



OFFICIAL NOTICE & AGENDA
REGULAR MEETING

MEETING: Finance Committee
DATE/TIME: Tuesday, January 27, 2026 at 6:00 PM
LOCATION: Wausau City Hall – Council Chambers
407 Grant Street, Wausau WI, 54403

MEMBERS:
Michael Martens (C) Vicki Tierney (VC)
Becky McElhaney Aaron Griner
Sarah Watson

- 1 Public comment on agenda items and reading of the City of Wausau Public Comment Statement.**
- 2 Consideration of the minutes of the preceding meeting(s).**
January 13, 2026 Regular Finance Committee Minutes
- 3 Discussion and possible action.**
 - a. Approving Sole Source Request for the purchase of oblique imagery services through Pictometry International Corporation for the Department of Public Works.
 - b. Approval of Cole Lundberg land lease for hangar construction at the Wausau Downtown Airport.
 - c. Approval of Cessna Storage LLC land lease for hangar construction at the Wausau Downtown Airport
- 4 Adjournment.**

Michael Martens, Chair

**NOTICE POSTED AT CITY HALL (407 GRANT STREET) AND
TRANSMITTED TO THE OFFICIALLY DESIGNATED NEWSPAPER**

DATE: 01/21/2026
TIME: 5:00 PM
POSTED BY: Kody Hart



This meeting can be viewed on
YouTube and Channel 981 on Cable TV

In accordance with the requirements of Title II of the Americans with Disabilities Act of 1990 (ADA), the City of Wausau will not discriminate against qualified individuals with disabilities on the basis of disability in its services, programs or activities. If you need assistance or reasonable accommodations in participating in this meeting or event due to a disability as defined under the ADA, please call the ADA Coordinator at (715) 261-6622 or ADAServices@ci.wausau.wi.us to discuss your accessibility needs. We ask your request be provided a minimum of 72 hours before the scheduled event or meeting. If a request is made less than 72 hours before the event the City of Wausau will make a good faith effort to accommodate your request.



City of Wausau
(715) 261-6500 | clerk@wausauwi.gov
wausauwi.gov





OFFICIAL MINUTES
REGULAR MEETING

MEETING: Finance Committee
DATE/TIME: Tuesday, January 13, 2026 at 5:15 PM
LOCATION: Wausau City Hall – Council Chambers
407 Grant Street, Wausau WI, 54403

MEMBERS:
Michael Martens (C) Vicki Tierney (VC)
Becky McElhaney Aaron Griner
Sarah Watson

Members Present: Michael Martens, Vicki Tierney, Becky McElhaney , Sarah Watson, Aaron Griner
Members Not Present:
Members Excused:
Present 5, Not Present 0, Excused 0

Noting the presence of a quorum, the Chairperson called the meeting to order at 05:16 PM.

1 Public comment on agenda items and reading of the City of Wausau Public Comment Statement.

2 Consideration of the minutes of the preceding meeting(s).

Motion by Watson, seconded by Tierney, to approve all items outlined below. Motion Passed, 5-0.

December 9, 2025 Regular Finance Committee Minutes

3 Discussion and possible action.

a. Approving the termination of Tax Increment District Number 7.

Motion by Tierney, seconded by Griner, to set a termination date for TID 7 closure. Motion Passed 4-1, with Watson opposed.

b. Approving an April 7, 2026 referendum to increase property taxes on an ongoing basis to retain 12 firefighter/paramedic positions and offset expiring federal grants.

Martens stated that if the position number is included in the referendum question, it would commit the city to funding that number of positions should the referendum pass. It was further questioned if the full amount of funding for the positions should be brought forward or should the reduced amount with TID closure funding be brought forward.

McElhaney stated support for the full amount of funding as moving forward with the reduced amount with TID closure would cause confusion due to future budgetary constraints.

Martens stated the reduced amount would be more palatable but that going with the lesser amount could cause budgetary issues in the future.

Tierney stated being stuck between a rock and a hard place as going for the lesser amount could result in difficult budget constraints which could cause a reduction in services versus an increase in property taxes.

Martens stated it would be better to provide more wiggle room than it is to cut as finely as you can when it comes to including the TID closure as part of the referendum ask. It was further stated that the public should have the financial number of how much it costs to fully fund the firefighter positions.

