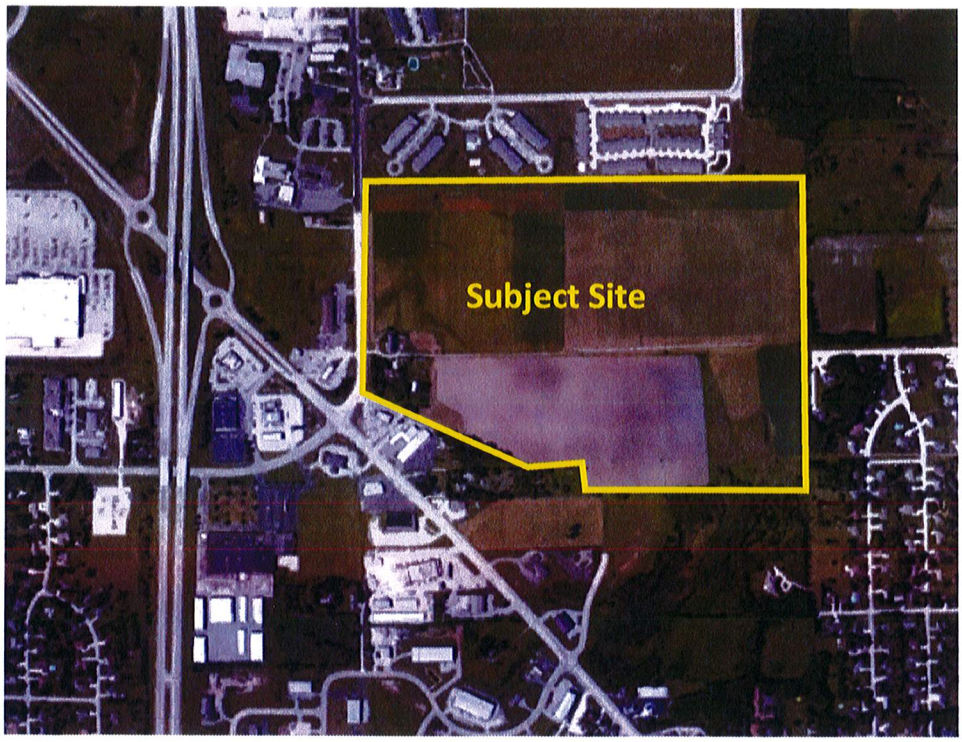
Town of Sheboygan, Wisconsin

REQUEST FOR PROPOSALS

TOWN OF SHEBOYGAN

DEVELOPMENT OF ~99 ACRES NEAR I-43 AND HWY 42



Issued: September 18, 2018
Due Date: January 18, 2019

REQUEST FOR PROPOSALS
Development of ~99 acres near I-43 and Hwy 42
RFP No. 1 By Town of Sheboygan

INTENT

The Town of Sheboygan invites qualified developers and development teams to submit proposals for the development of a ~99 acre green field site located at 4305 N. 40th Street, Sheboygan, Wisconsin. Through the development of the site, the town seeks to:

- Develop the site in such a manner as to link the retail/commercial nature of Hwy 42 on the west side of the property with the residential nature on the east side of the property.
- Leverage the sites interstate visibility to maximize the absolute best use of the property.
- Provide for high quality commercial and residential uses for current and future residents of the township.

BACKGROUND

The site is a centennial organic farm. To be aggressive with a previous developer the Town of Sheboygan in 2017 entered into an agreement with the property owner for a 5-year option to purchase the property to secure the site for large scale development that did not occur due to changing market conditions. Currently, with the option still in effect, the Town of Sheboygan Town Board seeks proposals for development of the site.

ADDITIONAL OPPORTUNITIES IN THE IMMEDIATE AREA

Due to the proximity of the site to other green field, developable sites, the town wishes to convey interest in hearing from potential developers with ideas about possible expansion of the project scope beyond the physical boundaries of the current site.

