



MARATHON COUNTY EXECUTIVE COMMITTEE

AGENDA

Date & Time of Meeting: **Monday, November 4, 2019, at 4:00 p.m.**

Meeting Location: Marathon County Courthouse Assembly Room –500 Forest Street, Wausau WI

Committee Members: Kurt Gibbs Chair; Craig McEwen, Vice-Chair; Matt Bootz; Sara Guild, Jacob Langenhahn, Allen Opall, John Robinson, E J Stark, Jeff Zriny

Marathon County Mission Statement: *Marathon County Government serves people by leading, coordinating, and providing county, regional, and statewide initiatives. It directly or in cooperation with other public and private partners provides services and creates opportunities that make Marathon County and the surrounding area a preferred place to live, work, visit, and do business. (Last updated: 12-20-05)*

Executive Committee Mission Statement: *The Executive Committee of the Marathon County Board exists for the purpose of implementing the County's Strategic Plan by coordinating policy formation among the Committees, and providing leadership for all County Board policies through supervision of Administrative staff.*

- 1. Call Meeting to Order**
- 2. Public Comment**
- 3. Approval of the October 8, 2019, Executive Committee Meeting Minutes**
- 4. Policy Issues Discussion and Committee Determination**
 - A. Development of a Cost Recovery Policy
 1. Starting with an inventory of fees currently assessed and collected and last time updated.
 - B. Broadband Report (Expected in November)
 1. Who or what leadership groups are charged with responsibility for moving recommendations forward?
 - C. 2020 Budget
 1. What suggestions for improvement to the process do you have at this point for the 2021 budget? (will ask again in December)
 2. Role of a Standing Committee Chair during a budget discussion that involves a committee decision/recommendation
 - D. Creation of a Task Force to Study the Possible Down Sizing of the County Board
- 5. Operational Functions Required by Statute, Ordinance, or Resolution**
 - A. Resolution on Adopting a Redistricting Plan that Reduces the Number of Marathon County Supervisory Districts from 38 to 19
- 6. Educational Presentations/Outcome Monitoring Reports**
 - A. Potential Land Purchase to Relocate Highway and Parks Departments
 1. Consistent with West Side Master Plan (25 Year Plan, now 12 years old)
- 7. Next Meeting Date & Time, Location, Future Agenda Items**
 - Committee members are asked to bring ideas for future discussion and educational presentations for the County Board.
 - Next Meeting: Tuesday, December 10, 2019 at 4:00 p.m. in the Assembly Room
- 8. Announcements**
- 9. Adjournment**

*Any person planning to attend this meeting who needs some type of special accommodation in order to participate should call the County Clerk's Office at 715-261-1500 or e-mail infomarathon@mail.co.marathon.wi.us one business day before the meeting.

SIGNED /s/ Kurt Gibbs
Presiding Officer or Designee

FAXED TO: Wausau Daily Herald, City Pages, and
FAXED TO: Other Media Groups
FAXED BY: M. Palmer
FAXED DATE: _____
FAXED TIME: _____

NOTICE POSTED AT COURTHOUSE
BY: M. Palmer
DATE: _____
TIME: _____



MARATHON COUNTY EXECUTIVE COMMITTEE MINUTES

Tuesday, October 8, 2019, 4:00 p.m.
Courthouse Assembly Room B-105, 500 Forest St, Wausau WI 54403

Attendance:	Present	Absent
Kurt Gibbs, Chair	X	
Craig McEwen, Vice-Chair	X	
Matt Bootz	X	
Sara Guild	X	
Jacob Langenhahn	X	
Allen Opall		X
John Robinson	X	
E J Stark	X	
Jeff Zriny	X	

Also Present: Brad Karger, Lance Leonhard, Scott Corbett, Kim Trueblood, Ka Lo, Gerry Klein, Russ Wilson, Kelly Zegrzebski, Pat Gosz, Thomas Brown, Arnie Schlei, Katie Rosenberg, Becky Frisch, Media, Mary Palmer

1. Call Meeting to Order

Meeting was called to order by Chair Kurt Gibbs at 4:03 p.m.

2. Public Comment:

- A. Thomas Brown, 715 N 5th Avenue, re: Supervisory District Vacancies
- B. Russ Wilson Kelly Zegrzebski and Pat Gosz on Marathon County Historical Society and reduction of County contribution

3. Approval of the August 26 and September 3, 2019, Minutes

MOTION BY MCEWEN; SECOND BY ROBINSON TO APPROVE THE AUGUST 26, and SEPTEMBER 3, 2019, EXECUTIVE COMMITTEE MINUTES. MOTION CARRIED.

4. Policy Issues Discussion and Committee Determination to the County Board for its Consideration

- A. Additional Discussion and Possible Action Recommendation to Downsize the County Board for 2022 after the 2020 Census and Redistricting

Discussion:

A decision should be made by February 2021, the Board needs to provide a plan to municipalities and the State. Official action must be taken by 2021. If this Board passes a board reduction, the next board in 2020 could reverse the action. As a general rule Wisconsin has had large boards. Marathon County's target population was 3,800 that each supervisor would represent plus or minus 5% when district lines are drawn. Marathon County is the largest county of the 3,069 counties that exist in the U.S.

This topic was discussed in length looking at both sides and consensus emerged that more information was needed and that each committee member should e-mail Chair Gibbs with their ideas as to the optimum size of the Board and what a Charter for a task force would look like to study this further.

Action:

MOTION BY MCEWEN; SECOND BY BOOTZ TO CREATE A TASK FORCE TO STUDY THE PROS AND CONS AND BRING FORWARD A RECOMMENDATION TO DOWNSIZE THE BOARD OR LEAVE IT THE SAME SIZE TO THIS COMMITTEE.

Suggestions:

- Members would be appointed by the Board Chair and staff would support the Task Force.
- We should be looking at size or efficiencies.
- Should the Task Force include WCA, NCWRPC,

Everyone agreed that Executive Committee members would give their input on the charter for next month.

MCEWEN WITHDREW HIS MOTION AND BOOTZ WITHDREW HIS SECOND.

Follow through:

Committee members were charged with putting together their ideas of what a charter will look like, what the charge would be, the makeup, when will it sunset, what should be taken into consideration and when to report back to this committee as far as its recommendation. Get your ideas to Chair Gibbs no later than October 25th. It will be published in the next packet.

B. Recommendation to the Board on the Two Supervisor District Vacancies

Discussion:

The County Clerk checked with the elections commission if a special election is possible and it is not possible. We can appoint per our rules procedures through recruitment by letter of interest, interview (chair, vice-chair, clerk and administrator) and bring recommendation to the board for ratification or leave those districts open. Then nomination papers will have to be taken out in December and due back in early January 2020. If there is only one interested person in a district, that person could be appointed and no primary needed. If there are multiple candidates for either district, then it would go to the primary and regular elections by citizens.

One concern of appointing is they become the incumbent and may have an advantage if multiples run.

Consistency is important on how we deal with vacancies. We do have a rule on this, but our rules can be suspended for a special election. However due to timelines a special election cannot happen. So we really only have one option – appointments.

We will solicit letters of interest in districts 8 and 9. We will advertise in the same outlets as we have in the past.

Action:

MOTION BY BOOTZ TO SEND OUT POSTCARDS TO CITIZENS IN DISTRICTS 8 AND 9 TO LET THEM KNOW OF THE VACANCIES AND USE AS RECRUITMENT FOR THE SUPERVISORS. NO SECOND.

Follow through:

Advertisement of the two vacancies.

C. Searching Land Records by Property Owner

Discussion:

This discussion centered on whether to provide free and easy exchange of public information by property owner name verses making it more difficult because there are those who may use it for harm. We are now putting in a new system that we can put in either way. Do you want to make it easier for someone to search for property owners or not.

Robinson believes it should be made available in the spirit of transparency

Action:

MOTION BY ROBINSON; SECOND BY STARK TO ENCOURAGE THE ADMINISTRATOR TO MAKE A SEARCHABLE FIELD THROUGH LAND RECORDS BY PROPERTY OWNER NAME AVAILABLE TO THE PUBLIC. MOTION CARRIES 7 TO 1.

One member doesn't feel it's necessary to make it easier for anyone to find someone.

Another member uses this service significantly in his private business. All of our neighboring counties allow us to search on the names. From a business standpoint there is clearly reasons for this, but

understands the argument about privacy.

Follow through:

The searchable field by name will be added to the program.

5. Operational Functions Required by Statute, Ordinance, or Resolution – None

6. Educational Presentations/Outcome Monitoring Reports

A. Update on Progress of Strategic Plan

Discussion:

Craig McEwen has been meeting with standing committees and asking them to review all agendas and look at any policies, procedures or resolutions that support the strategic plan assigned to their committee. The same is being done at departments. Craig appreciates the assistance from the Chairs and asks them to keep the strategic plan objectives in the fore front. Leonhard recapped the direction that was given to departments on the 12 objectives.

Many new initiatives have been identified and are moving forward. The Strategic Plan will be updated and delivered electronically as it currently exists. Around the time the new Board is seated interactive components will give the best experience with each objective.

In each strategic goal we have measurables, how do we know we are meeting those measures?

B. Update on Repair of Jail Structure

Discussion:

Chair Gibbs spoke with Michael Lotter, Facilities and Capital Management Director about where we were in relation to the jail and they are still finding issues. Completion is targeted for the end of November. Construction went over budget. The shoring is under budget, but multiple new concerns have been identified including more today.

