



*** 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: Tuesday, August 4, 2015 at 4:30 p.m.
Location: City Hall, 2nd Floor, Board Room
Members: Bill Nagle (C), Tom Neal (VC), Romey Wagner, David Nutting and Lisa Rasmussen

AGENDA ITEMS FOR CONSIDERATION/ACTION

- 1 Public Comment on Matters Appearing on the Agenda
 - 2 Approval of Minutes From 6/22/15 and 7/7/15
 - 3 Discussion and Possible Action on Tax Increment Financing Options for the Wausau Center Mall Property
 - 4 Discussion and Possible Action on Industrial Land Availability in the Wausau Business Campus
 - 5 **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 Tax Increment Financing Options for the Wausau Center Mall Property
 - ▶ Discussion and Possible Action on Industrial Land Availability in the Wausau Business Campus
 - 6 **RECONVENE** into Open Session to Take Action on Closed Session Items, If Necessary
 - 7 Update and Discussion on the East Riverfront Redevelopment Area Request for Proposals
 - 8 Update and Discussion on the Cooperative Requests for Proposals for the Properties at 121 South Second Avenue, 1415 West Street and 916 South 17th Avenue
 - 9 Discussion and Possible Action on Strategic Planning
 - 10 Updates
 - Development Agreements
 - Riverfront Branding
 - 1500 Grand Avenue RFP
- Adjournment
 Bill Nagle (Chair)

This notice was posted at City Hall and emailed to the media on 7/29/15

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, City Departments

ECONOMIC DEVELOPMENT COMMITTEE

Time and Place: The Economic Development Committee met on Monday, June 22, 2015 at 4:30 p.m. in the 2nd floor Board Room at City Hall, 407 Grant Street, Wausau

ED Members Present: Bill Nagle (C), David Nutting, Tom Neal (VC) and Lisa Rasmussen

Absent: Romey Wagner

Others Present: Mayor Jim Tipple, Ann Werth, MaryAnne Groat, Chris Schock, Travis Lepinski, Gary Gisselman, Brad Lenz, Kristen Fish, Karen Kellbach, Dave Sether and Bill Greenwood

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

Nagle noted there was a quorum and called the meeting to order at approximately 4:30 p.m.

PUBLIC COMMENT ON MATTERS APPEARING ON THE AGENDA

No public comments were made.

APPROVAL OF MINUTES FROM 5/21/15

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

DISCUSSION AND POSSIBLE ACTION ON THE PROPOSED DEVELOPMENT FOR THE PROPERTY AT APPROXIMATELY 1212 NORTH FIRST STREET (WOW)

Dave Sether, from REVI, gave a presentation on design ideas for the exterior and areas surrounding the proposed building. He added a big top tent, some large sails and back lite raised steel panels.

Discussion will be done in closed session.

DISCUSSION AND POSSIBLE ACTION ON THE POTENTIAL REDEVELOPMENT PROJECT FOR THE PROPERTY AT 1500 GRAND AVENUE (KWIK TRIP)

Discussion will be done in closed session.

DISCUSSION AND POSSIBLE ACTION ON THE PROPOSED DEVELOPMENT AGREEMENT TERMS FOR THE PROJECT WITH WAUSAU CHEMICAL

Discussion will be done in closed session

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 THE PROPOSED DEVELOPMENT FOR THE PROPERTY AT 1212 NORTH FIRST STREET (WOW)**

* **DISCUSSION AND POSSIBLE ACTION ON THE POTENTIAL REDEVELOPMENT PROJECT FOR THE PROPERTY AT 1500 GRAND AVENUE (KWIK TRIP)**

***DISCUSSION AND POSSIBLE ACTION ON THE PROPOSED DEVELOPMENT AGREEMENT TERMS FOR THE PROJECT WITH WAUSAU CHEMICAL**

Rasmussen motioned to go into closed session. Neal seconded and roll call was done, all members were present except Wagner.

RECONVENE INTO OPEN SESSION TO TAKE ACTION ON CLOSED SESSION ITEMS, IF NECESSARY

Rasmussen motioned to move into open session. Neal seconded and the motion carried 4-0.

Rasmussen motioned to accept the Wausau Chemical term outline, and incorporate it into a completed developer's agreement as written. Neal seconded and the motion carried 4-0

DISCUSSION ON THE POTENTIAL REQUEST FOR PROPOSALS FOR THE EAST RIVERFRONT PROJECT

Will be move to a future Economic Development meeting.

DISCUSSION AND POSSIBLE ACTION ON THE REQUESTED DEVELOPMENT AGREEMENT PROVISION EXTENSION FOR THE LINETEC SEWER CONSTRUCTION PROJECT

Schock explained that Linetec would like an extension until the end of the year to complete the sewer extension as spelled out in their development agreement. This spring was wet, making it difficult for the contractor to complete it by July 31.

Neal motioned to grant the extension. Nutting seconded and the motion carried unanimously 4-0.

ADJOURN

Neal motioned to adjourn. Rasmussen seconded and the motion carried unanimously 4-0.

The meeting was adjourned at 5:30 p.m.

Respectfully Submitted,
ECONOMIC DEVELOPMENT COMMITTEE
Bill Nagle, Chairperson

ECONOMIC DEVELOPMENT COMMITTEE

Time and Place: The Economic Development Committee met on Tuesday, July 7, 2015 at 4:30 p.m. in the 2nd floor Board Room at City Hall, 407 Grant Street, Wausau

ED Members Present: Bill Nagle (C), David Nutting, Tom Neal (VC), Romey Wagner and Lisa Rasmussen

Others Present: Mayor Jim Tipple, Ann Werth, MaryAnne Groat, Chris Schock, Travis Lepinski, Gary Gisselman, Brad Lenz, Nan Giese, Bill Hebert, Tara Alfonso, Tom Mudrovich, Joe Vraspir, Dan Arndt, Bill Greenwood, Deb Ryan, Mike Zamzow and the Media

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

Nagle noted there was a quorum and called the meeting to order at approximately 4:30 p.m.

PUBLIC COMMENT ON MATTERS APPEARING ON THE AGENDA

No public comments were made.

APPROVAL OF MINUTES FROM 6/2/15

Neal motioned to approve minutes. Wagner seconded and the motion carried unanimously 5-0.

Nagle allowed Deb Ryan, 702 Elm Street, to make public comments after the agenda item had passed because she arrived late. Ryan said she is looking forward to more information on the agenda items. She also spoke in favor of doing something with the mall and the property at 121 South Second Avenue.

DISCUSSION AND POSSIBLE ACTION ON THE PROPOSED DEVELOPMENT FOR THE PROPERTY AT APPROXIMATELY 1212 NORTH FIRST STREET (WOW)

Tom Mudrovich presented some drawings of the updated appearance for the exterior of WOW. The updates were three aluminum framed window sections set to be higher than the roof of the main building.

