



MARINA COMMITTEE MEETING AGENDA

Thursday, July 10, 2014 at 2:00 p.m.

Sister Bay Fire Station 2258 Mill Road

For additional information check: www.sisterbaywi.gov

Call Meeting to Order

Deviations from the agenda order shown may occur.

Roll Call

1	Chair – John Clove		2	Shane Solomon	
3	Pat Duffy		4	Greg Sunstrom	
5	Kevin Roberts		6	Jeff Flegel - Alt	
7	Open - Alt			<i>Marina Manager – Wendy Tatzel</i>	
	<i>Administrator – Zeke Jackson</i>				

Approval of minutes as published

Comments and Correspondence

Business Items

- Report on 501(c)(3) or Marina 170(c)(1) Tax exempt status of “Friends of the Marina”; consider a motion to take action on “Friends of the Marina”.
- Report on status of Boaters’ restrooms.
- Discussion on Fuel Dock at Sister Bay Marina.
- Report on WIFI at Marina.
- Discussion of Marina Fest Bylaws and presentation of Marina Fest Vision; consider a motion to take action.
- Discussion and consider a motion to take action on television service at the Marina.
- Discussion of long term planning.
- Discussion on marina activities with Wendy Tatzel, Marina Manager.
- Consider a motion to convene into closed session pursuant to Wis. Stats., §19.85(1)(e) – to deliberate or negotiate the purchase of public properties, the investing of public funds, or conducting of other specified public business, whenever competitive or bargaining reasons require a closed session.
- Consider a motion to reconvene into open session.
- Consider a motion to take action if required.
- Consider a motion to discuss matters to be placed on a future agenda or referred to a committee, official or employee.

Adjournment

Public Notice

Questions regarding the nature of the agenda items or more detail on the agenda items listed above scheduled to be considered by the governmental body listed above can be directed to Zeke Jackson, Village Administrator at 920-854-4118 or at zeke.jackson@sisterbaywi.gov.

It is possible that members of and possibly a quorum of members of other governmental bodies of the municipality may be in attendance at the above-stated meeting to gather information; no action will be taken by any governmental body at the above-stated meeting other than the governmental body specifically referred to above in this notice. Upon reasonable notice, a good faith effort will be made to accommodate the needs of disabled individuals through sign language interpreters or other auxiliary aid at no cost to the individual to participate in public meetings. Due to the difficulty in finding interpreters, requests should be made as far in advance as possible preferably a minimum of 48 hours. For additional information or to request this service, contact the Sister Bay Village Administrator at 854-4118, (FAX) 854-9637, or by writing to the Village Administrator at the Village Administration Building, 2383 Maple Drive, PO Box 769, Sister Bay, WI 54234. Copies of reports and other supporting documentation are available for review at the Village Administrator’s Office, Administration Building, 2383 Maple Drive during operating hours. (8 a.m. – 4 p.m. weekdays).

I hereby certify that I have posted a copy of this agenda at the following locations:		
<input type="checkbox"/> Administration Building	<input type="checkbox"/> Library	<input type="checkbox"/> Post Office
Name _____ / _____		

1
2
3 **MARINA COMMITTEE MEETING MINUTES**
4 **TUESDAY, JUNE 3, 2014**
5 **Sister Bay-Liberty Grove Fire Station – 2258 Mill Road**
6 **(APPROVAL PENDING)**

7 The June 3, 2014 meeting of the Marina Committee was called to order by Chairperson John
8 Clove at 2:06 P.M.

9
10 **Present:** Chairperson Clove, and members Pat Duffy, Fuzzy Sunstrom, Kevin Roberts, and Jeff
11 Flegel.

12
13 **Others:** Jim Robinson of Shoreline Charters.

14
15 **Staff Members:** Village Administrator Zeke Jackson, Marina Manager Wendy Tatzel, and Ad-
16 ministrative Assistant Janal Suppanz.

17
18 **Approval of the agenda:**

19 *A motion was made by Duffy, seconded by Sunstrom that the Agenda for the June 3, 2014*
20 *meeting of the Marina Committee be approved as presented. Motion carried – All ayes.*

21
22 **Approval of minutes as published:**

23 **As to the minutes for the April 8, 2014 meeting of the Marina Committee:**

24 *A motion was made by Duffy, seconded by Sunstrom that the minutes for the April 8, 2014*
25 *meeting of the Marina Committee be approved as presented. Motion carried – All ayes.*

26
27 **Comments, correspondence and concerns from the public:**

28 Clove asked if anyone wished to comment regarding a non-agenda item.

29
30 *Jim Robinson indicated that a few days ago his Chris Craft caught on fire out on the water. He is*
31 *still waiting to hear what the insurance adjuster's decision will be, but if the boat is "totaled" or*
32 *it will be too costly to repair, he may request that he be allowed to dock a different boat at the*
33 *Marina. It was the consensus that this is a decision which should be left up to the Marina Man-*
34 *ager. The Committee members stressed that if Tatzel does allow Robinson to dock a different*
35 *boat at the Marina, documentation must be provided which proves that the replacement vessel*
36 *has passed all Coast Guard inspections and is fully insured.*

37
38 Jackson noted that in the future Village meeting agendas will look a little different and meetings
39 will proceed in a slightly different fashion. From now on, before discussion even takes place
40 regarding any "action items" motions must first be made. Jackson also cautioned the Committee
41 members to be fully cognizant of the provisions of the Open Meetings Law at all times.