C. Update on the 2020 Budget

Discussion:

Administrator Karger went through some of the highlights of the 2020 Budget:

- Non-profits funding reduced 25% and 5 ½ new positions approved but not funded by HR/finance because there is no new money. Employee health care has risen
- Out of home placements up ½ million
- Transportation aids up a little, but CHIPS funding went down considerably
- We will borrow for ranked projects
- \$40,000 for the Broadband study.
- There will be disappointed advocates for various agencies and departments.
- It is complex.

Will release the budget message to County Board members on Friday and then posted online after approved.

Monday, Finance will accept the budget. Then there will be a public hearing on November 12th at 8:00 p.m. but before HR/finance turns the budget over to the county board.

7. Next Meeting Time, Location, Agenda Items and Reports to the County Board

- Committee members are asked to bring ideas for future discussion and educational presentations for the County Board
- Next regular meeting: Tuesday, November 5, 2019, at 4:00 p.m. in the Assembly Room

8. Announcements:

9. Adjournment

There being no further business to discuss, **MOTION BY MCEWEN; SECOND BY LANGENHAHN TO ADJOURN THE MEETING. MOTION CARRIED.** Committee adjourned at 5:53 p.m.

Respectfully submitted by,
Mary Palmer

**COMPARISON OF ATTORNEY POSITIONS AND
SUPPORT STAFF IN WISCONSIN DA'S OFFICES**

COUNTY	ATTORNEYS	SUPPORT STAFF	RATIO
Brown	16	20	1.25
Kenosha	18	20	1.11
La Crosse	8	12	1.5
Outagamie	11	14.5	1.32
Racine	19	20	1.05
Rock	14	23.8	1.7
Sheboygan	9	13	1.44
Winnebago	11	13.5	1.23
Average	13.25	17.1	1.29
Marathon	12	16	1.33

Source: Survey Data Submitted by Theresa Wetzsteon during Budget Meeting
Marathon County Position Allocation List

PERSONNEL OF WI DA OFFICES

County	Attys	Office Mgr	Assts/ Sec	VW	Para-legal	Recep	Diversion	Notes
Ashland	2		2.6	1				
Barron	3	1	3	1		<1		Receptionist is part-time
Brown	16	1	14	4		1		Asst/Sec consists of 1 Discovery Clerk; 1 Intake Specialist; 1 File Clerk; 11 Legal Asssts
Burnett	1.25		3	1				
Calumet	2		2.5	1.5				
Chippewa	5	1	4	3		1		Receptionist also Legal Sec
Clark	2		2	1				
Crawford	1		1	1				Admin Legal Secretary
Dodge	5		5	<2	1	1		1 Full-Time & 1 Part-Time VW
Door	2	1	<3	1				Office Mgr also DA Legal Sec 1 Intake Sec, 1 Disc Sec, 1 Part-Time Sec
Douglas	3.5	.3	3	1.7		1		2 Full-Time Attys; 1 .9 ADA; 1 .6 ADA .7 VW also .3 Mgr Receptionist also does discovery
Dunn	3		4	<4			1	2 full-time & 2 part-time VW
Fond du Lac	8	1	2	2		1	1	Diversion Coord also Legal Asst
Green	2	.25	2.25	1				.75 VW Coord also .25 Office Mgr .75 Legal Sec also .25 VW Spec Discovery Clerk = 20 hours
Green Lake	1.5		2	1				Asst/Sec consists of Legal Clerk & Admin Support
Iowa	2	1	2	1				
Iron	1		.6	1				
Jefferson	<6	1	5	1	1		2	5 Full-Time & 1 Part-Time Attys Diversion = 1 Justice Info Coord & 1 First Offender Program Director
Juneau	<3	1	2	1				2 Full-Time & 1 Part-Time Attys
Kenosha	<18	1	<3	5	11			16 Full-Time & 2 Part-Time Attys 2 full-time & 1 part-time Asssts/Secs 1 Investigator
Kewaunee	<2		<2	.75				1 Full-Time & 1 Part-Time Attorneys 1 full-time & 1 part-time secretaries

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County	Attys	Office Mgr	Assts/Sec	VW	Paralegal	Recep	Diversion	Notes
LaCrosse	8	1	7	2		2		Receptionists = 1 DA & 1 VW Also has Part-Time Investigator
Lafayette	1		1	.5				Legal Secretary/Paralegal
Lincoln	2	1	2					Office Mgr=Legal Asst
Manitowoc	5		1	1	2	1		1 Paralegal also Office Mgr
Marquette	1	1	1	1				
Monroe	3	1	5	1.5				Assts/Sec = 3 Legal Sec & 2 Clerical Assts 1 Investigator
Oconto	2	1	1	1	1			Office Manager also Legal Sec Paralegal also Legal Sec
Oneida	<3		2	1				2 Full-Time & 1 Part-Time Attys
Outagamie	11	1	6.5	3	2	1	1	1.5 Investigators
Ozaukee	4	1	3			1		Receptionist also does discovery
Pierce	<3	1	2	1				2 Full-Time & 1 Part-Time Attys
Polk	2		2.5	2	1.5	.5		.5 Bookkeeper VW Coord also Office Mgr .5 Parlegal also .5 Legal Asst
Portage	4		4	2			1	VW Coord also Office Mgr VW Asst also Legal Assoc 3 Legal Associates & 1 Legal Secretary
Price	1	1	1	1				Office Mgr=Legal Asst
Racine	19	1	10	7		2		Asst/Sec = 9 full-time & 2 part-time job-sharing clerks 2 Recep = 1 for DA & 1 for VW (Temp Agency)
Richland	1.8		1	1				
Rock	14	1	10	6.4		2	4.4	VW includes 2 Admin Assts Diversion includes Director, 2.4 counselors & 1 Admin Asst Looking to increase support staff to one sec per atty & HR agrees understaffed
Rusk	1.5	1	1	.625	.8			Office Mgr also Paralegal .8 Paralegal is Temporary
Sauk	5	1	5	1.8				
Sawyer	2		1.25	1				
Shawano	3		3	2				2018: 439 referrals: 157 CF; 172 CM

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County	Attys	Office Mgr	Asssts/ Sec	VW	Para-legal	Recep	Diversion	Notes
Sheboygan	<9	1	7	4	1			8 Full-Time & 1 Part-Time Attys Asst/Sec = 3 Paralegal Aides, 1 Legal Sec, 3 Sec's VW = 3 VW Spec & 1 Sec 1 part-time Check Fraud Investigator
St. Croix	6.6	1	6	4			2.5	
Taylor	1		3	1				
Walworth	5	1	<5	2				Asst/Sec = 1 Legal Sec; 3 full-time & 1 part-time Admin Clerks 3 Legal Stenographers 1 Law Clerk
Waupaca	<4	1	2.5	1.5				3 Full-Time & 1 Part-Time Atty .5 Legal Asst also .5 VW Spec
Winnebago	11	1	3	2.5	4	1	3	2 Investigators Diversion=Coord; Risk Assess; Admin Asst
Wood	4		4					

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RESOLUTION # R-____-19

ADOPTING A REDISTRICTING PLAN THAT REDUCES THE NUMBER OF MARATHON COUNTY SUPERVISORY DISTRICTS FROM 38 TO 19, EFFECTIVE AS OF SPRING ELECTION APRIL 2020

WHEREAS, on September 13, 2011 the Board of Supervisors for the County of Marathon adopted § 2.03 of the General Code of Ordinances for Marathon County, establishing 38 supervisory districts, pursuant to the procedure to be followed after each decennial census; and

WHEREAS, Wis. Stats., §59.10(3)(cm) 1, permits the Board to reduce the number of supervisory districts following the enactment of a decennial supervisory district plan; and

WHEREAS, Wis. Stats., §59.02(1) authorizes the County Board to exercise its powers by either a resolution adopted or an ordinance enacted; and

WHEREAS, the attached redistricting plan couples current supervisory districts that are contiguous so as to meet legal and technical requirements; and

WHEREAS, the Executive Committee met on November 4, 2019 to discuss the proposed redistricting plan.

NOW, THEREFORE, BE IT RESOLVED that the Board of Supervisors of the County of Marathon does hereby:

1. Approve and adopt the attached redistricting plan, which reduces the number of supervisory districts from 38 to 19.
2. Declare this resolution shall be effective November 15, 2019 so as to apply to the Spring Election of County Board Supervisors in April 2020.

BE IT FURTHER RESOLVED that the appropriate County officials are authorized and directed to certify said redistricting plan to the State of Wisconsin as required by law.

Dated this 14th day of November, 2019.