Motion by Watson, seconded by Tierney, to approve the resolution to approve the \$1.45 million dollar referendum ask. Motion Passed 5-0.

- c.** Approving Primary Towing Services Agreement with Joe Rader Towing LLC and Secondary Towing Services Agreement with Lightning Express Towing.

Martens stated the towing contract had previously worked out with these service providers.

Motion by Watson, seconded by Griner, to approve the towing services agreement for primary towing services with Joe Rader Towing LLC and secondary towing services with Lightning Express Towing. Motion Passed 5-0.

- d.** Approving Second Amendment to Fixed Base Operation Agreement regarding lease agreement between Wausau Flying Service, Inc. and Phillips 66 Company for lease of a Jet A refueler truck.

Motion by Watson, seconded by Griner, to approve the second amendment to the Fixed Base Operation Agreement regarding lease agreement between Wausau Flying Service, Inc. and Phillips 66 Company for lease of a Jet A refueler truck. Motion Passed 5-0.

- e.** Approving Sole Source Request for the purchase of services for an onsite physical therapist or athletic trainer through Advanced Physical Therapy & Sports Medicine for the Wausau Police Department and Wausau Fire Department.

Motion by Griner, seconded by Watson, to approve. Motion Passed 5-0.

- f.** Approving Sole Source Request for the purchase of professional services for help in updating the City of Wausau Comprehensive Plan through North Central Wisconsin Regional Planning Commission (NCWPRC) for the Wausau Community Development Department.

Motion by Griner, seconded by Tierney, to approve the Sole Source Request for the purchase of professional services for help in updating the City of Wausau Comprehensive Plan through North Central Wisconsin Regional Planning Commission (NCWPRC) for the Wausau Community Development Department. Motion Passed 5-0.

- g.** Approving Sole Source Request for the purchase of thermal imaging cameras and compatible charging docks through the Macqueen Group for the Wausau Fire Department.

Motion by Watson, seconded by Tierney, to approve the Sole Source Request for the purchase of thermal imaging cameras. Motion 5-0.

- h.** Approving reprogramming of returned \$25,000 of 2024 CDBG Allocation from Granite House public service activity to acquisition activity.

Motion by Watson, seconded by Griner, to approve. Motion Passed 5-0.

4 Discussion.

- a.** Improving public understanding and transparency around Tax Increment Districts.

Watson stated a need to provide more information to the public in more approachable terms to better explain TIDs.

Griner stated information should be provided in the city newsletter to explain the facts about TIDs to dispel misinformation and help the public better understand the abilities and inabilities of TIDs.

Tierney stated there should be more information on the ramifications of TIDs failing to close on time as it is a common practice and has real implications for taxpayers.

Martens stated that when a TID goes underwater the impact and what can be done to improve those TID's financial footings should be disseminated to the public.

5 Adjournment.

Motion by Watson, seconded by Tierney, to adjourn. Motion carried. Meeting adjourned at 06:02 PM.

The recording of this meeting may be viewed on
YouTube [@CityofWausauMeetings](#)



City of Wausau
(715) 261-6500 | clerk@wausauwi.gov
wausauwi.gov





Engineering

DATE: January 27, 2026
TO: Finance Committee
SUBJECT: Approving Sole Source Request for the purchase of oblique imagery services through Pictometry International Corporation for the Department of Public Works.

PURPOSE

Pictometry imagery is currently used in all of our GIS applications: ArcGIS Pro and ArcGIS Experience Builder. A Pictometry extension is also used in the mapping product of Central Square (Superior) software for use by Marathon County E911 Dispatch.

Internal users such as city staff can utilize useful tools within the imagery to measure area, distance, bearing, elevation and export images in various file formats. Pictometry is used by the following city departments: assessment, attorney, inspections, police, planning, and public works.

Public users can download their own separate application for mobile devices in the Google Play Store and Apple Store. Pictometry would also include two end-user training sessions for employees.

BACKGROUND

Pictometry provides digital imagery captured by low flying airplanes. The imagery includes both orthogonal and oblique. Oblique imagery is what makes this product unique because it is acquired at an angle. Specs include a 0.75 inch (or better) ground sample distance (GSD) orthogonal digital images and 1 inch (or better) digital oblique images (4 way) available as a mosaic tile and a mosaic SID digital format. The ability to see structures and features from an angle is an invaluable tool.

