

Agenda
Regular City of Hoyt Lakes Council Meeting
City Hall Council Chambers

Tuesday, January 27, 2026

5:30 pm

1. ROLL CALL

Councilors in attendance: ☐Grams ☐Jarvela ☐Eckman ☐Mathison ☐Mayor Scott
ALSO PRESENT: Administrator Weiberg, Directors:

2. PLEDGE OF ALLEGIANCE

3. CONSENT AGENDA

*Consent Agenda: asterisked items are routine, non-controversial, and/or have been discussed at a previous Council meeting. These items will be approved in one motion unless discussion is requested in which case the item will be considered in its normal sequence on the agenda.

4. APPROVAL OF CITY COUNCIL MINUTES *

4.1 City Council Meeting – January 13, 2026

5. CORRESPONDENCE *

- 5.1 Library Meeting Minutes – November 18, 2025
- 5.2 MDH Quarterly Water Report
- 5.3 LMC City Day on The Hill
- 5.4 Colosimo, Patchin, & Kerney Merger Letter
- 5.5 HLFD Meeting Minutes

6. FINANCIALS -*

- 6.1 December Financials
- 6.2 December Investment Report

7. GUESTS/CITIZEN FORUM

8. REPORTS FROM STAFF

City Administrator Weiberg
Recreation Director Peterson
Library Director Lammi
Public Works Director Snetsinger
Public Utilities Director Benda
EMS Director Olmstead
ERPD Chief Klovstad
Fire Chief House
Mesabi East Youth Sports Coordinator Mark Goerd
City Attorney Joel Lewicki

9. REPORTS FROM ELECTED OFFICIALS

Councilor Grams
Councilor Jarvela
Councilor Eckman
Councilor Mathison
Mayor Scott

10. OLD BUSINESS

10.1 2026 Golf Course Agreement

11. NEW BUSINESS

11.1 Draft Resolution 2026-04 Brokerage Investment Account with Northland Public Finance
11.2 Verkada Security Camera Proposal
11.3 East Range PD Security Camera Proposal – Information and Discussion Only

12. ADJOURNMENT

Next Council Meetings:

Tuesday, February 10, 2026, at 5:30 pm – Regular Meeting
Tuesday February 24, 2026 at 5:00 pm – Public Forum
Tuesday, February 24, 2026, at 5:30 pm – Regular Meeting

4.1

Minutes
Regular City of Hoyt Lakes Council Meeting
City Hall Council Chambers

Tuesday, January 13, 2026

5:30 pm

1. ROLL CALL

Councilors in attendance: ☐ Grams ☒ Jarvela ☒ Eckman ☒ Mathison ☒ Mayor Scott

Absent: Grams

ALSO PRESENT: Administrator Weiberg, Directors: Lammi

2. PLEDGE OF ALLEGIANCE

3. CONSENT AGENDA

Motion by Jarvela; Supported by Mathison to approve the consent agenda. Motion carried unanimously.

*Consent Agenda: asterisked items are routine, non-controversial, and/or have been discussed at a previous Council meeting. These items will be approved in one motion unless discussion is requested in which case the item will be considered in its normal sequence on the agenda.

4. APPROVAL OF CITY COUNCIL MINUTES *

4.1 Special City Council Meeting – December 18, 2025

4.2 Public Forum Meeting – December 22, 2025

4.3 Regular City Council Meeting – December 22, 2025

5. CORRESPONDENCE *

5.1 East Range Water Board Minutes – December 17, 2025

5.2 North Shore Development Co. Implementation Outline

5.3 East Range Admins Meeting Summary

5.4 2025 Hoyt Lakes Fire Department Annual Report

5.5 2025 Ambulance Annual Report

6. FINANCIALS –*

6.1 December Reconciliation Report

6.2 Approval for Payments – Claims

6.2.1 Disbursements - \$740,625.40

6.2.2 Payroll - \$174,016.15

Payroll - \$151,383.16

Benefits - \$22,632.99

Insurance - \$99,621.42

7. GUESTS/CITIZEN FORUM

8. REPORTS FROM STAFF

City Administrator Weiberg discussed the work being done in preparation for the upcoming audit and the 2026 budget is now available in the accounting system.

Library Director Lammi talked about the upcoming events in the Library and the “Echoes Beyond the Pit” local history talk with the topic being Erie Mining Company’s PreTac which was the pilot plant which was a proof-of-concept plant to develop taconite pellets. The talk will be held January 23rd at 1:00 pm. Mike Sterk will be the presenter.

City Attorney Joel Lewicki did not have an update.

9. REPORTS FROM ELECTED OFFICIALS

Councilor Jarvela announced the change to the date of the Water Board technical meeting to Tuesday January 20th at 10:00 am. The meeting is with the project engineers.

Councilor Eckman had no report.

Councilor Mathison had no report.

Mayor Scott had no report.

10. OLD BUSINESS

10.1 None

11. NEW BUSINESS

- 11.1 Resolution 2026-001 to appoint Boards, Committees and Commissions; official depository; official newspaper, Hoyt Lakes Economic Development Authority: Council and EDA meeting dates and times.

Motion by Mathison; Supported by Jarvela to approve resolution 2026-001 appointing committee members depository; official newspaper, Hoyt Lakes Economic Development Authority: Council and EDA meeting dates and times. Motion passed unanimously.

- 11.2 Part-time Administrative Clerk Advertising

Motion by Jarvela; Supported by Eckman to approve the posting of the Part-Time Administrative Clerk position with a pay range of \$20-25 per hour pending education and experience. Motion carried unanimously.

- 11.3 Resolution 2026-002 setting part-time, temporary, and seasonal employee wages beginning January 14, 2026.

Motion by Jarvela; supported by Mathison to approve resolution 2026-002 setting part-time, temporary, and seasonal employee wages beginning January 14, 2026. This included moving the Administrative Clerk Position from Seasonal/Temporary to Part-time with a pay range of \$20-25 per hour.

For: Jarvela, Mathison
Abstained: Eckman, Scott who are part time employees.
Absent: Grams
Motion Carried.

11.4 To approve the City of Hoyt Lakes, Pay Equity Compliance report for 2026.

Motion by; Eckman; Supported by Jarvela to approve the City of Hoyt Lakes, Pay Equity Compliance report for 2026. Motion carried unanimously.

11.5 Resolution 2026-003 Support for the CSAH 100 Railroad Crossing Grade Separation Project

Motion by Eckman; Supported by Mathison to approve resolution 2026-003 Support for the CSAH 100 Railroad Crossing Grade Separation Project.
For: Mathison, Scott, Eckman
Nay: Jarvela
Absent: Grams
Motion carried.

11.6 2026 Hoyt Lakes Clubhouse Agreement

The 2026 Clubhouse Agreement was discussed and tabled to allow time for Administrator Weiberg to modify the 2025 agreement and present a draft to the Council at the next meeting to continue the discussion.

12. ADJOURNMENT

Motion by Jarvela; supported by Mathison to adjourn. Motion carried unanimously.
Meeting adjourned at 6:10 pm.

Next Council Meetings:

Tuesday, January 27, 2026, at 5:00 pm – Public Forum
Tuesday, January 27, 2026, at 5:30 pm – Regular Meeting
Tuesday, February 9, 2026, at 5:30 pm – Regular Meeting

Brennan Scott, Mayor

ATTEST:

Dean Weiberg, Administrator

HOYT LAKES PUBLIC LIBRARY

Nov 18, 2025

The meeting was called to order at 5:01 p.m. by Chair Holly Gross. Present: Sheri Zins, Shelly Leffel, Sharon Nelson, Jill Eckman council liaison, and Michele Lammi. Sarah Royseth was absent for cause.

MINUTES from Oct 20 were read and approved. A motion was made by Shelly and seconded by Sharon to approve the minutes. Unanimously carried.

TREASURER'S REPORT AND NEW INVOICES: The Treasurer's Report and new invoices were read and approved. A motion was made by Holly and seconded by Sheri to approve the Treasurer's Report and new invoices. Unanimously carried.

LIBRARIAN REPORT: There were 13 new registrations in Oct. Local usage was 88%. TalkBox had 1 use, Cricut had 0 and lockers had 1. Downloadable items and Hoopla total 492. Hoopla usage was 171. ILL's sent out were 201. ILL's received were 79. The total circulation for Oct was 1294. Computer usage was 103. 1 state park pass and 4 aquarium check outs in Oct. A motion was made by Sharon and seconded by Shelly to approve the Librarian's Report. Unanimously carried.

OLD BUSINESS:

1. Acrylic painting class well attended with waiting list for 4 of the 5 Wednesday sessions. Will look into the possibility of more classes in 2026 due to the popularity.
2. Mini pumpkin painting was a hit over MEA, as were the take and makes. Songs of Mesabi was well attended by 17ppl. The estate planning programs did well with 19ppl and over half were not regulars.
3. Carpets were cleaned in Oct.
4. Seazon created a video for social media which has had good feedback.
5. Update and adopt policies:
 - a. Fines and Recovery of Overdue Materials. Holly made motion to approve the policy as presented. Sheri seconded. Unanimously carried.

NEW BUSINESS:

1. Upcoming programs:
 - a. Exercise, Mons & Weds at 9:30am
 - b. LEGOs at the Library, Nov 19, Dec 3 and 17 at 3:30pm
 - c. Sit and Stitch, Nov 22 at 10:30am
 - d. Thanksgiving, Library closed Nov 27 - 29.
 - e. Coffeehouse Music Hour, Dec 2 at 11:30
 - f. Theater Thursdays, Dec 11 at 1pm, "Red One"
 - g. Take, Make and Give, Dec 13 from 11am to 1pm
 - h. Tuesday Creations, Sweet Treats by Cali, Dec 16 at 11am
2. Update and adopt policies:
 - a. Volunteer Policy: motion to approve as reviewed by Sheri with second by Holly. Unanimously carried.
 - b. Donations and Gifts Policy: motion to approve as reviewed by Shelly with second by Sheri. Unanimously approved.
 - c. Unattended Children in the Library Policy: unanimous vote to table and review at Dec mtg.

The next Library Board meeting will be Tuesday Dec 16, 2025 at 5:00pm.

A motion was made by Shelly and seconded by Holly to adjourn at 5:38pm. Unanimously carried. Then Sarah showed up. Thank you, Sharon, for taking the minutes.

Respectfully submitted,

Sarah Royseth



Protecting, Maintaining and Improving the Health of All Minnesotans

January 13th, 2025

Hoyt Lakes City Council
c/o Ms. Becky Lammi, Clerk
Hoyt Lakes City Hall
206 Kennedy Memorial Drive
Hoyt Lakes, Minnesota 55750

Dear Council Members:

Subject: Quarterly Report, TOC/Alkalinity Monitoring for the Control of Disinfection Byproduct (DBP)
Precursors, Hoyt Lakes, St. Louis County, PWSID 1690028

Your water system has been collecting total organic carbon (TOC) and alkalinity samples to determine compliance with the precursor removal requirement of the Stage 1 Disinfectant/Disinfection Byproduct (DBP) Rule. The Stage 1 DBP Rule requires surface water systems that use conventional filtration treatment to achieve specified TOC removal levels or meet one of the alternative compliance criteria specified in the rule.

The attached table contains your TOC and alkalinity results for the last four quarters. If your surface-water treatment plant is classified as a conventional or alternative filtration system, the table includes C/E values that are the ratios of the achieved to the required TOC removal rates. An average C/E value of 1.0 or greater, i.e., $C/E \geq 1.0$, indicates that the TOC removal requirement has been met. If your surface-water treatment plant is classified as a direct filtration system, that classification is noted beneath the table, the treatment plant is not required to meet the removal levels or alternative compliance criteria specified in the rule (40 CFR § 141.135), and the C/E values in the last column of the report are not applicable.

Conventional- and alternative-filtration water systems must submit TOC and alkalinity samples as required by rule. Failure to submit these samples will result in a monitoring violation, to be determined quarterly. Compliance for TOC removal will be determined quarterly, based on the running average of the most recent 12 months monitoring results.

If you have any questions regarding the monitoring, results, or the alternative compliance criteria, please contact Indran Kamalanathan at indran.kamalanathan@state.mn.us or (651)-201-5180.

Sincerely,

Indran Kamalanathan

Indran Kamalanathan, P.E., Compliance Engineer
Community Public Water Supply Unit
Environmental Health Division
P.O. Box 64975
St. Paul, Minnesota 55164-0975

IK
Enclosure

cc: Water Superintendent
Jennifer Showers, MDH District Engineer, Duluth Office

Hoyt Lakes (1690028) – 2025 Quarter 4, TOC/Alkalinity Monitoring Results

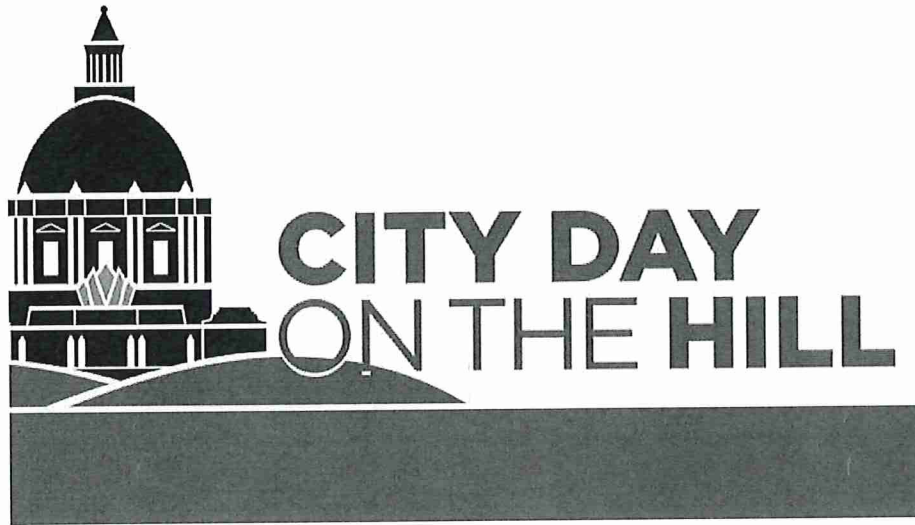
[illegible]

*System meets TOC removal requirement with average C/E greater than or equal to 1.00

DBP precursor removal required for surface water systems and GWUDI of surface water systems using conventional treatment:

Source Water TOC mg/L	Source Water Alkalinity mg/L as CaCO3		
	0-60	>60-120	>120
>2.0 - 4.0	35.0%	25.0%	15.0%
>4.0 - 8.0	45.0%	35.0%	25.0%
>8.0	50.0%	40.0%	30.0%

City Day on the Hill



Join us March 11 to advocate for Minnesota cities!