42
43 **Business Items:**

44 **Item No. 1. Discussion regarding short term planning for Marina improvements for the 2014**
45 **season:**

46 Tatzel reported that the new air conditioning units were installed in the boaters' restrooms yes-
47 terday. Remote operation of those units will be possible. Samples of countertops have been re-
48 ceived and measurements have been also been taken for privacy panels. She will be requesting
49 estimates for painting of the boaters' restrooms and is also investigating the types of keyless

1 locks which are available. An update on the status of the renovations will be provided at the
2 next Marina Committee Meeting.

3
4 **Item No. 2. Consider a motion to discuss and recommend that the Village Board adopt Reso-**
5 **lution No. 288, seeking RBF Grant Funding from the DNR:**

6 Tatzel is in the process of preparing a grant application for RBF Grant Funding from the DNR
7 for public boating restroom renovations at the Marina. If the application is approved the DNR
8 will fund 50% of the amount needed for the improvements. A draft of a required Resolution
9 and an applicable public notice were included in the meeting packets.

10
11 *A motion was made by Clove, seconded by Roberts that the Marina Committee recommends*
12 *that the Village Board adopt Resolution No. 233, seeking RBF Grant Funding from the DNR, as*
13 *presented.*

14
15 The Committee members jointly reviewed the previously mentioned documents and it was the
16 consensus that they are both acceptable.

17
18 *A vote was taken on the previously mentioned motion and it carried – All ayes.*
19

20 **Item No. 3. Discussion regarding long term planning for the Marina:**

21 Tatzel indicated that she recently met Rick from Port-A-Pier and asked what it would take to
22 make “B” Dock a floating pier. She is looking for maps of the Village’s docks for Rick to review
23 and will provide further information to the Committee members as soon as it is available. Sev-
24 eral of the Committee members voiced concerns about the fact that after other dock improve-
25 ments were made bubblers were required even though the engineer working on the project did
26 not originally think they were necessary. They also suggested that Tatzel contact a local marine
27 contractor to see what he would suggest.

28
29 *Several of the Committee members indicated that they believe it would be beneficial to install a*
30 *fuel dock at the Marina. Tatzel and Jackson will investigate the various cost and logistical factors*
31 *which will come into play and provide that information to the Committee members ASAP. The*
32 *suggestion was made that under-water fully contained fuel storage units be considered.*
33

34 **Item No. 4. Discussion regarding the Marina PILOT:**

35 *In the near future work will commence on the 2015 budget. The Marina’s budget is currently*
36 *very tight, but market conditions dictate that rate increases are not an option.*

37
38 *A motion was made by Clove, seconded by Duffy that Tatzel shall send a letter to the Finance*
39 *Committee requesting that a permanent reduction of the Marina PILOT be considered. Motion*
40 *carried – All ayes.*
41

42 **Item No. 5. Discussion regarding the creation of a “Friends of the Marina” group:**

43 The suggestion has been made that a “Friends of the Marina” group be established. If such a
44 group existed there would be an avenue for people to make tax deductible donations to the
45 Marina and/or fund Marina improvements. It was the consensus that this would be an excellent
46 idea. Tatzel and Jackson were asked to look into the requirements for establishing a 501(c)(3)
47 corporation. They will report their findings at the next meeting of the Marina Committee.
48
49

Item No. 6. Discussion regarding marina activities with Wendy Tatzel, Marina Manager:

- *Because of the fact that Charter Communications has converted to digital television status individual converter boxes will be required for all the slips. This is a very costly option and simply is not practical. Tatzel is looking into other television options which are available, including Dish Network and DirectTV.*

A motion was made by Baker, seconded by Clove that the preferred course of action with respect to provision of television service at the Sister Bay Marina would be to disconnect Charter television service and ramp up the WiFi capabilities at the Marina, thereby allowing boaters to connect to NetFlix or HuLu, but still maintain HD television service at the Boathouse. Another option would be to allow boaters to obtain tokens for DVD rentals at a local business which is near the Marina. Motion carried – All ayes.

Tatzel was asked to make the necessary arrangements ASAP.

- There are currently very few boathouse reservations made for July and September. The suggestion was made that other rental options, including *Vacation Rentals By Owner* or utilization of other property management firms be investigated. Tatzel and Jackson will look into those options and report their findings at the next meeting.
- Spreadsheets on which projections for slip reservations were made were included in the meeting packets, and the Committee members jointly reviewed those documents. So far reservations for this year are up over last year. Tatzel attributes the increase in reservations to the nice weather.
- The lateral for the Village Hall and Boathouse will not be worked on until fall, and, therefore, no issues will arise with the rental of the boathouse.
- Planning for Marina Fest is ongoing and appears to be going well. This year's event should be "bigger and better".

Item No. 5. Consider a motion to discuss matters to be placed on a future agenda or referred to a committee, official or employee:

The next meeting of the Marina Committee was scheduled for 2:00 P.M. on Thursday, July 10, 2014.