Wagner motioned to approve the updated design concept. Neal seconded and the motion carried unanimously 5-0.

DISCUSSION AND POSSIBLE ACTION ON THE DEVELOPMENT AGREEMENT WITH BULL FALLS BREWERY

Schock informed the committee about the provisions in the development agreement.

Mike Zamzow, representing Bull Falls, asked if his property taxes could be set from the assessed value and not the assumed value of 1.6 million dollars. He also asked if the City would waive the financial audit because the bank does not require it and he received an estimate of \$16,000 to have one done.

Groat said the audit was only to be given to the City if the bank would require one to be done. That wording was left out of the development agreement. Groat also informed the committee that the audit triggered no action on the City's part.

Wagner motioned to pull the financial audit requirement out of the development agreement. Neal seconded and the motion carried unanimously 5-0.

Neal motioned to approve Mr. Zamzow's request to pay taxes based on the assessed value and not the value of 1.6 million dollars as outlined in the development agreement after 2015. Wagner seconded and the motion carried unanimously 5-0.

DISCUSSION AND POSSIBLE ACTION ON THE PROPOSAL RECEIVED FROM CBL & ASSOCIATES FOR THE WAUSAU CENTER MALL PROPERTY

Discussion will be done in closed session.

UPDATE ON THE POTENTIAL PROJECT FOR THE PROPERTY AT 121 SOUTH SECOND AVENUE (DAIRY BUILDING)

Schock updated the committee that he is still working with Ms. Van de Yacht to come up with a plan for the former Dairy Building. There are issues that need to be dealt with. One, Ms. Van de Yacht is only planning work to the exterior of the building, which leads to the question of will it be leasable or just look nice on the outside. Also, a cooperative RFP would be a good tool to build interest in her project. It works well on properties that are for lease or for sale and right now her property is neither. Schock hopes to move forward with a cooperative RFP and he will keep the committee informed.

No action was taken as this was only an update.

DISCUSSION AND POSSIBLE ACTION ON THE FUTURE OF TID #5

Groat spoke to three different option that are available to close TID #5

1. Close the district by May 15 2016 and disperse the increment to the taxing entities.
2. Go to the Joint Review Board and ask for the surplus increment to help fund a different district for up to five years.
3. Take one year increment and set it aside for housing stock improvements.

No action was taken this was only an informative discussion.

**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 THE PROPOSAL RECEIVED FROM CBL & ASSOCIATES FOR THE WAUSAU CENTER MALL PROPERTY**

Neal motioned to go into closed session. Nutting seconded and roll call was taken, all members were present.

Neal left at 6:00

RECONVENE INTO OPEN SESSION TO TAKE ACTION ON CLOSED SESSION ITEMS, IF NECESSARY

Rasmussen motioned to move into open session. Nutting seconded and the motion carried 4-0.

No action was taken on the closed session discussion.

Groat asked the committee to vote on one more issue for Mr. Zamzow (Bull Falls). She asked if the interest charges could be waived now that there is an understanding on his taxes.

Wagner motioned to waive the interest charges for Bull Falls. Rasmussen seconded and the motion carried 4-0.

DISCUSSION ON THE POTENTIAL REQUEST FOR PROPOSALS (RFP) FOR THE EAST RIVERFRONT PROJECT

Rasmussen motioned to approve the draft in concept and only bring it back to committee if there are

substantial changes made to it. Nutting seconded and the motion carried 4-0.

DISCUSSION AND POSSIBLE ACTION ON THE HIRING OF A MALL CONSULTANT

Rasmussen motioned to approve the hiring of JLL as the mall consultant for a term of not to exceed six months with the option to rehire in six month increments. Nutting seconded and the motion carried 4-0.

DISCUSSION AND POSSIBLE ACTION ON STRATEGIC PLANNING

Will be discussed at a future Economic Development meeting.

UPDATE ON DEVELOPMENT AGREEMENTS

Will be discussed at a future Economic Development meeting.

ADJOURN

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

The meeting was adjourned at 6:20 p.m.

Respectfully Submitted,
ECONOMIC DEVELOPMENT COMMITTEE
Bill Nagle, Chairperson

WAUSAU BUILDS ON SUCCESS- UNVEILS OVER 15 ACRE EAST RIVERFRONT RFP

The City of Wausau is proud to request redevelopment proposals for our East Riverfront Redevelopment Area- spanning over 15 acres of prime property along the Wisconsin River.

For the past decade Wausau has assembled, remediated, and planned for the future redevelopment of former industrial parcels along our growing urban waterfront.

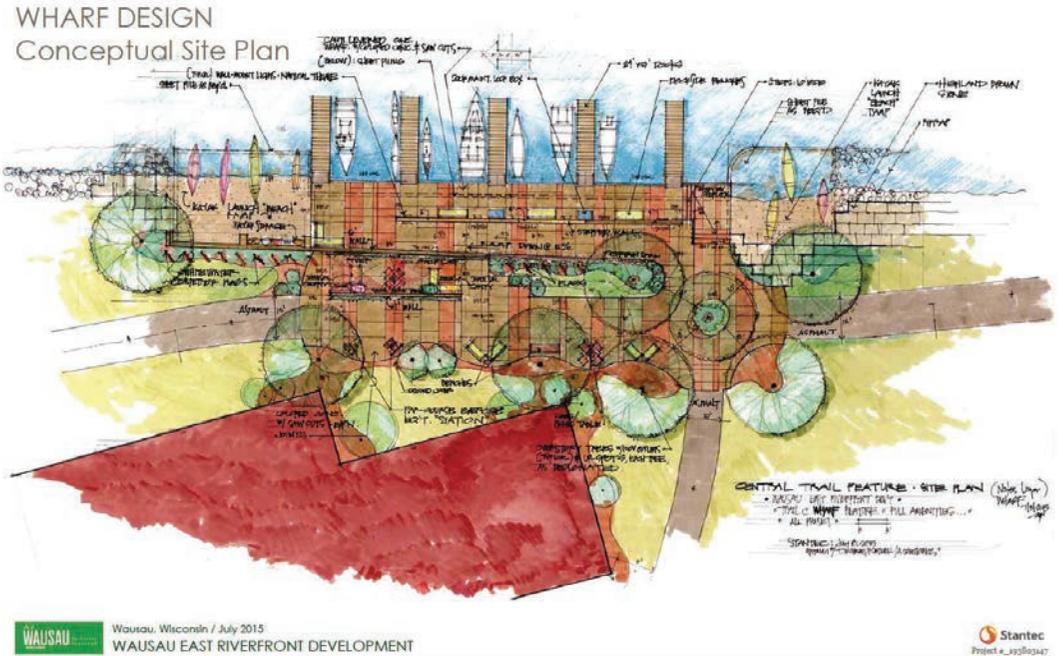
Wausau has a successful track record of public-private partnerships for development, most recently leveraging nearly \$100 million in investment in our downtown River District and implementing major commercial office projects including the First Wausau Tower- the tallest building in Wisconsin outside of Milwaukee.

