



*** 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:	ECONOMIC DEVELOPMENT COMMITTEE
Date/Time:	Thursday, November 20, 2014 at 4:30 p.m.
Location:	City Hall, 2nd Floor, Board Room
Members:	Bill Nagle (C), Tom Neal (VC), Romey Wagner, David Oberbeck and Lisa Rasmussen

AGENDA ITEMS FOR CONSIDERATION/ACTION

- 1 Public Comment on Matters Appearing on the Agenda
- 2 Approval of the Minutes from 10/16/14
- 3 Discussion and Possible Action on 1418 North 1st Street (Savo Supply)
- 4 Presentation, Discussion and Possible Action on Proposed Development Agreement with Elk Creek Architectural, LLC for the Wausau Club (306 McClellan St)
- 5 Discussion and Possible Action on Proposed Sale of Business Campus Land to LB Medwaste
- 6 Discussion and Possible Action on Proposed Development Agreement with Composite Envisions
- 7 Discussion and Possible Action on Negotiations with CBL & Associates Properties, Inc. (Wausau Center Mall)
- 8 **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.
 - Discussion and Possible Action on Proposed Sale of Business Campus Land to LB Medwaste
 - Discussion and Possible Action on Proposed Development Agreement with Composite Envisions
 - Discussion and Possible Action on Negotiations with CBL & Associates Properties, Inc. (Wausau Center Mall)
- 9 **RECONVENE** into open session to take action on closed session items, if necessary
- 10 Discussion and Possible Action on Granting United Mailing Services an Option to Purchase 1.25 Acres in the Business Campus
- 11 Discussion and Possible Action on Request by Wausau Container to Exercise the Option to Purchase Land in the Business Campus
- 12 Update on the Village of Brokaw

Adjournment

Bill Nagle (Chair)

This notice was posted at City Hall and emailed to the Wausau Daily Herald newsroom on 11/14/14

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

Please note that, upon reasonable notice, efforts will be made to accommodate the needs of disabled individuals through appropriate aids & services. For information or to request this service, contact the City Clerk at (715) 261-6620.

Other Distribution: Media, Alderpersons, Mayor, Department Heads, Hebert, Lawrence, Lenz, Stratz

ECONOMIC DEVELOPMENT COMMITTEE

Time and Place: The Economic Development Committee met on Thursday, October 16, 2014, at 4:00 p.m. in Room 231 of the Entrepreneurial & Education Center, 100 North 72nd Avenue, Wausau

ED Members Present: Tom Neal (Vice Chair), Romey Wagner, David Oberbeck and Lisa Rasmussen

ED Members Absent: Bill Nagle (Chair)

Others Present: Ann Werth, Brad Lenz, Megan Lawrence, Gary Gisselman, Allen Wesolowski, Jim Warsaw, Sara Guild, Mark Goffin, Chris Menard, Sara Marquardt, Jared Adkins, Pat Peckham, Mark Kordus, Stuart Krahn, Rick Binder, Debra Ryan and Keene Winters

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

CALL TO ORDER

Wagner noted there was a quorum and called the meeting to order at approximately 4:10 p.m.

PUBLIC COMMENT ON MATTERS APPEARING ON THE AGENDA

Debra Ryan, 702 Elm Street, expressed her personal opinion on agreements and staff members.

Neal arrived at 4:16 p.m. and Wagner turned the meeting over to Vice Chair Neal.

APPROVAL OF THE MINUTES FROM 9/18/14

Rasmussen motioned to approve the minutes. Oberbeck seconded and the motion carried unanimously 4-0.

DISCUSSION AND POSSIBLE ACTION ON PROPOSED DEVELOPMENT AGREEMENT WITH LINETEC (725 SOUTH 75TH AVENUE)

This item was taken out of order.

Lawrence reviewed the development agreement with the Committee highlighting the requirements for jobs, square footage and the sewer agreement. Rasmussen asked if City standards and inspections would still apply on the sewer portion and Wesolowski answered yes. A Committee discussion was held regarding the maintaining of the jobs requirement beyond the 5 years in the agreement. Oberbeck and Wagner stated that just having a jobs requirement without asking to maintain the jobs is not good enough. Lawrence stated that 5 years is the standard set forth by the State and is found in the WEDC grant requirements. Oberbeck asked about the length of the return on investment. Staff stated 18 years. Rasmussen felt 18 years was too long. Neal stated that the project has impact on other businesses also. He felt jobs are important but not the only thing.

Rasmussen mentioned that the 1 calendar year statement in the claw back puts a burden on the City to follow through. Non-committee member Winters stated that 18 years is too long but 10 years is more likely and further asked about how much risk the City is willing to maintain. Wagner requested semi-annual or quarterly reporting. Chris Menard from Linetec mentioned that the WEDC grant does include a ramp up requirement for jobs as well as annual reporting. Neal asked Menard to comment on stability of Linetec. Menard stated that during the economic downturn, Linetec was in a better economic position due to the fact that they can accommodate whatever projects that are presented to them.

Wagner made a motion to approve the development agreement with the added ramp up verbiage from the WEDC grant. Rasmussen seconded.

Oberbeck asked if the WEDC verbiage requires Linetec to maintain the jobs after 5 years. Menard said no. Oberbeck stated that the Committee needs to set standards for all agreements and be fiscally minded. Winters

suggested splitting the difference. Wagner felt the Committee should stand with the WEDC but also set standards for future developments. It was clarified that the motion included adding the verbiage from the WEDC grant.

Oberbeck offered an amendment to add an additional 5 year requirement to maintain the 93 jobs. The amendment failed for lack of a second. Motion then passed 4-0.

Lawrence questioned if the Committee would like to see the agreement again before it goes to Council and the answer was no.

UPDATE ON CITY DEVELOPMENT AGREEMENTS WITH A SUMMARY OF AGREEMENT TERMS AND TRACKING SYSTEM

This item was taken out of order.

Werth provided an update highlighting that many companies developed more jobs than required and that 2 agreements have issues. Those 2 companies will be invited to the next ED meeting to discuss further. Oberbeck stated that there needs to be a system of checks and balances. Wagner requested that all active agreements be reported to the Committee on a regular basis highlighting who is out of compliance and the plan of action. Werth stated that it will be on every month. Winters requested that Staff add the agreement information from 1999-2005.

Non-committee member Jim Warsaw mentioned that if MCDEVCO loses the CWED contract they may not be able to continue to administer the City loan fund. Rasmussen stated that the Committee should develop the standards and best practices that should be in these agreements. Staff was directed to add the Council approval date to the Krasowski item.

UPDATE ON THE RIVERFRONT PROJECT

Mark Kordus of Stantec highlighted the timeline information and summary notes of where the project is at. Specific areas included Planning, Site Clean Up, Stream, First Street Extension and the Shoreline, Wharf and Bike Trail. It was also mentioned that the stream is in and the waterfall should be in on Friday. Wagner asked about the project pace and Kordus responded that it is going well. Further, he mentioned that the project started as a small piece and has now grown to include much more, especially regarding site clean-up.

Neal reiterated his desire to see marketing and branding ideas for the area further stating that he does not want to see anything "dry" going out. Rasmussen stated that public feedback has been positive and asked at what point we should re-engage the public. Lenz said that there are and will be more opportunities for public input. Rasmussen said we should make it a big community discussion. Committee agreed that the story needs to be clear, concise, exciting and strong. Wagner and Rasmussen felt that the story needs to come not just from the City but also from young professionals and others. Werth stated that Adrenalign has been tasked with coming up with preliminary marketing and branding ideas.

DISCUSSION AND POSSIBLE ACTION ON REQUEST FOR PROPOSALS FOR PROPERTY LOCATED AT 1500 GRAND AVENUE (KWIK TRIP)

Lawrence stated that there are 2 businesses interested in the site and a Citizen Selection Committee will be utilized. Lawrence will develop a scoring system. Rasmussen asked about the reach of advertising the RFPs and requested that a sign be placed on the site. Oberbeck and Neal will come back with suggestions on possible RFP advertising avenues. Staff will ask area developers for suggestions.

Oberbeck stated that future developments on Grand Avenue need to take parking and traffic into account. Rasmussen felt that Grand Avenue needs some attention as it will be a corridor for future tourism. Wagner would like to see the top 2-3 options. Oberbeck felt that we should focus on the highest and best use and increased value.

DISCUSSION AND POSSIBLE ACTION ON THE APPLICATION FOR AMERICA'S BEST COMMUNITIES COMPETITION

Sara Guild from the Chamber introduced the competition sponsored by Dish Network and Frontier to stimulate growth and revitalization. It is a multi-million dollar competition with a 3 year time commitment and open to communities with populations of 9500-80,000. Step one is due in January and there are multiple levels of competition. The Chamber is taking the lead to tell the story with a focus on the downtown and riverfront, Lawrence has secured the grant writer from NTC to assist and Becker Communications has agreed to help with a video. Jim Warsaw, also from the Chamber, added that it will be important to emphasize the “but for” side of the downtown development. There is a \$15,000 match requirement.

Rasmussen stated that Wausau used to be a city divided by a river, but not anymore as it is the river that brings us together. She further emphasized that Wausau used to be a City of East versus West and that does not seem to be the case anymore. The Committee and audience felt that those statements would be ideal to add to the application.

Non-committee member Debra Ryan felt education should be emphasized.

A motion was made by Rasmussen to approve participation in the America’s Best Communities Competition with investigation into alternative sources of funding the match requirement. Motion was seconded by Oberbeck and passed 4-0.

DISCUSSION AND POSSIBLE ACTION ON THE APPLICATION FOR THE COMMUNITY DEVELOPMENT INVESTMENT GRANT

Lawrence presented the application for the WEDC grant which is a program that supports redevelopment efforts with an emphasis on downtown community-driven efforts. The grant would be \$500,000 and is due in January. Mark Goffin, owner of Elk Creek Architectural, added that the grant gives preference to historic preservation projects. Goffin will present his proposal for the Wausau Club at the November Economic Development Committee Meeting. He stated that this grant would help alleviate the City risk.