Join fellow city colleagues and League staff for the 2026 City Day on the Hill and help advocate for city priorities at the Capitol! This event will feature updates on important legislative issues impacting cities, tips for advocating on behalf of your city, and opportunities to connect with state policymakers.

NEW LOCATION: This year's City Day on the Hill will be held at the InterContinental Saint Paul Riverfront.

Attend City Day on the Hill to:

- Learn more about important legislative issues impacting Minnesota cities such as housing, bonding, the state budget outlook, and other key priorities
- Hear from state policymakers
- Learn how to effectively advocate for city priorities
- Build relationships with your state legislators
- Connect with League intergovernmental relations (IGR) staff
- Increase the visibility of Minnesota cities as key partners in policymaking

Register today!

Agenda

8:45 – 9:30 a.m.

Welcome & Check-in Open

9:30 – 9:35 a.m.

Welcome Remarks from LMC President Wendy Berry

9:35 – 10:30 a.m.

House and Senate Leaders Panel

Moderator: Jake Loesch, executive director, Citizens League

Panelists to be announced.

Invited: Speaker of the House Lisa Demuth, House DFL Caucus Leader Zack Stephenson, Senate Majority Leader Erin Murphy, and Senate Minority Leader Mark Johnson

10:30 – 10:45 a.m.

Remarks from Governor Tim Walz (Invited)

10:45 – 11 a.m.

Break

11 – 11:30 a.m.

Advocacy Essentials

League's Intergovernmental Relations (IGR) Team

Get ready to make the most of your conversations with state lawmakers. Learn essential tips for effective advocacy — from framing your message and telling your city's story to making a strong, concise ask. The League's IGR team will also walk you through what to expect when navigating the Capitol complex — including any potential security measures — ensuring you feel confident, prepared, and ready to engage.

11:30 a.m. – 12 p.m.

State Budget Outlook

Ahna Minge, state budget director, Minnesota Management and Budget (MMB)

Join MMB State Budget Director Ahna Minge for a high-level overview of the state's budget forecast and fiscal outlook. The discussion will examine how current economic conditions influence Minnesota's debt capacity and capital investment planning, along with a visual walkthrough of General Fund revenues and expenditures. A moderated Q&A discussion will follow.

12 – 12:15 p.m.

Break & Grab Box Lunch

12:15 – 1 p.m.

Legislative Update from the League's IGR Team

Topics will include housing, bonding, and other city priorities.

1 p.m.

Remarks from LMC Executive Director Luke Fischer and Dismissal to Capitol

1:30 – 4 p.m.

Meetings with Legislators

Capitol Hill

Please note that attendees are responsible for scheduling their own meetings with legislators. Need some assistance scheduling a meeting? [Find more information about requesting meetings with legislators](#). Bussing to and from the Capitol will be provided.

4 – 6 p.m.

Evening Reception

InterContinental Saint Paul Riverfront's Great River Ballroom

Return to the InterContinental to connect with League staff and legislators at the end of the day. There will be a cash bar and heavy hors d'oeuvres.

Date and Location

Wednesday, March 11 | InterContinental Saint Paul Riverfront | 11 Kellogg Boulevard East, St. Paul, MN 55101

Fee

\$125

\$99 for cities with populations less than 2,500

Who Should Attend?

City administrators/managers, council members, mayors

Lodging

InterContinental Saint Paul Riverfront

11 Kellogg Boulevard East

St. Paul, MN 55101

Room rate: \$149

Phone: (866) 686-2867

Reserve your room by **Wednesday, Feb. 18**, to claim the conference rate.

Parking

Please note the League will not reimburse parking. [View nearby parking options and rates](#).

Requesting Meetings with Legislators

Wondering how to set up a meeting with your legislators? Follow these simple steps:

1. If you don't know who your legislators are, you can type in your city hall address in the [Who Represents Me?](#) website, and it will generate their contact information.
2. You can then call or email them to request a meeting. Some sample language:
 - a. "Hello Rep. or Sen. _____, I am _____. I am a constituent and I work for the city of _____ as a (position). On Wednesday, March 11, I will be at the Capitol as a part of the League of

Minnesota Cities' City Day on the Hill. I am requesting a 30 minute meeting between the time of 1:30-4 p.m. to discuss issues impacting our district and cities. I can be reached at (provide email and phone number). Thank you."

3. If you have trouble reaching any of your legislators and arranging a meeting, please contact Ted Bengtson at tbengtson@lmc.org or 651-281-1242.
 4. NOTE: Some larger cities fall within multiple legislative districts. You can check this by going to [this page for representatives](#) and [this page for senators](#). On those pages, type "ctrl+f" and type in the name of your city. If it generates more than one result, you have multiple legislators and are encouraged to arrange meetings with each.
-

Your LMC Resource

Event Registration

(651) 281-1200

registration@lmc.org

Cancellations must be sent to registration@lmc.org by Wednesday, March 4, and are subject to a \$50 cancellation fee. No refunds will be made for cancellations received after this date. Please consider sending a substitute if you are unable to attend. Substitutions are permitted up to the day of the event. Please notify the check-in desk of any on-site substitutions.



COLOSIMO, PATCHIN & KEARNEY, LTD
Attorneys at Law

Michael K. Kearney, J.D.
Joel B. Lewicki, J.D.

John M. Colosimo, J.D. Retired
Michael J. Patchin, J.D. Retired

Law Center Building
301 Chestnut Street
Virginia, MN 55792

(218) 741-4500
colosimolaw.com

January 5, 2025

CITY OF HOYY LAKES
ATTN: CITY ADMINISTRATOR
206 KENNEDY MEMORIAL DRIVE
HOYT LAKES, MN 55750

RE: Colosimo, Patchin and Kearney is becoming Cope Law Group, Ltd.

Dear Mr. Weiberg:

We are pleased to share some exciting news about the future of our law practice.

Effective January 1, 2026, Colosimo, Patchin & Kearney, Ltd. will unite with attorneys Alicia Cope, Jim Cope, and Amelia Kalisch to create a new firm: Cope Law Group, Ltd. This collaboration brings together long-standing, respected attorneys in our region who share a commitment to practical, thoughtful, and responsive legal service. Together, we believe we will be able to better serve our clients and our communities with expanded experience and resources.

While our firm name and office location are changing, the work you have entrusted to us will continue without interruption. Your current matters and client files will transition with us to Cope Law Group, and our dedication to providing steady and reliable counsel remains unchanged.

As always, you retain the right to choose your legal counsel. You may continue your representation with our attorneys at Cope Law Group, or, if at any point you prefer different counsel, we will assist with transferring your file upon request. Your confidential information will remain protected as required by the Minnesota Rules of Professional Conduct.

Beginning January 1, 2026, our contact information will be:

Cope Law Group, Ltd.
415 First Street South
Virginia, MN 55792
218-741-4500 (*same phone number as now*)
www.copelawmn.com

City of Hoyt Lakes

Page 2

January 5, 2025

joel@copelawmn.com (*messages to our current email addresses will continue to forward during the transition*)

Our billing practices and fee arrangements will remain the same unless mutually agreed otherwise. Any trust funds held on your behalf will continue to be managed in accordance with ethical requirements. If your matter requires updated paperwork based on its nature, we will contact you directly; otherwise, no action is needed from you at this time.

We are grateful for the trust you have placed in us. We look forward to serving you as Cope Law Group, Ltd., and to continuing the relationships built over many years, now with a team that reflects the collective strength of our attorneys moving forward together.

Sincerely,

COLOSIMO, PATCHIN & KEARNEY, LTD.

Becoming COPE LAW GROUP, LTD. on January 1, 2026



Joel B. Lewicki, J.D.

Attorney at Law

joel@copelawmn.com

218-741-4500

www.copelawmn.com

5.5

December 3rd 2025

Fire Chief House called the monthly meeting of the HLFd to order at 6:35pm

Fire members present: House, Olmstead, Eckman, Wolner, Hanson. Dudley, Leffel, Mirau, Radtke, Ridlon, Scott, Shimmin, Westlund, J. Nyman, K Nyman

EMS members present: Goerdt, Wippler, J. Eckman, Routsalianen,

EQUIPMENT CHECK Mirau-Fire, Goerdt-Ambulance, Westlund-Fire, Wippler-Ambulance

Fire- Make up
 Ice water rescue
 Bag Candy
 17th Christmas party

Ambulance- 10th SALT triage-Matt Ashmore/Bag Candy
 DE- COPD Guardian you

AMBULANCE REPORT

- New Address-Aurora 211 W 3rd Ave N(Range Lumber Storage building)
- Sign-Family and Medical Leave paper
- 69 calls November
- 973 Calls YTD
- Medic 2- Does not have radio or CAD otherwise in-service

COMMITTEE REPORTS

- Christmas Party- Donations received, still need Santa for parade, sign up for shirts for Christmas party.

CORRESPONDENCE

- **Thank You card from Carol Houdek family**

MONTHLY SOG

- **Sprinkler and Standpipe Operations**

NEW BUSINESS

- 49 Calls YTD
- 3 Calls November
- E1 fixed
- Fire reports need to be completed by 1/5/26
- Timecards- be honest with hours worked
- Updated Public Utilities number

- Motion to Donate up to \$500 Project Elf by Mirau, second K. Eckman-
Motion passed

Monthly Financial Report passed around.

The checkbook and all financial information were on display for members to view before, during, and after meeting.

Ajournement motion Wolner 2nd Shimmin at 07 :02pm

6.1

CITY OF HOYT LAKES
COMBINED CASH INVESTMENT
DECEMBER 31, 2025

COMBINED CASH ACCOUNTS

001-10100	POOLED CASH	3,296,160.00
001-10105	UTILITY CASH CLEARING	604.87
		<hr/>
	TOTAL COMBINED CASH	3,296,764.87
001-10101	ALLOCATED TO OTHER FUNDS	(3,296,764.87)
		<hr/>
	TOTAL UNALLOCATED CASH	.00
		<hr/>

CASH ALLOCATION RECONCILIATION

101	ALLOCATION TO GENERAL	1,447,823.68
201	ALLOCATION TO AMBULANCE SPECIAL REVENUE	499,630.26
202	ALLOCATION TO CEMETERY SPECIAL REVENUE	47,315.30
301	ALLOCATION TO EQUIPMENT DEBT SERVICE	(9,772.42)
303	ALLOCATION TO EMERGENCY SERVICES BLDG DEBT	(101,205.00)
305	ALLOCATION TO STERN	15,421.96
306	ALLOCATION TO SUFFOLK DEBT SERVICE	(22,243.71)
307	ALLOCATION TO FUND 307	(103,159.23)
402	ALLOCATION TO HL WELLNESS CENTER	(403,910.70)
450	ALLOCATION TO RANGER ATV FISCAL AGENT	(130,710.41)
601	ALLOCATION TO WATER ENTERPRISE	1,335,389.98
602	ALLOCATION TO SEWER ENTERPRISE	687,423.30
603	ALLOCATION TO SANITATION ENTERPRISE	32,085.44
		<hr/>
	TOTAL ALLOCATIONS TO OTHER FUNDS	3,294,088.45
	ALLOCATION FROM COMBINED CASH FUND - 001-10101	(3,296,764.87)
		<hr/>
	ZERO PROOF IF ALLOCATIONS BALANCE	(2,676.42)
		<hr/>

6.1

CITY OF HOYT LAKES
BALANCE SHEET
DECEMBER 31, 2025

FUND 101 - GENERAL

ASSETS

101-10101	FUND CASH	1,447,823.68	
101-10300	PETTY CASH	300.00	
101-10400	INVESTMENTS	215,777.91	
101-10500	TAXES RECEIVABLE	34,230.87	
101-11501	ACCOUNTS RECEIVABLE - CIVICS	(1,425.69)	
101-15500	PREPAID ITEMS	72,383.00	
TOTAL ASSETS			1,769,089.77

LIABILITIES AND EQUITY

LIABILITIES

101-20200	ACCOUNTS PAYABLE	11,274.22	
101-20700	BUILDING DEPOSIT LIABILITY	300.00	
101-20810	SALES TAX PAYABLE	3,354.60	
101-20910	LODGING TAX PAYABLE	2,275.35	
101-21600	ACCRUED WAGES & SALARIES PAYAB	25,338.19	
101-21704	PERA	2,440.35	
101-21706	HEALTH INSURANCE	1,277.20	
101-21710	OTHER DEDUCTIONS	580.86	
101-22200	DEFERRED REVENUE	29,876.81	
TOTAL LIABILITIES			76,717.58

