3%
<i>Debt Service - Stormwater 2012</i>			\$0	
Total Village-wide Tax Levy	\$13,472,400	\$13,875,587	\$403,187	3.0%
Less: Projected New Development				
@ 1.3%, (0.3% less than 10 yr. av.)		(\$175,141)	(\$175,141)	-1.3%
Existing Tax Payer Increase	\$13,472,400	\$13,700,446	\$228,046	1.7%

Increase Based on Total Property Tax Bill

Total Property Taxes Paid 100.00%	Other Taxing Distr. 86.64%	Village 13.36%	1.70% of Village
\$10,000	\$8,664	\$1,336	\$23
\$15,000	\$12,996	\$2,004	\$34
\$20,000	\$17,328	\$2,672	\$45
\$26,000	\$22,526	\$3,474	\$59
\$40,000	\$34,656	\$5,344	\$91

ATTACHMENT 2

Schedule of Special Service Area Property Tax Levies

Village of Winnetka
 Schedule of Special Service Area Property Tax Levies
 Interest Rate

4.00%

Attachment 2

2012.11.12

	SSA #3 Trapp Lane	SSA # 4 Elm, Oak, Locust, Rosewood	SSA # 5 Elm, Oak Rosewood, Glendale
	est cost	final cost	final cost
SSA Principal Amount for Homeowners	\$ 255,000.00	\$ 20,795.00	\$ 17,664.00
Limit in Ordinances Approving SSA	\$ 315,947.50	\$ 37,000.00	\$ 40,312.50
Term of Repayments in Years	10	5	5
Debt Retirement Schedule			
2011 Tax Levy			
Beginning Principal	\$ 255,000.00	\$ 20,795.00	\$ 17,664.00
Interest @ 4%	\$ 10,200.00	\$ 832.00	\$ 707.00
Principal repaid	\$ 25,500.00	\$ 4,159.00	\$ 3,533.00
Interest and Principal for YR	\$ 35,700.00	\$ 4,991.00	\$ 4,240.00
Ending Principal	\$ 229,500.00	\$ 16,636.00	\$ 14,131.00
2012 Tax Levy			
Beginning Principal	\$ 229,500.00	\$ 16,636.00	\$ 14,131.00
Interest @ 4%	\$ 9,180.00	\$ 665.00	\$ 565.00
Principal repaid	\$ 25,500.00	\$ 4,159.00	\$ 3,533.00
Interest and Principal for YR	\$ 34,680.00	\$ 4,824.00	\$ 4,098.00
Ending Principal	\$ 204,000.00	\$ 12,477.00	\$ 10,598.00

ATTACHMENT 3

Tax Levy and Abatement Ordinances

AN ORDINANCE LEVYING TAXES FOR THE YEAR 2012

WHEREAS, the Village of Winnetka (“Village”) is a home rule municipality in accordance with Article VII, Section 6 of the Constitution of the State of Illinois of 1970 and, pursuant thereto, has the authority, except as limited by said Section 6 of Article VII, to exercise any power and perform any function pertaining to the government and affairs of the Village, including the power to tax; and

WHEREAS, on March 20, 2012, the Council of the Village of Winnetka (“Village Council”) adopted Resolution No. R-6-2012, which budgeted \$32,660,921 to meet the expenses and liabilities of the Village for general corporate purposes, refuse collection and disposal, debt service principal and interest, and retirement fund contributions for the fiscal year beginning April 1, 2012, and ending March 31, 2013; and

WHEREAS, pursuant to page 12 of the budget approved on March 20, 2012, the Village Council has made its preliminary estimate of the 2012 levy, estimating that it is necessary to raise Fourteen Million Seventy Eight Thousand Two Hundred Dollars (\$14,078,200) by taxation of taxable property within the Village for general corporate purposes, for refuse collection and disposal, for debt service principal and interest and for retirement fund contributions for the fiscal year beginning April 1, 2012, and ending March 31, 2013; and

WHEREAS, at its October 2, 2012 meeting, the Village Council directed the staff to present a 2012 property tax levy for consideration at the November 20, 2012, Village Council meeting, said property tax levy to be in the amount of Thirteen Million Eight Hundred Seventy Five Thousand Five Hundred Eighty Seven Dollars (\$13,875,587), as was estimated to be necessary to be raised by taxation of taxable property within the Village for general corporate purposes, for refuse collection and disposal, for debt service principal and interest and for retirement fund contributions for the fiscal year beginning April 1, 2012, and ending March 31, 2013; and

NOW, THEREFORE, the Council of the Village of Winnetka do ordain:

SECTION 1: That the foregoing recitals are hereby adopted as the findings of the Council of the Village of Winnetka, as fully set forth herein.

SECTION 2: That in order to meet the expenses and liabilities of the Village of Winnetka for the fiscal year beginning April 1, 2012, and ending March 31, 2013, for general corporate purposes, for refuse collection and disposal, for debt service principal and interest and for retirement fund contributions, there is hereby levied upon all of the taxable property within the corporate limits of the Village of Winnetka subject to taxation for the current year, as assessed and equalized for the year 2012, the sum of Thirteen Million Eight Hundred Seventy Five Thousand Five Hundred Eighty Seven Dollars (\$13,875,587), which is to be collected from the levy of the Village of Winnetka for the year 2012 for all purposes heretofore budgeted, the total of which has been ascertained and is as indicated in the following Summary of 2012 Property Tax Levy under the column labeled "Amount to Be Raised by Tax Levy," and as set forth in detail in the 2012 Property Tax Levy Report, which is attached as Exhibit A and is incorporated herein by reference.

[Remainder of this page intentionally left blank.]

2012 TAX LEVY SUMMARY

General Fund	Amount Budgeted	Amount To Be Raised By Tax Levy
For General Corporate Purposes		
Public Affairs	\$ 297,980	\$ 120,000
Manager's Office	\$ 590,919	\$ 320,000
Finance Department	\$ 1,859,232	\$ 800,000
Public Safety	\$ 6,347,610	\$ 3,785,000
Fire Safety	\$ 4,716,849	\$ 2,380,000
Community Development	\$ 1,540,250	\$ -
Public Works	\$ 3,870,472	\$ 2,165,000
Capital Expenses	\$ 3,455,305	\$ 866,990
General Fund Transfers	\$ 3,450,000	-0-
Totals for General Fund	\$ 26,128,617	\$ 10,436,990
For Debt Service Principal and Interest		
G.O. Refunding Bonds (2003, net of abatement)	\$ 362,320	\$ -
G.O. Bonds (1999, includes loss and cost)	\$ 143,414	\$ 138,414
Totals for Debt Service Principal and Interest	\$ 505,734	\$ 138,414
For Refuse Collection and Disposal	\$ 2,368,220	\$ 1,100,000
Totals for Refuse Fund	\$ 2,368,220	\$ 1,100,000
For Retirement Fund Contributions		
For Police Pension Fund	\$ 1,731,850	\$ 1,009,152
For Fire Pension Fund	\$ 1,926,500	\$ 1,191,031
Totals for Retirement Fund Contributions	\$ 3,658,350	\$ 2,200,183
Total Amount Budgeted	\$ 32,660,921	
Total Amount of Levy		\$ 13,875,587

SECTION 3: That there is hereby certified to the County Clerk of Cook County, Illinois, the several sums above, constituting said total amount, and the total amount of Thirteen Million Eight Hundred Seventy Five Thousand Five Hundred Eighty Seven Dollars (\$13,875,587), which is the total amount the Village of Winnetka requires to be raised by taxation for the current fiscal year of the Village, and that, on or before the time required by law, the Village Clerk shall file a certified copy of this Ordinance with the County Clerk of Cook County, Illinois, whereupon. it shall be the duty of said County Clerk to levy taxes for the year

2012 on all properties subject to taxation within the Village of Winnetka, in accordance with the provisions of this Ordinance.

SECTION 4: This Ordinance is adopted by the Council of the Village of Winnetka in the exercise of its home rule powers pursuant to Section 6 of Article VII of the Illinois Constitution of 1970.

SECTION 5: This Ordinance shall take effect immediately upon its passage, approval and posting as provided by law.

PASSED this 4th day of December, 2012, pursuant to the following roll call vote:

AYES: _____

NAYS: _____

ABSENT: _____

APPROVED this 4th day of December, 2012.

Signed:

Countersigned:

Village President

Village Clerk

Introduced: November 20, 2012
Posted: November 26, 2012
Passed and Approved: December 4, 2012
Posted:

Exhibit A

2012 Property Tax Levy Detail Report

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- GENERAL FUND: OPERATING EXPENSE: PUBLIC AFFAIRS -----			
10-20-530-101	HISTORICAL MUSEUM - CONTRACTUAL SERVICES	15,000	0
10-20-530-102	LEGAL-CONTRACTUAL SERVICES	44,000	30,000
10-20-530-103	SURETY BONDS & INSURANCE-CONTRACT SERV	46,000	20,000
10-20-530-105	SUNDRY EXPENSE-CONTRACTUAL SERVICES	160,000	70,000
10-20-540-105	SUNDRY EXPENSE-COMMODITIES	32,980	0
10-20-511-150	EOC	0	0
10-20-512-150	EOC	0	0
10-20-530-150	EOC	0	0
10-20-540-150	EOC	0	0
	TOTAL FOR: PUBLIC AFFAIRS	297,980	120,000

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- GENERAL FUND: OPERATING EXPENSE: MANAGER'S OFFICE -----			
10-21-511-102	LEGAL EXPENSE - REGULAR SALARIES	259,500	60,000
10-21-512-102	LEGAL EXPENSE - OVERTIME	0	0
10-21-522-102	LEGAL EXPENSE - HEALTH INSURANCE	26,064	0
10-21-523-102	LEGAL EXPENSE - RETIREMENT EXPENSE	56,135	0
10-21-530-102	LEGAL EXPENSE - CONTRACTUAL SERVICE	232,420	0
10-21-540-102	LEGAL EXPENSE - COMMODITIES	0	0
10-21-511-106	ADMINISTRATION-REGULAR SALARIES	363,000	210,000
10-21-512-106	ADMINISTRATION-OVERTIME SALARIES	1,000	0
10-21-530-106	ADMINISTRATION-CONTRACTUAL SERVICES	70,900	50,000
10-21-540-106	ADMINISTRATION-COMMODITIES	26,740	0
10-21-530-107	Tuition Reimbursement	20,000	0
	TOTAL FOR: MANAGER'S OFFICE	590,919	320,000
----- GENERAL FUND: OPERATING EXPENSE: FINANCE DEPARTMENT -----			
10-22-511-106	ADMINISTRATION-REGULAR SALARIES	1,092,980	800,000
10-22-512-106	ADMINISTRATION-OVERTIME SALARIES	24,000	0
10-22-521-106	ADMINISTRATION-WORKER'S COMPENSATION	24,000	0
10-22-522-106	ADMINISTRATION - HEALTH INSURANCE	208,512	0
10-22-523-106	ADMINISTRATION - RETIREMENT EXPENSE	304,910	0
10-22-524-106	LIABILITY INSURANCE	0	0
10-22-530-106	ADMINISTRATION-CONTRACT SERVICES	178,458	0
10-22-540-106	ADMINISTRATION-COMMODITIES	16,900	0
10-22-550-106	ADMINISTRATION-VEHICLE	4,272	0
10-22-530-107	TRAINING-CONTRACTUAL SERVICES	5,200	0
	TOTAL FOR: FINANCE DEPARTMENT	1,859,232	800,000

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- GENERAL FUND: OPERATING EXPENSE: PUBLIC SAFETY -----			
10-26-511-106	ADMINISTRATION - SALARIES REGULAR	563,394	540,000
10-26-512-106	ADMINISTRATION - SALARIES OVERTIME	0	0
10-26-515-106	ADMINISTRATION - SALARIES SICK CASHED IN	16,910	0
10-26-521-106	ADMINISTRATION-WORKER'S COMPENSATION	40,000	0
10-26-522-106	ADMINISTRATION-HEALTH INSURANCE	469,152	0
10-26-523-106	ADMINISTRATION-RETIREMENT EXPENSE	1,242,674	0
10-26-524-106	LIABILITY INSURANCE	30,000	20,000
10-26-530-106	ADMINISTRATION-CONTRACTUAL SERVICES	46,250	20,000
10-26-540-106	ADMINISTRATION-COMMODITIES	11,325	0
10-26-511-107	TRAINING-SALARIES	8,175	0
10-26-512-107	TRAINING-OVERTIME SALARIES	11,800	10,000
10-26-530-107	TRAINING-CONTRACTUAL SERVICES	42,625	30,000
10-26-540-107	TRAINING-COMMODITIES	36,125	10,000
10-26-530-117	EMERGENCY 911 - CONTRACTUAL SERVICES	10,000	0
10-26-511-118	PUBLIC SERVICE OFFICERS - SALARIES REGULAR	198,276	170,000
10-26-512-118	PUBLIC SERVICE OFFICERS - SALARIES OVERTIME	1,000	0
10-26-515-118	PUBLIC SERVICE OFFICERS - SALARIES SICK CASHE	0	0
10-26-516-118	PUBLIC SERVICE OFFICERS - SALARIES HOLIDAY	0	0
10-26-530-118	PUBLIC SAFETY OFFICERS-CONTRACTUAL SERVICES	50,990	30,000
10-26-540-118	PUBLIC SAFETY OFFICERS-COMMODITIES	9,090	0
10-26-511-119	GENERAL & CRIMINAL RECORDS - SALARIES REGULAR	148,226	130,000
10-26-512-119	GENERAL & CRIMINAL RECORDS - SALARIES OVERTIM	6,200	0
10-26-515-119	GENERAL & CRIMINAL RECORDS - SALARIES SICK CA	0	0
10-26-516-119	GENERAL & CRIMINAL RECORDS - SALARIES HOLIDAY	1,913	0
10-26-530-119	GENERAL & CRIMINAL RECORDS-CONTRACT SERVICES	112,590	80,000
10-26-540-119	GENERAL & CRIMINAL RECORDS-COMMODITIES	19,140	0
10-26-530-120	IDENTIFICATION RECORDS-CONTRACT SERVICES	0	0
10-26-540-120	IDENTIFICATION RECORDS-COMMODITIES	0	0
10-26-511-121	COMMUNICATIONS - SALARIES REGULAR	314,028	300,000
10-26-512-121	COMMUNICATIONS - SALARIES OVERTIME	13,000	0
10-26-515-121	COMMUNICATIONS - SALARIES SICK CASHED IN	4,783	0
10-26-516-121	COMMUNICATIONS - SALARY HOLIDAY	7,652	0
10-26-530-121	COMMUNICATIONS-CONTRACTUAL SERVICES	121,700	100,000
10-26-540-121	COMMUNICATIONS-COMMODITIES	57,620	0
10-26-530-122	DETENTION & CUSTODY OF PRISONERS-CONTRACT SER	1,000	0
10-26-540-122	DETENTION & CUSTODY OF PRISONERS-COMMODITIES	1,500	0
10-26-511-123	INVESTIGATIONS - SALARY REGULAR	245,176	220,000
10-26-512-123	INVESTIGATIONS - SALARIES OVERTIME	49,900	30,000
10-26-515-123	INVESTIGATIONS - SALARIES SICK CASHED IN	0	0
10-26-516-123	INVESTIGATIONS - SALARIES HOLIDAY	4,734	0
10-26-530-123	INVESTIGATIONS-CONTRACTUAL SERVICES	32,700	0
10-26-540-123	INVESTIGATIONS-COMMODITIES	28,760	0
10-26-511-124	UNIFORMED PATROL - SALARIES REGULAR	1,635,107	1,580,000
10-26-512-124	UNIFORMED PATROL - SALARIES OVERTIME	114,200	85,000
10-26-515-124	UNIFORMED PATROL - SALARIES SICK CASHED IN	28,694	0
10-26-516-124	UNIFORMED PATROL - SALARIE HOLIDAY	37,525	30,000

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
10-26-530-124	UNIFORMED PATROL-CONTRACTUAL SERVICES	5,400	0
10-26-540-124	UNIFORM PATROL-COMMODITIES	64,450	40,000
10-26-511-125	SCHOOL CROSSING GUARD-REGULAR SALARIES	0	0
10-26-540-125	SCHOOL CROSSING PROTECTION-COMMODITIES	500	0
10-26-530-126	EMERGENCY MANAGEMENT-CONTRACT SERVICES	9,600	0
10-26-540-126	EMERGENCY MANAGEMENT-COMMODITIES	16,000	0
10-26-530-127	POLICE VEHICLES-CONTRACTUAL SERVICES	3,000	0
10-26-540-127	POLICE VEHICLES-COMMODITIES	4,500	0
10-26-550-127	PATROL VEHICLES-VEHICLE EXPENSE	249,052	220,000
10-26-530-128	SOCIAL WORK-CONTRACTUAL SERVICES	42,000	30,000
10-26-530-129	STATION MAINTENANCE-CONTRACT SERVICES	147,154	110,000
10-26-540-129	STATION MAINTENANCE-COMMODITIES	6,000	0
10-26-530-130	SAFETY-CONTRACTUAL SERVICES	7,020	0
10-26-540-130	SAFETY-COMMODITIES	19,000	0
10-26-511-131	COMMUNITY SERVICE-REGULAR SALARIES	0	0
10-26-512-131	COMMUNITY SERVICE-OVERTIME SALARIES	0	0
10-26-540-131	COMMUNITY SERVICE-COMMODITIES	0	0
	TOTAL FOR: PUBLIC SAFETY	6,347,610	3,785,000

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- GENERAL FUND: OPERATING EXPENSE: FIRE SAFETY -----			
10-28-511-106	ADMINISTRATION-SALARIES REGULAR	311,365	290,000
10-28-515-106	ADMINISTRATION-SALARIES SICK CASHED IN	0	0
10-28-522-106	ADMINISTRATION-HEALTH INSURANCE	26,064	0
10-28-523-106	ADMINISTRATION-RETIREMENT EXPENSE	15,572	0
10-28-530-106	ADMINISTRATION-CONTRACTUAL SERVICES	97,452	50,000
10-28-540-106	ADMINISTRATION-COMMODITIES	36,500	0
10-28-550-106	ADMINISTRATION-VEHICLE	35,700	0
10-28-512-107	TRAINING-SALARIES OVERTIME	36,200	0
10-28-530-107	TRAINING-CONTRACTUAL SERVICES	26,800	0
10-28-540-107	TRAINING-COMMODITIES	5,500	0
10-28-530-121	COMMUNICATIONS-CONTRACTUAL SERVICES	149,300	130,000
10-28-540-121	COMMUNICATIONS-COMMODITIES	5,100	0
10-28-512-126	EMERGENCY MANAGEMENT-SALARIES OVERTIME	500	0
10-28-530-126	EMERGENCY MANAGEMENT-CONTRACT SERVICES	3,000	0
10-28-540-126	EMERGENCY MANGEMENT-COMMODITIES	3,000	0
10-28-530-129	STATION MAINTENANCE-CONTRACTUAL SERVICE	95,300	70,000
10-28-540-129	STATION MAINTENANCE-COMMODITIES	8,100	0
10-28-540-130	FOREIGN FIRE TAX	60,000	0
10-28-511-131	COMMUNITY SERVICE, REGULAR SALARIES	0	0
10-28-512-131	COMMUNITY SERVICE-OVERTIME SALARIES	3,000	0
10-28-530-131	COMMUNITY SERVICE-CONTRACTUAL SERVICE	500	0
10-28-540-131	COMMUNITY SERVICE-COMMODITIES	450	0
10-28-511-132	LIFE SAFETY/FIRE PREVENTION-REGULAR SALARIES	40,950	0
10-28-512-132	LIFE SAFETY-SALARIES OVERTIME	3,900	0
10-28-530-132	LIFE SAFETY-CONTRACTUAL SERVICES	1,700	0
10-28-540-132	LIFE SAFETY-COMMODITIES	6,950	0
10-28-511-133	FIREFIGHTING - SALARIES REGULAR	1,555,003	1,510,000
10-28-512-133	FIREFIGHTING - SALARIES OVERTIME	45,255	30,000
10-28-514-133	FIREFIGHTING-SALARIES SICK	89,000	70,000
10-28-515-133	FIREFIGHTING-SALARIES SICK CASHED IN	5,988	0
10-28-516-133	FIREFIGHTING - SALARIES HOLIDAY	53,612	40,000
10-28-521-133	FIREFIGHTING-WORKER'S COMPENSATION	48,000	0
10-28-522-133	FIREFIGHTING-HEALTH INSURANCE	258,358	0
10-28-523-133	FIREFIGHTING-RETIREMENT EXPENSE	1,135,524	0
10-28-524-133	FIREFIGHTING-PERSONNEL LIABILITY	0	0
10-28-530-133	FIRE FIGHTING-CONTRACTUAL SERVICES	44,945	20,000
10-28-540-133	FIRE FIGHTING-COMMODITIES	52,350	20,000
10-28-550-133	FIRE FIGHTING-VEHICLE	58,496	30,000
10-28-511-134	AMBULANCE-SALARIES REGULAR	246,114	120,000
10-28-512-134	AMBULANCE-SALARIES OVERTIME	21,200	0
10-28-514-134	AMBULANCE-SALARIES SICK	24,600	0
10-28-515-134	AMBULANCE-SALARIES SICK CASHED IN	3,413	0
10-28-516-134	AMBULANCE-SALARIES HOLIDAY	8,662	0
10-28-522-134	AMBULANCE-HEALTH INSURANCE	39,096	0
10-28-524-134	AMBULANCE-PERSONNEL LIABILITY	12,000	0
10-28-530-134	AMBULANCE SERVICE-CONTRACTUAL SERVICES	27,930	0

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
10-28-540-134	AMBULANCE SERVICE-COMMODITIES	13,400	0
10-28-550-134	AMBULANCE SERVICE-VEHICLE	1,000	0
	TOTAL FOR: FIRE SAFETY	4,716,849	2,380,000

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- GENERAL FUND: OPERATING EXPENSE: COMMUNITY DEVELOPMENT -----			
10-29-511-135	COMMUNITY DEVELOPMENT, REG SALARIES	829,940	0
10-29-512-135	COMMUNITY DEVELOPMENT, OVERTIME	0	0
10-29-521-135	COMMUNITY DEVELOPMENT-WORKER'S COMPENSATION	12,000	0
10-29-522-135	COMMUNITY DEVELOPMENT - HEALTH INSURANCE	130,400	0
10-29-523-135	COMMUNITY DEVELOPMENT - RETIREMENT EXPENSE	174,610	0
10-29-524-135	LIABILITY INSURANCE	0	0
10-29-530-135	COMMUNITY DEVELOPMENT-CONTRACTUAL SERVICES	379,200	0
10-29-540-135	COMMUNITY DEVELOPMENT-COMMODITIES	12,350	0
10-29-550-135	COMMUNITY DEVELOPMENT-VEHICLE	1,750	0
	TOTAL FOR: COMMUNITY DEVELOPMENT	1,540,250	0