RECOMMENDATION

Approve sole source purchase of oblique imagery from Pictometry.



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

Purchase of goods or services for no more than \$25,000 may be made without competition when it is agreed *in advance* between the Department Head and the Finance Director. Sole source purchasing allows for the procurement of goods and services from a single source without soliciting quotes or bids from multiple sources. Sole source procurement cannot be used to avoid competition, rather it is used in certain situations when it can be documented that a vendor or contractor holds a unique set of skills or expertise, that the services are highly specialized or unique in character or when alternate products are unavailable or unsuitable from any other source. Sole source purchasing should be avoided unless it is clearly necessary and justifiable. The justification must withstand public and legislative scrutiny. The Department Head is responsible for providing written documentation justifying the valid reason to purchase from one source or that only one source is available. Sole source purchasing criteria include: urgency due to public safety, serious injury financial or other, other unusual and compelling reasons, goods or service is available from only one source and no other good or service will satisfy the City’s requirements, legal services provided by an attorney, lack of acceptable bids or quotes, an alternate product or manufacturer would not be compatible with current products resulting in additional operating or maintenance costs, standardization of a specific product or manufacturer will result in a more efficient or economical operation or aesthetics, or compatibility is an overriding consideration, the purchase is from another governmental body, continuity is achieved in a phased project, the supplier or service demonstrates a unique capability not found elsewhere, the purchase is more economical to the city on the basis of time and money of proposal development.

1. Sole source purchase under \$10,000 shall be evaluated and determined by the Department Head.
2. Sole source purchase of \$10,001 to \$25,000 a formal written justification shall be forwarded to the Finance Director who will concur with the sole source or assist in locating additional competitive sources.
3. Sole source purchase exceeding \$25,000 must be approved by the Finance Committee.

Ongoing Sole Source – 365 days One Time Sole Source Request

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

Pictometry provides digital imagery captured by low flying airplanes. The imagery includes both orthogonal and oblique. Oblique imagery is what makes this product unique because it is acquired at an angle. Specs include a 0.75 inch (or better) ground sample distance (GSD) orthogonal digital images and 1 inch (or better) digital oblique images (4 way) available as a mosaic tile and a mosaic SID digital format. The ability to see structures and features from an angle is an invaluable tool.

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

Pictometry imagery is currently used in all of our GIS applications: ArcGIS Pro and ArcGIS Experience Builder. A Pictometry extension is also used in the mapping product of Central Square (Superion) software for use by Marathon County E911 Dispatch.

Internal users such as city staff can utilize useful tools within the imagery to measure area, distance, bearing, elevation and export images in various file formats. Pictometry is used by the following city departments: assessment, attorney, inspections, police, planning, and public works.

Public users can download their own separate application for mobile devices in the Google Play Store and Apple Store. Pictometry would also include two end-user training sessions for employees.

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

Pictometry was founded in 2000 and was the first company to provide oblique imagery on a large scale. They have acquired technology patents for their services since 2002. Oblique imagery is mostly a unique product. Pictometry imagery does not integrate with other vendor products, therefore, the historic imagery we have captured with Pictometry is proprietary.

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

GIS staff reached out to other vendors and found that Ayres Associates, Sanborn Map Company Inc. and NearMap offer oblique imagery. However, their products could not integrate into some of our existing systems; ArcGIS Experience Builder and/or Central Square (Superion). These systems require special plug-ins and widgets for them to operate properly and Pictometry meets those requirements.

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

The city paid \$49,154.18 for oblique imagery in 2023. However, since the 2023 flight the city has had several large apartment buildings constructed across the city: Foundry on 3rd, Westside Commons (Gorman), 700 Grand Ave Apartments (Commonwealth), and the Evergreen Landing Apartments (Kolbe) along S 8th Av. Other notable construction includes the Sonnentag Archive Center, Nicolet National Bank and The Landing. The imagery for this project is owned by the city and has historical value as well.