The following issues will be addressed at that meeting:

- Update on the status of the renovations to the boaters' restrooms.
- Consider a motion to establish a "Friends of the Marina" Group.
- Update on the progress which has been made with respect to provision of television viewing options for slip holders at the Sister Bay Marina.
- Discussion regarding installation of a fuel dock at the Marina.
- Report on the rental options which are available for the boathouse.

Minutes of the June 3, 2014 Meeting of the Marina Committee

1 **Adjournment:**

2 *A motion was made by Sunstrom, seconded by Flegel to adjourn the meeting of the Marina*
3 *Committee at 4:12 P.M. Motion carried – All ayes.*

4

5 Respectfully submitted,



6

7 Janal Suppanz,

8 Administrative Assistant

Marina Manager Notes

Marina Committee Meeting on July 10, 2014 at 2:00PM

Wendy Tatzel – Marina Manager

1. Report on 501(c)(3) or Marina 170(c)(1) Tax exempt status of “Friends of the Marina”; consider a motion to take action on “Friends of the Marina”.
 - a. “Charitable contributions to governmental units are tax-deductible under section 170(c)(1) of the Internal Revenue Code if made for a public purpose.” Please see enclosed documentation with Marina Committee Packet.
2. Report on status of Boaters’ restrooms.
 - a. Installation of counter tops in boaters’ restroom and office space is scheduled for the week of July 21, 2014. Painting and installation of new privacy partitions scheduled tentatively for August or September. Work to be completed is scheduled based on volume of guest traffic at the Marina and availability of the contractors.
 - b. New push button – key code entry locks have been installed on the doors to the boaters’ restrooms. The rest of the building will be rekeyed the week of July 14, 2014.
3. Discussion on Fuel Dock at Sister Bay Marina.
 - a. Rick Paulson (Port- a- Pier) is scheduled to visit the Marina the week of July 7, 2014. We will be discussing tentative drawings for a B dock remodel. I will bring whatever plans or ideas he provides to the meeting. (These notes will be released for review before his visit).
4. Report on WIFI at Marina.
 - a. Door County Broadband is installing additional equipment to strengthen the wifi signal. We will be moving forward with activating password only access for our guests.
5. Discussion of Marina Fest Bylaws and presentation of Marina Fest Vision; consider a motion to take action if necessary.
6. Discussion and consider a motion to take action on television service at the Marina.
 - a. Please review attached letter and supporting materials from Kevin at Dave’s Electronic Repair, Inc. He is a DISH Network dealer and service provider. He visited the Marina late in the month of June to do a full site survey. The equipment quoted is the most up-to-date technology available. There is a different receiver unit that may be installed that requires a 6’ by 6’ space inside the building. The cost difference is significant; however, with the new release of the quoted equipment the old style receiver will become outdated.
 - b. In addition, I have enclosed in the Agenda packet the quotes from Charter Cable for a second review.
 - c. I contacted Hammersmith TV & Radio Shack for an antenna quote. I was informed that it was unlikely the Marina would receive any reception given the location of the bluffs except for signal from the PBS towers in Ellison Bay.
7. Discussion of long term planning.

What steps would the Marina Committee like to take to move forward with long term planning?
8. Discussion on marina activities with Wendy Tatzel, Marina Manager.

- a. We are down in transient slip rentals approximately \$500.00 for the month of June compared to last year. June 2014 exhibited cooler weather. Individuals making reservations were hesitant to book stays due to unpredictable weather.
 - b. I am still filling seasonal slips. I am negotiating one year only agreements with prorated seasonal rates.
 - c. Slip A42 and A43 was damaged by a sailboat during high winds on Saturday, July 5, 2014. Steve Mann is scheduled to perform repairs this week.
 - d. Light Maintenance work: The crew has repainted the ballasts on the docks. They will be applying new nonskid tape on B Dock starting next week. Light bulbs necessary for dock lights will be on order shortly.
 - e. A “No Fishing Inside Marina” sign was removed by vandals. A replacement sign has been ordered. We are experiencing an increased number of shore fisherman this year.
 - f. The grant application for the Public Restroom renovation is being processed. Chris Hulbur of the Wisconsin DNR will be contacting me with the meeting date for the Board of Review. She provided guidance for presenting the request during the meeting. In addition, she informed me the Marina may receive up to 80% of the funding for the restroom remodel. It was initially understood that we would only be eligible for 50% of the funding. Additional funding is considered for marinas or launch ports with constructed outer break walls.
 - g. A few reservations have been added to this year’s Boat House rental report.
 - i. The Boat House was rented out at the last minute for the July 4th weekend. The slip was not used by the rental guests. It was sold as a transient slip for the weekend.
 - ii. Further discussion regarding Boat House operations and management for the 2015 season to occur at the August Marina Committee meeting.
 - h. A crew member was out for two weeks due to illness. They will return on Thursday, July 10th. I went into the Dock Master shift rotation to fill the gaps. Very little loss in service occurred. Management time for administrative duties was prioritized to complete most pertinent tasks.
 - i. Marina office painting is moving forward with weather and staff time permitting. It is projected to be completed before the end of the month.
 - j. I am working with a local graphic designer to develop a new burgee design. In addition, we are developing a logo to be used for clothing and accessory items. The goal is have Sister Bay Marina products available for purchase by the end of the month when guest traffic increases.
 - i. I am considering a partnership with Lands’ End to offer certain clothing or accessories exclusively to our seasonal slip holders. I believe that their totes and other products would make unique holiday gift opportunities. More details to follow.
 - ii. I will be ordering hats and sweat shirts to sell in the Marina office. These two items are the most requested items by walk-in guests.
9. Closed session discussion.
10. Consider a motion to discuss matters to be placed on a future agenda or referred to a committee, official or employee.