Wausau is the principal city of the North and Central Wisconsin regions and home to a metropolitan population of 134,063 serving a growing trade area of over 350,000 people.

Wausau's region continues steady growth in jobs and commerce with nationally-recognized firms in such diverse fields as building materials, advanced manufacturing, healthcare, information technology and insurance.

Wausau works and excels in proactively addressing business recruitment, expansion and retention. Wausau's skilled and industrious population has the highest average credit score of any metropolitan area according to USA Today, is the safest metropolitan area in the Midwest according to FBI statistics and continues to be one of the highest ranked for the attraction of young professionals in Wisconsin.

Wausau's region plays to win as one of the state's



highest grossing areas for tourism, home to all-season recreational opportunities that range from Wisconsin's largest and highest ski mountain at Granite Peak, one of the nation's premiere curling facilities, outstanding mountain and snow bike trails, an internationally recognized whitewater kayaking course, and is home to the Olympic-style Badger State Games.

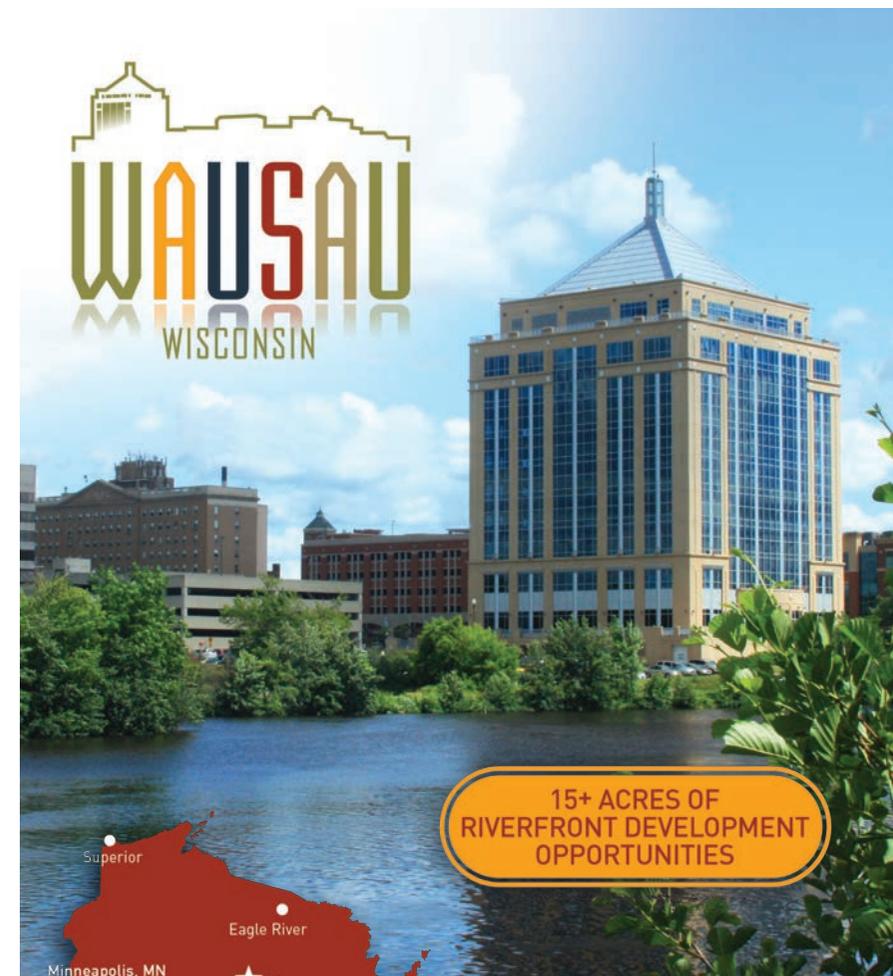
The East Riverfront Redevelopment is the next generation of Wausau's successfully revitalized urban waterfront along the Wisconsin River.

The area is located within the City's funded tax

increment finance district #3 with a range of City incentives and partnership opportunities available.

The City is currently completing an extensive river's edge trail system, finishing miles of landscaped park amenities, building extensive ramp and surface parking facilities and creating parcels of all sizes for your restaurant, entertainment, residential, commercial office and mixed-use development opportunity. It's clear why Wausau has achieved an A+ livability score and why Wausau is the ideal home for your investment.

Welcome Home to Wausau.



15+ ACRES OF RIVERFRONT DEVELOPMENT OPPORTUNITIES



CITY OF WAUSAU Our Investment and Commitment



A Active Public Green Space
Miles of new riverfront trail, championship whitewater kayaking course, largest ski slope in Wisconsin, four seasons of active recreation.



B Commercial Redevelopment
Expanding entertainment and commercial uses, growing metro population of over 135,000, and a retail trade area of over 330,000.



C Mixed-Use Redevelopment
Active waterfront, adjacent to thriving downtown of over 250 businesses, welcoming partners in investment!

FOR MORE INFORMATION

MAYOR JIM TIPPLE 715.261.6800 jim.tipple@ci.wausau.wi.us	COMMUNITY DEVELOPMENT DIRECTOR ANN WERTH 715.261.6686 ann.werth@ci.wausau.wi.us	ECONOMIC DEVELOPMENT MANAGER CHRISTIAN SCHOCK 715.261.6683 christian.schock@ci.wausau.wi.us
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www.wausauriverdistrict.com | www.wausaudevelopment.com

Office of the Mayor
James E. Tipple



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

July 29, 2015

Dear Development Partners,

The City of Wausau is proud to request redevelopment proposals for our East Riverfront Redevelopment Area. For the past decade Wausau has assembled, remediated, and planned for the future redevelopment of 15 acres of former industrial parcels along our growing urban waterfront. Wausau has a successful track record of public-private partnerships for development, most recently leveraging nearly \$100 million in investment in our downtown River District and implementing major commercial office projects including the First Wausau Tower- the tallest building in Wisconsin outside of Milwaukee.

Wausau is ideally located as the principal city of the North and Central Wisconsin regions and home to a metropolitan population of 134,063 serving a growing trade area of over 330,000 people. Wausau's region continues steady growth in jobs and commerce with nationally-recognized firms in such diverse fields as building materials, advanced manufacturing, healthcare, information technology and insurance.