FUND EQUITY

101-24100	NONSPENDABLE	72,383.00	
101-24201	ASSIGNED - FISHERMANS POINT	439,369.47	
101-24203	RESERVED FOR OPEB	60,000.00	
101-24215	ASSIGNED - BUILDINGS	230,000.00	
101-24221	ASSIGNED - FIRE EQUIP	10,000.00	
101-24222	ASSIGNED - FIRE WILDFIRE BAL	67,736.04	
101-24230	ASSIGNED - PLAYGROUND EQUIP	70,000.00	
101-24240	ASSIGNED - PW ROADWAYS	97,000.00	
101-24241	ASSIGNED - PW EQUIPMENT	75,000.00	
101-24280	ASSIGNED - GRANT MATCHING FUND	50,000.00	
101-25300	UNASSIGNED	7,072.03	
	REVENUES OVER EXPENDITURES - YTD	513,811.65	
TOTAL FUND EQUITY			1,692,372.19
TOTAL LIABILITIES & EQUITY			1,769,089.77

CITY OF HOYT LAKES
BALANCE SHEET
DECEMBER 31, 2025

FUND 201 - AMBULANCE SPECIAL REVENUE

ASSETS

201-10101	FUND CASH	499,630.26	
201-10400	INVESTMENTS	149,580.04	
201-11500	ACCOUNTS RECEIVABLE	319,379.09	
201-11501	ACCOUNTS RECEIVABLE - CIVICS	800.00	
201-15500	PREPAID ITEMS	14,719.00	
	TOTAL ASSETS		984,108.39

LIABILITIES AND EQUITY

LIABILITIES

201-21600	ACCRUED WAGES & SALARIES PAYAB	16,356.02	
	TOTAL LIABILITIES		16,356.02

FUND EQUITY

201-24100	NONSPENDABLE	14,719.00	
201-24240	ASSIGNED - EMS VEHICLE	282,103.92	
201-24241	ASSIGNED - EQUIPMENT	111,804.18	
201-25300	UNASSIGNED	824,209.20	
	REVENUES OVER EXPENDITURES - YTD	(265,083.93)	
	TOTAL FUND EQUITY		967,752.37
	TOTAL LIABILITIES & EQUITY		984,108.39

CITY OF HOYT LAKES
BALANCE SHEET
DECEMBER 31, 2025

FUND 202 - CEMETERY SPECIAL REVENUE

ASSETS

202-10101 FUND CASH

47,315.30

TOTAL ASSETS

47,315.30

LIABILITIES AND EQUITY

FUND EQUITY

202-24249 ASSIGNED - MEMORIAL TREES

100.00

202-25300 UNASSIGNED

41,423.21

REVENUES OVER EXPENDITURES - YTD

5,792.09

TOTAL FUND EQUITY

47,315.30

TOTAL LIABILITIES & EQUITY

47,315.30

CITY OF HOYT LAKESBALANCE SHEET
DECEMBER 31, 2025**FUND 305 - STERN****ASSETS**

305-10101	FUND CASH	15,421.96	
305-10160	ESCROW CASH	38,791.52	
305-10170	TAX ESCROW CASH	4,895.39	
305-11501	ACCOUNTS RECEIVABLE - CIVICS	2,821.66	
305-11700	GASB 75 ACTIVITY	562,516.24	
TOTAL ASSETS			624,446.77

LIABILITIES AND EQUITY**LIABILITIES**

305-20820	PROPERTY TAXES PAYABLE	23,972.19	
305-22397	GASB 75 ACTIVITY	554,698.92	
TOTAL LIABILITIES			578,671.11

FUND EQUITY

305-25300	UNASSIGNED	10,221.66	
	REVENUES OVER EXPENDITURES - YTD	35,554.00	
TOTAL FUND EQUITY			45,775.66
TOTAL LIABILITIES & EQUITY			624,446.77

CITY OF HOYT LAKES

BALANCE SHEET
DECEMBER 31, 2025

FUND 601 - WATER ENTERPRISE

ASSETS

601-10101	FUND CASH	1,335,389.98	
601-10400	INVESTMENTS	104,313.54	
601-11500	ACCOUNTS RECEIVABLE	61,789.46	
601-11501	ACCOUNTS RECEIVABLE - CIVICS	1,078.30	
601-14100	INVENTORY	35,586.17	
601-15500	PREPAID ITEMS	11,833.00	
601-16100	LAND	20,000.00	
601-16200	BUILDINGS	2,428,435.81	
601-16210	A/D - BUILDINGS	(1,742,816.23)	
601-16300	IMPROVEMENTS	331,836.54	
601-16310	A/D - IMPROVEMENTS	(39,652.04)	
601-16400	EQUIPMENT	281,270.74	
601-16410	A/D - EQUIPMENT	(267,974.61)	
601-16440	VEHICLES	73,848.29	
601-16450	A/D - VEHICLES	(70,902.63)	
TOTAL ASSETS			2,564,036.32

LIABILITIES AND EQUITYLIABILITIES

601-20810	SALES TAX PAYABLE	(53.07)	
601-21500	ACCRUED INTEREST PAYABLE	1,338.24	
601-21600	ACCRUED WAGES & SALARIES PAYAB	3,545.75	
601-23101	BONDS PAYABLE - CURRENT	11,750.00	
601-23107	FUND DEBT PAYMENTS	125,550.00	
601-23903	COMPENSATED ABSENCES - CURRENT	6,104.93	
601-23904	COMPENSATED ABSENCES-LT	5,858.59	
601-29000	UNDISTRIBUTED RECEIPTS	(96.00)	
TOTAL LIABILITIES			153,998.44

FUND EQUITY

601-25300	UNASSIGNED	44,572.54	
601-28000	NET INVESTMENT IN CAPITAL ASSE	876,746.00	
	REVENUES OVER EXPENDITURES - YTD	1,488,719.34	
TOTAL FUND EQUITY			2,410,037.88
TOTAL LIABILITIES & EQUITY			2,564,036.32

CITY OF HOYT LAKES

BALANCE SHEET
DECEMBER 31, 2025

FUND 602 - SEWER ENTERPRISE

ASSETS

602-10101	FUND CASH	687,423.30	
602-10400	INVESTMENTS	554,377.23	
602-11500	ACCOUNTS RECEIVABLE	94,070.76	
602-14100	INVENTORY	6,190.17	
602-15500	PREPAID ITEMS	15,894.00	
602-16100	LAND	20,000.00	
602-16200	BUILDINGS	965,964.88	
602-16210	A/D - BUILDINGS	(736,009.06)	
602-16300	IMPROVEMENTS	6,105,509.12	
602-16310	A/D - IMPROVEMENTS	(1,173,616.31)	
602-16400	EQUIPMENT	68,798.34	
602-16410	A/D - EQUIPMENT	(58,271.34)	
602-16440	VEHICLES	268,816.26	
602-16450	A/D - VEHICLES	(110,836.42)	
602-16500	CONSTRUCTION IN PROGRESS	11,585,963.78	
TOTAL ASSETS			18,294,274.71

LIABILITIES AND EQUITYLIABILITIES

602-21500	ACCRUED INTEREST PAYABLE	34,625.74	
602-21600	ACCRUED WAGES & SALARIES PAYAB	3,545.75	
602-23101	BONDS PAYABLE - CURRENT	244,250.00	
602-23102	BONDS PAYABLE 2017A	1,375,000.00	
602-23103	PFA LOAN	926,000.00	
602-23106	2020A PFA LOAN	1,546,161.06	
602-23107	FUND DEBT PAYMENTS	804,450.00	
602-23903	COMPENSATED ABSENCES - CURRENT	6,104.93	
602-23904	COMPENSATED ABSENCES-LT	5,858.59	
TOTAL LIABILITIES			4,945,996.07

FUND EQUITY

602-25300	UNASSIGNED	1,086,461.32	
602-28000	NET INVESTMENT IN CAPITAL ASSE	12,040,458.00	
	REVENUES OVER EXPENDITURES - YTD	221,359.32	
TOTAL FUND EQUITY			13,348,278.64
TOTAL LIABILITIES & EQUITY			18,294,274.71

CITY OF HOYT LAKES
BALANCE SHEET
DECEMBER 31, 2025

FUND 603 - SANITATION ENTERPRISE

ASSETS

603-10101	FUND CASH	32,085.44	
603-11500	ACCOUNTS RECEIVABLE	35,912.49	
603-11501	ACCOUNTS RECEIVABLE - CIVICS	368.68	
603-15500	PREPAID INSURANCE	1,160.00	
	TOTAL ASSETS		69,526.61

LIABILITIES AND EQUITY

LIABILITIES

603-20200	ACCOUNTS PAYABLE	14,930.87	
603-20810	SALES TAX PAYABLE	2,859.16	
603-21600	ACCRUED WAGES & SALARIES PAYAB	197.16	
	TOTAL LIABILITIES		17,987.19

FUND EQUITY

603-25300	UNASSIGNED	2,017.89	
	REVENUES OVER EXPENDITURES - YTD	49,521.53	
	TOTAL FUND EQUITY		51,539.42
	TOTAL LIABILITIES & EQUITY		69,526.61

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CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

GENERAL

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
TAXES	953,871.54	2,423,892.40	2,672,709.00	248,816.60	90.7
LICENSES & PERMITS	213.00	6,217.50	7,000.00	782.50	88.8
FEDERAL, STATE AND LOCAL AID	274,340.64	1,370,463.24	1,185,300.00	(185,163.24)	115.6
CHARGES FOR SERVICES	6,855.93	186,386.61	143,600.00	(42,786.61)	129.8
FINES & FORFEITS	2,935.13	(976.43)	.00	976.43	.0
MISCELLANEOUS REVENUE	7,918.54	129,503.39	8,000.00	(121,503.39)	1618.8
CAMPGROUND REVENUE	.00	230,841.74	223,500.00	(7,341.74)	103.3
OTHER REVENUE	25,000.00	33,949.99	7,500.00	(26,449.99)	452.7
	1,271,134.78	4,380,278.44	4,247,609.00	(132,669.44)	103.1
<u>EXPENDITURES</u>					
ELECTED OFFICIALS	6,941.46	50,061.16	52,513.00	2,451.84	95.3
ADMINISTRATION	46,339.18	513,455.08	572,890.00	59,434.92	89.6
ELECTIONS	.00	.00	710.00	710.00	.0
AUDITOR	.00	34,000.00	32,000.00	(2,000.00)	106.3
ATTORNEY	1,720.00	20,765.00	25,000.00	4,235.00	83.1
OTHER GENERAL GOVT	6,914.78	123,509.67	121,700.00	(1,809.67)	101.5
PLANNING & ZONING	455.14	12,190.14	14,862.00	2,671.86	82.0
BUILDINGS	14,950.05	165,705.31	167,175.00	1,469.69	99.1
POLICE	55,330.50	766,045.82	655,000.00	(111,045.82)	117.0
FIRE	6,506.43	107,590.54	151,255.00	43,664.46	71.1
AMBULANCE	.00	.00	14,400.00	14,400.00	.0
ANIMAL CONTROL	784.46	12,163.32	10,854.00	(1,309.32)	112.1
PUBLIC WORKS	91,272.55	1,021,642.15	1,110,370.00	88,727.85	92.0
RECREATION	11,672.01	203,134.83	163,276.00	(39,858.83)	124.4
ARENA	27,651.33	230,294.49	211,132.00	(19,162.49)	109.1
RETIREES CENTER	248.95	2,382.22	3,700.00	1,317.78	64.4
COMMUNITY BUILDING	1,283.45	13,522.99	17,882.00	4,359.01	75.6
GOLF COURSE	7,021.40	227,692.68	179,672.00	(48,020.68)	126.7
LIBRARY	15,630.99	238,363.55	244,826.00	6,462.45	97.4
FISHERMAN'S POINT	8,772.93	108,947.84	115,400.00	6,452.16	94.4
ECONOMIC DEVELOPMENT	.00	15,000.00	20,050.00	5,050.00	74.8
	303,495.61	3,866,466.79	3,884,667.00	18,200.21	99.5
	967,639.17	513,811.65	362,942.00	(150,869.65)	141.6

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

AMBULANCE SPECIAL REVENUE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
FEDERAL, STATE AND LOCAL AID	4,616.99	101,763.42	83,200.00	(18,563.42)	122.3
CHARGES FOR SERVICES	36,745.78	794,343.90	881,031.00	86,687.10	90.2
MISCELLANEOUS REVENUE	1,660.05	11,290.50	12,000.00	709.50	94.1
	<u>43,022.82</u>	<u>907,397.82</u>	<u>976,231.00</u>	<u>68,833.18</u>	<u>93.0</u>
<u>EXPENDITURES</u>					
AMBULANCE	<u>68,195.22</u>	<u>1,172,481.75</u>	<u>1,240,165.00</u>	<u>67,683.25</u>	<u>94.5</u>
	<u>68,195.22</u>	<u>1,172,481.75</u>	<u>1,240,165.00</u>	<u>67,683.25</u>	<u>94.5</u>
	<u>(25,172.40)</u>	<u>(265,083.93)</u>	<u>(263,934.00)</u>	<u>1,149.93</u>	<u>(100.4)</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

CEMETERY SPECIAL REVENUE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
CHARGES FOR SERVICES	2,450.00	16,200.00	23,000.00	6,800.00	70.4
MISCELLANEOUS REVENUE	.00	2,012.88	.00	(2,012.88)	.0
	<u>2,450.00</u>	<u>18,212.88</u>	<u>23,000.00</u>	<u>4,787.12</u>	<u>79.2</u>
 <u>EXPENDITURES</u>					
CEMETERY	650.44	12,420.79	12,111.00	(309.79)	102.6
	<u>650.44</u>	<u>12,420.79</u>	<u>12,111.00</u>	<u>(309.79)</u>	<u>102.6</u>
	<u>1,799.56</u>	<u>5,792.09</u>	<u>10,889.00</u>	<u>5,096.91</u>	<u>53.2</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