WORKING WITH THE TOWN OF SHEBOYGAN

The Town of Sheboygan has a track record of working successfully to approve large and small scale developments. Previous successful developments include Wal-Mart, Menards, and Muth Mirror Systems, Inc. The Town has been among the fastest growing areas in the Sheboygan MSA.

The Town has its own municipal water and sanitary sewer systems. Due to its size, the Town of Sheboygan is only one of a handful of towns in Wisconsin with the legal authority to create Tax Incremental Districts (TID) identical to those used by other Wisconsin cities and villages. The Town is also willing to consider the use of special assessments to finance utilities or other creative public-private partnerships that are mutually beneficial.

To get a better idea of the direction of the Town, we encourage developers to review our 20-year comprehensive plan at the following link:

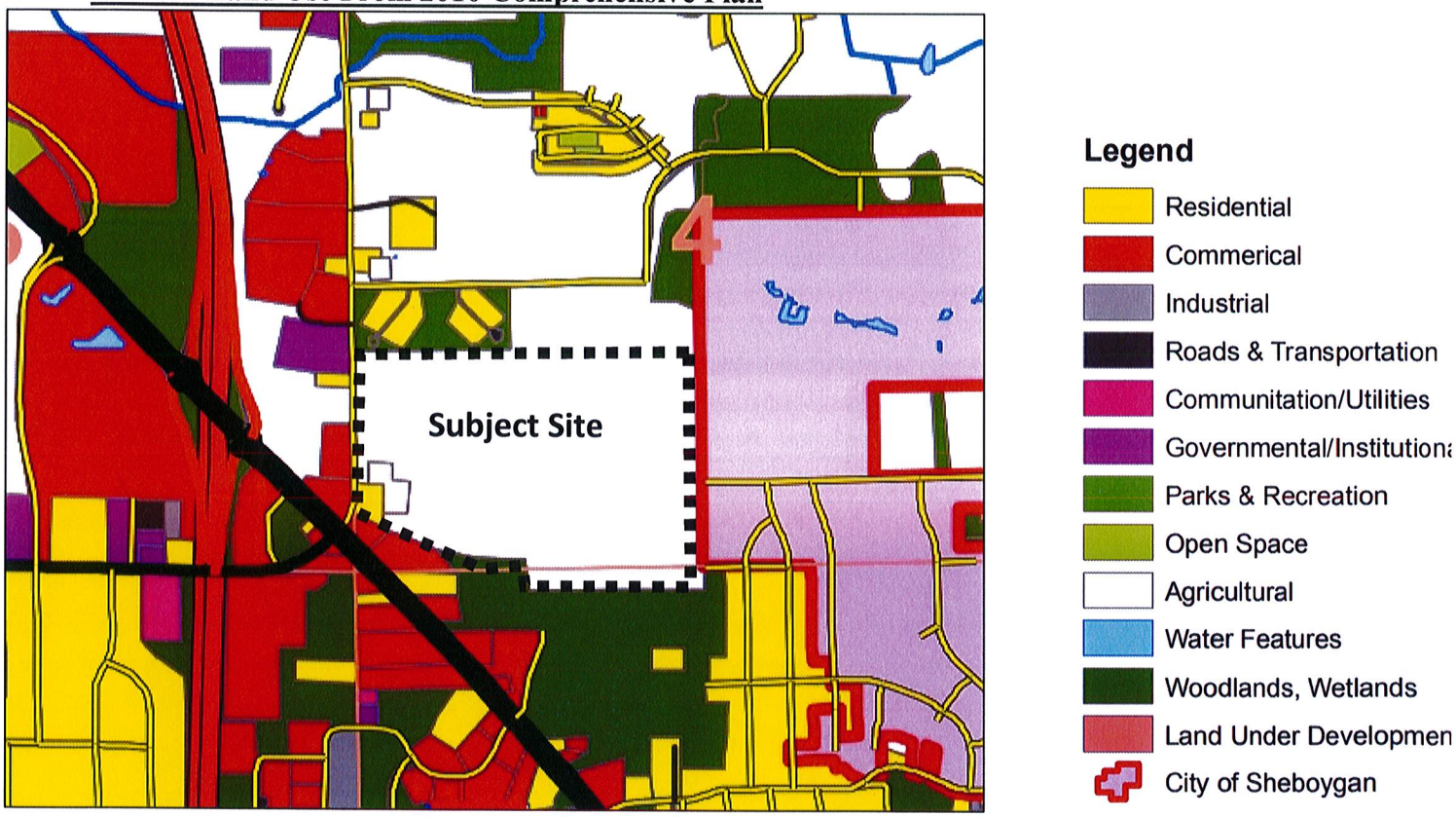
http://media.baylakerpc.org/media/86173/adopted%20comp%20plan%20w%20maps.pdf.