Wausau works and excels in proactively addressing business recruitment, expansion and retention. Wausau's skilled and industrious population has the highest average credit score of any metropolitan area according to *USA Today*, is the safest metropolitan area in the Midwest according to FBI statistics and continues to be one of the highest ranked for the attraction of young professionals in Wisconsin.

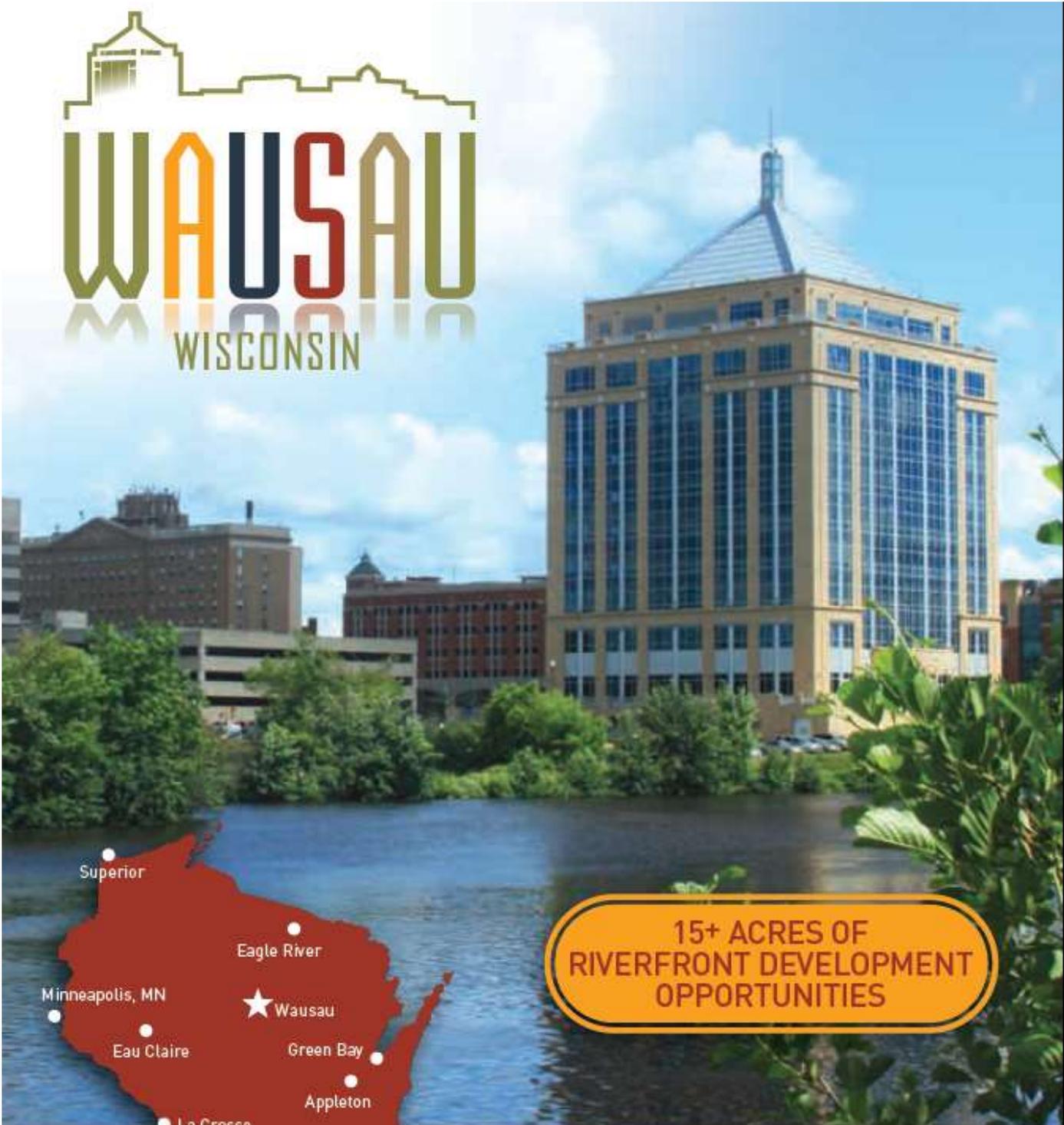
Wausau's region plays to win as one of the state's highest grossing areas for tourism. Home to all-season recreational opportunities that range from Wisconsin's largest and highest ski mountain at Granite Peak, one of the nation's premiere curling facilities, outstanding mountain and snow bike trails, an internationally recognized whitewater kayaking course, and is home to the Olympic-style Badger State Games.

Our East Riverfront Redevelopment Area is the next-generation of Wausau's successfully revitalized urban waterfront along the Wisconsin River. The area is located within the City's funded tax increment finance district #3 with a range of City incentives and partnership opportunities available. We are currently completing an extensive river's edge trail system, finishing miles of landscaped park amenities, building extensive ramp and surface parking facilities and creating parcels of all sizes for your restaurant, entertainment, residential, commercial office and mixed-use development opportunity. It's clear why Wausau has achieved an A+ livability score and why Wausau is the ideal home for your investment.

My staff is ready to assist as you envision opportunities in our City and please allow me to be the first to welcome you Home to Wausau.

Sincerely,

James E. Tipple
Mayor



15+ ACRES OF RIVERFRONT DEVELOPMENT OPPORTUNITIES



DISTANCE TO WAUSAU, WISCONSIN

Appleton	96 miles	Madison, WI	143 miles
Chicago, IL	275 miles	Milwaukee, WI	192 miles
Green Bay, WI	97 miles	Minneapolis, MN ...	185 miles

Request for Proposal
City of Wausau- Economic & Community Development
407 Grant Street Wausau, WI 54403-4783
(715) 261-6680

The City of Wausau seeks development partners and proposals for approximately 15 acres of prime, city-owned land along the Wisconsin River, immediately adjacent to our vibrant downtown commercial core referred to as the East Riverfront Redevelopment Area.

Over the past decade the City has assembled and remediated this key area for redevelopment. The City is currently completing infrastructure and extensive public amenities including the final link in the River's Edge Trail system, nearly 200 on-street and off-street parking spaces, and new landscaping along the riverfront park.

CITY OF WAUSAU Our Investment and Commitment



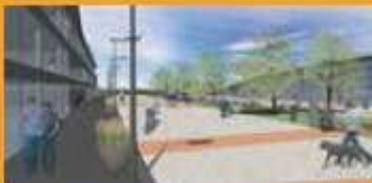
A Active Public Green Space

Miles of new riverfront trail, championship whitewater kayaking course, largest ski slope in Wisconsin, four seasons of active recreation.



B Commercial Redevelopment

Expanding entertainment and commercial uses, growing metro population of over 135,000, and a retail trade area of over 330,000.



C Mixed-Use Redevelopment

Active waterfront, adjacent to thriving downtown of over 250 businesses, welcoming partners in investment!



Wausau's East Riverfront

The City of Wausau is the primary city of a thriving metropolitan area of nearly 140,000 residents serving a trade area of over 330,000 as the gateway to the Northwoods of Wisconsin. Wausau has a prosperous and diversified economy, with leading companies in the insurance, building materials, manufacturing, healthcare and IT sectors. Wausau's downtown area has seen nearly \$100 million worth of new investment in the past two decades and has a long track record of successful public-private partnerships for economic development.



Wausau's Future

Wausau has adopted a framework master plan for the entire East Riverfront Redevelopment Area. We welcome proposals for architecturally significant projects which engage citizens with the Wisconsin River, provide unique space utilization or uses, and leverage the surrounding natural landscape.

The City can entertain transferring ownership or ground-leasing portions or all of the redevelopment area depending on the nature of the proposal. The adopted framework plan contemplates this area as an addition to the successful Downtown Wausau River District area with a focus on mixed-use residential, commercial office and entertainment. Projects should:

- Create dense, urban-formatted city blocks
- Provide engaging public spaces and activated street frontages
- Be unique in architectural style and/or amenities
- Maximize private investment and provide significant taxable value
- Meet the Wausau Urban Design Guidelines

An early planning vision of the redeveloped East Riverfront area (this rendering is only an example):



Figure 25. Illustrative Concept Plan depicting a potential East Riverfront District redevelopment scenario



Redevelopment Zones and Incentives

The potential build-out map below is provided as an outline. The City welcomes proposals for all or part of the redevelopment area. The following sites can be combined and/or subdivided to accommodate various proposals and phased approaches.

The entire area is included in Tax Increment Financing District (TID) #3 and the City is ready and willing to participate aggressively with partners to leverage significant private investment, create jobs and provide diverse housing choices.

EAST RIVERFRONT DEVELOPMENT FRAMEWORK



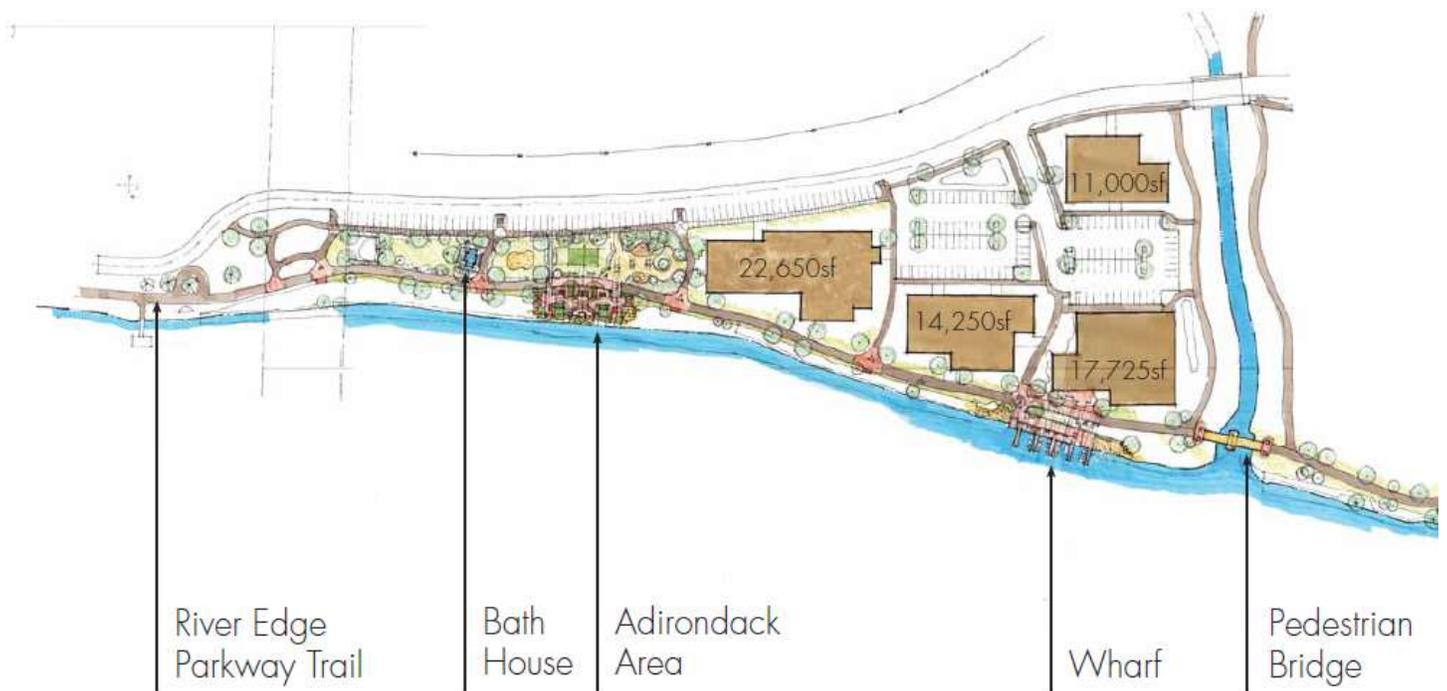
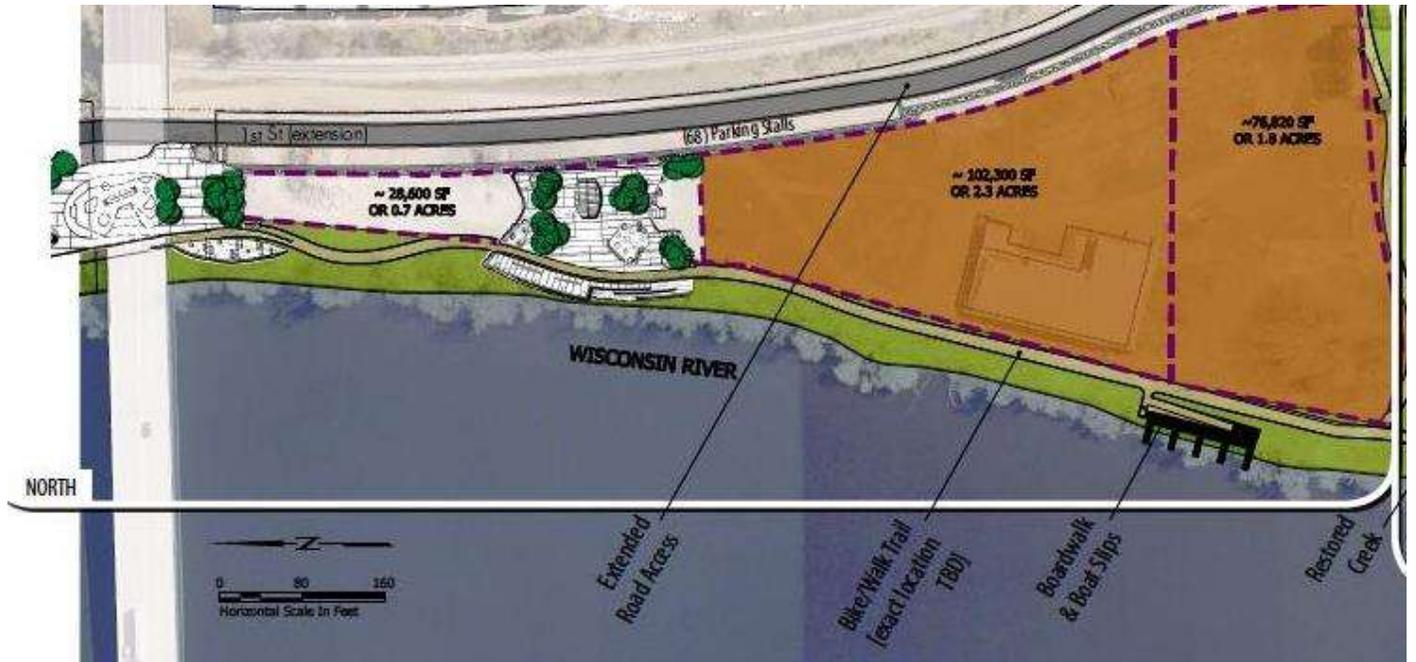
Central & South Development Zones

The Central and South Development Zones are contemplated as ideal for mixed use projects which may include office and residential uses. The Plan includes a draft extension of Fulton Street from First Street to the River, but the City welcomes alternative parcelization and phasing plans as well.



North Development Zone

The North Development Zone includes a dedicated parking area and extensive perpendicular on-street parking spaces along the City's new extension of First Street. The potential development pads are approximately 11,000-17,000 sq.ft. in footprint and can be divided or combined to accommodate a myriad of development sizes. A new "Adirondack Area" public park, new public wharf and the river edge trail and connecting trails are being constructed by the City currently.



Important Dates

In addition to the important dates below, the City of Wausau will host a **Developers' Day** with coordinated tours of the site and a Q&A session- please RSVP if you wish to attend on **Monday, August 24th, 2015** and further information will be sent to you under separate cover.

If you are unable to attend the Developers' Day, or wish to tour the sites privately, please contact our staff to arrange your visit.

Event	Date
1. RFP Released	July 29, 2015
2. Site Tour & Developers' Day	August 24, 2015
3. Proposal Due Date	November 2, 2015
4. Review of Proposals	November 3, 2015
5. Final Selection Discussion(s)	November 2015
6. Selection of Proposal(s) by Econ Dev Comm	December 1, 2015
7. Selection of Proposal(s) by Common Council	December 8, 2015
8. Sign Development and/or Option Agreement	December 2015

Questions and/or interested in additional information on the RFP and the City of Wausau?

Please submit them in writing by contacting:

Christian Schock, Economic Development

christian.schock@ci.wausau.wi.us

Additional documents, including Wausau's Urban Design Guidelines, East Riverfront Brownfield Redevelopment Plan, and the Phase 1, 2 and 3 reports are available by request and/or at:

www.wausaudevelopment.com

Proposal Format and Required Information

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

1. Executive Summary
2. Approach
3. Project Deliverables
4. Project Management Approach
5. Level of Investment and Financial Viability
6. Successful Urban Redevelopment Project Examples
7. Development Organization's Overview
8. Scope of Work

1. **Executive Summary:** This section will present a high-level synopsis of the Developer's responses to the RFP. The Executive Summary should articulate the developer's vision for the site, provide a brief overview of the engagement, and should identify the main features and benefits of the proposed work. Developer shall also highlight how the proposed project will benefit the surrounding neighborhood and district.
2. **Approach:** The proposal should reflect each of the sections listed below: For project team responsibilities, list the approximate percentage of the project for each team member, description of the project approach, include detailed procedures and technical expertise by phase.
3. **Project Deliverables:** Include descriptions of the types of reports used to summarize and provide detailed information on predicted vulnerabilities, and the necessary countermeasures to correct as well as the recommended corrective actions as they might apply to the project.
4. **Project Management Approach:** Include biographies and relevant experience of key staff and management personnel. Describe the qualifications and relevant experience of the types of staff that would be assigned to this project. Describe the companies bonding process and coverage levels of employees.
5. **Level of Investment and Financial Viability:** Developers shall include a project construction budget. Developer shall provide the status of their organization (whether a corporation, a non-profit or charitable institution, a partnership, a limited liability corporation, a business association, joint venture, or other) indicating under which laws it is organized and operating, including a brief financial history. The developer shall provide a statement regarding any debarments, suspensions, bankruptcy and/or loan defaults.
6. **Successful Urban Development/Redevelopment project examples:** Include detailed descriptions and photos of other successful urban redevelopment projects completed by your firm.
7. **Development Organization's Overview:** Provide the following information about your company: Official registered name (Corporate, D.B.A., Partnership, etc.), Dun & Bradstreet Number, Primary and secondary SIC numbers, address, main telephone number, toll-free numbers, and facsimile numbers. Key contact name, title, address (if different from above address), direct telephone and fax numbers. Person authorized to contractually bind the organization for any proposal against this RFP. Brief history, including year established and number of years your development team has taken on similar projects.
8. **Scope:** Propose a project implementation timeline and performance standards for the construction work to be completed.

Costs of Proposal

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

Evaluation Criteria

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

Evaluation of offers will be based upon the Developer's responsiveness to the RFP and the quality of investment and usefulness.

The following elements will be the primary considerations in evaluating all submitted proposals and in the selection of a Developer (out of a total of 100):

Proposal is architecturally unique, creative in its use and activates the street and public spaces.

30 Points

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

20 Points

Overall investment level and proof of financial viability evidenced in the proposal.

10 Points

Proposal is complete and includes relevant information for each section.

10 Points

Developer is a partnership and/or an organization with diverse resources and a successful track record.

10 Points

Developer's credentials, financials and accreditations are current and in good standing.

10 Points

Availability of high-quality personnel and project managers with the required skills to complete the project.

10 Points

The response that is deemed to be the most advantageous for the City and region shall be termed the best project. Consideration will be given to cost, level of investment, functionality, and other factors. A selection committee at the City of Wausau may be composed of members from the community, Common Council, Community Development, Finance, Planning and Public Works Departments.

To be selected, a developer (or team of developers) must be able to comply with the general requirements outlined in this document and with the Wisconsin Equal Opportunity and Affirmative Action Program requirements.