Rasmussen made the motion to approve moving forward with the application. Wagner seconded and the motion passed 4-0.

ADJOURN

Wagner motioned to adjourn. Rasmussen seconded and the motion passed 4-0.

The meeting was adjourned at 5:59 p.m.

Respectfully Submitted,
ECONOMIC DEVELOPMENT COMMITTEE

Vice Chairperson
Tom Neal



Staff Report

From: Megan Lawrence
To: Economic Development Committee Members
Date: November 20, 2014
Re: SAVO Supply

Purpose: Discussion on future redevelopment of Savo Supply site.

Facts OR Considerations:

On March 4, 2014, the City of Wausau released an RFP to redevelop the Savo Supply building located at 1418 N 1st Street. Community Development staff posted the RFP to the websites of the City of Wausau, The League of Municipalities and Wisconsin Economic Development Association. Additionally, staff researched active developers across the State of Wisconsin, as well as, Minnesota and Illinois and sent the RFP to 80+ development contacts.

The City received two proposals to redevelop the site into affordable housing projects along with one conceptual idea by the April 30 deadline. A citizen selection committee was formed to review the proposals and recommend a project to the Economic Development Committee. The selection committee recommended Metro Plains' \$5.2 million project to redevelop the site into an affordable housing complex, featuring 29 loft style apartments. The project was approved by the Economic Development Committee with a 4-1 vote on September 18, 2014. The project failed at City Council on October 28, 2014.

Per Economic Development Committee Member Rasmussen's request, staff has invited individuals to the November Economic Development Meeting to discuss potential new uses and specific projects for this site. Staff is also seeking specific direction on the next steps to redevelop this site.



Staff Report

From: Megan Lawrence
To: Economic Development Committee Members
Date: November 20, 2014
Re: Wausau Club

Purpose: Discussion and possible action on proposed development agreement with Elk Creek Architectural, LLC for the Wausau Club

Facts OR Considerations:

In December 2013, Wausau City Council voted to accept ownership of the Wausau Club in the form of a donation. In March 2014, the City of Wausau released an RFP for the historic site. Community Development staff posted the RFP to multiple websites and sent it to 80+ development contacts.

The RFP process returned one proposal, from Mark Goffin, to redevelop the site into a mixed use facility featuring a destination spa, wine bar, bakery and banquet facility. A citizen selection committee formed to evaluate Mr. Goffin's proposal, which they are recommending to the Economic Development Committee today.

The Wausau Club is located within Tax Increment District Number 3.

A TIF application and project details are enclosed for your consideration.



City of Wausau TIF Application

Please complete the following information and return it along with a \$125 fee made payable to Community Development.

DEVELOPER

Legal Entity: Elk Creek Architectural, LLC

d/b/a:

Main Office Location: 9290 County Road A, Wausau, WI 54401

Type of Business: Residential/Commercial Architectural Woodworking

Project Description: The Wausau Club is a treasured and beloved icon to the citizens of Wausau and is not merely an important piece of our history, but rather a constant and evolving reflection of our culture. The facility will be converted into a symbiotic mercantile space consisting of a destination spa, wine bar & cellar, gallery, design center, bakery & café, and special events hall. (*See Project Deliverables*) and (*Operation Budget Projections*)

Reason for Application Assistance: In line with the goals, objectives, and strategies of the TIF guidelines for the City of Wausau, this funding will insure the entire scope of the project funding and sources. Without this funding the project will likely hit a headwall and place in jeopardy the creation of jobs, the reuse and historical revitalization of a property that's history is an identity of this community.

PROPERTY INFORMATION

Parcel 1

Address: 309 McClellan Street, Wausau, WI 54403

Size: .508 Acre

Current Use: Vacant

Current Assessed Value: \$499,000 (2013)

Current Property Taxes: \$0

Parcel 2

Address:

Size:

Current Use:

Current Assessed Value:

Current Property Taxes:

PROPOSED IMPROVEMENTS

Describe improvement details

The Wausau Club building was placed on the list of National Historic Landmarks in 1989. This will result in all work meeting the requirements for the substantial rehabilitation of historic structures as defined by the National Parks Service, division of the Department of the Interior, and the Wisconsin Historical Society. The substantial rehabilitation will upgrade or provide new utilities to service the facility and will be done according to all applicable codes and guidelines, including, but not limited to, local zoning codes, state building codes, and National Parks Service guidelines. In addition, the facility will meet life safety and handicap accessibility requirements. These improvements will not only allow for commercial use, it will regain its original charm and increase the remaining life of the property.

(See Estimated Construction Costs)

RETURN ON INVESTMENT ANALYSIS

Project Costs *(See Sources and Use of Funds)*

	Amount (\$)	Source of Funds
Purchase of Land	1	
Demolition Cost		
Site Improvements		
Purchase of Existing Facility	0	
Construction of New Building(s)		
Renovation of Existing Structure	1,095,855	
Machinery & Equipment	27,395	
Architectural & Engineering Fees	54,793	
Legal & Other Professional Fees	134,242	
Contingency	215,086	
Working Capital	141,175	
Other (please specify)		
Elk Creek Sweat Equity & Materials	186,000	
Total Project Costs	1,854,547	

Value of Property

- Lot Size (in acres): .508
- Improvement Square Footage: 26,824
- Current Assessed Values: Land \$324,000 + Improvements \$175,000 = \$499,000
- Calculated Property Value: Land \$324,000 + Improvements \$555,000 = \$874,000

Projected Property Taxes

- Current Property Taxes: \$0
- Calculated Property Taxes: \$12,250 - \$21,063
- Calculated Tax Increment: 24.10 mil rate (2014) 25.06 mil rate (2005)

Zoning:

- Current Zoning: Commercial/Country Club
- Proposed Zoning: Commercial

Requested City Participation/Financing

Source	Amount	Terms: Years/Interest	Contact Information
Loans:			
Equity			
Requested City Participation:			
Loan:	\$525,000	30/0%	
Grant:	\$150,000		
Other:			
Total Financing	\$675,000		

CDI Grant (\$500,000) n/a WEDC
TOTAL CITY RISK \$175,000 Less than 9.5% of Project Cost (\$1,854,547)

City of Wausau ROI:

1. Creation of 25-36 jobs resulting in an estimated economic impact of \$491,425 to \$728,528. (See Job Creation)
2. Reduction of Leakage in the marketplace. (See Leakage & Market Sales Analysis)
3. Increased Tax Base. (See Other Considerations)
4. City risk mitigated with CDI Grant and may develop a perpetual loan fund for future projects.

Jobs Created

- Up to \$15,000: _____
- \$15,001-\$30,000: 25-36 Jobs
- \$30,001-\$45,000: _____
- \$45,001-\$60,000: _____
- \$60,001 and above: _____
- Description of Employee benefits:
- Please return to Community Development, Attn: Megan Lawrence, 407 Grant Street, Wausau, WI 54403.



The Mercantile

A house of culture

Presented By

ELK CREEK
Architectural

Project Deliverables

Included in this section are:

1. Floor Plan Concept Drawings (Main Level)
2. Floor Plan Concept Drawings (Lower Level)
3. Floor Plan Concept Drawings (Upper Level)
4. Sources and Use of Funds
5. Project Timetable

We have proposed in the Floor Plan Concept Drawing (Main Level) our preferred scenario of retail space including a wine bar, gallery with outdoor patio seating, and destination salon & spa. The salon and spa space (green) will consist of reception, retail and soft seating/lounge area, salon floor, manicure and pedicure bar, treatment rooms, and back-of-house area. The wine bar & gallery (brown) will consist of a beautifully re-created 1920's bar, hand crafted tables and soft seating, allowing guests to admire locally crafted art and furniture throughout the bar/gallery all the while enjoying wine and craft brews. We envision the gallery to offer support to the CVA with exhibits or pieces too large for its facility. The remainder of the main level will consist of common area (Orange) to include the grand staircase, restrooms, corridor and elevator.