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

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

Department: DPW / GIS

Preparer: Dan Kerntop / GIS Analyst

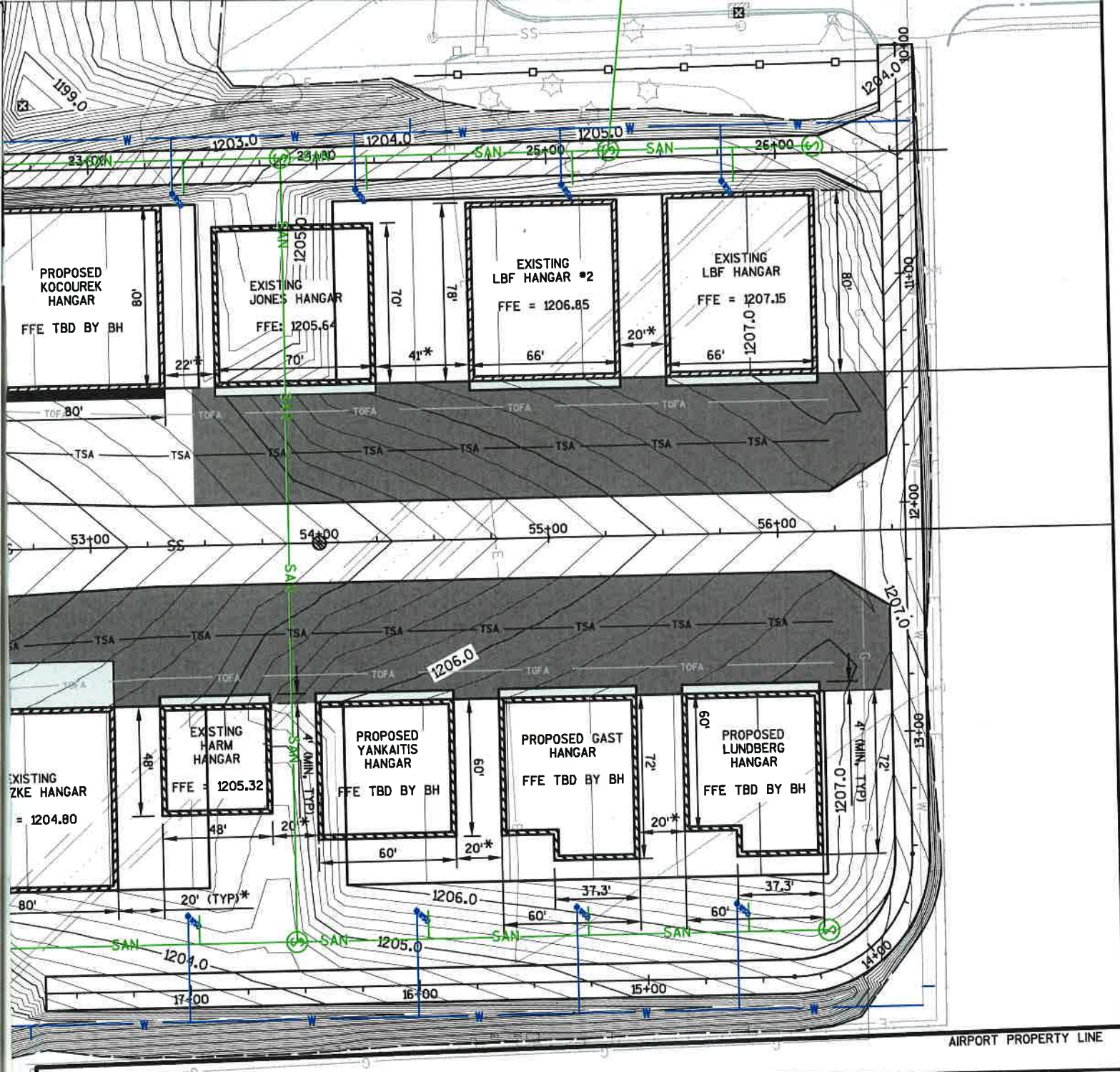
Vendor Name: Pictometry International Corporation