Governmental Information Letter

Government entities are frequently asked to provide a tax-exempt number or “determination” letter to prove its status as a “tax-exempt” or charitable entity. For example, applications for grants from a private foundation or a charitable organization generally require this information as part of the application process. In addition, donors frequently ask for this information as substantiation that the donor’s contribution is tax deductible, and vendors ask for this to substantiate that the organization is exempt from sales or excise taxes. (Exemption from sales taxes is made under state law rather than Federal law.)

The Internal Revenue Service does not provide a tax-exempt number. A government entity may use its Federal TIN (taxpayer identification number), also referred to as an EIN (Employer Identification Number), for identification purposes.

Governmental units, such as states and their political subdivisions, are not generally subject to federal income tax. Political subdivisions of a state are entities with one or more of the sovereign powers of the state such as the power to tax. Typically they include counties or municipalities and their agencies or departments. Charitable contributions to governmental units are tax-deductible under section 170(c)(1) of the Internal Revenue Code if made for a public purpose.

An entity that is not a political subdivision but that performs an essential government function may not be subject to federal income tax, pursuant to Code section 115(1). The income of such entities is excluded from the definition of gross income as long as the income (1) is derived from a public utility or the exercise of an essential government function, and (2) accrues to a State, a political subdivision of a state, or the District of Columbia. Contributions made to entities whose income is excluded income under section 115 may be tax deductible to contributors.

In order for a government entity to receive a determination of its status as a political subdivision, instrumentality of government, or whether its revenue is exempt under Internal Revenue Code section 115, it must obtain a letter ruling by following the procedures specified in Revenue Procedure 2012-1 or its successor. There is a fee associated with obtaining a letter ruling.

As a special service to government entities, IRS will issue a “governmental information letter” free of charge. This letter describes government entity exemption from Federal income tax and cites applicable Internal Revenue Code sections pertaining to deductible contributions and income exclusion. Most organizations and individuals will accept the governmental information letter as the substantiation they need.

Government entities can request a governmental information letter by calling 1-877-829-5500.

Marina Fest By-Laws

Proposed to Marina Committee 071014

The sponsoring and funding organization of the MARINA FEST is the Marina Committee. The Marina Fest Committee shall report to the Marina Committee. If there is ever a disagreement regarding Marina Fest plans, the final authority rests with the Village of Sister Bay Board of Trustees. Availability of funding is part of the annual Village budget process. No funding is collected from taxpayer money. All funding is sourced from within Marina Budget, which is a self-sustaining account.

1. Marina Fest is held the Saturday of Labor Day weekend. A rain date on Sunday maybe allowed for certain events. All events shall be held in the Waterfront and Marina Park.
2. Membership on the committee shall be the Marina Committee Chairperson, A member of the Parks Committee, a Village of Sister Bay Board Trustee and the Marina Manager as an ex officio. Two co-chairs are selected from within the group to provide leadership in organizing the event.
3. Nonprofit Vendor Exclusivity - one nonprofit vendor shall have the right to sell a given product, with a priority given in order of participation in Marina Fest since its beginning. Any duplication of a product would only be allowed with the consent of the original nonprofit vendor with the first right to sell the product. The spirit of this rule is to allow for optimum moneymaking opportunities for all nonprofit vendors participating in Marina Fest. Nonprofit Vendors shall donate 10% of profits to the general Marina Fest fund.
4. Commercial Vendors -commercial vendors selling food, beverages, clothing, crafts, or other goods are encouraged to participate in Marina Fest. The fee for a 10'x20' space shall be \$100 + 10% of gross sales over \$250. Vendors providing special entertainment or unique services shall have a rate of participation negotiated by a Marina Fest Co-chair or the Marina Manager.
5. Vendors that cancel may have their space reassigned by a Marina Fest Co-chair or the Marina Manager.
6. The addition of any new vendor, and the product they sell, will be subject to review by the Marina Fest Committee and be allowed subject to the availability of space in Waterfront and Marina Park.
7. All vendors shall have some general duties for the good of the entire festival, as assigned by the Marina Fest Committee.
8. All Vendors shall keep their area clean throughout the day. Vendors are responsible for emptying trash barrels near their booths.
9. All setup must be done as much as possible on the day before the event. The parking lot within the Marina will be closed for all vehicle and boat traffic from the public at the discretion of the Marina Manager. The wooden boat show must be launched by 9AM on the day of the event. Vehicle traffic from all festival participants must be completed by 9AM on the day of the event, and the entire parking lot area will be closed for the duration of the event, subject to the needs of the Marina and Marina Fest.
10. The only solicitation done from the community and businesses of Sister Bay shall be for a donation fund designated for fireworks and advertising.

Marina Fest Vision Statement

Proposed to the Marina Committee 071014

We desire to maintain the heritage of Marina Fest while creating a self-supporting event. We will work with nonprofit and for profit vendors to support the maritime community.