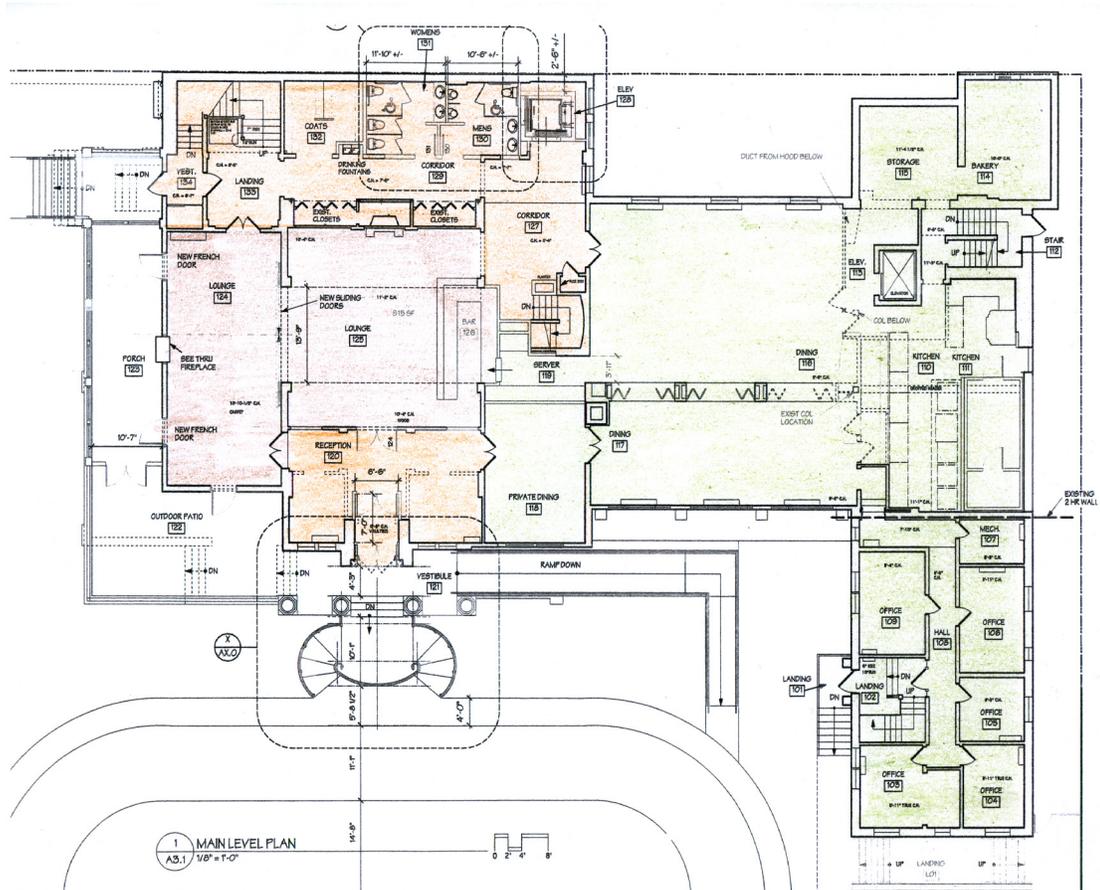
The Floor Plan Concept Drawing (Lower Level) is less a preferred scenario than it is a necessary layout. Due to the existing floor plan and previously completed work, the kitchen (Mustard) and bakery & café (Purple) will be located in applicable areas. The wine cellar (Brown) will conveniently utilize space below the wine bar with direct access achieved through a connecting staircase. With the exception of storage/laundry (Green) and mechanical (Red), the common areas (Orange) make up the remainder of the lower level. There is some unused space (White) that may be proposed as additional mercantile space. We envision specialty retail shops geared to the male demographic, an element almost absent in the River District.

We have further proposed in the Floor Plan Concept Drawing (Upper Level) our preferred vision for office space, design center, and special events hall. The north wing (Purple) will host a conference room and offices space. The design center (Mustard) will provide a functioning space for wedding and special event planning, as well as lounge area during such events. The ballroom/stage (Rose) is ample space to conduct corporate retreats, intimate weddings, yoga & meditation, and even act as a platform for performance artists and musicians. Again, common areas (Orange) make up the remainder of the upper level with a sufficient area planned for back-of-house and mechanical (Red).

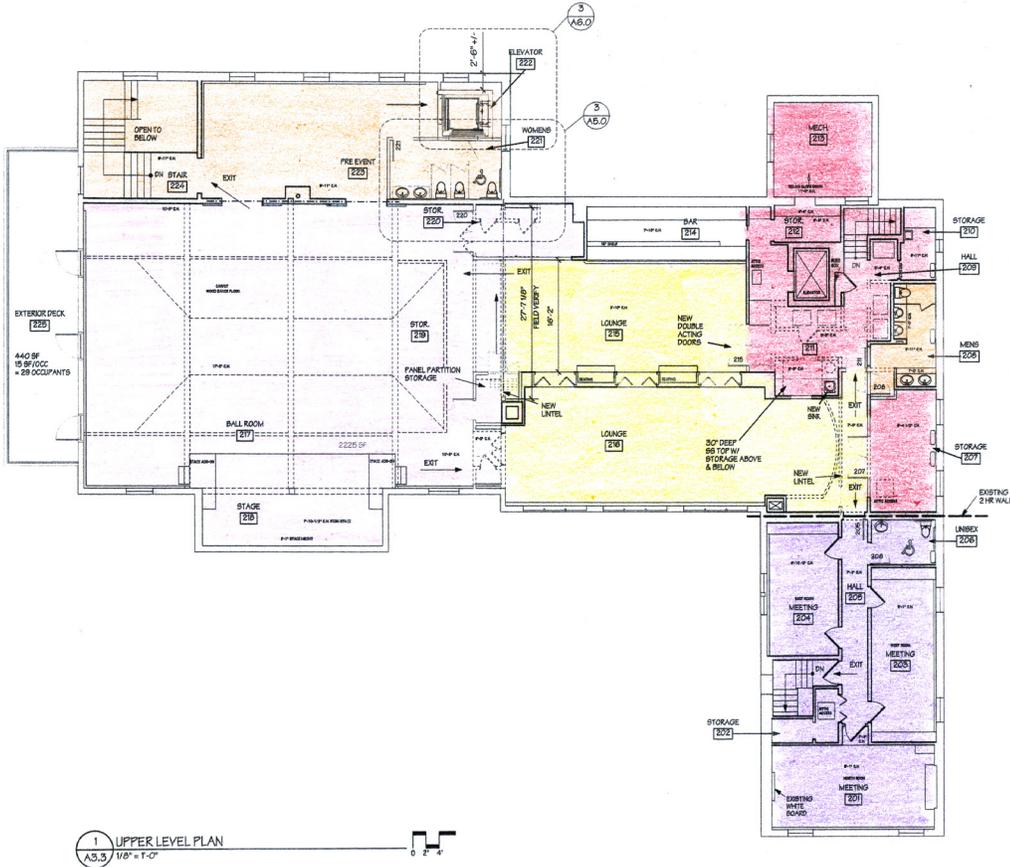
In terms of predicted vulnerabilities, there are always uncertainties which exist at this stage of the redevelopment of an historic property. Among them are environmental unknowns, surprises that come with more in-depth investigation of the structure, and hence, funding uncertainties. Upon being selected as developer, Elk Creek would undertake a site analysis to determine any environmental or structural issues. This would provide a better understanding of costs moving forward in our funding requests. Although our timeline assumes the completion of Due Diligence and funding award dates, these are arbitrary, and may extend longer. It is our desire to partner with the City in such a manner to allow refining our funding requests, if required.

As stated earlier, Elk Creek will not paint itself as an experienced developer. However, we wish to convey to City staff and leaders that Elk Creek and its owner have roots that are deeply embedded in soil of this community with a vested interest in the Main Street/River District. We have been involved in hundreds of projects in the Wausau area, many of them involving commercial entities. Our track record is driven by our passion for historic preservation, unique vision, design and reuse.

Floor Plan Concept Drawings (Main Level)



Floor Plan Concept Drawings (Upper Level)



Operation Budget Projections

1. Rent Schedule (Figure 5):

Rent Schedule
(Figure 5)

PHASE	ENTITY		SF	RENT		TOTAL		FUTURE
1	Salon		4000	2000		2000		3000
2	Wine/Pub		4000	2000		2000		3000
2	Cellar		1200	600		600		900
2	Office		1000	500		500		750
2	Events		4000	2000		2000		3000
3	Bakery		3000	1500		1500		2250
3	Design		3500	1750		1750		2625
4	Lower		3000	1500		1500		2250
TOTAL			23700	11850		11850		17775

2. Operating Budget

	\$ 142,200	
	(4050)	Annual (\$11,850/Month) Vacancy/Bad Debt
	137,950	Effective Gross
	(64,600)	Operating Expense:
		6,600 Admin & Expenses
		15,000 Maintenance & Repairs
		3,000 Common Utilities
		26,000 Property TX (\$12,000)
		12,000 Insurance (\$6,000)
		2,000 Reserve
	73,350	Net Before Debt
	(18,000)	Debt 1 \$525,000 0%/30yr
	(25,680)	Debt 2 \$257,000 5%/20yr
	29,670	Cash Flow
	14,000	Initial Property TX Reserve
	6,000	Initial Insurance Reserve
	(32,100)	Expected Float on HTC
	\$ 17,570	End Cash Flow

3. Showing cash flow at \$.50 per sf lease rate (warrants start-up & success of Tenants)

4. HTC carrying costs of \$32,100 later distributed to graduating Property TX & Insurance

Estimated Construction Costs

	\$1,095,855
1. All systems sub-contractors have agreed and planned to 'birdcage' the systems' designs in order to accommodate performing phase work.	
2. Elevator Pit & Shaft	\$135,000
a. Required roof modification?	
b. Miron - tower shaft per IRS?	
3. Fire Sprinkler System	\$117,000
a. Exposed system in basement	
b. Concealed system 2 nd /3 rd floors	
c. Dry stem system in attic	
d. 4" water main variance	
e. Bid \$4.50 sf /as low as \$3.50 sf	
4. Construction/Utility rework required	\$73,000
5. Plumbing & Fixtures	\$167,000
a. (6) public ADA restrooms	
b. (1) full kitchen	
c. (1) dispense & laundry	
d. (2) full beverage bar	
6. HVAC	\$126,000
a. (7) separate units allow separation of systems	
7. Electrical	\$88,400
a. Existing Electrical is usable	
b. Each unit/entity will have separate utility	
c. New & required estimated at \$3.40 sf	
8. Security & Systems	\$21,000
a. Basic Security w/remote access	
b. Integrated with Fire & Sprinkler	
9. Kitchen	\$77,000
a. Equipment & Supplies in used/excellent condition	
b. Restoration and install	
10. Renovation Material & Labor	\$291,455

*Additional items not included in the Uses of Funds:

Items budgeted through \$186,000 in equity labor & improvement (not listed in Source of Funds) and approved by The Wisconsin State Historical Society, IRS, and the Financial Institution are: any and all labor provided to rehabilitate, maintain and add value to the building and grounds. It has been suggested that improvements ineligible for Historic Tax Credits (HTC), such as landscaping, be performed as 'sweat equity'. Although interior painting, cleaning and permanent furnishings (millwork) are eligible for HTC's, these will be performed as equity labor as well.