WATER ENTERPRISE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
MISCELLANEOUS REVENUE	.00	943.41	.00	(943.41)	.0
UTILITY REVENUE	62,208.24	742,958.28	623,312.00	(119,646.28)	119.2
OTHER REVENUE	.00	2,570,000.00	.00	(2,570,000.00)	.0
	<u>62,208.24</u>	<u>3,313,901.69</u>	<u>623,312.00</u>	<u>(2,690,589.69)</u>	<u>531.7</u>
<u>EXPENDITURES</u>					
WATER	<u>468,771.45</u>	<u>1,825,182.35</u>	<u>676,222.00</u>	<u>(1,148,960.35)</u>	<u>269.9</u>
	<u>468,771.45</u>	<u>1,825,182.35</u>	<u>676,222.00</u>	<u>(1,148,960.35)</u>	<u>269.9</u>
	<u>(406,563.21)</u>	<u>1,488,719.34</u>	<u>(52,910.00)</u>	<u>(1,541,629.34)</u>	<u>2813.7</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

SEWER ENTERPRISE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
FEDERAL, STATE AND LOCAL AID	.00	125,343.50	.00	(125,343.50)	.0
MISCELLANEOUS REVENUE	.00	9,780.61	5,000.00	(4,780.61)	195.6
UTILITY REVENUE	87,849.93	1,083,444.50	1,022,260.00	(61,184.50)	106.0
OTHER REVENUE	.00	220,000.00	.00	(220,000.00)	.0
	<u>87,849.93</u>	<u>1,438,568.61</u>	<u>1,027,260.00</u>	<u>(411,308.61)</u>	<u>140.0</u>
<u>EXPENDITURES</u>					
WASTE WATER	<u>38,725.19</u>	<u>1,217,209.29</u>	<u>1,021,369.00</u>	<u>(195,840.29)</u>	<u>119.2</u>
	<u>38,725.19</u>	<u>1,217,209.29</u>	<u>1,021,369.00</u>	<u>(195,840.29)</u>	<u>119.2</u>
	<u>49,124.74</u>	<u>221,359.32</u>	<u>5,891.00</u>	<u>(215,468.32)</u>	<u>3757.6</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

SANITATION ENTERPRISE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
MISCELLANEOUS REVENUE	.00	526.72	.00	(526.72)	.0
UTILITY REVENUE	35,577.73	393,921.87	350,700.00	(43,221.87)	112.3
	<u>35,577.73</u>	<u>394,448.59</u>	<u>350,700.00</u>	<u>(43,748.59)</u>	<u>112.5</u>
<u>EXPENDITURES</u>					
SANITATION	45,491.45	344,927.06	350,056.00	5,128.94	98.5
	<u>45,491.45</u>	<u>344,927.06</u>	<u>350,056.00</u>	<u>5,128.94</u>	<u>98.5</u>
	<u>(9,913.72)</u>	<u>49,521.53</u>	<u>644.00</u>	<u>(48,877.53)</u>	<u>7689.7</u>

Investment Report

Ambulance

Bank	FDIC	% Return	Purchase Date	Maturity Date	Type	Amount	Income	Statement
Civista Bank	12982	4.15	10/29/2024	7/25/2025	CD - Fixed	\$ -	\$ -	\$ -
Bank Deposit Program - Tristate Capital Bank						\$ 152,901.56	\$ 14.74	\$ 152,916.30
						\$ -	\$ -	\$ -
						\$ 152,901.56	\$ 14.74	\$ 152,916.30

Note: Civista CD Matured July 25th, proceeds disbursed to Bank Deposit Program.

General

Bank	FDIC	% Return	Purchase Date	Maturity Date	Type	Amount	Income	Statement
Live Oak BKG Co	58665	0.4	1/11/2021	7/15/2025	CD - Fixed	\$ -	\$ -	\$ -
Bank Deposit Program - Raymond James						\$ 216,382.21	\$ 20.86	\$ 216,403.07
						\$ -	\$ -	\$ -
						\$ 216,382.21	\$ 20.86	\$ 216,403.07

Note: Live Oak CD Matured July 15th, proceeds disbursed to Bank Deposit Program.

Sewer

Bank	FDIC	% Return	Purchase Date	Maturity Date	Type	Amount	Income	Statement
Bank Hapoalim	33686	0.45	11/13/2020	11/17/2025	CD - Fixed	\$ 150,000.00	\$ -	\$ 150,000.00
Banc of California	24045	4.1	10/29/2024	5/1/2026	CD - Fixed	\$ 200,000.00	\$ -	\$ 200,226.00
Bank Deposit Program						\$ 213,775.92	\$ 37.07	\$ 213,812.99
						\$ 563,775.92	\$ 37.07	\$ 564,038.99

Water

Bank	FDIC	% Return	Purchase Date	Maturity Date	Type	Amount	Income	Statement
JP Morgan Chase Bank	628	1	9/22/2020	2/18/2029	CD-Fixed	\$ 100,000.00	\$ -	\$ 91,699.00
Bank Deposit Program						\$ 5,325.88	\$ 121.50	\$ 5,447.38
						\$ 105,325.88	\$ 121.50	\$ 97,146.38

Total: \$ 1,038,385.57 \$ 194.17 \$ 1,030,504.74

6.1

CITY OF HOYT LAKES
COMBINED CASH INVESTMENT
DECEMBER 31, 2025

COMBINED CASH ACCOUNTS

001-10100	POOLED CASH	3,296,160.00
001-10105	UTILITY CASH CLEARING	604.87
		<hr/>
	TOTAL COMBINED CASH	3,296,764.87
001-10101	ALLOCATED TO OTHER FUNDS	(3,296,764.87)
		<hr/>
	TOTAL UNALLOCATED CASH	.00
		<hr/>

CASH ALLOCATION RECONCILIATION

101	ALLOCATION TO GENERAL	1,447,823.68
201	ALLOCATION TO AMBULANCE SPECIAL REVENUE	499,630.26
202	ALLOCATION TO CEMETERY SPECIAL REVENUE	47,315.30
301	ALLOCATION TO EQUIPMENT DEBT SERVICE	(9,772.42)
303	ALLOCATION TO EMERGENCY SERVICES BLDG DEBT	(101,205.00)
305	ALLOCATION TO STERN	15,421.96
306	ALLOCATION TO SUFFOLK DEBT SERVICE	(22,243.71)
307	ALLOCATION TO FUND 307	(103,159.23)
402	ALLOCATION TO HL WELLNESS CENTER	(403,910.70)
450	ALLOCATION TO RANGER ATV FISCAL AGENT	(130,710.41)
601	ALLOCATION TO WATER ENTERPRISE	1,335,389.98
602	ALLOCATION TO SEWER ENTERPRISE	687,423.30
603	ALLOCATION TO SANITATION ENTERPRISE	32,085.44
		<hr/>
	TOTAL ALLOCATIONS TO OTHER FUNDS	3,294,088.45
	ALLOCATION FROM COMBINED CASH FUND - 001-10101	(3,296,764.87)
		<hr/>
	ZERO PROOF IF ALLOCATIONS BALANCE	(2,676.42)
		<hr/>

6.1

CITY OF HOYT LAKES
BALANCE SHEET
DECEMBER 31, 2025

FUND 101 - GENERAL

ASSETS

101-10101	FUND CASH	1,447,823.68	
101-10300	PETTY CASH	300.00	
101-10400	INVESTMENTS	215,777.91	
101-10500	TAXES RECEIVABLE	34,230.87	
101-11501	ACCOUNTS RECEIVABLE - CIVICS	(1,425.69)	
101-15500	PREPAID ITEMS	72,383.00	
TOTAL ASSETS			1,769,089.77

LIABILITIES AND EQUITY

LIABILITIES

101-20200	ACCOUNTS PAYABLE	11,274.22	
101-20700	BUILDING DEPOSIT LIABILITY	300.00	
101-20810	SALES TAX PAYABLE	3,354.60	
101-20910	LODGING TAX PAYABLE	2,275.35	
101-21600	ACCRUED WAGES & SALARIES PAYAB	25,338.19	
101-21704	PERA	2,440.35	
101-21706	HEALTH INSURANCE	1,277.20	
101-21710	OTHER DEDUCTIONS	580.86	
101-22200	DEFERRED REVENUE	29,876.81	
TOTAL LIABILITIES			76,717.58

FUND EQUITY

101-24100	NONSPENDABLE	72,383.00	
101-24201	ASSIGNED - FISHERMANS POINT	439,369.47	
101-24203	RESERVED FOR OPEB	60,000.00	
101-24215	ASSIGNED - BUILDINGS	230,000.00	
101-24221	ASSIGNED - FIRE EQUIP	10,000.00	
101-24222	ASSIGNED - FIRE WILDFIRE BAL	67,736.04	
101-24230	ASSIGNED - PLAYGROUND EQUIP	70,000.00	
101-24240	ASSIGNED - PW ROADWAYS	97,000.00	
101-24241	ASSIGNED - PW EQUIPMENT	75,000.00	
101-24280	ASSIGNED - GRANT MATCHING FUND	50,000.00	
101-25300	UNASSIGNED	7,072.03	
	REVENUES OVER EXPENDITURES - YTD	513,811.65	
TOTAL FUND EQUITY			1,692,372.19
TOTAL LIABILITIES & EQUITY			1,769,089.77

CITY OF HOYT LAKES
BALANCE SHEET
DECEMBER 31, 2025

FUND 201 - AMBULANCE SPECIAL REVENUE

ASSETS

201-10101	FUND CASH	499,630.26	
201-10400	INVESTMENTS	149,580.04	
201-11500	ACCOUNTS RECEIVABLE	319,379.09	
201-11501	ACCOUNTS RECEIVABLE - CIVICS	800.00	
201-15500	PREPAID ITEMS	14,719.00	
TOTAL ASSETS			984,108.39

LIABILITIES AND EQUITY

LIABILITIES

201-21600	ACCRUED WAGES & SALARIES PAYAB	16,356.02	
TOTAL LIABILITIES			16,356.02

FUND EQUITY

201-24100	NONSPENDABLE	14,719.00	
201-24240	ASSIGNED - EMS VEHICLE	282,103.92	
201-24241	ASSIGNED - EQUIPMENT	111,804.18	
201-25300	UNASSIGNED	824,209.20	
	REVENUES OVER EXPENDITURES - YTD	(265,083.93)	
TOTAL FUND EQUITY			967,752.37
TOTAL LIABILITIES & EQUITY			984,108.39

CITY OF HOYT LAKES
BALANCE SHEET
DECEMBER 31, 2025

FUND 202 - CEMETERY SPECIAL REVENUE

ASSETS

202-10101	FUND CASH	47,315.30	
	TOTAL ASSETS		47,315.30

LIABILITIES AND EQUITY

FUND EQUITY

202-24249	ASSIGNED - MEMORIAL TREES	100.00	
202-25300	UNASSIGNED	41,423.21	
	REVENUES OVER EXPENDITURES - YTD	5,792.09	
	TOTAL FUND EQUITY		47,315.30
	TOTAL LIABILITIES & EQUITY		47,315.30

CITY OF HOYT LAKESBALANCE SHEET
DECEMBER 31, 2025**FUND 305 - STERN****ASSETS**

305-10101	FUND CASH	15,421.96	
305-10160	ESCROW CASH	38,791.52	
305-10170	TAX ESCROW CASH	4,895.39	
305-11501	ACCOUNTS RECEIVABLE - CIVICS	2,821.66	
305-11700	GASB 75 ACTIVITY	562,516.24	
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	TOTAL ASSETS		624,446.77
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LIABILITIES AND EQUITY**LIABILITIES**

305-20820	PROPERTY TAXES PAYABLE	23,972.19	
305-22397	GASB 75 ACTIVITY	554,698.92	
		<hr/>	
	TOTAL LIABILITIES		578,671.11

FUND EQUITY

305-25300	UNASSIGNED	10,221.66	
	REVENUES OVER EXPENDITURES - YTD	35,554.00	
		<hr/>	
	TOTAL FUND EQUITY		45,775.66
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	TOTAL LIABILITIES & EQUITY		624,446.77
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CITY OF HOYT LAKES

BALANCE SHEET

DECEMBER 31, 2025

FUND 601 - WATER ENTERPRISE

ASSETS

601-10101	FUND CASH	1,335,389.98	
601-10400	INVESTMENTS	104,313.54	
601-11500	ACCOUNTS RECEIVABLE	61,789.46	
601-11501	ACCOUNTS RECEIVABLE - CIVICS	1,078.30	
601-14100	INVENTORY	35,586.17	
601-15500	PREPAID ITEMS	11,833.00	
601-16100	LAND	20,000.00	
601-16200	BUILDINGS	2,428,435.81	
601-16210	A/D - BUILDINGS	(1,742,816.23)	
601-16300	IMPROVEMENTS	331,836.54	
601-16310	A/D - IMPROVEMENTS	(39,652.04)	
601-16400	EQUIPMENT	281,270.74	
601-16410	A/D - EQUIPMENT	(267,974.61)	
601-16440	VEHICLES	73,848.29	
601-16450	A/D - VEHICLES	(70,902.63)	
TOTAL ASSETS			2,564,036.32

LIABILITIES AND EQUITYLIABILITIES

601-20810	SALES TAX PAYABLE	(53.07)	
601-21500	ACCRUED INTEREST PAYABLE	1,338.24	
601-21600	ACCRUED WAGES & SALARIES PAYAB	3,545.75	
601-23101	BONDS PAYABLE - CURRENT	11,750.00	
601-23107	FUND DEBT PAYMENTS	125,550.00	
601-23903	COMPENSATED ABSENCES - CURRENT	6,104.93	
601-23904	COMPENSATED ABSENCES-LT	5,858.59	
601-29000	UNDISTRIBUTED RECEIPTS	(96.00)	
TOTAL LIABILITIES			153,998.44