THE SITE

The site consists of seven (7) parcels surrounded by multifamily, single-family and commercial uses. The following uses are adjacent to the site:

- East – Single-family residential (City of Sheboygan)
- North – Multi-family & condos
- West – Commercial & institutional
- South – Commercial & retail

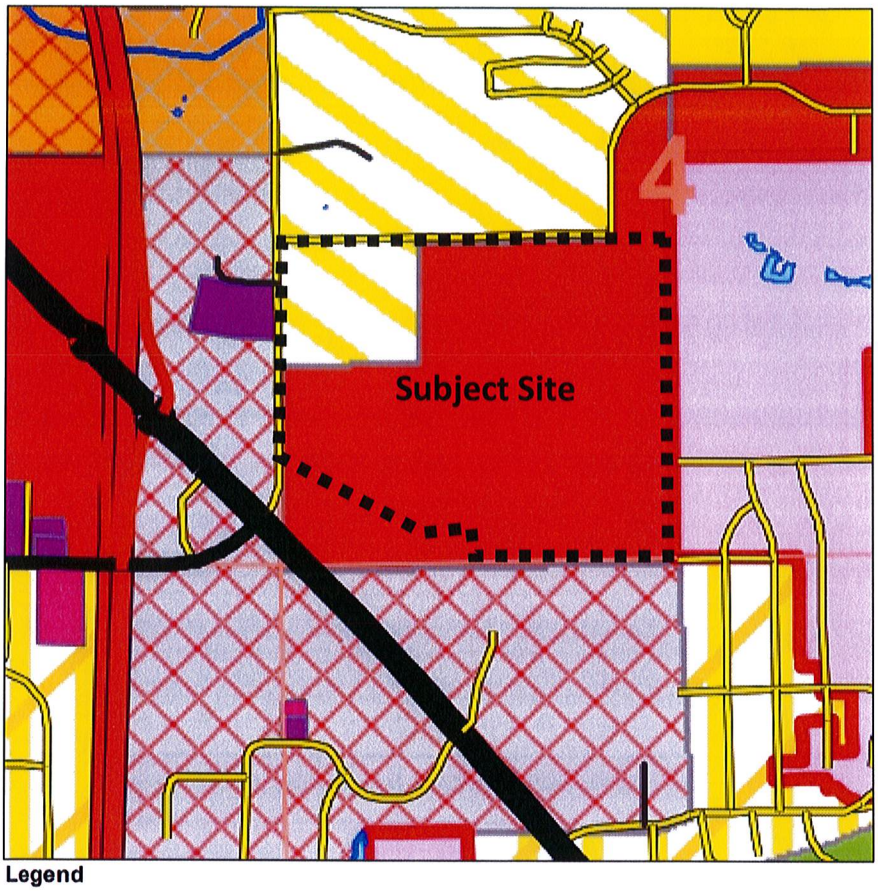
Current Land Use From 2010 Comprehensive Plan



Parcel Numbers

- 59024341641 (homestead)
- 59024341631
- 59024341630
- 59024341610
- 59024341640
- 59024344790
- 59024341730