Sources and Uses of Funds

SOURCES

First Mortgage	\$	257,055
Partnership Investment-Federal Historic Tax Credits		321,030
Partnership Investment-State Historic Tax Credits		321,030
Wisconsin Economic Development Grant		93,565
TIF Funding (5-20%)		150,867
Wausau City Loan (30 years, 0%, deferred)		525,000

TOTAL SOURCES

\$ 1,668,547

USES

Land & Building	\$	1
Construction		1,095,855
Contingency		109,586
Architectural & Engineering		54,793
Interim Costs		71,230
<ul style="list-style-type: none"> • Construction Insurance • Construction Interest 		
Financing Fees and Expenses		23,012
<ul style="list-style-type: none"> • Construction Loan Origination Fee • Title & Recording Costs • Other Related Expenses 		
Related Costs		27,395
<ul style="list-style-type: none"> • Includes unforeseen construction costs <ul style="list-style-type: none"> ○ Damaged equipment ○ Vandalism & theft ○ Engineering resolutions 		
Syndication Costs		40,000
<ul style="list-style-type: none"> • Legal and Accounting Costs involved in the founding of a Master Tenant, LLC between the Developer and Federal HTC Investor (Bank). 		
Developers Overhead		141,175
Project Reserves		105,500

TOTAL USES

\$ 1,668,547

Job Creation & Economic Impact

1. Job Creation & Economic Impact
 - a. The Mercantile is projecting the creation of 25-32 positions
 - i. Banquet – 4
 - ii. Wine Bar & Cellar – 5
 - iii. Café – 6
 - iv. Salon & Spa – 6
 - v. Design/Gallery – 1
 - vi. Hobby – 2
 - vii. Hospitality – 2
 - viii. Management & Maintenance – 2
 - ix. Temporary construction positions are not included in these projections
 - b. WEDC generated a report estimating the economic impact of:
 - i. \$491,425 for 25 jobs in those sectors
 - ii. \$728,528 for 36 jobs in those sectors
 - c. Scenario results by WEDC (Figure 7) represent the economic impact of a salon expansion. Terradea Salon & Spa has the potential to create an additional 6 positions prior to the completion of The Mercantile, augmenting the economic impact.

Local impact for 22 positions within the Wausau Club:

Aggregate Changes

\$491,425 <small>Change in Earnings 1.25 Multiplier</small>	25 <small>Change in Jobs 1.13 Multiplier</small>	\$19,788 <small>Average Earnings Per Job (2011)</small>
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For 32 positions, the impact would be:

Aggregate Changes

\$728,528 <small>Change in Earnings ⓘ 1.25 Multiplier</small>	36 <small>Change in Jobs ⓘ 1.13 Multiplier</small>	\$20,129 <small>Average Earnings Per Job (2011) ⓘ</small>
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Changes to Beauty Salons (812112)

\$123,481 <small>Change in Earnings 1.18 Multiplier</small>	6 <small>Change in Jobs 1.12 Multiplier</small>	\$22,049 <small>Average Earnings Per Job (2011)</small>
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Leakage & Market Sales Analysis

As described in the 2012 Market Profile, developed by the River District of Wausau, the demand for retail services within a 10-mile radius of the River District provides substantial development opportunities due to leakage in the marketplace (Figure 3).

- Furniture & Home Furnishings has a 55% leakage rate. The Mercantile’s design center will cater to the discerning shopper with fine hand crafted furniture and cabinetry, leather pieces, art of all mediums, fixtures, and accents to provide an eclectic flare so desired, yet so limited in the River District.
- Food & Beverage Stores have a 42% leakage rate. The Mercantile’s bakery, café, wine bar, cellar and craft brews will help fill the void. On Saturday, July 26th, 2014, CBS Morning News aired a piece on the growing interest in wine in the U.S. People are falling in love with wine! In 2013 the wine sales in the U.S. topped 36 billion dollars; more than any other place in the world. With the increase in so-called wine bars, cropping up in places outside of the ‘big city’, Americans are finding the opportunity to be educated and sample a multitude of wines without the cost of full bottle trial & error. This industry is just beginning to toast its own success.
- Health & Personal Care has a 32% leakage rate. Terradea Salon & Spa’s rate of growth has surpassed the capacity of its current location at 608 3rd Street. The Mercantile would support the expansion and allow Terradea to position itself as a destination spa. Terradea also plans to develop a small fair trade boutique within its retail area. Terradea has tested this market at the North Star location and we strongly sense that it will be a success in The Mercantile as well.
- Sporting, Hobby, Book & Music Stores have a 55% leakage rate. The Mercantile’s gallery, sport memorabilia, and events hall will potentially slow the ‘leak’ in this sector. Many options are on the table, with the consideration on our minds of ‘what is missing’ in the River District.

(Figure 3)



Other Considerations

2. Tax Revenue – Future
 - a. 2014-15 \$0
 - b. 2016 \$12,250
 - c. 2017-18 \$18,630
 - d. 2019-? \$26,474
3. Tax Revenue Losses since 2004
 - a. 2005 the taxes were \$21,010 and in 2008 the taxes were \$7,929. In the years 2006-2007 no taxes were paid. Therefore, between \$15,858 and \$42,020 was absent from tax revenue for the City. In 2014 there will be no tax imposed, and possibly the same for 2015 as well, which would account for another \$15,858-\$42,020 loss.
4. Economic Impact Losses since 2004
 - a. 10 years of idle use has cost the City of Wausau an estimated \$4.9 million in wage economic impact from potential job creation alone. Factor in the leakage and potential annual consumer spending of \$3.1 million (conservatively figured, half of the potential annual revenues generated by the suggested Mercantile entities); the losses quickly rise to over \$35 million.
 - b. Independentwestand.org, a site recommended by WEDC displays the statistic that if every family unit in the Wausau metro area spent just \$10 a month with a locally-owned, independent business instead of a national chain, over \$4,341,773 would be directly returned to the Wausau community. That means better schools, better roads, more police, fire and rescue departments and stronger local economy. When you spend \$100 with a national chain, \$43 returns to the local economy versus \$68 when spent at an independent business due to the revolving effect of continued local spending. Add that potential effect to the respected losses in (4a).
 - c. These figures and examples simply represent how the investment or lack of investment, by the City, into local business opportunity has a profound effect not only on the local economy, but the City's ROI as well.
5. Success Scenario over 30yr period
 - a. City loan repaid \$525,000
 - b. Elk Creek Investment of \$968,000 and the City investment of \$150,000 into The Mercantile has the following economic impact (in today's dollars):
 1. \$14.7 million in wages
 2. \$750,000 in property tax revenue
 3. \$186 million in potential annual average revenue
 4. \$\$ Millions more in revolving local revenue



Staff Report

From: Megan Lawrence
To: Economic Development Committee Members
Date: November 20, 2014
Re: LB Medwaste

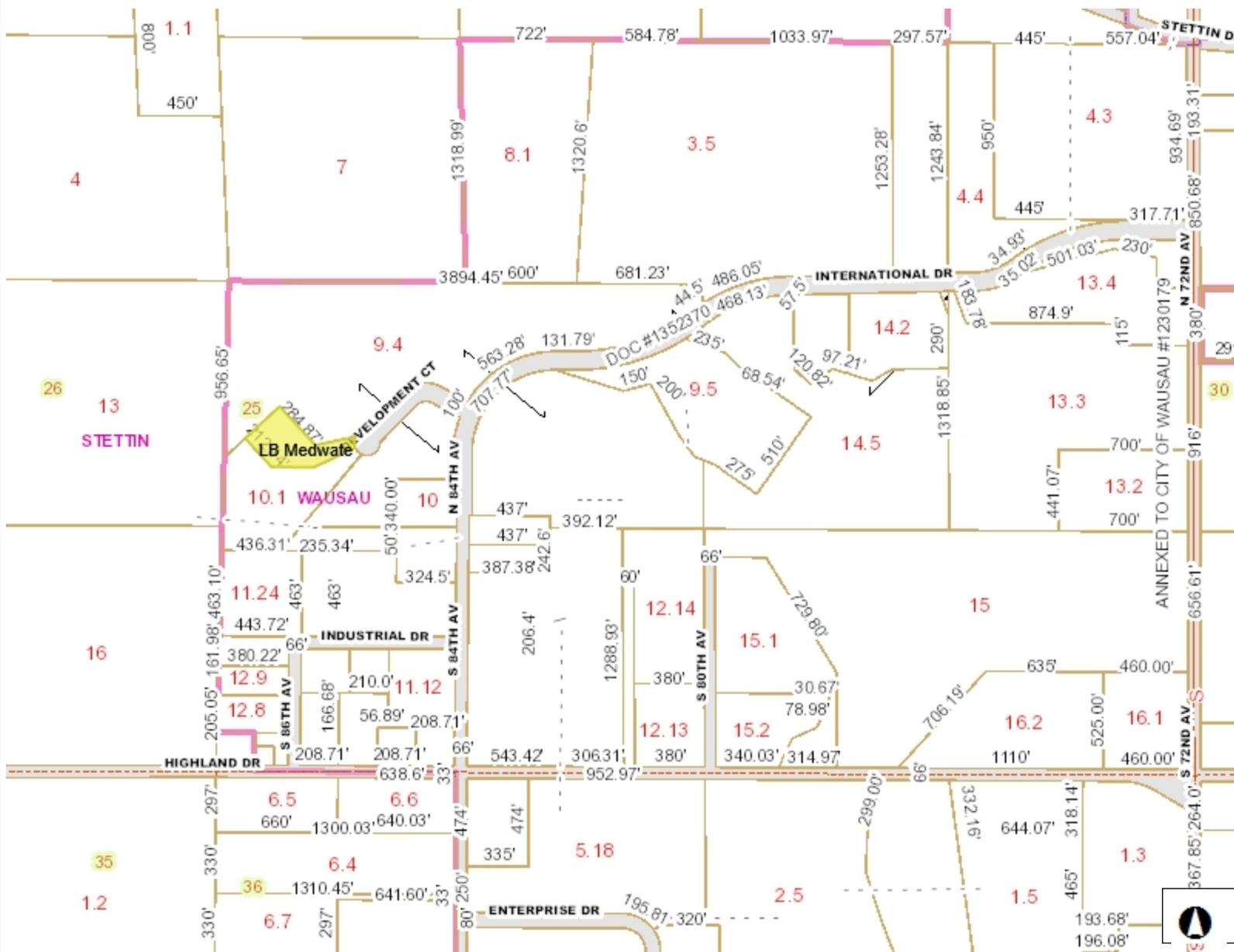
Purpose: Discussion and possible action on proposed development and land purchase with LB Medwaste in the Wausau Business Campus.