FUND EQUITY

601-25300	UNASSIGNED	44,572.54	
601-28000	NET INVESTMENT IN CAPITAL ASSE	876,746.00	
	REVENUES OVER EXPENDITURES - YTD	1,488,719.34	
TOTAL FUND EQUITY			2,410,037.88
TOTAL LIABILITIES & EQUITY			2,564,036.32

CITY OF HOYT LAKES**BALANCE SHEET****DECEMBER 31, 2025****FUND 602 - SEWER ENTERPRISE****ASSETS**

602-10101	FUND CASH	687,423.30	
602-10400	INVESTMENTS	554,377.23	
602-11500	ACCOUNTS RECEIVABLE	94,070.76	
602-14100	INVENTORY	6,190.17	
602-15500	PREPAID ITEMS	15,894.00	
602-16100	LAND	20,000.00	
602-16200	BUILDINGS	965,964.88	
602-16210	A/D - BUILDINGS	(736,009.06)	
602-16300	IMPROVEMENTS	6,105,509.12	
602-16310	A/D - IMPROVEMENTS	(1,173,616.31)	
602-16400	EQUIPMENT	68,798.34	
602-16410	A/D - EQUIPMENT	(58,271.34)	
602-16440	VEHICLES	268,816.26	
602-16450	A/D - VEHICLES	(110,836.42)	
602-16500	CONSTRUCTION IN PROGRESS	11,585,963.78	
TOTAL ASSETS			18,294,274.71

LIABILITIES AND EQUITY**LIABILITIES**

602-21500	ACCRUED INTEREST PAYABLE	34,625.74	
602-21600	ACCRUED WAGES & SALARIES PAYAB	3,545.75	
602-23101	BONDS PAYABLE - CURRENT	244,250.00	
602-23102	BONDS PAYABLE 2017A	1,375,000.00	
602-23103	PFA LOAN	926,000.00	
602-23106	2020A PFA LOAN	1,546,161.06	
602-23107	FUND DEBT PAYMENTS	804,450.00	
602-23903	COMPENSATED ABSENCES - CURRENT	6,104.93	
602-23904	COMPENSATED ABSENCES-LT	5,858.59	
TOTAL LIABILITIES			4,945,996.07

FUND EQUITY

602-25300	UNASSIGNED	1,086,461.32	
602-28000	NET INVESTMENT IN CAPITAL ASSE	12,040,458.00	
	REVENUES OVER EXPENDITURES - YTD	221,359.32	
TOTAL FUND EQUITY			13,348,278.64
TOTAL LIABILITIES & EQUITY			18,294,274.71

CITY OF HOYT LAKES**BALANCE SHEET****DECEMBER 31, 2025****FUND 603 - SANITATION ENTERPRISE****ASSETS**

603-10101	FUND CASH	32,085.44	
603-11500	ACCOUNTS RECEIVABLE	35,912.49	
603-11501	ACCOUNTS RECEIVABLE - CIVICS	368.68	
603-15500	PREPAID INSURANCE	1,160.00	
	TOTAL ASSETS		69,526.61

LIABILITIES AND EQUITY**LIABILITIES**

603-20200	ACCOUNTS PAYABLE	14,930.87	
603-20810	SALES TAX PAYABLE	2,859.16	
603-21600	ACCRUED WAGES & SALARIES PAYAB	197.16	
	TOTAL LIABILITIES		17,987.19

FUND EQUITY

603-25300	UNASSIGNED	2,017.89	
	REVENUES OVER EXPENDITURES - YTD	49,521.53	
	TOTAL FUND EQUITY		51,539.42
	TOTAL LIABILITIES & EQUITY		69,526.61

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CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

GENERAL

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
TAXES	953,871.54	2,423,892.40	2,672,709.00	248,816.60	90.7
LICENSES & PERMITS	213.00	6,217.50	7,000.00	782.50	88.8
FEDERAL, STATE AND LOCAL AID	274,340.64	1,370,463.24	1,185,300.00	(185,163.24)	115.6
CHARGES FOR SERVICES	6,855.93	186,386.61	143,600.00	(42,786.61)	129.8
FINES & FORFEITS	2,935.13	(976.43)	.00	976.43	.0
MISCELLANEOUS REVENUE	7,918.54	129,503.39	8,000.00	(121,503.39)	1618.8
CAMPGROUND REVENUE	.00	230,841.74	223,500.00	(7,341.74)	103.3
OTHER REVENUE	25,000.00	33,949.99	7,500.00	(26,449.99)	452.7
	<u>1,271,134.78</u>	<u>4,380,278.44</u>	<u>4,247,609.00</u>	<u>(132,669.44)</u>	<u>103.1</u>

EXPENDITURES

ELECTED OFFICIALS	6,941.46	50,061.16	52,513.00	2,451.84	95.3
ADMINISTRATION	46,339.18	513,455.08	572,890.00	59,434.92	89.6
ELECTIONS	.00	.00	710.00	710.00	.0
AUDITOR	.00	34,000.00	32,000.00	(2,000.00)	106.3
ATTORNEY	1,720.00	20,765.00	25,000.00	4,235.00	83.1
OTHER GENERAL GOVT	6,914.78	123,509.67	121,700.00	(1,809.67)	101.5
PLANNING & ZONING	455.14	12,190.14	14,862.00	2,671.86	82.0
BUILDINGS	14,950.05	165,705.31	167,175.00	1,469.69	99.1
POLICE	55,330.50	766,045.82	655,000.00	(111,045.82)	117.0
FIRE	6,506.43	107,590.54	151,255.00	43,664.46	71.1
AMBULANCE	.00	.00	14,400.00	14,400.00	.0
ANIMAL CONTROL	784.46	12,163.32	10,854.00	(1,309.32)	112.1
PUBLIC WORKS	91,272.55	1,021,642.15	1,110,370.00	88,727.85	92.0
RECREATION	11,672.01	203,134.83	163,276.00	(39,858.83)	124.4
ARENA	27,651.33	230,294.49	211,132.00	(19,162.49)	109.1
RETIREES CENTER	248.95	2,382.22	3,700.00	1,317.78	64.4
COMMUNITY BUILDING	1,283.45	13,522.99	17,882.00	4,359.01	75.6
GOLF COURSE	7,021.40	227,692.68	179,672.00	(48,020.68)	126.7
LIBRARY	15,630.99	238,363.55	244,826.00	6,462.45	97.4
FISHERMAN'S POINT	8,772.93	108,947.84	115,400.00	6,452.16	94.4
ECONOMIC DEVELOPMENT	.00	15,000.00	20,050.00	5,050.00	74.8
	<u>303,495.61</u>	<u>3,866,466.79</u>	<u>3,884,667.00</u>	<u>18,200.21</u>	<u>99.5</u>
	<u>967,639.17</u>	<u>513,811.65</u>	<u>362,942.00</u>	<u>(150,869.85)</u>	<u>141.6</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

AMBULANCE SPECIAL REVENUE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
FEDERAL, STATE AND LOCAL AID	4,616.99	101,763.42	83,200.00	(18,563.42)	122.3
CHARGES FOR SERVICES	36,745.78	794,343.90	881,031.00	86,687.10	90.2
MISCELLANEOUS REVENUE	1,660.05	11,290.50	12,000.00	709.50	94.1
	<u>43,022.82</u>	<u>907,397.82</u>	<u>976,231.00</u>	<u>68,833.18</u>	<u>93.0</u>
<u>EXPENDITURES</u>					
AMBULANCE	<u>68,195.22</u>	<u>1,172,481.75</u>	<u>1,240,165.00</u>	<u>67,683.25</u>	<u>94.5</u>
	<u>68,195.22</u>	<u>1,172,481.75</u>	<u>1,240,165.00</u>	<u>67,683.25</u>	<u>94.5</u>
	<u>(25,172.40)</u>	<u>(265,083.93)</u>	<u>(263,934.00)</u>	<u>1,149.93</u>	<u>(100.4)</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

CEMETERY SPECIAL REVENUE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
CHARGES FOR SERVICES	2,450.00	16,200.00	23,000.00	6,800.00	70.4
MISCELLANEOUS REVENUE	.00	2,012.88	.00	(2,012.88)	.0
	<u>2,450.00</u>	<u>18,212.88</u>	<u>23,000.00</u>	<u>4,787.12</u>	<u>79.2</u>
<u>EXPENDITURES</u>					
CEMETERY	650.44	12,420.79	12,111.00	(309.79)	102.6
	<u>650.44</u>	<u>12,420.79</u>	<u>12,111.00</u>	<u>(309.79)</u>	<u>102.6</u>
	<u>1,799.56</u>	<u>5,792.09</u>	<u>10,889.00</u>	<u>5,096.91</u>	<u>53.2</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

WATER ENTERPRISE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
MISCELLANEOUS REVENUE	.00	943.41	.00	(943.41)	.0
UTILITY REVENUE	62,208.24	742,958.28	623,312.00	(119,646.28)	119.2
OTHER REVENUE	.00	2,570,000.00	.00	(2,570,000.00)	.0
	<u>62,208.24</u>	<u>3,313,901.69</u>	<u>623,312.00</u>	<u>(2,690,589.69)</u>	<u>531.7</u>
<u>EXPENDITURES</u>					
WATER	<u>468,771.45</u>	<u>1,825,182.35</u>	<u>676,222.00</u>	<u>(1,148,960.35)</u>	<u>269.9</u>
	<u>468,771.45</u>	<u>1,825,182.35</u>	<u>676,222.00</u>	<u>(1,148,960.35)</u>	<u>269.9</u>
	<u>(406,563.21)</u>	<u>1,488,719.34</u>	<u>(52,910.00)</u>	<u>(1,541,629.34)</u>	<u>2813.7</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

SEWER ENTERPRISE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
FEDERAL, STATE AND LOCAL AID	.00	125,343.50	.00	(125,343.50)	.0
MISCELLANEOUS REVENUE	.00	9,780.61	5,000.00	(4,780.61)	195.6
UTILITY REVENUE	87,849.93	1,083,444.50	1,022,260.00	(61,184.50)	106.0
OTHER REVENUE	.00	220,000.00	.00	(220,000.00)	.0
	<u>87,849.93</u>	<u>1,438,568.61</u>	<u>1,027,260.00</u>	<u>(411,308.61)</u>	<u>140.0</u>
<u>EXPENDITURES</u>					
WASTE WATER	<u>38,725.19</u>	<u>1,217,209.29</u>	<u>1,021,369.00</u>	<u>(195,840.29)</u>	<u>119.2</u>
	<u>38,725.19</u>	<u>1,217,209.29</u>	<u>1,021,369.00</u>	<u>(195,840.29)</u>	<u>119.2</u>
	<u>49,124.74</u>	<u>221,359.32</u>	<u>5,891.00</u>	<u>(215,468.32)</u>	<u>3757.6</u>

CITY OF HOYT LAKES
FUND SUMMARY
FOR THE 12 MONTHS ENDING DECEMBER 31, 2025

SANITATION ENTERPRISE

	PERIOD ACTUAL	YTD ACTUAL	BUDGET	VARIANCE	PCNT
<u>REVENUE</u>					
MISCELLANEOUS REVENUE	.00	526.72	.00	(526.72)	.0
UTILITY REVENUE	35,577.73	393,921.87	350,700.00	(43,221.87)	112.3
	<u>35,577.73</u>	<u>394,448.59</u>	<u>350,700.00</u>	<u>(43,748.59)</u>	<u>112.5</u>
<u>EXPENDITURES</u>					
SANITATION	45,491.45	344,927.06	350,056.00	5,128.94	98.5
	<u>45,491.45</u>	<u>344,927.06</u>	<u>350,056.00</u>	<u>5,128.94</u>	<u>98.5</u>
	<u>(9,913.72)</u>	<u>49,521.53</u>	<u>644.00</u>	<u>(48,877.53)</u>	<u>7689.7</u>

Investment Report

December 2025

6.8

Ambulance						
Bank	FDIC	% Return	Purchase Date	Maturity Date	Type	Amount
Civista Bank	12982	4.15	10/29/2024	7/25/2025	CD - Fixed	\$ -
Bank Deposit Program - Tristate Capital Bank						\$ 152,901.56
						\$ 14.74
						\$ 152,916.30
						\$ -
						\$ -
						\$ -
						\$ 14.74
						\$ 152,916.30

Note: Civista CD Matured July 25th, proceeds disbursed to Bank Deposit Program.

General						
Bank	FDIC	% Return	Purchase Date	Maturity Date	Type	Amount
Live Oak BKG Co	58665	0.4	1/11/2021	7/15/2025	CD - Fixed	\$ -
Bank Deposit Program - Raymond James						\$ 216,382.21
						\$ 20.86
						\$ 216,403.07
						\$ -
						\$ -
						\$ -
						\$ 20.86
						\$ 216,403.07

Note: Live Oak CD Matured July 15th, proceeds disbursed to Bank Deposit Program.

Sewer						
Bank	FDIC	% Return	Purchase Date	Maturity Date	Type	Amount
Bank Hapoalim	33686	0.45	11/13/2020	11/17/2025	CD - Fixed	\$ 150,000.00
Bank of California	24045	4.1	10/29/2024	5/1/2026	CD - Fixed	\$ 200,000.00
Bank Deposit Program						\$ 213,775.92
						\$ 37.07
						\$ 213,812.99
						\$ 563,775.92
						\$ 37.07
						\$ 564,038.99

Water						
Bank	FDIC	% Return	Purchase Date	Maturity Date	Type	Amount
JP Morgan Chase Bank	628	1	9/22/2020	2/18/2029	CD-Fixed	\$ 100,000.00
Bank Deposit Program						\$ 5,325.88
						\$ 121.50
						\$ 91,699.00
						\$ 5,447.38
						\$ 97,146.38

Total: \$ 1,038,385.57 \$ 194.17 \$ 1,030,504.74

10.1

2026 HOYT LAKES GOLF COURSE CLUBHOUSE LEASE AND OPERATING AGREEMENT

This **Golf Course Clubhouse Lease and Operating Agreement** ("Agreement") is made and entered into as of **January 27, 2026** ("Effective Date"), by and between the **City of Hoyt Lakes, Minnesota**, a municipal corporation ("City"), and **Jenna Houser**, an individual ("Lessee").