Potential Land Use From 2010 Comprehensive Plan



Legend

- Communitation/Utilities
- Governmental/Institutional
- Agriculture
- Multi Family Residential & Commercial/Business
- Multi Family Residential & Commercial/Business & Light Manufacturing
- Commercial/Business
- Commercial/Business & Light Manufacturing
- Open Space/Green Space
- Single Family Residential on 1/2 Acre or Larger Lots
- Single Family Residential on 1/2 Acre Lots & Two-Family Residential & Multi-Family Residential
- Single Family Residential on 1 Acre or Larger Lots
- Single Family Residential on 3 Acre or Larger Lots
- City of Sheboygan

Zoning

The site is currently zoned Agricultural. This corridor is intended to permit development, which has a suburban retail feel. The Town expects and supports zoning changes for potential development opportunities that merge the surrounding area characteristics. Planned Unit Development (PUD) zoning may be used.

Site Studies

The Town does not believe a Phase 1 environmental Site Assessment, topographical or soil compaction studies have been completed.

The Town's Goals

- To receive strong proposals for development of the site that will fully complement the Town of Sheboygan's retail recruitment effort as seen on the Sheboygan County Economic Development Corporation website: http://www.sheboygancountyedc.com/opportunity/sheboygan-retail-cooridor/retail-corridor-overview.
- Proposals should maximize the utilization of the land and maximize property value.
- Proposed development shall feature unique architectural elements that meet the Town's guidelines and complement other retail and office development in the area.

Proposals should be prepared as follows:

1. Written proposals prepared on standard 8 1/2" X 11" letter-size format; and
2. PDF digital format copies of the proposal.

ESSENTIAL RFP ELEMENTS

Proposal Format and Required Information:

1. Project Deliverables: Detail a specific project for all or part of the development area with a specific offer to purchase price, include descriptions of the types of reports and assumptions utilized to justify the project and provide information on predicted vulnerabilities as they might apply to the project. Provide a conceptual Site Plan and renderings for the proposed development.

2. Project Management: 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.

3. Level of Investment and Financial Viability: Include an estimated project construction budget, including building and infrastructure costs (streets, water, sanitary sewer, and stormwater management facilities) for the development. The developer shall also provide a statement regarding any debarments, suspensions, bankruptcies and/or loan defaults of the developer within the past ten (10) years.

    a. The Developer shall provide a financial Pro-Forma including a sources and uses of funds as it relates to the proposed development.
    b. The Developer will be required to provide documentation that external financing can be obtained, should the proposed project be awarded.

4. Successful Examples: Include detailed descriptions and photos of other development projects completed by your firm and/or partners.

5. Organizational Overview: Provide the following information about your Company:
    a. Official registered name (Corporate, D.B.A., Partnership, etc.), address, main telephone number, toll-free numbers, and facsimile numbers.
    b. Person authorized to contractually bind the organization with respect to this RFP.
    c. Brief history, including year established and number of years your development team has taken on similar projects.

6. Scope/Phasing: Propose a project implementation timeline and performance standards for the construction work to be completed.

COSTS OF PROPOSAL

Any costs incurred in the preparation of the response to this Request for Proposal are to be borne by the developer. The Town of Sheboygan 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

Criteria expected to be used by the Town as a tool in selecting the best proposal. The Town reserves the right to revise its criteria or waive 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 proposals will be based upon the quality of response, the proposed developer's background and proposed investment.

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 includes a use or variety of uses which complements the Hwy 42 corridor (30 Points)
- Proposal maximizes taxable value to the Town. (30 Points)
- Proposal offers a reasonable purchase price and incentive request from the Town. (20 Points)
- Developer offers financial strength and can implement/construct the development in a timely manner. (10 Points)
- Developer's Utilization of high-quality design personnel and contractors to complete the project. (10 Points)

The response that is deemed to be the most advantageous for the Town and region shall be termed the best project. Consideration will be given to cost, level of investment, functionality, use, and other factors. The selection committee shall consist of the five (5) member Town of Sheboygan Board of Supervisors.

To be selected, a developer must be able to comply with the general requirements outlined in this RFP and with other applicable laws and requirements.