Facts OR Considerations:

LB Medwaste, a current owner in our Business Campus is requesting to acquire 4 acres of property to the north of his current site (see attached map) for an expansion of the existing business.

The company will construct a new building with approximately 3,750 square feet. The building will be under construction within 18 months of final approval.

Medwaste was founded in 1989 and started the company with 4 employees. Currently, the company has 15 employees and will commit to an increase of 2 full-time jobs.



Legend

- Parcel Annotations
- Parcels
- Land Hooks
- Section Lines/Numbers
- Right Of Ways
- Municipalities

Notes

400.30 0 400.30 Feet



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THIS MAP IS NOT TO BE USED FOR NAVIGATION



Staff Report

From: Megan Lawrence
To: Economic Development Committee Members
Date: November 20, 2014
Re: Composite Envisions

Purpose: Discussion and Possible Action on Development Agreement with Composite Envisions.

Facts OR Considerations:

Composite Envisions, locally owned by Cory Thorson, is an innovative composite technology business located in the Wausau Business Campus. Since opening in 2012, Composite Envisions has quickly outgrown their facility located at 350 S 86th Avenue. Composite wishes to acquire approximately four acres of City owned property on Development Court. Additionally, they are requesting a \$100,000 grant to help facilitate their expansion. Composite's expansion will increase the City tax base and create four new full time positions in Wausau.

The new site Composite desires is located within Tax Increment District Number Five. A TIF application is enclosed for your review.



City of Wausau TIF Application

Please complete the following information and return it along with a \$125 fee made payable to Community Development.

DEVELOPER

Legal Entity: CE Acquisitions LLC / Composite Envisions LLC

d/b/a: Composite Envisions / Elite Motoring

Main Office Location: 350 S 86th Ave

Type of Business: Composite Materials Distribution and Light Manufacturing

Project Description: Building a larger facility to keep up with demand and expand distribution side of the business. Also purchasing new heavy equipment to expand production capabilities almost 10x.

Reason for Application Assistance: Need assistance for funding with our press equipment. This will expand our capabilities and let us produce 10x more panels per day while being more efficient to compete on a larger scale and bring more jobs to the area.

PROPERTY INFORMATION

Parcel 1

Address: Undeveloped Land on the north of Development Court in the Wausau Business Campus

Size: Approx 3 acres

Current Use: Vacant

Current Assessed Value: \$0.00

Current Property Taxes: \$.000

Parcel 2

Address:

Size:

Current Use:

Current Assessed Value:

Current Property Taxes:

PROPOSED IMPROVEMENTS

Describe improvement details: We plan to construct a brand new facility on this property with a minimum of 7500 sq ft in size. We will setup the building to be capable of easily adding 3 more additions of 7500sq ft. One will most likely happen in the near future as 7500sq ft will be fairly compact according to our current cad drawings for the building/equipment layout. However we cannot over extend ourselves....

RETURN ON INVESTMENT ANALYSIS

Project Costs

	Amount (\$)	Source of Funds
Purchase of Land	0	City donation
Demolition Cost	n/a	
Site Improvements	n/a	
Purchase of Existing Facility	n/a	
Construction of New Building(s)	450,000	Bank Loan
Renovation of Existing Structure	n/a	
Machinery & Equipment	\$100,000- \$150,000	\$100k grant from city/\$50K Bank Loan
Architectural & Engineering Fees		
Legal & Other Professional Fees	\$4,000	Self Funded
Contingency		
Working Capital	\$50,000	Bank Loan
Other (please specify) Mezzanine, Pallet Racking, Shelves, Phone system, security system etc	\$35,000	Self Funded
Increase in inventory/materials to be used with press	\$100,000	50k Self Funded, 50K Bank Loan
Total Project Costs	\$789,000	

Value of Property

- Lot Size (in acres): 3 acres
- Improvement Square Footage: 7,500sq ft
- Current Assessed Values: Land \$_____ + Improvements \$_____ = N/A
- Calculated Property Value: Land \$50,000 + Improvements \$450,000 = \$12,055

Projected Property Taxes

- Current Property Taxes: \$3,293.85
- Calculated Property Taxes: \$12,055
- Calculated Tax Increment: \$12,055

Zoning:

- Current Zoning: ___IP_
- Proposed Zoning: _____N/A

Requested City Participation/Financing

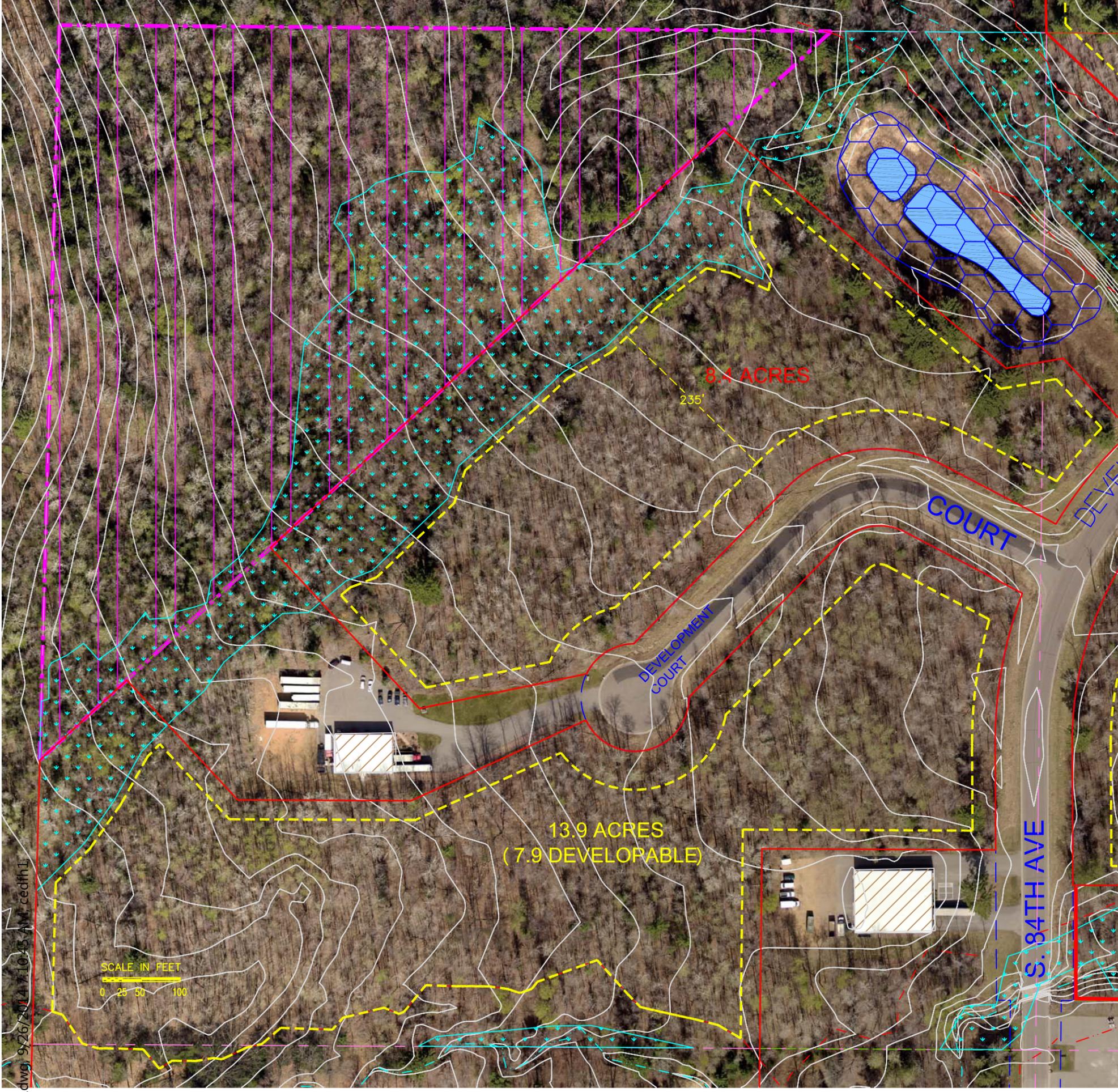
Source	Amount	Terms: Years/Interest	Contact Information
Loans:	\$600,000	20/6% fixed 5 yr then variable	Integrity First Bank, Christina Cooper 715-845-0900
Equity	\$89,000	Personal	
Requested City Participation:			
Loan:			
Grant:	\$100,000	Grant	
Other: Land Donation	3-4 Acres	Donation	
Total Financing	\$789,000		

City of Wausau ROI: Composite Envisions will create four new full time jobs within 12 months of construction.