EXECUTIVE COMMITTEE

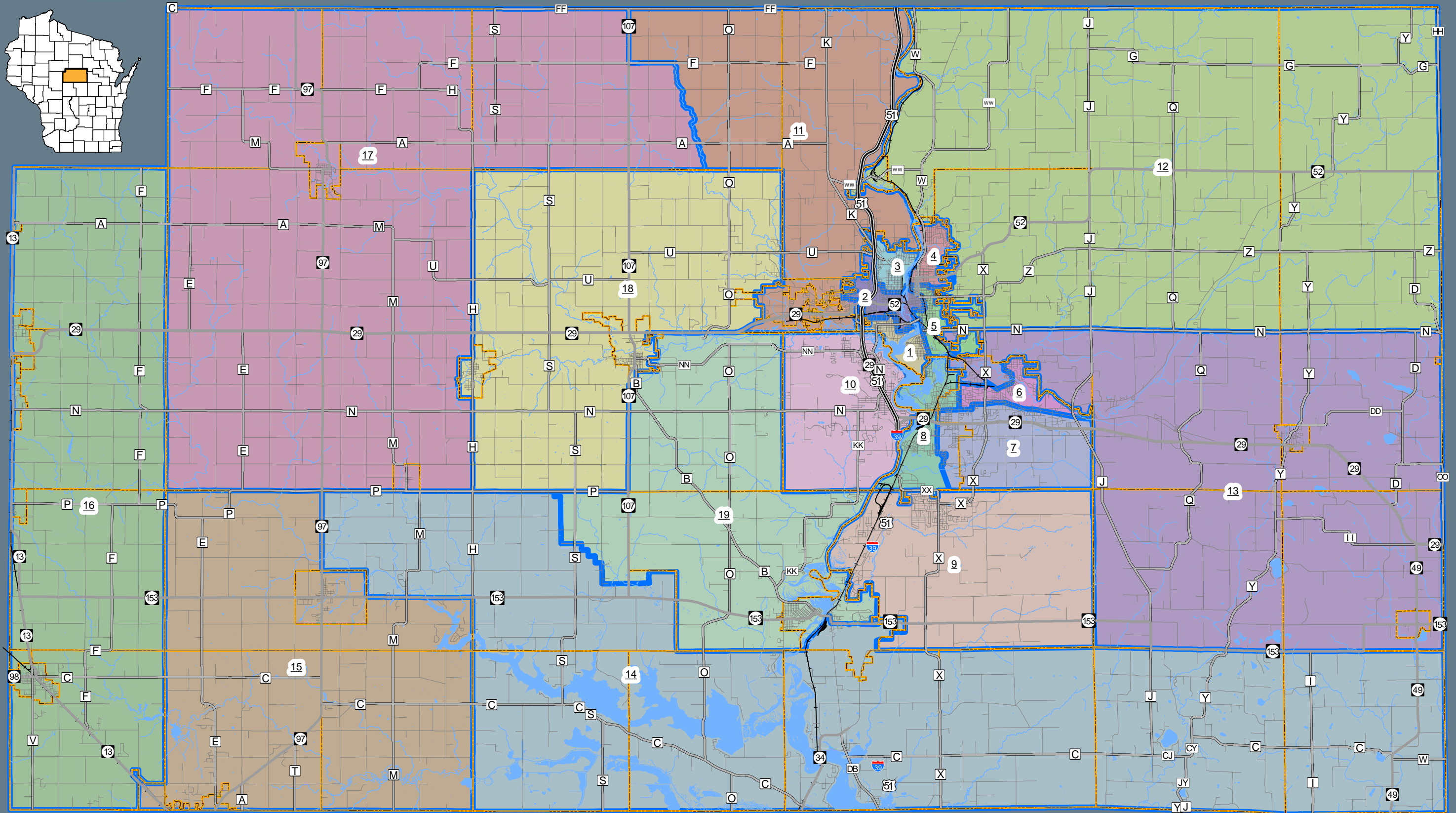
Estimated Fiscal Impact: The intended impact of this resolution is to reduce the cost of County Board Supervisor salaries and mileage reimbursement so as to provide a funding mechanism to replace financial support to non-profit organizations that will realize a 25% reduction in funding under the proposed 2020 Budget.



Legend

US Highway	County Highways	Railroad	Minor Civil Divisions
State Highways	Local Roads	Water	

Marathon County, Wisconsin



SOURCE: NCWRPC, NRCS,
Marathon County Geo Services

This map is neither a legally recorded map nor a survey of the actual boundary of any property depicted. This drawing is a compilation of records, information and data used for reference purposes only. NCWRPC is not responsible for any inaccuracies herein contained.

Prepared By:
North Central Wisconsin Regional Planning Commission
210 McClellan St. Wausau, WI 54403 - www.ncwrpc.org
Date Printed: Friday, November 1, 2019

District 1	District 2	New District
10	1	1
11	3	2
7	8	3
5	6	4
4	2	5
19	20	6
21	18	7
17	16	8
23	15	9
37	36	10
38	9	11
12	13	12
22	14	13
25	24	14
27	29	15
28	30	16
34	31	17
32	33	18
35	26	19

WB-11 RESIDENTIAL OFFER TO PURCHASE

1 LICENSEE DRAFTING THIS OFFER ON _____ [DATE] IS
2 AGENT OF BUYER

3 **GENERAL PROVISIONS** The Buyer, Marathon County, a quasi-municipal corporation,
4 _____, offers to purchase the Property known as [Street Address] See attached addendum,
5 Six (6) parcels in the Town of Maine and City
6 of Wausau, County of Marathon, Wisconsin, (Insert additional
7 description, if any, at lines 165-172 or 435-442 or attach as an addendum per line 434), on the following terms:

- 8 ■ PURCHASE PRICE: Two million two hundred thousand
9 and no/100 Dollars (\$2,200,000).
- 10 ■ EARNEST MONEY of \$ zero accompanies this Offer and earnest money of \$ zero
11 will be mailed, or commercially or personally delivered within N/A days of acceptance to listing broker or
12 N/A.
- 13 ■ THE BALANCE OF PURCHASE PRICE will be paid in cash or equivalent at closing unless otherwise provided below.
- 14 ■ INCLUDED IN PURCHASE PRICE: Seller is including in the purchase price the Property, all Fixtures on the Property on
15 the date of this Offer not excluded at lines 17-18, and the following additional items: N/A.
- 16
- 17 ■ NOT INCLUDED IN PURCHASE PRICE: N/A.
- 18

19 **CAUTION: Identify Fixtures that are on the Property (see lines 185-193) to be excluded by Seller or which are rented
20 and will continue to be owned by the lessor.**
21 **NOTE: The terms of this Offer, not the listing contract or marketing materials, determine what items are
22 included/excluded.**

23 **ACCEPTANCE** Acceptance occurs when all Buyers and Sellers have signed one copy of the Offer, or separate but identical
24 copies of the Offer.

25 **CAUTION: Deadlines in the Offer are commonly calculated from acceptance. Consider whether short term deadlines
26 running from acceptance provide adequate time for both binding acceptance and performance.**

27 **BINDING ACCEPTANCE** This Offer is binding upon both Parties only if a copy of the accepted Offer is delivered to Buyer on
28 or before to be determined September 30, 2019. Seller may keep the Property on the
29 market and accept secondary offers after binding acceptance of this Offer.

30 **CAUTION: This Offer may be withdrawn prior to delivery of the accepted Offer.**

31 **OPTIONAL PROVISIONS** TERMS OF THIS OFFER THAT ARE PRECEDED BY AN OPEN BOX (□) ARE PART OF THIS
32 OFFER ONLY IF THE BOX IS MARKED SUCH AS WITH AN "X." THEY ARE NOT PART OF THIS OFFER IF MARKED "N/A"
33 OR ARE LEFT BLANK.

34 **DELIVERY OF DOCUMENTS AND WRITTEN NOTICES** Unless otherwise stated in this Offer, delivery of documents and
35 written notices to a Party shall be effective only when accomplished by one of the methods specified at lines 36-54.

36 (1) **Personal Delivery:** giving the document or written notice personally to the Party, or the Party's recipient for delivery if
37 named at line 38 or 39.

38 Seller's recipient for delivery (optional): Thomas Witter, 2400 County Road U, Wausau, WI 54401

39 Buyer's recipient for delivery (optional): Gary Wyman, 211065 St. Hwy. 49, Elderon, WI 54429

40 (2) **Fax:** fax transmission of the document or written notice to the following telephone number:

41 Seller: () Buyer: ()

42 (3) **Commercial Delivery:** depositing the document or written notice fees prepaid or charged to an account with a
43 commercial delivery service, addressed either to the Party, or to the Party's recipient for delivery if named at line 38 or 39, for
44 delivery to the Party's delivery address at line 47 or 48.

45 (4) **U.S. Mail:** depositing the document or written notice postage prepaid in the U.S. Mail, addressed either to the Party,
46 or to the Party's recipient for delivery if named at line 38 or 39, for delivery to the Party's delivery address at line 47 or 48.

47 Delivery address for Seller: 2400 County Rd. U, Wausau, WI 54401

48 Delivery address for Buyer: 211065 St. Hwy. 49, Elderon, WI 54429

49 (5) **E-Mail:** electronically transmitting the document or written notice to the Party's e-mail address, if given below at line
50 53 or 54. If this is a consumer transaction where the property being purchased or the sale proceeds are used primarily for
51 personal, family or household purposes, each consumer providing an e-mail address below has first consented electronically
52 to the use of electronic documents, e-mail delivery and electronic signatures in the transaction, as required by federal law.

53 E-Mail address for Seller (optional):

54 E-Mail address for Buyer (optional):

55 **PERSONAL DELIVERY/ACTUAL RECEIPT** Personal delivery to, or Actual Receipt by, any named Buyer or Seller
56 constitutes personal delivery to, or Actual Receipt by, all Buyers or Sellers.