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- GENERAL FUND: OPERATING EXPENSE: PUBLIC WORKS -----			
10-30-511-106	ADMINISTRATION-REGULAR SALARIES	346,323	320,000
10-30-512-106	ADMINISTRATION-OVERTIME SALARIES	2,000	0
10-30-521-106	ADMINISTRATION-WORKER'S COMPENSATION	100,000	0
10-30-522-106	ADMINISTRATION-HEALTH INSURANCE	228,060	200,000
10-30-523-106	ADMINISTRATION-RETIREMENT EXPENSE	372,003	0
10-30-524-106	LIABILITY INSURANCE	0	0
10-30-530-106	ADMINISTRATION-CONTRACTUAL SERVICES	80,000	60,000
10-30-540-106	ADMINISTRATION-COMMODITIES	14,000	0
10-30-530-107	TRAINING-CONTRACTUAL SERVICES	11,850	0
10-30-540-107	TRAINING-COMMODITIES	12,000	0
10-30-511-131	COMMUNITY SERV, REGULAR SALARIES	0	0
10-30-512-131	COMMUNITY SERVICE, OVERTIME	0	0
10-30-530-131	COMMUNITY SERVICE-CONTRACTUAL SERVICES	0	0
10-30-540-131	COMMUNITY SERVICE-COMMODITIES	0	0
10-30-550-131	COMMUNITY SERVICE-VEHICLE	0	0
10-30-511-135	COMMUNITY DEVELOPMENT - SALARIES	0	0
10-30-512-135	COMMUNITY DEVELOPMENT - OVERTIME	0	0
10-30-530-135	COMMUNITY DEVELOPMENT-CONTRACTUAL SERVICES	0	0
10-30-540-135	COMMUNITY DEVELOPMENT-COMMODITIES	0	0
10-30-550-135	COMMUNITY DEVELOPMENT-VEHICLE	0	0
10-30-511-136	ENGINEERING, REGULAR SALARIES	184,230	175,000
10-30-512-136	ENGINEERING, OVERTIME	3,000	0
10-30-530-136	ENGINEERING-CONTRACTUAL SERVICES	41,000	50,000
10-30-540-136	ENGINEERING-COMMODITIES	2,000	0
10-30-511-137	SERVICE YARDS, REGULAR SALARIES	0	0
10-30-512-137	SERVICE YARDS, OVERTIME	0	0
10-30-530-137	SERVICE YARDS-CONTRACTUAL SERVICES	81,000	40,000
10-30-540-137	SERVICE YARDS-COMMODITIES	11,000	0
10-30-511-138	STREET MAINT, REGULAR SALARIES	662,616	400,000
10-30-512-138	STREET MAINTENANCE, OVERTIME	30,000	0
10-30-513-138	STREET MAINTENANCE-VACATION SALARIES	0	0
10-30-514-138	STREET MAINTENANCE-SICK SALARIES	0	0
10-30-515-138	STREET MAINTENANCE-SALARIES SICK CASHED IN	0	0
10-30-516-138	STREET MAINTENANCE-HOLIDAY SALARIES	0	0
10-30-530-138	STREET MAINTENANCE-CONTRACTUAL SERVICES	124,000	30,000
10-30-540-138	STREET MAINTENANCE-COMMODITIES	81,000	0
10-30-550-138	STREET MAINTENANCE-VEHICLE	218,784	200,000
10-30-530-139	PAVEMENT RECONSTRUCTION-CONTRACTUAL SERVICES	0	0
10-30-540-139	PAVEMENT RECONSTRUCTION-COMMODITIES	0	0
10-30-511-140	DRAINAGE, REGULAR SALARIES	117,718	80,000
10-30-512-140	DRAINAGE, OVERTIME	16,000	0
10-30-513-140	DRAINAGE-VACATION SALARIES	0	0
10-30-514-140	DRAINAGE-SICK SALARIES	0	0
10-30-516-140	DRAINAGE-HOLIDAY SALARIES	0	0
10-30-530-140	DRAINAGE-CONTRACTUAL SERVICES	97,500	30,000
10-30-540-140	DRAINAGE-COMMODITIES	31,000	0

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
10-30-511-141	SNOW REMOVAL & ICE CONTROL, REG SALARIES	0	0
10-30-512-141	SNOW REMOVAL & ICE CONTROL, OVERTIME	80,000	50,000
10-30-530-141	SNOW REMOVAL & ICE CONTROL-CONTRACTUAL SERVIC	6,000	0
10-30-540-141	SNOW REMOVAL & ICE CONTROL-COMMODITIES	140,397	100,000
10-30-511-142	PUBLIC PROPERTY, REGULAR SALARIES	0	0
10-30-512-142	PUBLIC PROPERTY, OVERTIME	0	0
10-30-530-142	PUBLIC PROPERTY-CONTRACTUAL SERVICES	289,000	180,000
10-30-540-142	PUBLIC PROPERTY-COMMODITIES	20,000	0
10-30-511-143	FORESTRY, REGULAR SALARIES	152,991	75,000
10-30-512-143	FORESTRY, OVERTIME	10,000	0
10-30-530-143	FORESTRY-CONTRACTUAL SERVICES	278,000	175,000
10-30-540-143	FORESTRY-COMMODITIES	12,000	0
10-30-530-144	STREET SWEEPING-CONTRACTUAL SERVICES	15,000	0
10-30-510-145	DAMAGES-SALARIES	0	0
10-30-530-145	DAMAGES-CONTRACTUAL SERVICES	0	0
10-30-540-145	DAMAGES-COMMODITIES	0	0
10-30-550-145	DAMAGES-VEHICLE	0	0
	TOTAL FOR: PUBLIC WORKS	3,870,472	2,165,000
	GENERAL FUND TOTAL OPERATING EXPENSE	19,223,312	9,570,000

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- GENERAL FUND: CAPITAL: PUBLIC AFFAIRS -----			
10-20-640-100	PUBLIC IMPROVEMENTS-CAPITAL	250,000	0
10-20-640-104	G.O. BONDS PRINCIPAL & INTEREST-CONTRACT SERV	340,305	0
	TOTAL FOR: PUBLIC AFFAIRS	590,305	0
----- GENERAL FUND: CAPITAL: FINANCE DEPARTMENT -----			
10-22-640-106	ADMINISTRATION - CAPITAL	425,000	0
	TOTAL FOR: FINANCE DEPARTMENT	425,000	0
----- GENERAL FUND: CAPITAL: PUBLIC SAFETY -----			
10-26-640-119	GENERAL & CRIMINAL RECORDS-CAPITAL	0	0
10-26-640-120	IDENTIFICATION RECORDS-CAPITAL	0	0
10-26-640-121	COMMUNICATIONS - CAPITAL	500,000	0
10-26-640-123	INVESTIGATIONS - CAPITAL	0	0
10-26-640-124	UNIFORMED PATROL-CAPITAL	0	0
10-26-640-127	POLICE VEHICLES - CAPITAL	0	0
10-26-640-129	STATION MAINTENANCE-CAPITAL	75,000	0
10-26-640-130	SAFETY - CAPITAL	0	0
	TOTAL FOR: PUBLIC SAFETY	575,000	0
----- GENERAL FUND: CAPITAL: FIRE SAFETY -----			
10-28-640-106	ADMINISTRATION - CAPITAL	0	0
10-28-640-107	TRAINING-CAPITAL	0	0
10-28-640-121	COMMUNICATIONS - CAPITAL	0	0
10-28-640-126	EMERGENCY MANAGEMENT-CAPITAL	0	0
10-28-640-129	STATION MAINTENANCE-CAPITAL	75,000	0
10-28-640-130	FOREIGN FIRE TAX	0	0
10-28-640-133	FIREFIGHTING-CAPITAL	0	0
10-28-640-134	AMBULANCE SERVICE - CAPITAL	275,000	0
	TOTAL FOR: FIRE SAFETY	350,000	0
----- GENERAL FUND: CAPITAL: COMMUNITY DEVELOPMENT -----			
10-29-640-135	COMMUNITY DEVELOPMENT - CAPITAL	0	0
	TOTAL FOR: COMMUNITY DEVELOPMENT	0	0
----- GENERAL FUND: CAPITAL: PUBLIC WORKS -----			
10-30-640-106	ADMINISTRATION - CAPITAL	0	0
10-30-640-137	SERVICE YARDS-CAPITAL	0	0
10-30-640-138	STREET MAINTENANCE - CAPITAL	0	0
10-30-640-139	PAVEMENT RECONSTRUCTION - CAPITAL	1,150,000	866,990
10-30-640-140	DRAINAGE - CAPITAL	0	0
10-30-640-141	SNOW REMOVAL & ICE CONTROL-CAPITAL	90,000	0

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
10-30-640-142	PUBLIC PROPERTY - CAPITAL	275,000	0
10-30-640-143	FORESTRY - CAPITAL	0	0
10-30-640-144	STREET SWEEPING - CAPITAL	0	0
	TOTAL FOR: PUBLIC WORKS	1,515,000	866,990
	GENERAL FUND TOTAL CAPITAL	3,455,305	866,990
----- GENERAL FUND: TRANSFERS: TRANSFERS OUT -----			
10-31-700-403	OTHER OPERATING TRANSFERS	3,450,000	0
	TOTAL FOR: TRANSFERS OUT	3,450,000	0
	TOTAL FOR FUND: GENERAL FUND	26,128,617	10,436,990

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- G. O. DEBT SERVICE: OPERATING EXPENSE: PUBLIC AFFAIRS -----			
30-20-500-180	BOND PAYMENT	462,000	126,000
30-20-500-181	INTEREST PAYMENT	43,734	12,414
30-20-500-182	BOND ISSUE EXPENSES	0	0
	TOTAL FOR: PUBLIC AFFAIRS	505,734	138,414
	G. O. DEBT SERVICE TOTAL OPERATING EXPENSE	505,734	138,414
	TOTAL FOR FUND: G. O. DEBT SERVICE	505,734	138,414

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- SSA 3 TRAPP LANE: OPERATING EXPENSE: PUBLIC AFFAIRS -----			
31-20-500-180	BOND PAYMENT	25,500	25,500
31-20-500-181	INTEREST PAYMENT	10,200	9,180
31-20-500-900	CONSTRUCTION	0	0
	TOTAL FOR: PUBLIC AFFAIRS	35,700	34,680
	SSA 3 TRAPP LANE TOTAL OPERATING EXPENSE	35,700	34,680
----- SSA 3 TRAPP LANE: TRANSFERS: PUBLIC AFFAIRS -----			
31-20-700-403	OTHER OPERATING TRANSFERS	0	0
	TOTAL FOR: PUBLIC AFFAIRS	0	0
	TOTAL FOR FUND: SSA 3 TRAPP LANE	35,700	34,680

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- SSA #4 Locust to Rosewood: OPERATING EXPENSE: PUBLIC AFFAIRS -----			
32-20-500-180	BOND PAYMENT	4,159	4,159
32-20-500-181	INTEREST PAYMENT	832	665
32-20-500-900	CONSTRUCTION	0	0
	TOTAL FOR: PUBLIC AFFAIRS	4,991	4,824
	SSA #4 Locust to Rosewood TOTAL OPERATING EXP	4,991	4,824
----- SSA #4 Locust to Rosewood: TRANSFERS: PUBLIC AFFAIRS -----			
32-20-700-403	OTHER OPERATING TRANSFERS	0	0
	TOTAL FOR: PUBLIC AFFAIRS	0	0
	TOTAL FOR FUND: SSA #4 Locust to Rosewood	4,991	4,824

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- SSA #5 Rosewood to Glendale: OPERATING EXPENSE: PUBLIC AFFAIRS -----			
33-20-500-180	BOND PAYMENT	3,533	3,533
33-20-500-181	INTEREST PAYMENT	707	565
33-20-500-900	CONSTRUCTION	0	0
33-20-500-901	MISCELLANEOUS	0	0
	TOTAL FOR: PUBLIC AFFAIRS	4,240	4,098
	SSA #5 Rosewood to Glendale TOTAL OPERATING E	4,240	4,098
----- SSA #5 Rosewood to Glendale: TRANSFERS: PUBLIC AFFAIRS -----			
33-20-700-403	OTHER OPERATING TRANSFERS	0	0
	TOTAL FOR: PUBLIC AFFAIRS	0	0
	TOTAL FOR FUND: SSA #5 Rosewood to Glendale	4,240	4,098

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- REFUSE FUND: OPERATING EXPENSE: COLLECTION -----			
56-81-520-106	ADMINISTRATION - PERSONNEL COSTS	0	0
56-81-521-106	ADMINISTRATION-WORKER'S COMPENSATION	102,000	40,000
56-81-522-106	ADMINISTRATION-HEALTH INSURANCE	91,224	0
56-81-523-106	ADMINISTRATION - RETIREMENT EXPENSE	117,753	0
56-81-524-106	LIABILITY INSURANCE	0	0
56-81-511-500	COMMERCIAL COLLECTION-SALARIES	0	0
56-81-512-500	COMMERCIAL COLLECTION-OVERTIME	0	0
56-81-513-500	COMMERCIAL COLLECTION-VACATION SALARIES	0	0
56-81-514-500	COMMERCIAL COLLECTION - SICK SALARIES	0	0
56-81-516-500	COMMERCIAL COLLECTION-HOLIDAY SALARIES	0	0
56-81-511-501	RESIDENTIAL COLLECTION-REGULAR SALARIES	479,207	300,000
56-81-512-501	RESIDENTIAL COLLECTION-OVERTIME SALARIES	35,000	0
56-81-513-501	RESIDENTIAL COLLECTION-VACATION SALARIES	0	0
56-81-514-501	RESIDENTIAL COLLECTION-SICK SALARIES	0	0
56-81-516-501	RESIDENTIAL COLLECTION-HOLIDAY SALARIES	0	0
56-81-530-501	RESIDENTIAL COLLECTION-CONTRACTUAL SERVICES	70,000	55,000
56-81-540-501	RESIDENTIAL COLLECTION-COMMODITIES	37,500	0
56-81-550-501	RESIDENTIAL COLLECTION-VEHICLE	231,876	135,000
56-81-511-502	SPECIAL COLLECTION-REGULAR SALARIES	0	0
56-81-512-502	SPECIAL COLLECTION-OVERTIME SALARIES	0	0
56-81-513-502	SPECIAL COLLECTION-VACATION SALARIES	0	0
56-81-514-502	SPECIAL COLLECTION - SICK SALARIES	0	0
56-81-516-502	SPECIAL COLLECTIONS-HOLIDAY SALARIES	0	0
56-81-511-503	YARD WASTE COLLECTION-REGULAR SALARIES	0	0
56-81-512-503	YARD WASTE COLLECTION-OVERTIME SALARIES	0	0
56-81-513-503	YARD WASTE COLLECTION-VACATION SLARIES	0	0
56-81-514-503	YARD WASTE COLLECTION-SICK SALARIES	0	0
56-81-530-503	YARD WASTE COLLECTION-CONTRACT SERVICES	40,000	0
56-81-540-503	YARD WASTE COLLECTION-COMMODITIES	10,000	0
	TOTAL FOR: COLLECTION	1,214,560	530,000
----- REFUSE FUND: OPERATING EXPENSE: DISPOSAL -----			
56-82-512-504	DISPOSAL-OVERTIME SALARIES	0	0
56-82-530-504	DISPOSAL-CONTRACTUAL SERVICES	403,784	320,000
	TOTAL FOR: DISPOSAL	403,784	320,000
----- REFUSE FUND: OPERATING EXPENSE: RECYCLING & COMPOSTING -----			
56-83-530-505	RECYCLING-CONTRACTUAL SERVICES	233,000	160,000
56-83-540-505	RECYCLING-COMMODITIES	5,000	0
56-83-530-506	COMPOSTING-CONTRACTUAL SERVICES	105,000	60,000
	TOTAL FOR: RECYCLING & COMPOSTING	343,000	220,000

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- REFUSE FUND: OPERATING EXPENSE: LANDFILL MONITORING -----			
56-84-511-507	MONITORING-REGULAR SALARIES	0	0
56-84-512-507	MONITORING-OVERTIME SALARIES	0	0
56-84-530-507	MONITORING-CONTRACTUAL SERVICES	98,000	30,000
56-84-540-507	MONITORING-COMMODITIES	2,000	0
	TOTAL FOR: LANDFILL MONITORING	100,000	30,000
----- REFUSE FUND: OPERATING EXPENSE: DEPRECIATION -----			
56-85-500-400	DEPRECIATION	135,000	0
	TOTAL FOR: DEPRECIATION	135,000	0
	REFUSE FUND TOTAL OPERATING EXPENSE	2,196,344	1,100,000
----- REFUSE FUND: CAPITAL: COLLECTION -----			
56-81-640-106	ADMINISTRATION - CAPITAL	0	0
56-81-640-508	COLLECTION EQUIPMENT-CAPITAL	0	0
	TOTAL FOR: COLLECTION	0	0
----- REFUSE FUND: CAPITAL: LANDFILL MONITORING -----			
56-84-640-510	MONITORING WELLS - CAPITAL	0	0
	TOTAL FOR: LANDFILL MONITORING	0	0
	REFUSE FUND TOTAL CAPITAL	0	0
----- REFUSE FUND: TRANSFERS: COLLECTION -----			
56-81-700-403	OTHER OPERATING TRANSFERS	0	0
	TOTAL FOR: COLLECTION	0	0
----- REFUSE FUND: TRANSFERS: ADMINISTRATIVE CHARGES -----			
56-86-700-401	PAYMENTS IN LIEU OF TAXES	44,796	0
56-86-700-402	ADMINISTRATIVE CHARGES	127,080	0
	TOTAL FOR: ADMINISTRATIVE CHARGES	171,876	0
	TOTAL FOR FUND: REFUSE FUND	2,368,220	1,100,000

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- POLICE PENSION FUND: OPERATING EXPENSE: POLICE PENSION -----			
80-95-500-801	GENERAL & ADMINISTRATIVE	131,850	0
80-95-500-802	BENEFITS & REFUNDS	1,600,000	1,009,152
	TOTAL FOR: POLICE PENSION	1,731,850	1,009,152
	POLICE PENSION FUND TOTAL OPERATING EXPENSE	1,731,850	1,009,152
	TOTAL FOR FUND: POLICE PENSION FUND	1,731,850	1,009,152

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- FIRE PENSION FUND: OPERATING EXPENSE: FIRE PENSION -----			
81-96-500-801	GENERAL & ADMINISTRATIVE	121,500	0
81-96-500-802	BENEFITS & REFUNDS	1,805,000	1,191,031
	TOTAL FOR: FIRE PENSION	1,926,500	1,191,031
	FIRE PENSION FUND TOTAL OPERATING EXPENSE	1,926,500	1,191,031
	TOTAL FOR FUND: FIRE PENSION FUND	1,926,500	1,191,031

**AN ORDINANCE
ABATING THE TAX HERETOFORE LEVIED FOR THE YEAR 2012
TO PAY THE PRINCIPAL OF AND INTEREST ON
\$3,190,000 GENERAL OBLIGATION REFUNDING BONDS
(SALES TAX ALTERNATIVE REVENUE SOURCE), SERIES 2003,
OF THE VILLAGE OF WINNETKA, COOK COUNTY, ILLINOIS**

WHEREAS, the Village of Winnetka (“Village”) is a home rule municipality in accordance with Article VII, Section 6 of the Constitution of the State of Illinois of 1970 and, pursuant thereto, has the authority, except as limited by said Section 6 of Article VII, to exercise any power and perform any function pertaining to the government and affairs of the Village, including the power to tax; and

WHEREAS, the Council of the Village of Winnetka, Cook County, Illinois (the “Village Council”), by Ordinance Number M-1-2003, adopted on the 7th day of January, 2003 (the “Ordinance”), did provide for the issue of \$3,190,000 General Obligation Refunding Bonds (Sales Tax Alternate Revenue Source), Series 2003 (the “Bonds”), and the levy of a direct annual tax sufficient to pay the principal of and interest on the Bonds: and

WHEREAS, the Village will have the Pledged Sales Tax Income (as defined in the Ordinance) in the appropriate fund pursuant to the Ordinance for the purpose of paying the principal of and interest on the Bonds up to and including December 1, 2013; and

WHEREAS, it is necessary and in the best interests of the Village that the tax heretofore levied for the year 2012 to pay the principal of and interest on the Bonds be abated.

NOW, THEREFORE, the Council of the Village of Winnetka do ordain as follows:

SECTION 1: Abatement of Tax. The tax heretofore levied for the year 2012 of Three Hundred Forty Thousand Three Hundred Five Dollars (\$340,305) in Ordinance Number M-1-2003 to pay the principal of and interest on \$3,190,000 General Obligation Refunding Bonds (sales Tax Alternate Revenue Source), Series 2003, of the Village of Winnetka, Cook County, Illinois, is hereby abated in its entirety.

SECTION 2: Filing of Ordinance. Forthwith upon the adoption of this Ordinance, the Village Clerk shall file a certified copy hereof with the County Clerk of the County of Cook, Illinois, and it shall be the duty of said County Clerk to abate said tax levied for the year 2012 in accordance with the provisions hereof.

SECTION 3: Home Rule. This Ordinance is adopted by the Council of the Village of Winnetka in the exercise of its home rule powers pursuant to Section 6 of Article VII of the Illinois Constitution of 1970.

SECTION 3: Effective Date. This Ordinance shall take effect immediately upon its passage, approval and posting as provided by law.

PASSED this 4th day of December, 2012, pursuant to the following roll call vote:

AYES: _____

NAYS: _____

ABSENT: _____

APPROVED this 4th day of December, 2012.

Signed:

Countersigned:

Village President

Village Clerk

Introduced: November 20, 2012

Posted: November 26, 2012

Passed and Approved: December 4, 2012

Posted:

**AN ORDINANCE
LEVYING TAXES FOR THE YEAR 2012
FOR VILLAGE OF WINNETKA, COOK COUNTY, ILLINOIS
SPECIAL SERVICE AREA NO. 3**

WHEREAS, the Village of Winnetka (“Village”) is a home rule municipality in accordance with Article VII, Section 6 of the Constitution of the State of Illinois of 1970 and, pursuant thereto, has the authority, except as limited by said Section 6 of Article VII, to exercise any power and perform any function pertaining to the government and affairs of the Village, including the power to tax; and

WHEREAS, Village of Winnetka Special Service Area No. 3 has been established pursuant to Ordinance M-6-2010, adopted by the Council of the Village of Winnetka (“Village Council”) on April 20, 2010, and Ordinance M-13-2010, adopted by the Village Council on July 20, 2010, to provide for certain special services within the territory described in said ordinances, such special services consisting of the construction of a storm sewer, the reconstruction and repaving of Trapp Lane, the construction of a cul-de-sac at the terminus of Trapp Lane and the construction of related appurtenances (“Special Services”), all in conjunction with the dedication of Trapp Lane as a public right of way; and

WHEREAS, the Village Council have determined that, in the interest of the health, safety and welfare of the Village and its residents, it is appropriate to adopt an ordinance levying taxes within Special Service Area No. 3; and

WHEREAS, the construction of the improvements in Special Service Area No. 3 are substantially complete with an estimated total project cost for the Special Services provided to Special Service Area No. 3 of Two Hundred Fifty-Five Thousand Dollars (\$255,000); and

WHEREAS, the total term of repayment of the project costs for Special Service Area No. 3 is 10 years and the 2012 Tax Levy is for Year Two of Ten; and

WHEREAS, the Village Council have determined that the total amount to be raised by the levy of taxes on taxable property within Special Service Area No. 3 for the cost of providing such Special Services for the fiscal year beginning April 1, 2012, and ending March 31, 2013 is Thirty-Four Thousand Six Hundred Eighty Dollars (\$34,680).

NOW, THEREFORE, the Council of the Village of Winnetka do ordain:

SECTION 1: That the foregoing recitals are hereby adopted as the findings of the Council of the Village of Winnetka, as fully set forth herein.

SECTION 2: That in order to meet the cost of providing the above-described Special Services within Special Service Area No. 3 for the fiscal year beginning April 1, 2012, and ending March 31, 2013, there is hereby levied upon all of the taxable property within Village of Winnetka Special Service Area No. 3 subject to taxation for the current year, as assessed and equalized for the year 2012, the sum of Thirty-Four Thousand Six Hundred Eighty Dollars (\$34,680), which is to be collected from the levy of the Village of Winnetka for the year 2012 for the purposes heretofore budgeted, the total of which has been ascertained and is as indicated in the following Summary of 2012 Property Tax Levy under the column labeled "Amount to Be Raised by Tax Levy," and as set forth in detail in the 2012 Property Tax Levy Report, which is attached as Exhibit A and is incorporated herein by reference.