City and Lessee may be referred to individually as a "Party" and collectively as the "Parties."

1. LEASE OF PREMISES; TERM

City hereby leases to Lessee the **Hoyt Lakes Golf Course Clubhouse**, together with all existing appurtenances, fixtures, furnishings, and equipment located therein ("Premises").

The term of this Agreement shall commence upon the **opening of the 2026 golf season**, as determined by the City upon the recommendation of Lessee, and shall continue through **September 15, 2026** ("Term"). If weather conditions permit, Lessee may, with the City's written consent, extend operations through **October 1, 2026**.

2. FOOD, BEVERAGE, AND HOURS OF OPERATION

Lessee shall operate food and beverage services consistent with the facilities available at the Premises. Lessee shall be solely responsible, at Lessee's expense, for all aspects of restaurant and beverage operations, including ordering, preparation, service, staffing, and supervision.

The Clubhouse shall be staffed and open:

- **June, July, August:** 7:00 a.m. – 7:30 p.m.
- **April, May, September:** 8:00 a.m. – 7:30 p.m.
- **League nights:** until closing

Hours may be adjusted due to weather conditions with City approval.

Lessee shall apply for, obtain, and maintain all required liquor licenses and permits and shall obtain liquor liability insurance as required by Minnesota law. Lessee shall bear all associated costs and shall provide copies of all licenses to the City and/or Commission

at the beginning of the season.

3. FEES, STAFFING, AND INDEPENDENT CONTRACTOR STATUS

Lessee shall be responsible for collecting all greens fees, season tickets, locker rentals, cart rentals, and driving range ball fees and shall maintain accurate records as required by the City.

Lessee shall be responsible for the general cleaning and routine maintenance of the Clubhouse and equipment used therein. Lessee shall hire, supervise, and compensate all employees and shall maintain workers' compensation and any other required insurance coverage for such employees.

Nothing in this Agreement shall be construed to create an employer-employee relationship between City and Lessee or Lessee's employees. Lessee is an independent contractor and not an agent of the City, except as expressly authorized in writing.

4. INDEMNIFICATION

Lessee shall indemnify, defend, and hold harmless the City, its officers, employees, and agents from any and all claims, damages, liabilities, losses, and expenses arising out of or related to Lessee's use of the Premises, operations under this Agreement, or acts or omissions of Lessee, its employees, or agents.

5. GOLF OPERATIONS AND TOURNAMENTS

Lessee shall provide a reasonable and sufficient inventory of golf equipment and supplies, monitor all first-tee groups, open and secure golf gates, enforce City-adopted rules, and manage rental clubs, pull carts, and motorized carts.

Lessee shall coordinate and schedule all golf tournaments, subject to **prior City approval**, and shall provide tournament dates to the Recreation Director.

6. EXPENSE RESPONSIBILITIES

Lessee shall bear all costs related to food, beverages, and golf equipment and supplies. City shall be responsible for structural repairs to the Clubhouse and permanent fixtures.

Lessee may incur necessary expenses on behalf of the City not exceeding **\$25.00 per occurrence** without prior authorization from the Recreation Director.

7. COMPENSATION

Lessee shall retain all profits from food, beverage, and golf equipment sales. In addition, City shall pay Lessee **compensation of \$15,000.00 for the 2026 season**, payable as follows:

Month	Amount
January	\$3,000
June	\$2,500
July	\$2,500
August	\$2,500
After post-closure inspection	\$4,500

8. EXCLUSIVITY

No concessions shall be sold on the golf course by any party other than Lessee. The Clubhouse shall not be rented or made available for use by third parties.

9. RECORDKEEPING AND INSURANCE

Lessee shall maintain daily financial records of greens fees, season tickets in a format approved by the City.

City shall maintain public liability insurance for the Premises. Lessee shall maintain insurance for food services and shall provide copies of all inspection reports and correspondence from regulatory agencies, including the St. Louis County Health Department.

10. UTILITIES AND TELEPHONE

City shall furnish and pay for all utilities and telephone service for the Clubhouse. Telephone use shall be limited to ordinary business purposes. Lessee shall be responsible for excessive or non-business telephone charges.

11. INVENTORY

An inventory of Clubhouse equipment and furnishings shall be conducted prior to commencement of the Term and again upon termination. Lessee shall replace missing items, excluding reasonable wear and tear.

12. DEFAULT AND TERMINATION

If Lessee defaults, City may provide written notice and allow **fourteen (14) days** to cure. Failure to cure permits City to terminate this Agreement and retake possession. In such event, compensation under Section 7 shall be prorated through the termination date, and the minimum payment guarantee shall not apply.

13. LIABILITY INSURANCE

Lessee shall maintain general liability insurance with minimum limits of **\$1,500,000**, naming the City of Hoyt Lakes as an additional insured. Coverage must provide **30 days' written notice** of cancellation or material change.

14. VENDOR ACCOUNTS

Lessee shall maintain a separate mailing address for all vendor accounts and billing and shall not represent affiliation with the City. The golf course address may be used solely for shipping.

15. RENT

No rent shall be paid by Lessee. Services provided under this Agreement are in lieu of rent. Lessee shall ensure all equipment complies with health codes and undergoes annual inspection.

IN WITNESS WHEREOF

The Parties have executed this Agreement as of the date first written above.

CITY OF HOYT LAKES

Brennan Scott, Mayor

Date: _____

Dean Weiberg, City Administrator

Date: _____

LESSEE

Jenna Houser

Date: _____

**CORPORATE RESOLUTION
FOR
BROKERAGE INVESTMENT ACCOUNT**

Account Number: _____
Office _____
Registered Rep.'s Name: _____
Registered Rep.'s Number: _____
Name for Filing _____

**EXTRACT OF MINUTES OF A MEETING OF THE
CITY COUNCIL OF THE CITY
OF HOYT LAKES, MINNESOTA**

HELD: January 27, 2026

Pursuant to due call and notice thereof, a _____ meeting of the City Council (the Council) of the City of Hoyt Lakes, (the City), St. Louis County, Minnesota, was duly called and held at the City Hall in the City on January 27, 2026, at 5:30 p.m.

The following members were present:

and the following were absent:

Member _____ introduced the following resolution and moved its adoption:

RESOLUTION NO. 2026-04

**RESOLUTION AUTHORIZING AN INVESTMENT ACCOUNT WITH
PERSHING LLC**

BE IT RESOLVED by the City Council (the "Council") of the City of Hoyt Lakes, Minnesota, (the "City") as follows:

Section 1. Recitals.

1.01. The City, pursuant to Minnesota Statutes, Sections 118A.01 through 118A.08, has authority to invest "Public Funds" as defined in Minnesota Statutes, Section 118A.01(4)

1.02. Public Funds may be invested in the manner and in the securities detailed in Minnesota Statutes, Sections 118A.04 and 118A.05.

1.03. Minnesota Statutes, Section 118A.02(1) permits the City Council to authorize the treasurer or chief financial officer to make investments.

1.04. The City of Hoyt Lakes is a "Government Entity" as defined in Minnesota Statutes, Section 118A.01(2).

1.05. Subject to compliance with Minnesota Statutes, Section 118A.04(9), the treasurer or chief financial officer may purchase securities through a broker-dealer.

Section 2. Approval of Account/Investments.

2.01. The Administrator, who is the City's "treasurer or chief financial officer", is authorized to open and maintain an investment account with Pershing LLC through Northland Securities, Inc. ("NSI"), and any Pershing or NSI affiliate, subsidiary, or successor corporation, for the purpose of buying and selling such securities as may be permitted by Minnesota Statutes, Sections 118A.01 through 118A.08. The trading of options, trading on margin, and selling short is not authorized.

2.02. The Administrator or any duly appointed deputy thereto are authorized to act on behalf of the City with respect to the Pershing/NSI investment accounts without any limitations. This authority includes, but is not limited to, the authority to open and close investment accounts, to execute documents on behalf of the City, to order securities transactions, to order assignment or transfer of securities and distribution of proceeds, and to otherwise make investment decisions on behalf of the City with respect to any investments or investment accounts.

2.03. That Pershing/NSI and all transfer agents are authorized to rely upon the oral or written instructions of the Administrator without further inquiry into that person's authority to act on behalf of the City. Furthermore, Pershing/NSI and all transfer agents may continue to exercise such reliance until the City provides Pershing/NSI with a certified copy of a resolution of the City revoking or modifying this resolution.

The motion for the adoption of the foregoing resolution was duly seconded by Member _____ and upon voted being taken thereon, the following voted in favor thereof:

and the following voted against the same:

Whereupon said resolution was declared duly passed and adopted on _____.

STATE OF MINNESOTA)
)SS
COUNTY OF ST LOUIS)

I, the undersigned, being the duly qualified and acting City Administrator of the City of Hoyt Lakes, St. Louis County, Minnesota, DO HEREBY CERTIFY, that I have carefully compared the preceding extract of minutes of a meeting of the City Council of said City held on the date therein indicated with the original minutes thereof on file in my office and that the same is a full, true and correct transcript thereof insofar as said minutes relate to the topic described in the title of the resolution set forth in the extract.

WITNESS my hand officially and the official seal of the City on January 27, 2026.

Mayor

(SEAL)

STATE OF MINNESOTA
COUNTY OF ST. LOUIS _____
CITY OF HOYT LAKES

CERTIFICATION REGARDING CITY OFFICER

I, the undersigned, being the duly qualified and acting Mayor of the City of Hoyt Lakes, Minnesota (the "City"), DO HEREBY CERTIFY that the City Official, Dean Weiberg, was duly appointed, is qualified and is an acting member holding the title of City Administrator as of the date below.

WITNESS my hand officially and the official seal of the City of Hoyt Lakes, Minnesota this 27th day of January, 2026.

SEAL

Mayor

11.2



Statement of Work

East Range Police Department

City of Hoyt Lakes

SOW Prepared By:

Mark Laqua

Solution Consultant
Heartland Business Systems, LLC
101 Broadway Street West, Suite 106
Osseo, MN 55369
Phone: (800) 236-7914
mlaqua@hbs.net

Chase Heuer

Physical Security Design Engineer
Heartland Business Systems, LLC
101 Broadway Street West, Suite 106
Osseo, MN 55369
Phone: (800) 236-7914
cheuer@hbs.net



Project Overview

This Statement of Work ("SOW") reflects the services and material to be provided by Heartland Business Systems, LLC, (hereinafter referred to as "HBS") for East Range Police Department (hereinafter referred to as "Customer Abv." or "Customer").

Verkada Command Video Surveillance and Access Control

Onsite Installation Performed by Others / Remote Configuration Performed by HBS

Video Surveillance: Verkada Command

Campground

- (3) Exterior Cameras
- Placements documented on Line and Placement Drawing (LPD)
- Hardware Schedule

Park/Highway Intersections

- (3) Exterior Cameras
 - (1) Intersection of Kennedy and Kensington
 - (1) Intersection of Kennedy and Hampshire
 - (1) City Park
- Placements documented on Line and Placement Drawing (LPD)
- Hardware Schedule

Surveillance:

- Purpose: General Surveillance
- VMS Solution: Verkada Command
- Retention Period: 30 Days
- Recording Method: Adaptive Quality Recording
- Features Discussed:
 - Object Analytics
 - Assumed Gender
 - Clothing Color
 - Vehicle Type
 - Vehicle Color
 - Face Search
 - Motion Analytic
 - Quick Searching

Project Scope

HBS will provide the following services (hereinafter referred to as the "Scope"):

In Scope

- Project Management



- Project Setup – Timeline – Resource Allocation
- Customer Coordination
- Contractor Coordination
- Weekly Email Update
- As-Build Documentation Handoff
- Database design meeting
 - Network requirements
 - Naming Conventions
 - Users and Permissions
 - Notifications – Offline Devices
 - Integrations
 - Training Schedule Set
- Database and device programming
 - Active Directory connection setup
- Administrative and user training
 - Training session for administrators and general system use
 - Additional training sessions available as time used
- Provide as-build PDF following signed Project Closure letter returned to HBS Project Manager

Out of Scope

- Any work or material not specifically identified in this document is not included in this Agreement. The out-of-scope items shall include the following: Deployment of any additional equipment not specifically listed in this SOW or Quote for the project.

Additional Requirements and Conditions

- HBS and Customer will both ensure that adequate resources, for which each respective party is responsible, are available when needed throughout the duration of this engagement. The timely completion of this engagement will depend on the availability of the necessary Customer personnel.
- The timely completion of this engagement will also depend on the availability and delivery of the product(s) associated with this SOW from other vendors.
- Any potential dependencies discovered prior to or during implementation will be communicated to Customer and HBS to determine impact to the timing, scope and pricing for the project, and the parties shall utilize the Change Order process as necessary.

Customer Responsibilities

Site and System(s) Readiness

The items listed below shall be the responsibility of the customer:

- Assign single point of contact
- Provide room for staging
- Clean all network closets prior to shipment arrival
- Provide database and IP information
 - System Users – First Name, Last Name, Email Address, Phone Number
- Active Directory programming



- Rackspace Available
- Wall space available
- Network configuration
- Network switch port(s)
- (3) AT&T Sim Cards
- (2x) 120v Power within Mounted Box on Poles (Park, Hampshire Dr- Kennedy)
- (1x) 7 Pin Light Pole Tap (Kensington-Kennedy)
- Power Boxes Mounted between 10-15Ft off ground
- High voltage electric work (receptacles or circuits)
- Repairs and troubleshooting of existing equipment
- Under Assumption all cabling in current state is in working order anything none working will need change order to be replaced
- Trimming landscape for field of views
- Local and/or State permits and inspections
- Equipment and trash disposal

Working Conditions and Access

The items listed below shall apply to the extent applicable:

- Customer will provide a Single Point of Contact with decision making ability to interface with HBS. This person is responsible for signing off on Scope of Work and Change Order documents throughout the project.
- Customer will provide Subject Matter Experts (SMEs) when required by project personnel and/or project activities. If delays in the project timeline are a result of delayed access to SME personnel or any other Customer delays, Customer may be subject to additional charges.
- Customer will provide HBS with access, including all password and logins, to required existing network or system assets listed in the scope.
- Customer will provide HBS with proper access and workspace areas at Customer locations that includes internet, physical and remote access to in scope infrastructure or systems.
- Customer will allow the HBS engineer to connect their computer to Customer network in order to perform their duties. HBS will allow Customer to examine said notebook for current anti-virus software, if needed.
- Customer will allow HBS unescorted access to computer rooms, equipment closets and the general facility. If unescorted access is not available, Customer shall assign access levels appropriately and coordinate escorts.
- Customer will provide adequate access and credentials required for the assessment of all components or systems listed in the scope.
- Customer will provide remote access prior to, and throughout, the project if required.
- Customer will have working Internet access available where the work will be performed.
- Customer is responsible for resolving problems outside the SOW that are beyond the control of HBS. These shall include but not be limited to software/firmware bugs, vendor engineering support cases, hardware failures, telecommunication circuits, server issues, desktop issues, the acts or omissions of any third party, or any other occurrence not caused by HBS. HBS can assist with these out-of-scope issues through the Change Order process or on a time and materials basis.

Testing, Notification and Change Control

- Customer will provide advanced notification of any network outages or changes during the implementation period.



- Customer will assist with the creation of and perform user acceptance testing and post-migration end-point validations.
- HBS and Customer will provide 48-hour notification of any schedule changes.
- Customer will assist with the design, testing and validation of the project Deliverables.
- Customer and HBS agree that work shall progress when Customer staff is not available to participate.

Milestones

The project milestones below are utilized to track progress against the Project Plan.

Milestone
Implementation Team Introduction
Database Design Meeting
System Programming
Administrative and User Training
Signed Project Closure letter returned to HBS Project Manager

Deliverables

The following are the deliverables HBS will provide to Customer (hereinafter referred to as “Deliverables”) for this project:

Any change to the Deliverables listed below will require a Change Order.

#	Deliverables
1	Database design document
2	systems installed and programmed
3	As-built PDF

Fixed Fee Pricing

This SOW is fixed fee. Any additional work required under a Change Order will also be billed to East Range Police Department

Service and equipment identified in this SOW do not include any taxes that may be applicable. Any such taxes shall be specified on an invoice as a separate line item.

East Range Police Department agrees to compensate HBS for providing the Deliverables as stated in the attached Quote.

Project Completion

Project will be complete when all Deliverables have been provided to Customer.

Customer will have seven (7) business days to review the Deliverables for the project. If HBS does not receive a written notice of rejection describing the basis for rejection within this period, the Deliverables will be considered accepted.



After the completion of the project, support may be obtained by contacting the HBS Account Manager. Support will be billed at an agreed upon rate for services rendered.

Change Management

Additional products and services beyond the In-Scope deliverables listed above are considered out of scope and require a Change Order executed by the parties before any such work can be performed. Any additions, deletions, or modifications to the Agreement, regardless of change to project value, require a Change Order.

Terms

Binding Agreement. This SOW describes the professional services and/or products, and results to be provided by HBS. Upon execution, this SOW shall be contractually binding on the parties. The HBS Standard Terms and Conditions are also made part of this Agreement.

Order of Precedence. Any ambiguity or inconsistency between or among the statements of this SOW and the Standard Terms and Conditions shall be resolved by giving priority and precedence in the following order:

- Statement of Work
- Standard Terms and Conditions

Work Hours. All professional services work will be completed during the normal business hours of 8:00 am – 5:00 pm Monday - Friday Central Time. Any work occurring after 5:00 pm or before 8:00 am or on weekends is subject to a bill rate of 1.5 times the normal rate, unless the parties agree otherwise in writing.

General. No other promises have been made related to this SOW except for those stated in this SOW. This SOW supersedes all other agreements or promises related to this project and SOW. HBS shall not be responsible for any delay caused by the Customer or its vendors or contractors, equipment or shipping delays, or any other occurrence not caused by HBS.

Confidentiality. Each party may have access to confidential information concerning the methodologies, pricing, and business practices of the other. Neither party shall make any use of such information of the other party except in connection with the exercise of its rights and responsibilities under this SOW.

Verkada Surveillance
Quote #392673 v2

Prepared For:

City of Hoyt Lakes

 Dean Weilberg
 206 Kennedy Memorial Dr
 Hoyt Lakes, MN 55750

P: (218) 225-2344

E: dweilberg@hoytlakes.com

Prepared By:

Minneapolis Area Office

 Mark Laqua
 101 Broadway Avenue West Suite 106
 Osseo, MN 55369

P: 920-788-7720

E: mlaqua@hbs.net

Date Issued:

01.09.2026

Expires:

01.30.2026

SURV Camp Cameras	Price	Qty	Ext. Price
Verkada CD43-E Outdoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	\$839.30	2	\$1,678.60
Verkada CD53-E Outdoor Dome Camera, 5MP, Zoom Lens, 256GB of Storage, Maximum 30 Days of Retention	\$979.30	1	\$979.30
Verkada Circle Junction Box Mount	\$76.30	3	\$228.90
Verkada Pole Mount	\$146.30	2	\$292.60
Verkada 10-Year Camera License, Capacity Increase	\$1,259.30	3	\$3,777.90
Fixed Fee Labor - Project management and remote programming	\$1,632.50	1	\$1,632.50
Subtotal			\$8,589.80

SURV Park Cameras	Price	Qty	Ext. Price
Verkada CB62-E Outdoor Bullet Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	\$1,259.30	1	\$1,259.30
Verkada CY63-E Outdoor Two-Camera Multisensor Camera, 2x4K, Zoom Lens, 1TB of Storage, Maximum 30 Days of Retention	\$1,959.30	1	\$1,959.30
Verkada CH53-E Outdoor Four-Camera Multisensor Camera, 4x5MP, Zoom Lens, 1TB of Storage, Maximum 30 Days of Retention	\$2,379.30	1	\$2,379.30
Verkada GC31 Cellular Gateway, Outdoor	\$909.30	3	\$2,727.90
Verkada Arm Mount	\$69.30	2	\$138.60
Verkada Four-Camera Multisensor Pendant Cap Mount	\$97.30	1	\$97.30
Verkada Square Junction Box Mount	\$62.30	1	\$62.30
Verkada Pole Mount	\$146.30	3	\$438.90
Verkada Two-Camera Multisensor Pendant Cap Mount	\$76.30	1	\$76.30
Verkada AC/DC Power Adapter for G Series, 54V, Indoor, North America Type B Plug	\$62.30	3	\$186.90
Verkada 10-Year Camera License, Capacity Increase	\$1,259.30	1	\$1,259.30
Verkada 10-Year Two-Camera Multisensor License, Capacity Increase	\$2,239.30	1	\$2,239.30
Verkada 10-Year Four-Camera Multisensor License, Capacity Increase	\$3,779.30	1	\$3,779.30
Verkada 10-Year Cellular Gateway License, Capacity Increase	\$1,889.30	3	\$5,667.90
Fixed Fee Labor - Project management and remote programming	\$1,632.50	1	\$1,632.50
Subtotal			\$23,904.40

Services	Price	Qty	Ext. Price
Cabling & Physical Security Subcontractor (Fixed Bid) SCOPE: Provide necessary labor and materials for the installation of new Cameras and Camera System. Includes installation of the following: Campground (3) Outdoor Camera Locations - Install & Focus Park/Hwy Inter (3) Outdoor Camera Locations - Install & Focus MATERIALS: Qty Description 100' Category 6 plenum 6 Category 6 Mod Plugs 6 Flex Conduit & Components 6 Misc - cable support, mounting hardware, etc.	\$9,192.86	1	\$9,192.86
Subtotal			\$9,192.86

Non-Returnable/Non-Refundable Language

Verkada Note:

Customer understands that all orders for Verkada offers a 30-day money-back guarantee on their products. If you are not satisfied with your purchase, you can return it within 30 days of the purchase date.

To initiate a return, please contact HBS. Verkada also provides a 10-year product warranty for their security systems, which can be found in their [Verkada End User Agreement](#). The warranty does not cover damage from accidents, misuse, acts of God, or unauthorized hardware use. If a product is discontinued, Verkada will still replace return merchandise authorization (RMA) units with the same discontinued product if available. If not, they will provide a functionally equivalent replacement and transfer the remaining license term.

Quote Summary	Amount
SURV Camp Cameras	\$8,589.80
SURV Park Cameras	\$23,904.40
Services	\$9,192.86
Total:	\$41,687.06

This Quote does not include any federal or state prevailing wage rates, unless specifically noted. If this project requires compliance with any federal or state prevailing wage laws, the customer must immediately notify Heartland in writing prior to acceptance so that Heartland can provide an updated Quote. Any modifications made after the project commencement will result in additional charges and delays.

This quote may not include applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges. Final applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 20% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns, cancellations or order changes are accepted by HBS without prior written approval. This quote and any attached agreement are not subject to termination without cause or for convenience. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. Customer may issue a purchase order for administrative purposes only. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2022.v1.0 or later, or the parties have executed a current master services agreement, the signed agreement shall control over any conflicting terms in the version on the website. If a current master services agreement does not cover the purchase of products, the ST&Cs located on the website shall govern the purchase of products. Certain purchases also require customer to be bound by end user terms and conditions. A list of end user terms and conditions related to various manufacturers and vendors is set forth at <https://www.hbs.net/End-User-Agreements>. Any purchase that customer makes is also governed by the applicable end user terms and conditions, which are incorporated herein by reference. If customer has questions about whether end user terms and conditions apply to a purchase, customer shall contact HBS. Any order(s) that exceeds the credit limit assigned by HBS shall require upfront payment from customer in an amount determined by HBS. HBS shall make this determination at the time of the order, unless customer has previously submitted the required onboarding paperwork. In such event, HBS shall make this determination at the time of quoting. Customer shall ensure that all invoices are timely paid as stated in Section 2 of the ST&Cs, regardless of whether Customer has a financing or leasing company or other third-party issue the purchase order. In the event that a third-party issues the purchase order, Customer shall be required to sign this Quote for purposes of approving the order. QT.2025.v1.0

Acceptance

Minneapolis Area Office

City of Hoyt Lakes

Mark Laqua

Signature / Name

01/09/2026

Date

Signature / Name

Initials

Date



Lease Proposal

January 13, 2026

Lessee

City of Hoyt Lakes
206 Kennedy Memorial Drive
Hoyt Lakes, MN 55750

Lessor

Vantage Financial, LLC
14525 MN-7 Suite 245
Minnetonka, MN 55345

Equipment Description	Total Estimated Equipment Cost	Term	Annual Payment
Verkada Surveillance – 10YR Licensing – Quote# 392673 v2	\$41,687.06	5YR	\$9,680.00

Flex Lease:

Lessee may add, substitute, or delete equipment at any time during the lease term.

Anticipated Delivery

During the installation period, rent will be charged only on the Equipment accepted by Lessee. Once all of the Equipment is installed and accepted, the lease schedule will commence.

Fees

Lessor will not charge any documentation, administration, or legal fees.

End of Lease Options

At the end of the lease term, Lessee may purchase for \$1.

Contingencies

This proposal and the Lease Agreement are subject to final credit, equipment, and pricing approval by Lessor. This proposal is not intended to address all the legal matters relating to the lease. The lease documentation will represent the final legal agreement and will include non-appropriation language.

Proposal Expiration:

1/31/2026

We appreciate your consideration of Vantage Financial and look forward to partnering with you. Please do not hesitate to reach out to me directly with any questions regarding this proposal.

Sincerely,

Chris Bogie

Customer Signature: _____

Title: _____

Date: _____

Chris Bogie | Mobile: 651-341-7028 | Office: 952-232-4664 | cbogie@vantagefncl.com
Vantage Financial | 14525 MN-7 Suite 245 | Minnetonka, MN
55345 | www.vantagefncl.com

Statement of Work

East Range Police Department

Verkada Surveillance

SOW Prepared By:

Mark Laqua

Solution Consultant
Heartland Business Systems, LLC
101 Broadway Street West, Suite 106
Osseo, MN 55369
Phone: (800) 236-7914
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Chase Heuer

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Verkada Command Video Surveillance and Access Control

Onsite Installation Performed by Others / Remote Configuration Performed by HBS

Video Surveillance: Verkada Command

Police Department

- (4) Exterior Cameras
- (7) Interior Cameras
- (4) Access Control Panels
- (12) Door Access
 - (1) Optional Door
 - (12) Total
- Placements documented on Line and Placement Drawing (LPD)
- Hardware Schedule

Park/Highway Intersections

- (3) Exterior Cameras
 - (1) Intersection of Kennedy and Kensington
 - (1) Intersection of Kennedy and Hampshire
 - (1) City Park
- Placements documented on Line and Placement Drawing (LPD)
- Hardware Schedule

Surveillance:

- Purpose: General Surveillance
- VMS Solution: Verkada Command
- Retention Period: 30 Days
- Recording Method: Adaptive Quality Recording
- Features Discussed:
 - Object Analytics
 - Assumed Gender
 - Clothing Color
 - Vehicle Type
 - Vehicle Color
 - Face Search
 - Motion Analytic
 - Quick Searching

Electronic Access Control: Verkada Access Control



- Purpose: Monitor Access to Building
- Features Discussed:
 - Active Directory Management
 - Create Schedules
 - Cloud Management
 - Secure Building

Project Scope

HBS will provide the following services (hereinafter referred to as the “Scope”):

In Scope

- Project Management
 - Project Setup – Timeline – Resource Allocation
 - Customer Coordination
 - Contractor Coordination
 - Weekly Email Update
 - As-Build Documentation Handoff
- Database design meeting
 - Network requirements
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- Electric locking hardware
- Under Assumption all cabling in current state is in working order anything none working will need change order to be replaced
- Coordinate fire alarm company to provide and commission fire panel relays for fail-safe electric locks
- ADA Auto Opener Interrupt assumes (2) dry contact inputs are present
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Administrative and User Training
Signed Project Closure letter returned to HBS Project Manager



Deliverables

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2	systems installed and programmed
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Fixed Fee Pricing

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East Range Police Department agrees to compensate HBS for providing the Deliverables as stated in the attached Quote.