Wendy Tatzel

From: Nate, Jeff D <Jeff.Nate@charter.com>
Sent: Wednesday, May 14, 2014 12:39 PM
To: Wendy Tatzel
Subject: REVISED PROPOSAL: Sister Bay Marina - Bulk Renewal proposal

Follow Up Flag: Follow up
Flag Status: Flagged

Wendy,

I have added the Quam to Analog proposal so that you have both options to review.

Jeff

PROPOSAL

Re: Sister Bay Marina – Charter Communications – Bulk Cable

Dear Wendy:

This letter serves as a written proposal for Charter Communications to supply TV Select (Expanded Basic Cable Service) to the 140 units/slips known as Sister Bay Marina,.

Option I (Digital boxes – DTA's)

<u>Total Units</u>	<u>Rate per unit – 5yr. Service Agreement</u>
140	\$9.75 (per slip) : May 2014 (Agreement Start date)
140	\$13.25 (per slip) : May 2015 (Billing adjusted). Cap of no more than a 6% increase per year starting in Jan. 2016

- Charter will provide digital receiver boxes and remotes for all the marina slips.
- Current policy for off-season billing: Customer will fill out and deliver to Charter the off season acknowledgement form provided to the customer. Charter will reduce the monthly billing be 50% during the off season months.

This service is for all existing outlets and pre-wired outlets only and does not include any future new outlets.

Please keep in mind that the above rates do not include local taxes and franchise fees.

Option II (Digital to Analog/Quam to Analog conversion). No boxes needed

<u>Total Units</u>	<u>Rate per unit – 5yr. Service Agreement</u>
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140 \$9.75 (per slip) : May 2014 (Agreement Start date)
140 \$13.25 (per slip) : May 2015 (Billing adjusted). *Cap of no more than a 6% increase
per year starting in Jan. 2016*

- Installation of Quam to Analog Equipment:
 \$3,500 for a 30 Channel line-up
 or
 \$7,000 for a 60 channel line-up
- Current policy for off-season billing: Customer will fill out and deliver to Charter the off season acknowledgement form provided to the customer. Charter will reduce the monthly billing be 50% during the off season months.

This service is for all existing outlets and pre-wired outlets only and does not include any future new outlets.

Please keep in mind that the above rates do not include local taxes and franchise fees.

If you would like to take advantage of this offer, please **call me at 608-288-6846**. We will then prepare a set of agreements for your review.

Thank you.

Sincerely,

Jeff Nate

Charter
COMMUNICATIONS

Jeff D. Nate | MDU Senior Account Executive
2701 Daniels Street Madison, WI 53718 | 608-288-6846

Dave's Electronic Repair, Inc.

N1441 Drivas Road
Waupaca, WI 54981
(715)258-9211

June 26, 2014

To: Sister Bay Marina
10733 N. Bayshore Drive
Sister Bay, WI 54234
Phone: (920)421-4458
Wendy.tatzel@sisterbaywi.gov

Subj: Dish Satellite TV and Programming Quote

Dear Wendy,

Thank you for the opportunity to provide a business proposal on Dish satellite TV video programming.

Attachment (1) shows a sample channel line-up without ESPN designed to provide 32 channels of programming. Total cost of the 32 channel line-up with no ESPN would be \$3.75 each boat slip per month plus taxes.

Attachment (2) shows a sample channel line-up with ESPN designed to provide 32 channels of programming. Total cost of the 32 channel line-up with ESPN would be \$8.55 each boat slip per month plus taxes.

Note: attachment (1) and (2) can be modified to meet the programming needs and budget of your facility. Channels can be added or subtracted for a custom video solution. Television programming services must be available to 100% of the property. All guests will receive the same programming line-up (no individual choices / no PPV).

With Sister Bay Marina being a seasonal property, The Dish Network Bulk Seasonal Properties Weighted Average Form will need to be notarized and submitted to DISH with the property's name, address, specific dates the location closes and re-opens for business, and total available units during such times. Acceptance of the affidavit regarding the operating times for a location will be determined at the sole discretion of DISH.

Dave's Electronic Repair, Inc.

N1441 Drivas Road
Waupaca, WI 54981
(715)258-9211

Weighted Average Drop/Unit qualification is determined by the number of days in the month, multiplied by number of drops the property has accessible for living (Total Available Units), divided by 365 days. Service Days must be greater than 6 months (183 days) per year (Attachment 3).

In general this form takes into account the number of slips used each month of the year along with the number of days in each month. A weighted average monthly total of slips will then be calculated for the monthly billing charges.

For example, instead of Sister Bay Marina paying for 140 slips x programming cost six months each year and then turning off the equipment, the bulk seasonal weighted average form calculates a monthly total of 70 drops per month x programming cost for 12 months.

By lowering the amount of boat slips used per month for 12 months, the yearly billing will be the same as if you had turned the system off in the winter, but the system will remain active 365 days per year. This allows the headend hardware to maintain programming security codes, alleviates paperwork and time activating and deactivating the programming, and allows you the flexibility to open early in spring and stay open as late as possible in the fall.

Calculating 70 units x \$3.75 programming without ESPN = \$262.50 + taxes per month total programming cost. The monthly programming charges will be setup as a direct billing from Dish.

