*** All present are expected to conduct themselves in accordance with our City's Core Values ***

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 - SPECIAL MEETING**
Date/Time: **Thursday, April 22, 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 Discussion and possible action on the development proposals received for the Riverlife north zone RFP outlined as Lots #6, 7 and 8

2 **CLOSED SESSION** pursuant to 19.85(1)(e) and 19.85(1)(g) of the Wisconsin Statutes for deliberating or negotiating and conferring with legal counsel for the city concerning strategy with respect to litigation in which it is or is likely to become involved regarding compliance with development agreement by CGI Inc., successor to Collaborative Consulting, Inc. d/b/a Collaborative Domestic Solutions Center-Wausau LLC

3 **CLOSED SESSION** pursuant to 19.85(1)(e) of the Wisconsin Statutes for deliberating or negotiating the purchase of public properties, the investing of public funds, or conducting other specified public business, whenever competitive or bargaining reasons require a closed session: Consideration of development proposals received for the Riverlife north zone RFP

4 **RECONVENE** into Open Session to Take Action on Closed Session Items, If Necessary

5 **UPDATES**
- Thomas Street phase 2 remnant parcels

6 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 04/16/2021

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 **187 410 0481**. Password is **siSZtK7Qa33.** Individuals appearing in person will either be seated in the Council Chambers or an overfill 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 af. 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 Devlopment 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

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 March 14 2021
City Of Wausau

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.

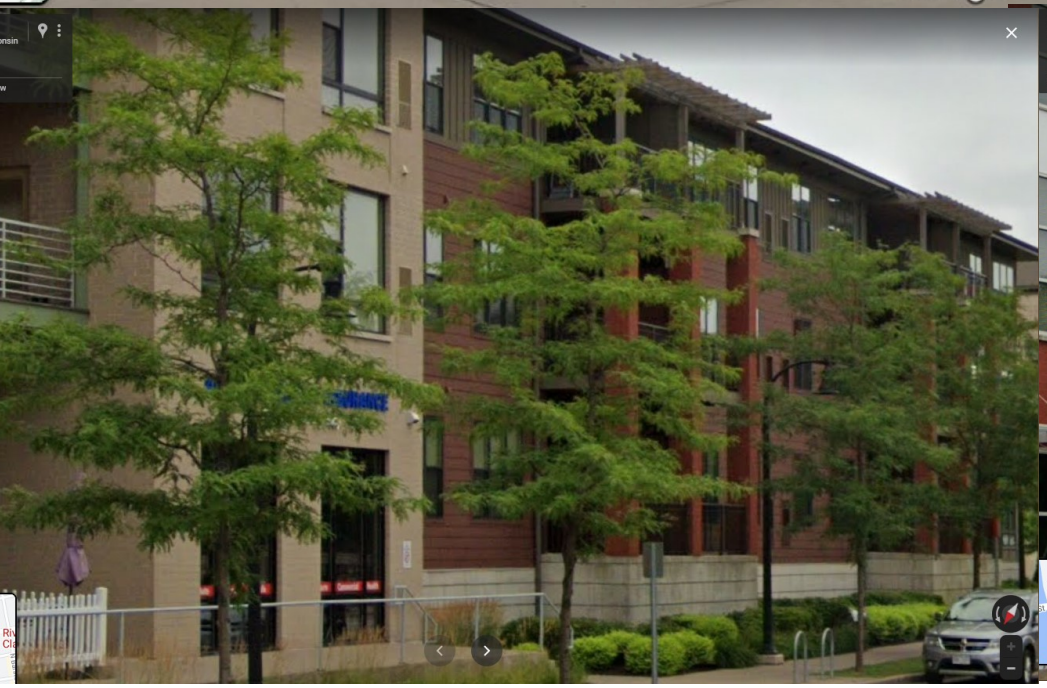
Sincerely,
Riverlife Wausau LLC
Viegut, Ohde, Riveron