57 **OCCUPANCY** Occupancy of the entire Property shall be given to Buyer at time of closing unless otherwise provided in this
 58 Offer at lines 165-172 or 435-442 or in an addendum attached per line 434. At time of Buyer's occupancy, Property shall be in
 59 broom swept condition and free of all debris and personal property except for personal property belonging to current tenants,
 60 or that sold to Buyer or left with Buyer's consent. Occupancy shall be given subject to tenant's rights, if any.

61 **DEFINITIONS**

- 62 ■ **ACTUAL RECEIPT:** "Actual Receipt" means that a Party, not the Party's recipient for delivery, if any, has the document or
 63 written notice physically in the Party's possession, regardless of the method of delivery.
- 64 ■ **CONDITIONS AFFECTING THE PROPERTY OR TRANSACTION:** "Conditions Affecting the Property or Transaction" are
 65 defined to include:
- 66 a. Defects in the roof.
 - 67 b. Defects in the electrical system.
 - 68 c. Defects in part of the plumbing system (including the water heater, water softener and swimming pool) that is included in
 69 the sale.
 - 70 d. Defects in the heating and air conditioning system (including the air filters and humidifiers).
 - 71 e. Defects in the well, including unsafe well water.
 - 72 f. Property is served by a joint well.
 - 73 g. Defects in the septic system or other sanitary disposal system.
 - 74 h. Underground or aboveground fuel storage tanks on or previously located on the Property. (If "yes", the owner, by law,
 75 may have to register the tanks with the Department of Commerce at P.O. Box 7970, Madison, Wisconsin, 53707, whether
 76 the tanks are in use or not. Regulations of the Department of Commerce may require the closure or removal of unused
 77 tanks.)
 - 78 i. "LP" tank on the Property (specify in the additional information whether the tank is owned or leased).
 - 79 j. Defects in the basement or foundation (including cracks, seepage and bulges).
 - 80 k. Property is located in a floodplain, wetland or shoreland zoning area.
 - 81 l. Defects in the structure of the Property.
 - 82 m. Defects in mechanical equipment included in the sale either as Fixtures or personal property.
 - 83 n. Boundary or lot line disputes, encroachments or encumbrances (including a joint driveway).
 - 84 o. Defect caused by unsafe concentrations of, or unsafe conditions relating to, radon, radium in water supplies, lead in paint,
 85 lead in soil, lead in water supplies or plumbing system, or other potentially hazardous or toxic substances on the Property.
 86 **NOTE: Specific federal lead paint disclosure requirements must be complied with in the sale of most residential**
 87 **properties built before 1978.**
 - 88 p. Presence of asbestos or asbestos-containing materials on the Property.
 - 89 q. Defect caused by unsafe concentrations of, unsafe conditions relating to, or the storage of, hazardous or toxic substances
 90 on neighboring properties.
 - 91 r. Current or previous termite, powder-post beetle or carpenter ant infestations or Defects caused by animal or other insect
 92 infestations.
 - 93 s. Defects in a wood burning stove or fireplace or Defects caused by a fire in a stove or fireplace or elsewhere on the
 94 Property.
 - 95 t. Remodeling affecting the Property's structure or mechanical systems or additions to Property during Seller's ownership
 96 without required permits.
 - 97 u. Federal, state, or local regulations requiring repairs, alterations or corrections of an existing condition.
 - 98 v. Notice of property tax increases, other than normal annual increases, or pending property reassessment.
 - 99 w. Remodeling that may increase Property's assessed value.
 - 100 x. Proposed or pending special assessments.
 - 101 y. Property is located within a special purpose district, such as a drainage district, that has the authority to impose
 102 assessments against the real property located within the district.
 - 103 z. Proposed construction of a public project that may affect the use of the Property.
 - 104 aa. Subdivision homeowners' associations, common areas co-owned with others, zoning violations or nonconforming uses,
 105 rights-of-way, easements or another use of a part of the Property by non-owners, other than recorded utility easements.
 - 106 bb. Structure on the Property is designated as an historic building or part of the Property is in an historic district.
 - 107 cc. Any land division involving the Property for which required state or local permits had not been obtained.
 - 108 dd. Violation of state or local smoke and carbon monoxide detector laws.
 - 109 ee. High voltage electric (100 KV or greater) or steel natural gas transmission lines located on but not directly serving the
 110 Property.
 - 111 ff. The Property is subject to a mitigation plan required by Wisconsin Department of Natural Resources (DNR) rules related
 112 to county shoreland zoning ordinances that obligates the owner to establish or maintain certain measures related to
 113 shoreland conditions, enforceable by the county.
 - 114 gg. Other Defects affecting the Property.
- 115 **(Definitions Continued on page 4)**

Property Address: See Addendum A

116 **CLOSING** This transaction is to be closed no later than December 15, 2019
 117 at the place selected by Seller, unless otherwise agreed by the Parties in writing.

118 **CLOSING PRORATIONS** The following items, if applicable, shall be prorated at closing, based upon date of closing values:
 119 real estate taxes, rents, prepaid insurance (if assumed), private and municipal charges, property owners association
 120 assessments, fuel and N/A.

121 **CAUTION: Provide basis for utility charges, fuel or other prorations if date of closing value will not be used.**

122 Any income, taxes or expenses shall accrue to Seller, and be prorated at closing, through the day prior to closing.

123 Real estate taxes shall be prorated at closing based on [CHECK BOX FOR APPLICABLE PRORATION FORMULA]:

124 The net general real estate taxes for the preceding year, or the current year if available (Net general real estate
 125 taxes are defined as general property taxes after state tax credits and lottery credits are deducted) (NOTE: THIS CHOICE
 126 APPLIES IF NO BOX IS CHECKED)

127 Current assessment times current mill rate (current means as of the date of closing)

128 Sale price, multiplied by the municipality area-wide percent of fair market value used by the assessor in the prior
 129 year, or current year if known, multiplied by current mill rate (current means as of the date of closing)

130

131 **CAUTION: Buyer is informed that the actual real estate taxes for the year of closing and subsequent years may be**
 132 **substantially different than the amount used for proration especially in transactions involving new construction,**
 133 **extensive rehabilitation, remodeling or area-wide re-assessment. Buyer is encouraged to contact the local assessor**
 134 **regarding possible tax changes.**

135 Buyer and Seller agree to re-prorate the real estate taxes, through the day prior to closing based upon the taxes on
 136 the actual tax bill for the year of closing, with Buyer and Seller each owing his or her pro-rata share. Buyer shall, within 5
 137 days of receipt, forward a copy of the bill to the forwarding address Seller agrees to provide at closing. The Parties shall
 138 re-prorate within 30 days of Buyer's receipt of the actual tax bill. Buyer and Seller agree this is a post-closing obligation
 139 and is the responsibility of the Parties to complete, not the responsibility of the real estate brokers in this transaction.

140 **LEASED PROPERTY** If Property is currently leased and lease(s) extend beyond closing, Seller shall assign Seller's rights
 141 under said lease(s) and transfer all security deposits and prepaid rents thereunder to Buyer at closing. The terms of the
 142 lease(s), if any, are property not leased
 143 . Insert additional terms, if any, at lines 165-172 or 435-442 or attach as an addendum per line 434.

144 **RENTAL WEATHERIZATION** This transaction ~~is~~ exempt from Wisconsin Rental Weatherization
 145 Standards (Wis. Admin. Code Ch. Comm 67). If not exempt, ~~the~~ ("Buyer" if neither is stricken) shall
 146 be responsible for compliance, including all costs, with Wisconsin Rental Weatherization Standards. If Seller is responsible for
 147 compliance, Seller shall provide a Certificate of Compliance at closing.

148 **REAL ESTATE CONDITION REPORT** Wisconsin law requires owners of property which includes 1-4 dwelling units to
 149 provide buyers with a Real Estate Condition Report. Excluded from this requirement are sales of property that has never been
 150 inhabited, sales exempt from the real estate transfer fee, and sales by certain court-appointed fiduciaries, (for example,
 151 personal representatives who have never occupied the Property). The form of the Report is found in Wis. Stat. § 709.03. The
 152 law provides: "§ 709.02 Disclosure ... the owner of the property shall furnish, not later than 10 days after acceptance of the
 153 contract of sale ..., to the prospective Buyer of the property a completed copy of the report ... A prospective Buyer who does
 154 not receive a report within the 10 days may, within 2 business days after the end of that 10 day period, rescind the contract of
 155 sale ... by delivering a written notice of rescission to the owner or the owner's agent." Buyer may also have certain rescission
 156 rights if a Real Estate Condition Report disclosing defects is furnished before expiration of the 10 days, but after the Offer is
 157 submitted to Seller. Buyer should review the report form or consult with an attorney for additional information regarding
 158 rescission rights.

159 **PROPERTY CONDITION REPRESENTATIONS** Seller represents to Buyer that as of the date of acceptance Seller has no
 160 notice or knowledge of Conditions Affecting the Property or Transaction (lines 64-114) other than those identified in Seller's
 161 Real Estate Condition Report dated N/A, which was received by Buyer prior to Buyer
 162 signing this Offer and which is made a part of this Offer by reference **COMPLETE DATE OR STRIKE AS APPLICABLE** and
 163

164 **INSERT CONDITIONS NOT ALREADY INCLUDED IN THE CONDITION REPORT**

165 **ADDITIONAL PROVISIONS/CONTINGENCIES**

166
 167 Buyer waives property condition report. Buyer will not use property for residential purposes, except to the extent Buyer leases
 168 premises back to Sellers pursuant to terms set forth in Addendum B.