Expected amount of purchase or contract: \$56,000.00

Department Head Signature: _____ Date: _____

Finance Director Signature: _____ Date: _____





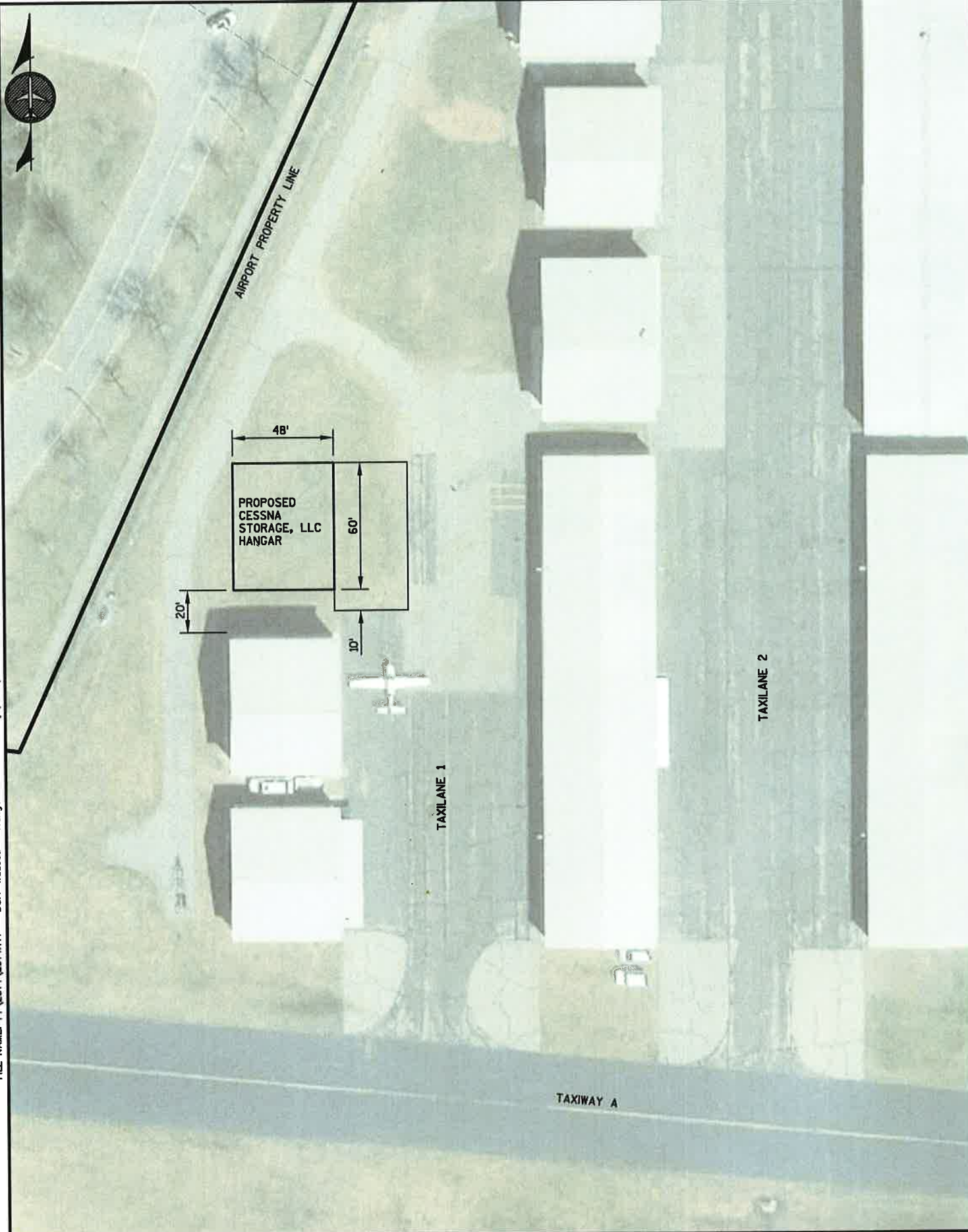
WAUSAU DOWNTOWN AIRPORT

HANGAR SITE PLAN WITH PROPOSED HANGARS

SHEET
A

NOKE

LAYOUT: A
PLOT TIME: 1/9/2026 11:27 AM
FILE NAME: P:\2014\2014.117 - BOA-Wausau - Hangar Area & Taxiway\CAD\Construction\2026 - Cessna Storage, LLC\14117_Exhibit_Cessna Storage LLC Hangar\2026.09.dwg



330 North Fourth Street • PO Box 8000
 Wausau, WI • 54402-8000
 715.845.8000 • Fax 715.845.8008
 becherhoppe.com

DRAWN BY: KRK
 CHECKED BY: KRK
 DATE: 1/9/2026

PROJECT NO: 2014.117
 REV. DATES:

