



OFFICIAL NOTICE AND AGENDA

of a meeting of a City Board, Commission, Department, Committee, Agency, Corporation, Quasi-Municipal Corporation, or sub-unit thereof.

Meeting of: **ECONOMIC DEVELOPMENT COMMITTEE**

Date/Time: **Tuesday, March 30, 2021 at 5:15 p.m.**

Location: **City Hall, Council Chambers**

Members: Tom Neal (C) , Lisa Rasmussen, Sarah Watson, Becky McElhaney and Tom Kilian

AGENDA ITEMS FOR CONSIDERATION (All items listed may be acted upon)

- 1 Approval of Minutes from 02/02/2021
- 2 Discussion and possible action on compliance of development agreement by Collaborative Consulting, Inc. d/b/a Collaborative Domestic Solutions Center-Wausau LLC
- 3 Discussion and possible action on the development proposals received for the Riverlife north zone RFP
- 4 Discussion and possible action on the developer request to amend the Thomas Street remnant parcel single-family housing proposal
- 5 Discussion and possible action on the release of a request for proposal for the redevelopment of the former Westside Battery property at 415 South First Avenue
- 6 **Updates**
 - Update on affordable housing efforts
- 7 Adjournment

It is likely that members of, and a quorum of the Council and/or members of other committees of the Common Council of the City of Wausau will be in attendance at the above-mentioned meeting to gather information. **No action will be taken by any such groups.**

This Notice was posted at City Hall and emailed to the Media on 03/25/2021

Due to the COVID-19 pandemic, this meeting is being held in person and via teleconference. Members of the media and the public may attend in person, subject to the social distancing rules of maintaining at least 6 feet apart from other individuals, or by calling 1-408-418-9388. The Access Code is **187 176 5773**. Password is **wausau**. Individuals appearing in person will either be seated in the Council Chambers or an overflow room, subject to the social distancing rules. Space available will be on a first come, first served basis. All public participants' phones will be muted during the meeting. Members of the public who do not wish to appear in person may view the meeting live over the internet at <https://tinyurl.com/WausauCityCouncil>, on the City of Wausau's YouTube Channel https://www.youtube.com/channel/UC-Nigpdco_i8sq5FbbJD_aw, live by cable TV, Channel 981, and a video is available in its entirety and can be accessed at https://www.youtube.com/channel/UC-Nigpdco_i8sq5FbbJD_aw. Any person wishing to offer public comment who does not appear in person to do so, may e-mail Sean Fitzgerald at sean.fitzgerald@ci.wausau.wi.us with "Economic Development Committee public comment" in the subject line prior to the meeting start. All public comment, either by email or in person, will be limited to items on the agenda at this time. The messages related to agenda items received prior to the start of the meeting will be provided to the Chair.

In accordance with the requirements of Title II of the Americans with Disabilities Act of 1990 (ADA), the City of Wausau will not discriminate against qualified individuals with disabilities on the basis of disability in its services, programs or activities. If you need assistance or reasonable accommodations in participating in this meeting or event due to a disability as defined under the ADA, please call the ADA Coordinator at (715) 261-6590 or ADAServices@ci.wausau.wi.us to discuss your accessibility needs. We ask your request be provided a minimum of 72 hours before the scheduled event or meeting. If a request is made less than 72 hours before the event the City of Wausau will make a good faith effort to accommodate your request.

Other Distribution: Media, Alderpersons, Mayor, City Departments

MINUTES

Economic Development Committee

Tuesday, February 2, 2021 at 5:15 P.M. | Neal at 5:22 P.M.

In Attendance

Committee Members Present: Tom Neal (chair), Lisa Rasmussen (webex), Sarah Watson (webex), Becky McElhaney (webex) and Tom Kilian

Others Present: Mayor Katie Rosenberg, Sean Fitzgerald, Patrick Peckham (webex), Brad Lenz (webex), MaryAnne Groat (webex), Dawn Herbst, Shannon Graff, Debra Ryan (webex), Bruce Grau, Gary Gisselman, Brad Sippel (webex), Fay Harder (webex), Nathan Miller, and Jason Blenker (webex).

In accordance with Chapter 19, Wisc. Statutes, notice of this meeting was posted and sent to the Daily Herald in the proper manner.

Agenda Item #1 – Approval of Minutes from 01/05/21

Motion by Rasmussen, second by Watson to approve the minutes. Motion passed 5-0.

Agenda Item #2 – Overview of 2020 Wausome campaign metrics from Elizabeth Knight of Aplomb PR.

Knight discussed the progress of the Wausome campaign to position the city as an ideal place to live. She stated the campaign did actively market in the 4th quarter 2020 with favorable results. Wausome released three stories in October, November and December 2020. Knight highlighted how many people the campaign reached which spiked when stories were released. Knight stated 4th quarter traffic quadrupled from 3rd quarter and this was without paid advertising.

Kilian asked if the committee could receive a geographical breakdown of where the hits from the site are coming. Knight responded in 2019 they did do paid advertising in larger metro areas primarily through Facebook. Because the campaign didn't include paid advertising this year, she did not include geographical metrics in her reports for this year.

Kilian also asked if there could be a success metric to give us a measureable idea of an action being initiated by the campaign. Knight responded that they could build something in to track why people reach out.

Agenda Item #3 – Discussion and possible action on an amendment to the 2017 Blenker River East Brownstones Development Agreement for Short Street properties.

Fitzgerald reviewed the amendment to the development agreement as presented in the packet. No discussion pertaining to the amendment from the committee.

Motion by Rasmussen, second by Kilian to approve the amendment. Motion passes 5-0.

Agenda Item #4 – Discussion and possible action on the sale of 1214 N. 3rd St. to Aedifix Builds, Inc.

Fitzgerald reviewed the land sale proposal as presented in the packet. Rasmussen asked if there will be landscaping for aesthetics. Lenz stated permits would be required and landscaping would be required through zoning code.

Kilian requested assurance there would be no subterranean excavation due to the property's environmental history. Neal responded this would be addressed during the permitting process.

Motion by Rasmussen, second from McElhaney to approve the land sale. Motion passes 5-0.

Agenda Item #5 – Discussion and direction on affordable housing in Wausau.

The Mayor discussed the possibility of an affordable housing assessment in Wausau and the possibility of establishing a task force and requested direction from the committee.

Sippel completed a 39-page report detailing the landscape of housing in Wausau. The report defined “affordable” as housing costing 30% or less of income, while any amount over that is considered cost burdened. Sippel highlighted the following data for Wausau:

- 31%, or approximately one-third of Wausau households are cost burdened
- 13% are paying more than 15%
- Of those percentages, 22% are owner occupied and 42% are renter occupied.
- 37% are both cost burdened and under the income threshold for HUD and would likely qualify for rental assistance but this is more than HUD can help.

Ryan stated she wants to see more data regarding affordable housing with regard to populations who are struggling most with affordable housing.

Rasmussen stated there is value in doing a study to see where the gaps are in affordable housing.

Peckham agreed with the mayor's suggestion about doing a study on affordable housing and asked if we could tap into the expertise of the Community Development Authority who may provide additional resources.

Agenda Item #6 – Updates

- 1300 Cleveland Phase 2 environmental testing report
 - o Council received a copy of the full report and there is a committee of the whole scheduled for February 23. Representatives from GEI consultants and a representative from the DNR will attend to discuss the report and answer any questions.
 - o Kilian asked that committee members receive both industrial and non-industrial remediation recommendations. Fitzgerald replied it is believed the DNR recommendations would include both.
- Date change for April meeting
 - o April 6 is general election and council chambers will be used for counting ballots.
 - o Another email will go out to solicit an alternative date.
- Joint meeting with Finance committee on March 15, 2021 to discuss special event fees.

Agenda Item #7 – Adjournment

Motion by Kilian, second by Watson to adjourn the meeting. Motion passed 5-0.

Adjournment Time: 6:26 P.M.



Planning, Community and Economic Development

To: City of Wausau Community Development Authority

From: Sean Fitzgerald, Economic Development Manager

RE: CGI (Collaborative Consulting) development agreement compliance

The City of Wausau entered into a development agreement with Collaborative Domestic Solutions Center-Wausau LLC on February 14, 2012 in which the company received a \$200,000 grant from Tax Increment District #3 and was required to create 200 jobs at its Wausau location within five (5) years. The development agreement additionally indicated 20 percent of the grant “shall be forgivable at the end of each year CDSC remains in the city.”

The highest total employment CDSC ever reported to the city was 159 jobs in February 2015. At the time the 5-year job creation window identified in the development agreement expired on February 14, 2017, the company reported 103 jobs.

The terms of the development agreement were clearly not satisfied as of February 14, 2017, and no effort had been taken by the city after the fact to modify or otherwise waive the terms of the agreement to consider it in meaningful compliance.

Collaborative Consulting, the parent company of Collaborative Domestic Solutions Center-Wausau LLC, was subsequently acquired by CGI Group Inc. in November 2016. In recent conversations between city staff with CGI officials, the company indicated it was not aware of the development agreement and the job creation requirement at the time of acquiring CDSC. CGI officials also did not argue they did not accede to the obligations of Collaborative under the 2012 development agreement.

City staff has recently been working with CGI officials to obtain information in order for the city council to consider modifying the historic development agreement to create a path for it to be closed and deemed in compliance. Options the council may consider include recognizing CGI’s contributions to the Wausau community since its acquisition of Collaborative and waiving the job requirement; amending the development agreement to include further conditions for CGI to meet; or seeking reimbursement of a portion or all of the city-provided funding to Collaborative. Note that CGI did not enjoy any of the \$200,000 in funding provided by the city.

Background on CGI in Wausau

CGI is a global company with more than 76,000 consultants and professionals and more than 400 locations around the world.

CGI has continued to maintain its information technology and business consulting practice in Wausau since its acquisition of Collaborative. As of January 2021, CGI had approximately 60 employees based out of its Wausau location. Though most of its staff are working remotely due to the pandemic, the company moved its offices in early 2021 from Dudley Tower to CitySquare Office Center and has committed more than \$1 million in capital investments into its workspaces in the community.

The company's average annual salary at its Wausau office is \$67,000, an increase of more than 40 percent from the average salary of \$47,000 at the former CDSC just prior to CGI's acquisition. The company is currently hiring for 25 positions within its Wausau office including .NET developers, Javascript developers and an SQL server database administrator.

Clients served out of the Wausau location are provided with customized software development; data analysis, transformation and reporting; and quality assurance testing. All CGI clients serviced out of the Wausau office are businesses located outside of Wisconsin, meaning the more than \$4 million in annual payroll and benefits provided to CGI's Wausau employees are all new dollars entering the local economy.

CGI has actively involved itself as a valuable community partner, with the company routinely donating funds and employees volunteering time and money to support various social service and human service programs across the greater Wausau area. A comprehensive list of CGI's community involvement in Wausau has been provided by the company and is attached here as an addendum.

Of particular note, CGI has delivered several STEM and I.T. education camps to students in the Wausau community who are particularly underrepresented in science and technology careers.

Staff Recommendation

CGI has proven to be a valued corporate citizen and employer in the Wausau area in the four years since it acquired and merged its operations with Collaborative Consulting.

The company is currently attempting to fill 25 new, well-paying positions at its Wausau office. It has plans to add even more positions in Wausau in the future to serve various prospective clients it's attempting to secure. With more than 400 location worldwide, those jobs can go anywhere – but CGI would like to build upon its Wausau workforce.

Additionally, CGI did not enjoy any of the benefits of the city grant distributed to Collaborative Consulting, acquiring the company just as the 5-year job creation window was expiring.

Appraising the economic, workforce development and civic contributions CGI and its staff have made to the Wausau community – as well as its intentions for continued growth of its Wausau office location – staff recommends the council waive the remaining commitment of the jobs requirement from the development agreement with Collaborated date February 14, 2012.

Community Involvement

- Wausau Center – Community Social Responsibility
 - Wausau members routinely contribute time and raise money for charitable organizations.
 - Humane Society Marathon County – our current fundraising effort
 - Gigi's playhouse and the Philips Children
 - In December, the Wausau center donated several credenzas, bookshelves, tables, and other items no longer being used to two of the local charities supported by our members.
 - In February, the Wausau center donated a number of shelves to Gigi's playhouse.
 - A partial list of some of the other organizations CGI has supported over the years. This includes both fundraising as well as event participation
 - Neighbors Place - Participation in Empty bowls, raised money and canned goods
 - Big Brothers Big Sisters - Bowl for Kid's Sake
 - Workplace Volunteer Council - Fill a Back Pack
 - National MS Society - MS walk
 - Susan G. Komen - More than Pink - Breast Cancer Walk
 - Jo Jo's Jungle
 - Honor Flight
 - Toys for Tots
 - H.A.R.T
 - Warming Center
- STEM Camps and IT Education – STEM@CGI exists to introduce, inspire and mentor students to help increase diversity in the IT industry. The program focuses on groups underrepresented in STEM including students who are female, Black, Latino, Indigenous, have disabilities and/or are economically underserved. <https://www.cgi.com/us/en-us/stem-at-cgi>
 - Delivered several STEM Camps
 - Boys and Girls club
 - Boys Scouts
 - Girl's power event UWSP
 - Mentoring
- Local Organizations and memberships
 - Chamber of Commerce
 - CWITA
 - Northcentral Technical College IT Advisory Committee
 - Centergy Broadband Solution Team
- Pro-bono work
 - Wisconsin Brewers Guild - Wisconsin Tap Chaser App
 - 89Q Radio - Shareathon Helper program

**DEVELOPMENT AGREEMENT
BETWEEN THE CITY OF WAUSAU AND
COLLABORATIVE DOMESTIC SOLUTIONS CENTER – WAUSAU, LLC**

THIS AGREEMENT made this 14th day of February 2012 by and between the City of Wausau, a municipal corporation of the State of Wisconsin, hereinafter referred to as "CITY", and Collaborative Domestic Solutions Center – Wausau, to expand and locate on 500 North 1st Street, within the Dudley Tower, in Wausau, Wisconsin and hereinafter referred to as "CDSC – Wausau".

WITNESSETH:

WHEREAS, the City of Wausau was selected as a part of a national site selection process that included seven cities in seven different states across the United States initiated by Collaborative Consulting, an Information Technology consulting company headquartered in Burlington, Massachusetts that currently employs more than 200 employees; and

WHEREAS, in order to induce CDSC – Wausau to expand and locate to Wausau, Wisconsin, the City of Wausau, Northcentral Technical College, The Judd S. Alexander Foundation, Esther B. Greenheck Foundation and the Wisconsin Economic Development Corporation worked together to assist in offering a total financial package valued at approximately Two million Nine Hundred Ninety-five Thousand Dollars **\$2,995,000.00** in exchange for establishing a new technology services development center and creating Two Hundred (200) jobs in Wausau, Wisconsin; and

WHEREAS, CDSC – Wausau's presence will increase the economic benefits to the City of Wausau and to the State of Wisconsin significantly in terms of employment numbers, quality of employment, benefits and an increase in the demand for labor and amenities in the region; and

WHEREAS, in order to proceed with the development, CITY is willing to offer Twenty Thousand Dollars **\$20,000** Community Development Block Grant funds designated for Economic Development managed by Wausau's Community Development Department as a **grant**, and

WHEREAS, The CITY is offering Fifteen Thousand Dollars **\$15,000** as a training **grant** from City funds administrated by Marathon County Economic Development Corporation (MCDEVCO),

WHEREAS, The CITY is offering a Two Hundred Thousand Dollars **\$200,000** **grant** in of which a portion of 20% shall be forgivable at the end of each year CDSC – Wausau remains in the City from the date this agreement is signed. ; and

WHEREAS, The CITY is offering an additional Ten Thousand Dollars **\$10,000** grant from Tax Incremental Financing in District # 3 designated as ten (10) One Thousand Dollar \$1,000 grants to ten employees purchasing a home in Tax Incremental District #3 including the buffer zone directly surrounding TID # 3;

WHEREAS, The CITY's Community Development Department is committed to and has plans to assist ten (10) employees whose families that are income-qualified to

participate in the Downpayment Assistance program, a low-interest, deferred loan program up to Forty Thousand Dollars **\$40,000**;

WHEREAS, the purpose of the Agreement is to codify the arrangement between CITY and CDSC – Wausau.

NOW, THEREFORE, the parties hereto agree as follows:

1. CITY OF WAUSAU

- A. The CITY shall offer Twenty Thousand Dollars **\$20,000** Community Development Block Grant funds designated for Economic Development managed by Wausau's Community Development department as a **grant** within 45 days of CDSC – Wausau's acceptance of this agreement;
- B. The CITY shall offer Fifteen Thousand Dollars **\$15,000** as a training **grant** from City funds administered by Marathon County Economic Development Corporation (MCDEVCO) within 45 days of receipt of invoices from Northcentral Technical College or another educational entity for training purposes of CDSC – Wausau employees;
- C. The CITY shall offer a Two Hundred Thousand Dollar **\$200,000** grant from Tax Incremental Financing in District # 3 payable 45 days after this Agreement is signed by both parties, of which a portion of 20% shall be forgivable at the end of each year CDSC – Wausau remains in the City from the date this agreement is signed.
- D. The CITY is offering Ten Thousand Dollar **\$10,000** grant from Tax Incremental Financing in District # 3 designated as ten \$1,000 grants to ten (10) employees purchasing a home in Tax Incremental District #3 (including the buffer zone) to be reimbursed to CDSC – Wausau as each employee takes advantage of this grant, viable for up to seven years from the date of this agreement. and redeemable once the agreement is signed by both parties.
- E. CITY's Community Development Department has plans to assist ten (10) employees whose families that are income-qualified to participate in the Downpayment Assistance program, a low-interest, deferred loan program up to Four Thousand Dollars **\$4,000** for a total grant of Forty Thousand Dollars **\$40,000**, viable for up to seven years from the date of this agreement and redeemable within 45 days of CDSC – Wausau's acceptance of this offer. Reference to income guidelines established by Housing and Urban Development (HUD) apply. Criteria for qualification is attached as Downpayment Assistance Program as Addendum I.

2. CDSC – WAUSAU'S OBLIGATIONS INCLUDING EMPLOYMENT AND TRAINING VERIFICATION

- A. CDSC – Wausau has up to 45 days to sign and accept the Terms of this Agreement from the day Wausau City Council approves the Development Agreement;
- B. CDSC - Wausau must submit records to Community Development Department staff on behalf of the City of Wausau verifying training,

including invoices paid to Northcentral Technical College or other entities for training in order to be eligible for reimbursements as outlined in this Agreement.

- C. CDSC - Wausau must submit employment records to CITY's Community Development once CDSC - Wausau hires One Hundred (100) employees based in Wausau and shall at that time submit names and addresses of current employees working and based in the Wausau, Wisconsin location.
- D. CDSC - Wausau must submit employment records once CDSC - Wausau reaches Two Hundred (200) employees, submitting like records, at which time employment criteria will be satisfied.
- E. CITY's Community Development Department requires documentation of any employees CDSC - Wausau hires that carry veteran status and/or were formally unemployed and/or did not receive health care benefits prior to working for CDSC - Wausau for federal regulation requirements. Addendum II (Employee Verification Form) attached.
- F. In order for CDSC - Wausau employees to receive the \$1000 grant for purchasing a home within TID # 3 (including the buffer area around TID # 3), CDSC - Wausau employees must submit offer to purchase and title commitment and CITY will offer grant in exchange for documentation provided. Addendum III attached is Tax Incremental Finance # 3 Project Plan.

3. TIF GRANTS AND VERIFICATION REQUIREMENTS

- A. In order to qualify for CDSC - Wausau grants outlined in this agreement CDSC - Wausau must submit employment verification forms to the Community Development Department after one year from the date of this signed Agreement to validate employment verification numbers .
- B. CDSC - Wausau has five years to meet the total employment numbers (200) projected and committed to be based in Wausau, Wisconsin and outlined in this Agreement.
- C.

4. MISCELLANEOUS

- A. Notices. All notices must be in writing and must be sent by certified mail (postage prepaid) or by an independent overnight courier service, addressed to the addresses specified below:

CEO: William Robichaud
Address: 70 Blanchard Road
Suite 500
Burlington, MA 01803
City: Community Development Department Office
City of Wausau, 407 Grant Street, Wausau, WI 54403

Notices given by mail are deemed delivered within (3) three business days after the party sending the notice deposits the notice in the United States Post Office.

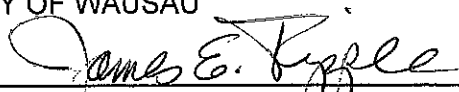
Notices delivered by courier are deemed delivered on the next business day after the party delivering the notice timely deposits the Notice with the courier for overnight (next day) delivery.

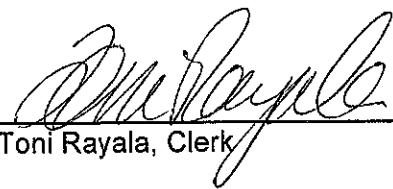
- A. Captions and Interpretation. The captions of the articles and sections of this Agreement are to assist the parties in reading this Agreement and are not a part of the terms of this Agreement. Whenever required by the context of this Agreement, the singular includes the plural and the plural includes the singular.
- B. Relationship of Parties. This Agreement does not create the relationship of principal and agent, or of partnership, joint venture, or of any association or relationship between CITY and CDSC - Wausau.
- C. Severability. If any covenant, condition, provision, term or agreement of this Agreement is, to any extent, held invalid or unenforceable, the remaining portion thereof and all other covenants, conditions, provisions, terms, and agreements of this Agreement will not be affected by such holding, and will remain valid and in force to the fullest extent by law.
- D. Governing Law. This Agreement is governed by, and must be interpreted under, the internal laws of the CITY of Wausau. Any suit arising or relating to this Agreement must be brought in Wausau, Wisconsin.
- E. Time is of the Essence. Time is of the essence with respect to this performance of every provision of this Agreement in which time of performance is a factor.
- F. Binding Effect; Assignment; Notice of Assignment. This agreement shall be binding upon and shall inure to the benefit of, and be enforceable by, the Parties and their permitted successors and assigns. CDSC - Wausau shall have the right to assign this agreement and the rights hereunder to any entity controlled by or any third party. CDSC - Wausau agrees to notify City 30 days before assignment for consent, which consent shall not be reasonably withheld for assignment to any successors and assigns.

Collaborative Domestic Solutions Center –
Wausau, LLC

By: 
William C. Robichaud, CEO

CITY OF WAUSAU

By: 
James E. Tipple, Mayor

Attest: 
Toni Rayala, Clerk

Heather Wessling,
Assistant Director Community Development
City of Wausau
Revised: January 27, 2012
Revised: February 6, 2012



Planning, Community and Economic Development

To: City of Wausau Economic Development Committee

From Sean Fitzgerald, Economic Development Manager

RE: Proposals for Riverlife North RFP

The City of Wausau Economic Development committee approved the release of a request for proposal (RFP) this past January seeking development proposals for the Riverlife parcels #6, 7 and 8 – all located north of Stinchfield Creek and south of WOW restaurant. The city received two separate proposals for development by the RFP deadline of March 15.

The first proposal came from the Viegut/Ohde/Riveron group, a Wausau-based developer which developed The Apartments at Riverlife. It provides for a three-story, mixed-use building on all of Lot 6 and a fractional portion of Lot 7. The proposed \$8 million facility would include 39 market-rate apartments, a total of 39 underground parking spaces, and a portion of first-floor, multi-tenant commercial space. The group is proposing to purchase the land for \$165,000 and is requesting \$688,000 in tax incremental finance (TIF) assistance through the city. Although not mentioned specifically in the proposal, the developer has indicated verbally that construction could begin later in 2021. The construction value of this project would generate estimated annual property taxes of \$201,000 based on the 2020 tax rate.

The second proposal came from T.Wall Enterprises out of Middleton, which presented a three-building, 4-story-per-building campus on all three of the lots in this area. The \$24.9 million project would include a total of 123 market-rate apartments, 82 underground parking spaces, and roughly 2,300 square feet of first-floor commercial space in each building. The development group is proposing to purchase the land for \$400,000 and is requesting \$2,590,303 in TIF assistance from the city. The developer would conduct the project in two phases, starting the first two buildings along the river in spring 2022. The third building off of River Drive would begin construction in 2023. The construction value of this project would generate estimated annual property taxes of \$580,000 based on the 2020 tax rate.

Internal staff reviews and scoring of the proposals based upon the evaluation criteria included with the RFP indicated an average score of 89 for the proposal from T.Wall Enterprises and a score of 44 for the proposal from the Viegut/Ohde/Riveron group.

The committee is being asked to review and discuss the proposals, ask any questions of the developers, and potentially select one proposal from which to move forward. Staff will then engage a certified public accounting firm to conduct a financial reasonableness test regarding the city's financial participation in the selected proposal. Specific terms of any development deal would come back to the economic development committee for approval at a later date.

Sean Fitzgerald Business Development
City Of Wausau

March 14 2021

Riverlife Wausau LLC
517 Franklin Street

RE: RFP for Riverlife North

Sean,

Last spring we started to present a project for this area, a commercial office and retail building. Then Covid-19 hit and our vision for this development has evolved to meet post- pandemic needs. Since the virus sent many adults home to work, office space is less in demand and the development option including new office space at Riverlife is no longer viable.

We still share the city's vision that the area needs some additional commercial space along the riverfront providing services to the residents, for example... hair salon, restaurant, a coffee shop.

This will continue to enhance the lifestyle of the residents living in this neighborhood as well as visitors from the area. Our proposed building will add 39 apartments with underground parking, as well as a unique commercial space attached to the south end. Commercial Space and Underground parking together we feel are critical to the areas use of existing waterfront land.

Our team has looked extensively at other developments in the state, Milwaukee , Green Bay, Fox Valley and Eau Claire. We designed our proposal with the idea that a mixed residential and commercial is the best use for the area of the Riverlife development.

We feel underground residential parking is essential and will include that feature in the completed building. We also see adding a commercial space to the south side of the proposed building incorporates a good flow, alternating residential- commercial- residential pattern when viewed with the Riverlife Apartments and WOW. The design elements will vary slightly from the current Riverlife Apartment building, while still enhancing the overall theme of the neighborhood. This 3 story design, with underground parking, staggers elevations between buildings we feel will be aesthetically pleasing.

The Commercial space on the south end of the building will have both an appealing view from both the Riverwalk and parking lot.

This project proposal is projected to be an 8 million dollar investment. As local members of the community, our Riverlife Wausau LLC development team has shown a commitment to the city's vision with a 12 million dollar investment in Riverlife to date. We like the opportunity to work with the City of Wausau to further develop this neighborhood.

We have the resources to start with this project and take it to completion, just as we did the apartment building, in a timely manner.

Bob Ohde is currently completing the PABST building, a 40 million dollar renovation in Milwaukee. For more information on our group see www.500eastbay.com

In this proposal, we are offering \$165,000 to purchase the lot to fit the building.

We also are asking for a 8.6% TIFF \$688,000 to assist with the complex environmental issues working with this land and the extensive need for GEO piers to stabilize the foundation. After completing the Riverlife Apartments, we are all too familiar with the extra costs and testing that is necessary with this unique location.

Thank you for considering our proposal to continue to develop, with the City of Wausau, the vision of the Riverlife neighborhood.

Sincerely,
Riverlife Wausau LLC
Viegut, Ohde, Riveron

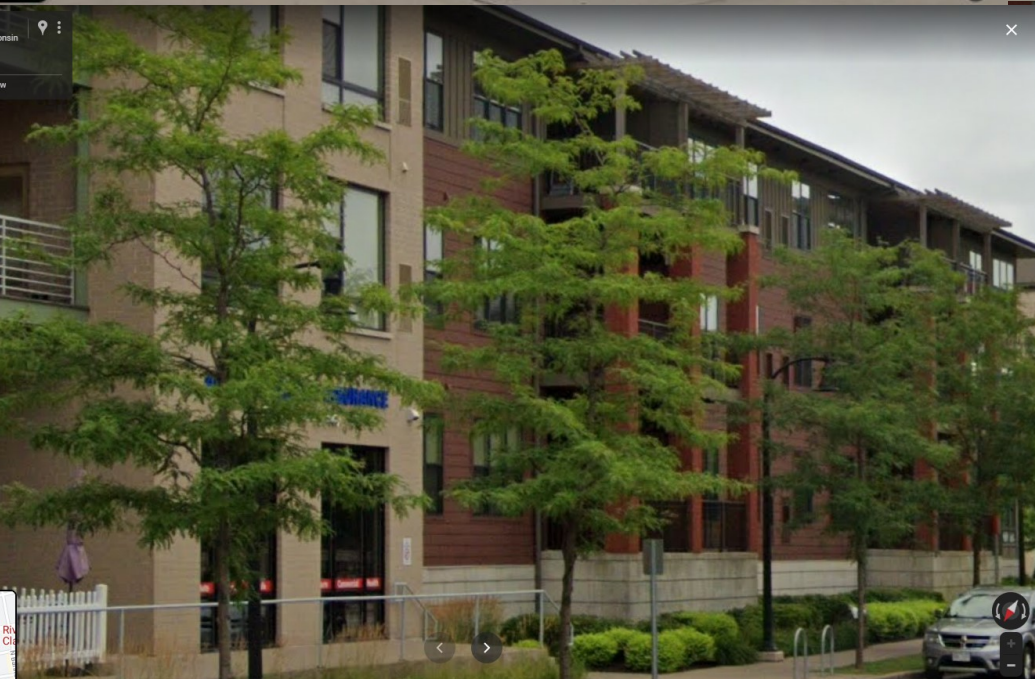
Riverlife Wausau LLC

North Lot Proposal

Underground Parking

39 Apartments, 8 Commercial Spaces, including Restaurant

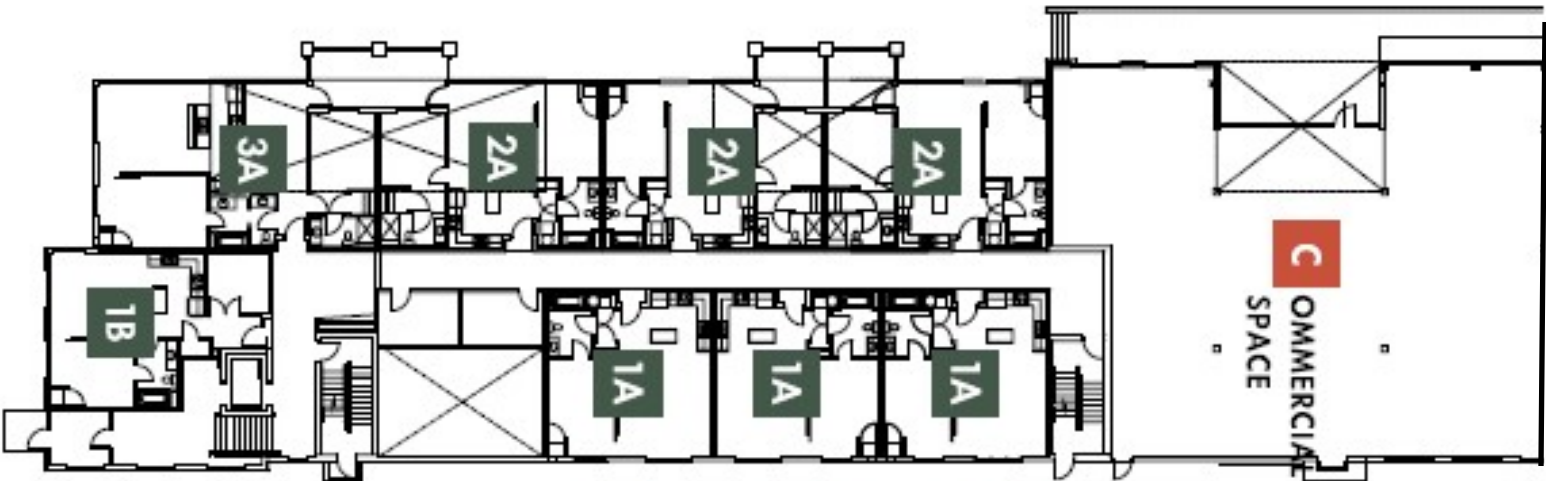
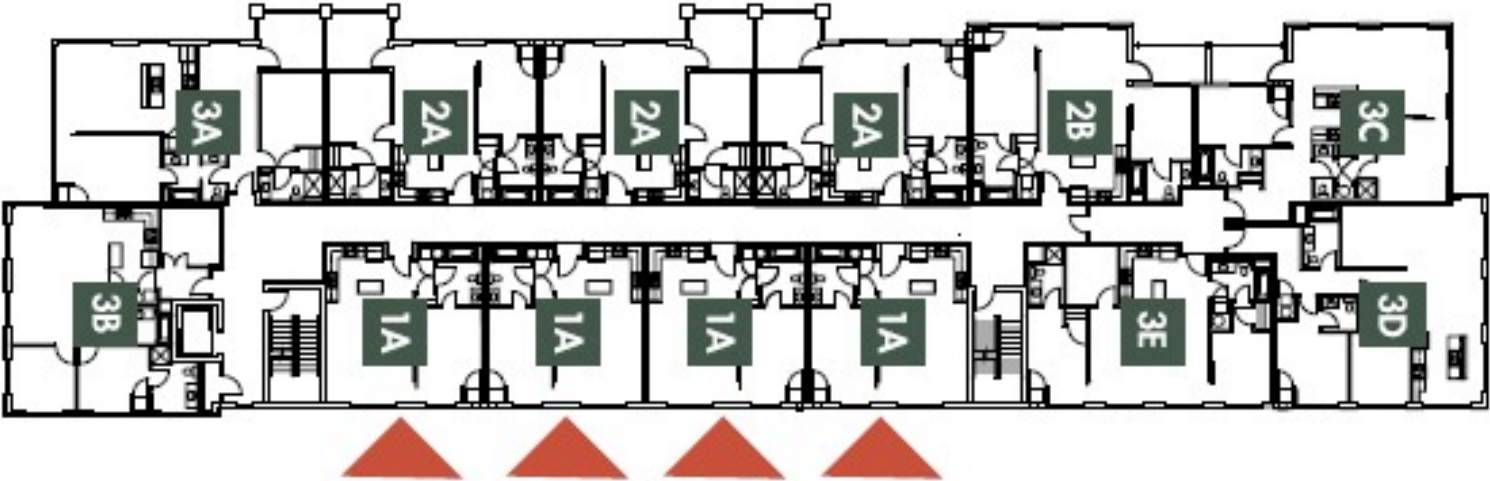




Riverlife Wausau LLC

North Lot Proposal Apartment Side View

39 Apartments, 8 Commercial Spaces, including Restaurant



Floor 2 and 3 Replicate

Riverlife Wausau LLC

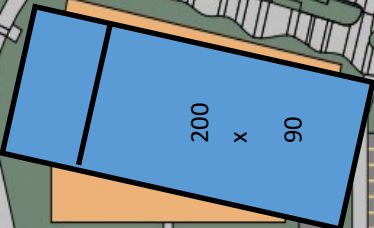
North Lot Proposal Commercial Side View

39 Apartments, 8 Commercial Spaces, including Restaurant



WISCONSIN RIVER

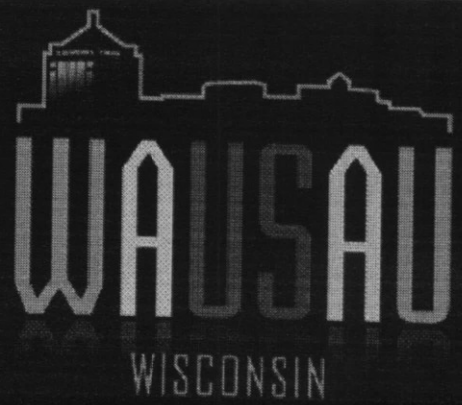
MULTI-FAMILY HOUSING UNDER CONSTRUCTION



Additional
Parking
Potential

5,000 sq. ft. Bldg.

N. RIVER DRIVE



Tax Incremental Financing Policy & Application



City of Wausau, Wisconsin

407 Grant Street

Wausau, WI 54403

www.wausaudevelopment.com

(715) 261-6680



Application for City Assistance

The City of Wausau is a proud partner in assisting investment and business development. Our Development Team welcomes consultation with prospective applicants in advance of this formal application process.

Applicant Information

Legal Name: Riverlife Wausau LLC

d/b/a: _____

Mailing Address: 517 Franklin St, Wausau WI

Primary Contact #: Mitch Viegut Cell #: 715 571 2274

Email: mitch@viegut.com

Attorney: Sheldon Opperman, Mallory Zimmerman

Will a new entity be created for ownership? No ☐ Yes ☒ Name: Riverlife 2 Wausau LLC

Principals of existing or proposed corporation/partnership/LLC

Mitch Viegut, Bob Oude, Fritz Riveron

Tax Identification #: 84-1927829

Project/Property Summary

Overall Project Summary: ATTACHED

Parcel Address(es): Approx Lot 6 & 7 Riverlife

Contractor: RAO Construction

Other Members: Fritz Riveron

Project Budget/Financial Information

Describe why the project cannot occur "but for" City participation: Vapor management system, and soil inconsistencies cost overruns,

Identify the sources and uses of funds for the project

	Amount (\$)	Source
Land Acquisition or Facility Purchase	165,000	Cash on hand
Demolition	0	Cash on hand
Environmental Remediation	100,000	
Site Clearance and Prep	15,000	
Utilities	—	
Construction of New Building	7.5 M.	Loan + Cash
Renovation of Existing Structure		
Machinery & Equipment		
Architectural & Engineering Fees	100,000	Cash
Legal & Professional Fees	40,000	Cash
Project Management	included	
Appraisal	included	
Title/Recording/Transfer	included	Cash
Permits	5000 -	Cash
Real Estate Taxes	\$125,000	Rent
Contingency	\$350,000	Cash on hand
Licenses	5,000	Cash
Other (please specify)		
Total Project Costs	± 8 million	

Identify the sources/expected sources of financing

Source	Amount (\$)	Terms: Years/Interest	Contact
Equity	1.6 MM	Cash	Viegut
Loans	\$5,712,000	25/3.17%	
Grants			
City Participation	\$688,000	(8.6%)	
Loan			
Grant			
Other			
Total Financing	8 MM		

Proposed Parcel/Land Area: 200 x 90 ± 0.6 Acres Acres

Proposed Building Area: LOT 6 Square feet

Current Use: VACANT

Current Assessed Value: \$ 0

Current Property Taxes: \$ 0

Describe any zoning changes that will be needed: Per city

Identify any other approvals, permits or licenses: Per city

Describe briefly what the project will do for the property and/or neighborhood:

Continued Development as arm of our
current 75 Unit Apt. Building.

Full and part-time jobs to be created by the proposed project including average estimated salary:

Workers for 9 mo.

If existing business, number of current full and part-time employees: —

Timetable: —

Development Team

Developer: Mitch Viegut, Bob Uhde

Architect: Jay Knetter

Additional Considerations

Please answer the following:

1. Will you sign a community workforce agreement with the local Building Trades Council? ☒ Yes ☐ No
2. Will you agree to source all sub-contractors and building material suppliers from within a 100 mile radius of Wausau? ☒ Yes ☐ No
3. Will you agree to not protest to the Board of Review, except in cases of material inaccuracies, your real estate assessment for the subject properties? ☒ Yes ☐ No
4. Will you complete the design assistance process of the Wisconsin Focus on Energy Program, which offers incentives and consultations on energy efficiency? ☒ Yes ☐ No
5. Will you consider using Property Assessed Clean Energy (PACE) funding which can provide financing support for construction which meets energy efficiency or alternative energy standards? ☒ Yes ☐ No
6. Will you provide corporate tax filing verification information for job creation reporting purposes, if requested? ☒ Yes ☐ No

Filing Requirements

You must provide all of the following items with your signed application for it to be considered complete:

1. Fee: A nonrefundable application fee of \$1000 made payable to the City of Wausau Community Development Department.
2. Site Maps: Provide a map that shows the location of the site and a map that focuses on the project and its immediate surroundings.
3. Project Renderings: Provide preliminary drawings, plans or renderings for the proposed project.
4. Projections: Provide three (3) years of cash flow projections for the project.
5. Statements: Profit and loss statements for the past three (3) years (if applicable) – this may be shared in a closed session if necessary and requested.

If the project requires planning and/or zoning approvals, you must make these applications concurrent with this request.

Declarations

The City requests answers to the following for any applicant, investor, developer, officer or affiliate of an entity or LLC with an ownership or share of 20 percent or greater in the proposed project:

Involved in a previous or pending lawsuit or legal proceeding?

Yes

☒ No

Involved in a previous or pending bankruptcy or insolvency proceeding?

Yes

☒ No

Charged with a crime, paid or otherwise complied with civil penalties, or been the subject of a criminal or civil investigation?

Yes

☒ No

Have any outstanding tax liens currently or previously?

Yes

☒ No

Have any projects with a construction delay of six months or greater?

Yes

☒ No

Please attach a detailed explanation of any YES responses.

Agreement:

I, by signing this application, agree to the following:

1. I have read, and will abide by all the policies, standards and reporting requirements of the City for Tax Incremental Financing (TIF).
2. The information submitted is correct and adequately represented.
3. I understand the City reserves the right to deny approval, regardless of preliminary approval or the degree of construction completed before application for final approval.
4. I authorize the City to check references, run a credit report, verify criminal and financial backgrounds and obtain other relevant information on the applicant and parties.
5. I agree to provide additional information as may be requested by the City after filing of this application.

Applicant Name (Printed): Riverlife Wausau, LLC Date: 3/19/21

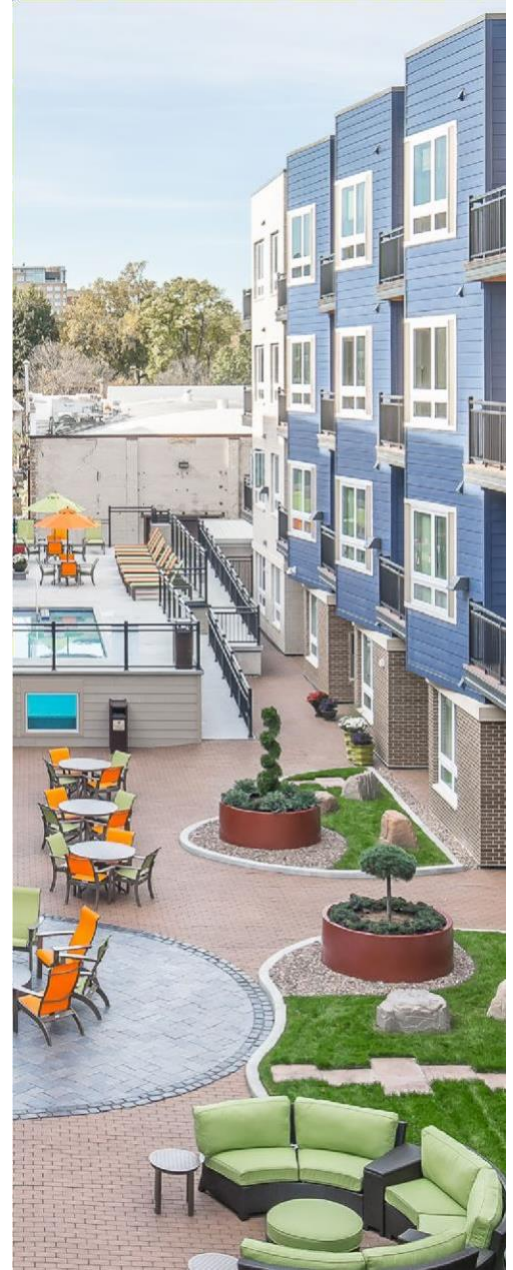
Signature: 

- PROPOSAL -

Riverlife North

City of Wausau

March 15, 2021



T. Wall Enterprises LLC

Creating Places Where People Interact



March 15, 2021



Sean Fitzgerald
Planning, Community, & Economic Development
City of Wausau
407 Grant Street
Wausau, WI 54403

RE: Proposal to Develop lot 6, 7, and 8 at 1200 N. River Drive

Dear selection committee:

T. Wall Enterprises Mgt, LLC, Main Street Wausau, LLC, and its affiliates are pleased to provide the following response to the City of Wausau for the Riverlife North RFP.

INTRODUCTION

Please accept our proposal for the Riverlife North RFP from T. Wall Enterprises Development, LLC. We are excited to provide a high quality development proposal for this site. The Proposal offers a unique livable community that will support the city's continued effort to create better connectivity within the downtown area and incorporate new urbanism design and vision.

We want our community to be an integral part of downtown Wausau where the community can gather and create lasting experiences, which is why our development will create an open-air breezeway, surrounded by commercial space and leads out to the patio and waterfront for community gatherings. Our plan will provide new housing for a diverse group of residents in the downtown district and will bring tens of millions of dollars of disposable income that will support the core downtown businesses.

Through our experience as one of Wisconsin's leading multi-family developers, we understand the importance of developing communities that are visually appealing and desirable for an increased *life experience*. Our apartments will become the residents' homes for life. Because of this, we believe in developing communities



in an environmentally sustainable and sensitive manner as well as making the additional investment to ensure long-term quality. For example, we invest in top quality HVAC systems, wider hallways, taller ceilings, fully insulated walls, glass top stoves, ice makers, faucet sprayers, in-unit laundry, and much more.

We have a long and mutually beneficial history of working with local municipalities. In fact, we have the longest and most successful track record of working with municipalities as well as developing award-winning communities with the best amenities compared to any other developer in Wisconsin.

T. Wall Enterprises Development, LLC has taken pride in developing underutilized sites that integrate and involve the surrounding communities. Our communities offer connectivity to the street with well-articulated facades and landscaping, which offer a pleasant 'pedestrian experience'.



Tribeca Village (Middleton)- Breezeway1

Keeping in line with the intentions of the RFP, similar to what we strive to provide in all of our developments, we also intend to increase



connectivity and activate the river walk as well as strengthen commercial activity. Incorporating these connections encourages residents to explore and enjoy the unique amenities of the waterfront and greater downtown community.

To give an example of our previous RFP experience, in 2018 we submitted an RFP to the City of Middleton for the Parmenter St/Clark St parcel to create a vibrant community alongside the coveted Pheasant Branch Conservancy, called Conservancy Bend Residences. Similar to the Waterfront development, in terms of location to downtown and the type of development, our plans created a community linkage between Middleton High School, beltline commuters and the bustling downtown Middleton. T. Wall Enterprises Development, LLC successfully won the bid with our plans that highlighted the beautiful features of the Conservancy while making the building appealing to both renters and buyers. Conservancy Bend's plans included 87 units of multi-family apartments for the growing population of renting millennials as well as the downsizing empty-nesters. On the north side of the property, facing the Conservancy our plans are to add 19 zero-lot-line townhomes. Construction began in May of 2020 and is set to be open for occupancy by May of this year.

T. Wall Enterprises Development, LLC has been one of the most experienced developers with complex and often complicated projects in Wisconsin. With this comes ample experience and knowledge on the development process as well as what residents want when it comes to anything from unit size/mix, architectural styles all the way down to the little details such as wall fixtures.

We recognize a development in the Riverlife district and near downtown may be a sensitive situation and there are many stakeholders. We have experience in dealing with these situations and have the ability to help by using our proactive approach in engaging the neighborhood from the start. We engage the neighbors at the start with a blank slate to get them involved as opposed to most developers who tend to look for approvals with a full set of plans without engaging any stakeholders.



After analyzing all possibilities for this site, we've realized that one of the main priorities for this development should be creating a community with an elevated life experience, where residents can come to shop, dine, and play. With these priorities in mind, the development will become a part of the fabric of the surrounding community. Partnering together with communities to create enriching community spaces is something the T. Wall team has done successfully across Wisconsin. We invite you to review the following case studies and explore our website (TWallEnterprises.com) to learn more.

SUCCESSFUL URBAN REDEVELOPMENT EXAMPLES

Middleton

In the heart of Middleton, Middleton Center has revitalized downtown and provides a city gathering and event space in the form of a new town square that downtown Middleton was lacking. With a mix of office space, first floor retail, and 220 multi-family units, Middleton Center has quickly become the “go-to” attraction in the city. Quaint coffee shops, restaurants, gyms, a rock climbing wall, racquet ball courts, and unique locally owned retailers draw people to downtown, turning a dying city center into the community gathering place.





Middleton Center has been able to grow the city's tax base by an astounding \$42 million and has provided jobs to local residents. As a sidenote, T. Wall developments in Middleton's TID #3 have created the



most successful Tax Incremental District in the entire state of Wisconsin. As part of our development of Middleton Center, we also worked with the city to acquire the adjacent properties. Because of this, the city has plans to create a public square/community gathering event space complete with a bandshell, light display, walking path, as well as an open space for the

community to gather for concerts, farmers markets, movie nights, art fairs, and much more.

Green Bay

Green Bay's long standing downtown regional mall was defunct, and the city turned to T. Wall Enterprises Development, LLC to create a new downtown redevelopment plan. The city later implemented that plan

bringing in a new Schreiber Foods headquarters. Next came City Deck Landing, a 76-unit multi-family building with first floor retail. At a time when developers were not interested in breaking into the market and most of the downtown retail stores were vacant, T. Wall



Enterprises Development, LLC pioneered a new building along the Fox River, and because of our investment, the city rebuilt the Fox River



waterfront with a new boardwalk called City Deck to accommodate concerts, farmers markets, weekly lunches, and community events, which has now spurred area-wide development and ultimately has revitalized downtown Green Bay. City Deck grew the City of Green Bay's tax base by over \$8 million.

Madison

T. Wall Enterprises Development, LLC has long recognized underutilized areas and led the charge in redeveloping those areas. Two examples are the East Washington Avenue Redevelopment and the Park Street Redevelopment in Madison.

Veritas Village

T. Wall Enterprises Development, LLC was among the first to build in the recent surge of redevelopment along the East Washington corridor, with



Veritas Village. Veritas Village is a 189-unit, luxury apartment complex that encompasses the feel and design of the East Madison area.



Veritas has brought many residents into the downtown area to live, who otherwise wouldn't have considered the East Washington corridor before it's redevelopment.

Peloton

The recently constructed Peloton Residences is one of the first of its kind built on Park Street during the City of Madison's effort to revitalize the area. Peloton is a 172-unit, luxury multi-family apartment whose views encapsulate all of Madison. The sky-deck on the 6th story gives site lines of the Madison skyline across Lake Monona and the UW-Madison Campus.



Peloton will provide students, young professionals and empty nesters alike a place to live. T. Wall Enterprises Development, LLC strives to make our apartments a "living community" not just a temporary apartment. This is why we include high class



amenities and views at all of our properties. Along with a 6th story sky-deck, Peloton also has a full-sized fitness room, community courtyard with grill stations, fire pits, turf, and patio seating, as well as an in-house coffee shop for residents to use at

their convenience. As typical for our properties, the units are equipped with high-quality finishes and fixtures including granite countertops,



stainless steel appliances, floor to ceiling windows and in-unit washer and dryers.

APPROACH

Alongside our success with creating communities, we have been one of the most active developers in Wisconsin. Given the Covid-19 crisis, it's more important than ever for municipalities to select developers with strong banking relationships and the financial capacity to ensure that developments are started and completed in a timely manner. We are proud to say that we were the first developer to break ground on a new development in Dane County during the height of the Great Recession. T. Wall Enterprises would be a trusted partner for the City of Wausau.

When we initially approached this opportunity, we considered the need for additional housing in the community and then we looked at how we could incorporate an urban design to tie into the existing downtown. This approach helped us decide on a multi-family development that addresses the need for density with a minimal footprint.

After being selected for the RFP we will meet with city leaders, something we always do for our developments, to solicit feedback and collaborate so we may develop the most effective design solution. It's important to us to keep the dialogue open so we can gain valuable insights into the goals and desires of the City and the greater community.

SCOPE OF WORK

T. Wall Enterprises Development, LLC is proposing three mixed use buildings for lots 6, 7, and 8 (see table below). Each building will consist of underground parking, 1st floor commercial space, and apartments on each floor. All of the underground parking will be climate-controlled while a smaller portion shall be surface parking. We have located the commercial spaces along high visibility, high traffic corridors that will ensure success for the commercial tenants.

The development will contain studio, one-, and two-bedroom units. The units will offer mudrooms, walk-in closets, in-unit laundry, luxury fixtures, and will be built with higher quality finishes and materials than



other developers provide. We will also provide amenities within the building such as on-site leasing office, fitness center, club room, game room, and a rooftop terrace with an event space for residents to use. Outdoor amenities include community grilling areas, access to the Riverwalk, and secured bike storage.

	Apt. Units	Commercial sf.	Underground Parking	Surface Parking
Lot 6	42	2,300	33	28
Lot 7	50	2,300	29	28
Lot 8	31 +/-	1,450	20	18
Total	123	6,050	82	74

Draft Building Data 1

	Construction Start	Occupancy	Stabilized
Lot 6	March 2022	March 2023	September 2023
Lot 7	April 2022	April 2023	October 2023
Lot 8	April 2023	April 2024	September 2024

Tentative Development Schedule 1

LEVEL OF INVESTMENT & FINANCIAL VIABILITY

We only work on three to five developments per year, making this opportunity an important one. T. Wall has developed over three-quarters of a billion dollars over the last 30 years, and has been recognized by both local governments, non-profits, and the State of Wisconsin for exceptional work, sustainable development, and other community benefits.

Our philosophy is to stay lean and efficient. We work diligently on just a handful of developments at a time in order to provide outstanding customer service.

We have developed and owned thousands of multi-family apartments over the past two decades. We stay committed and have a proven track record of working with others to achieve a common goal.



We also have a pool of over 700 investors to provide the capital for development during this financially stressed time. Our access to capital and level of investment is extremely high and something that we have worked very hard to obtain. *We have the financial capability to move forward with this project once our proposal is chosen.*

We have also been chosen as the development partner for the City of Middleton in the past as well as for several banks and the City of Madison (and that's not easy!). We're proud to have received recognition from area organizations and from Governor Doyle for our green initiatives.

In addition, Mudrovich Architects, our architecture firm, has a deep knowledge and understanding of the Wausau community. Their architects have evaluated the site carefully to ensure it can be maximized to its best use without detracting from the unique fabric of the downtown. ***We want to ensure that Wausau remains a successful place to live, work, shop, and play.***

DEVELOPMENT ORGANIZATION OVERVIEW

Included in materials attached.

EXECUTIVE SUMMARY

TIF Assistance

We will require TIF assistance in the greater of 10% of the principal amount of the total development costs or 65% of the new tax increment created by the development. The feasibility of this project, including all the benefits it will bring to the city would not be possible without the help of TIF.

Land Purchase

We will purchase lots 6, 7, and 8 for \$400,000.

Environmental Sustainability

T. Wall is a leader in environmentally sustainable development and the only developer to win the ***Governor's Award for Energy Efficiency*** as well as the ***Friend of the Environment Award***. Terrence Wall founded and taught the first sustainable development university level course in the country at the University of Wisconsin – Madison.



T. Wall partners with **Focus on Energy** to have an ‘energy usage analysis’ completed at each of our properties. We incorporate energy efficient fixtures and appliances, such as low flow lavatories and faucets and LED lighting and motion detection systems, which are more efficient than those required by code to further reduce our footprint. In addition, the exterior of the buildings we develop will be covered primarily with a combination of stone, brick, smartsiding, Nichiha, and/or hardiplank, all of which are long lasting sustainable materials.

Renewable Energy

T. Wall has contracted with **Sun Peak** to complete four solar installations on four of T. Wall’s established multi-family properties for a total of 1,624 solar panels, with another 3 installations on the way. *T. Wall has put in place more solar capacity than any other multi-family developer in the state of Wisconsin.* We also installed the single largest solar installation on a multi-family building in the entire state. These solar installations mark a milestone for renewable energy in Wisconsin. Utilizing renewable energy through the incorporation of solar arrays at new and existing properties is yet another way T. Wall continues to be a leader in environmentally sustainable development.

Environmental Clean-up

If needed, T. Wall Enterprises has tremendous experience with remediating environmentally contaminated sites. We also have received over a half a dozen grants from the WEDC for remediations. For example, Hidden Creek Residences, a multi-phase, multi-family development of ours on Madison’s eastside, which is located adjacent to Starkweather Creek, was redeveloped with no issues because of our expertise and the help of our skilled environmental engineers. There are plenty of developers and builders who do not have experience in remediation and because of this they’ve caused further contamination and erosion when building in sensitive areas. We are not one of those developers.

T. Wall was also the first developer, and we believe the only developer, to have created new wetlands. This land was later recognized by the Army Corps of Engineers as a model for wetlands trading and wetlands creation.

Team Members



Included in materials attached.

Management and Maintenance

As a developer and property owner/manager we already provide best-in-class leasing, property management, and maintenance staff on site. We feel the only way to provide top quality customer service is to do it ourselves.

CLOSING

We understand the importance for continued positive, creative and high-quality development in the City of Wausau. We know the options that our team has proposed will add to the quality of development this community is experiencing now and desires for the future.

T. Wall Enterprises Development, LLC is very interested in developing the Riverlife site into a community that will be enjoyable for the residents and the downtown. Thank you for your consideration.

**NOTE: Please note that we have purposefully excluded actual architectural renderings and elevations. As with our previous developments, we look forward to working with city staff and the community to create a winning architectural theme and material pallet. We've included renderings and/or completed photos of previous developments developed by T. Wall Enterprises.*

Sincerely,

T. WALL ENTERPRISES DEVELOPMENT, LLC
Terrence R. Wall, President & CEO

DISCLAIMER:

The information contained herein this Request for Proposal ("RFP") is a draft for discussion and negotiation purposes only and shall not be construed or interpreted as an agreement. A subsequent purchase agreement (the "Agreement") signed by the parties that incorporates the business terms described herein shall govern over the terms contained herein this RFP. Furthermore, this RFP shall be null and void upon execution of the Agreement. If the City of Wausau, or its representative, initiates negotiations of terms different then this RFP then all of the terms in this RFP will be subject to renegotiation by T. Wall Enterprises Development, LLC. Notwithstanding any indication of assent to



any matters under negotiation, T. Wall Enterprises Development, LLC shall not be under any legal obligation until T. Wall Enterprises Development, LLC has obtained all approvals necessary for such Agreement and such Agreement has been executed. Only the signed Agreement shall bind T. Wall Enterprises Development, LLC to any terms contained in this RFP. The information contained in this RFP is confidential, privileged, proprietary and only for the information of the intended recipient and may not be used, published or redistributed without the prior written consent of T. Wall Enterprises Development, LLC, or its Agent. If you receive this document via a third party (by accident or deliberately) then you must destroy this document immediately and notify the sender. Anyone who illegally distributes this document without the Owner's prior written consent shall be liable for damages. T. Wall Enterprises Development, LLC, any affiliates or subsidiaries, and its managers, employees and agents cannot be held liable for the use of and reliance of the opinions, estimates, forecasts and findings in these documents. This RFP is a best effort to offer terms for discussion/negotiation purposes with the City of Wausau.

MULTI-FAMILY



PELTON RESIDENCES

INFILL REDEVELOPMENT

LOCATION: Madison, Wis.

PROGRAM: 157 market-rate multi-family units and
12,000 s.f. of commercial space.
246,348 s.f.

Amenities include: club room,
community room, fitness center, and
landscaped patio

REFERENCE: Heather Stouder, Planning Division
Director – City of Madison,
Ph. (608) 266-5974

MULTI-FAMILY

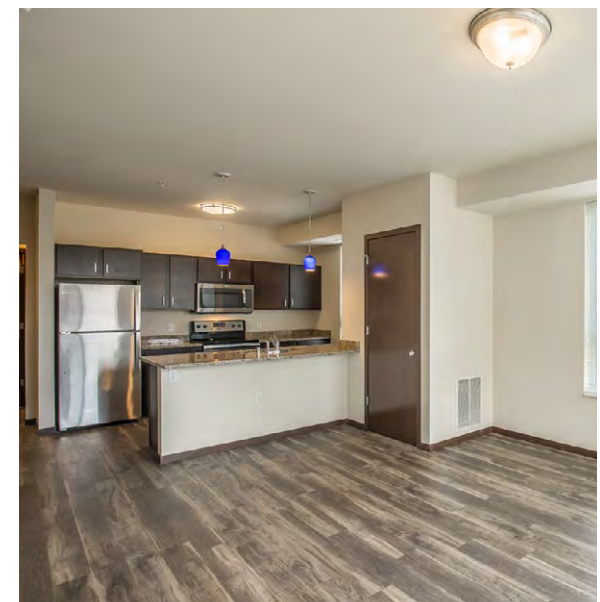


VERITAS VILLAGE MULTI-FAMILY DEVELOPMENT

LOCATION: Madison, Wis.

PROGRAM: 189 market-rate units
Central courtyard & pool with green roof areas; over parking level
Amenities include: fitness room, community room, concierge desk, clubroom, and game room

REFERENCE: Heather Stouder, Planning Division Director – City of Madison | Ph. (608) 266-5974



MULTI-FAMILY



PRAIRIE TRAILS MULTI-FAMILY DEVELOPMENT

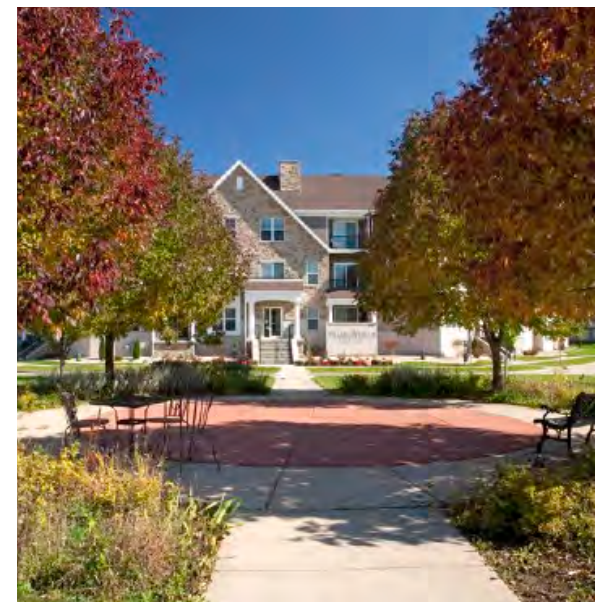
LOCATION: Sun Prairie, Wis.

PROGRAM: Three-story, 54 units
56,516 s.f.

Amenities include: community room, club room, outdoor patio, library, event space with kitchenette/restroom, and landscaped patio

Underground parking

REFERENCE: Scott Kugler, Planning Director – City of Sun Prairie | Ph. (608) 825-1107



MIXED-USE



MIDDLETON CENTER

MIXED-USE DEVELOPMENT

LOCATION: Middleton, Wis.

PROGRAM: 157,100 s.f.
Public Private Partnership (P3)

Three phase redevelopment of the Old Middleton Center

Phase One includes: 62 market-rate multi-family units, 11,388 s.f. of commercial space, and 21,483 s.f. of office space

Amenities include: club room, community room, fitness center, and landscaped patio

REFERENCE: Eileen Kelley, Director Planning / Zoning Administrator – City of Middleton
Ph. (608) 821-8370



MIXED-USE



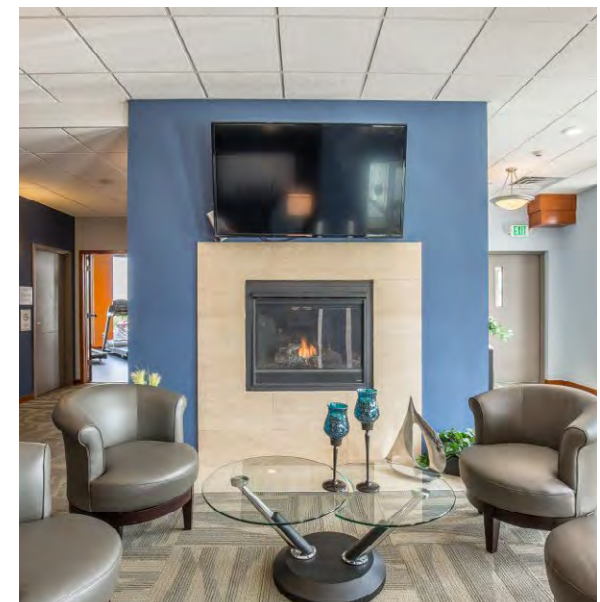
WATERMARK LOFTS INFILL MIXED-USE DEVELOPMENT

LOCATION: Madison, Wis.

PROGRAM: 80 market-rate units
18,922 s.f. commercial space

Amenities include: club room,
community room, fitness center,
and landscaped patio

REFERENCE: Heather Stouder, Planning Division
Director – City of Madison
Ph. (608) 266-5974



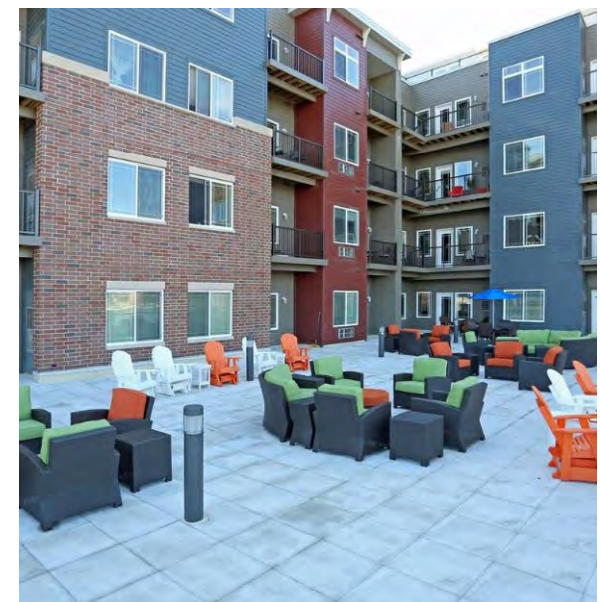
MIXED-USE



CITYDECK LANDING

MIXED-USE

LOCATION: Green Bay, Wis.
PROGRAM: 115,000 s.f.
Seven-story mixed-used building
Partnered with City of Green Bay
Amenities include: club room,
community room, fitness center,
and landscaped patio
REFERENCE: Kim Flom, Director of Planning &
Development - City of Green Bay
Ph. (920) 448-3413
kimfl@greenbaywi.gov



PUBLIC PROJECT EXPERIENCE



Listed below are other representative public projects that T. Wall Enterprises has been involved with.

GREENWAY CENTER

Madison, WI

Project Value: \$189,500,000

Size: 1,021,000 s.f.

Reference: Kurt Sonnentag, Mayor

City of Middleton

Ph. (608) 335-0888

Email: mayor@ci.middleton.wi.us

This mixed-use development located on Madison's west side. Initially comprised of a office buildings and retail, restaurant, and hotel components, additional buildings were later added as in-fill to create a mini town center. T.Wall served as overall developer for the project.

THE CENTER FOR INDUSTRY & COMMERCE

MADISON, WI

Public Private Partnership (P3)

Project Value: \$37,000,000

Size: 160-acre site

Reference: Don Marx, Manager

Office of Real Estate Services

City of Madison

Ph. (608) 267-8717

Email: dmarx@cityofmadison.com

The Center for Industry & Commerce, is a 160-acre mixed-use development on Madison's east side. The development is the culmination of a 10 year partnership between T.Wall and the City of Madison. T.Wall served as master developer for this project.

CITY CENTER WEST

Project Cost: \$135,000,000

Completion: 2003

The City Center West project included the development of two 8-story towers, constructed in phases with connections at each floor, as well as a 1,532 stall, five-level parking ramp. The project features 440,000 s.f. of office, retail, and restaurant space.

HIGH CROSSING ENVIRON

MADISON, WI

Project Value: \$88,000,000

Size: 309,000 s.f.

Reference: Don Marx, Manager

Office of Real Estate Services

City of Madison

Ph. (608) 267-8717

Email: dmarx@cityofmadison.com

High Crossing is proud to be the first large-scale, mixed-use development in Dane County. The site consists of office, retail, restaurant, hotel, and residential properties. T.Wall served as overall developer for the High Crossing project.



DEVELOPER

1818 Parmenter Street
Middleton, WI 53562
Ph. 608.826.4000 | www.twallenterprises.com



ARCHITECT

300 Third Street, Suite 304
Wausau, WI 54403
Ph. 715.848.4880 | www.mudrovicharchitect.com



ENGINEER

3376 Packerland Drive
Ashwaubenon, WI 54115
Ph. 920.498.1200 | www.ayresassociates.com





Education

BA in Economics
UW-Madison

*Masters in Real Estate Appraisal
and Investment Analysis* UW-
Madison

Completed coursework at:

*Harvard University Executive
Education Program, Loyola
University, and Kellogg School
of Management (Chicago)*



TERRENCE WALL

CEO & PRESIDENT

Terrence has been involved with real estate analysis, leasing and marketing since 1979. He began developing in 1989. He has developed in a wide range of markets including:

- Over 500 multi-family units
- Five retail centers (including Target, Verizon, Bed Bath & Beyond, Michael's Craft, Ashley Furniture, American TV, and many more)
- A 160-acre industrial park with multiple buildings
- Largest portfolio of office buildings in the state of Wisconsin with over 45 office buildings at 3.5 million square feet of space
- Planned and developed five major mixed-use centers that included office space, hotels, retail, and residential
- Presently developing a master planned community which includes seven neighborhoods and a town center, known as The Community of Bishops Bay, in Middleton, Wisconsin

Philanthropy

- Terrence Wall has previously raised donations for and developed the Dane County Children's Zoo Carousel Building, Boy Scout's Glacier's Edge Council Office and Store and the John Wall Family Pavilion at Tenney Park.
- He has also been a major donor to Edgewood High School, American Family Children's Hospital, James A. Graaskamp Real Estate Center, Congress Park, High Crossing Park, Madison Central Library, Madison Children's Museum, Middleton's Soccer Field, Asset Builders of America, and Domestic Abuse Intervention Services



T. WALL ENTERPRISES DEVELOPMENT, LLC PROJECT TEAM



Taylor Brengel

Taylor Brengel joined T. Wall Enterprises in 2012. As general counsel, Taylor oversees the company's legal activities, including real estate negotiation and purchases, development financing, project entitlement coordination, landlord tenant issues and commercial lease negotiation, lender relations, entity organizational structuring and corporate governance.

Taylor earned his Juris Doctorate from Marquette University Law School and his Bachelor of Arts from Lawrence University. His prior experiences include working for the in-house legal department of a Fortune 100 company and working for the Honorable John Coffey of the U.S. Seventh Circuit Court of Appeals



Erica Koch

Erica Koch is the Director of Operations & Property Management for all multi-family communities. Her role is to oversee the property managers and ensure the overall maintenance of the properties. She has spent the last 20 years in the multi-family housing industry in Wisconsin with various roles and responsibilities including managing all aspects of the company's operations, customers and properties. Erica earned her BBA at the University of Wisconsin-Whitewater with a major in Marketing. She is also a licensed real estate salesperson in Wisconsin.



Scott Tebon

Scott Tebon is the Director of Construction responsible for management and coordination of construction activities within the portfolio. He has over 20 years of experience in the construction industry and has overseen in excess of \$200 million of projects encompassing over 2 million square feet of space and managed build-outs for over 250 commercial customers.

Scott earned his BBA at the University of Wisconsin-Whitewater with majors in Economics and Finance with a Real Estate emphasis.



Nick Patterson

Nick is the development analyst responsible for assisting with development and entitlement processes pertaining to multi-family developments. Nick coordinates with architects, engineers, city planners, surveyors, contractors, and others to ensure efficient design, organization, and execution of plans; Nick analyzes and budgets new development opportunities as well.

Nick earned his Bachelor of Science degree in Finance with an emphasis on Real Estate from Iowa State University. His prior experience includes assisting in student and multi-family property management.



MUDROVICH ARCHITECTS

PROJECT TEAM

THOMAS H. MUDROVICH, AIA

Project Experience

More than 40 years of architectural experience includes major project responsibility, both design and management, for a full range of commercial, medical, educational, religious and governmental buildings. Notable projects by Mudrovich Architects include Wausau City Hall renovation; Marathon Park Amphitheater; Jefferson Street Parking Ramp; 311 Financial Way office building, Wausau; The Palladian, Wausau; Dudley Tower, Wausau; Stoney River Assisted Living, Marshfield; Assisted Living and Rehabilitation Center, Weston; CoVantage Credit Union Branch Offices; Greenheck Innovation Center; Wausau; Stoney River AL/IL & Memory Care, Ramsey, MN; Renew Assisted Living and Memory Care Glenwood Springs and Aurora, Colorado.

Education

- Bachelor of Science in Architecture, University of Wisconsin - Milwaukee
- Graduate Program in Architecture, University of Wisconsin - Milwaukee

Professional Registration

- Registered Architect: Wisconsin, Minnesota and Colorado

Professional Societies and Organizations

- A.I.A. Wisconsin ; American Institute of Architects; Director, Wisconsin Trust for Historic Preservation; Wausau Area Chamber of Commerce; City of Wausau Building Advisory Committee



JENNIFER JONES

Project Experience

More than 20 years of architectural design experience. Responsible for architectural design, interior design, AutoCAD architectural drafting, space planning, code research, specifications, Sketch-up modeling, and project management. Notable projects include Greenheck Innovation Center; Asprios Wausau Hospital Projects; CoVantage Credit Union Branch Offices in Rothschild, Weston, Wausau, Stevens Point & Shawano; Wausau Riverlife Village Design; Stoney River (ReNew) Assisted Living & Memory Care Facilities; Voss Photography Studio; Wausau City Hall; Integrity First Bank; Ear, Nose & Throat Associates, Hermening Financial Group; Lang Office Building

Education

- Bachelor of Science, University of Wisconsin Stevens Point – Interior Architecture (FIDER accredited)

JOE VRASPIR

Project Experience

More than 14 years of architectural experience. Responsibilities include design, project management, specifications, code research, creating & organizing construction documents using AutoCAD, construction observation, client and consultant interaction and coordination, construction management. Notable projects include Covantage – Wausau and Suamico branch remodel and additions, Wausau Riverlife Village Design (Townhouses, Apartment, and Commercial Building), The Store Wausau and Post Road Plover Remodel, Manawa Nursing Center Addition, Remodel of Stahmer Medical Clinic into the City View Apartments, Zillman's Meat Market, Wausau Country Club Pool House and Outside Grill, Wausau on Water (WOW) design concept, Rib Mountain Shopping Center Renovation.

Education

- Master of Architecture, Minor in Business, Real Estate - University of Wisconsin - Milwaukee
- Bachelor of Science, Architecture University of Wisconsin-Milwaukee
- Undergraduate studies, Engineering, Psychology

Professional Registration



- Registered Architect in the State of Wisconsin

Professional Societies and Organizations

- Toastmasters International; Rotary Club; Habitat for Humanity

DAVID FENN

Project Experience

More than 35 years of architectural experience Responsibilities include design, project management, specifications, contract documentation, scheduling, construction observation, client and consultant interaction and coordination. Notable projects include Stoney River Assisted Living, Marshfield, WI, Weston, WI, Ramsey, MN; Peregrine's Landing Memory Care, Aurora, CO; Back When Café addition and renovation, Wausau; Alliance Credit Union branch, Waukesha; Kohler Credit Union branch, Saukville; Heritage Credit Union, Madison; Farmers & Merchants Bank & Trust branch, Crivitz.

Education

- Bachelor of Science in Architectural Studies - University of Wisconsin Milwaukee

Professional Registration

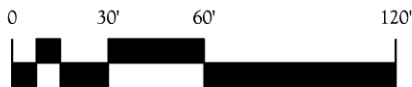
- Registered Architect in the State of Wisconsin



WAUSAU RIVERLIFE DEVELOPMENT
SITE PLAN
PROPOSED LOT 6 ,7 &8 DEVELOPMENT
SCALE: 1" = 60'-0"



Mudrovich
architects
MARCH 1, 2021



WAUSAU RIVERLIFE DEVELOPMENT
SITE PLAN
PROPOSED LOT 6 ,7 &8 DEVELOPMENT
SCALE: 1" = 60'-0"



Mudrovich
architects
MARCH 1, 2021



Application for City Assistance

The City of Wausau is a proud partner in assisting investment and business development. Our Development Team welcomes consultation with prospective applicants in advance of this formal application process.

Applicant Information

Legal Name: Main Street Wausau, LLC

d/b/a: T. Wall Enterprises Development, LLC

Mailing Address: P.O. Box 620037 Middleton, WI 53562

Primary Contact #: (608) 220-8940

Cell #: _____

Email: Nick@twallenterprises.com

Attorney: F. Taylor Brengel, J.D.

Will a new entity be created for ownership? ☐ No ☒ Yes Name: Main Street Wausau, LLC

Principals of existing or proposed corporation/partnership/LLC

Terrence R. Wall, President

Tax Identification #: TBD, this is a newly created entity.

Project/Property Summary

Overall Project Summary: Construction of approximately 123 market rate apartment units over 3 lots in the Riverlife North District.

Parcel Address(es): 1200 N River Dr.

Tax ID #: 291-2907-252-0981

Proposed Parcel/Land Area: 1.46 Acres

Proposed Building Area: +/- 40,500 Square feet

Current Use: PUD (Undeveloped)

Current Assessed Value: \$ 0.00

Current Property Taxes: \$ 0.00

Describe any zoning changes that will be needed: Amended PUD or DPMU

Identify any other approvals, permits or licenses:

Describe briefly what the project will do for the property and/or neighborhood: The development will provide over \$17 million in tax base and over \$9 million in disposable income to support downtown and local businesses.

Full and part-time jobs to be created by the proposed project including average estimated salary: The development will create 4 full and part-time jobs with salaries ranging from \$30,000 to \$45,000.

If existing business, number of current full and part-time employees: N/A

Timetable: Construction will begin in Spring 2022 and occupancy in Spring 2024. The development is estimated to be fully stabilized in Fall 2024.

Development Team

Developer: Main Street Wausau, LLC

Architect: Mudrovich Architects

Contractor: TBD. We will bid the project to our typical contractors and then to a couple local contractors.

Other Members: Civil Engineer: Ayres Associates

Project Budget/Financial Information

Describe why the project cannot occur "but for" City participation: City participation is essential due to the

increasing costs for materials (lumber, steel, copper, pvc, etc.) and labor that creates a gap in our financing.

Identify the sources and uses of funds for the project

	Amount (\$)	Source
Land Acquisition or Facility Purchase	400,000	Developer Cash
Demolition	---	--
Environmental Remediation	(Included in Construction Costs)	Construction Loan/TIF Loan
Site Clearance and Prep	(Included in Construction Costs)	Construction Loan/TIF Loan
Utilities	(Included in Construction Costs)	Construction Loan/TIF Loan
Construction of New Building	19,565,263	Construction Loan/TIF Loan
Renovation of Existing Structure	N/A	N/A
Machinery & Equipment	(Included in Construction Costs)	Construction Loan/TIF Loan
Architectural & Engineering Fees	552,500	Developer Cash/TIF Loan
Municipal Fees	500,230	Developer Cash/Constr. Loan)
Construction Management	155,000	TIF Loan
Financing & Capital Formation	295,100	Entitlement Contribution Value
Due Diligence	67,500	Land Equity Contribution
Marketing	106,000	Land Equity Contribution
Reserves and Real Estate Taxes	923,873	Land Equity Contr./TIF Loan
Contingency	247,277	Land Equity Contribution
Insurance	120,000	Construction Loan
Entitlement Contribution	1,717,112	Entitlement Contribution Value
Legal & Professional Services	260,950	Developer Cash/TIF Loan
Total Project Costs	24,910,805	

Identify the sources/expected sources of financing

Source	Amount (\$)	Terms: Years/Interest	Contact
Equity	3,957,858		
Loans	18,362,644	3 YR / 4.0%	
Grants			
City Participation	2,590,303 (principal amount of "pay-as-you-go" TIF at 4.5%		
Loan			
Grant			
Other			
Total Financing	24,910,805		

Additional Considerations

Please answer the following:

1. Will you sign a community workforce agreement with the local Building Trades Council? Yes ☒ No
2. Will you agree to source all sub-contractors and building material suppliers from within a 100 mile radius of Wausau? Yes ☒ No *We will use best efforts.*
3. Will you agree to not protest to the Board of Review, except in cases of material inaccuracies, your real estate assessment for the subject properties? ☒ Yes No
4. Will you complete the design assistance process of the Wisconsin Focus on Energy Program, which offers incentives and consultations on energy efficiency? ☒ Yes No
5. Will you consider using Property Assessed Clean Energy (PACE) funding which can provide financing support for construction which meets energy efficiency or alternative energy standards? ☒ Yes No
6. Will you provide corporate tax filing verification information for job creation reporting purposes, if requested? ☒ Yes No

Filing Requirements

You must provide all of the following items with your signed application for it to be considered complete:

1. Fee: A nonrefundable application fee of \$1000 made payable to the City of Wausau Community Development Department.
2. Site Maps: Provide a map that shows the location of the site and a map that focuses on the project and its immediate surroundings.
3. Project Renderings: Provide preliminary drawings, plans or renderings for the proposed project.
4. Projections: Provide three (3) years of cash flow projections for the project.
5. Statements: Profit and loss statements for the past three (3) years (if applicable) – this may be shared in a closed session if necessary and requested.

If the project requires planning and/or zoning approvals, you must make these applications concurrent with this request.

Declarations

The City requests answers to the following for any applicant, investor, developer, officer or affiliate of an entity or LLC with an ownership or share of 20 percent or greater in the proposed project:

Involved in a previous or pending lawsuit or legal proceeding?

☒ Yes ☐ No

Involved in a previous or pending bankruptcy or insolvency proceeding?

☒ Yes ☐ No

Charged with a crime, paid or otherwise complied with civil penalties, or been the subject of a criminal or civil investigation?

Yes ☒ No

Have any outstanding tax liens currently or previously?

Yes ☒ No

Have any projects with a construction delay of six months or greater?

Yes ☒ No

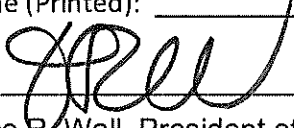
Please attach a detailed explanation of any YES responses.

Agreement:

I, by signing this application, agree to the following:

1. I have read, and will abide by all the policies, standards and reporting requirements of the City for Tax Incremental Financing (TIF).
2. The information submitted is correct and adequately represented.
3. I understand the City reserves the right to deny approval, regardless of preliminary approval or the degree of construction completed before application for final approval.
4. I authorize the City to check references, run a credit report, verify criminal and financial backgrounds and obtain other relevant information on the applicant and parties.
5. I agree to provide additional information as may be requested by the City after filing of this application.

Applicant Name (Printed): Main Street Wausau, LLC Date: 3.23.2021

Signature: 

By: Terrence R. Wall, President of T. Wall Enterprises Manager, LLC, Its Manager



Planning, Community and Economic Development

To: City of Wausau Common Council

From: Sean Fitzgerald, Economic Development Manager

RE: Staff memo on proposal received for Thomas Street Phase 2 Remnant Parcel Housing RFP

On January 26, 2021, the city council approved a proposal from Tyler Knudson Construction LLC to purchase six residential parcels at 118, 120, 126, 130, 134 and 138 E. Thomas Street for \$7,500 each for the construction of single-family, owner-occupied residences.

The developer subsequently asked to purchase each of the parcels one at a time beginning with 138 E. Thomas St., a materially different transaction from the council's authorization to sell all six parcels simultaneously. This request was brought before the full city council on March 9, 2021, and the council elected to move the matter back to the economic development committee.

The following is the staff memo provided by the City of Wausau Community Development Department prior to the January 26, 2021 city council meeting. The proposal submitted by the developer follows in this packet as well.

In September 2020, the City of Wausau Economic Development committee rejected a proposal from a previous developer of multi-family housing and asked the City of Wausau Community Development Department staff to develop options for single-family, owner-occupied homes on remnant parcels owned by City of Wausau on the 100 block of East Thomas Street.

Community Development Department staff Ann Werth, Tammy Stratz, Brad Lenz and Sean Fitzgerald held several conversations during September and October with various city departments to determine a number of development considerations for the properties, including snow and refuse removal, water and sewer access, environmental history, vehicle traffic through the area, neighborhood residential property assessments, and historical composition of homes in the neighborhood.

Gathering this collective information, Community Development staff presented a plan to the Economic Development committee at its October 6, 2020 meeting recommending the issuance of a request for proposal soliciting developers and builders for the construction of six single-family homes with architecture that fits positively with the neighborhood's current home designs. Staff suggested a land sale price of \$6,500 for each parcel, and a timeline in which proposals would be due December 11, 2020, allowing the proposals to be rated and a recommendation made for the January 5, 2021 meeting of the Economic Development committee. The committee adopted the plan with no additional recommendations and ordered staff to proceed with drafting and issuing an RFP for six houses to be built by the private sector and sold to owner occupants.

The resulting RFP asked for “attainable housing” but did not further specify any requirements for home size in square feet, number of bedrooms or number of bathrooms. There was a requirement for homes to be slab on grade – at the direction of the Economic Development committee – and there was a requirement for a 2-car garage, which was a unanimous suggestion from internal staff conversations. No neighborhood wants cars, trailers, boats, bicycles and other materials scattered about the yard, and there is no basement in these homes for additional storage beyond that available in the garage.

The final RFP was shared for approval and eventual release with former Community Development Director Ann Werth, City Planner Lenz, Assistant City Planner Brad Sippel, Community Development Administrator Stratz and District 3 Ald. Tom Kilian. All parties provided their endorsement and the RFP was released on November 5, 2020. The final RFP was delivered by personal direct email to five local homebuilders, and was also provided to staff for Wausau Area Builders Association with a request from the organization’s board leadership that the RFP be shared with all of its nearly 30 members.

One proposal was received from Wausau-based Tyler Knudson Construction LLC. The homebuilder proposes purchasing each of the six lots from the city for \$7,500 – a total of \$45,000 – and constructing six single-family homes that will be sold to resident owners. The proposal includes two different styles of homes consisting of approximately 1,400 square feet in total space over two stories. Each home design proposes three bedrooms, 2.5 bathrooms and an attached two-car garage.

The proposal from Tyler Knudson Construction meets the requirements of the RFP issued by the city. The proposal indicates the homes would be constructed in three separate phases – each phase consisting of two homes at a time – beginning this May and wrapping up in May 2022. The sales price target range for each home is expected to be \$200,000 to \$240,000. The company estimates the completed construction value of the entire project at about \$1,320,000 which would generate tax revenue of roughly \$12,800 annually based on the 2020 city tax rate of \$9.70 for every \$1,000 of assessed property value.

A copy of the proposal from Tyler Knudson Construction LLC is included within the packet, as well as a brief list of deed restrictions that Community Development staff is recommending be included with the sale of the properties.

While the following item is the lone proposal received by the city, at least three other builders had identified potential interest in submitting a development proposal back in September and October. All three received personal invitations to respond to the RFP, but ultimately didn’t respond because they believed it was improbable to develop single-family homes on those parcels profitably and felt the inherent financial risk was too high.

Additionally, Community Development department staff has been asked to address the following questions about the RFP and the proposal:

Why was one-story housing not allowed?

During the RFP development process, the city planning department made several recommendations aimed at encouraging design proposals positively contributing to the architectural cohesiveness of the neighborhood. Those included:

- 1.5 or 2-story construction
- Front porches and/or prominent front entries.
- Small front setbacks (TF-10 zoning allows 10-foot front setbacks for porches and 17-foot setbacks for the main structure).

These suggestions were specifically intended to discourage a developer from proposing a garage-fronted ranch house plan and reversing it so the rear faces Thomas Street.

What is the lot size?

The lot sizes for all six parcels were identified in the RFP as 60 feet wide by 107 feet deep. Sixty feet is the standard width for a residential lot in the City of Wausau, while 120 feet is the standard depth. These lots are 13 feet short of standard as a result of the recent Thomas Street reconstruction project and the accommodation for the alley separating the parcels from those homes on River Street.

Can smaller, less expensive homes be built instead of those proposed?

During the January 5, 2021 Economic Development committee meeting, the proposer responded to a question from a council member about reducing the house size by a couple hundred square feet, indicating it would bring bedroom sizes down by two to three feet in each dimension, ultimately reducing the area of each bedroom to a point where it would be difficult to place a queen-size bed in the room. Additionally, since there's no basement, there's little storage within these proposed designs.

The proposed builder indicated reducing the home size would not proportionately reduce the cost of construction, and indicated a concern that a minimized home design would have far less substantial market appeal.

Generally, the city does not dictate detail of room sizes or other specific components, leaving those decisions to the developer so long as they fit within the basic building codes and zoning guidelines.

Homes priced that high don't fit within the neighborhood.

The home designs themselves match well within the existing architecture of the neighborhood.

In discussions with City Assessor Rick Rubio, Chief Inspector Bill Hebert and City Planner Brad Lenz in the days following the January 5, 2021 Economic Development committee meeting, they expressed nearly all of the homes in that neighborhood are more than 50 years old. Those homes were built with weaker building codes, are arguably less safe and less energy efficient. They were also built in an era where master bedrooms didn't have attached bathrooms or walk-in closets, which are expected amenities in contemporary new residential construction; and mechanical infrastructure and washer/dryer units were typically located in the basement, which they will not be in this circumstance. All of these factors contribute to higher costs in the new construction of contemporary, attainable single-family home when juxtaposed with comparable older homes.

Additionally, the current market environment for building material commodities is at an all-time high, and some industry analysts believe this pricing environment may be the normative trend going forward.

Why not build so-called "tiny homes" on these parcels?

The "tiny home" concept would not blend in with the neighborhood. There's additional concern of little interest from any builder to embark on such an initiative given the low response to this recent RFP. Lastly, so-called tiny homes could potentially face building and zoning code issues.

Was the city considering a lottery to determine fairly eligible buyers for these lots?

All homes will be sold on the private market by the developer.



100 BLOCK EAST THOMAS STREET PHASE 2 REDEVELOPEMENT PROPOSAL

Tyler Knudson Construction LLC





TKC

Tyler Knudson Construction LLC

1005 N. 3rd Street

Wausau, WI 54403

(715) 212 - 5914

Keith@tkcwausau.com

www.tkcwausau.com

100 BLOCK EAST THOMAS STREET- PHASE 2 REDEVELOPEMENT PROPOSAL

There is a growing need for attractive and affordable housing as the Wausau community has expanded and reshaped over the last decade. The continuous efforts to bring down old infrastructure and build up new and modern communities have been vital to the area's prosperity and development. With this commitment, people have been encouraged to become part of a desirable community that will continue to flourish for generations. This redevelopment proposal has provided Tyler Knudson Construction LLC the opportunity to join in these efforts and make a difference in the community we live and work in.

Since 2013 Tyler Knudson Construction LLC has been a general contractor servicing the Wausau and greater central Wisconsin area. Through the years our company has grown from a simple handyman service, to a residential and commercial remodeler and then into a residential developer. We have a strong team consisting of local subcontractors and employees that are eager to carry out the vision defined within this proposal.

After hearing the community's desire for single family housing, we consulted with our architect to create two styles of affordable and modern single-family houses that we believe will fit the Thomas street community. The discussions at public meetings were taken into consideration while creating a redevelopment plan that would be affordable, increase property values, and appease to families that will invest into the Wausau community. Our proposal consists of two different styles of 1,400 square foot, 3-bedroom, 2.5-bathroom, 2-story houses that not only complement each other but also fit within the Thomas Street community that surrounds them.

We appreciate the opportunity to submit a proposal for this project. Please reach out with any questions.

Sincerely,

Tyler Knudson and Keith Sampica

PROPOSAL PLAN

1. Interested Proposer/Name and Address, Telephone and Email

Tyler Knudson Construction LLC
1005 N. 3rd Street
Wausau, WI 54403
(715) 212 - 5914
Keith@tkcwausau.com

2. Proposed Purchase Price Offered

Our proposed purchase price is \$7,500 per lot, totaling \$45,000.

3. Estimated Construction Value

The estimated completed value of the entire project will be \$1,320,000 if the properties hit our target of averaging \$220,000. Variations from this number include market fluctuations, material price increases, and additional amenities being added to pre-sale properties.

4. Estimated Range of Selling Prices for the Homes

Our target property selling price range is \$200,000 - \$240,000. We plan to sell both home styles for \$220,000. Our price range stems from our understanding that the housing market and material prices may fluctuate. In addition, the properties would be marketed by our local real estate partner prior to construction allowing for additional amenities to be added to the properties and increasing the proposed price.

5. Architectural renderings of the home design with associated floor plans

Please see sheets A-A101 through B-A201 attached.

6. Site plan for the entire six-parcel area

Please see sheet A001 attached.

7. Estimated Construction Timeline or Phasing Plan

Construction will be carried out in three phases commencing in May of 2021 and finishing in May of 2022. Each phase will last four months and consist of the construction of two properties simultaneously. Each two-property phase will be completed in the following order. Concrete slab on grade foundations will be poured, the houses will be framed and roofed, then the interiors and exteriors will be finished out.



PROJECT:
100 BLOCK OF
EAST THOMAS
STREET

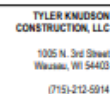
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DATE: 12.09.2020

A001



A-A101



PROJECT:
100 BLOCK OF
EAST THOMAS
STREET

SITE ADDRESS:
118, 120, 126, 130, 134,
138 E THOMAS ST.
WAUSAU, WI 54401

[illegible]

ELEVATIONS

DATE: 12.09.2020

PROPOSAL



A-A201



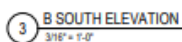
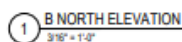


SITE ADDRESS:
118, 120, 126, 130, 134,
138 E THOMAS ST.
WAUSAU, WI 54401

[illegible]

DATE: 12.09.2020

B-A201





Planning, Community and Economic Development

To: City of Wausau Economic Development Committee

From: Sean Fitzgerald, Economic Development Manager

RE: Staff memo on former Westside Battery / 415 S. First Avenue redevelopment RFP

City staff has been actively marketing and showing the former Westside Battery property and existing building at 415 S. First Avenue. This property has been owned by the city since 2016 and was acquired in an effort to govern future use and development on a strategic property perceived as a gateway destination into the downtown from the west side of the river.

City staff has conducted four showings at the property in recent months and there has been a level of interest from these various parties to further consider developing the property for commercial purposes. Those prospective developer parties have been advised the next step would be to submit a proposal to the city for the economic development committee and council to eventually consider.

The draft request for proposal included within this packet is presented to the committee for its review and discussion. Staff welcomes any input from the economic development committee on recommended additions or other changes to the RFP and seek its approval to release the amended RFP in April 2021.

Office of the Mayor
Katie Rosenberg



TEL: (715) 261-6800
FAX: (715) 261-6808

April 15, 2021

Dear Interested Parties,

The City of Wausau is pleased to release this Request for Proposals (RFP) for redevelopment of the former Westside Battery (0.77 acre) parcel at 415 South First Avenue on the City's West Riverfront.

The city is seeking an attractive commercial use that ideally engages the waterfront and serves as a western gateway to the downtown. Proposals may be made for the entire area or a subset of the total.

Proposals must include: a draft site plan (vision plan) for the property; architectural renderings of the proposed construction (or examples of similar structures); proposed purchase price offered; proposed use or uses of the area; estimated proposed construction value; and any request for city participation.

Event	Date
1. RFP Released	4/15/2021
2. Proposals Due	6/14/2021
3. Committee Review & Council Decisions	07/2021

Questions and addition information on this RFP are available by contacting Sean Fitzgerald, City of Wausau Economic Development Manager, at sean.fitzgerald@ci.wausau.wi.us or 715.261.6684.

Email or send proposals by June 14, 2021 to the attention of:

City of Wausau Economic Development
407 Grant Street
Wausau, WI 54403-4783
sean.fitzgerald@ci.wausau.wi.us

Sincerely,

Katie Rosenberg
Mayor

History & Background

The City of Wausau is pleased to accept proposals for the redevelopment of the former Westside Battery and L&S Printing sites on the West Riverfront. The existing structure of the former Westside Battery building is approximately 3,080 square feet and includes a partial basement. Private tours of the building are available upon request by contacting Sean Fitzgerald, City of Wausau Economic Development Manager, at sean.fitzgerald@ci.wausau.wi.us or 715.261.6684.

The City seeks creative proposals which could involve the reuse of the existing building or construction of new buildings. Successful proposals should:

- Complement Downtown Wausau's mix of retail, restaurant, service or commercial office space.
- Propose a use that complements urban density and maximizes property tax value of the land.
- Reuse the historic building or propose an architecturally unique building which meets the City's Urban Design Guidelines and fulfills the gateway nature of the site.



Proposal Format and Required Information

The submitted proposals are suggested to include each of the following sections:

1. Interested developer/name, address, telephone and email.
2. Executive summary of the project.
3. A draft site plan for the property. Plan does not need to be engineered but should be generally to scale.
4. Proposed use of the area, including plans and elevations of the proposed project, or relevant examples.
5. Proposed purchase price offered.
6. Estimated construction value and approximate construction timeline.
7. Other successful urban redevelopment project examples.
8. Any request for city participation. If city participation or funding is requested, the proposer will need to complete an Application for City Assistance, which can be found online at: <http://www.wausaudevelopment.com/TIFDevelopment.aspx>

The city's development and incentive strategy particularly encourages the diversification of housing typology and rents; deployment of alternative energy technology, achievement of high energy efficiency standards, and/or the use of Property Assessed Clean Energy (PACE) tools; the priority hiring of local contractors and subcontractors; and workforce agreements with the local Building Trades Council.

Costs of Proposal

Any costs incurred in the development of the response to this Request for Proposals are borne by the developer. The City of Wausau is not responsible for any costs incurred by the developer in formulating a response, or any other costs incurred such as mailing expenses.

Evaluation Criteria

The Economic Development Committee and an internal staff evaluation shall consider proposals based upon the quality of response, proposed use, appropriateness for the neighborhood, and projected investment. To be selected, a proposer must be able to comply with general city land purchase requirements and any other applicable laws and requirements.

Weighting of criteria is used by the city as a tool in selecting the best proposal. The city may change criteria and criteria weights at any time. Evaluation scores or ranks do not create any right in or expectation of a contract award. Proposals will be evaluated on the accuracy and responsiveness of the developer. Background checks and references will also be considered.

The following elements will be the primary considerations in evaluating all submitted proposals and in the selection of a developer (out of a total of 60):

Proposal is architecturally unique, creative in its use and activates the street and public waterfront.
25 Points

Proposal maximizes the use of the site and provides significant taxable value.
15 Points

Developer possesses diverse resources, a successful track record and strong financial backing for the project.
10 Points

Proposed real estate purchase price and/or proposed city participation are fair to taxpayers.
10 Points

The response deemed the most advantageous to the City of Wausau will be given the highest consideration. The city reserves the right to:

- Reject any or all offers and discontinue this RFP process without obligation or liability;
- Accept or sell land on offers received, without discussions or requests for best and final offers;
- Accept more than one right to develop;
- Negotiate the nature and scope of any proposed project before final committee and council approval;
- Accept no proposal and re-RFP or bid properties again in the future.

Send proposals by 4:30 p.m. on June 14, 2021 to the attention of:

City of Wausau Economic Development
Attn: Sean Fitzgerald
407 Grant Street
Wausau, WI 54403-4783
Phone: 715.261.6684
sean.fitzgerald@ci.wausau.wi.us