170

171

172

DEFINITIONS CONTINUED FROM PAGE 2

- 173
- 174 ■ **DEADLINES:** "Deadlines" expressed as a number of "days" from an event, such as acceptance, are calculated by excluding
- 175 the day the event occurred and by counting subsequent calendar days. The deadline expires at midnight on the last day.
- 176 Deadlines expressed as a specific number of "business days" exclude Saturdays, Sundays, any legal public holiday under
- 177 Wisconsin or Federal law, and any other day designated by the President such that the postal service does not receive
- 178 registered mail or make regular deliveries on that day. Deadlines expressed as a specific number of "hours" from the
- 179 occurrence of an event, such as receipt of a notice, are calculated from the exact time of the event, and by counting 24 hours
- 180 per calendar day. Deadlines expressed as a specific day of the calendar year or as the day of a specific event, such as
- 181 closing, expire at midnight of that day.
- 182 ■ **DEFECT:** "Defect" means a condition that would have a significant adverse effect on the value of the Property; that would
- 183 significantly impair the health or safety of future occupants of the Property; or that if not repaired, removed or replaced would
- 184 significantly shorten or adversely affect the expected normal life of the premises.
- 185 ■ **FIXTURE:** A "Fixture" is an item of property which is physically attached to or so closely associated with land or
- 186 improvements so as to be treated as part of the real estate, including, without limitation, physically attached items not easily
- 187 removable without damage to the premises, items specifically adapted to the premises and items customarily treated as
- 188 fixtures, including, but not limited to, all: garden bulbs; plants; shrubs and trees; screen and storm doors and windows; electric
- 189 lighting fixtures; window shades; curtain and traverse rods; blinds and shutters; central heating and cooling units and attached
- 190 equipment; water heaters and treatment systems; sump pumps; attached or fitted floor coverings; awnings; attached
- 191 antennas; garage door openers and remote controls; installed security systems; central vacuum systems and accessories; in-
- 192 ground sprinkler systems and component parts; built-in appliances; ceiling fans; fences; storage buildings on permanent
- 193 foundations and docks/piers on permanent foundations.
- 194 **CAUTION: Exclude any Fixtures to be retained by Seller or which are rented (e.g., water softener or other water**
- 195 **conditioning systems, home entertainment and satellite dish components, L.P. tanks, etc.) on lines 17-18.**
- 196 ■ **PROPERTY:** Unless otherwise stated, "Property" means the real estate described at lines 4-7.

PROPERTY DIMENSIONS AND SURVEYS

197 Buyer acknowledges that any land, building or room dimensions, or total

198 acreage or building square footage figures, provided to Buyer by Seller or by a broker, may be approximate because of

199 rounding, formulas used or other reasons, unless verified by survey or other means.

200 **CAUTION: Buyer should verify total square footage formula, total square footage/acreage figures, and land, building**

201 **or room dimensions, if material.**

BUYER'S PRE-CLOSING WALK-THROUGH

202 Within 3 days prior to closing, at a reasonable time pre-approved by Seller or

203 Seller's agent, Buyer shall have the right to walk through the Property to determine that there has been no significant change

204 in the condition of the Property, except for ordinary wear and tear and changes approved by Buyer, and that any defects

205 Seller has agreed to cure have been repaired in the manner agreed to by the Parties.

PROPERTY DAMAGE BETWEEN ACCEPTANCE AND CLOSING

206 Seller shall maintain the Property until the earlier of

207 closing or occupancy of Buyer in materially the same condition as of the date of acceptance of this Offer, except for ordinary

208 wear and tear. If, prior to closing, the Property is damaged in an amount of not more than five percent (5%) of the selling price,

209 Seller shall be obligated to repair the Property and restore it to the same condition that it was on the day of this Offer. No later

210 than closing, Seller shall provide Buyer with lien waivers for all lienable repairs and restoration. If the damage shall exceed

211 such sum, Seller shall promptly notify Buyer in writing of the damage and this Offer may be canceled at option of Buyer.

212 Should Buyer elect to carry out this Offer despite such damage, Buyer shall be entitled to the insurance proceeds, if any,

213 relating to the damage to the Property, plus a credit towards the purchase price equal to the amount of Seller's deductible on

214 such policy, if any. However, if this sale is financed by a land contract or a mortgage to Seller, any insurance proceeds shall

215 be held in trust for the sole purpose of restoring the Property.

Property Address: See Addendum A

216 **IF LINE 217 IS NOT MARKED OR IS MARKED N/A LINES 257-263 APPLY.**

217 **FINANCING CONTINGENCY:** This Offer is contingent upon Buyer being able to obtain a written

218 [INSERT LOAN PROGRAM OR SOURCE] first mortgage

219 loan commitment as described below, within _____ days of acceptance of this Offer. The financing selected shall be in an

220 amount of not less than \$ _____ for a term of not less than _____ years, amortized over not less than

221 _____ years. Initial monthly payments of principal and interest shall not exceed \$ _____. Monthly payments may

222 also include 1/12th of the estimated net annual real estate taxes, hazard insurance premiums, and private mortgage insurance

223 premiums. The mortgage may not include a prepayment premium. Buyer agrees to pay discount points and/or loan origination

224 fee in an amount not to exceed _____ % of the loan. If the purchase price under this Offer is modified, the financed

225 amount, unless otherwise provided, shall be adjusted to the same percentage of the purchase price as in this contingency and

226 the monthly payments shall be adjusted as necessary to maintain the term and amortization stated above.

227 **CHECK AND COMPLETE APPLICABLE FINANCING PROVISION AT LINE 228 OR 229.**

228 **FIXED RATE FINANCING:** The annual rate of interest shall not exceed _____ %.

229 **ADJUSTABLE RATE FINANCING:** The initial annual interest rate shall not exceed _____ %. The initial interest

230 rate shall be fixed for _____ months, at which time the interest rate may be increased not more than _____ % per

231 year. The maximum interest rate during the mortgage term shall not exceed _____ %. Monthly payments of principal

232 and interest may be adjusted to reflect interest changes.

233 If Buyer is using multiple loan sources or obtaining a construction loan or land contract financing, describe at lines

234 165-172 or 435-442 or in an addendum attached per line 434.

235 ■ **BUYER'S LOAN COMMITMENT:** Buyer agrees to pay all customary loan and closing costs, to promptly apply for a

236 mortgage loan, and to provide evidence of application promptly upon request of Seller. If Buyer qualifies for the loan described

237 in this Offer or another loan acceptable to Buyer, Buyer agrees to deliver to Seller a copy of the written loan commitment no

238 later than the deadline at line 219. **Buyer and Seller agree that delivery of a copy of any written loan commitment to**

239 **Seller (even if subject to conditions) shall satisfy Buyer's financing contingency if, after review of the loan**

240 **commitment, Buyer has directed, in writing, delivery of the loan commitment. Buyer's written direction shall**

241 **accompany the loan commitment. Delivery shall not satisfy this contingency if accompanied by a notice of**

242 **unacceptability.**

243 **CAUTION: The delivered commitment may contain conditions Buyer must yet satisfy to obligate the lender to provide**

244 **the loan. BUYER, BUYER'S LENDER AND AGENTS OF BUYER OR SELLER SHALL NOT DELIVER A LOAN**

245 **COMMITMENT TO SELLER OR SELLER'S AGENT WITHOUT BUYER'S PRIOR WRITTEN APPROVAL OR UNLESS**

246 **ACCOMPANIED BY A NOTICE OF UNACCEPTABILITY.**

247 ■ **SELLER TERMINATION RIGHTS:** If Buyer does not make timely delivery of said commitment; Seller may terminate this

248 Offer if Seller delivers a written notice of termination to Buyer prior to Seller's Actual Receipt of a copy of Buyer's written loan

249 commitment.

250 ■ **FINANCING UNAVAILABILITY:** If financing is not available on the terms stated in this Offer (and Buyer has not already

251 delivered an acceptable loan commitment for other financing to Seller), Buyer shall promptly deliver written notice to Seller of

252 same including copies of lender(s)' rejection letter(s) or other evidence of unavailability. Unless a specific loan source is

253 named in this Offer, Seller shall then have 10 days to deliver to Buyer written notice of Seller's decision to finance this

254 transaction on the same terms set forth in this Offer, and this Offer shall remain in full force and effect, with the time for closing

255 extended accordingly. If Seller's notice is not timely given, this Offer shall be null and void. Buyer authorizes Seller to obtain

256 any credit information reasonably appropriate to determine Buyer's credit worthiness for Seller financing.

257 ■ **IF THIS OFFER IS NOT CONTINGENT ON FINANCING:** Within 7 days of acceptance, a financial institution or third party

258 in control of Buyer's funds shall provide Seller with reasonable written verification that Buyer has, at the time of verification,

259 sufficient funds to close. If such written verification is not provided, Seller has the right to terminate this Offer by delivering

260 written notice to Buyer. Buyer may or may not obtain mortgage financing but does not need the protection of a financing

261 contingency. Seller agrees to allow Buyer's appraiser access to the Property for purposes of an appraisal. Buyer understands

262 and agrees that this Offer is not subject to the appraisal meeting any particular value, unless this Offer is subject to an

263 appraisal contingency, nor does the right of access for an appraisal constitute a financing contingency.

264 **APPRAISAL CONTINGENCY:** This Offer is contingent upon the Buyer or Buyer's lender having the Property appraised

265 at Buyer's expense by a Wisconsin licensed or certified independent appraiser who issues an appraisal report dated

266 subsequent to the date of this Offer indicating an appraised value for the Property equal to or greater than the agreed upon

267 purchase price. This contingency shall be deemed satisfied unless Buyer, within _____ days of acceptance, delivers

268 to Seller a copy of the appraisal report which indicates that the appraised value is not equal to or greater than the agreed upon

269 purchase price, accompanied by a written notice of termination.

270 **CAUTION: An appraisal ordered by Buyer's lender may not be received until shortly before closing. Consider whether**

271 **deadlines provide adequate time for performance.**

DISTRIBUTION OF INFORMATION

272 Buyer and Seller authorize the agents of Buyer and Seller to: (i) distribute copies of the
273 Offer to Buyer's lender, appraisers, title insurance companies and any other settlement service providers for the transaction as
274 defined by the Real Estate Settlement Procedures Act (RESPA); (ii) report sales and financing concession data to multiple
275 listing service sold databases; and (iii) provide active listing, pending sale, closed sale and financing concession information
276 and data, and related information regarding seller contributions, incentives or assistance, and third party gifts, to appraisers
277 researching comparable sales, market conditions and listings, upon inquiry.

DEFAULT

278 Seller and Buyer each have the legal duty to use good faith and due diligence in completing the terms and
279 conditions of this Offer. A material failure to perform any obligation under this Offer is a default which may subject the
280 defaulting party to liability for damages or other legal remedies.

281 If Buyer defaults, Seller may:

282 (1) sue for specific performance and request the earnest money as partial payment of the purchase price; or
283 (2) terminate the Offer and have the option to: (a) request the earnest money as liquidated damages; or (b) sue for actual
284 damages.

285 If Seller defaults, Buyer may:

286 (1) sue for specific performance; or
287 (2) terminate the Offer and request the return of the earnest money, sue for actual damages, or both.

288 In addition, the Parties may seek any other remedies available in law or equity.

289 The Parties understand that the availability of any judicial remedy will depend upon the circumstances of the situation and the
290 discretion of the courts. If either Party defaults, the Parties may renegotiate the Offer or seek nonjudicial dispute resolution
291 instead of the remedies outlined above. By agreeing to binding arbitration, the Parties may lose the right to litigate in a court of
292 law those disputes covered by the arbitration agreement.

293 **NOTE: IF ACCEPTED, THIS OFFER CAN CREATE A LEGALLY ENFORCEABLE CONTRACT. BOTH PARTIES SHOULD**
294 **READ THIS DOCUMENT CAREFULLY. BROKERS MAY PROVIDE A GENERAL EXPLANATION OF THE PROVISIONS**
295 **OF THE OFFER BUT ARE PROHIBITED BY LAW FROM GIVING ADVICE OR OPINIONS CONCERNING YOUR LEGAL**
296 **RIGHTS UNDER THIS OFFER OR HOW TITLE SHOULD BE TAKEN AT CLOSING. AN ATTORNEY SHOULD BE**
297 **CONSULTED IF LEGAL ADVICE IS NEEDED.**

ENTIRE CONTRACT

298 This Offer, including any amendments to it, contains the entire agreement of the Buyer and Seller
299 regarding the transaction. All prior negotiations and discussions have been merged into this Offer. This agreement binds and
300 inures to the benefit of the Parties to this Offer and their successors in interest.

NOTICE ABOUT SEX OFFENDER REGISTRY

301 You may obtain information about the sex offender registry and persons
302 registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at
303 <http://www.widocoffenders.org> or by telephone at (608) 240-5830.

Property Address: See Addendum A

304 **CLOSING OF BUYER'S PROPERTY CONTINGENCY:** This Offer is contingent upon the closing of the sale of Buyer's
 305 property located at _____, no later than _____. If Seller accepts
 306 a bona fide secondary offer, Seller may give written notice to Buyer of acceptance. If Buyer does not deliver to Seller a written
 307 waiver of the Closing of Buyer's Property Contingency and

308
 309 **[INSERT OTHER REQUIREMENTS, IF ANY (e.g., PAYMENT OF ADDITIONAL EARNEST MONEY, WAIVER OF ALL**
 310 **CONTINGENCIES, OR PROVIDING EVIDENCE OF SALE OR BRIDGE LOAN, etc.)]** within _____ hours of Buyer's Actual
 311 Receipt of said notice, this Offer shall be null and void.

312 **SECONDARY OFFER:** This Offer is secondary to a prior accepted offer. This Offer shall become primary upon delivery
 313 of written notice to Buyer that this Offer is primary. Unless otherwise provided, Seller is not obligated to give Buyer notice prior
 314 to any deadline, nor is any particular secondary buyer given the right to be made primary ahead of other secondary buyers.
 315 Buyer may declare this Offer null and void by delivering written notice of withdrawal to Seller prior to delivery of Seller's notice
 316 that this Offer is primary. Buyer may not deliver notice of withdrawal earlier than _____ days after acceptance of this Offer. All
 317 other Offer deadlines which are run from acceptance shall run from the time this Offer becomes primary.

318 **TIME IS OF THE ESSENCE** "Time is of the Essence" as to: (1) xxxxxxxxxxxxxxxxxxxx; (2) binding acceptance; (3)
 319 occupancy; (4) date of closing; (5) contingency Deadlines; ~~STRIKE AS APPLICABLE~~ and all other dates and Deadlines in this
 320 Offer except: N/A.

321
 322 . If "Time is of the Essence" applies to a date or
 323 Deadline, failure to perform by the exact date or Deadline is a breach of contract. If "Time is of the Essence" does not apply to
 324 a date or Deadline, then performance within a reasonable time of the date or Deadline is allowed before a breach occurs.

325 **TITLE EVIDENCE**

326 ■ **CONVEYANCE OF TITLE:** Upon payment of the purchase price, Seller shall convey the Property by warranty deed
 327 (trustee's deed if Seller is a trust, personal representative's deed if Seller is an estate or other conveyance as
 328 provided herein), free and clear of all liens and encumbrances, except: municipal and zoning ordinances and agreements
 329 entered under them, recorded easements for the distribution of utility and municipal services, recorded building and use
 330 restrictions and covenants, present uses of the Property in violation of the foregoing disclosed in Seller's Real Estate
 331 Condition Report and in this Offer, general taxes levied in the year of closing and N/A
 332 Buyer waves Real Estate Condition Reports.

333
 334
 335 which constitutes merchantable title for purposes of this transaction. Seller shall complete and execute the documents
 336 necessary to record the conveyance at Seller's cost and pay the Wisconsin Real Estate Transfer Fee.

337 **WARNING: Municipal and zoning ordinances, recorded building and use restrictions, covenants and easements may**
 338 **prohibit certain improvements or uses and therefore should be reviewed, particularly if Buyer contemplates making**
 339 **improvements to Property or a use other than the current use.**

340 ■ **TITLE EVIDENCE:** Seller shall give evidence of title in the form of an owner's policy of title insurance in the amount of the
 341 purchase price on a current ALTA form issued by an insurer licensed to write title insurance in Wisconsin. Seller shall pay all
 342 costs of providing title evidence to Buyer. Buyer shall pay all costs of providing title evidence required by Buyer's lender.

343 ■ **GAP ENDORSEMENT:** Seller shall provide a "gap" endorsement or equivalent gap coverage at
 344 ("Seller's" if neither chosen) cost to provide coverage for any liens or encumbrances first filed or recorded after
 345 the effective date of the title insurance commitment and before the deed is recorded, subject to the title insurance policy
 346 exclusions and exceptions, provided the title company will issue the endorsement. If a gap endorsement or equivalent gap
 347 coverage is not available, Buyer may give written notice that title is not acceptable for closing (see lines 353-359).

348 ■ **PROVISION OF MERCHANTABLE TITLE:** For purposes of closing, title evidence shall be acceptable if the required title
 349 insurance commitment is delivered to Buyer's attorney or Buyer not less than 5 business days before closing, showing title to
 350 the Property as of a date no more than 15 days before delivery of such title evidence to be merchantable per lines 326-335,
 351 subject only to liens which will be paid out of the proceeds of closing and standard title insurance requirements and
 352 exceptions, as appropriate.

353 ■ **TITLE NOT ACCEPTABLE FOR CLOSING:** If title is not acceptable for closing, Buyer shall notify Seller in writing of
 354 objections to title by the time set for closing. In such event, Seller shall have a reasonable time, but not exceeding 15 days, to
 355 remove the objections, and the time for closing shall be extended as necessary for this purpose. In the event that Seller is
 356 unable to remove said objections, Buyer shall have 5 days from receipt of notice thereof, to deliver written notice waiving the
 357 objections, and the time for closing shall be extended accordingly. If Buyer does not waive the objections, this Offer shall be
 358 null and void. Providing title evidence acceptable for closing does not extinguish Seller's obligations to give
 359 merchantable title to Buyer.

360 ■ **SPECIAL ASSESSMENTS/OTHER EXPENSES:** Special assessments, if any, levied or for work actually commenced prior
 361 to the date of this Offer shall be paid by Seller no later than closing. All other special assessments shall be paid by
 362 Buyer.