SECTION 3: That there is hereby certified to the County Clerk of Cook County, Illinois, the several sums above, constituting said total amount, and the total amount of Thirty-Four Thousand Six Hundred Eighty Dollars (\$34,680), which is the total amount the Village of Winnetka requires to be raised by taxation to meet the costs of Special Service Area No. 3 for the current fiscal year of the Village, and that, on or before the time required by law, the Village Clerk shall file a certified copy of this Ordinance with the County Clerk of Cook County, Illinois, whereupon it shall be the duty of said County Clerk to levy taxes for the year 2012 on all properties subject to taxation within Village of Winnetka Special Service Area No. 3, in accordance with the provisions of this Ordinance.

SECTION 4: Each provision of this Ordinance is severable. If any provision of this Ordinance or the application of any provision of this Ordinance to any person or circumstance is held invalid, then the remainder of this Ordinance and the application of the provisions of this Ordinance to other persons or circumstances shall not be affected thereby and shall remain valid, enforceable and otherwise in full force and effect.

SECTION 5: This Ordinance is adopted by the Council of the Village of Winnetka in the exercise of its home rule powers pursuant to Section 6 of Article VII of the Illinois Constitution of 1970.

SECTION 6: This Ordinance shall take effect immediately upon its passage, approval and posting as provided by law.

PASSED this 4th day of December, 2012, pursuant to the following roll call vote:

AYES: _____

NAYS: _____

ABSENT: _____

APPROVED this 4th day of December, 2012.

Signed:

Countersigned:

Village President

Village Clerk

Introduced: November 20, 2012

Posted: November 26, 2012

Passed and Approved: December 4, 2012

Posted:

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- SSA 3 TRAPP LANE: OPERATING EXPENSE: PUBLIC AFFAIRS -----			
31-20-500-180	BOND PAYMENT	25,500	25,500
31-20-500-181	INTEREST PAYMENT	10,200	9,180
31-20-500-900	CONSTRUCTION	0	0
	TOTAL FOR: PUBLIC AFFAIRS	35,700	34,680
	SSA 3 TRAPP LANE TOTAL OPERATING EXPENSE	35,700	34,680
----- SSA 3 TRAPP LANE: TRANSFERS: PUBLIC AFFAIRS -----			
31-20-700-403	OTHER OPERATING TRANSFERS	0	0
	TOTAL FOR: PUBLIC AFFAIRS	0	0
	TOTAL FOR FUND: SSA 3 TRAPP LANE	35,700	34,680

**AN ORDINANCE
LEVYING TAXES FOR THE YEAR 2011
FOR VILLAGE OF WINNETKA, COOK COUNTY, ILLINOIS
SPECIAL SERVICE AREA NO. 4**

WHEREAS, the Village of Winnetka (“Village”) is a home rule municipality in accordance with Article VII, Section 6 of the Constitution of the State of Illinois of 1970 and, pursuant thereto, has the authority, except as limited by said Section 6 of Article VII, to exercise any power and perform any function pertaining to the government and affairs of the Village, including the power to tax; and

WHEREAS, Village of Winnetka Special Service Area No. 4 has been established pursuant to Ordinance M-2-2011, adopted by the Council of the Village of Winnetka (“Village Council”) on April 26, 2011, and Ordinance M-13-2011, adopted by the Village Council on September 6, 2011, to provide for certain special services within the territory described in said ordinances, such special services consisting of the construction of a storm sewer and a new concrete alley, and the construction of related appurtenances (“Special Services”) in the single family residential area consisting of properties bounded by Elm Street, Oak Street, Locust Street, and Rosewood Avenue; and

WHEREAS, the Village Council have determined that, in the interest of the health, safety and welfare of the Village and its residents, it is appropriate to adopt an ordinance levying taxes within Special Service Area No. 4; and

WHEREAS, the construction of the improvements in Special Service Area No. 4 has been completed and the total project cost for the Special Services provided to Special Service Area No. 4 is Twenty Thousand Seven Hundred Ninety-Five Dollars (\$20,795.00); and

WHEREAS, the total term of repayment of the project costs for Special Service Area No. 4 is five years and the 2012 Tax Levy is for Year Two of Five; and

WHEREAS, the Village Council have determined that the total amount to be raised by the levy of taxes on taxable property within Special Service Area No. 4 for providing such Special Services for the fiscal year beginning April 1, 2012, and ending March 31, 2013 is Four Thousand Eight Hundred Twenty-Four Dollars (\$4,824.00).

NOW, THEREFORE, the Council of the Village of Winnetka do ordain:

SECTION 1: That the foregoing recitals are hereby adopted as the findings of the Council of the Village of Winnetka, as fully set forth herein.

SECTION 2: That in order to meet the cost of providing the above-described Special Services within Special Service Area No. 4 for the fiscal year beginning April 1, 2012, and ending March 31, 2013, there is hereby levied upon all of the taxable property within Village of Winnetka Special Service Area No. 4 subject to taxation for the current year, as assessed and equalized for the year 2012, the sum of Four Thousand Eight Hundred Twenty-Four Dollars (\$4,824.00), which is to be collected from the levy of the Village of Winnetka for the year 2012 for the purposes heretofore budgeted, the total of which has been ascertained and is as indicated in the following Summary of 2012 Property Tax Levy under the column labeled "Amount to Be Raised by Tax Levy," and as set forth in detail in the 2012 Property Tax Levy Report, which is attached as Exhibit A and is incorporated herein by reference.

SECTION 3: That there is hereby certified to the County Clerk of Cook County, Illinois, the several sums above, constituting said total amount, and the total amount of Four Thousand Eight Hundred Twenty-Four Dollars (\$4,824.00), which is the total amount the Village of Winnetka requires to be raised by taxation to meet the costs for Special Service Area No. 4 for the current fiscal year of the Village, and that, on or before the time required by law, the Village Clerk shall file a certified copy of this Ordinance with the County Clerk of Cook County, Illinois, whereupon it shall be the duty of said County Clerk to levy taxes for the year 2012 on all properties subject to taxation within Village of Winnetka Special Service Area No. 4, in accordance with the provisions of this Ordinance.

SECTION 4: Each provision of this Ordinance is severable. If any provision of this Ordinance or the application of any provision of this Ordinance to any person or circumstance is held invalid, then the remainder of this Ordinance and the application of the provisions of this Ordinance to other persons or circumstances shall not be affected thereby and shall remain valid, enforceable and otherwise in full force and effect.

SECTION 5: This Ordinance is adopted by the Council of the Village of Winnetka in the exercise of its home rule powers pursuant to Section 6 of Article VII of the Illinois Constitution of 1970.

SECTION 6: This Ordinance shall take effect immediately upon its passage, approval and posting as provided by law.

PASSED this 4th day of December, 2012, pursuant to the following roll call vote:

AYES: _____

NAYS: _____

ABSENT: _____

APPROVED this 4th day of December, 2012.

Signed:

Countersigned:

Village President

Village Clerk

Introduced: November 20, 2012

Posted: November 26, 2012

Passed and Approved: December 4, 2012

Posted:

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- SSA #4 Locust to Rosewood: OPERATING EXPENSE: PUBLIC AFFAIRS -----			
32-20-500-180	BOND PAYMENT	4,159	4,159
32-20-500-181	INTEREST PAYMENT	832	665
32-20-500-900	CONSTRUCTION	0	0
	TOTAL FOR: PUBLIC AFFAIRS	4,991	4,824
	SSA #4 Locust to Rosewood TOTAL OPERATING EXP	4,991	4,824
----- SSA #4 Locust to Rosewood: TRANSFERS: PUBLIC AFFAIRS -----			
32-20-700-403	OTHER OPERATING TRANSFERS	0	0
	TOTAL FOR: PUBLIC AFFAIRS	0	0
	TOTAL FOR FUND: SSA #4 Locust to Rosewood	4,991	4,824

**AN ORDINANCE
LEVYING TAXES FOR THE YEAR 2011
FOR VILLAGE OF WINNETKA, COOK COUNTY, ILLINOIS
SPECIAL SERVICE AREA NO. 5**

WHEREAS, the Village of Winnetka (“Village”) is a home rule municipality in accordance with Article VII, Section 6 of the Constitution of the State of Illinois of 1970 and, pursuant thereto, has the authority, except as limited by said Section 6 of Article VII, to exercise any power and perform any function pertaining to the government and affairs of the Village, including the power to tax; and

WHEREAS, Village of Winnetka Special Service Area No. 5 has been established pursuant to Ordinance M-3-2011, adopted by the Council of the Village of Winnetka (“Village Council”) on April 26, 2011, and Ordinance M-14-2011, adopted by the Village Council on September 6, 2011, to provide for certain special services within the territory described in said ordinances, such special services consisting of the construction of a storm sewer and a new concrete alley, and the construction of related appurtenances (“Special Services”) in the single family residential area consisting of properties bounded by Elm Street, Oak Street, Glendale Avenue, and Rosewood Avenue; and

WHEREAS, the Village Council have determined that, in the interest of the health, safety and welfare of the Village and its residents, it is appropriate to adopt an ordinance levying taxes within Special Service Area No. 5; and

WHEREAS, the construction of the improvements in Special Service Area No. 5 has been completed and the total project cost for the Special Services provided to Special Service Area No. 5 is Seventeen Thousand Six Hundred Sixty-Four Dollars (\$17,664.00); and

WHEREAS, the total term of repayment of the project costs for Special Service Area No. 5 is five years and the 2012 Tax Levy is for Year Two of Five; and

WHEREAS, the Village Council have determined that the total amount to be raised by the levy of taxes on taxable property within Special Service Area No. 5 for the cost of providing such Special Services for the fiscal year beginning April 1, 2012, and ending March 31, 2013 is Four Thousand Ninety-Eight Dollars (\$4,098.00).

NOW, THEREFORE, the Council of the Village of Winnetka do ordain:

SECTION 1: That the foregoing recitals are hereby adopted as the findings of the Council of the Village of Winnetka, as fully set forth herein.

SECTION 2: That in order to meet the cost of providing the above-described Special Services within Special Service Area No. 5 for the fiscal year beginning April 1, 2012, and ending March 31, 2013, there is hereby levied upon all of the taxable property within Village of Winnetka Special Service Area No. 5 subject to taxation for the current year, as assessed and equalized for the year 2012, Four Thousand Ninety-Eight Dollars (\$4,098.00), which is to be collected from the levy of the Village of Winnetka for the year 2012 for the purposes heretofore budgeted, the total of which has been ascertained and is as indicated in the following Summary of 2012 Property Tax Levy under the column labeled "Amount to Be Raised by Tax Levy," and as set forth in detail in the 2012 Property Tax Levy Report, which is attached as Exhibit A and is incorporated herein by reference.

SECTION 3: That there is hereby certified to the County Clerk of Cook County, Illinois, the several sums above, constituting said total amount, and the total amount of Four Thousand Ninety-Eight Dollars (\$4,098.00), which is the total amount the Village of Winnetka requires to be raised by taxation to meet the costs of Special Service Area No. 5 for the current fiscal year of the Village, and that, on or before the time required by law, the Village Clerk shall file a certified copy of this Ordinance with the County Clerk of Cook County, Illinois, whereupon it shall be the duty of said County Clerk to levy taxes for the year 2012 on all properties subject to taxation within Village of Winnetka Special Service Area No. 5, in accordance with the provisions of this Ordinance.

SECTION 4: Each provision of this Ordinance is severable. If any provision of this Ordinance or the application of any provision of this Ordinance to any person or circumstance is held invalid, then the remainder of this Ordinance and the application of the provisions of this Ordinance to other persons or circumstances shall not be affected thereby and shall remain valid, enforceable and otherwise in full force and effect.

[Remainder of this page intentionally left blank.]

SECTION 5: This Ordinance is adopted by the Council of the Village of Winnetka in the exercise of its home rule powers pursuant to Section 6 of Article VII of the Illinois Constitution of 1970.

SECTION 6: This Ordinance shall take effect immediately upon its passage, approval and posting as provided by law.

PASSED this 4th day of December, 2012, pursuant to the following roll call vote:

AYES: _____

NAYS: _____

ABSENT: _____

APPROVED this 4th day of December, 2012.

Signed:

Countersigned:

Village President

Village Clerk

Introduced: November 20, 2012
Posted: November 26, 2012
Passed and Approved: December 4, 2012
Posted:

TAX LEVY REPORT
FISCAL YEAR 2013, SORTED BY PROGRAM

ACCOUNT NUMBER	DESCRIPTION	BUDGETED AMOUNT	AMOUNT TO BE RAISED BY TAX LEVY
----- SSA #5 Rosewood to Glendale: OPERATING EXPENSE: PUBLIC AFFAIRS -----			
33-20-500-180	BOND PAYMENT	3,533	3,533
33-20-500-181	INTEREST PAYMENT	707	565
33-20-500-900	CONSTRUCTION	0	0
33-20-500-901	MISCELLANEOUS	0	0
	TOTAL FOR: PUBLIC AFFAIRS	4,240	4,098
	SSA #5 Rosewood to Glendale TOTAL OPERATING E	4,240	4,098
----- SSA #5 Rosewood to Glendale: TRANSFERS: PUBLIC AFFAIRS -----			
33-20-700-403	OTHER OPERATING TRANSFERS	0	0
	TOTAL FOR: PUBLIC AFFAIRS	0	0
	TOTAL FOR FUND: SSA #5 Rosewood to Glendale	4,240	4,098

TO: Village Council

PREPARED BY: Jessica B. Tucker, Village President

DATE: November 28, 2012

SUBJECT: RESOLUTION NO. R- 35-2012, URGING GOVERNOR QUINN AND THE ILLINOIS GENERAL ASSEMBLY TO ADOPT PUBLIC SAFETY EMPLOYEE PENSION REFORM TO MITIGATE THE STATE-WIDE PENSION CRISIS.

REF: October 18, 2011 Council Meeting
November 16, 2010 Council Meeting, pp. 13 – 16
May 19, 2009 Council Meeting, pp. 28 – 33
June 19, 2012 Council Meeting, pp. 87 – 90

Continually rising public safety pension costs have created an unsustainable burden on municipal budgets. Pension Fairness for Illinois Communities Coalition (PFICC), a group of Illinois municipalities, businesses and government organizations, seeks to address fairness in the public safety pension system and reduce rising costs to fund retirement obligations. Escalating public safety pension costs impact the sustainability of retirement benefits for our public safety employees, as well as our capacity to maintain services for local taxpayers.

As the General Assembly, not local municipalities, determine pension benefits and required contributions, pension reform at the State level is necessary. PFICC seeks legislation that will alter the public safety pension funding structure, which is not financially sustainable for taxpayers at the local level. Past legislative reforms have helped reduce the local pension costs associated with new public safety hires, but have not dealt with the fundamental structural deficits that exist to pay current employee pension benefits.

Resolution No. R-35-2012 is aligned with the PFICC's pension reform platform and urges Governor Quinn and the General Assembly to adopt changes that will help to mitigate the State-wide pension crisis.

Recommendation:

Consider adoption of Resolution No. R-35-2012.

**A RESOLUTION OF THE VILLAGE OF WINNETKA
URGING THE GOVERNOR and GENERAL ASSEMBLY
TO ADOPT PUBLIC EMPLOYEE PENSION REFORM
TO MITIGATE THE STATE-WIDE PENSION CRISIS**

WHEREAS, preserving the public safety, health and welfare of its citizens is a critical priority and of paramount concern of the Village of Winnetka; and

WHEREAS, the Village of Winnetka, like many communities across the State of Illinois, has been experiencing an exponential increase in required contributions to fund the defined benefit pensions of eligible municipal employees as determined by the State; and

WHEREAS, the Village of Winnetka is a participating member of the Pension Fairness for Illinois Communities Coalition (PFICC) and supports the Coalition's pension reform platform; and

WHEREAS, from 2001 to 2012, public safety pension costs have increased \$1,480,183 or 206%. In 2001, 7.6% or \$720,000 of the annual property tax levy was used to fund public safety pensions. For 2012, public safety pensions will use \$2,200,183 of the tax levy, or 15.9% of the total levy.

WHEREAS, the actuarially determined contribution for the Village of Winnetka Firefighter Pension Fund (with an assumed earnings rate of 6.25%) has increased by \$796,031 or 202% from the 2001 tax levy to the 2012 tax levy; with the 2012 tax levy equaling approximately \$49,626 or 57% of salary per plan member; and

WHEREAS, the actuarially determined contribution for the Village of Winnetka Police Pension Fund (with an assumed earnings rate of 6.25%) has increased by \$684,152 or 211% from the 2001 tax levy to the 2012 tax levy; the 2012 tax levy equaling approximately \$37,376 or 42% of salary per plan member; and

WHEREAS, the actuarially determined contribution for the Village of Winnetka Illinois Municipal Retirement Fund (with an assumed earnings rate of 7.5%) has increased by \$430,864 or 50% from 2001 to 2012, equaling approximately \$12,579 or 15.2% of salary per plan member; and

WHEREAS, these escalating pension costs have created a fiscal burden that continues to consume an ever increasing portion of the Village of Winnetka's municipal budget and threatens the long-term sustainability of the pension funds and the continuation of existing levels of public services; and

WHEREAS, while the Village of Winnetka recognizes that offering a quality pension program is vital for the recruitment and retention of quality public employees, it also recognizes that skyrocketing public pension costs for existing employees place local pension funds in financial jeopardy; and

WHEREAS, without additional pension reform for municipal employees, police officers, and firefighters as proposed by the PFICC to curb escalating pension costs, the Village of Winnetka and many other communities across the state are faced with terrible choices, including budget cuts that reduce or eliminate vital services; compromised public safety service levels; deferred critical infrastructure maintenance and repairs; layoffs, and/or increasing property taxes; and

WHEREAS, the Village of Winnetka has and continues to pass rising pension costs on to the taxpayer by increasing the property tax levy each year in an amount that will cover 100% of the police and fire pension funding costs;

NOW, THEREFORE, BE IT RESOLVED by the Council of the Village of Winnetka, County of Cook, State of Illinois, that:

SECTION 1: The foregoing recitals are by this reference incorporated into and made a part of the resolution as if fully set forth herein.

SECTION 2: The Village of Winnetka urges the Illinois General Assembly to:

- A. Take immediate steps to implement pension reform for all existing public employees and retirees including but not limited to:
 - 1. Pause all cost of living adjustments (COLAs) for 10 years;
 - 2. Apply the Tier 2 COLA formula (the lesser of 3% or ½ of CPI, non-compounded) upon the end of the 10-year COLA pause;
 - 3. Increase the employee contributions toward pension by 1% of salary per year for five years;
 - 4. Adjust the retirement age to 55, with a minimum of 10 years of service;
 - 5. Require 35 years of service to maximize pension benefit (return to formula utilized prior to reduction to 30 years to maximize pension: 1.5% of salary per year of service for the first 20 years of service; 2.0% of salary per year of service for the next 10 years of service; and 1.0% of salary per year for the final five years of service).

SECTION 3: This Resolution is adopted by the Council of the Village of Winnetka in the exercise of its home rule powers pursuant to Section 6 of Article VII of the Illinois Constitution of 1970.

SECTION 4: This Resolution shall take effect immediately upon its adoption.

ADOPTED this 4th day of December, 2012, pursuant to the following roll call vote:

AYES: _____

NAYS: _____

ABSENT: _____

Signed:

Village President

Countersigned:

Village Clerk

AGENDA REPORT

SUBJECT: SCADA Bids, Water Plant

PREPARED BY: Brian Keys, Director Water & Electric

REF.: February 21, 2012 Budget Presentation
December 5, 2006 Council Meeting, pp. 105-106

DATE: November 27, 2012

The Water & Electric Department issued a Request for Proposal (RFP #012-017) for the replacement of the Water Plant's Supervisory Control and Data Acquisition (SCADA) master station. The project includes the replacement of the existing system with new servers, work stations, and software which will support all of the existing SCADA peripheral equipment. Replacement of the Water Plant's SCADA system was identified in the *2008 Long-Term Water Plant Improvement Plan*. The existing hardware is obsolete and new replacement parts are no longer available.

The SCADA master station is used to monitor and control various systems and processes used in the treatment and delivery of potable water. The existing system was supplied by QEI and utilizes Hewlett Packard DEC Alpha servers. It was last upgraded in 1999 at a cost of \$110,000. Both Hewlett Packard and QEI have previously announced the end of life for this hardware system. Replacement parts currently consist of used and/or refurbished components.

The scope of work contained in the RFP is summarized as follows:

- The proposed upgrade should directly import the existing database, including all point definitions, Remote Terminal Unit communication interfaces, displays, calculations, reports, algorithms, and historical data collections.
- The proposed software should allow viewing and editing of the SCADA system database in one uniform set of editors using a Windows environment that incorporates the graphical and user interface capabilities inherent in Microsoft Windows.
- The proposed system shall support no fewer than eight Remote Terminal Units.
- The design is to provide a high level of reliability using redundant servers.
- The successful vendor will provide an implementation plan for installation, testing and startup of the system. The plan must insure the Water Plant remains operational during the transition.
- The proposed system shall contain a three year warranty and service support on hardware and software. The warranty shall include diagnostic support, user support, on-line manuals, all software updates and/or patches during the warranty period.

- As an option for the Village’s consideration, vendors were asked to provide an extended service agreement for years four and five.

The RFP notice was published in the Pioneer Press and notices were sent to twelve companies. Ten companies requested proposal documents. Two companies, Survalent Technology and CG Automation (formerly QEI) submitted proposals for the Village’s consideration. Both proposals exceeded one hundred twenty pages in length. The documents are available for the Council’s review upon request. The limited number of responses was not unexpected due to the compatibility requirement for any proposed system to interface with existing controllers and devices.

Requests for proposals are used when the Village wants a comprehensive plan to meet our needs, not just a comparison of the lowest cost option. Price is one of several factors used in reviewing the proposal and selecting the one best matched to our desired solution. Staff evaluated the SCADA proposals based on the following criteria:

- Relevant company experience and qualifications
- Relevant project personnel experience and qualifications
- Project Cost
- Other factors such as: ability to transfer data from the existing system, ease of training employees, project timelines, etc.

Both companies provided software and hardware systems that met the RFP requirements. Each of the vendors has planned factory acceptance testing by Winnetka personnel, on-site commissioning, and on-site training for staff. A summary of the project costs has been included below.

Company Name	Proposal	Warranty / Support - Year 4	Warranty / Support -Year 5
Survalent Technology	\$64,000.00	\$9,170.00	\$8,711.50
CG Automation Solutions USA Inc. (QEI)	\$59,670.00	\$7,348.00	\$7,495.00

Survalent extended a discount for additional multi-year purchases of software/warranty support. For two additional years, a five percent discount was extended. Although not required by the RFP, Survalent extended a 25% discount if the Village elects to purchase three additional years of warranty/software support (\$6,877.50 per year) for years four through six. During discussions with Survalent Technology, the multi-year warranty/software support discount was also extended to the Electric Plant’s Survalent SCADA software maintenance. If accepted by the Village at the 2013 renewal date, the discount would save \$6,877 over a three year period.

Both companies provided references as required in the RFP. Staff contacted multiple companies from the referral lists. As expected, customers provided positive feedback on each company’s respective system. Survalent provided an extensive list of U.S. customers which included fifty customers that replaced their QEI system with a Survalent system. Companies currently using the CG Automation (QEI) system also noted that the server(s) were placed outside of their office

environment citing the sound level of the server as one factor. Of the customers contacted, a common concern expressed about QEI was dissatisfaction with their customer support.