QUESTIONS AND PROPOSAL SUBMISSION LOCATION:

Please submit written and digital proposals to Town Attorney Michael J. Bauer no later than 1:00 p.m. on Friday January 18, 2019 at the following address:

Michael J. Bauer
Town Attorney Town of Sheboygan
Hopp Neumann Humke LLP
2124 Kohler Memorial Dr. Suite 310
Sheboygan, WI 53081
920-457-8400
mike.bauer@hopplaw.com

All questions regarding this Request for Proposals should be directed to the Town Attorney.

The Town of Sheboygan will review all proposals and evaluate the proposals based on the information received and the criteria outlined above. Some or all of the firms may be asked to meet with the Town Board to further discuss their proposals. Any such meetings will be on an appointment basis with appropriate advance notice.

General market condition questions such as state of retail, housing or nearby investments you may contact:

Sheboygan County Economic Development Corporation
508 New York Ave., Room 209
Sheboygan, WI 53081
920-452-2479

TERMS AND CONDITIONS

A. The plans, specifications, proposals and documents provided to the Town of Sheboygan by any interested party or developer shall become the sole property of the Town of Sheboygan. The Town reserves the right to use these documents for whatever purposes deemed by the Town Board to be in the best interest of the Town.

B. The Town of Sheboygan reserves the right to reject any or all proposals, cancel this solicitation, discontinue this RFP process without obligation or liability to any potential developer or in the alternative the Town my waive any informality associated with this RFP procedure and to proceed, in the Town Board's sole discretion, with the development that is in the best interest of the Town.

C. A mutually acceptable definitive development agreement shall be required for any developer or developers that submit successful proposals that will describe in detail the final scope and nature of the project prior to final Town Board approval.

D. No reimbursement will be made by the Town of Sheboygan for costs incurred in preparing responses to this request for proposals. In addition, any costs associated with professional opinions, inspections or testing shall be the sole responsibility of the proposing party.

E. The Town of Sheboygan Town Board, reserves the right to award the project deemed most beneficial to the Town of Sheboygan.

F. Proposals submitted must contain at a minimum of the elements listed herein. Incomplete proposals may not be considered. With the long timeline associated with this Request for Proposals, the Town believes it is allowing sufficient time to assemble a comprehensive proposal document.

G. The Town of Sheboygan does not warrant that the property is free from defect nor does it guarantee fitness for any specific or particular use of the property.

H. The Town of Sheboygan is subject to the Wisconsin Open Records Laws. As such all proposals received become a "public record" under state law.

I. If the proposals submitted contain information that is regarded as a "trade secret" or proprietary/private these sections of the proposal must be clearly marked and identified as such. The Town of Sheboygan will attempt to withhold such information from any public records or open records requests in order to protect the information.

J. Should the withholding of information identified as a "Trade Secret" be challenged within a court of law, the owner of the information and not the Town of Sheboygan, shall be singularly responsible for all costs associated with the court action. Please note that cost information in and of itself, is not considered to be a trade secret.

K. The Town of Sheboygan cannot be held responsible for disclosure of information contained in the proposals that is proprietary/personal or considered a "trade secret" if said information in not clearly denoted or identified as such, or as otherwise required by law.

L. All proposals received shall remain in effect for not less than 90 days following the due date. Proposals received may only be withdrawn with the express consent of the Town of Sheboygan.