363 **CAUTION: Consider a special agreement if area assessments, property owners association assessments, special**
 364 **charges for current services under Wis. Stat. § 66.0627 or other expenses are contemplated. "Other expenses" are**
 365 **one-time charges or ongoing use fees for public improvements (other than those resulting in special assessments)**
 366 **relating to curb, gutter, street, sidewalk, municipal water, sanitary and storm water and storm sewer (including all**
 367 **sewer mains and hook-up/connection and interceptor charges), parks, street lighting and street trees, and impact**
 368 **fees for other public facilities, as defined in Wis. Stat. § 66.0617(1)(f).**

EARNEST MONEY

369 ■ **HELD BY:** Unless otherwise agreed, earnest money shall be paid to and held in the trust account of the listing broker
 370 (Buyer's agent if Property is not listed or Seller's account if no broker is involved), until applied to the purchase price or
 371 otherwise disbursed as provided in the Offer.

373 **CAUTION: Should persons other than a broker hold earnest money, an escrow agreement should be drafted by the**
 374 **Parties or an attorney. If someone other than Buyer makes payment of earnest money, consider a special**
 375 **disbursement agreement.**

376 ■ **DISBURSEMENT:** If negotiations do not result in an accepted offer, the earnest money shall be promptly disbursed (after
 377 clearance from payor's depository institution if earnest money is paid by check) to the person(s) who paid the earnest money.
 378 At closing, earnest money shall be disbursed according to the closing statement. If this Offer does not close, the earnest
 379 money shall be disbursed according to a written disbursement agreement signed by all Parties to this Offer. If said
 380 disbursement agreement has not been delivered to broker within 60 days after the date set for closing, broker may disburse
 381 the earnest money: (1) as directed by an attorney who has reviewed the transaction and does not represent Buyer or Seller;
 382 (2) into a court hearing a lawsuit involving the earnest money and all Parties to this Offer; (3) as directed by court order; or (4)
 383 any other disbursement required or allowed by law. Broker may retain legal services to direct disbursement per (1) or to file an
 384 interpleader action per (2) and broker may deduct from the earnest money any costs and reasonable attorneys fees, not to
 385 exceed \$250, prior to disbursement.

386 ■ **LEGAL RIGHTS/ACTION:** Broker's disbursement of earnest money does not determine the legal rights of the Parties in
 387 relation to this Offer. Buyer's or Seller's legal right to earnest money cannot be determined by broker. At least 30 days prior to
 388 disbursement per (1) or (4) above, broker shall send Buyer and Seller notice of the disbursement by certified mail. If Buyer or
 389 Seller disagree with broker's proposed disbursement, a lawsuit may be filed to obtain a court order regarding disbursement.
 390 Small Claims Court has jurisdiction over all earnest money disputes arising out of the sale of residential property with 1-4
 391 dwelling units and certain other earnest money disputes. Buyer and Seller should consider consulting attorneys regarding their
 392 legal rights under this Offer in case of a dispute. Both Parties agree to hold the broker harmless from any liability for good faith
 393 disbursement of earnest money in accordance with this Offer or applicable Department of Regulation and Licensing
 394 regulations concerning earnest money. See Wis. Admin. Code Ch. RL 18.

INSPECTIONS AND TESTING

395 Buyer may only conduct inspections or tests if specific contingencies are included as a part of
 396 this Offer. An "inspection" is defined as an observation of the Property which does not include an appraisal or testing of the
 397 Property, other than testing for leaking carbon monoxide, or testing for leaking LP gas or natural gas used as a fuel source,
 398 which are hereby authorized. A "test" is defined as the taking of samples of materials such as soils, water, air or building
 399 materials from the Property and the laboratory or other analysis of these materials. Seller agrees to allow Buyer's inspectors,
 400 testers and appraisers reasonable access to the Property upon advance notice, if necessary to satisfy the contingencies in
 401 this Offer. Buyer and licensees may be present at all inspections and testing. Except as otherwise provided, Seller's
 402 authorization for inspections does not authorize Buyer to conduct testing of the Property.

403 **NOTE: Any contingency authorizing testing should specify the areas of the Property to be tested, the purpose of the**
 404 **test, (e.g., to determine if environmental contamination is present), any limitations on Buyer's testing and any other**
 405 **material terms of the contingency.**

406 Buyer agrees to promptly restore the Property to its original condition after Buyer's inspections and testing are completed
 407 unless otherwise agreed to with Seller. Buyer agrees to promptly provide copies of all inspection and testing reports to Seller.
 408 Seller acknowledges that certain inspections or tests may detect environmental pollution which may be required to be reported
 409 to the Wisconsin Department of Natural Resources.

Property Address: See Addendum A

410 **INSPECTION CONTINGENCY:** This contingency only authorizes inspections, not testing (see lines 395-409). This
411 Offer is contingent upon a Wisconsin registered home inspector performing a home inspection of the Property which discloses
412 no Defects. This Offer is further contingent upon a qualified independent inspector or independent qualified third party
413 performing an inspection of

414 (list any Property component(s) to be separately inspected, e.g.,
415 swimming pool, roof, foundation, chimney, etc.) which discloses no Defects. Buyer shall order the inspection(s) and be
416 responsible for all costs of inspection(s). Buyer may have follow-up inspections recommended in a written report resulting
417 from an authorized inspection, provided they occur prior to the deadline specified at line 421. Inspection(s) shall be performed
418 by a qualified independent inspector or independent qualified third party.

419 **CAUTION: Buyer should provide sufficient time for the home inspection and/or any specialized inspection(s), as well**
420 **as any follow-up inspection(s).**

421 This contingency shall be deemed satisfied unless Buyer, within _____ days of acceptance, delivers to Seller a copy of the
422 written inspection report(s) and a written notice listing the Defect(s) identified in those report(s) to which Buyer objects (Notice
423 of Defects).

424 **CAUTION: A proposed amendment is not a Notice of Defects and will not satisfy this notice requirement.**

425 For the purposes of this contingency, Defects (see lines 182-184) do not include structural, mechanical or other conditions the
426 nature and extent of which Buyer had actual knowledge or written notice before signing this Offer.

427 **■ RIGHT TO CURE:** Seller shall ("shall" if neither is chosen) have a right to cure the Defects. If
428 Seller has the right to cure, Seller may satisfy this contingency by: (1) delivering written notice to Buyer within 10 days of
429 Buyer's delivery of the Notice of Defects stating Seller's election to cure Defects; (2) curing the Defects in a good and
430 workmanlike manner; and (3) delivering to Buyer a written report detailing the work done within 3 days prior to closing. This
431 Offer shall be null and void if Buyer makes timely delivery of the Notice of Defects and written inspection report(s) and: (1)
432 Seller does not have a right to cure or (2) Seller has a right to cure but: (a) Seller delivers written notice that Seller will not cure
433 or (b) Seller does not timely deliver the written notice of election to cure.

434 **ADDENDA:** The attached Addendum A, Addendum B and Addendum C is/are made part of this Offer.

ADDITIONAL PROVISIONS/CONTINGENCIES

435 See ATTACHED Addendum A, Addendum B and Addendum C for additional terms and
436 conditions regarding purchase of six parcels, two of which

437 are residential, four of which are
438 vacant land.

439 This Offer was drafted by [Licensee and Firm] Office of Marathon County Corporation
440 Counsel, By: Scott M. Corbett, State Bar ID No. 1010635 on _____

441
442

443

444

445 (X) See signature page attached hereto with respect to each of six parcels included in this offer

446 Buyer's Signature ▲ Print Name Here ► Date ▲

447 (X)

448 Buyer's Signature ▲ Print Name Here ► Date ▲

EARNEST MONEY RECEIPT

449 Broker acknowledges receipt of earnest money as per line 10 of the above Offer.

450

451 **SELLER ACCEPTS THIS OFFER. THE WARRANTIES, REPRESENTATIONS AND COVENANTS MADE IN THIS OFFER**
452 **SURVIVE CLOSING AND THE CONVEYANCE OF THE PROPERTY. SELLER AGREES TO CONVEY THE PROPERTY**
453 **ON THE TERMS AND CONDITIONS AS SET FORTH HEREIN AND ACKNOWLEDGES RECEIPT OF A COPY OF THIS**
454 **OFFER.**

455 (X)

456 Seller's Signature ▲ Print Name Here ► Date ▲

457 (X)

458 Seller's Signature ▲ Print Name Here ► Date ▲

459 This Offer was presented to Seller by [Licensee and Firm]

460 on at

461 This Offer is rejected

462 Seller Initials ▲ Date ▲

This Offer is countered [See attached counter]

Seller Initials ▲ Date ▲

Dated this ____ day of September, 2019.

Pin Nos.:

146-2907-222-0990 (6.0)

146-2907-222-0986 (6.4)

146-2907-222-0985 (6.5)

146-2907-222-0984 (6.6)

Wilma Witter
Individual
Sole Surviving Trustee of
Witter Revocable Trust
Eugene Witter, deceased

Dated this ____ day of September, 2019.

291-2907-222-0972 (City)

Thomas Witter
Diane Witter

Dated this ____ day of September, 2019.