This was particularly noteworthy as the Village staff has experienced similar frustration with QEI's customer support. On multiple occasions, problem resolution has required repeated inquiries and/or escalation through QEI's management by our senior staff members to secure resolution. During the proposal evaluation, this concern was raised with CG Automation. Following QEI's acquisition by CG Automation in 2011, the company has taken steps to strengthen their customer support.

In 2006, the Electric Plant SCADA master station was replaced. Following an evaluation of proposals from QEI and Survalent Technology, the decision to purchase a SCADA master station from Survalent was approved. The Agenda Report from the December 5, 2006 Council meeting has been included for reference (Exhibit A). The decision to change software and server platforms was predicated on unfavorable technical support and a new system that offered greater functionality and ease of use. The system has been operational for more than five years. Staff is very satisfied with the system's reliable performance, ease of use, and the technical support provided by Survalent.

Although higher in initial cost, staff recommends the purchase of the Survalent Technology SCADA master station for the following reasons:

- 1) The Electric Plant SCADA master station supplied by Survalent has performed favorably for more than five years.
- 2) For the few instances where it has been required, Survalent's technical support has met staff's expectation.
- 3) Staff has been dissatisfied with the level of effort required to secure assistance through CG Automation's (QEI) technical support.
- 4) Procurement of the Survalent Technology master station provides an opportunity to standardize on one software platform for both the Water and Electric Plants. It is anticipated that the Plant Operators will easily transition to this system based on their familiarity to the SCADA system's use on the electric system. In addition, plant personnel that currently perform on-going system maintenance, set point changes, and revisions to communication interfaces will not require additional training on another operating platform.
- 5) The SCADA master station will continue to be located within the Water Plant Office. Identifying and equipping a separate location to accommodate the server due to noise concerns is not required.

The FY2012-13 Budget contains \$100,000 (account #52-66-640-323) for the purchase and installation of a new Water Plant SCADA master station. Staff is recommending the purchase of three additional years of software/warranty support at a cost of \$20,632.50 to secure the 25% discount offered by the vendor. The total cost of the system and extended warranty is \$84,632.50.

Recommendation:

Consider authorizing the Village Manager to issue a purchase order to Survalent Technology in an amount not to exceed \$84,632.50 for the Water Plant SCADA master station and extended software warranty.

Attachments

Exhibit A: Agenda Report dated November 29, 2006

AGENDA REPORT

SUBJECT: Electric System SCADA Master Station Upgrade
PREPARED BY: Rich Ciesla
REF: February 15, 2006 Budget Review
DATE: November 29, 2006

The Supervisory Control And Data Acquisition (SCADA) master station for the electric system is obsolete and replacement parts are no longer available. This platform was installed more than 10 years ago. Upgrading the servers, work stations and programming are essential to maintaining control of the lines and providing the information necessary to operate the system.

Requests for proposals are used when the Village wants a comprehensive plan to meet our needs, not just a comparison of the lowest cost option. Price is one of several factors used by the Village in reviewing the proposals and selecting the best one for our needs.

Requests for Proposal were mailed to two providers: our present supplier, QEI, Inc. and Survalent Technology. These two suppliers were once one company. Only these two companies were solicited because they utilize the existing controllers and devices attached to the Village's system, saving the Village conversion costs and training issues. When these two companies separated, QEI took over the US territory and Survalent serviced Canadian customers. The no compete clause between these firms has now expired.

Pricing contained in the proposals is as follows:

QEI, Inc.	\$61,124.00
Survalent Technology	\$65,900.00

One week of training at the Electric Plant is included in each proposal. The slightly higher cost for Survalent is due to the database, graphics, and SLD's conversion.

Staff recommends the purchase of the Survalent Technology Master Station, despite its slightly higher cost, because of the following operational benefits:

1. Since Survalent has competed with QEI, they have converted 35 QEI customers. Survalent provided 80 references and QEI only supplied the three required. Companies that have used both systems are favorably satisfied with Survalent because of customer service availability, excellent documentation, and superior in handling maps, graphics and network interfacing.
2. Survalent uses Windows based servers allowing greater functionality in the database software and tools, making their SCADA easier to use. A windows environment is more user-friendly and less costly to support than the VMS system offered by QEI. That means that information can be taken from the SCADA system and transferred into Excel spreadsheets or Access databases easily for further analysis or recordkeeping.

Also, the titanium servers specified by QEI are more expensive, extremely noisy and would require installation in an air-conditioned, unoccupied room separate from the control room. The price of that room is not reflected in the bids, nor is the fact that there is no space for a new server room

3. Our experience with QEI is not good. The corrective Year 2K (2000) programming patch was not delivered until days before 1/1/2000. As QEI losses customers, the marginally adequate service will likely decline further. Survalent has the endorsement of Hometown Connections, which is the marketing arm of the American Public Power Association (APPA).

Account 50-45-640-253 has \$122,000 for this purchase.

Recommendation:

Consider awarding a purchase order to Survalent Technology in the amount of \$65,900 for Master Station SCADA upgrade.

AGENDA REPORT

Subject: New Financial Software
Date: November 26, 2012
Prepared By: Ed McKee, Finance Director

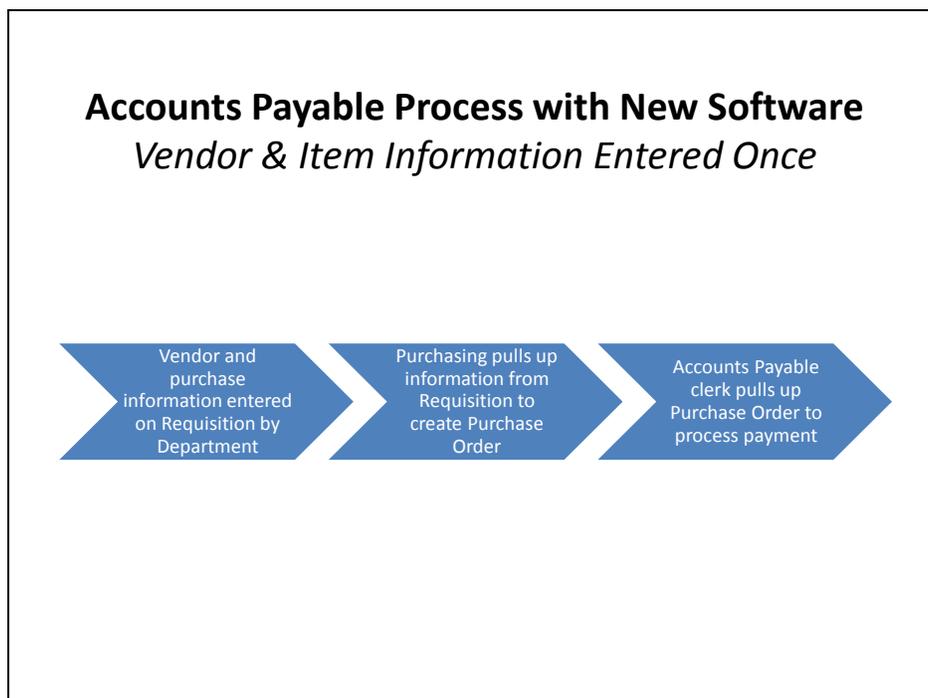
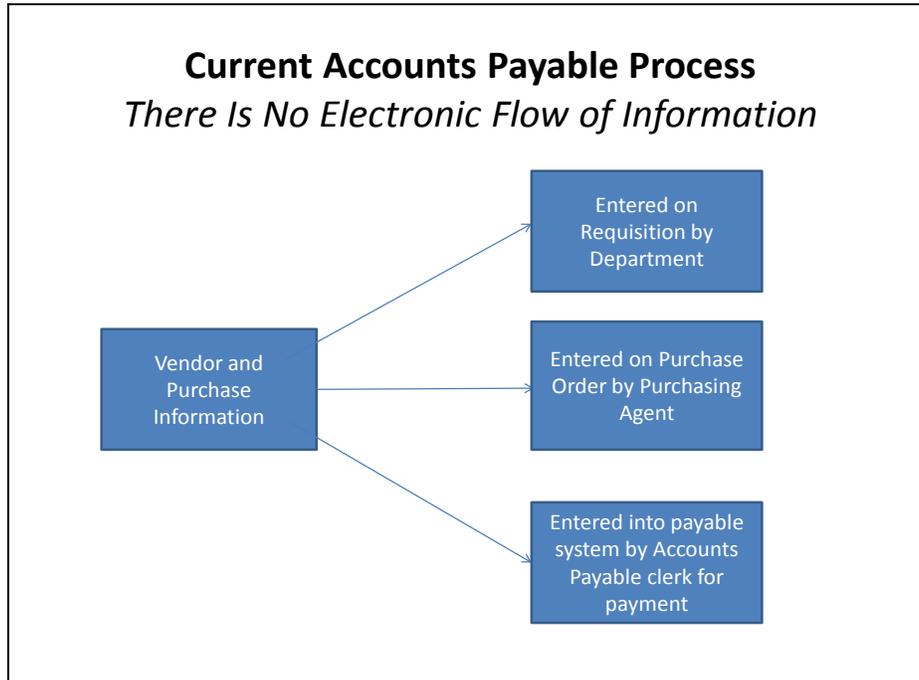
Background

The current software used by the Finance Department was installed in 1986. It is a main frame DOS based program. Although it has been updated in the past, it has reached its capacity to handle the Finance Department processes including payroll, utility billing, and accounts payable/receivable, as well as key Human Resource functions. The software does not integrate with software used by other departments (such as Community Development tracking software), often requiring information to be entered multiple times in different systems. Because of the current financial software limitations, the Village cannot move toward more electronic processes and relies on paper driven processes that are less efficient. With the current financial software it is difficult to perform analysis or calculate different scenarios, especially in the budgeting process. It is also very limited in what it will allow us to do online in terms of the ability for residents to see information and pay bills. Most importantly the current software does not have the capacity to accommodate a change to a calendar fiscal year.

Due to these limitations, \$425,000 was budgeted with capital funds in the current fiscal year for a complete software replacement. The Finance Department began to develop a preliminary RFP last year and researched RFP's from other communities that recently purchased new software. Ultimately, staff determined a list of functions required in a new system. The main goals of the new system are:

- An integrated comprehensive system that provides staff with information and capabilities at their fingertips;
- A flexible platform adaptive to the Village's unique processes;
- Offer residents improved information and transparency, as well as online service capabilities;
- Provide the Village with opportunities to streamline processes and increase efficiency;
- Reduce redundant entry and manual workflow;
- Facilitate analysis, projections, and financial reporting;
- Improve the budget process by providing staff with better tools, data and reports, for budget preparation and producing a clear, easily understandable budget document for elected officials and the public;
- And allow for the transition to a calendar fiscal year.

Staff anticipates substantial process efficiencies will result, such as the improvement demonstrated below, with automation and integration in the new software:



Proposals

The Village received four proposals in July 2012 in response to the RFP (#12-004). Each vendor was asked to outline their detailed available solutions in the following major functions:

- Asset Management
- Code Enforcement
- E-Government
- Financial (AP/AR, General Ledger, and Utilities)
- Human Resources (Applicant Tracking, Benefits, and Payroll)
- Land/Parcel Management
- Permits
- Purchasing

As proposals are each in excess of 85 pages, the material was too voluminous for packet distribution. Excerpts – including company profiles, software functionality, and product pricing – related to each proposing vendor are included here as attachments (see Attachments 1 – 4). Full electronic copies are available upon request.

Company	Proposed Software Price	Established Maintenance Costs
New World	\$465,000	\$48,000
Tyler Munis	\$456,495	\$34,490 to 39,926 less Discount
Springbrook	\$281,396	\$43,430 less 1 st Year Discount
BS & A	\$161,975	\$17,265 to \$18,430

Finance staff carefully reviewed the responses to ensure all proposals received were responsive to the set requirements and that the systems were capable of meeting our key transaction and operating volumes. The Village held one day demonstrations with each of the vendors, because though the difference in price is readily apparent, the various capabilities are not as easy to deduce on paper. Representatives from all the departments attended to understand how the new software will integrate with their existing process. After the demonstrations it was apparent that Springbrook and BS & A did not have the full capabilities we sought. The primary deficiencies in these two proposals were:

- BS&A's product is based on assessment software, so it possessed strong inspection and permitting modules but weaker financial modules
- BS & A did not demonstrate the ability to bring best practices to the Village and it was unclear if they could handle some of our current HR processes
- BS & A had less ongoing service and support
- Springbrook has an inability to do future or forecast budgeting
- Springbrook has an inability to split expenses between budget accounts
- Neither Springbrook nor BS & A demonstrated strength in the local market
- Neither Springbrook nor BS & A were able to handle partial payments, such as contracts billed on percent of completion

Although BS & A and Springbrook were priced lower, staff’s assessment showed these systems would be short term solutions and would not accomplish the Village’s long term goals. With this investment, the Village is attempting to procure a new financial system that is adaptive to desired changes and our needs for many years.

After removing BS & A and Springbrook from further consideration, staff negotiated with the remaining vendors, New World and Tyler Munis, and requested “final and best pricing”. The table below displays the revised proposals received by the Village:

Company	Revised Software Price	Maintenance
New World	\$388,000	\$0 year 1, \$45,000 next 4 years
Tyler Munis	\$390,465	\$0 year 1, \$34,490 next 4 years + 5% per year

As part of the contract, the Village will also incur travel expenses. These expenses are in addition to the software and maintenance costs: \$36,000 for New World and \$52,400 for Tyler Munis. There will also be additional hardware, software, and licensing costs that are necessary to upgrade our system so that it is able to run the new software. The cost is estimated at \$50,000. These items will be purchased through GSA pricing.

Staff then began to speak with other communities that currently have New World or Tyler Munis software. A table displaying the software systems utilized by other municipalities in our local area (Attachment 5) demonstrates the variety of systems in use. Organizations make these decisions based on existing processes, desired operational changes, and budget. While staff received some positive feedback for both vendors, references (outside of the specific group provided by the vendors) have found New World to be more user friendly and more intuitive in producing desired reports. Our auditors, Lauterbach & Amen, LLP, were also consulted as they work closely with many municipalities who utilize a broad range of computer software systems, including the two under consideration. Our auditors believed New World software would be much easier for the Village to implement and use, given our current technology platform and processes we seek to improve. Lauterbach & Amen clients have communicated difficulty in creating unique as well as standard reports in Tyler Munis modules.

New World also has an Illinois user group that staff felt would be very helpful in implementation and future support. New World guaranteed that any trainer working on our account would have worked on a minimum of two other local communities’ implementations. While Tyler Munis software is not uncommon in our area, staff only found two local governments that have purchased Tyler Munis in the last five years and both had significant implementation problems due to difficulty staff had in using the software as well as technical support for the implementation. This was a significant concern. Staff did contact two local communities who have purchased New World in the last two years and those communities have had successful implementations.

The Winnetka Police Department has been using New World's Aegis software since 2008. They utilize the Public Safety Suite of software, which includes Computer Aided Dispatch (CAD), Mobile CAD, and Records Management Systems. The Police Department has found New World to be responsive to their needs and to have provided the necessary support. Staff took the Police Department's positive past experience with New World into consideration when choosing this software.

By selecting New World, Finance staff would begin implementation with the first module, the General Ledger (which includes Accounting, Accounts Receivable/Payable), in January 2013. General Ledger and Budgeting implementation would continue through July 2013. Once these modules are live, staff would proceed with Payroll and Human Resources modules from August 2013 through December 2013. The final significant implementations would be Utility Billing (including water and electric) and Community Development (capturing reviews, permitting, and inspections), which would occur in 2014. Each module implementation will be led by a Village staff member with subject matter expertise and will be aided by a New World project manager/trainer.

Though the timing of this project kick-off will take place in an already busy year, it is a critical component of the Village's strategic goals. Out of this process, the Village will improve its reporting and fiscal transparency. The ability to integrate departmental information will reduce duplicative efforts and allow us to seek out and evaluate cost savings from potential process efficiencies.

Recommendation

Staff recommends authorizing the Village Manger to enter into a contract with New World Systems for new software and to purchase the associated hardware through GSA. The cost of the software and implementation services is \$388,000, of which \$124,000 will be paid this budget year plus the additional hardware costs. The remaining \$164,000 will be paid next budget year as milestones are met with the vendor. Travel expense will be paid as incurred.

The Village will begin implementing the new software in 2013 starting with the General Ledger and Budgeting modules, followed by Payroll, Human Resources, Utility Billing and Community Development modules. Implementation of new financial software is truly a Village-wide project, where staff from all areas of the organization will be involved. With our understanding of New World's implementation plan, we estimate the entire process will take close to two years. This length is not uncommon, as it is necessary to convert historical data, simultaneously run two software programs during significant testing phases, and train staff at various user levels.

Attachments:

1. BS & A Financial Software Proposal
2. New World Financial Software Proposal
3. Springbrook Financial Software Proposal
4. Tyler Munis Financial Software Proposal
5. Municipal Financial Software Comparison Table

Attachment #1
BS & A Financial Software Proposal

BS&A Software

Phone: 517-641-8900

Mobile: 248-808-7328

bjrennell@bsasoftware.com

www.bsasoftware.com



Executive Summary

BS&A Software is pleased to submit our proposal for your review. We have over 500 customers of our Financial Management software. These customers range from small municipalities with 100's of people, to large municipalities that have over 100,000 residents. **BS&A currently provides all of the major functions requested.**

BS&A Benefits

BS&A provides a completely integrated suite of Financial Management and Human Resources that offer the following advantages over other solutions:

- **Completely Integrated Solution:** BS&A develops, maintains and supports all of the programs outlined in our proposal. Because of this, we can provide a completely integrated solution where data is entered once, but shared with the other applications, as necessary. It is never necessary to copy data from one part of the systems to another. Instead data is shared in real-time, so that all systems are always up to date.
- **Site License:** As a standard process, BS&A provides each municipality with a site license, where they can run our software on an unlimited number of desktops or with an unlimited number of concurrent users. This makes it practical to provide access to BS&A software to as many users and departments as desired without incurring any additional license costs.
- **Money Back Guarantee:** BS&A is so confident in our ability to provide quality software, that we provide you with a guarantee. If you are not satisfied with a BS&A product at any time during the first year, simply return it and we will refund 100% of the price of the software.
- **Customer Satisfaction –** BS&A believes that customer satisfaction is critical to the long term success of any company. We achieve unparalleled customer satisfaction by providing superior customer support. We are so confident in what our existing customers will say that we provide a complete list of every customer on our web site. Feel free to contact any of our existing customers, if they do not say that we provide the absolute best customer support – chose another vendor.
- **Integrations:** BS&A provides out of the box and user configurable integrations for a large number of required systems (Banks, State Government, IRS, Benefit Providers, Purchasing Cards ...). We do not charge any extra fees for these integrations and, in most cases, we will create similar integrations at no cost.

For 25 years, our trademark has been to provide great software, and customer service that is world-class. You will quickly learn why BS&A has grown so positively through the worst of economic times; we are first and foremost concerned with long-term customer relationships. In fact, 50% of our highly trained staff is dedicated to software support, so we are always here when you need us. We currently have just over 100 employees.

B. COMPANY BACKGROUND

Vendors must provide information about their company so that the Village of Winnetka can evaluate the Vendor's stability and ability to support the commitments set forth in response to the RFP. The Village of Winnetka, at its option, may require the Vendor to provide additional documentation to support and/or clarify requested information. The Vendor should outline the company's background including a brief description (e.g., past history, present status, future plans, company size, etc.). The Vendor should also submit (attach) audited financial information for the past two (2) completed fiscal years, which includes income statements, balance sheets, and statement of cash flows.

1.	Please state the year the Vendor started in the business of selling ERP system solutions.	2001
2.	Where is the Vendor's closest facility/sales office in reference to Village of Winnetka, Illinois?	Bath, MI – a suburb of Lansing, MI
3.	Where is the Vendor company's headquarters?	Bath, MI
4.	Please list the Vendor's sales in the previous three years:	2011- \$15.1 M 2010- \$12.9 M 2009- \$10.9 M
5.	How many total employees does the vendor have	101 employees
6.	Specify the number of public sector vs. private sector clients.	507 Public Sector 10 Private Sector
7.	Indicate whether the business is a parent or subsidiary in a group of companies.	BS&A is a privately held parent corp.
8.	Has this company or product being proposed ever been purchased or acquired by another company? If yes, provide the name of the companies involved, specific products affected and when such merger or acquisition(s) took place.	We have never been purchased since our inception in 1987.
9.	Indicate if the Vendor's Profit/Loss for the last 3 years	2011- \$2.5 Million Net Income 2010- \$1.6 Million Net Income 2009- \$1.8 Million Net Income

Appendix C –Total Cost Summary

Software Licensing Cost

Prices are based on a population of 12,100, and 3,500 Utility Accounts. Prices will remain in effect for 120 days from the date of the proposal opening.

Software Applications

Financial

General Ledger/Budgeting	\$6,495
Cash Receipting	\$5,545
Accounts Payable	\$5,545
Miscellaneous Receivables	\$5,545
Utilities – Water and Electric	\$10,500
Fixed Assets	\$5,545

Human Resources

Human Resources	\$7,145
Payroll	\$6,495

Including:

Applicant Tracking	with PR/HR
Benefits	with PR/HR
Employee Event Tracking	with PR/HR
Employee Position Control	with PR/HR
Personnel Management	with PR/HR
Land/Parcel Management (use BSA Assessing System for no charge)	\$0
Permits	\$8,120
Purchasing	\$5,545

Other

Citizen Request for Action	\$2,795
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Web Services

Annual fee only

Internet Services – online payments	\$2,000/yr
Employee Self Service/Web Portal (Annual service Fee)	\$800/yr
Purchasing Web Portal	\$600/yr

Software Subtotal:	\$72,675
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Project Management Costs

Software Installation	\$2,000
Project Management (included in Implementation)	\$0

Project Management & Program Installation Fees Total	\$2,000
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Data Conversion Costs

General Ledger	\$3,000
Vendor File	\$2,000
Payroll	\$5,000
Human Resources	\$4,000
Utility Billing System	\$8,000
Land Management - Parcel Information	\$2,000
Land Management - Permit & licensing data	\$6,000
Land Management - Code enforcement activity	\$4,000

Data Conversion Total	\$34,000
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Implementation Costs

<i>Implementation fee for above programs</i>	\$11,900
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Training Costs (includes all expenses)

System Administrators	2 days @ \$1,100/day	\$ 2,200
End User Training	34 days @ \$1,100/day	\$37,400

Training Total:	\$39,600
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Optional Hardware

Epson Series Receipt Printer (2 @ \$700)	\$1,400
APG Cash Drawer (2 @ \$200)	\$ 400
Hand-Held Meter Reading Device	N/A

Hardware Subtotal:	\$1,800
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Total Proposal Price (excluding annual support fees)	\$161,975
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Annual Maintenance and Support Fees

First year is included in the cost of the software price – web apps have annual service fees in year one.

Years	Y2	Y3	Y4	Y5
General Ledger/Budgeting	\$1,300	\$1,300	\$1,365	\$1,390
Cash Receipting	\$1,110	\$1,110	\$1,155	\$1,180
Accounts Payable	\$1,110	\$1,110	\$1,155	\$1,180
Miscellaneous Receivables	\$1,110	\$1,110	\$1,155	\$1,180
Utility Billing	\$2,100	\$2,100	\$2,205	\$2,250
Fixed Assets	\$1,110	\$1,110	\$1,155	\$1,180
Human Resources	\$1,430	\$1,430	\$1,500	\$1,530
Payroll	\$1,300	\$1,300	\$1,365	\$1,390
Permits	\$1,625	\$1,625	\$1,705	\$1,740
Purchase Orders	\$1,110	\$1,110	\$1,155	\$1,180
Customer Request for Action	\$ 560	\$ 560	\$ 580	\$ 590
Internet Services	\$ 2,000	\$2,000	\$2,100	\$2,150
Purchasing Web Portal	\$ 600	\$ 600	\$ 630	\$ 640
Employee Web Portal	\$ 800	\$ 800	\$ 830	\$ 850
Total	\$17,265	\$17,265	\$18,055	\$18,430
Grand Total of Support over 5 years				\$71,015

Total of ALL Costs over 5 year period:	\$232,990
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*The first year is free, which includes new features and unlimited telephone support for the BS&A Systems. Service and support for years 2 and 3 are as provided above, billed annually. BS&A Software, Inc. guarantees that the annual fee will not change for 3 years from the date of the executed Service Agreement issued upon purchase of the system(s). After 3 years from the purchase date, BS&A Software reserves the right to increase the fee by no more than the cumulative yearly CPI.

Other Payment Considerations

Program Customizations/Enhancements are billed at \$200/ hour. The City will not be invoiced until conversion, installation/implementation and training have taken place. The City has the option to pay for the programs over 2 budget years at 0% interest, if desired.

Warranty Terms

While BS&A is extremely confident in the success of our software installation, we extend to you a risk-free purchase policy. We promise that if you are not satisfied with our products or services in one year, we will fully refund the purchase price of your software. Additionally, BS&A warrants that during this period, the system will be free of defects in material and workmanship.

Attachment #2

New World Financial Software Proposal

Village of Winnetka, Illinois

RFP #012-004 Financial System

July 26, 2012

Complete Integrated Solution

- ▼ Financial Management
- ▼ Payroll and Human Resources
- ▼ Utility Management
- ▼ Community Development
- ▼ eSuite Self-Service

Proven Software Partner

- ▼ 30+ Years of Public Administration Experience
- ▼ Customers in 48 States
- ▼ 1,000+ Public Sector Organizations
- ▼ Significant Annual R & D Investment
- ▼ No Acquisitions, Mergers or Layoffs

EXECUTIVE SUMMARY

New World Systems is pleased to respond to the Village of Winnetka's Request for Proposal (RFP) for a Financial System. New World carefully reviewed the RFP and is confident our Logos.NET solution will exceed the defined requirements. We have adhered to the requested format set forth by the Village and all requested information can be found in the assigned areas.

NEW WORLD – INDUSTRY EXPERIENCE

New World is a privately-held, employee-owned company headquartered in Troy, Michigan. Since its inception in 1981, New World's sole vision has been to provide state-of-the-art software and world class implementation and support services to the Public Sector. With this as our focus, New World has grown to a company that services over 1,000 customers in 48 states. *In fact, having already purchased our Public Safety Solution, the Village of Winnetka is one of those customers.* With over 400 employees dedicated to serving the Public Sector, New World has an annual organic growth rate of approximately 20 percent and yearly revenues in excess of \$100 million. It is that kind of sustainable growth that has allowed New World to continue to strive for its goal to be *Number One in Public Sector Software.*

NEW WORLD – STATE OF ILLINOIS

New World has been successfully delivering ERP solutions in the State of Illinois for over 24 years. More than 60 municipal customers in the State benefit from the use of our ERP solutions. *Since 2008, New World has been involved in 13 municipal Financial Software RFP processes and has been awarded contracts for 12 of them. No other software vendor has been awarded contracts in the State more than twice in that same time period.* The municipalities that have selected New World since 2008 are:

- Village of Lemont
- Village of Plainfield
- City of Berwyn
- St. Clair County
- Village of Palatine
- Village of Mount Prospect
- City of Des Plaines
- Village of Rosemont
- Village of Brookfield
- Village of Lombard

ES-1



- City of Geneva
- Village of Buffalo Grove

Another one of our unique offerings is the Customer-sponsored Illinois User Group. This group is in addition to the New World sponsored group that meets twice annually. The User Group meets monthly to allow customers to network with other local users and assist each other via configuration and business best practices to best utilize Logos .NET software. If Winnetka selects New World, the User Group will assign a “mentor” to assist the Village during the implementation process. Not only will Winnetka be able to leverage New World trainers and project managers, it will also be able to leverage our active user community for assistance with its project. This type of information sharing as mentorship is only available with New World and our Logos .NET application.

NEW WORLD – QUALIFICATIONS OF VENDOR AND STAFF

Our customer base has experienced consistent growth despite the recent economic challenges. New World supports over 1,000 public sector organizations nationwide with many customer relationships lasting well over 20 years.

New World’s Professional Services team has a long track record of successfully implementing projects, leveraging strong project disciplines resulting in implementations that are on time and within budget. We approach each implementation as the creation of a partnership with consistent and open communication between the two organizations. Prior to beginning the implementation process, New World’s project team will review the current business processes of the Village of Winnetka ensuring that the project plan and implementation reflects those specific areas unique to the Village. Our trainers spend their careers at New World helping local governments increase efficiencies and streamlining operations.

NEW WORLD – FINANCIAL STABILITY

New World has been providing software, implementation and support services to local government agencies for over 30 years. What is unique to New World is that 100 percent of our revenues have come from City, Village or County governments in the United States. In that time, New World has never had a year where it did not operate profitably and we have never had a down-sizing or layoff. Since 2007, New World has grown 11 percent on

ES-2



average every year. That sustained growth should give the Village of Winnetka comfort that it is choosing a company that not only provided the best technology but is also the most financially stable.

NEW WORLD – COST PROPOSAL

New World has provided a quote that we feel is competitive based on our understanding of the Village's needs. The quote is based on the information contained in this RFP as well as on our experience in the Greater-Chicago area.

During potential contract negotiations, the price of software and services are typically addressed in a more formal environment. The pricing contained in this RFP should not be considered best and final.

New World thanks the Village in advance for consideration in this project. We feel that our current, successful software relationship with the Village as well as our successful implementations of Financial Systems at like Villages in the State, will lead to a very successful project and long-term partnership.

B. COMPANY BACKGROUND

RFP QUESTIONS

New World's response to the Village's RFP questions about company background:

1.	Please state the year the Vendor started in the business of selling ERP system solutions.	1981
2.	Where is the Vendor's closest facility/sales office in reference to Village of Winnetka, Illinois?	Troy, Michigan
3.	Where is the Vendor company's headquarters?	Troy, Michigan
4.	Please list the Vendor's sales in the previous three years:	2011-Confidential 2010-Confidential 2009-Confidential
5.	How many total employees does the vendor have	Confidential
6.	Specify the number of public sector vs. private sector clients.	All of New World's 1,000+ customers are public sector clients.
7.	Indicate whether the business is a parent or subsidiary in a group of companies.	New World is neither a parent or subsidiary in a group of companies.
8.	Has this company or product being proposed ever been purchased or acquired by another company? If yes, provide the name of the companies involved, specific products affected and when such merger or acquisition(s) took place.	New World has never been purchased or acquired by another company.
9.	Indicate if the Vendor's Profit/Loss for the last 3 years	New World has turned a profit every year since its inception in 1981.

COMPANY OVERVIEW

New World's mission has always been to provide the public sector with high quality software and superior customer service. We have focused solely on designing total solutions for local governments since 1981. We pride ourselves on being a company that maintains a strong, ongoing partnership with our customers for many years.

- **Proven Solutions** – New World provides COTS solutions designed specifically for the public sector and develops all of our software applications internally at our headquarters in Troy, Michigan. Our philosophy focuses on incorporating customer feedback throughout the development cycle.

- **Customer Focused** - New World’s “Customer for Life” philosophy guides all of our decisions and activities. Our commitment to meet our customers’ ongoing needs has been rewarded with an industry leading customer retention rate.
- **Industry Leadership** - New World is an industry leader in providing software solutions to the public sector marketplace. Unlike other major software providers that serve the public

sector market, New World is uniquely focused on servicing only the public sector environment. Over 1,000 public sector organizations in 48 states across the country rely on New World solutions.

Industry Leading Solutions for Public Administration	World Class Customer Service	Long-Term Commitment to Business
Commercial Off the Shelf Software (COTS)	Highest Customer Retention in the Industry	Significant Annual R&D Investment
Customer-Driven Standard Software Enhancements	Emphasis on Successful Customer Projects	Dedicated Exclusively to Public Administration Software
Native .Net Technology	Customer For Life Service Philosophy	Sustained Growth and Profitability

History

For 30 years, New World has provided public administration organizations and public

safety agencies with the most complete collection of integrated, progressive public sector technology. Our integrated software improves operations with easy access to information, streamlining departmental processes.

New World’s public sector software has been developed and supported by the *same* company since our inception in 1981. Maintaining consistent system standards and familiarity with the system has been a benchmark of New World’s continued success.

Stable and Growing

New World has grown in revenue and profits every year of its existence and has never been acquired or merged. Our growth has not come through acquisitions, but through the continual enhancement and expansion of our product line. The company has exhibited consistent growth and development, providing a stable partner for our customers.

New World’s 30-year track record of growth, profitability and market acceptance has allowed us to make significant annual Research and Development investments while remaining debt free. We continually reinvest in our growing solutions, dedicating a large part of our annual revenue into Research and Development.



This provides our customers assurance of the best solution both today and well into the future.

New World is privately held and employee owned; we believe this better serves the public sector because it enables us to make decisions based on the needs of customers rather than investors or outside interests.

Focused Exclusively on Public Sector Software

New World's unique focus on servicing only the public sector allows us to remain sharply focused on the needs of our customers and to plan the future direction of our development efforts exclusively based on their needs. In fact, we actively work with our customer base to plan all future enhancements to our products.

This also enables our employees to gain an in-depth understanding of our customers' unique environments; they in turn are served by support and development personnel who are highly attuned to their specific needs. New World encourages employees in all departments to visit customer sites regularly in order to gain firsthand an understanding of their needs and work environments.

Financially Sound

Carefully managed growth and our 30-year history of zero debt give New World stability that is uncommon in today's highly volatile public sector software industry.

As a privately-held company, New World considers its financial information to be highly confidential. Company policy precludes us from disclosing sales figures; however, financial statements have been included under the Financial Information heading below.

Satisfied Customer Base

New World has a "Customer for Life" philosophy toward service and support. We have a long-standing track record of meeting our customers' evolving and changing needs. Our continuous improvement philosophy guides all of our efforts, from providing services to developing innovative solutions. We view our customer base as our most valuable asset and share the experience we gain working with cities and counties throughout the country by incorporating feedback from them into our solutions.

Today, New World supports customers in 48 states, representing more than 1,000 public sector organizations serving diverse communities. While a majority of our customers are mid- to large-sized cities and counties, our solutions are scalable enough to support larger cities and counties as well as smaller communities. Many of our customers have been with us for more than 10, 15 and 20 years.

New World takes a proactive approach to maintaining customer satisfaction. This includes consistently surveying our customers to ensure that we are always exceeding their expectations. Each year, a significant sampling of New World customers are surveyed about their satisfaction with New World, our solutions and support staff, with a goal of achieving 90 percent or more “A” grades or better. In addition, all of our customers are surveyed multiple times throughout the go-live process to ensure complete and ongoing customer satisfaction.

Business Partnerships

New World is a Microsoft Gold Certified Partner, representing the highest level of competence, expertise and working relationship with Microsoft technologies. Our partnership with Microsoft allows us to leverage industry-leading solutions to provide more flexible, expandable, reliable software. Because the majority of municipal organizations already have this operating environment in place, New World’s use of Microsoft products like SQL Server Database and Office applications empowers our customers to take full advantage of investments they have already made.

Not only does our use of familiar and intuitive Microsoft technology save customers in terms of investment, it also saves them significant time and effort. Logos.NET allows for clicking, double-clicking and drop-down lists throughout the application suite. New World uses these common technologies throughout all of our Microsoft-based applications to make them more user-friendly. Since most users are already familiar with Windows, the learning process is greatly simplified and the training time required to become proficient in using the system is reduced.

New World has established an ESRI OEM Business Partnership to ensure we are providing the best technology value to our customers. ESRI’s GIS technology is directly embedded into our software and our relationship with ESRI provides exclusive access to both ESRI developers as well as new releases.



New World was also named ESRI 2009 Business Partner of the Year. The award is given to business partners that exemplify the culture and ideology of ESRI by participating in innovative product development and fostering ESRI technology into key markets.

All New World software is developed and supported in the United States.

Dedicated Employees

Over 400 employees contribute to New World's success on a daily basis. Many of these employees have experience in the public sector environment, so that they better understand our customers' needs.

While the majority of New World employees work at our headquarters in Troy, Michigan, there is a collaborative work environment geared towards ensuring our customers' needs are consistently met. For example, our Customer Support team and Solution Consulting teams frequently work together to resolve issues or plan new features.

Executive Management

- Larry D. Leinweber – Founder, President and CEO
- Nino DiCosmo – Senior Vice President and General Manager, Aegis Division
- Craig Bickley – Vice President of Aegis Sales
- Jon Newhard – Senior Vice President and General Manager, Logos Division
- Candace Adams – Vice President of Logos Sales
- Greg Sebastian – Vice President of Finance and Administration

Headquarters

888 West Big Beaver Road, Suite 600
Troy, Michigan 48084
Tel: (248) 269-1000
Fax: (248) 269-1020
www.newworldsystems.com

FINANCIAL INFORMATION

CONFIDENTIAL

**New World Systems
SELECTED FINANCIAL STATEMENTS**

Contents

- B-7 Notes
- B-8 2011 Financial Information
- B-9 2010 Financial Information
- B-10 2009 Financial Information

New World Systems®
CONFIDENTIAL
Financial Statements and References
NOTES

New World Systems is proud to be an employee-owned, privately-held corporation. It was incorporated in the state of Michigan on September 2, 1981. The company's management considers New World to be financially sound and in good fiscal health.

New World's financial statements and records are audited annually by a reputable certified public accounting firm. The company's CPA firm has rendered an unqualified opinion of the company's financial statements each year. The company reports its financial results in conformity with generally accepted accounting principles for the software industry. Complete audited financial statements including a Balance Sheet, Income Statement, Statement of Changes and Notes to the Financial Statements are produced annually.

New World's CPA firm and bankers will be willing to provide additional information on the company's financial condition upon approved request.

As a private company, New World considers its financial information to be highly confidential. Considerable damage to New World could result from unauthorized disclosure of financial information to competitors or others.

The attached financial information is being provided upon the condition that it not be disclosed to any person or party other than the Village of Winnetka, Illinois for the purpose of evaluating the company in connection with the possible purchase of products and services.

The company's president and chief financial officer would be happy to provide additional commentary or information regarding New World's financial condition and reports upon request. Thank you for your consideration.

Financial References

PricewaterhouseCoopers LLP
Detroit, MI 48226

JPMorgan Chase Bank, N.A.
Troy, MI 48084



CONFIDENTIAL

NEW WORLD SYSTEMS CORP.
FINANCIAL STATEMENTS
 Balance Sheet Summary – Rounded to Nearest 000
 December 31, 2011

<u>ASSETS</u>		<u>LIABILITIES</u>	
CURRENT ASSETS		CURRENT LIABILITIES	
Cash and Equivalents	\$ 63,104,000	Current Maturities of Long Term Debt	\$ 265,000
Accounts Receivable	28,415,000	Accounts Payable	1,109,000
Prepaid Expenses and Other Current Assets	1,456,000	Accrued Liabilities	10,417,000
		Customer Deposits	775,000
		Deferred Revenues	38,084,000
Total Current Assets	<u>92,975,000</u>	Total Current Liabilities	<u>50,650,000</u>
PROPERTY AND EQUIPMENT		Long Term Debt and Notes Payable	253,000
Property and Equipment, at cost	7,578,000	Deferred Revenues	4,310,000
Less: Accumulated Depreciation	(6,041,000)		
	<u>1,537,000</u>	Total Liabilities	<u>55,213,000</u>
		STOCKHOLDERS EQUITY	
		Common Stock, no par value, net of notes receivable	498,000
		Retained Earnings, before dividends/distributions	143,020,000
		Cumulative Dividedends/Distributions Paid/Accrued	(104,219,000)
			<u>39,299,000</u>
	<u>\$ 94,512,000</u>		<u>\$ 94,512,000</u>

See accompanying notes

CONFIDENTIAL

NEW WORLD SYSTEMS CORP.
FINANCIAL STATEMENTS
 Balance Sheet Summary – Rounded to Nearest 000
 December 31, 2010

<u>ASSETS</u>		<u>LIABILITIES</u>	
CURRENT ASSETS		CURRENT LIABILITIES	
Cash and Equivalents	\$ 43,079,000	Current Maturities of Long Term Debt	\$ 141,000
Accounts Receivable	23,306,000	Accounts Payable	821,000
Prepaid Expenses and Other Current Assets	890,000	Accrued Liabilities	8,552,000
		Customer Deposits	652,000
		Deferred Revenues	31,746,000
Total Current Assets	<u>67,275,000</u>	Total Current Liabilities	<u>41,912,000</u>
 PROPERTY AND EQUIPMENT		 Long Term Debt and Notes Payable	187,000
Property and Equipment, at cost	7,072,000	Deferred Revenues	4,146,000
Less: Accumulated Depreciation	<u>(5,220,000)</u>		
	1,852,000	Total Liabilities	<u>46,245,000</u>
		 <u>STOCKHOLDERS' EQUITY</u>	
		Common Stock, no par value, net of notes receivable	320,000
		Retained Earnings, before dividends/distributions	115,381,000
		Cummulative Dividends/Distributions paid/accrued	<u>(92,819,000)</u>
			22,882,000
	<u>\$ 69,127,000</u>		<u>\$ 69,127,000</u>

See accompanying notes.

CONFIDENTIAL

NEW WORLD SYSTEMS CORP.
FINANCIAL STATEMENTS
 Balance Sheet Summary – Rounded to Nearest 000
 December 31, 2009

<u>ASSETS</u>		<u>LIABILITIES</u>	
CURRENT ASSETS		CURRENT LIABILITIES	
Cash and Equivalents	\$ 45,519,000	Current Maturities of Long Term Debt	\$ 152,000
Accounts Receivable	18,599,000	Accounts Payable	1,229,000
Prepaid Expenses and Other Current Assets	872,000	Accrued Liabilities	7,487,000
		Customer Deposits	2,145,000
		Deferred Revenues	26,235,000
Total Current Assets	<u>64,990,000</u>	Total Current Liabilities	<u>37,248,000</u>
PROPERTY AND EQUIPMENT		Long Term Debt and Notes Payable	319,000
Property and Equipment, at cost	6,885,000	Deferred Revenues	1,720,000
Less: Accumulated Depreciation	<u>(4,772,000)</u>	Other Long Term Liabilities	114,000
	<u>2,113,000</u>	Total Liabilities	<u>39,401,000</u>
		<u>STOCKHOLDERS' EQUITY</u>	
		Common Stock, no par value, net of notes receivable	301,000
		Retained Earnings, before dividends/distributions	92,567,000
		Cummulative Dividends/Distributions paid/acrued	<u>(65,166,000)</u>
			<u>27,702,000</u>
	<u>\$ 67,103,000</u>		<u>\$ 67,103,000</u>

See accompanying notes.

**L. COST PROPOSAL /
APPENDIX C**

TOTAL COST SUMMARY

**Total Cost Summary
VILLAGE OF WINNETKA, ILLINOIS
July 26, 2012**

New World Software and Services		
A. Application Software		\$230,000
1) Licensed Standard Software	\$310,000	
2) Demonstration Site Discount	(80,000)	
B. Implementation Services		235,000
1) Project Management		
2) Installation and Training		
3) Interface Installation Service Fee		
4) Windows Operating System Assurance and Software Installation		
5) Data File Conversion (Estimate)		
TOTAL ONE TIME COST		<u>\$465,000</u>

Maintenance		
D. 1) Standard Software Maintenance Agreement (SSMA) (Annual Cost):		
	90-Day Warranty from Date of Delivery	No Charge
	Year 1 SSMA	\$48,000
	Year 2 SSMA	48,000
	Year 3 SSMA	48,000
	Year 4 SSMA	48,000
	Year 5 SSMA	48,000

NOTE: New World's cost is based on all of the proposed products and services being obtained from New World. Should significant portions of the products or services be deleted, New World reserves the right to adjust its prices accordingly.

Travel and Living expenses are not included in the Total One Time Cost above. New World estimates there to be 30 trips at \$1,200/trip (may include airfare, hotel, per diem, car rental, gas), or \$36,000. All Travel and Living expenses will be billed on a weekly basis, but only as incurred.

COST DETAIL

A. LOGOS.NET STANDARD APPLICATION SOFTWARE ^{1,2,3}		
ITEM	DESCRIPTION	INVESTMENT

FINANCIAL MANAGEMENT

1. Logos.NET Financial Management Base Suite

- General Ledger
- Budget Management
- Annual Budget Preparation
- Accounts Payable
- Revenue/Cash Receipting

2. Logos.NET Additional Financial Management Software

- Asset Management
- Grant Management
- Project Accounting
- Misc. Billing & Receivables
- Government (GASB) Reporting
- Bank Reconciliation

3. Logos.NET Procurement Management Suite

- Purchasing Base
- Requisition Processing
- Bid & Quote Management
- Contract Accounting

PAYROLL & HUMAN RESOURCES SUITE

4. Logos.NET Human Resources Management Base Suite

- Payroll Processing
- Personnel Management
- Position Control

5. Logos.NET Human Resources

- Employee Event Tracking
- Personnel Action Processing

6. Logos.NET Benefits Management

- Benefits Administration
- COBRA Billing Administration
- Workers Compensation Administration
- Leave Management

7. Logos.NET Additional Payroll & HR Modules

- Applicant Tracking
- Position Budgeting
- Time & Attendance Interface⁴

UTILITY MANAGEMENT SUITE

8. Logos.NET Utility Management Software

- Water/Sewer/Refuse Base Package

9. Logos.NET Additional Utility Management Modules

- Automatic Meter Read (AMR) Interface ⁵
- Meter and Device Inventory
- Service Order Processing

COMMUNITY DEVELOPMENT SUITE

10. Logos.NET Community Development Software

- Business Licensing
- Parcel Management
- Code Enforcement
- Requests for Services Tracking

eSUITE

11. eSuite Base Software

12. eFinance

- eSupplier
- eBid
- ePayments

13. eHR

- eEmployee
- eTimesheets
- eBenefits Administration
- eRecruit

14. eCommunity

- ePermits
- eLicense
- eRequest

15. eUtility

- eUtilities

BUSINESS ANALYTICS

16. Finance Analytics

- Includes 2 users

17. Human Resource/Payroll Analytics

- Includes 2 users

18. Utility Management Analytics

- Includes 2 users

AUTHORIZED USERS

19. Site License for up to 150 Authorized Users ⁶ Included

NEW WORLD STANDARD SOFTWARE LICENSE FEE **310,000**

LESS AEGIS CUSTOMER SITE DISCOUNT **(80,000)**

TOTAL SOFTWARE LICENSE FEE ^{7,8} **\$230,000**

Note: A Site License is included for this solution. This Site License entitles the Village of Winnetka to 150 authorized users for the Standard Software licensed in Exhibit A, to be divided up between applications. The Site License is available to only the affiliated Public Administration agencies within the Village of Winnetka.

B. IMPLEMENTATION SERVICES		
ITEM	DESCRIPTION	INVESTMENT

IMPLEMENTATION

1. Project Management Services as required:
 - Project Management
 - Overall consultation and communication
 - Monthly status reports and project updates throughout the duration of the project
 - Implementation Plan
Covers period of 12 months from Agreement Execution

2. Up to 900 hours of Implementation and Training Services are included for:
 - Software Tailoring and Set Up
 - User Education and Training
 - Other Technical Support
 - Travel Time Included
 - * Assumes train-the-trainer approach

3. Interface Installation Service Fees:
 - Bank Reconciliation
 - AMR Interface
 - Time and Attendance

4. Windows 2008/Operating System Assurance and Software Installation:
 - Install and configure application servers
 - Consult on connectivity to new or existing Windows environment
 - Verify operating system and SQL configuration
 - Verify workstation configuration

5. Data File Conversion Pricing Estimates

(Up to 8 files from the following possible sources are included)

Financial

- Vendor Information
- Asset Management (Fixed Assets)
- General Ledger/Budget History

Payroll

- Employee Information
- Employee Detailed Earnings History
- Employee Enrollment Information
- Position Master File

Utility

- Utility Information

Community Development

- Permit/Inspection History
- Business License Information/Contractors
- Code Enforcement Violation

New World will be happy to discuss the conversion of any additional data files which Customer may wish to convert. If required, travel and expenses are billed at actual cost.

TOTAL IMPLEMENTATION SERVICES	\$235,000
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TOTAL ONE TIME COSTS	\$465,000
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C. MAINTENANCE

ITEM	DESCRIPTION	INVESTMENT
------	-------------	------------

1. STANDARD SOFTWARE MAINTENANCE AGREEMENT (SSMA) (Per Year Cost)

Based on a 5-year plan; SSMA to begin at the end of the warranty period.

90-Day Warranty from Date of Delivery	No Charge
Year 1 SSMA	\$48,000
Year 2 SSMA	48,000
Year 3 SSMA	48,000
Year 4 SSMA	48,000
Year 5 SSMA	48,000

D. TRAVEL AND LIVING EXPENSES (estimate)

ITEM	DESCRIPTION	INVESTMENT
------	-------------	------------

1. TRAVEL EXPENSES (estimate)

30 trips at \$1,200/each	\$36,000
- Includes airfare, car rental, hotel accommodations, and per diem.	

PRICING VALID THROUGH OCTOBER 24, 2012.

Attachment #3
Springbrook Financial Software Proposal



VILLAGE OF WINNETKA, ILLINOIS
FINANCIAL SYSTEM SOFTWARE SOLUTION

• COPY

July 26, 2012

Jim Nelson: Sr. Business Development Manager

1000 SW Broadway, Suite 1900

Portland, OR 97205

jim.nelson@sprbrk.com

866.256.7661 – Toll-free

320.229.3907 – Direct

Relationships beyond software.



One Company plus...

Unlike many firms that are simply "Holding Companies", Springbrook's resources are not dispersed among multiple product lines or companies; all of Springbrook's resources and staff are dedicated to developing, enhancing and supporting the line of products contained within this proposal.

.NET Technology ...

.NET technology means "leading" not "bleeding" edge applications. While some vendors are just beginning to consider or are still rewriting some of their modules, Springbrook has a mature and proven technical platform, tightly integrated with MS Office. Local Govt. cannot afford to implement outdated technology or be a "BETA Site" for vendors just rolling out partial suites of .NET ready applications.

Plus one Focus.....You!

Springbrook Software is proud to be privately held. Public companies base decisions on their shareholders while we base our decisions on our client's needs. Which approach do you think will better benefit your organization?

Equals: One less thing you have to worry about.



1.0 EXECUTIVE SUMMARY

DESIRED OUTCOMES SPRINGBROOK IS ABLE TO DELIVER

Springbrook is proposing our technically current and mature .NET software called "V7" (which 3+ years ago replaced our Client-Server version called "V6") We are also proposing conversion, consulting, implementation and support services along with ongoing maintenance and enhancements. Implementing .NET-based technology instead of investing in older client-server technology will ensure that the Village of Winnetka will not encounter a costly upgrade in the near future and that your business software will continue to work seamlessly with your Microsoft Office desktop software (EXCEL, Word and Microsoft Outlook) as new versions of desktop software are introduced.

Springbrook has specialized in offering easy-to-use software and professional services for local governments for 27 years. Our V7 software offers unsurpassed flexibility in configuring how end-users will interact with the software, and how electronic workflow will work with both wired and wireless access for PC's, laptops and mobile devices.

Constituents and Employees are increasingly demanding software to handle "real-time" self-service 24/7 from the convenience of their homes, offices and mobile devices; we're ready.... can other vendors under consideration state the same?

Every module has been designed with both "power" and "casual" users in mind. Ease-of-use, drill-down, multiple layers and levels of security, user-configurable data entry and inquiry screens, ability to print your own reports, and a "favorites" area are cornerstones of the system. Industry standard MS SQL can be utilized as the database and we also support Microsoft's "Active Directory" so that users can log into V7 with the identical username and password used for logging into your organization's network.

Implementation of the modules is normally accomplished in "stages" and your assigned Springbrook Software Project Manager, utilizing the outcome of the "Business Process Study", (BPS) will work with your organization to craft an implementation plan specifically centered on the Village of Winnetka's requirements. Since we do not rely on third-party vendors, Springbrook employees will oversee the BPS, data conversion, consulting, training and ongoing support.

Based on specifications cited within the RFP, our proposal contains pricing for an outright purchase or “premise-based” pricing meaning it will reside on a server(s) located at the Village. If the Village would like a separate proposal for “Cloud-based” services (where the software is accessible 24/7 from any Internet connected workstation) we can accommodate this model as well. Additionally, if multi-year financing for either option is desired, please visit with Jim Nelson, Sr. Business Development Manager.

ACCESS TO ALL LEVELS OF EMPLOYEES WITHIN OUR FIRM

(503) 820-2213 Steve Rementeria –Managing Partner & CEO
(503) 869-8936 Marily Rementeria –Senior Partner

With over one-hundred employees devoted to a single Product Line, why do we provide the direct phone numbers of two of our most senior team members? Simply put, we encourage communication with our clients at all levels of our firm while most companies discourage their clients from visiting with anyone other than front-line staff. Have you ever been frustrated by the “gate-keeper” who screens your call or by the voice-mail system that requires 5+ minutes to navigate prior to visiting with a “live” person? We view our partnership with our clients as a collaborative effort that ensures the mutual success of both our organizations. Other companies may tout their size, the number of their employees, the physical proximity of one of their offices to your site or try to compete on price alone by offering outdated technology or limited development or support. But how easy, how truly easy, is it to visit with Sr. Management within their organization who care about you and the constituents you serve when it really matters?

FOCUS ON ONE PRODUCT LINE FOR LOCAL GOVERNMENT

Springbrook Software has specialized in serving local governments similar in size and complexity to The Village of Winnetka for over 27 years. Springbrook’s software has been developed 100% in-house and is based exclusively on the needs of local government. Our development and support efforts are not diluted by devoting resources for the specific needs of schools or for-profit businesses. All of our resources and staff are focused on developing, enhancing and implementing a single product line. With a single, mature, and technically current product line from a private and financially sound vendor, your investment does not subsidize other product-lines within our business, provide quarterly returns to investors, or because “sales are slow” your investment is not used to fuel the growth of our firm through acquisitions in order to satisfy quarterly financial performance expectations by Wall Street.

Springbrook is dedicated to meeting the ongoing demands of local government. Springbrook realizes that the needs of our clients are always changing, and to assist in tracking these requirements encourage our users to provide input and insight on what software enhancements are most needed. In fact we have set up an on-line portal for just that purpose. We work closely with over twenty local user groups, a national user group, and we conduct annual client conferences and offer web-based user voting to help our users prioritize our development efforts. The combination of this client interaction assists our firm in providing our clients with an ongoing return on investment from their original purchase and through the annual support, maintenance and enhancement agreement. As a privately held firm, we are able to focus a large percentage of our revenue to research and development that results in at least one major release (that our clients can optionally install at a time convenient for them) each year.

EXPERIENCE

Springbrook is renowned for our software, staff and industry experience. Numerous Springbrook staff have experience working in local governments and a number of our employees have been previous Springbrook users. With hundreds of years of direct local government experience, Springbrook's staff is suited to serve you because they understand what you need to be more productive. Additionally, many of Springbrook's support staff are trained accountants giving them the added knowledge and background to help your staff with day-to-day, quarterly and annual tasks.

FUTURE PROOFING YOUR INVESTMENT

We strongly encourage you to carefully review the section of the RFP response that includes a white-paper titled "*Springbrook Technology – Technological Advantages of Springbrook V7*". This paper describes how the tools Springbrook utilized for development translates to lower-cost-of-ownership, provides an unsurpassed end-user experience, and "Future-Proofs" your investment. Mobile computing, Constituent and Employee self-service, ease-of-integration with 3rd Party Solutions (Microsoft Desktop, GIS, Document Imaging etc.), ease-of-deployment and Cloud-based computing are requirements for many organizations today. Springbrook invites you to compare our solutions for each of these requirements with any other vendor in the Local Government software sector to learn why independent consultants, IT Professionals and existing clients feel that "V7" is the product-line best positioned to leverage your organization's investment.

COMMITMENT TO ILLINOIS LOCAL GOVERNMENT

Springbrook is committed to serving local government in Illinois. We serve numerous Illinois villages, cities and special districts and have an active User Group that is chaired by the Village of Shorewood. We also exhibit each year at the Illinois GFOA Conference, conduct telemarketing and mailing campaigns within the state and are able to speak with many Illinois local government professionals when we exhibit at the National GFOA and National ICMA Conferences each year.

APPLICATIONS FOR THE VILLAGE OF WINNETKA, IL:

Springbrook is proposing the following modules in bold.

- **Accounts Payable**
- Accounts Receivable
- Backflow Interface
- **Bank Reconciliation**
- **Budget Forecasting**
- **Building Permits**
- **Online Building Permits**
- Business Tax
- **Cash Management & POS**
- **Code Enf. and Contact Management**
- **Online Code Enforcement**
- Document Imaging Interface
- **Fixed Assets**
- **General Ledger**
- GIS Interface
- **Human Resources**
- **HR – Online Applicant Tracking**
- **HR-Employee Online Self-Service**
- HR-Open Enrollment
- Inventory Control
- **Licenses and Misc. Permits**
- **Online License & Misc. Permits**
- **Meter Reading Interface**
- Parking Tickets
- **Payroll**
- **Project/Grant Accounting**

- **Purchase Orders**
- **Decentralized Time Entry**
- **Requisitions**
- **Special Assessments**
- **Utility Billing**
- **Online UB Web Portals & Payments**
- **Work Orders & Maint. Scheduling**

WHY THE “END-USER EXPERIENCE” MATTERS

Springbrook is dedicated to providing our clients with not only the most efficient software, but also incorporating the latest technology. However, we also realize technology should be transparent to an end-user. Our clients demand software that is easy-to-use, easy-to-deploy and configurable to how they perform their job responsibilities; without programmer intervention.

- All of our solutions are developed utilizing Microsoft’s .NET framework and C# Programming language. End-users (whether they be “casual users” or “power users”) and IT staff appreciate the easy deployment. A single click from an internal web page, an email, or alternately a single icon on the desktop can launch the application. Robust user-definable security (down to the field level) ensures that end-users are only able to update, modify or view data relevant to their job responsibilities.
- Without impacting any other user on the system, if provided security clearance to do so, each end-user can define how they would like to see which columns appear on their inquiry screen, which fields appear and in what order they appear during data entry. Do you want to run a standard report (or create one yourself) and export it directly to a pdf file, EXCEL or email or archive it for future electronic retrieval? Every report across each module has this capability.
- We currently offer a Microsoft SQL Server database (known for its easy interconnectivity to Microsoft software products as well as those offered by other vendors), This offering provides industry standard ODBC and JDBC connectivity and provides superior data integrity and performance. The database platform has been certified by their manufacturer to support large databases, with many millions of records, without any degradation in performance.

April 2012 - City of Neosho, MO selects Springbrook due to its flexibility and comprehensive array of options.

“...the City was looking for cutting edge technology to take us through the next decade. A reputation for excellent customer service was a key factor in our decision making process. After thorough research and demonstrations, we believe that Springbrook combined the best of technology and service to meet the needs of the City of Neosho and our customers.”

-Jane Obert, CPA, Finance Director

April 2012 - City of Albert Lea, MN partners with Springbrook

“The capabilities and integration of Springbrook’s software were key factors that differentiated Springbrook from the other vendors being considered. The technology behind the product is a great advantage. The efficiencies and effectiveness will be valuable to our staff and will dramatically improve our ability to report the financial business of the City.”

-Jeanne Day, Contracted Finance Director

IMPLEMENTATION

What if you could have a unique implementation that was truly organized and structured in such a way that your organization's needs were the central point rather than a boilerplate guess? At Springbrook we incorporate an onsite Business Process Study (BPS) that will discuss your requirements and needs, to that an implementation may be customized for how you want and need to conduct business now and in the future.

While local governmental agencies are similar, in over 27 years of experience with hundreds of implementations we have yet to find two agencies that operate identically. Therefore, a senior consultant will come onsite to understand and evaluate your process flow, forms, reporting requirements, conversion estimates, calculations, and security requirements that may be required. The outcome of this visit is a written report detailing containing how all stakeholders of your organization communicate report and utilize information. This report may include recommendations to improve process flow based on our experience with other organizations similar to yours. This document then becomes one of the foundations of which we build your implementation.

SUPPORT

In addition to providing feature-rich, state-of-the-art, user-friendly applications, Springbrook offers live person-to-person support to help clients best make use of their new software system. Springbrook strives for 100% client satisfaction. In addition to our industry-leading support, Springbrook Software prides itself on providing a complete program of support services designed to help its clients achieve full system productivity as quickly as possible.

Continuing support services include software maintenance updates and support assistance. To maintain the software system, clients may download updates from the Springbrook website or arrangements may be made for a member of the technical services team to assist the client in obtaining updates.

Springbrook's Annual Client Conference Downtown Portland, Oregon Spring 2012

- Client Guest Speakers & Consultants
- CPE Credits for Qualified Attendees
- Attendee Scholarship Program
- Exhibitors
- Welcome Receptions & Organized Optional Activities

Springbrook also offers training classes, which can occur at the client's site or at the Springbrook office. Springbrook also provides new utility billing managers, finance directors and other management personnel new to a client's organization complimentary training at the Springbrook office in Portland. Clients can also further their education as Springbrook users by participating in Springbrook's User Groups, frequent Webinars, Springbrook's Client Conference and periodic classroom training sessions held at the Springbrook office.

Many of our clients participate in our Client Appreciation Program. This program is designed to reward our clients with Appreciation Points for assisting us in pursuing new business. These Appreciation Points can then be used for products and services, such as attending our Client Conference or receiving our promotional items.

About Springbrook

Founded in 1985 and headquartered in Portland, Oregon, Springbrook Software provides comprehensive, fully integrated fund accounting and utility billing enterprise software solutions to local government, utilities and special districts.

By developing and supporting stable and effective software, Springbrook provides a foundation for organizations to efficiently manage funds and resources in a rapidly changing environment.

Springbrook attributes its success and continued growth to a people-first philosophy; company founders, staff and clients work together to develop and continually improve the software applications. A

policy of hiring the “best of the best” in the industry has resulted in a highly experienced Springbrook staff that includes former local government employees with a combined total of 250 years of actual local government employment.



Mission Statement:

Our mission is to provide fund accounting and utility billing software uniquely suited to local governments. Springbrook is a responsive and principled company renowned for exemplary services and industry expertise. We build a family of employees and clients through personal communication and collaboration, allowing us to grow and succeed together.

Are you ready to make your life easier?

Contact Springbrook for your free software assessment today.

Springbrook Software, Inc.
1000 SW Broadway, Suite 1900
Portland, OR 97205

Phone: Toll-free 1.866.256.7661
Email: sales@sprbrk.com
Web: www.springbrooksoftware.com

2.0 COMPANY BACKGROUND

1.	Please state the year the Vendor started in the business of selling ERP system solutions.	1985
2.	Where is the Vendor's closest facility/sales office in reference to Village of Winnetka, Illinois?	St. Cloud, Minnesota
3.	Where is the Vendor company's headquarters?	Portland, Oregon
4.	Please list the Vendor's sales in the previous three years:	Springbrook Software is a privately held corporation. Financial statements are considered proprietary and confidential and have been provided under a separate cover. To further investigate the financial health of the company, the City may run a Dun & Bradstreet report on Springbrook.
5.	How many total employees does the vendor have	107
6.	Specify the number of public sector vs. private sector clients.	Springbrook Software's current client base includes over 450 cities, counties, special districts and utility organizations in 33 states throughout the country. Springbrook is actively pursuing growth in all parts of the United States and is positioning itself to be the dominant local government software vendor in its market.
7.	Indicate whether the business is a parent or subsidiary in a group of companies.	Springbrook is neither a parent nor subsidiary in a group of companies.
8.	Has this company or product being proposed ever been purchased or acquired by another company? If yes, provide the name of the companies involved, specific products affected and when such merger or acquisition(s) took place.	Springbrook Software is one of the few companies that have not acquired growth through acquisitions; all of Springbrook's growth has been through the enhancement and expansion of its product line. More than simply software products, the innovative applications are designed to empower Springbrook's clients in managing large flows of information with efficiency, speed and convenience.
9.	Indicate if the Vendor's Profit/Loss for the last 3 years	Springbrook Software is a privately held corporation. Financial statements are considered proprietary and confidential

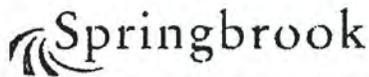
		<p>and have been provided under a separate cover. To further investigate the financial health of the company, we encourage the City to run a Dun & Bradstreet report on Springbrook.</p>
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Village of Winnetka

Financial System Software Solution

Cost Summary



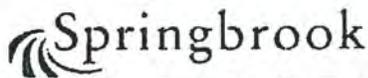


TOTAL COST SUMMARY

V7 (.NET) Investment Pricing for: Village of Winnetka, IL

Application/Products	Application License Fees	Training*, Imp. & Consulting	Project Management
Finance Suite (GL, AP, ACH, Bank Rec, Bdgt)	\$16,000	\$9,000	\$2,500
Extended Budgeting & Forecasting	Included	\$1,500	\$500
Federal & State Reporting (1099's, IL Trans Report etc.)	Included		
CAFR & GASB Rpt'g via Query Manager & Visual Rpt'g Tools	Included	\$1,500	\$500
AP Electronic Check Signature	Included		
AP Electronic Bank Reconciliation (each bank)	\$750		
AP Positive Pay (each bank)	\$1,500		
AP MICR Code - 1 Check	Included		
Purchase Orders	\$4,000	\$1,500	\$500
P-Card Interface	\$2,500	\$500	\$500
Payroll	\$13,500	\$9,000	\$2,500
On-Line Employee Self-Service**	No Upfront Fees	\$1,000	\$500
Decentralized Time Entry	Included	\$1,500	\$500
Federal & State Reporting (W2's, IMRF etc.)	Included		
PR Electronic Check Signature	Included		
PR Positive Pay	\$1,500		
Payroll MICR Code - 1 Check	Included		
Human Resources	\$13,500	\$9,000	\$2,500
HR On-Line Applicant Tracking**	No Upfront Fees	\$2,500	\$1,000
Project/Grant Accounting	\$6,500	\$5,000	\$1,500
Fixed Assets	\$6,500	\$1,000	\$500
Miscellaneous Accounts Receivable	\$6,500	\$1,500	\$500
Central Cash Management/Point Of Sale	\$6,500	\$1,500	\$500
<i>(Assumes Training @ Single Location)</i>			
Utility Billing Suite - Electric, Water & Sewer	\$10,500	\$20,000	\$4,500
Service Order Request Management	Included		
Meter Inventory and History	Included		
Meter Reading Interface	\$3,500	\$500	\$500
Hosted Web UB Payments & Portal*	No Upfront Fees		
Separate contract required			

Springbrook's investment pricing is continued on the following page.



Licenses and Miscellaneous Permits	\$6,500	\$4,000	\$1,000
Online Licenses & Misc. Permits**		\$1,500	\$500
Code Enforcement/Contact Management	\$6,500	\$1,000	\$500
Online Code Enforcement**		\$1,500	\$500
Building Permits and Inspections	\$6,500	\$8,000	\$2,000
Online Building Permits & Inspections**		\$2,000	\$500
Springbrook's URL Handler - Interface from SB to: <i>ARC GIS Desktop and ARC GIS Server Interface</i>	Included	Included	Included
Add'l Work Flow Processing Set-up		If Rqst'd - TBD	tbd
Disaster Recovery**			
Document Attachment & Cataloging	Included		
Integrated Report Archival	Included		
Total	\$112,750	\$82,500	\$24,500
Application Server Tier	\$3,750		
Access Agents	\$2,500		
Business Process Redesign Consulting Services	\$7,200		
Conversion- Detail on following page	\$48,000		
Total Other	\$61,450		
Discount 17% of total deal size	-\$47,804		
Total Estimated Project Costs	\$233,396		

Pricing Valid For:
90 Days

5 - Named Users (Application Server)

100 - Casual Users via Access Agents

* .05/active account/month + \$1.00 per transaction + (normal credit card processing fees)
* If customer pays transaction fee special Utility rates may not apply

** These applications are configured as a subscription model so no License fee is due.
Consulting, Training, Implementation and annual subscription fee apply.
Separate Contract Required.

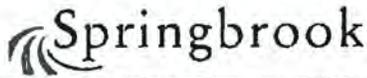
Pricing is based on standard contract - deviation from standard contract terms may result in modified prices.

Training and Business Process Study (BPS) Estimates do not include travel time or travel expenses.

Monthly Rental and Leasing Options are available

**** Disaster Recovery Investment calculated based on number of users, servers and Gigabytes being backed up**

* Training Costs are inclusive of Time for system administrators, named users, and departmental users
Once we know more about Village operations as a result of the Business Process Study we can provide further detail on breakdowns for how much training for each area.



Conversion Estimate for: Village of Winnetka, IL

Application to be converted	Conversion Estimate
Chart of Accounts	\$3,600
GL Transaction Balances*	\$3,600
Accounts Payable Vendor Master	\$2,400
Payroll Masters - Employee Data (Does not include History)	\$3,600
Human Resources Information <i>(Applicant tracking info, position data, benefit data/medical insurance/COBRA, Training data)</i>	\$4,800
Utility Billing Masters - Customers	\$3,600
Utility Billing Financial History - 3 Years	\$3,600
Utility Billing Meter History - 3 Years	\$3,600
Parcel Database <i>(address ID, legal description, owner)</i>	Included in Above
Fixed Asset Masters	\$1,200
Bus. License Masters	\$3,600
Building Permit Masters - Open Permits (No History)	\$3,600
Building Permit History	\$6,000
Code Enforcement Activity on Parcel	\$4,800
Total Estimated Conversion Costs	\$48,000

* Note: Conversion to include chart of accounts, the current year's budget current YTD balance (as of a specific date designated by the client), and the two previous year's ending balance.

Cost of Data Conversion:

An estimated cost of your data conversion has been provided in this quote. This estimate is for up to three separate data pulls for Utility Billing (if applicable), and one data pull for all other applications. We will need to review an actual sample of your data to confirm this estimate. Certain factors may cause the cost to exceed the amount quoted. See section below titled "Not Included in Estimate".

Not Included in Estimate:

There are a variety of factors that can influence the cost of a conversion and a variety of items that are not included in the standard cost estimate for your conversion. For example, your estimate will not include the following:

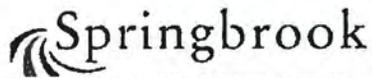
- Removal of data from your existing system
- Consulting on removal of data from your existing system
- Changes or modifications requested after the first conversion and different from the specifications we originally received.
- Changes in the format we receive the data in after the first conversion
- More than three conversions for UB or more than one conversion for any other module

Cost Factors:

In addition, the following items can increase the cost of your conversion:

- Mixed formats of data (a file containing tab delimited or comma delimited format.
- Problems with data integrity
- Data manipulation not for the purpose of the conversion, but for the purpose of supplying you with information you did not previously have access to.
- Changes in the file format after the first conversion
- Changes requested to the data after the second conversion
- No file or incorrect file layouts

No cost of fees in excess of those set forth in the Schedule of Fees will be incurred by the Licensee without prior acceptance of Licensee as indicated on a signed work order



Annual Subscription and Maintenance for: Village of Winnetka, IL

Application/Products	1st Full Year Maintenance	Subscription & Hosting Fees	Total
Finance Suite	\$3,520		\$3,520
AP Electronic Bank Reconciliation (each bank)	\$188		\$188
AP Positive Pay (each bank)	\$375		\$375
Purchase Orders	\$880		\$880
P-Card Interface	\$625		\$625
Payroll	\$2,970		\$2,970
On-Line Employee Self Service**		\$2,000	\$2,000
PR Positive Pay	\$375		\$375
Human Resources	\$2,970		\$2,970
HR On-Line Applicant Tracking**		\$3,500	\$3,500
Project/Grant Accounting	\$1,430		\$1,430
Fixed Assets	\$1,430		\$1,430
Misc. Accounts Receivable	\$1,430		\$1,430
Central Cash Management	\$1,430		\$1,430
Utility Billing Suite	\$2,310		\$2,310
Standard Meter Reading Interface	\$770		\$770
UB Web Hosting, Pmt's. Inquiry & e-Statements		\$2,700	\$2,700
Licenses and Permits	\$1,430		\$1,430
Online Licenses & Misc. Permits**		\$2,400	\$2,400
Code Enforcement/Contact Mgt.	\$1,430		\$1,430
Online Code Enforcement**		\$2,400	\$2,400
Building Permits & Inspections	\$1,430		\$1,430
Online Building Permits & Inspections**		\$3,000	\$3,000
Enhanced Maintenance (1 intervention upgrade/year)		\$875	\$875
Total Springbrook	\$24,990	\$16,875	\$41,868
Application Server Tier	\$938	\$0	\$938
Access Agents	\$625	\$0	\$625
Total Other	\$1,563	\$0	\$1,563
Equal Total 1st Year Fees	\$26,555	\$16,875	\$43,430
Less: 6/mo's Maintenance Costs Waived*	-\$13,278	\$0	-\$13,278
Equal Total 1st Year Fees	\$13,278	\$16,875	\$30,153

*** Maintenance is generally prorated to align with your fiscal year.
Database Maintenance Fees are due at contract signing.**

** These applications are configured as a subscription model so no License fee is due. Consulting, Training, Implementation and annual subscription fee apply. Separate Contract Required.

Attachment #4

Tyler Munis Financial Software Proposal

A PROPOSAL FOR:
Village of Winnetka, IL
Financial System RFP #012-004

PRESENTED BY:
Tyler Technologies



July 26, 2012

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It is not our intent to claim these names or trademarks as our own.

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Tyler Technologies, ERP and School Solutions, One Cole Haan Drive, Yarmouth, Maine 04096
800-772-2260 phone · 207-781-2459 fax · info@tylertech.com · www.tylertech.com

Village of Winnetka, IL Financial System (RFP #012-004)

Who Are We?

Name: Tyler Technologies, Inc.
NYSE: TYL
<http://www.tylertech.com>
Employees: 2,000+
Clients: 10,000+

What do we do?

Provide software and services exclusively for the public sector

Products proposed

Munis ERP Suite

How many clients use our Munis products?

1,600 public sector clients including:

Local clients

- Rockford
- Bloomington
- Decatur
- Schaumburg
- Glen Ellyn
- Carol Stream
- Roselle
- Glenview
- Bartlett
- Wilmette
- Bensenville
- Deerfield
- Park Ridge
- Vernon Hills

Why choose Tyler?

- Proven track record of success
- Easy to use
- Best productivity gains
- Great functional fit
- Best return on investment (ROI)
- Forbes named Tyler as one of the "Most Trustworthy U.S. Companies"

Executive Summary

The Village of Winnetka has made a considerable effort by providing a comprehensive RFP with detailed functionality requirements. Our Munis ERP solution is ready to provide Winnetka with a comprehensive financial management solution that addresses nearly all of these requirements "out of the box." The Munis solution will enhance reporting capabilities and information distribution to employees, elected officials, and citizens, as well as provide improved services in a cost-effective manner.

Additionally, we all appreciate that technology changes rapidly and software upgrades are often necessary. Tyler's support plan ensures that the Village of Winnetka will receive future application releases without being required to repurchase application licenses. Today, hundreds (1,600) of Tyler sites are utilizing the state-of-the-art Munis ERP suite of products that they purchased over **20 years ago!** Now that's stability and a great return on their initial investment.

Addressing Your Goals and Objectives

The Village of Winnetka needs to provide residents with a timely and accurate accounting of the Village's receipts and disbursements. You need to cover all the necessary functions; budget, finance, accounting and reports, effective cash forecasting, debt management, loans and borrowing, collection and much more. You get it with Tyler Financial Management Solutions. Consider how much time, space and money you can save with a completely digital filing system integrated with your ERP! Imagine a totally interconnected GIS system, or full integration between Fleet and Facility operations and purchasing and finance. Think of the benefits of measuring impact and managing results, with a way to determine if your cost center is reaching its goals...or the ability to schedule your system to run processes remotely, giving your users the ability to customize their desktop. Think of the amount of productivity would you gain! With Tyler, the Village of Winnetka can automate performance to help manage these and many other processes.

Your investment in us becomes our investment in you... building and improving your organization's performance. As you continue to evaluate Tyler, you will find our products and services are specially suited for the Village of Winnetka. We understand the pressure you're under, and can position the Village of Winnetka to take full advantage of your ERP investments—because we know your goal is to better serve your citizens. And with Tyler, you can meet that goal.

You'll Increase Productivity and Efficiency

Inputting information into systems can be tedious and full of errors. A fully-integrated solution like Munis minimizes this risk. We provide a unique user experience for tasks at hand, with quick and easy entry for routine tasks like requisitions, and "Wizards" for complex and infrequent processes like W2's or GASB34. Our central programs provide a 360-degree view of all the related data for that process, providing single click access to any

Village of Winnetka, IL Financial System (RFP #012-004)

and all required information. Reduce your workload by automatically scheduling reports, and through seamless integration with Microsoft Office. What's more, your data needs to be summarized into relevant topics such as goal setting, forecasting, performance measurement, and project planning.

Helping You Balance Your Budget & Simplify Your Work

Getting the most value from your business software is critical to your Return on Investment (ROI). A thorough, methodical, and tightly managed implementation approach has the best chance of fully maximizing capabilities and providing ROI. Our applications such as Self Service extend access to employees, citizens, and vendors through the Internet—helping to alleviate routine requests for information by having data accessible online. Our Tyler Form Processing suite streamlines paper work processes and reduces costs—providing you yet another ROI opportunity. Tyler Forms saves staff countless hours by eliminating manual processing, filing, and finding forms. You can rely on Tyler to take the work out of your paperwork.

At Tyler, we also understand the challenges you face from cutting costs, shortening cycle time, and having to do more with less. Achieve Return on Effort (ROE) by putting timely and accurate data right at the user's fingertips—with Munis applications.

- Role-tailored Dashboards proactively deliver personal "operational intelligence" tasks to your desktop
- Tyler Content Manager eliminates the search for missing files and documents
- Workflow improves productivity by reducing time spent waiting for approvals and requests
- All system-generated reports and forms are automatically archived in an electronic filing cabinet
- Reports and forms are easily retrieved, displayed, printed, and e-mailed, and multiple users can simultaneously retrieve vital business documents
- Includes complete "single click" integration with Microsoft Office
- Internet self-service applications reduce the number of routine calls from vendors, citizens, and employees
- Powerful applications as simple as a click of a button are delivered to each of your employees

All this equates to Tyler's Operational Intelligence (TOI), providing the right data at the right time for all users. TOI combines real-time Munis content with other enterprise data such as Web-based information, Microsoft Outlook, Tyler Reporting Services and Business Intelligence—all from a single source point, so you have a virtual portal with a personal view into your enterprise information. Within TOI, our *Personal Intelligence* provides workflow approvals to proactively alert you of key performance indicators with actions needed. *Departmental Intelligence* provides notifications with "need to know" information to the team; and *Organizational Intelligence* provides you with tools such as dynamic reporting, so you can easily analyze information and effectively act on it. Administrators get the information they need to make today's decisions—and tomorrow's plans—with our role tailored views.

More Information that is Easily Accessible

Inputting information into systems can be tedious and full of errors. A fully-integrated solution like Munis minimizes this risk. We provide a unique user experience for tasks at hand, with quick and easy entry for routine tasks like requisitions, and "Wizards" for complex and infrequent processes like W2's. Our central programs provide a 360-degree view of all the related data for that process, providing single click access to any and all required information. Reduce your workload by automatically scheduling reports, and through seamless integration with Microsoft Office. What's more, your data needs to be summarized into relevant topics such as goal setting, forecasting, performance measurement, and project planning. When managers and administrators are faced with the formidable task of making enterprise-wide decisions based on volumes of information—look to Tyler.

Village of Winnetka, IL Financial System (RFP #012-004)

Growth – Fast Paced Environment of growing Communities

Your growing community needs to continue to attract development, while managing growth and staying connected. Step one: choose a software solution that improves performance, creates efficiency, and helps you meet the needs of your citizens and businesses. Tyler Technologies is the right partner for the job. With our experience helping fast-paced, growing communities, we understand how important it is that you deliver quality services to your citizens and employees—effectively, efficiently, and within budget.

Helping You Lead

The Village of Winnetka requires a solution that is designed, developed, and implemented by industry experts who understand the specific needs of local government. We do it all, from design and development to installation and support, of the complete Tyler solution. You benefit from education and training by certified employees in all aspects of client service, including:

- Certified Usability Analysts—working to optimize user experience and performance
- Certified Project Management Professionals—employing a proven level of project management
- Certified Change Management Personnel—skilled at guiding clients through any change process
- Help Desk Institute-trained Analysts—problem-solving for the highest level of client support
- Microsoft-certified Professionals—network design-certified staff, providing IT services and support
- Former CPAs and Governmental Finance Officers—ready with consulting and project management
- Certified Trainers and Certified Payroll Professionals—with you every step of the way

Helping You Everyday

The depth and scope of a vendor's support services offers insight into a company's dedication to its clients. We understand that our future success depends on maintaining a high level of client satisfaction, that's why we offer:

- Unlimited Access to a Toll Free 800 Number
- Disaster Recovery Services
- Quarterly Software Updates
- Major Annual Software Enhancements
- Remote Diagnostic Capabilities
- Data Conversion Services
- Custom Programming
- Fully Hosted Application Service Provider (ASP)
- Comprehensive End-User Documentation
- National and Local User Conferences
- Operating System, Database Administration & Hardware Support
- Online User Knowledge Base

Stability. Credibility. Commitment. These are the solid, proven fundamentals upon which we've built our products—and our company. They are the attributes that made us the largest company solely dedicated to providing products and services to the public sector. And they are the attributes that will position Tyler as a market leader well into the future.

Today we have more than 1,600 successful implementations of Munis—a track record of 30+ years of steady growth. We got to where we are by remaining true to our mission and true to our clients. Tyler has won more business than other vendor in the industry. The following list represents recent wins in the past 2 years:

Village of Winnetka, IL
Financial System (RFP #012-004)

Tyler Confidentiality Statement

The Client List included on the following pages includes valuable, confidential, and proprietary data and information of various kinds. Such data and information, called "Trade Secrets," concern:

- The Company's or its partners' various computer systems and programs;
- Techniques, developments, improvements, inventions, and processes that are, or may be, produced in the course of the Company's or its partners operations; and
- Any other information not generally known concerning the Company or its partners, or their operations, products, suppliers, markets, sales, costs, profits, client needs and lists, or other information acquired, disclosed, or made known to Employees or agents while in the employ of the Company or its partners, which, if used or disclosed, could adversely affect the Company's or its partners' business or give competitors an advantage.

Since it would harm our Company or our partners if any of our or their Trade Secrets were known to our competitors, it is the Company's and its partners policy that the "Client List" not be disclosed to any party outside of the party addressed as the recipient of this proposal.

- City of Iowa City, IA 7/2012 (negotiating contract)
- City of Gillette, WY 6/2012 (replaced SunGard HTE)
- City of Logan, UT 6/2012 (replaced Innoprise)
- Williamson County, TN 6/2012
- City of Manassas 6/2012 (replaced Brite)
- City of Charlotte, NC 5/2012 (replaced PeopleSoft)
- Person County, NC 5/2012 (replaced Logics LLC)
- City of Lenexa, KS 5/2012 (replaced Sungard Pentamation)
- City of Boulder City, NV 5/2012 (replaced Sungard H.T.E)
- City of Sierra Vista, AZ 5/2012 (replaced Sungard H.T.E)
- City of Colleyville, TX 4/2012 (replaced Fundbalance)
- City of Hayward, CA 4/2012 (replaced Unisys)
- Seneca County, NY 4/2012 (replaced AMS)
- City of Baltimore, MD 3/2012 (replaced Microsoft GP)
- St Lawrence County, NY 3/2012 (replaced Harris GEMS)
- City of Sioux Falls, SD 3/2012 (replaced SunGard HTE)
- City of Des Moines, IA 1/2012 (replaced PeopleSoft)
- City of New Bedford, MA 12/2011 (replaced Harris GEMS)
- Ottawa County, MI 10/2011 (**replaced New World Systems**)
- City of Miami Lakes, FL 10/2011 (replaced homegrown system)
- City of Missouri City, TX 10/2011 (replaced SunGard HTE)
- City of Ukiah, CA 9/2011 (replaced Harris Innoprise)
- City of Culver City, CA 9/2011 (replaced JD Edwards)
- Town of Jupiter, FL 9/2011 (replaced SunGard HTE)
- City of Bradenton, FL 9/2011
- Eddy County, NM 8/2011 (replaced Triadic)
- City of Alexandria, VA 8/2011 (replaced Harris Cogsdale)
- Sussex County, DE 8/2011 (replaced JD Edwards)
- City of Bountiful, UT 8/2011 (**replaced New World Systems**)

Village of Winnetka, IL

Financial System (RFP #012-004)

- City of Sanibel, FL 8/2011 (replaced SunGard HTE)
- City of Roswell, GA 8/2011 (replaced SunGard Pentamation)
- City of Smyrna, GA 8/2011 (replaced SunGard Pentamation)
- City of Plant City, FL 7/2011
- City of Lewiston, ID 7/2011 (replaced Harris GEMS)
- City of Waukesha, WI 7/2011 (replaced JD Edwards)
- City of Miramar, FL 6/2011 (replaced SunGard Pentamation)
- Mason County, GA 6/2011 (replaced Compu Tech)
- Prince George County, VA 6/2011
- City of Alpharetta, GA 6/2011 (replaced SunGard HTE)
- City of Florence, SC 4/2011 (replaced homegrown system)
- Columbia County, NY 2/2011 (replaced ACS)
- City of Sandy Springs, GA 2/2011 (replaced SunGard HTE)
- City of Covina, CA 2/2011 (replaced SunGard Bi-Tech)
- Vanderburgh County, OH 1/2011 (replaced homegrown system)
- Escambia County, FL 1/2011
- City of Encinitas, CA 12/2010 (replaced SunGard HTE)
- City of Grove City, OH 10/2010 (replaced CIMS)
- City of Bloomington, IL 10/2010 (replaced SCT Banner/Springbrook)
- Winnebago County, WI 8/2010 (replaced PeopleSoft)
- City of Annapolis, MD 8/2010 (replaced homegrown system)
- City of Evansville, IN 7/2010
- City of Mequon, WI 7/2010 (replaced **New World Systems**)
- City of San Marcos, CA 6/2010 (replaced Harris GEMS)

Why Partner With Tyler?

Every public sector client knows—the solution you choose is all about the vendor’s ability to help solve problems. Tyler is committed to focusing on your critical business and strategic issues. For these reasons, your selection of Tyler Technologies will provide the Village of Winnetka with a comprehensive solution to address your software, hardware, training, and support needs well into the twenty-first century.

Section 2 Company Background

Vendors must provide information about their company so that the Village of Winnetka can evaluate the Vendor's stability and ability to support the commitments set forth in response to the RFP. The Village of Winnetka, at its option, may require the Vendor to provide additional documentation to support and/or clarify requested information.

The Vendor should outline the company's background including a brief description (e.g., past history, present status, future plans, company size, etc.).

2.1 About Tyler

Tyler Technologies, Inc. has a singular focus: the public sector. Founded in 1966 and based in Dallas, Texas, Tyler Technologies is the largest company in the United States exclusively focused on providing integrated software and technology services to the public sector. Simply put—Tyler empowers people who serve the public.

We devote all of our time, energy and resources to help local governments and school districts become more efficient, accessible and responsive to the needs of their constituents. At more than 9,000 local government offices and school districts throughout all 50 states, Canada, the Caribbean and the United Kingdom, our clients can attest to our ability to fulfill this promise.

While our focus may be narrow, our vision is not. Tyler delivers an expansive portfolio of software solutions that span the breadth and depth of the mission-critical services that government entities must address daily. Our solutions include financial management, education, courts and justice, public safety, appraisal and tax, citizen services, document management and public records. No other company offers the same range of solutions for the public sector. Tyler is publicly traded on the New York Stock Exchange (TYL), has annual revenues of over \$309 million (2011) and employs more than 2,000 people.

2.2 Industry Leadership

While many competitors target multiple vertical markets, we believe our singular focus on delivering essential software solutions that empower the public sector is truly what sets us apart. As a vertical software company, we are able to focus all of our resources on delivering the software solutions and services that help states, cities, counties, schools and other public agencies to streamline the many facets of their operations.

Our unique understanding of the public sector combines with our commitment to being industry leaders in technology and functionality to result in an unmatched scope of products and services. Tyler offers superior service and stewardship that allow our clients to move forward with us. We provide our clients with a competitive offering that's always fresh and never taken for granted. Our experience, success and professional staff ensure that we have the resources and dedication to execute this vision.

Tyler's commitment to the public sector is reflected in the industry standards to which we adhere, and in the organizations and associations to which Tyler belongs. For example, Tyler products comply with Government Accounting, Auditing, and Financial Reporting (GAAFR) and Generally Accepted Accounting Principles (GAAP)

Village of Winnetka, IL Financial System (RFP #012-004)

standards. Tyler is also certified by the Schools Interoperability Framework (SIF), an initiative to develop a technical blueprint for K–12 software to enable seamless interaction among diverse applications. Additionally, Tyler is a member of the National Center for State Courts (NCSC), the Forum on the Advancement of Court Technology (FACT) and the Urban and Regional Information Systems Association (URISA).

Tyler offers an unwavering commitment to its clients, employees and shareholders. We have a proven model for success that includes focusing on the public sector, strategic growth and employing professionals with exceptional knowledge.

2.3 Solutions and Products

Tyler has grown organically, in part by strategic acquisition. These acquisitions, companies that were leaders in their own right, have helped complete Tyler's product offering. Each acquisition has helped us become who we are today—the leading provider of software and services to the public sector. As a result, Tyler as a whole has become greater than the sum of its parts.

We have earned our reputation as the industry leader by building the best products. Our insider's understanding of the public sector and our ability to build, install, train, and maintain long-term, reliable and exceptional software solutions has made the difference.

Tyler's software offering spans the following five public sector areas:

- Appraisal & Property Tax Solutions
- Courts & Justice Solutions
- ERP | Financial Solutions
- Land & Vital Records Solutions
- School Solutions

In addition to our software, we offer end-to-end professional services, including consulting, network design and management, installation, conversion, customization, training and ongoing support.

Tyler has created consistency across its solutions and developed high levels of integration across common core functions. In doing so, we have added value to the implementation of multiple suites of our products. Our clients recognize our commitment to meeting their full range of software and service needs. This is why the number of Tyler clients who have invested in multiple Tyler solutions has grown steadily in recent years. Having a reliable product that you depend on makes the decision of where to go to fulfill another need that much easier. It is not uncommon, for example, for a municipality and its school district to implement the same Tyler financial management products, or for a municipality to invest in both Tyler's court case management solution and its financial management solution. It's this commitment to understanding and meeting our clients' needs that inspires their loyalty to our company and our products. Clients recognize and appreciate that we understand their needs like no other company. We've made it our business to do so.

Each software solution we design is developed and implemented under the direction of domain experts with extensive knowledge of the specific needs that local government and school end-users face. As a result, our products are specially suited for the clients they serve. This domain relevance and product efficiency enables us to

Village of Winnetka, IL Financial System (RFP #012-004)

leverage development costs and reinvest these savings in our products. It also leads to faster, easier and more predictable implementations for our clients, which in turn enhances client loyalty and competitive position.

2.4 Sound Investment

Tyler understands that to be the best we have to know the public sector market better than anyone. Our domain expertise and client-centric approach combine with our leading technology to give us a decisive edge over competitors.

We know that no matter the size of a government agency or school every dollar allocated must be used wisely. In fact, we are always looking for ways to enhance our existing software portfolio—giving clients access to improved technologies, as well as new features and functionality.

We realize that creating the best return on our clients' investment heavily depends on our ability to provide value over the long term. For this reason, we are committed to continually improving our existing offerings, providing clients with product updates incorporating new features, functionalities and technologies.

2.4.1 Professional Staff

Tyler actively seeks the best talent to help us develop, implement and support our solutions. Our staff consists of seasoned professionals with unique and proprietary skills, years of industry experience, focused into dedicated departments. Our core domain expertise is strengthened by the fact that many of our employees have years of experience working at public sector agencies prior to joining Tyler. These professionals bring a unique perspective to Tyler's mission because they truly understand what our clients need to operate at their best.

We recognize that our ability to hire the best candidates ultimately impacts our clients. We hire exceptional people who will work onsite during client engagements, becoming part of the client's team for the duration of the project.

Tyler recognizes the value of our employees. In support of them, we provide a stable work environment that fosters collaboration and teamwork, values integrity and enables them to deliver outstanding service to our clients. Our relationship with our staff is one of mutual respect, leading to a high retention rate. In fact, our staff turnover rate is about half of the industry average.

We continually strive to have the best possible team in place at all times to provide robust software solutions specifically aimed at the public sector. With the right balance of experience, technology and innovation to ensure satisfaction, Tyler empowers its clients with the expertise and tools they require to do business.

2.4.2 Evergreen Philosophy

Our goal is to have enthusiastic clients for life. And we're constantly making investments in our technology, business operations and service and support to ensure that we're providing an outstanding client experience that's second to none.

By purchasing Tyler products, our clients are gaining a solution with end-to-end services and support, from initial engagement through post-implementation maintenance. In other words, our clients are securing a reliable business partner for the life of their products. Once they make that initial investment in our software, those products perpetually renew themselves. We don't abandon the old—we migrate to the new so our clients' needs are met steadily and consistently.

Village of Winnetka, IL Financial System (RFP #012-004)

We are stewards of our systems. It's our responsibility to update our products continuously so that our clients can use their systems indefinitely. A key element of our post-implementation support is our commitment to provide clients with the most current technology, through ongoing product updates, enhancements, platform upgrades, etc. Since every software product has an expected lifecycle, our goal is to protect and extend our clients' initial investment by enabling them to move to our future generations of new technology without making another significant investment in license fees. This means that a client's initial investment in Tyler will continue to pay off for decades to come.