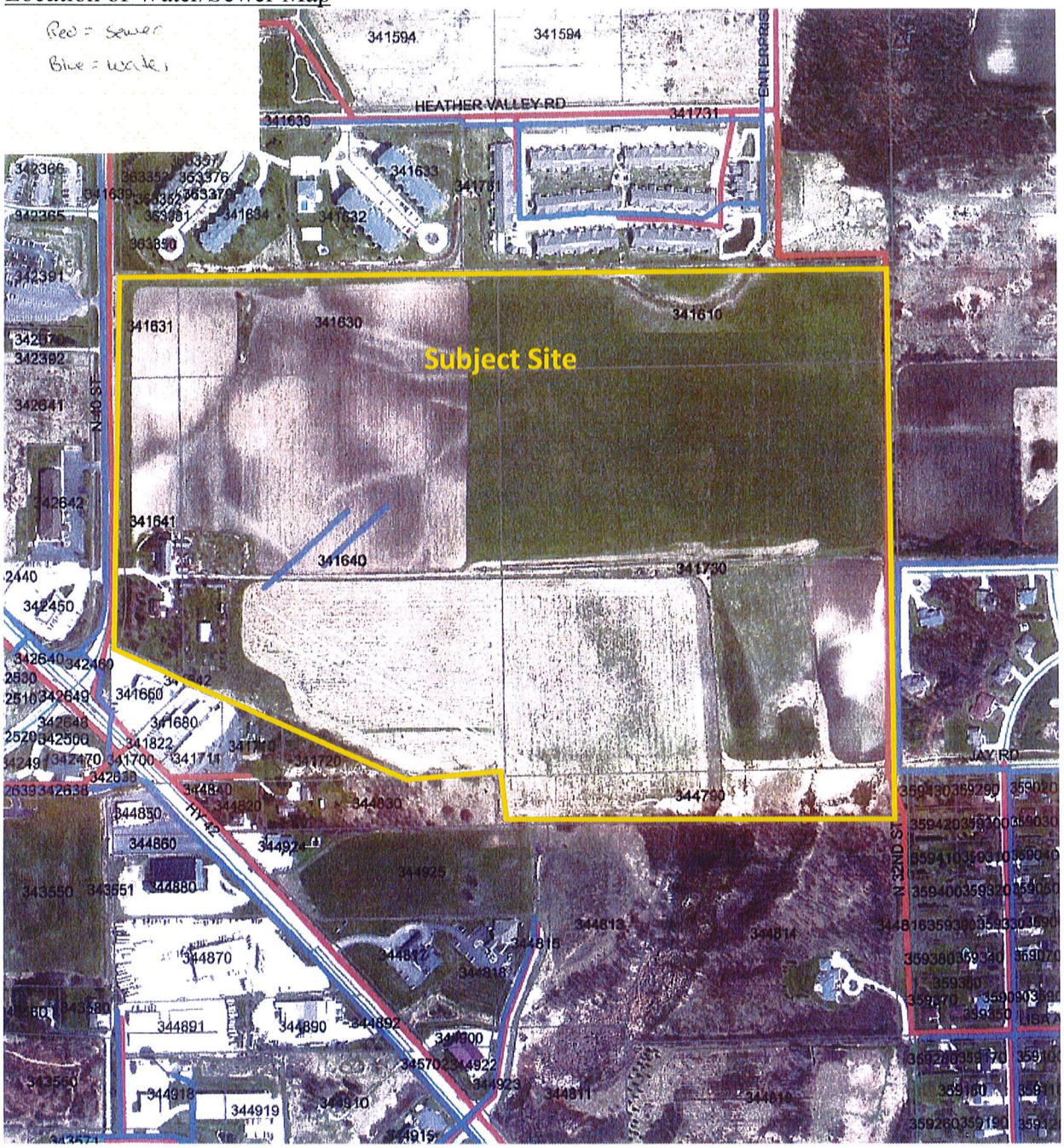
M. In order to assure an orderly proposal process, the Town of Sheboygan requests that all communications, questions or information related to this request be submitted in WRITING to the Town Attorney. If properly registered with the Town, all interested

parties will receive questions and responses via email as it becomes available. This will assure that all parties receive consistent information.

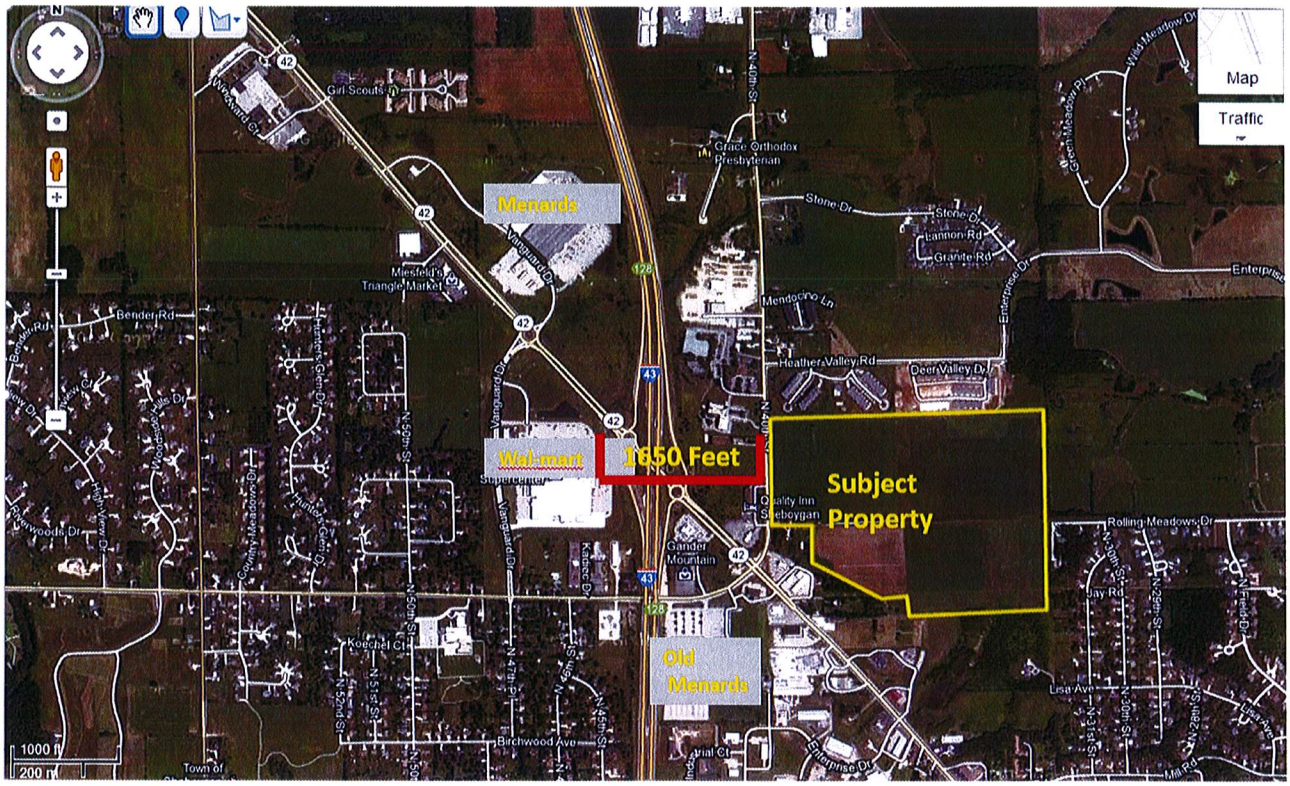
N. Verbal discussions or dialogue between potential developers and Town of Sheboygan staff, representatives or officials is not to be considered as official information. The Town of Sheboygan will distribute all official information, in written format, through the Town Attorney.