Proposals shall meet the following criteria:

1. Proposals shall be prepared on standard 8 1/2" X 11" letter-size paper;
2. Ten (10) copies of each proposal must be delivered to the attention of the authorized representative listed in the specific response requirements section;
3. Email digital copy of proposal to christian.schock@ci.wausau.wi.us.

The City of Wausau reserves the right to:

- Reject any or all offers and discontinue this RFP process without obligation or liability to any potential developer,
- Award a contract on the basis of initial offers received, without discussions or requests for best and final offers, and
- Award more than one contract/right to develop.

The City of Wausau encourages developers to work cooperatively in presenting integrated or master-planned solutions. Team arrangements may be desirable to enable the companies involved to complement each other's unique capabilities, while offering the best combination of performance, cost, and delivery for the opportunity offered under this RFP. The City of Wausau will recognize the integrity and validity of team arrangements provided that:

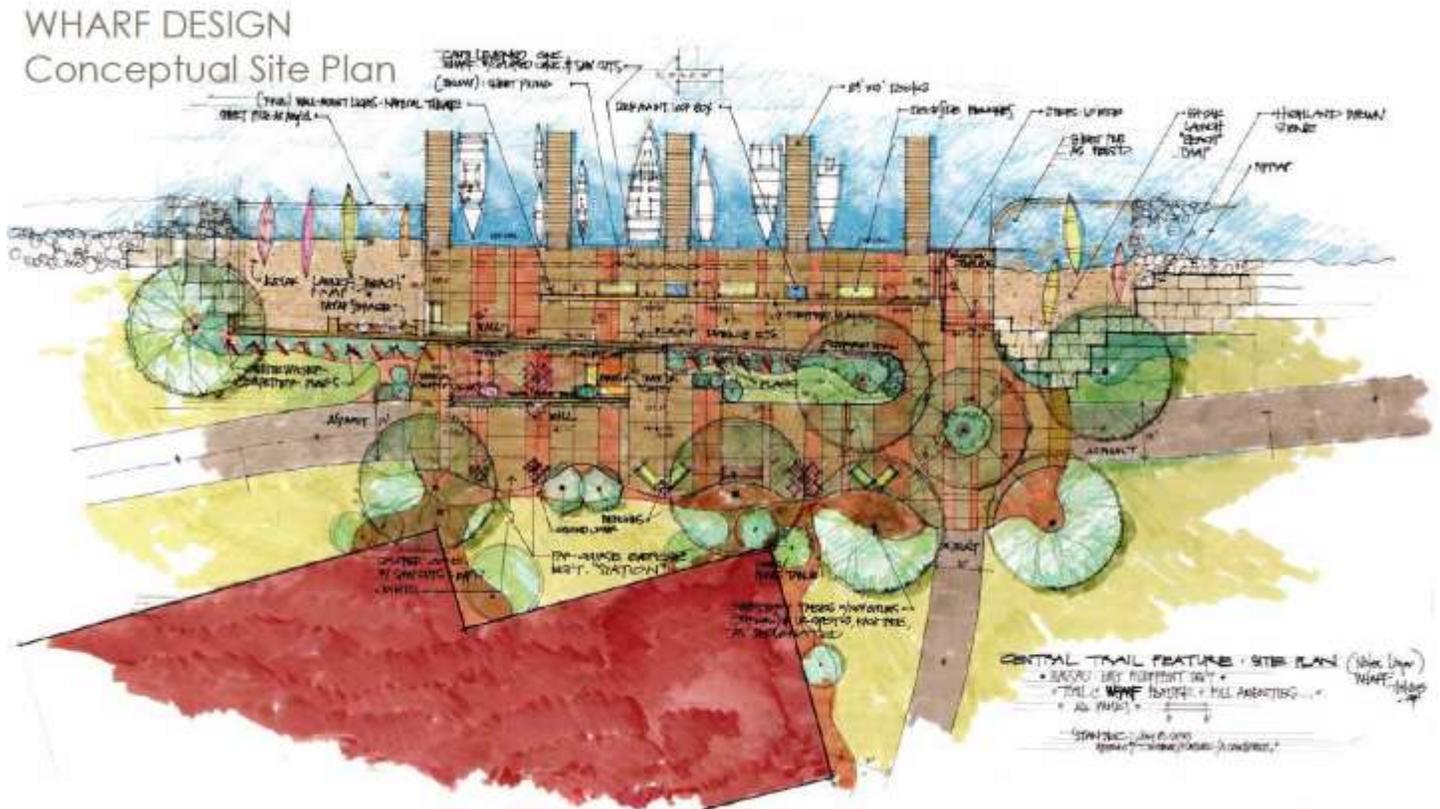
- The arrangements are identified and relationships are fully disclosed,
- A prime developer is designated that will be fully responsible for all performance standards of a potential Development Agreement.

Developer's proposal in response to this RFP will be incorporated into the final Development Agreement between the City of Wausau and the Developer and the selected vendor(s) of the Developer.

Send proposals by 4:30 p.m. on Monday, November 2nd, 2015 to the attention of:

Christian Schock, Economic Development
407 Grant Street
Wausau, WI 54403-4783
Phone: 715-261-6683
christian.schock@ci.wausau.wi.us

A rendering of the proposed new public wharf area:



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	ASSESSED VALUE REQUIRED	ASSESSED VALUE ACTUAL	FAIR MARKET VALUE REQUIRED	FAIR MARKET ACTUAL	AGREEMENT PAYMENTS	CONSTRUCTION REQUIREMENT	INDUSTRY	MISC NOTES	
Ghidorzi (Ghidorzi)	City Center	1800 W Stewart Ave	04/29/03	\$35,000 CDBG Grant for blight elimination & site prep	15	10/31/04	11/21/14	26 FT/34 PT	11/19/14	N/A	N/A	\$1,400,000 by 12/31/04	\$569,700; Current Fair Market Value = \$1,383,600	N/A	14,000 sq ft - (13,880); Occupancy by 10/31/04- Coldstone Occupancy=9/5/05	Retail	Agreement requirements not met; Letter sent 11/17/14 ; Remedies for fair market value, square footage and occupancy; Current Assess = \$1,433,100	
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	N/A	N/A	N/A	N/A	N/A	Not required - estimated btwn \$14-15 million & 100,000 square ft (actual = 165,000 sq ft)	Commercial	See agreement for parking and skywalk requirements	
Scannell Properties #92, LLC (Snyder)	Wausau Window & Wall	7800 International Dr	08/20/07	Up to \$2,956,977 in TIF 5 Funds for land acquisition, sewer & site improvements	Approx 450 total plant workers	09/01/09	06/25/14	2009-283 total plant workers; 2014-417	N/A	N/A	N/A	\$19,000,000 by 2009	\$16,422,900	1/27/15-\$24,011.11; 4/16/15-\$24,011.09; 7/31/15-\$	Construction must commence/be completed by 12/31/08 = remedies for failure	Manufacturing	20 acre option for 10 years. Failure to create jobs does not void City 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	N/A	\$985,100 by 12/31/08	\$837,400	N/A	N/A	Food & Bev	\$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	N/A	N/A	\$1,200,000 by 8/13/09	\$940,600	N/A	7000 sq ft = 7242 sq ft	Mixed Use	\$1000/yr remedy; Owners responsible for all site prep	
MetroPlains Partners LLC (McCready)	Trolley Quarter Flats Apts	1502 1st Street	08/26/10	\$174,000 TIF 3 Loan; \$26,000 CDBG Loan; \$250,000 HOME Loan	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Housing	Owners provide \$5,500,000 for acquisition, demo, construction and project mgmt	
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	11 FT/1 PT	01/19/15	N/A	N/A	\$1,000,000 by 1/1/12	\$1,307,300	N/A	18,000 sq ft = 18,168 sq ft	Manufacturing	City agreed to sell land for reduced price Full purchase price = remedy	
Federal Bldg Rdlpmt Ltd Partnership (McCready)	Federal Bldg Lofts	317 1st Street	01/31/11	\$75,000 TIF 3 Loan	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Housing		
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	N/A	N/A	N/A	N/A	Manufacturing	Reimbursement upon sale & Split Profits (Property is advertised)	
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	N/A	N/A	N/A	N/A	N/A	Operational by 12/31/13 = 1/8/13	Entertainment		
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	02/14/13	02/14/15	70	03/22/13	N/A	N/A	N/A	N/A	N/A	N/A	Technology	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 Employment Count = 120 on 3/1/15	
Kocourek Automotive Group (Kocourek)	Kia Auto Dealership	2700 N 20th Ave	04/01/12	Up \$200,000 TIF 6 Funds for Public Works Reimbursement	30	02/01/13	11/22/13	32	02/03/14	\$4,250,000 by 2/01/13	\$4,593,000	N/A	N/A	N/A	Dealership completion by 02/01/13	Automotive		
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 * 50	09/27/13	09/27/14	14	12/04/13	N/A	N/A	N/A	N/A	N/A	N/A	Technology	* 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	Assessment deferred until 5/18/19	N/A	N/A	N/A	N/A	N/A		Assesment 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	01/01/20	01/01/20	20 PT		\$4,000,000 by 1/1/14	\$4,289,000	N/A	N/A	N/A	6000 sq ft = 7052 sq ft Occ 1/1/14 = 10/11/13	Retail	Contribution Agreement Developers Agreement - Site Improvement	
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	08/01/14	8/21/14	22 FT/21 PT 2FT/20 PT 3 FT	09/29/14	\$1,600,000 by completion \$1,900,000 by 1/1/14	\$2,495,100	N/A	N/A	N/A	Apx 4400 sq ft = 4408 Apx 1624 sq ft = 1541 Apx 2300 sq ft = 2524	Mixed Use	Occupancy - 8/31/13-8/1/13 Occupancy - 1/1/14-8/12/13 & 11/14/13 * Combined 7 FTE and 7 PT btwn Toppers and Cellcom	
Kocourek Automotive Group (Kocourek)	Subaru Dealership	2600 N 20th Ave	11/28/12	\$50,000 TIF 6 Loan	25	12/01/13	11/22/13	25	02/03/14	see below	see below	N/A	N/A	N/A	15,600 sq ft & 47,750 sq ft parking lot; Occupancy by 12/01/13	Automotive		
Kocourek Automotive Group (Kocourek)	Subaru Dealership	2600 N 20th Ave	11/28/12	\$150,000 TIF 6 Funds	*					\$3,000,000 by 2/1/14	\$3,155,300	N/A	N/A	N/A	Completion of dealership by 02/01/14	Automotive	* 25 Total jobs between the two agreements	
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	12/01/17				\$1,600,000 by 1/1/14	\$559,900 - Amendment under review	N/A	N/A	N/A	\$650,000 construction costs - Ltr sent 7/29/15	Food & Bev	Occupancy permit by 08/01/13 - Working with Inspections-Permit issued 11/18/14 Assessment remedies; Audits by 8/1/15 and 8/1/18	
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	06/01/14	05/06/14	2 FT/15 PT	05/16/14	N/A	N/A	\$650,000 by 1/1/14	\$790,800	N/A	\$650,000 construction costs - Ltr sent 7/1/15; due 10/1/15	Food & Bev	Occupancy - met; Assessment remedies	
Lube Inc (Leher)	ThunderLube	1610 Sheridan Street 1015 S 17th Avenue	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	12/01/15				N/A	N/A	\$475,000 by 1/1/15		N/A	\$500,000 construction costs Ltr sent 7/2/15	Automotive	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	11/17/14	7	12/01/14	N/A	N/A	N/A	N/A	N/A	\$25,000 to improve exterior by 12/2/14 Verified 12/1/14	Manufacturing	Equipment value must total \$250,000; Equipment grant remedies; Job creation remedies; Exterior improvement remedies	
CAG Industrial (Ghidorzi)	Ordered Motion (Brewster) Omotion	305 84th Avenue	01/29/14	\$650,000 grant	25	12/31/14	12/02/14	29	12/02/14	N/A	N/A	N/A	N/A	N/A	\$3,900,000 Equipment Requirement by 01/29/19	Manufacturing	Certification of Landlord's Work by 12/31/14 - rec'd 11/14/14 Executed Lease received 1/7/14 Mechanical Cranes verified 12/2/14	
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	11/17/14	43	01/13/15	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Manufacturing	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 \$4,000,000 before grant kicks in	14 41 67 82 93	09/09/15	09/09/16			N/A	N/A	N/A	N/A	N/A	N/A	Manufacturing	Currently has 380 employees Claw back rights for job creation Sewer main agreement	
Wausome Wafers (Gunning)	Wausome Wafers Relocation	2401 N 3rd Street	02/10/15	\$2,093 forgivable CDBG loan for moving expenses	1	02/28/17	02/01/17			N/A	N/A	N/A	N/A	N/A	N/A	Food & Bev		
Composite Envisions LLC, C.E. Acquisitions LLC (Thorson)	Composite Envisions	8450 Development Court	06/06/15	Land Donation; TIF 5 \$100,000 forgivable equipment loan	4	1 yr from date of occupancy				N/A	N/A	N/A	N/A	N/A	Must commence construction within 1 year of conveyance	Manufacturing	\$10,000 forgiven for each year 4 FTE employed	