Good stewardship means guiding the evolution of Tyler's products by listening to our clients' needs, investing in the product to reflect those needs, incorporating new technology, and introducing changes in ways that are the least disruptive to our clients' ongoing operations.

2.4.3 Financial Strength

As the largest company in the country solely dedicated to providing software and services to the public sector market, we have the necessary resources to invest in our products and to deliver services. We reinforce this with our experience, which enables us to understand the unique requirements of the public sector.

Since its inception, Tyler has experienced steady growth through sales, service and product development, as well as through the acquisition of viable companies that expand and enhance our suite of products. Tyler's business model is built on four key areas of growth: expanding geographically, securing larger opportunities, broadening our product offerings, and extending existing client relationships.

2.5 Growth Strategy

We continue to enjoy success due to the growth strategy that we have carefully designed and consistently executed over the years. We believe this strategy not only provides the type of steady growth we seek, but it also serves our constituents well. Tyler is in a strong competitive position with no debt, and with planned and sustained growth. For both clients and investors, this controlled growth ensures stability for the long run.

2.5.1 Fiscally Sound

Tyler Technologies is fiscally sound, with annual revenues in excess of \$309 million (2011). As a responsible business partner, Tyler delivers to clients, staff and investors alike, and provides excellent return on investment and return on effort. We realize our success rests on how well clients are served after the sale because we know they will be with us for a long time.

Over the years, we have built a foundation of more than 9,000 clients and we enjoy an exceptionally high customer retention rate. These relationships provide us a steady stream of recurring revenues through maintenance and subscription agreements.

Tyler has the financial resources and stability to outlast and outdo competitors. We are outstanding financial stewards with our money and our clients'. In return for their investment in our solutions, clients get high value for cost of our products.

Village of Winnetka, IL Financial System (RFP #012-004)

2.5.2 Reinvestment

Our financial strength provides the resources to reinvest in our products and services. From a capital standpoint, Tyler made significant investments in our future in 2010 by:

- Buying back nearly \$65.8 million of our stock, an indication of the confidence we have in our convictions for our long-term strategy;
- Expanding our existing customer relationships
- Pursuing selected strategic acquisitions that provide products and services to complement our existing offerings

Moreover, we made these investments while finishing the year with a positive cash balance and no bank debt.

As technologies advance, we continually strive to adhere to new standards and practices that allow us to deliver distinct products to our clients and to maintain a long-term vision that is in sync with them.

2.6 Achievements & Partnerships

Tyler Technologies has earned a reputation as an industry leader based on our products and commitment to our clients. These factors, along with our financial strength and industry partnerships, have earned us numerous accolades..

Forbes Magazine has named Tyler to its annual list of "America's 200 Best Small Companies" for three consecutive years. Tyler has also previously been recognized by Audit Integrity, an independent research firm, as one of America's 100 most trustworthy companies.

Beginning in 2007, Tyler, which has two offices in Maine, was recognized for three consecutive years as one of the top employers in the state through the annual Best Places to Work in Maine program. Likewise, a recent "Best in DFW: Top Workplaces 2009" listing published by the *Dallas Morning News* lists Tyler as one of the top places to work in the Dallas–Fort Worth area, where Tyler has two offices. Additionally, Tyler's Lubbock, Texas, office was named the 2010 South Plains Regional Employer of the Year from South Plains Workforce Solutions. For the third straight year, Tyler has climbed in *Software Magazine's* Software 500 ranking of the world's largest software and services suppliers. In terms of revenue, Tyler ranked 132nd on the 2010 list, which measured 2009 revenues—up from our previous rankings of 148 in 2009 and 157 in 2008.

Tyler also formed a strategic alliance with Microsoft Corporation in 2007 to jointly develop core public sector functionality for Microsoft Dynamics AX 2012 to address the financial needs within public sector organizations worldwide.

These achievements point to our position at the top of the public sector software industry and our commitment to our clients. And because we are committed to delivering the best products and services to our clients, we are dedicated to continually evolving to help our valued clients meet the challenges they face every day.

Village of Winnetka, IL
Financial System (RFP #012-004)

The Vendor should also submit (attach) audited financial information for the past two (2) completed fiscal years, which includes income statements, balance sheets, and statement of cash flows.

Please reference the 2011 Annual Report included with the RFP response, which includes income statements, balance sheets, and statement of cash flows.

1.	Please state the year the Vendor started in the business of selling ERP system solutions.	Tyler Technologies made the decision to focus exclusively on the public section in 1998. Tyler Technologies' Munis Solution has been providing products, service, and support exclusively to the government market place since 1982.
2.	Where is the Vendor's closest facility/sales office in reference to Village of Winnetka, Illinois?	Yarmouth, Maine
3.	Where is the Vendor company's headquarters?	Dallas, Texas
4.	Please list the Vendor's sales in the previous three years:	2011-\$309.3 Million 2010-\$288.6 Million 2009-\$290.3 Million
5.	How many total employees does the vendor have	Finance & Administration - 199 Sales & Marketing - 190 Development - 585 Appraisal - 222 Support - 492 Implementation - 423 Totals: 2,111
6.	Specify the number of public sector vs. private sector clients.	The Public Sector is Tyler Technologies exclusive focus
7.	Indicate whether the business is a parent or subsidiary in a group of companies.	Not Applicable
8.	Has this company or product being proposed ever been purchased or acquired by another company? If yes, provide the name of the companies involved, specific products affected and when such merger or acquisition(s) took place.	Munis was acquired by Tyler Technologies in 1998
9.	Indicate if the Vendor's Profit/Loss for the last 3 years	2011: \$141.9 M 2010: \$128.3 M 2009: \$128.7 M



Quoted By: Alban Mich.
Date: 07/20/2012
Quote Expiration: 00/00/n/a
Quote Name: RFP Pricing
Quote Number: 43533

Sales Quotation For:

Mr. Raymond Restarski
 Village of Winnetka
 510 Green Bay Road
 Winnetka, IL 60093

Phone: (847) 716-3504
Fax:
Email: rrestarski@winnetka.org

Tyler Software & Related Services

Description	License	Impl. Days	Impl. Cost	Consulting Days	Consulting Cost	Data Conversion	Module Total	Year One Maintenance
Accounting/GL/BG/AP	\$29,000	10 @ \$1,175	\$11,750	3 @ \$1,275	\$3,825	\$8,200	\$52,775	\$5,220
Accounts Receivable	\$6,600	3 @ \$1,175	\$3,525	1 @ \$1,275	\$1,275	n/a	\$11,400	\$1,188
Applicant Tracking	\$2,750	1 @ \$1,175	\$1,175	1 @ \$1,275	\$1,275	n/a	\$5,200	\$495
Bid Management	\$3,300	1 @ \$1,175	\$1,175	1 @ \$1,275	\$1,275	n/a	\$5,750	\$594
Business License	\$6,000	5 @ \$1,175	\$5,875	2 @ \$1,275	\$2,550	n/a	\$14,425	\$1,080
Business and Vendor Self Service (client hosted)	\$5,000	1 @ \$1,175	\$1,175	n/a	n/a	n/a	\$6,175	\$900
Central Property File	\$1,650	1 @ \$1,175	\$1,175	n/a	n/a	n/a	\$2,825	\$413
Citizen Self Service (client hosted)	\$6,600	1 @ \$1,175	\$1,175	n/a	n/a	n/a	\$7,775	\$1,188
Fixed Assets	\$7,700	3 @ \$1,175	\$3,525	1 @ \$1,275	\$1,275	\$2,000	\$14,500	\$1,386
GASB 34 Report Writer	\$8,500	3 @ \$1,175	\$3,525	n/a	n/a	n/a	\$12,025	\$1,530
General Billing	\$3,000	2 @ \$1,175	\$2,350	1 @ \$1,275	\$1,275	\$1,000	\$7,625	\$540
HR Management	\$7,700	5 @ \$1,175	\$5,875	1 @ \$1,275	\$1,275	n/a	\$14,850	\$1,386
Maplink GIS Integration	\$2,750	1 @ \$1,175	\$1,175	n/a	n/a	n/a	\$3,925	\$495
Munis Office	\$5,000	1 @ \$1,175	\$1,175	n/a	n/a	n/a	\$6,175	\$900
Payroll w/ESS	\$16,100	15 @ \$1,175	\$17,625	1 @ \$1,275	\$1,275	\$10,400	\$45,400	\$2,898
Permits & Code Enforcement	\$6,600	11 @ \$1,175	\$12,925	2 @ \$1,275	\$2,550	\$9,000	\$31,075	\$1,320
Project & Grant Accounting	\$6,000	2 @ \$1,175	\$2,350	1 @ \$1,275	\$1,275	\$4,000	\$13,625	\$1,080
Purchase Orders	\$7,700	2 @ \$1,175	\$2,350	1 @ \$1,275	\$1,275	\$1,800	\$13,125	\$1,386
Requisitions	\$5,000	3 @ \$1,175	\$3,525	1 @ \$1,275	\$1,275	n/a	\$9,800	\$900
Role Tailored Dashboard	\$5,000	1 @ \$1,175	\$1,175	1 @ \$1,275	\$1,275	n/a	\$7,450	\$900
System Admin & Security	n/a	2 @ \$1,175	\$2,350	n/a	n/a	n/a	\$2,350	n/a
TCM SE	\$14,000	4 @ \$1,175	\$4,700	n/a	n/a	n/a	\$18,700	\$2,520
Treasury Management	\$5,000	1 @ \$1,175	\$1,175	1 @ \$1,275	\$1,275	n/a	\$7,450	\$900
Tyler Cashiering	\$11,000	3 @ \$1,175	\$3,525	n/a	n/a	n/a	\$14,525	\$1,980
Tyler Forms Processing	\$5,000	n/a	n/a	n/a	n/a	n/a	\$5,000	\$1,500

Tyler Software & Related Services

Description	License	Impl. Days	Impl. Cost	Consulting Days	Consulting Cost	Data Conversion	Module Total	Year One Maintenance
Tyler GoDocs	\$2,500	n/a	n/a	n/a	n/a	n/a	\$2,500	n/a
UB Interface	\$2,750	1 @ \$1,175	\$1,175	1 @ \$1,275	\$1,275	n/a	\$5,200	\$495
Utility Billing CIS	\$7,200	15 @ \$1,175	\$17,625	2 @ \$1,275	\$2,550	\$11,200	\$38,575	\$1,296
Workflow Finance	n/a	3 @ \$1,175	\$3,525	n/a	n/a	n/a	\$3,525	n/a
Workflow HR	n/a	3 @ \$1,175	\$3,525	n/a	n/a	n/a	\$3,525	n/a
Workflow Revenue	n/a	3 @ \$1,175	\$3,525	n/a	n/a	n/a	\$3,525	n/a
Sub-Total:	\$189,400		\$125,725		\$28,050	\$47,600	\$390,775	\$34,490
<i>Less Discount:</i>	<i>\$37,880</i>						<i>\$37,880</i>	<i>\$34,490</i>
TOTAL:	\$151,520	107	\$125,725	22	\$28,050	\$47,600	\$352,895	\$0

Other Services

Description	Quantity	Unit Price	Extended Price
AP Positive Pay Export Format	1	\$3,000	\$3,000
AP/PR Check Recon Import	1	\$1,000	\$1,000
Estimated Travel Expenses	1	\$55,900	\$55,900
Install Fee - New Server Install-WIN-CD w/VS	1	\$6,000	\$6,000
Maplink GIS Integration Installation	1	\$500	\$500
P-Card Import Format W/O Encumbrances	1	\$7,500	\$7,500
PR Positive Pay Export Format	1	\$3,000	\$3,000
Project Planning Services - C	1	\$5,000	\$5,000
Tyler Forms Business License Library - C	1	\$1,200	\$1,200
Tyler Forms Financial Library - C	1	\$1,400	\$1,400
Tyler Forms General Billing Library - C	1	\$1,500	\$1,500
Tyler Forms Human Resources Library - B	1	\$1,200	\$1,200
Tyler Forms Permits Library - B	1	\$1,500	\$1,500
Tyler Forms Processing - Configuration - C	2	\$1,000	\$2,000
Tyler Forms Utility Billing Library - B	1	\$3,000	\$3,000
TOTAL:			\$93,700

Conversion

Description	Price
AC Opt 1 - Actuals	\$1,000

Conversion

Description	Price
AC Opt 2 - Budgets	\$1,000
AC Standard COA	\$2,000
AP Opt 1 - Checks	\$1,200
AP Opt 2 - Invoice	\$1,800
AP Standard Master	\$1,200
FA Std Master	\$2,000
GB Std CID	\$1,000
PG Opt 1 - Actuals	\$1,000
PG Opt 2 - Budgets	\$1,000
PGA Standard	\$2,000
PR Payroll - Option 1 Deductions	\$1,800
PR Payroll - Option 2 Accrual Balances	\$1,500
PR Payroll - Option 3 Accumulators	\$1,400
PR Payroll - Option 4 Check History	\$1,200
PR Payroll - Option 5 Earning/Deduction Hist	\$2,500
PR Payroll - Standard	\$2,000
Permits and Code Enforcement - Option 1	\$3,000
Permits and Code Enforcement - Option 2	\$2,000
Permits and Code Enforcement - Option 3	\$2,000
Permits and Code Enforcement - Standard	\$2,000
Purchase Orders - Standard	\$1,800
Utility Billing - Option 1 Services	\$2,500
Utility Billing - Option 2 Assessments	\$1,200
Utility Billing - Option 3 Consumption History	\$2,000
Utility Billing - Option 4 Balance Forward AR	\$3,500
Utility Billing - Standard	\$2,000
TOTAL:	\$47,600

3rd Party Hardware, Software and Services

Description	Quantity	Unit Price	Total Price	Unit Maintenance	Total Year One Maintenance
Tyler Secure Signature Key - Additional	1	\$150	\$150	n/a	n/a
Tyler Secure Signature Key with System	1	\$0	\$0	n/a	n/a
Tyler Secure Signature System	1	\$1,500	\$1,500	n/a	n/a

3rd Party Hardware, Software and Services

Description	Quantity	Unit Price	Total Price	Unit Maintenance	Total Year One Maintenance
Tyler Unlimited Client AccessLicense	1	\$8,250	\$8,250	n/a	n/a
Tyler Unlimited Client AccessMaintenance	1	n/a	n/a	\$1,650	\$1,650
3rd Party Hardware Sub-Total:			\$1,650		\$0
3rd Party Software SubTotal:			\$8,250		\$1,650
3rd Party Services Sub-Total:			\$0		\$0
TOTAL:			\$9,900		\$1,650

Summary

	One Time Fees	Recurring Fees
Total Tyler Software	\$151,520	\$0
Total Tyler Services	\$295,075	\$0
Total 3rd Party Hardware, Software and Services	\$9,900	\$1,650
Summary Total	\$456,495	\$1,650

Comments

Optional Tyler Software & Related Services - not included in Totals

Description	License	Impl. Days	Impl. Cost	Consulting Days	Consulting Cost	Data Conversion	Module Total	Year One Maintenance
Animal License	\$3,000	2 @ \$1,175	\$2,350	n/a	n/a	n/a	\$5,350	\$750
Contract Management	\$3,300	1 @ \$1,175	\$1,175	1 @ \$1,275	\$1,275	n/a	\$5,750	\$594
Employee Expense Reimbursement	\$4,000	2 @ \$1,175	\$2,350	1 @ \$1,275	\$1,275	n/a	\$7,625	\$720
Fixed Assets	n/a	n/a	n/a	n/a	n/a	\$1,000	\$1,000	n/a
General Billing	n/a	n/a	n/a	n/a	n/a	\$5,180	\$5,180	n/a
Inventory	\$7,150	3 @ \$1,175	\$3,525	1 @ \$1,275	\$1,275	n/a	\$11,950	\$1,287
MUNIS Disaster Recovery Service	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$5,000
OS/DBA Contract Services	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$2,500
Payroll w/ESS	n/a	n/a	n/a	n/a	n/a	\$8,400	\$8,400	n/a
Professional Development	\$5,500	1 @ \$1,175	\$1,175	1 @ \$1,275	\$1,275	n/a	\$7,950	\$990
Utility Billing CIS	n/a	n/a	n/a	n/a	n/a	\$2,400	\$2,400	n/a
Vehicle Stickers	\$2,750	1 @ \$1,175	\$1,175	1 @ \$1,275	\$1,275	n/a	\$5,200	\$495
Work Orders, Fleet & Facilities Management	\$8,950	8 @ \$1,175	\$9,400	3 @ \$1,275	\$3,825	n/a	\$22,175	\$1,611

Optional Tyler Software & Related Services - not included in Totals

Description	License	Impl. Days	Impl. Cost	Consulting Days	Consulting Cost	Data Conversion	Module Total	Year One Maintenance	
TOTAL:		\$34,650	18	\$21,150	8	\$10,200	\$16,980	\$82,980	\$13,947

Optional Other Services - not included in Totals

Description	Quantity	Unit Price	Extended Price
Payment Bond	1	\$11,409	\$11,409
Performance Bond	1	\$11,409	\$11,409
TOTAL:			\$22,818

Optional Conversion - not included in Totals

Description	Price	
FA Opt 1 - History	\$1,000	
GB Opt 1 - Recurring Invoices	\$1,680	
GB Opt 2 - Bills	\$3,500	
PR Payroll - Option 10 Certifications	\$1,400	
PR Payroll - Option 11 Education	\$1,400	
PR Payroll - Option 6 Applicant Tracking	\$1,400	
PR Payroll - Option 7 PM Action History	\$1,400	
PR Payroll - Option 8 Position Control	\$1,400	
PR Payroll - Option 9 State Retirement Tables	\$1,400	
Utility Billing - Option 5 Service Orders	\$1,200	
Utility Billing - Option 6 Backflow	\$1,200	
TOTAL:		\$16,980

Optional 3rd Party Hardware, Software and Services - not included in Totals

Description	Quantity	Unit Price	Total Price	Unit Maintenance	Total Year One Maintenance
BMI PA600 Pocket AssetTrak	1	\$2,195	\$2,195	n/a	n/a
BMI-ASSETTRACK-PPC for MUNIS (Incl. Install Fee)	1	\$6,490	\$6,490	n/a	n/a
3rd Party Hardware Sub-Total:			\$8,685		\$0
3rd Party Software SubTotal:			\$0		\$0
3rd Party Services Sub-Total:			\$0		\$0
TOTAL:			\$8,685		\$0

Unless otherwise indicated in the Contract or Amendment thereto, pricing for optional items will be held for six (6) months from the Quote or the Effective Date of the Contract, whichever is later.

Customer Approval: _____
Print Name: _____

Date: _____
P.O. #: _____

All primary values quoted in US Dollars

Discount Detail

Description	License	License Discount	License Net	Maintenance Basis	Year One Maintenance Discount	Year One Maintenance Net	Impl Net	Consulting Net
Accounting/GL/BG/AP	\$29,000	\$5,800	\$23,200	\$5,220	\$5,220	\$0	10 @ \$1,175	3 @ \$1,275
Accounts Receivable	\$6,600	\$1,320	\$5,280	\$1,188	\$1,188	\$0	3 @ \$1,175	1 @ \$1,275
Applicant Tracking	\$2,750	\$550	\$2,200	\$495	\$495	\$0	1 @ \$1,175	1 @ \$1,275
Bid Management	\$3,300	\$660	\$2,640	\$594	\$594	\$0	1 @ \$1,175	1 @ \$1,275
Business License	\$6,000	\$1,200	\$4,800	\$1,080	\$1,080	\$0	5 @ \$1,175	2 @ \$1,275
Business and Vendor Self Service (client hosted)	\$5,000	\$1,000	\$4,000	\$900	\$900	\$0	1 @ \$1,175	n/a
Central Property File	\$1,650	\$330	\$1,320	\$413	\$413	\$0	1 @ \$1,175	n/a
Citizen Self Service (client hosted)	\$6,600	\$1,320	\$5,280	\$1,188	\$1,188	\$0	1 @ \$1,175	n/a
Fixed Assets	\$7,700	\$1,540	\$6,160	\$1,386	\$1,386	\$0	3 @ \$1,175	1 @ \$1,275
GASB 34 Report Writer	\$8,500	\$1,700	\$6,800	\$1,530	\$1,530	\$0	3 @ \$1,175	n/a
General Billing	\$3,000	\$600	\$2,400	\$540	\$540	\$0	2 @ \$1,175	1 @ \$1,275
HR Management	\$7,700	\$1,540	\$6,160	\$1,386	\$1,386	\$0	5 @ \$1,175	1 @ \$1,275
Maplink GIS Integration	\$2,750	\$550	\$2,200	\$495	\$495	\$0	1 @ \$1,175	n/a
Munis Office	\$5,000	\$1,000	\$4,000	\$900	\$900	\$0	1 @ \$1,175	n/a
Payroll w/ESS	\$16,100	\$3,220	\$12,880	\$2,898	\$2,898	\$0	15 @ \$1,175	1 @ \$1,275
Permits & Code Enforcement	\$6,600	\$1,320	\$5,280	\$1,320	\$1,320	\$0	11 @ \$1,175	2 @ \$1,275
Project & Grant Accounting	\$6,000	\$1,200	\$4,800	\$1,080	\$1,080	\$0	2 @ \$1,175	1 @ \$1,275
Purchase Orders	\$7,700	\$1,540	\$6,160	\$1,386	\$1,386	\$0	2 @ \$1,175	1 @ \$1,275
Requisitions	\$5,000	\$1,000	\$4,000	\$900	\$900	\$0	3 @ \$1,175	1 @ \$1,275
Role Tailored Dashboard	\$5,000	\$1,000	\$4,000	\$900	\$900	\$0	1 @ \$1,175	1 @ \$1,275
System Admin & Security	n/a	n/a	n/a	n/a	n/a	n/a	2 @ \$1,175	n/a
TCM SE	\$14,000	\$2,800	\$11,200	\$2,520	\$2,520	\$0	4 @ \$1,175	n/a
Treasury Management	\$5,000	\$1,000	\$4,000	\$900	\$900	\$0	1 @ \$1,175	1 @ \$1,275
Tyler Cashiering	\$11,000	\$2,200	\$8,800	\$1,980	\$1,980	\$0	3 @ \$1,175	n/a
Tyler Forms Processing	\$5,000	\$1,000	\$4,000	\$1,500	\$1,500	\$0	n/a	n/a
Tyler GoDocs	\$2,500	\$500	\$2,000	n/a	n/a	n/a	n/a	n/a
UB Interface	\$2,750	\$550	\$2,200	\$495	\$495	\$0	1 @ \$1,175	1 @ \$1,275
Utility Billing CIS	\$7,200	\$1,440	\$5,760	\$1,296	\$1,296	\$0	15 @ \$1,175	2 @ \$1,275
Workflow Finance	n/a	n/a	n/a	n/a	n/a	n/a	3 @ \$1,175	n/a
Workflow HR	n/a	n/a	n/a	n/a	n/a	n/a	3 @ \$1,175	n/a
Workflow Revenue	n/a	n/a	n/a	n/a	n/a	n/a	3 @ \$1,175	n/a
TOTAL:	\$189,400	\$37,880	\$151,520	\$34,490	\$34,490	\$0		

Attachment #5

Municipal Financial Software Comparison Table

Financial Software Systems Used by Local Communities

<u>Community</u>	<u>Software System</u>
Wilmette	Tyler Munis
Glencoe	Innoprise
Northfield	MSI/Harris
Northbrook	GEMS
Lake Forest	SunGard
Evanston	New World
Buffalo Grove	New World
Deerfield	Tyler Munis
Glenview	Tyler Munis
Lincolnwood	Springbrook
Libertyville	BS & A