Calculating 70 units x \$8.55 programming with ESPN = \$598.50 + taxes per month total programming cost. The monthly programming charges will be setup as a direct billing from Dish.

Dish Satellite is revolutionizing the Free-To-Guest industry with the launch of Smartbox. No cable boxes, satellite receivers, or special remotes required. From one box slightly bigger than a microwave (17.75" wide x 16" deep x 8.75" high) located in your equipment room, all boat slips will receive an Analog (NTSC) signal compatible with both picture tube and flat screen televisions (Attachment 4).

Dave's Electronic Repair, Inc.

N1441 Drivas Road
Waupaca, WI 54981
(715)258-9211

When the marina is ready to provide both analog and HDTV signal to the boat slips, the Smartbox can be updated with the addition of slide in module blades. This state of the art feature allows for future expandability of video programming without replacement or loss of investment in the original headend.

Two satellite dishes approximately one meter in diameter will be mounted at a location approved by management. Site survey of the property indicates these dishes could be bolted to the tower that provides wireless internet to the marina. By using 1 meter dishes, strength of the satellite signal is increased to the point that rain fade is virtually eliminated. Coaxial cable will run from the dishes to the room containing the Smartbox. All components will be properly grounded.

Non-contract Standard definition headend cost including complete installation, setup, and testing for the proposed 32 channel lineup is \$14,500.00 plus tax. The installation quote is based on using the current cable infrastructure wiring between the marina office and pier pedestals (Attachment 5).

Dave's Electronic Repair Inc. is a central Wisconsin authorized Dish commercial provider. Our business has been located in Waupaca for over 30 years. There's no need to call and wait for an out of state vendor. We provide local sales, installation, and service.

Again, I appreciated the opportunity to meet with you and provide this proposal with options to save you money while enhancing the TV viewing experience for your guests.

Please feel free to call my cell phone with any questions (920)636-0344.

Sincerely,



Kevin Petersen

President

Dave's Electronic Repair, Inc.

Sample Sister Bay Marina 32 Channel Line-up with out ESPN

Locals \$0.50 + Premier \$3.25 = \$3.75 per Boat Slip/month

Dish Local Channel Package

add \$0.50 per TV/month

ABC	CBS	FOX	NBC	PBS
-----	-----	-----	-----	-----

Dish Premier Package

add \$3.25 per TV/month

A&E	Destination America	Investigation Discovery	Spike TV
ABC Family	Discovery	Lifetime	Sportsman Channel
AMC	E! Entertainment	Lifetime Movie Net	Syfy
Animal Planet	EWTN	MLB Network	TBN
BET	Food Network	MSNBC	TBS
Big Ten Network	Fox Business	MTV	Tennis Channel
Bio	Fox News	MTV2	TLC
Bloomberg	Golf Channel	National Geographic	TNT
Bravo	Game Show Net	NBA TV	Travel Channel
Cartoon Network	History	NFL Network	truTV
CMT	Hallmark	NHL Network	TV Land
CNBC	Hallmark Movies	Nickelodeon	USA
CNN	HGTV	Oprah Winfrey Net	Velocity (HD only)
Comedy Central	Headline News	Pentagon	VH1
Cooking Channel	Home Shopping Net	QVC	VH1 Classic
C-Span	IFC	RFD-TV	Weather Channel

Dish Disney Escape Package

add \$0.78 per TV/month

Disney E Disney XD

Disney W

Dish ESPN Sports Packages

Pak1 ESPN, ESPN2 add \$5.25 per TV/month

Pak2 ESPN, ESPN2, ESPNNews add \$4.80 per TV/month

Pak3 ESPN, ESPN2, ESPN Classic add \$4.80 per TV/month

Pak4 ESPN, ESPN2, ESPNNews, ESPN Classic add \$4.65 per TV/month

Pak5 ESPN, ESPN2, ESPNNews, ESPN Classic, ESPNU add \$4.55 per TV/month

Dish Regional Sports Package

add \$1.25 per TV/month

Bucks & Brewers

Dish Premium Movie Channels

HBO E, HBO W, HBO2 E, HBO2 W, HBO Comedy, HBO Family, HBO Latino, HBO Signature add \$4.20 per TV/month

Showtime E, Showtime W, Flix, Showtime Beyond, Showtime Extreme, TMC, TMC xtra add \$3.80 per TV/month

Sample Sister Bay Marina 32 Channel Line-up with ESPN

Locals \$0.50 + Premier \$3.25 + ESPN Pak2 \$4.80 = \$8.55 per Boat Slip/month

Dish Local Channel Package

add \$0.50 per TV/month

ABC	CBS	FOX	NBC	PBS
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Dish Premier Package

add \$3.25 per TV/month

A&E	Destination America	Investigation Discovery	Spike TV
ABC Family	Discovery	Lifetime	Sportsman Channel
AMC	E! Entertainment	Lifetime Movie Net	Syfy
Animal Planet	EWTN	MLB Network	TBN
BET	Food Network	MSNBC	TBS
Big Ten Network	Fox Business	MTV	Tennis Channel
Bio	Fox News	MTV2	TLC
Bloomberg	Golf Channel	National Geographic	TNT
Bravo	Game Show Net	NBA TV	Travel Channel
Cartoon Network	History	NFL Network	truTV
CMT	Hallmark	NHL Network	TV Land
CNBC	Hallmark Movies	Nickelodeon	USA
CNN	HGTV	Oprah Winfrey Net	Velocity (HD only)
Comedy Central	Headline News	Pentagon	VH1
Cooking Channel	Home Shopping Net	QVC	VH1 Classic
C-Span	IFC	RFD-TV	Weather Channel