Riverlife Wausau LLC

North Lot Proposal Underground Parking

39 Apartments, 8 Commercial Spaces, including Restaurant

©2019 Google
SILLY SERRANO
MEXICAN RESTAURANT
SILLY SERRANO
MEXICAN RESTAURANT
Google

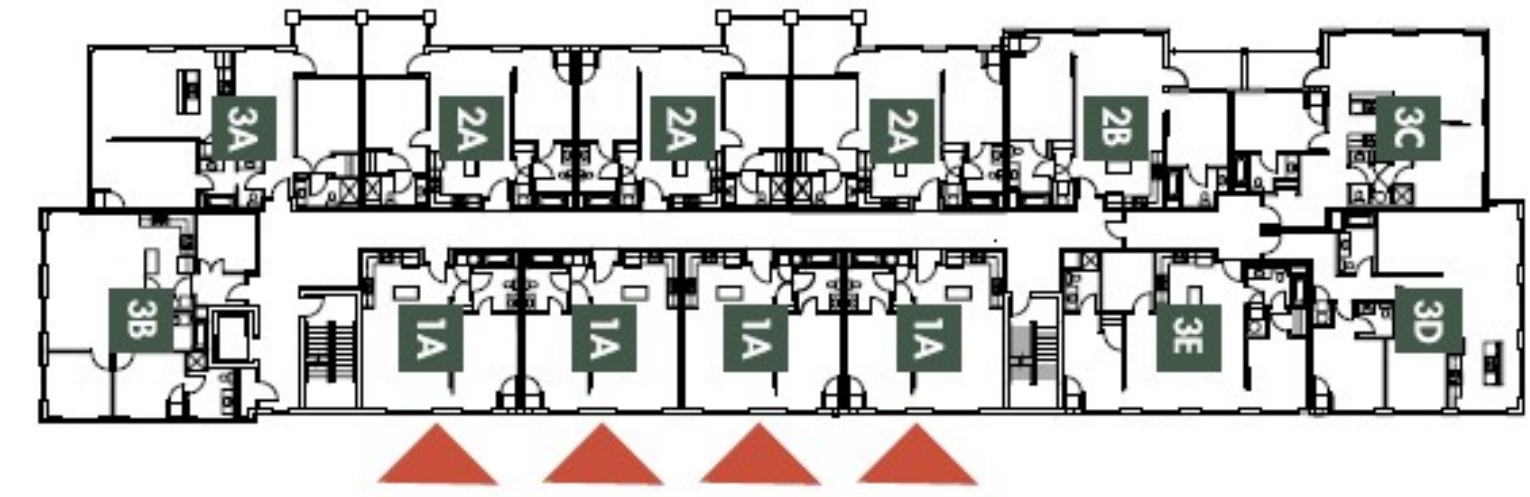


Forest St
Eau Claire, Wisconsin
Google
Street View
SILLY SERRANO
MEXICAN RESTAURANT
Google
Image capture: Aug 2019 © 2021 Google United States Terms Report a problem

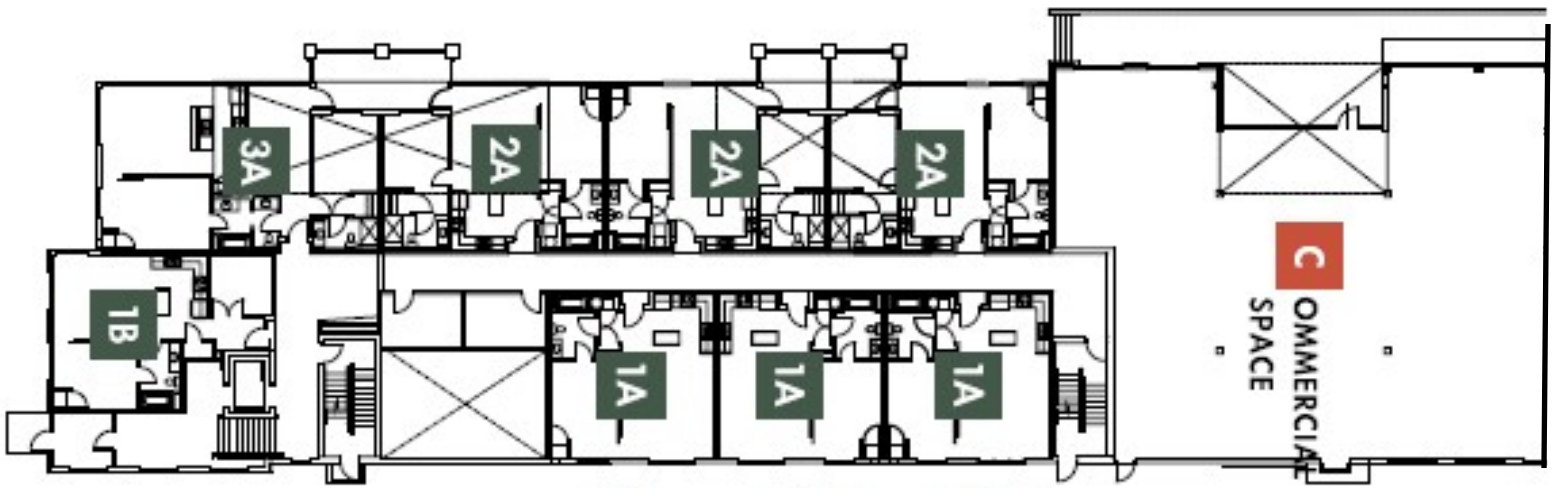
Riverlife Wausau LLC

North Lot Proposal Apartment Side View

39 Apartments, 8 Commercial Spaces, including Restaurant



Floor 2 and 3 Replicate



FL 2

FL 1

Riverlife Wausau LLC

North Lot Proposal Commercial Side View

39 Apartments, 8 Commercial Spaces, including Restaurant

Show all

DATE	REVISION	BY	CHK'D

DESIGNED BY:	CHECKED BY:
SURVEYED BY:	APPROVED BY:

RIVER LIFE

WAUSAU
WISCONSIN

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 Dopperman, Malling 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 Ohde, 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 managment system, and soil inconsistancies cost over runs.

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	$175,000	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	Viequt
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 ±.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 Ohde

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: Mitch Wright

From:	Mitchell Viegut
To:	Sean Fitzgerald
Subject:	[EXTERNAL] Riuverlife
Date:	Monday, April 19, 2021 11:06:29 AM
Attachments:	2021 0419 RIVERLIFE NORTH SCHEMATIC DESIGN.PDF South Condo elevations.pdf Phase 2 Condo.pdf South Condo Aerial.pdf Rivelife Dock Idea.pdf

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April 19 2021
Sean Fitzgerald ED and
City Council Of Wausau

Thanks you for the opportunity to bid on the Riverlife North project. We have included some additional information on our team and look forward to our presentation this Thursday.
We also have included some of our Phase II South Riverlife images that we will start this summer, along with some updated look on the North Riverlife proposal.

We would also like to invite you to tour our current Riverlife property and Chamber Ribbon Cutting this Tuesday at 12:30 . Our website is www.wausauriverlife.com .

The RIVERLIFE Apartments we completed in less than a year from the start. This took many efforts from the city team to our building team. We are extremely proud and so should our city leaders of what we have brough to the city of Wausau and the Riverlife area. We have also included some images of our phase II Riverlife South project that will be starting soon.

We hope to continue our efforts with the North Riverlife property. Prior to or presentation we would like to introduce in greater detail the professional team we have assembled
Our team is moving forward is: (Please use the links for more information.)

NAI Pfefferle / Pfefferle Management
rely Management,(Corleen O'Malley) website Property Management | Commercial & Residential Property Management (pfefferle.biz)

RAO Construction (Bob Ohde), Partner and General Contractor . RAO Construction / Riverlife Team

Knetter Architects (jay Knetter) https://jaknetter.com/

REI Engineering (Tom Radanz) www.reiengineering.com

We understand the responsibility that was awarded to us with the Riverlife phase 1 and 2 and take it personally to make the continued North area as successful. Riverlife Wausau banks in Wausau. We create and manage jobs in Wausau , we take great responsibility to the city to do this with quality and consistency. We also feel we can add an additional floor to the plan (making 52 – 60 units) with the commercial without additional tiff request.

Wausau Riverlife LLC was formed with Mitch Viegut, Bob Ohde and Dr. Fritz Riveron. Mitch Viegut is a Wausau Resident with 30 years a real estate investor and development experience. More info at www.viegut.com . Viegut has been in a Real Estate partnership with Fritz Riveron for over 20 years. Riveron is one of Wausau's well respected Heart Surgeons saving lives for over 25 Years At Aspirus. Bob Ohde built over 1200 commercial and residential multi unit buildings including Cedar Creek Hotels across the USA , the Pabst Brewery in Milwaukee 200 unit apartment complex and over 1200 commercial and residential properties. Our Wausau Riverlife LLC has a continued strong partnership and financial stability.

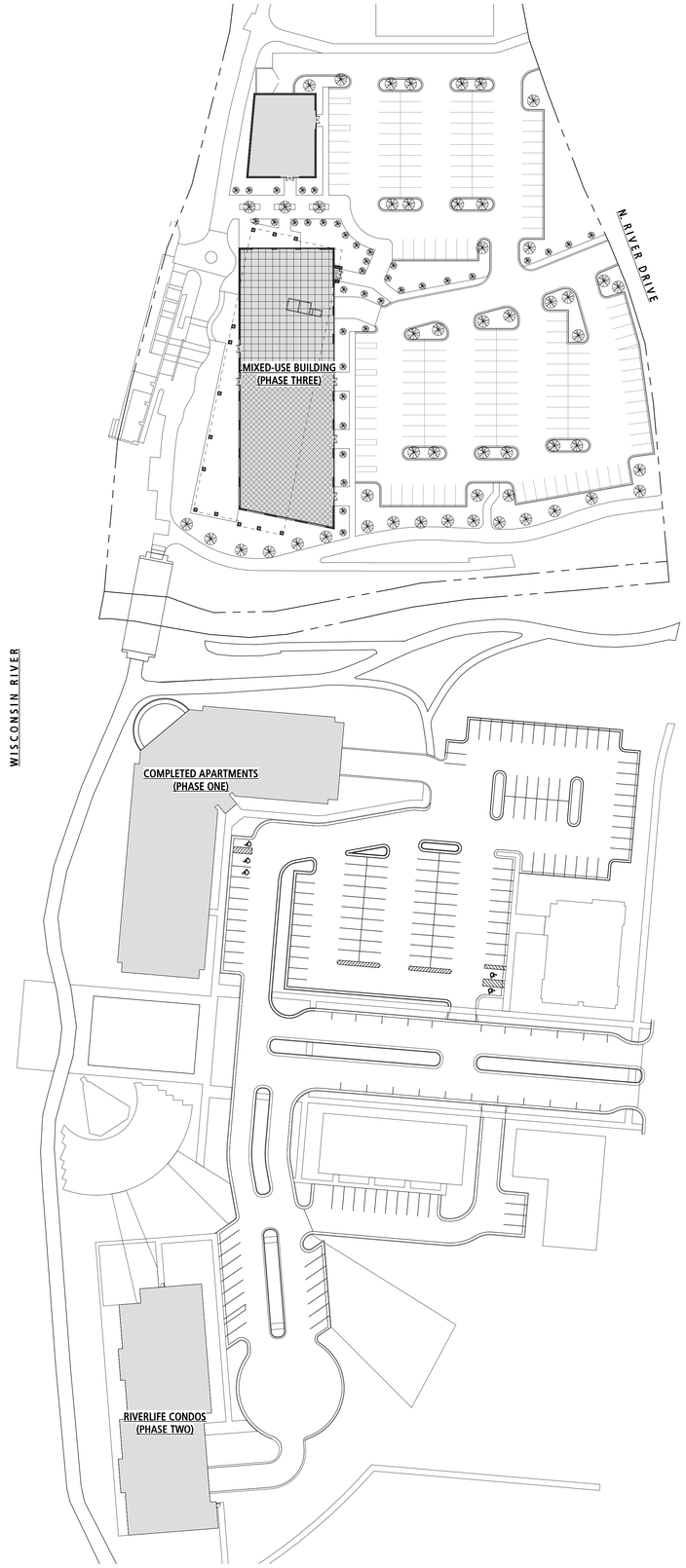
The Wausau Riverlife LLC team approach to the North phase is a seasoned one with long range understanding of community needs. We see and talk to visitors from all area of the community who drive to the area, park ,unload a bike, take kids to the park , or take a wonderful stroll along the Riverfront. We feel the North Riverfront is the best step for the next construction with a controlled growth of the area and thus our step by step more quantified approach to the development. WausauOnWater, Bricks Ice cream and the Children's park have all been a wonderful additions, the we respect greatly our city leaders who have had the vision for this amazing riverfront.

Mitch Viegut
Managing Member Riverlife Wausau LLC

Mitch Viegut
715 571 2274 Cell

www.Ribmtninn.com
715.848.2802 Office

www.Viegut.com
www.Cottageinthelake.com
www.500eastbay.com
www.thereservewausau.com



34 OVERALL RIVERLIFE MASTER PLAN
1" = 50'-0"

JAK architecture + interior design
JAKnetter Architects
N16 W23217 STONE RIDGE DRIVE, SUITE 300
WAUKESHA, WI 53188 | www.jaknetter.com
office 262 513 9800 | fax 262 513 9815

PROJECT INFORMATION:

RIVERLIFE NORTH

N RIVER ROAD
WAUSAU, WISCONSIN

DRAWING ISSUANCE:

SCHEMATIC DESIGN DOCUMENTS

REVISIONS

#	DATE	DESCRIPTION

PROGRESS DOCUMENTS

These documents reflect progress and intent and may be subject to change, including additional detail. These are not final construction documents and should not be used for final bidding or construction-related purposes.

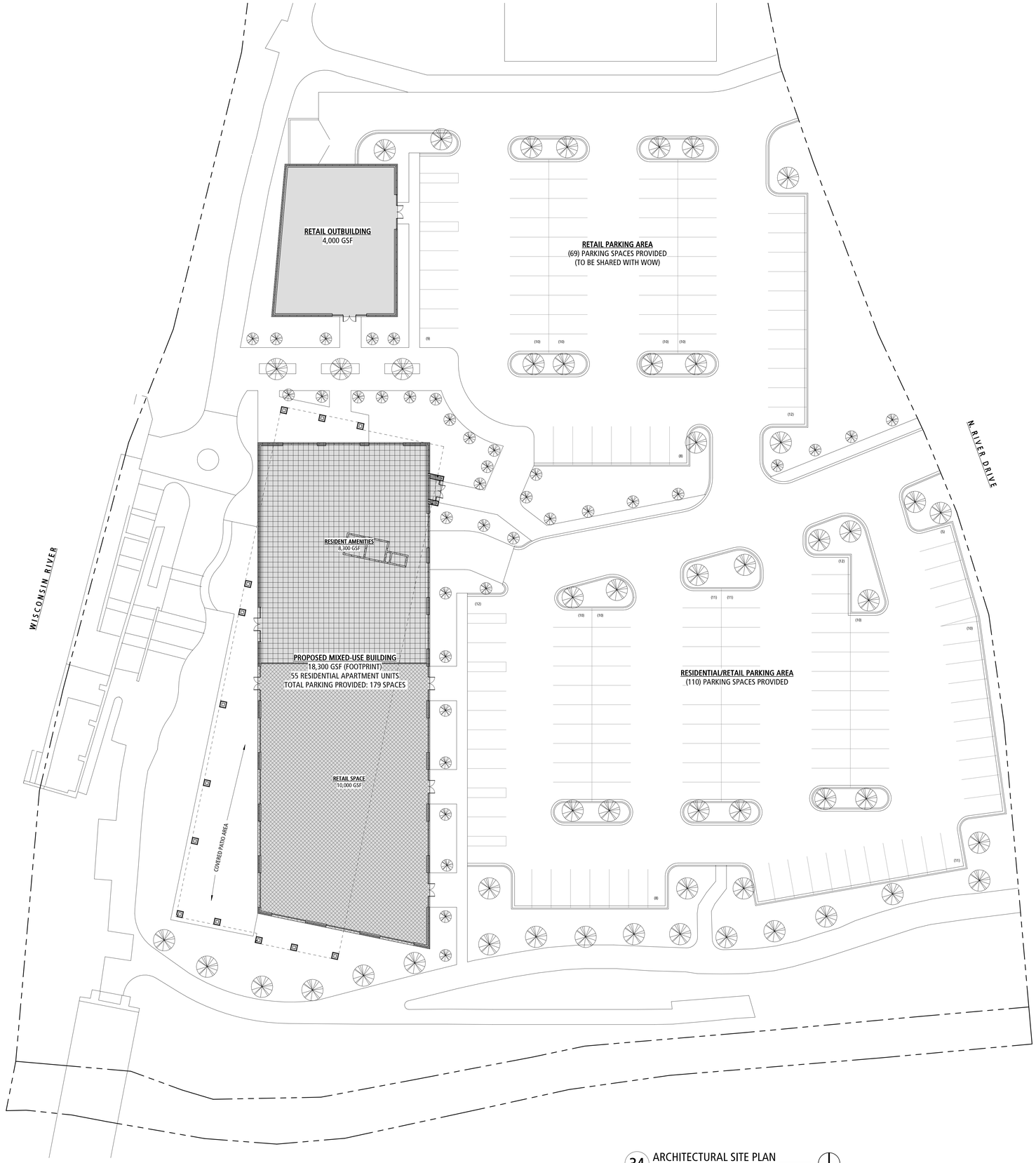
19 APRIL 2021

PROJECT NUMBER	PROJECT MANAGER
21021-00	JK

OVERALL RIVERLIFE PROJECT SITE PLAN

AS100

© JAKnetter Architects



34 ARCHITECTURAL SITE PLAN
1" = 20'-0"

JAK architecture + interior design
JAKnetter Architects
N16 W23217 STONE RIDGE DRIVE, SUITE 300
WAUKESHA, WI 53188 | www.jaknetter.com
office 262 513 9800 | fax 262 513 9815

PROJECT INFORMATION:

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WAUSAU, WISCONSIN

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19 APRIL 2021

PROJECT NUMBER	PROJECT MANAGER
21021-00	JK

ARCHITECTURAL SITE PLAN

AS101

© JAKnetter Architects

35 SOUTHEAST BUILDING PERSEPCTIVE

17 SOUTHWEST BUILDING PERSPECTIVE

31 NORTHEAST BUILDING PERSPECTIVE

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JAKnetter Architects

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19 APRIL 2021

PROJECT NUMBER	PROJECT MANAGER
21021-00	JK

PERSPECTIVES

A120

© JAKnetter Architects

SCHEMATIC DESIGN PACKAGE for:

RIVERLIFE CONDOMINIUMS

LOT 2 (PHASE 2)

WAUSAU, WISCONSIN 54401

JAK architecture + interior design
JAKnetter Architects
N16 W23217 STONE RIDGE DRIVE, SUITE 300
WAUKESHA, WI 53188 | www.jaknetter.com
office 262 513 9800 | fax 262 513 9815

PROJECT INFORMATION:

RIVERLIFE APARTMENTS

LOT 2
WAUSAU, WI 54401

DRAWING ISSUANCE:

SCHEMATI DESIGN DOCUMENTS

REVISIONS

#	DATE	DESCRIPTION

31 MARCH 2021

PROJECT NUMBER	PROJECT MANAGER
19011-00	NZ

COVER

TS100

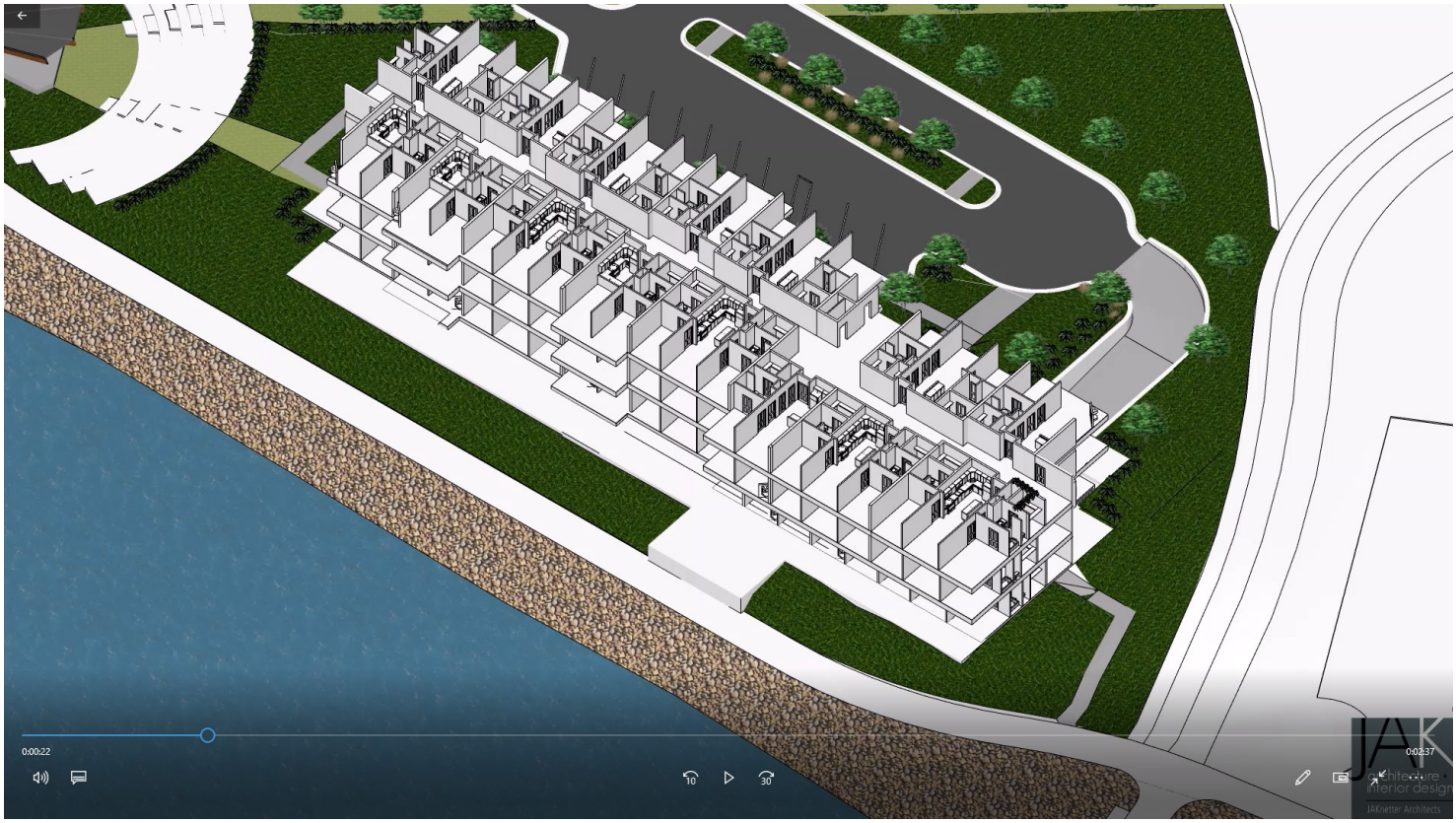
PROGRESS DOCUMENTS

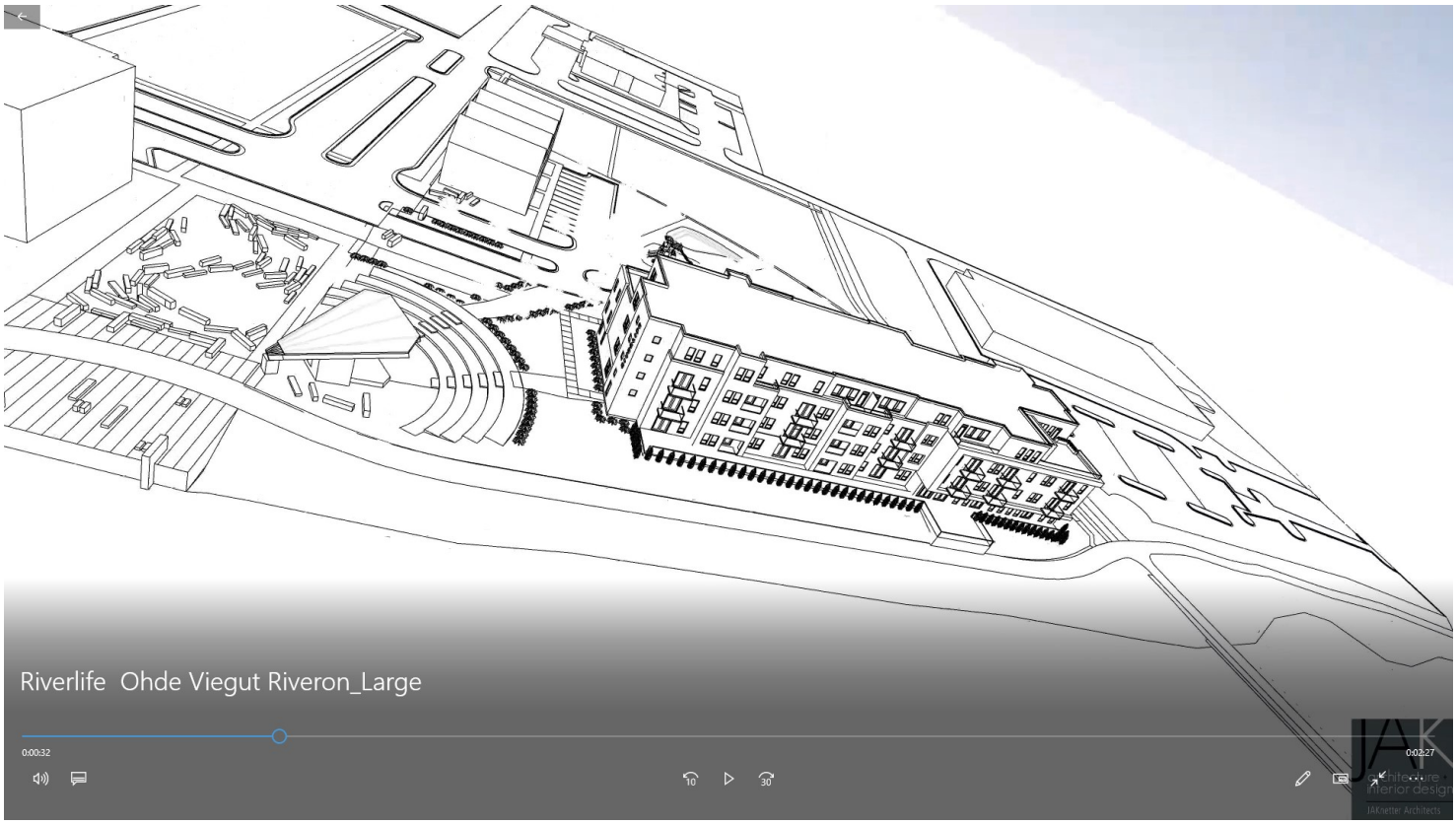
These documents reflect progress and intent and may be subject to change, including additional detail. These are not final construction documents and should not be used for final bidding or construction-related purposes.

© JAKnetter Architects

Riverlife Condos South End

Mitch Viegut Developer 715 571 2274





3 EXTERIOR PERSPECTIVE

6 EXTERIOR PERSPECTIVE

20 OVERALL WEST ELEVATION
3/32" = 1'-0"

34 OVERALL EAST ELEVATION
3/32" = 1'-0"

JAK architecture + interior design
JAKnetter Architects
N16 W23217 STONE RIDGE DRIVE, SUITE 300
WAUKESHA, WI 53188 | www.jaknetter.com
office 262 513 9800 | fax 262 513 9815

PROJECT INFORMATION:

RIVERLIFE APARTMENTS

LOT 2
WAUSAU, WI 54401

DRAWING ISSUANCE:

SCHEMATI DESIGN DOCUMENTS

REVISIONS

#	DATE	DESCRIPTION

PROGRESS DOCUMENTS

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31 MARCH 2021

PROJECT NUMBER	PROJECT MANAGER
19011-00	NZ

BUILDING ELEVATIONS

A200

© JAKnetter Architects

3 EXTERIOR PERSPECTIVE

6 EXTERIOR PERSPECTIVE

20 OVERALL SOUTH ELEVATION
1/8" = 1'-0"

34 OVERALL NORTH ELEVATION
1/8" = 1'-0"

JAK architecture + interior design
JAKnetter Architects
N16 W23217 STONE RIDGE DRIVE, SUITE 300
WAUKESHA, WI 53188 | www.jaknetter.com
office 262 513 9800 | fax 262 513 9815

PROJECT INFORMATION:

RIVERLIFE APARTMENTS

LOT 2
WAUSAU, WI 54401

DRAWING ISSUANCE:

SCHEMATI DESIGN DOCUMENTS

REVISIONS

#	DATE	DESCRIPTION

PROGRESS DOCUMENTS

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31 MARCH 2021

PROJECT NUMBER	PROJECT MANAGER
19011-00	NZ

BUILDING ELEVATIONS

A201

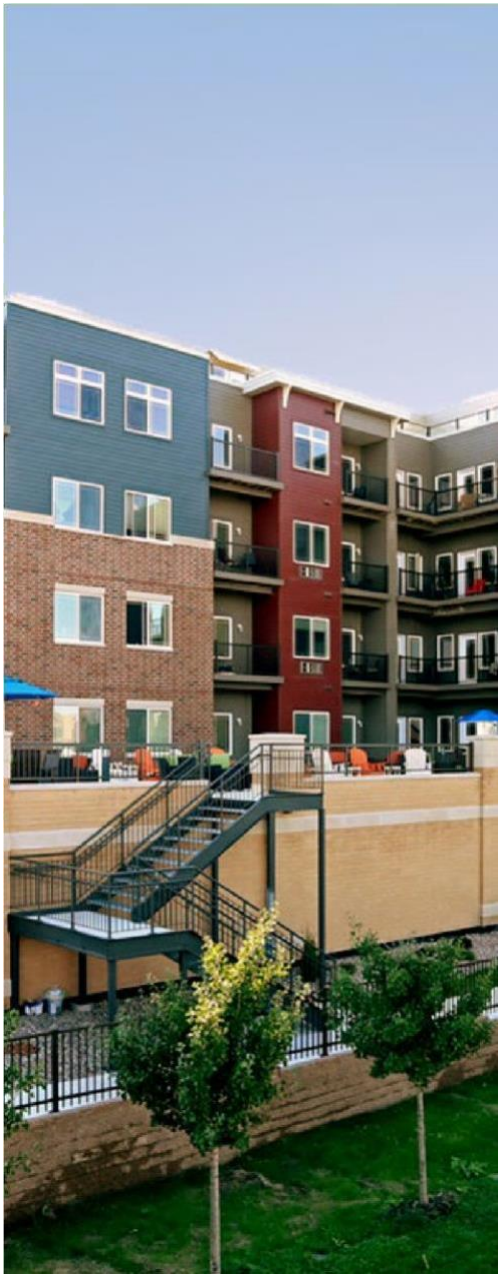
© JAKnetter Architects

- PROPOSAL -

Riverlife North

City of Wausau

March 15, 2021



T. Wall Enterprises LLC

Creating Places Where People Interact

March 15, 2021

T. Wall Enterprises LLC
Creating Places Where People Interact

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

T. Wall Enterprises LLC

Creating Places Where People Interact

PELOTON 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

T. Wall Enterprises LLC

Creating Places Where People Interact

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

T. Wall Enterprises LLC

Creating Places Where People Interact

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

T. Wall Enterprises LLC

Creating Places Where People Interact

MIDDLETON CENTER

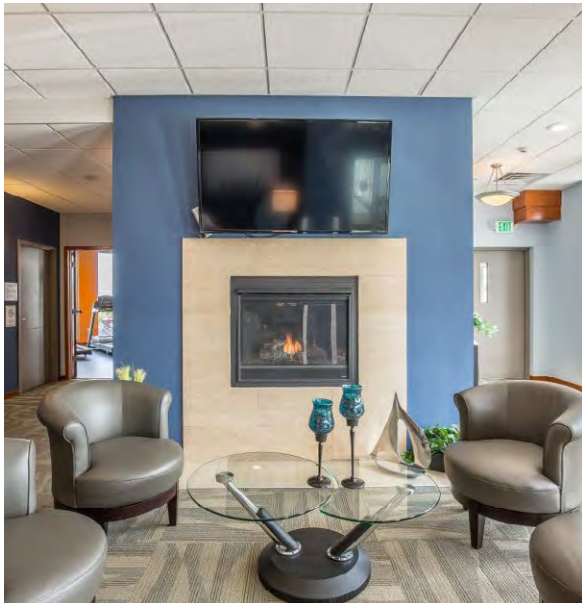
MIXED-USE DEVELOPMENT

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

T. Wall Enterprises LLC

Creating Places Where People Interact



WATERMARK LOFTS

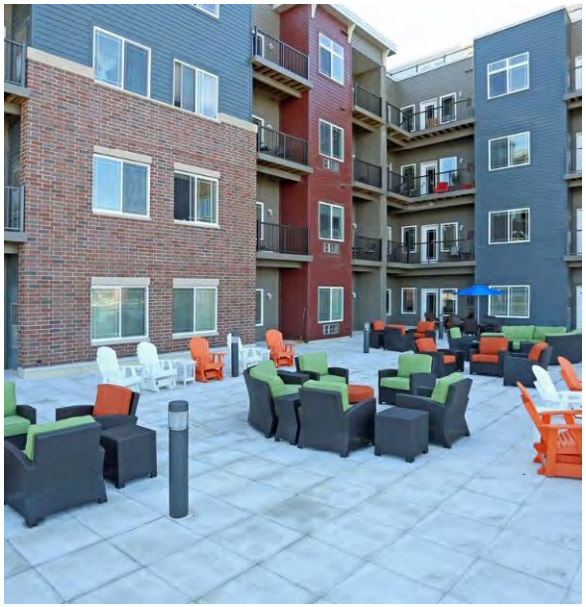
INFILL MIXED-USE DEVELOPMENT

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

T. Wall Enterprises LLC

Creating Places Where People Interact



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

T. Wall Enterprises LLC
Creating Places Where People Interact

ARCHITECT

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

Mudrovich architects

ENGINEER

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

AYRES

TERRENCE WALL

CEO & PRESIDENT

T. Wall Enterprises LLC
Creating Places Where People Interact

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

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)

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, citty 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 Car 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; Asprius 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

N

0 30' 60' 120'

WAUSAU RIVERLIFE DEVELOPMENT
SITE PLAN
PROPOSED LOT 6 ,7 &8 DEVELOPMENT

SCALE: 1" = 60'-0"

Mudrovich architects

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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 prjoect 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

T. Wall Enterprises

City of Wausau
Economic Development Committee
407 Grant Street
Wausau, WI 54403

RE: The District - Vision for Riverlife North

Dear Committee Members:

T. Wall Enterprises Mgt, LLC is pleased to present our proposal and vision for the Riverlife North District.

History of Wausau

At the peak of industrialism, Wausau embraced the opportunity to use their natural infrastructure, such as the river and nearby spacious woodlands, to create and transport goods and services. The lumber and paper industry flourished in this environment, full of inventory, demand, and the means to efficiently transport lumber. The Wausau Lumber Co. Saw Mill, a thriving saw mill in the 19th century, was once a large producer of hemlock lumber. The Wausau Lumber Co. was located directly on the proposed Riverlife North site (Lot 6 in the RFP). The Wausau Lumber Co. is a great example of the rich industrial history that is engrained in Wausau and is our inspiration for the design of The District.

Design

In designing the architecture for The District, we reimagined the history of Wausau's industrial and manufacturing district. The theme of our architecture and building is based

P.O. Box 620037 Middleton, WI 53562 608-345-0701 terrence@twallenterprises.com

on this history with facing of brick and large manufacturing-plant windows. Cable suspended, steel faced balconies will recall the heavy use of steel in construction of buildings in the old industrial era. We will incorporate large warehouse style windows with awning style window openings and more mullions. Above the windows and openings will be vertical Soldier Coursing brick, which is unique to industrial architecture. The arch connected to the two buildings will be made of aluminum to look like old rustic iron that will say "Riverlife District" to signify the entrance into the Riverlife District. Canopies above the retail stores will be incorporated to keep with our 'old world' architecture of yesterday.

The building will appear as a converted 3-story industrial building that has a newly added fourth floor. The top of the third floor will have a more defining edge than what we are showing due to limitations of the design software, but we intend to build a cornice (decorative trim) along the top of the third floor to define the separation between the 'converted industrial building' and the new 'urban industrial' fourth floor.

The District's exterior building materials will be made of natural materials such as brick, steel, aluminum, and hardiplank, including using brick of a texture and color found in old industrial buildings in Wausau. Natural stone, quarried in Mosinee, in a lighter color and a pattern similar to the Riverlife landscaping features over Stinchfield Creek will be used at the base of the commercial spaces.

As a note on the design software: there is more that we want to include in this proposal that we cannot show with the software and because the plans are in the preliminary stage. The plans are conceptual and subject to change but as they develop, the finer details of this proposal will become more apparent.

Signage

To adhere to the industrial architectural theme, vertical and horizontal signage along with blade signs will be incorporated into the design (refer to inspiration photos). The awnings, above the commercial space, will have signage and then a blade sign above each awning. The blade signs will increase pedestrian visibility when passing through the breezeway. Horizontal signage will be displayed on the center of each building that will appear as 'faded-paint' industrial lettering that will say "The District".

Photos are included on the following pages to show our inspiration for reimagining the design for The District.

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Inspiration Photos That Recall the History of Wausau

Signage

DANNENHOFFER'S
OPALESCENT

THE OLD
COACH
HOUSE

alamy stock photo
B3KMBC
www.alamy.com

T. Wall Enterprises

Conclusion

This is more than a residential building; this is the grand entrance into The District and Riverwalk. We are not out to design an ultra-modern building with cold colors that does not have character. We are not designing to win an award; we are designing to incorporate the old district character into the new Riverlife District. The District will memorialize the lumbering pioneers that built Wausau into the community it has become today.

Thank you for your consideration.

Sincerely,

T. Wall Enterprises Mgt, LLC

By:_____

Terrence R. Wall, President

P.O. Box 620037 Middleton, WI 53562 608-345-0701 terrence@twallenterprises.com

T. Wall Enterprises LLC
Creating Places Where People Interact

The Distric at Riverlife
Wausau, WI

Mudrovich architects
APRIL 16, 2021

THE DISTRICT

STORE
RIVERLIFE DISTRICT
STORE

THE DISTRICT
STORE
THE DISTRICT

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 list of CGI's community involvement in Wausau has been provided by the company and is attached here.

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

Collaborated Consulting did not meet the terms of its development agreement with the City of Wausau by creating an additional 41 jobs in its final year of the 5-year job creation window. Based upon the average salary of $47,000 paid to Collaborative employees in 2017, that shortcoming in the development agreement amounts to a loss of $1.9 million in economic impact to the greater Wausau area.

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. It's increased the average salary by more than 40 percent and has provided nearly $16 million in payroll to the Wausau area economy since its acquisition of Collaborated, all outside the scope of the development agreement.

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 recognize CGI's economic impact to the Wausau area since the expiration of Collaborative's job-creation period and consider waiving the remaining commitment of the jobs requirement from the development agreement with Collaborative 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