Jobs Created

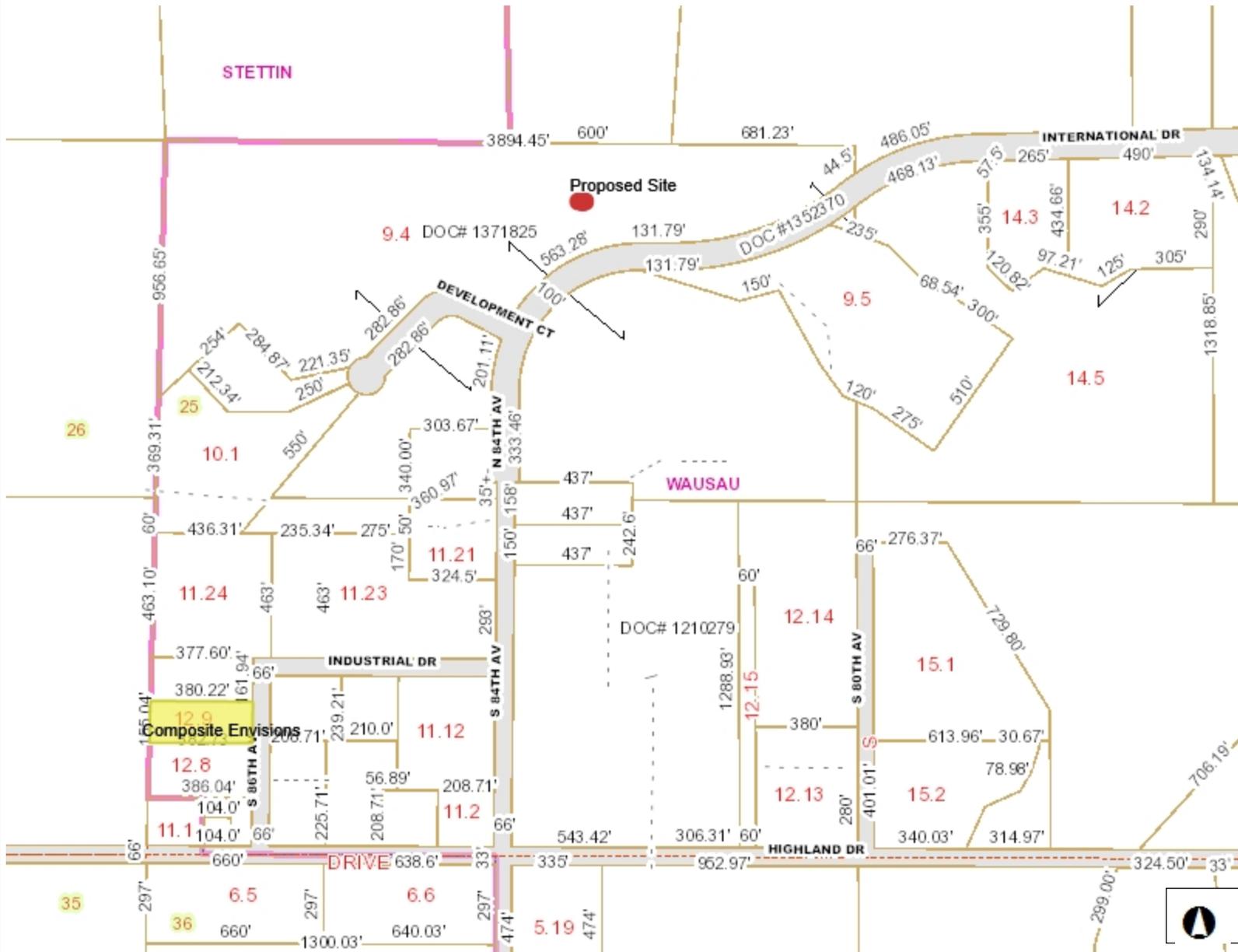
- Up to \$15,000: __2 part time_____
- \$15,001-\$30,000: __2_____
- \$30,001-\$45,000: _____
- \$45,001-\$60,000: __1_____
- \$60,001 and above: __1_____
- Description of Employee benefits: Our employees will be offered a health insurance plan (some will be given a monthly stipend towards costs) 3% match to retirement fund, vacation.

Please return to Community Development, Attn: Megan Lawrence, 407 Grant Street, Wausau, WI 54403.





Land Information Mapping System



- ### Legend
- Parcel Annotations
 - Parcels
 - Land Hooks
 - Section Lines/Numbers
 - Right Of Ways
 - Municipalities

275.89 0 275.89 Feet



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Notes



Staff Report

From: Megan Lawrence
To: Economic Development Committee Members
Date: November 20, 2014
Re: CBL & Associates Properties

Purpose: Discussion and possible action on negotiations with CBL & Associates Properties.

Facts OR Considerations:

On May 27, 2014 the Common Council approved a resolution to authorize a Development Agreement between the City of Wausau & CBL for a five year period beginning July 1, 2014 and to extend the Special Letter of Agreement adopted in 2011 for a two year period ending December 31, 2016.

A development agreement was prepared by Ruder Ware and sent to CBL on June 11, 2014. The total incentive package is valued at up to \$755,000. CBL does not intend to sign the development agreement and therefore has not received any financial incentives from the City of Wausau.

CBL continues to pursue tenants, including a mix of fashion and entertainment, for the vacated JCPenney box, as well as, within the shopping center. City staff receives regular updates from CBL regarding their progress. However, the ground lease, parking lease and tax assessment continue to be cost prohibitive for the company.



Staff Report

From: Megan Lawrence
To: Economic Development Committee Members
Date: November 20, 2014
Re: United Mailing Services Option

Purpose: For United Mailing Services, located at 8205 Enterprise Drive, to obtain your approval to renew their option to purchase 1.25 acres of land in the Business Campus.

Facts OR Considerations:

KM Ventures-Wausau, LLC, originally received an option to purchase land in the Business Campus on June 21, 2001. That option expired on May 31, 2004. The original option and a map are enclosed for review

Recommendation:

Staff recommendation is to renew the option for 1.25 acres at a rate of \$100.00 per year for three years.

Document No.

OPTION
Document Title

IN CONSIDERATION of the sum of One Hundred and no/100 Dollars (\$100.00) per year, the first year's payment of which is this day in hand paid to the City of Wausau by KM Ventures-Wausau, LLC, receipt of which is hereby acknowledged, the City of Wausau does hereby give to said KM Ventures-Wausau, LLC, its successors and assigns, the option to purchase on or before the 31st day of May, 2004, the following described real estate located in the City of Wausau, County of Marathon, State of Wisconsin, to-wit:

12-362707

Outlot 1 of Certified Survey Map No. 11684 recorded in the office of the Register of Deeds for Marathon County, Wisconsin, in Volume 49 of Certified Survey Maps on page 166; being a part of the Southeast quarter (SE 1/4) of the Northwest quarter (NW 1/4), Section 36, Township 29 North, Range 6 East, the City of Wausau, Marathon County, Wisconsin.

1238703
CITY OF WAUSAU/KM VENTURES
REGISTER'S OFFICE
MARATHON COUNTY, WI
JUN 21 2001 3:03 PM

Michael J. Sydow
REGISTER

Recording Area

Name and Return Address
Bradley D. Page, Esq.
111 E. Kilbourn Ave., Ste. 1400
Milwaukee, Wisconsin 53202

PIN: 37.291.4.2906.362.0970

13.00 Pl ch

for the sum of Two Thousand Eight Hundred Seventy-five 00/100 Dollars (\$2,875.00) payable as follows: Cash at closing. The option price shall be in addition to this sum.

Notice of the intention to exercise this option shall be served upon the City of Wausau within the time above specified, either by personal delivery or by registered mail, addressed to the City of Wausau at 407 Grant Street, Wausau, WI 54403-4783.

Within 30 days from the date such notice is so served, the City of Wausau will furnish an owner's policy of title insurance, in the sum of \$2,875.00, written by an insurance company licensed by the State of Wisconsin, showing title as called for by this agreement. Sale shall be consummated and the conveyance made within 60 days after service of the notice above specified; conveyance shall be made by warranty deed free and clear of all liens and encumbrances, except: None.

Rents, general taxes and interest shall be prorated to date of transfer, insurance policies shall be assigned and premiums therefor be likewise prorated.

It is agreed that time is the essence of this option.

Should KM Ventures-Wausau, LLC, fail to exercise this option within the time herein limited, all rights and privileges granted hereunder shall be deemed completely surrendered, this option terminated, and the amount this day paid shall belong to the City of Wausau.

If more than one person executes this option as owner, singular terms used herein shall be read as if written plural.



Staff Report

From: Megan Lawrence
To: Economic Development Committee Members
Date: November 20, 2014
Re: Wausau Container

Purpose: For Wausau Container, located at 8000 Highland Drive, to obtain your approval to exercise their option to purchase 2 acres plus an additional 2 acres of land in the Business Campus.

Facts OR Considerations:

Wausau Container Corporation has been producing paperboard packaging for a wide range of goods since 1993.

The enclosed option describes a two acre parcel located north of the 65,000 square foot facility. Wausau Container wishes to exercise their option to purchase the parcel plus an additional 2 acres in order to construct a 30,000 square foot building addition.