Dish Disney Escape Package

add \$0.78 per TV/month

Disney E Disney XD
Disney W

Dish ESPN Sports Packages

Pak1 ESPN, ESPN2 add \$5.25 per TV/month

Pak2 ESPN, ESPN2, ESPNNews add \$4.80 per TV/month

Pak3 ESPN, ESPN2, ESPN Classic add \$4.80 per TV/month

Pak4 ESPN, ESPN2, ESPNNews, ESPN Classic add \$4.65 per TV/month

Pak5 ESPN, ESPN2, ESPNNews, ESPN Classic, ESPNU add \$4.55 per TV/month

Dish Regional Sports Package

add \$1.25 per TV/month

Bucks & Brewers

Dish Premium Movie Channels

HBO E, HBO W, HBO2 E, HBO2 W, HBO Comedy, HBO Family, HBO Latino, HBO Signature add \$4.20 per TV/month

Showtime E, Showtime W, Flix, Showtime Beyond, Showtime Extreme, TMC, TMC xtra add \$3.80 per TV/month

BULK SEASONAL PROPERTIES WEIGHTED AVERAGE FORM

To request activation of a Bulk Seasonal Property: (i) Operator must fully and correctly complete (with all applicable signatures) the Bulk Activation and Change Request Form, (ii) submit a Notarized Affidavit including name, address, specific dates the property closes and re-opens for business and the total available units, (iii) completed weighted average calculation below with customer signature. Programming prices/rates and packages are subject to change without notice at any time and from time to time in the sole and absolute discretion of DISH for any reason or no reason. DISH, at its sole discretion, retains the right to audit the property at any time for verification as to; the number of drops/units contained within the property, the property's business status as a seasonal property and the operational status of the property.

Requested Activation Date: _____

Operator Information:
Dealership name / OE#: _____

Seasonal Property Type: _____

Affidavit Complete: _____

Property Name: _____

Contract Term: _____

Physical Address: _____

TOTAL DROPS/UNITS: _____

WEIGHTED AVERAGE CALCULATOR			
Month	Days in month	Total Available Units "TAU"	Service Days x TAU
January	31		0
February	28		0
March	31		0
April	30		0
May	31		0
June	30		0
July	31		0
August	31		0
September	30		0
October	31		0
November	30		0
December	31		0
Total number of Days Annualized			0
			365

Weighted Average Monthly Total 0

 Property Representative Signature

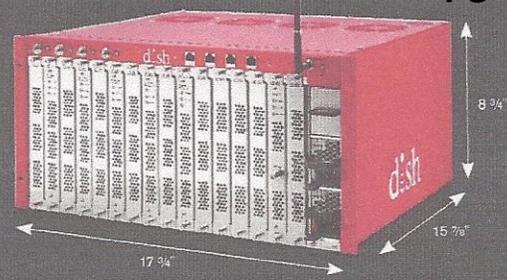
 Property Representative Title (i.e. Owner, Manger, etc.)

 DISH Operator Signature

 DISH Operator Title

BY SIGNING IN THE APPROPRIATE SPACE DESIGNATED ON THIS FORM AND SUBMITTING THIS FORM TO DISH, THE BULK PROPERTY AND THE OPERATOR: (I) ACKNOWLEDGE AND AGREE TO BE BOUND BY ALL OF THE TERMS AND CONDITIONS OF THE COMMERCIAL CUSTOMER AGREEMENT, AND THE BUSINESS RULES WHICH ARE INCORPORATED HEREIN BY REFERENCE AND (II) DECLARE UNDER PENALTY OF PURJURY THAT THE INFORMATION CONTAINED IN THIS FORM, INCLUDING WITHOUT LIMITATION THE REPORTED TOTAL NUMBER OF DROPS/UNITS AND TOTAL AVAILABLE UNITS, IS TRUE AND CORRECT AND IN COMPLIANCE WITH THE TERMS AND CONDITIONS OF THE COMMERCIAL CUSTOMER SERVICE AGREEMENT AND THE BUSINESS RULES. Notwithstanding the foregoing, DISH reserves the right to determine from time to time, in its Sole Discretion, whether total Drops/Units with respect to each such location should more appropriately be determined in a different manner.