Project Completion

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Customer will have seven (7) business days to review the Deliverables for the project. If HBS does not receive a written notice of rejection describing the basis for rejection within this period, the Deliverables will be considered accepted.

After the completion of the project, support may be obtained by contacting the HBS Account Manager. Support will be billed at an agreed upon rate for services rendered.

Change Management

Additional products and services beyond the In-Scope deliverables listed above are considered out of scope and require a Change Order executed by the parties before any such work can be performed. Any additions, deletions, or modifications to the Agreement, regardless of change to project value, require a Change Order.

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General. No other promises have been made related to this SOW except for those stated in this SOW. This SOW supersedes all other agreements or promises related to this project and SOW. HBS shall not be responsible for any delay caused by the Customer or its vendors or contractors, equipment or shipping delays, or any other occurrence not caused by HBS.

Confidentiality. Each party may have access to confidential information concerning the methodologies, pricing, and business practices of the other. Neither party shall make any use of such information of the other party except in connection with the exercise of its rights and responsibilities under this SOW.

Police Dept - Verkada Surveillance & Access Control
Quote #391123 v3

Prepared For:

East Range Police Department

 Jorden Klovstad
 801-12203 Dorchester Dr
 Hoyt Lakes, MN 55750

P: (218) 225-2000

E: klovstad116@eastrangepd.com

Prepared by:

Minneapolis Area Office

 Mark Laqua
 101 Broadway Avenue West
 Suite 106
 Osseo, MN 55369

P: 920-788-7720

E: mlaqua@hbs.net

Date Issued:

01.09.2026

Expires:

01.30.2026

SURV PD		Price	Qty	Ext. Price
CD32-256-HW	Verkada CD32 Indoor Dome Camera, 3MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	\$519.35	1	\$519.35
CD43-256-HW	Verkada CD43 Indoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	\$649.35	6	\$3,896.10
CD53-256E-HW	Verkada CD53-E Outdoor Dome Camera, 5MP, Zoom Lens, 256GB of Storage, Maximum 30 Days of Retention	\$974.35	3	\$2,923.05
CF83-512E-HW	Verkada CF83-E Outdoor Fisheye Camera, 12MP, Fixed Lens, 512GB of Storage, Maximum 30 Days of Retention	\$1,169.35	1	\$1,169.35
ACC-MNT-ARM-1	Verkada Arm Mount	\$64.35	4	\$257.40
ACC-MNT-PEND-1	Verkada Pendant Cap Mount	\$44.85	3	\$134.55
ACC-MNT-CORNER-1	Verkada Corner Mount	\$129.35	1	\$129.35
ACC-MNT-UPEND-1	Verkada Umbrella Pendant Cap Mount	\$51.35	1	\$51.35
LIC-CAM-10Y-CAP	Verkada 10-Year Camera License, Capacity Increase	\$1,299.35	11	\$14,292.85
HBS-FF-LABOR	Fixed Fee Labor - Project management and remote programming	\$2,022.50	1	\$2,022.50
			Subtotal:	\$25,395.85

EAC PD Door Access		Price	Qty	Ext. Price
AC42-HW	Verkada AC42 4 Door Controller	\$1,169.35	4	\$4,677.40
ACC-BAT-4AH	Verkada 4AH Backup Battery for AC41, AC42, AX11, and BP41	\$83.85	4	\$335.40
AD34-HW	Verkada AD34 Multi-format Card Reader	\$226.85	12	\$2,722.20
ACC-AD-BP	Verkada backplate for AD34, black color, anodized aluminum	\$64.35	12	\$772.20
LIC-AC-10Y-CAP	Verkada 10-Year Door License, Capacity Increase	\$1,299.35	12	\$15,592.20
DS160	Request to Exit - Passive IR - Grey - Terminal Block	\$87.33	1	\$87.33
5236-2P15	Under Desk Button - 2 Push Button - Momentary	\$119.87	1	\$119.87
DC-100S	Connectors - Dolphin - 16-26 AWG - No Strip - Gel Filled - 100 Pack	\$16.05	1	\$16.05

EAC PD Door Access		Price	Qty	Ext. Price
HBS-FF-LABOR	Fixed Fee Labor - Project management and remote programming	\$2,022.50	1	\$2,022.50
			Subtotal:	\$26,345.15

Shipping		Price	Qty	Ext. Price
HBS-SHIPPING-PO	Estimated shipping	\$1,213.00	1	\$1,213.00
			Subtotal:	\$1,213.00

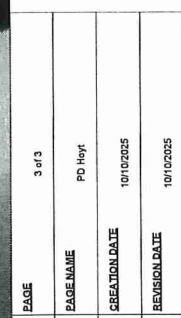
Services		Price	Qty	Ext. Price
HBS-SUBCONTRACTOR-CABLING	Cabling & Physical Security Subcontractor (Camera Install) SCOPE: Provide necessary labor and materials for the installation of new Cameras and Camera System. Includes installation of the following: Police Dept (7) Indoor Camera Location - Install & Focus (4) Outdoor Camera Locations - Install, Wire & Focus MATERIALS: Qty Description 200' Category 6 plenum 2 Category 6 Mod Plugs 11 Misc Cable Support, mounting hardware, etc.	\$8,764.29	1	\$8,764.29
HBS-SUBCONTRACTOR-CABLING	Cabling & Physical Security Subcontractor (Door Access Install) SCOPE: Provide all necessary labor and materials for the installation of new Access Control wiring and devicing. Includes the following: (2) Access Control Panel - Mount & Connect Wiring (12) Access Controlled Door Location - Connect Strike, Reader & Contact (12) Access Controlled Wiring - Install wiring and connect devices MATERIALS: Qty Description 200' Access Control (Banana) Cable - plenum 12 Misc - cable support, mounting hardware, etc.	\$12,290.00	1	\$12,290.00
			Subtotal:	\$21,054.29

Quote Summary		Amount
SURV PD		\$25,395.85
EAC PD Door Access		\$26,345.15
Services		\$21,054.29
Subtotal:		\$72,795.29
Shipping:		\$1,213.00
Total:		\$74,008.29

This Quote does not include any federal or state prevailing wage rates, unless specifically noted. If this project requires compliance with any federal or state prevailing wage laws, the customer must immediately notify Heartland in writing prior to acceptance so that Heartland can provide an updated Quote. Any modifications made after the project commencement will result in additional charges and delays.

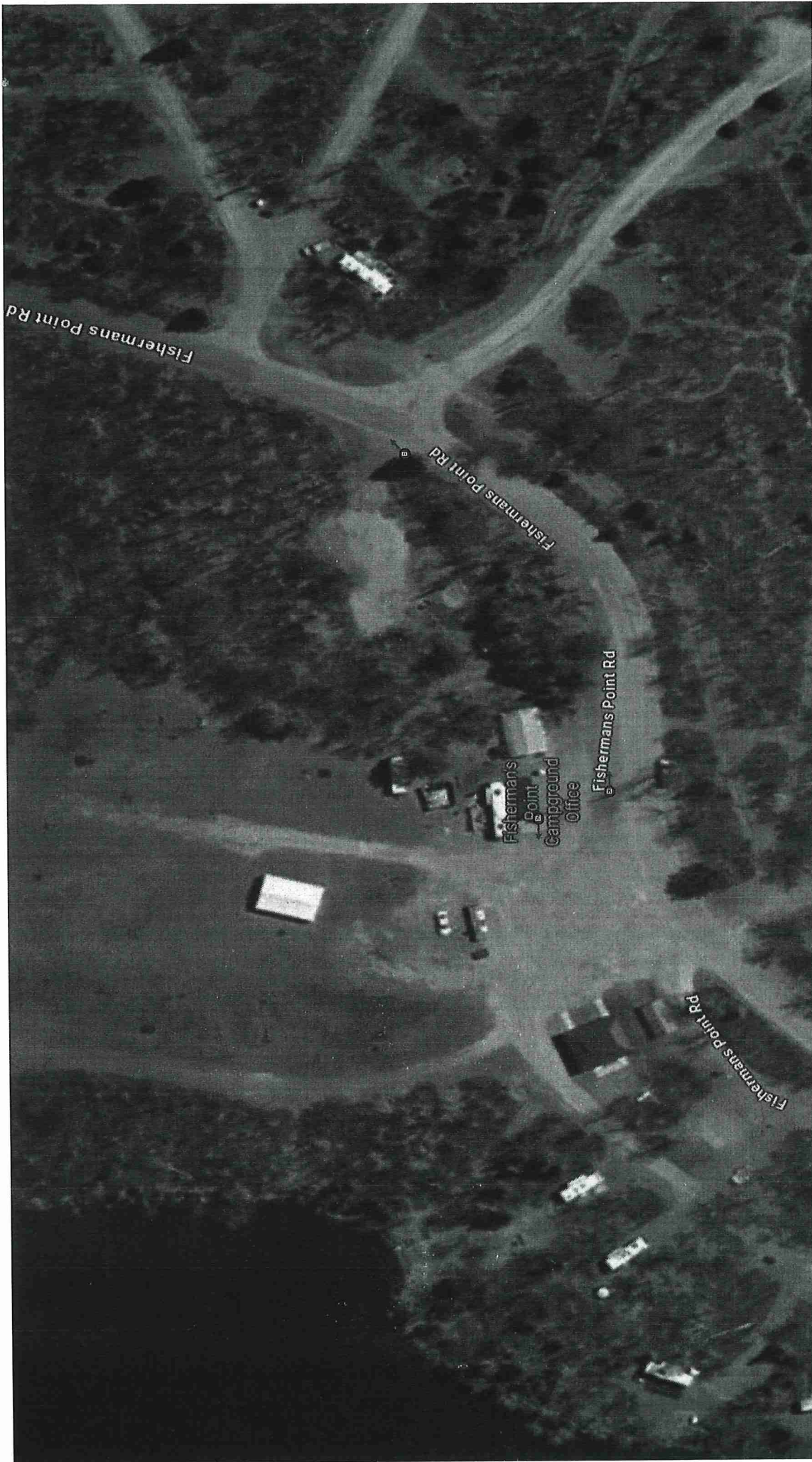
This quote may not include applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges. Final applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 20% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns, cancellations or order changes are accepted by HBS without prior written approval. This quote and any attached agreement are not subject to termination without cause or for convenience. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. Customer may issue a purchase order for administrative purposes only. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2022.v1.0 or later, or the parties have executed a current master services agreement, the signed agreement shall control over any conflicting terms in the version on the website. If a current master services agreement does not cover the purchase of products, the ST&Cs located on the website shall govern the purchase of products. Certain purchases also require customer to be bound by end user terms and conditions. A list of end user terms and conditions related to various manufacturers and vendors is set forth at <https://www.hbs.net/End-User-Agreements>. Any purchase that customer makes is also governed by the applicable end user terms and conditions, which are incorporated herein by reference. If customer has questions about whether end user terms and conditions apply to a purchase, customer shall contact HBS. Any order(s) that exceeds the credit limit assigned by HBS shall require upfront payment from customer in an amount determined by HBS. HBS shall make this determination at the time of the order, unless customer has previously submitted the required onboarding paperwork. In such event, HBS shall make this determination at the time of quoting. Customer shall ensure that all invoices are timely paid as stated in Section 2 of the ST&Cs, regardless of whether Customer has a financing or leasing company or other third-party issue the purchase order. In the event that a third-party issues the purchase order, Customer shall be required to sign this Quote for purposes of approving the order. QT.2025.v1.0

Acceptance	
Minneapolis Area Office	East Range Police Department
Mark Laqua Signature / Name	Jorden Klovstad Signature / Name
01/09/2026 Date	Initials



City of Hoyt

1700 Stephen Street • Little Chute • WI 54140
1-800-236-7914 • Fax: 920-788-7739



HEARTLAND BUSINESS SYSTEMS	Prepared for: City of Hoyt	"Applied Solutions through Advanced Technology"	PAGE	3 of 3
			SALES CONSULTANT	Mark Laqua
			PAGE NAME	Campground
			SYSTEM ENGINEER	Chase Heuer
			CREATION DATE	10/10/2025
			REVISION DATE	10/10/2025

1700 Stephen Street • Little China • NY 14140
1-800-336-7911 • Fax: 920-786-7739



HEARTLAND BUSINESS SYSTEMS "Applied Solutions through Advanced Technology" 1700 Sycamore Street • Little Chute • WI 54140 1-800-236-7911 • Fax: 920-788-7739		Prepared for: City of Hoyt		PAGE 3 of 3
SALES CONSULTANT Mark Lequa		PAGE NAME Park/Road		
SYSTEM ENGINEER Chase Hauer		CREATION DATE 10/10/2025		
		REVISION DATE 10/10/2025		