146-2907-222-0987 (6.3)

Thomas Witter
On behalf of:
GWTW LLC and
GWTC II LLC

ADDENDUM A
PROPERTY DESCRIPTIONS
TO OFFER TO PURCHASE

Parcel # 1: Vacant Land

Lot three (3) of Certified Survey Map Number 17923 recorded in Register of Deeds for Marathon County, Wisconsin, as Document number 1750197; being part of the Northeast quarter (NE 1/4) of the Northwest quarter (NW 1/4) of Section twenty-two (22), Township twenty-nine (29) North, Range seven (7) East, in the City of Wausau, Marathon County, Wisconsin; subject to easements of record.

Consisting of 3.161 acres.

PIN Number: 291-2907-222-0972 (5.12)

Parcel Number: 59-222907-005-012-00-00

Parcel # 2: Vacant Land

Part of the Northwest quarter (NW 1/4) of the Northwest quarter (NW 1/4) of Section twenty-two (22), Township twenty-nine (29) North, Range seven (7) East, further described as the Southern nine-hundred-thirty (930) feet more or less where the Northern boundary coincides with the Southern boundary of Certified Survey Map Number 6140 recorded in the Register of Deeds for Marathon County as Document Number 934918) extended, in the Village of Maine, Marathon County, Wisconsin.

Consisting of 28.08 acres.

PIN Number: 146-2907-222-0990 (6.0)

Parcel Number: 64-222907-006-000-00-00

Parcel # 3: Vacant Land

Lot two (2) of Certified Survey Map Number 6140 recorded in the Register of Deeds for Marathon County, Wisconsin, as Document Number 934918; being part of the Northwest quarter (NW 1/4) of the Northwest quarter (NW 1/4) of Section twenty-two (22), Township twenty-nine (29) North, Range seven (7) East, in the Village of Maine, Marathon County, Wisconsin, subject to easements of record.

Consisting of 3.58 acres.

PIN Number: 146-2907-222-0986 (6.4)

Parcel Number: 64-222907-006-004-00-00

Parcel # 4: Residential

Lot one (1) of Certified Survey Map Number 6140 recorded in the Register of Deeds for Marathon County, Wisconsin, as Document Number 934918; being part of the Northwest quarter (NW 1/4) of the Northwest quarter (NW 1/4) of Section twenty-two (22), Township twenty-nine (29) North, Range seven (7) East, in the Village of Maine, Marathon County, Wisconsin.

Consisting of 2.41 acres.

PIN Number: 146-2907-222-0987 (6.3)

Parcel Number: 64-222907-006-003-00-00

Parcel # 5: Vacant Land

Part of the Northwest quarter (NW 1/4) of the Northwest quarter (NW 1/4) of Section twenty-two (22), Township twenty-nine (29) North, Range seven (7) East, commencing at the Northwest (NW) corner of Lot 3 of Certified Survey Map Number 17923 recorded in Register of Deeds for Marathon County, Wisconsin, as Document Number 1750197, which is the Point of Beginning, then continuing Northwesterly along the road right-of-way one-hundred-twenty (120) feet more or less, then Southerly three-hundred-sixty-three (363) feet

more or less, then Easterly one-hundred-thirteen (113) feet more or less to the West line of Lot 3 of Certified Survey Map Number 17923, then Northerly along the West line of Lot 3 two-hundred-ninety (290) feet more or less to the Point of Beginning, in the Village of Maine, Marathon County, Wisconsin.

Consisting of 1.16 acres.

PIN Number: 146-2907-222-0984 (6.6)

Parcel Number: 64-222907-006-006-00-00

Parcel # 6: Residential

Part of the Northwest quarter (NW 1/4) of the Northwest quarter (NW 1/4) of Section twenty-two (22), Township twenty-nine (29) North, Range seven (7) East, commencing at the Northwest (NW) corner of Lot three (3) of Certified Survey Map Number 17923 recorded in Register of Deeds for Marathon County, Wisconsin, as Document Number 1750197, continuing Northwesterly along the road right-of-way one-hundred-twenty (120) feet more or less to the Point of Beginning, then continuing Northwesterly along the road right-of-way ninety (90) feet more or less to a point, then continuing Westerly along the road right-of-way one-hundred-thirty-six (136) feet more or less to the Northeast corner of Lot two (2) of Certified Survey Map Number 6140 recorded in the Register of Deeds for Marathon County, Wisconsin, as Document Number 934918, then following the East line of Lot two (2) in a Southerly direction three-hundred-sixty-three (363) feet, then Easterly two-hundred-twenty (220) feet more or less, then Northerly three-hundred-twenty-six feet more or less to the Point of Beginning, in the Village of Maine, Marathon County, Wisconsin.

Consisting of 1.84 acres.

PIN Number: 146-2907-222-0985 (6.5)

Parcel Number: 64-222907-006-005-00-00

ADDENDUM B TO PURCHASE AGREEMENT

- A. No earnest money accompanies this offer.
- B. Sellers understand this offer is **not** made in lieu of a jurisdictional offer under Wisconsin Condemnation law.
- C. This Offer to Purchase is contingent on approval of the Board of Supervisors for Marathon County by specific resolution.
- D. Sellers agree to pay:
 - 1. 2019 property taxes, which shall be prorated at time of closing.
 - 2. Wisconsin Real Estate transfer tax due at closing (estimated, based on purchase price of \$2,200,000 x .003 = \$6600).
- E. Buyer agrees to pay cost of:
 - 1. Services of Marathon County Corporation Counsel for: Offer to Purchase.
 - 2. Title insurance/ deed preparation/ closing document preparation/additional closing costs.
 - 3. Creation and annual maintenance of Disbursement Account provided by Title Company.
 - 4. Recording fees.
- F. Lease-back to Sellers under the following terms:
 - 1. Rent is \$1.00 per year per parcel.
 - 2. Sellers must maintain liability insurance for all property and renter's insurance covering contents of all improvements.
 - 3. Vacant property may be farmed through Crop-year 2023.
 - 4. Residential property must be vacated no later than December 31, 2023
Sellers may remove any buildings and/or fixtures located on residential property.
- G. Conditions of property.

1. Buyer accepts all property as currently zoned. If changes are necessary to accommodate Buyer's intended use of the property, the Buyer accepts responsibility to make necessary changes.
2. Buyer waives any condition reports.

H. Payment of purchase price.

1. Total purchase price for all six parcels described herein shall be \$2.2 million.
2. Payments shall be made to Sellers in installments as set forth below.
3. Total purchase price includes "stated interest" of 5% per annum on annual payments made pursuant to a promissory note to be signed by Buyer.
4. Payment schedule*

\$250,000.00	2019	Date of Closing
\$500,000.00	2020	Jan. 15
\$500,000.00	2021	Jan. 15
\$500,000.00	2022	Jan. 15
\$450,000.00	2023	Jan. 15

*Payment schedule shows installment payments **including** principal and "stated interest" at the rate of 5%. Detail of the breakdown of interest and principal attached hereto as Addendum C (total on Addendum C does not include down payment of \$250,000 in 2019).

5. Installment payments will be made by Buyer to a disbursement account maintained by Buyer and provided by a title company of Buyer's choice.
6. Disbursements shall be made by the Title Company pursuant to terms agreed upon by Sellers.
 - a. Sellers shall be responsible for notifying title company regarding terms of the agreement.
 - b. Buyer may review the disbursement agreement prior to release of each payment.

7. Sellers are solely responsible for calculating the tax consequences of this purchase agreement.

I. Gratuities and kickbacks.

It shall be unethical for any person to offer, give, or agree to give any elected official, employee or former employee, or for any elected official, employee or former employee to solicit, demand, accept, or agree to accept from another person, a gratuity or an offer for employment in connection with any decision, approval, disapproval, recommendation, preparation or any part of a program requirement or a purchase request, influencing the contents of any specification or procurement standard, rendering of advice, investigation, auditing, or in any other advisory capacity in any proceedings or application, request for ruling, determination, claim or controversy, or other particular matter, pertaining to any program requirement or a contract or subcontract, or to any solicitation or proposal therefore. It shall be unethical for any payment, gratuity, or offer of employment to be made by or on behalf of a subcontractor under a contract to the prime contractor or a higher tier subcontractor or any person associated therewith, as an inducement for the award of a subcontract, or order.

J. Closing shall occur at the offices of the Title Company selected by Buyer to provide Title Insurance and Distribution Account Services.

K. Buyer is specifically authorized to conduct Environmental Testing with respect to all six parcels subject to this offer (see lines 395-409 Offer to Purchase) for the purposes of conducting an Environmental Screen, Phase I and Phase II Environmental Site Assessments in order to comply with Marathon County Gen. §3.23, authorizing purchase by Marathon County. Buyer's agents shall be permitted access to all property subject to this offer, but only during regular business hours and only upon reasonable advance notice to Sellers and occupants of the property. Any costs for such testing, inspection or assessment shall be paid by Buyer.

Addendum C to Purchase Agreement

BOND DEBT SERVICE

Marathon County, Wisconsin
Highway Facility

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
01/15/2020	477,367.99	5.000%	22,632.00	499,999.99	499,999.99
01/15/2021	434,078.39	5.000%	65,921.61	500,000.00	500,000.00
01/15/2022	455,782.31	5.000%	44,217.69	500,000.00	500,000.00
01/15/2023	428,571.42	5.000%	21,428.57	449,999.99	449,999.99
	1,795,800.11		154,199.87	1,949,999.98	1,949,999.98