pure genius

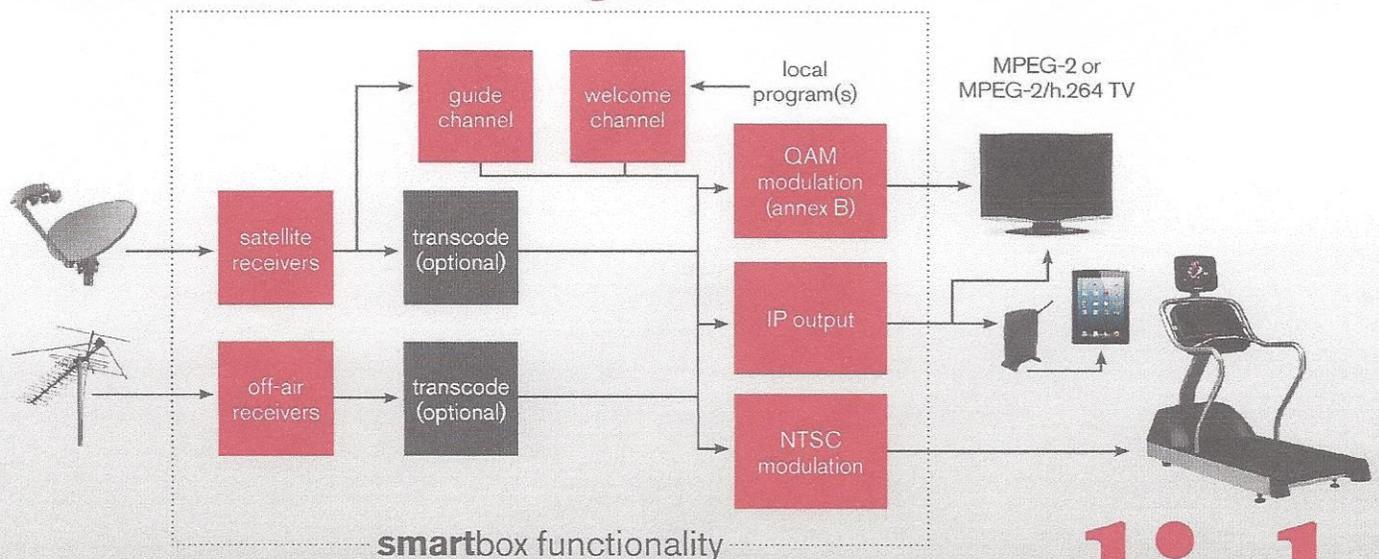


Introducing **smartbox** from DISH, a revolutionary new video platform for the FTG market. **smartbox** is the single solution for your entire property portfolio, delivering energy efficiency, flexibility, redundancy and requiring less space.

smart innovation

- Deliver HD at the lowest cost per channel. All guests can now experience HD where they once had to be satisfied with watching SD analog.
- Bring the best possible experience to every TV on your property from a single device. For example, HD for the guest rooms and public-viewing areas and analog for the treadmill.
- Allows accommodation in existing equipment rooms with a physically small size of 5RU. The chassis can be wall-mounted or rack-mounted, depending on your needs.
- More than 40 possible system configurations can be created using a single **smartbox**.
- Monitoring power, system health and configuration are implemented with the integrated wireless modem. Remote management is also fulfilled with the same integrated wireless modem.
- Quick and efficient installations through the integration of all input and output signal processing normally associated with FTG video platforms.
- 40 channels of HD digital FTG TV require fewer than 300 watts of power. That is up to 90% less power consumption than current systems. The low power consumption combined with an operating temperature range of up to 122°F alleviates the need to upgrade cooling systems.

smartbox technical diagram



Dave's Electronic Repair, Inc. N1441 Drivas Road Waupaca, WI 54981 (715)258-9211 Email: daveselectronicsinc@gmail.com		
Customer: Sister Bay Marina Address: 10733 N. Bayshore Drive Address: Sister Bay, WI 54234 Contact: Wendy Tatzel Telephone: (920)421-4458	Billing Number: Billing Date: 6/26/2014	
Make of Unit:		
Requested Service:	Estimate 32 Channel Smartbox Dish Satellite System	
Quantity:	Item:	Price:
1	32 Channel Smartbox Dish Satellite System with complete installation, setup, and testing. Quote is based upon using the current cable infrastructure wiring between the marina office and pier pedestals. Tax exempt with certificate 50% due upon acceptance; balance due at time of completion	14500.00
Attachment 5		

When compared to other providers, Dish Network Smartbox provides economical savings with future expandability.

The initial cost of a Dishnetwork Smartbox can be realized in cable rate savings in under 2 years. Additionally the Smartbox is upgradeable to HDTV whereas the cable converter is only standard definition viewing. Third year

approximate programming costs with Dish Smartbox show a significant savings:	16695.00 (Cable Programming)
	- 7182.00 (Dish Programming)
Approximate total programming savings 3rd year and beyond:	9513.00 per year with Dish Smartbox

Approximate Dishnetwork Programming costs for two years:

1 st year: 70 boat slips x \$8.55 programming with ESPN x 12 months	7182.00
2 nd year: 70 boat slips x \$8.55 programming with ESPN x 12 months	7182.00
Initial Dish Smartbox installation cost:	14500.00
Total Dish Smartbox installation and approximate 2 years programming:	28864.00

Approximate cable rates for 2 years:

1 st year: 140 boat slips x \$9.75 programming x 6 months	8190.00
1 st year: 140 boat slips x \$9.75 programming x 6 months x 50%	4095.00
2 nd year: 140 boat slips x \$13.25 programming x 6 months	11130.00
2 nd year: 140 boat slips x \$13.25 programming x 6 months x 50%	5565.00
Initial 35 channel Cable Digital to Analog / Qam to Analog converter:	3500.00
Total Cable installation and approximate 2 years programming:	32480.00