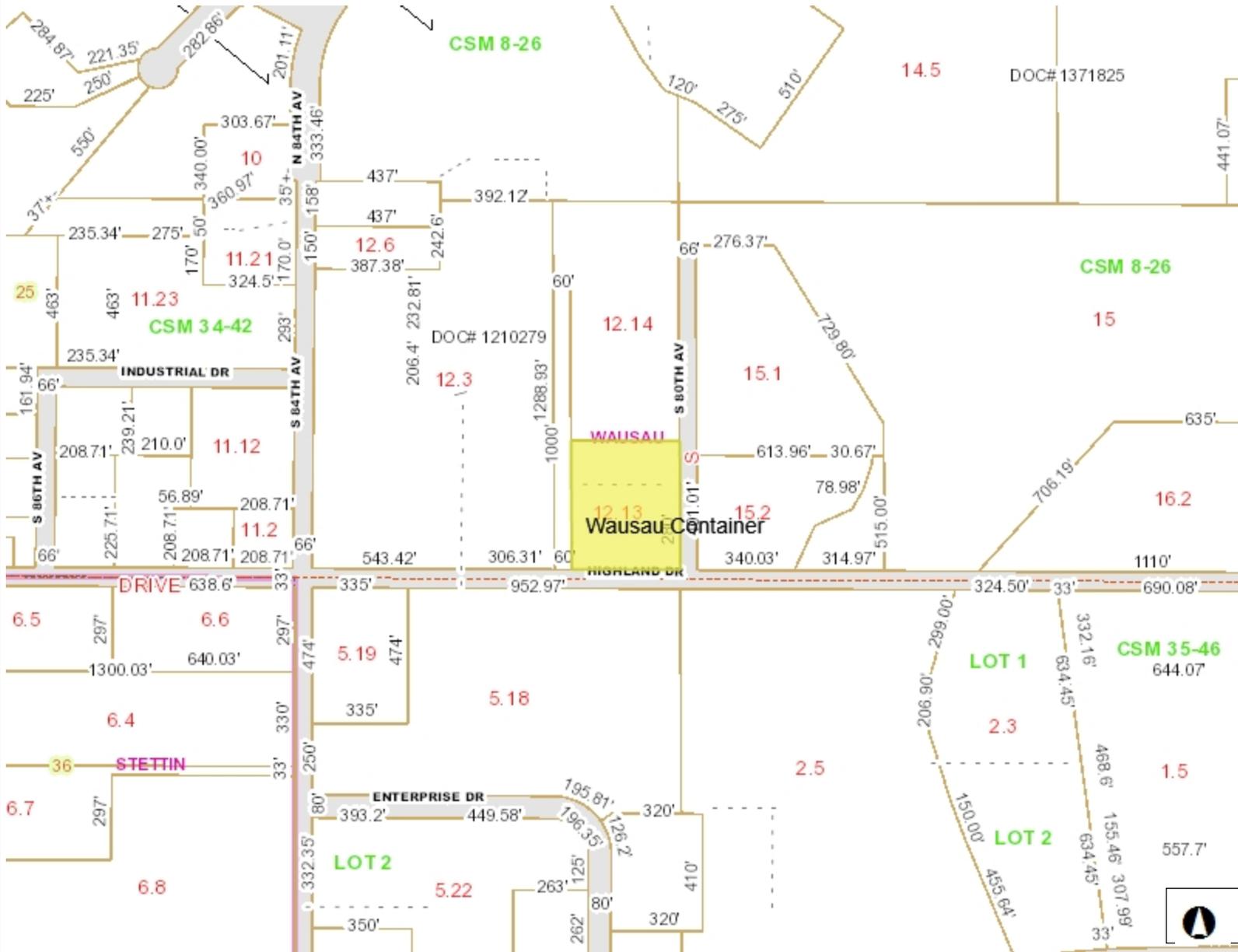
Wausau Container employs approximately 65 people; the expansion will add 10 -12 new jobs.

Recommendation:

Staff recommendation is to grant the option and sell the additional 2 acres to Wausau Container.



Land Information Mapping System



Legend

- Parcel Annotations
- Parcels
- Land Hooks
- Section Lines/Numbers
- Right Of Ways
- Municipalities

Notes

259.85 0 259.85 Feet



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THIS MAP IS NOT TO BE USED FOR NAVIGATION

Recording Area

Name and Return Address
Highland Property West, LLP
(Chuck Plier
Wausau Container Corporation)
8000 Highland Drive
Wausau, WI 54401
(\$30 Charge to City of Wausau)

PIN: Part of 291.4.2906.253.0967

Document No.

OPTION
Document Title

IN CONSIDERATION of the sum of One Hundred Dollars (\$100) per year, the first year's payment of which is this day in hand paid to the City of Wausau by owners or agents of **Highland Property West, LLP.**, receipt of which is hereby acknowledged, the City of Wausau does hereby give to said owners and agents of **Highland Property West, LLP.** the option to purchase on or before this day and month of **2017**, the following described real estate located in the City of Wausau, County of Marathon, State of Wisconsin, to-wit:

Part of the SE $\frac{1}{4}$ of the SW $\frac{1}{4}$, Section 25, Township 29 North, Range 6 East, City of Wausau, Marathon County, Wisconsin, described as follows:

Commencing at the Southeast corner of SE $\frac{1}{4}$; thence North, along the East line of the said SE $\frac{1}{4}$, 483.00 feet to the point of beginning;

thence continuing North, along said East line, 460.00 feet; thence West, parallel to the South line of said SE $\frac{1}{4}$, 380.00 feet; thence South, parallel with said East line, 460.00 feet; thence East, parallel with said South line, 380.00 feet to said East line, the point of beginning.

The purchase price shall be Twelve Thousand Five Hundred Dollars (\$12,500) per acre payable as follows: in cash at closing. The option price shall be in addition to said sum.

Notice of the intention to exercise this option shall be served upon the City of Wausau within the time above specified, either by personal delivery or by registered mail, addressed to the City of Wausau at 407 Grant Street, Wausau, WI 54403.

Within 30 days from the date such notice is so served, the City of Wausau will furnish an owner's policy of title insurance, in the sum of the agreed upon acquisition price, written by an insurance company licensed by the State of Wisconsin, showing title as called for by this agreement. Sale shall be consummated and the conveyance made within 60 days after service of the notice above specified; conveyance shall be made by warranty deed free and clear of all liens and encumbrances, except: None.

Should owners or agents of **Highland Property West, LLP** fail to exercise this option within the time herein limited, all rights and privileges granted hereunder shall be deemed completely surrendered, this option terminated, and the amount this day paid shall belong to the City of Wausau.

Dated this 13 day of March, 2014.

CITY OF WAUSAU BY:

James E. Tipple
James E. Tipple, Mayor

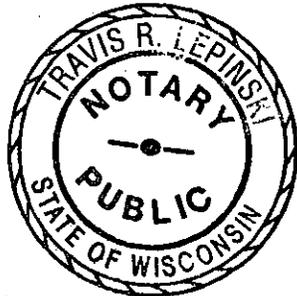
Toni Rayala
Toni Rayala, Clerk

HIGHLAND PROPERTY WEST, LLP BY:

Charles N. Plier
Charles N. Plier, Partner

STATE OF WISCONSIN)
) ss.
COUNTY OF MARATHON)

Personally came before me this 13th day of March, 2014, the above named James E. Tipple, Mayor, and Toni Rayala, Clerk of the City of Wausau, to me known to be the persons who executed the foregoing instrument and acknowledge the same.

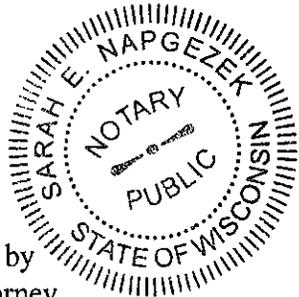


Travis R. Lepinski

Notary Public, Wisconsin
My commission expires: 06/25/17

STATE OF WISCONSIN)
) ss.
COUNTY OF MARATHON)

Personally came before me this 6th day of March, 2014, the above named Charles N. Plier, Partner, Highland Property West, LLP, to me known to be the persons who executed the foregoing instrument and acknowledge the same.



Sarah E. Napgezsek

Notary Public, Wisconsin
My commission expires: 2/14/2016

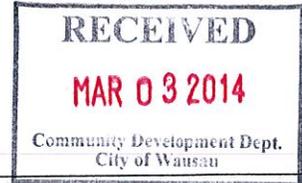
This instrument was drafted by
Anne L. Jacobson, City Attorney
City of Wausau
407 Grant Street
Wausau WI 54403-4783

RESOLUTION OF ECONOMIC DEVELOPMENT COMMITTEE

Approving an Option for Highland Property West, LLP to purchase a four acre parcel of land north of the current facility, Wausau Container Corporation

Committee Action: Approved 3-0

Fiscal Impact: \$300 (receipt of \$100 each year for three years)



File Number: 14-0213

Date Introduced: February 25, 2014

RESOLUTION

WHEREAS, the City originally established the Wausau Business Campus to encourage job growth and quality commercial infrastructure; and

WHEREAS, Highland Property West, LLP executed an option to purchase two acres of land north of their current facility on August 11, 2010 which option expired August 11, 2013, and they desire another Option for a three-year period; and

WHEREAS, Highland Property West, LLP wishes to increase their purchase option from two to four acres for the next option period; and

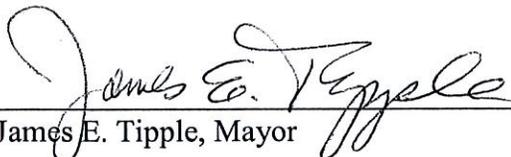
WHEREAS, the City agrees to grant Highland Property West, LLP an Option to purchase four acres north of their current facility (Wausau Container Corporation) for expansion purposes at a purchase price of \$12,500 per acre payable in cash at closing, for an option price of \$100 per year for three years; and

WHEREAS, the Economic Development Committee has considered the matter and recommends the option be approved (see Option attached); and

NOW THEREFORE, BE IT RESOLVED that the Common Council of the City of Wausau approves the Option for Highland Property West, LLP to purchase approximately four acres of land in the Wausau Business Campus for an option price of \$100 per year for three years, with a purchase price of \$12,500 per acre, payable in cash at closing.

BE IT FURTHER RESOLVED that the future sale of this property is contingent upon all terms and conditions in the City's current deed restrictions and proper zoning approval.

Approved:


James E. Tipple, Mayor

Current Development Agreements

DEVELOPER/OWNER	PROJECT	LOCATION	EFFECTIVE DATE	GRANT/LOAN AMOUNT OR SERVICE PROVIDED	JOBS REQUIREMENT	JOBS DEADLINE	DATE JOB REPORT SENT	JOBS CREATED	DATE CO REPORTS TURNED IN	CONSTRUCTION REQUIREMENT	ASSESSED VALUE REQUIREMENT	MISC NOTES
Dudley Investments, LLC ((Dudley)	Dudley Tower	500 N 1st Street	09/13/05	Site Prep - project utilities & extensions, relocation of gas, electric, water &/or sewer lines; Project Infrastructure - curb & gutter, drive approaches, sidewalk & hydrants; Parking; Skywalk	Not required - estimated to be between 500-600 workers	N/A	N/A	N/A	N/A	Not required - estimated btwn \$14-15 million & 100,000 square ft (actual = 165,000 sq ft)	Not required - 2005 = \$0; 2010 = \$20,228,500; 2013 = \$20,898,700	See agreement for parking and skywalk requirements
Scannell Properties #92, LLC (Snyder)	Wausau Window & Wall	7800 International Dr	08/20/07	\$2,956,977 TIF 5 Funds	450 total plant workers	09/01/09	06/25/14	2009 - 283 total plant workers		N/A	\$19,000,000 - \$16,422,900	20 acre option for 10 years. Failure to create jobs does not void contribution Agreement Amended - ED 9-18-14 & Council 10-28-14 (\$31,200/yr for 10 yrs)
Wausau Mine Company (Wage)	Wausau Mine Company	3904 Stewart Ave	10/23/07	In kind demo (2 buildings) and site prep	22 new FTE	06/30/09	08/20/14	25	09/05/14	N/A	Fair Market = \$985,100 \$837,400	\$10,000 remedy
Bridge Street Investor's Group, LLC (Schumacher/Hocking)	Young's Drug, Biggby & Subway	300 Block of E Bridge St	02/13/08	City sold land for \$2000, alley vacated & rezoning the block	20 FT equivalents	02/13/11	08/20/14	18 FT/16 PT	09/02/14	Bldg s/b 7000 sq ft (met=7242 sq ft)	Fair Market = \$1,200,000 within 18 months - \$940,600	\$1000/yr remedy; Owners responsible for all site prep
Matt Krasowski	Century 21 Contempo	117 S 17th Avenue	11/11/10	In kind demo (removal of building) and site prep	6 * extended -2 yrs	12/31/13 12/31/14 12/31/15	11/21/13			N/A	\$350,000 (met = \$447,700)	* 5 Independent Contractors and 1 FTE Jobs deadline extended by ED on 2/18/14 - Council on 2/25/14
HAI Wausau LLC (Hilgenberg)	Sherwin Williams	8202 Enterprise Drive	11/24/10	City sold 2.26 acres for \$14,125	8 FT Equivalents	12/31/14 12/31/17				N/A	\$1,000,000 (met = \$1,307,300)	Agreed to sell land for reduced price Full purchase price = remedy
Wausau Window & Walls (Vanden Heuvel)	Wausau Window & Wall Old Site	1415 West Street	03/29/11	Up to \$400,000 Demolition/Site Prep grant (TIF 6)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Reimbursement upon sale (Property is advertised); Demo/Site prep submitted = \$259,670
Wausau Curling Club (Sandquist)	Curling Club	Kent Street (1920 Curling Way)	01/25/12	Street construction, sewer and water main and public right of way	N/A	N/A	N/A	N/A	N/A	Operational by 12/31/13 (met - 1/8/13)	N/A	Payment in lieu of taxes: 12/31/13 - \$1200 (pd 2/14); 12/31/14 - \$1500; 12/31/15 - \$1800 (and all years thereafter)
Collaborative Domestic Solutions (Robichaud)	Collaborative Consulting	500 N 1st Street	02/14/12	\$20,000 CDBG grant; \$15,000 MCDEVCO training grant \$10,000 TIF 3 grant \$40,000 Down Payment Assistance \$200,000 City forgivable loan	200 CC notify at 100 and 200 jobs	2/14/13 2/14/15 2/14/17	03/01/13	70	03/22/13	N/A	N/A	Total grants and loans equal \$2,995,000 (NTC, Alexander, Greenheck & WEDC) Employment Count = 100 on 1/6/14 Employment Count = 113 on 8/5/14
RMM Solutions, Inc (Moses)	RMM Solutions	210 McClellan Street	09/27/12	\$75,000 McDevco \$40,000 City Grant \$40,000 City Loan \$10,000 Down Payment Assistance \$70,000 Site Improvement	20 *	9/27/13 9/27/14 20 - 09/27/15 9/27/16 FINAL 09/27/17	11/25/13 10/8/14	14 27	12/04/13 11/03/14	N/A	N/A	* Must reach and maintain 50 employees by 09/27/2017 Parking space agreement Verification ltr should ask for total employees
Witter Land Properties, LLC (Johnson)	Westwood Development		05/18/04 Amend 10/09/12	City purchase of land with land and sewer & water assessment deferral	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Assessment deferred until 5/18/19 or until property is sold or developed
2800 Stewart Ave, LLC (Ghidorzi)	Kwik Trip & Future Business	2800 Stewart Avenue	10/16/12	\$1,035,942 TIF 7 Funds	50 FTE	1/1/20				6000 sq ft met = 7052 sq ft	\$4,000,000 - 1/1/14 \$5,000,000 - 2016 \$10,500,000 - 2020	Contribution Agreement Developers Agreement - Site Improvement
2800 Stewart Ave, LLC (Ghidorzi)			10/16/12	\$443,770 Site prep-water, sewer, storm, grading, retaining wall, power & utilities, shared access	20 PT	1/1/20						
Ghidorzi Companies (Ghidorzi)	Panera Toppers Cellcom	1700 Stewart Avenue	11/21/12	\$171,216 City Funds for demo, testing, utilities and site prep	20 FT/20 PT *7 FT/7 PT	8/1/14	8/21/14	22 FT/21 PT 2FT/20 PT 3 FT	09/29/14 09/29/14 09/29/14	Apx 4400 sq ft (4408) Apx 1624 sq ft (1541) Apx 2300 sq ft (2542)	\$1,600,000 - met \$1,900,000 - met	Occupancy - met * Combined 7 FTE and 7 PT btwn Toppers and Cellcom
Bull Falls Brewery LLC (Zamzow)	Bull Falls Brewery	901 E Thomas Street	11/23/12	\$100,000 Acquisition grant; \$100,000 Site Prep grant; \$400,000 TIF 9 loan; \$7000 City utility work	5	12/1/17				\$650,000	\$1,600,000 by 1/1/14	Occupancy permit by 08/01/13 - Working with Inspections Assessment remedies
Briqs Softservice LLC/SPDW Properties LLC (Briquelet Miller)	Briqs Softserve	1605 Merrill Avenue	04/30/13	\$55,000 Property Acquisition grant; \$55,000 TIF 6 loan	1 FT/15 PT	6/1/14	5/6/14	2 FT/15 PT	05/16/14	\$650,000	\$650,000 by 1/1/14	Occupancy - met; Assessment remedies
Lube Inc (Leher)	ThunderLube	1610 Sheridan Street	07/15/13	\$25,000 Acquisition Grant \$75,000 City Loan \$120,000 MCDEVCO Loan \$268,000 InterCity Loan \$10,000 Cash from Owner	3	12/1/15				\$500,000	\$475,000 by 1/1/15	Assessment remedies; Landscape maintenance agreement
Southern Stretch Forming (Arthur)	Southern Stretch	7555 Stewart Avenue	12/02/13	\$110,000 Acquisition grant (TIF 5) \$50,000 Equipment grant (TIF 5)	3 FT	11/30/15	11/30/14 11/30/15 11/30/16 11/30/17			\$25,000 to improve exterior by 12/2/14		Equipment value must total \$250,000; Equipment grant remedies; Job creation remedies; Exterior improvement remedies
					9 Total FT	11/30/18					N/A	

DEVELOPER/OWNER	PROJECT	LOCATION	EFFECTIVE DATE	GRANT/LOAN AMOUNT OR SERVICE PROVIDED	JOBS REQUIREMENT	JOBS DEADLINE	DATE JOB REPORT SENT	JOBS CREATED	DATE CO REPORTS TURNED IN	CONSTRUCTION REQUIREMENT	ASSESSED VALUE REQUIREMENT	MISC NOTES
CAG Industrial (Ghidorzi)	Ordered Motion (Brewster) Omotion	305 84th Avenue	01/29/14	\$650,000 grant	25 Total of 50	12/31/14 12/31/18	12/31/14 12/31/15 12/31/16 12/31/16 12/31/17 12/31/18 12/31/19			\$3,900,000 Equipment Requirement by 01/29/19	N/A	Certification of Landlord's Work by 12/31/14
Apogee (Waldron)	Plant Relocation from Colorado	7800 International Drive	05/27/14	\$500,000 TIF 5 relocation grant \$50,000 Training grant (Judd grant) \$50,000 Workforce grant (Greenheck)	124	06/01/17	11/30/14 11/30/15 11/30/16 11/30/17			N/A	N/A	Job Creation remedies must be given within 1 year of failure; Additional remedies for job creation (see agreement); Real estate transfer agreement
Apogee (Marshall)	Linetec Expansion	725 S 75th Avenue	09/09/14	\$1,200,000 TIF 10 Grant for capital costs from facility expansion & equipment acquisition Apogee must expend \$4,000,00 before grant kicks in	14 41 67 82 93	09/09/15 09/09/16 09/09/17 09/09/18 09/09/19						Currently has 380 employees Claw back rights for job creation Sewer main agreement



To: Economic Development Committee
From: Community Development
Date: November 20, 2014
Subject: Development Agreements

Listed below are the development agreements from 1999-2005 as requested at the October Economic Development meeting. Currently, we are creating a spreadsheet to accommodate these older agreements.

Development Agreements 1999-2005

Cedar Creek	09/18/00
Home Depot	06/08/01
Wausau Benefits	01/29/02
	07/15/02
Jefferson Street Investors	09/16/02
	01/31/03
	02/25/04
	04/15/04
Rosemurgy	01/23/03
Ghidorzi (18 th Ave)	04/29/03
Compass Properties	07/09/03
210 & 200 Bridge Street	07/27/04
River Valley Bank	09/29/04
Marathon Industries	12/20/04
Aspirus	08/08/05
Business Incubator	09/13/05
<u>Not ED Related</u>	
Bonterra Partners	08/09/02
Mid State Enterprises	05/25/04
Thomas Street Properties	12/22/03
	10/29/04
Witter Land Properties	05/18/04
Wisconsin College of Baseball	04/18/05