Auxiliary Information

Location of Water/Sewer Map

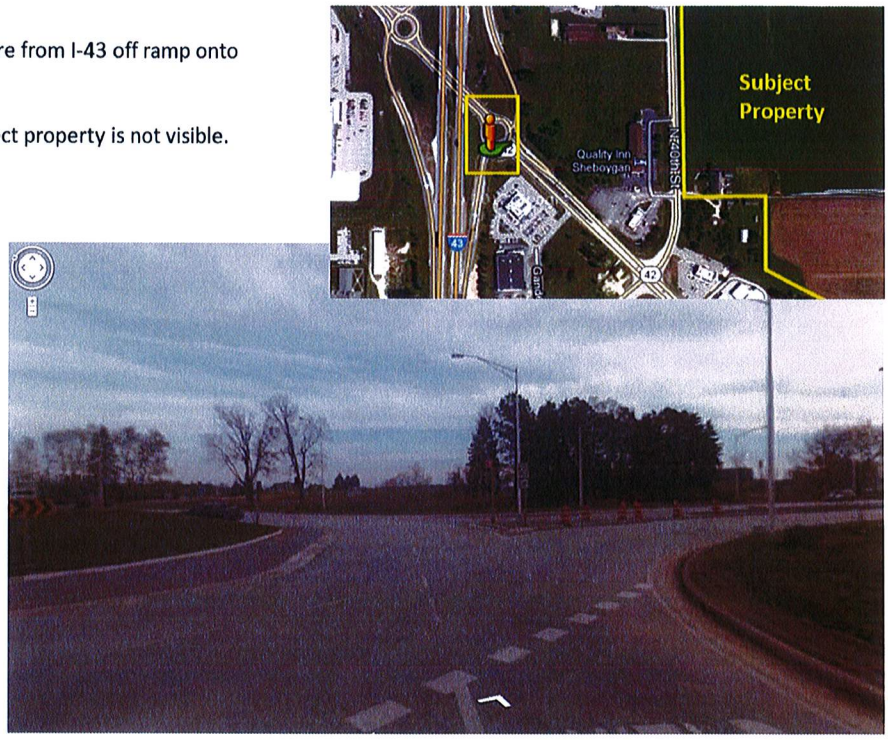


Visibility & Reference Point Maps



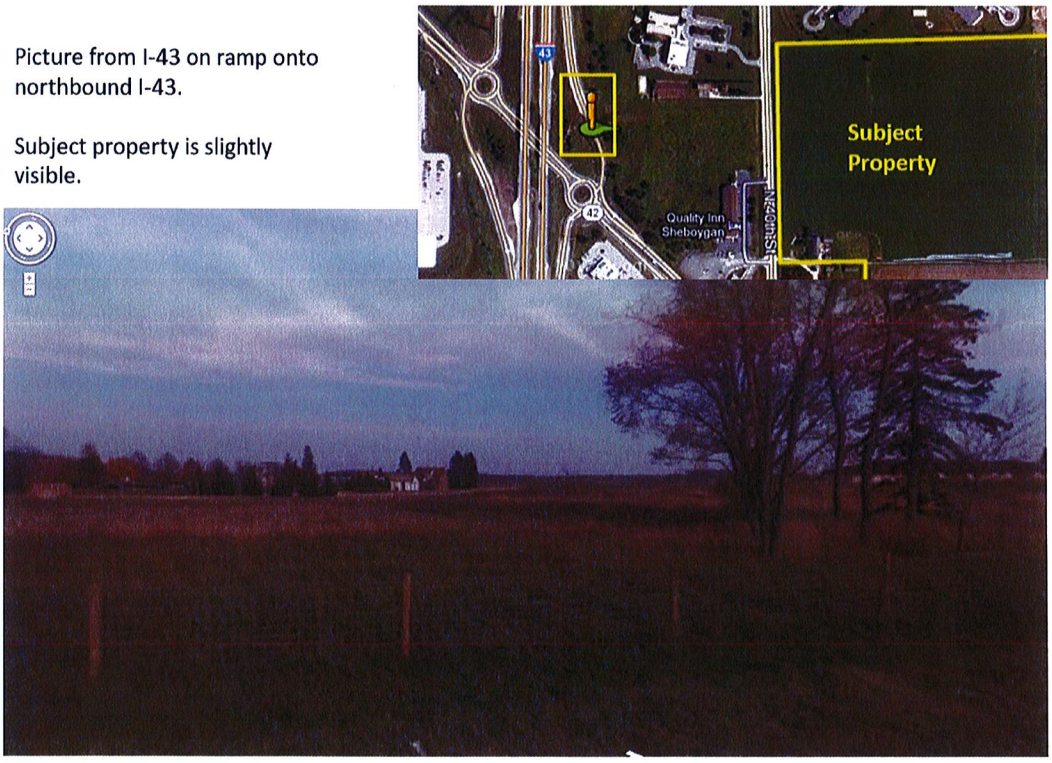
Picture from I-43 off ramp onto 43.

Subject property is not visible.



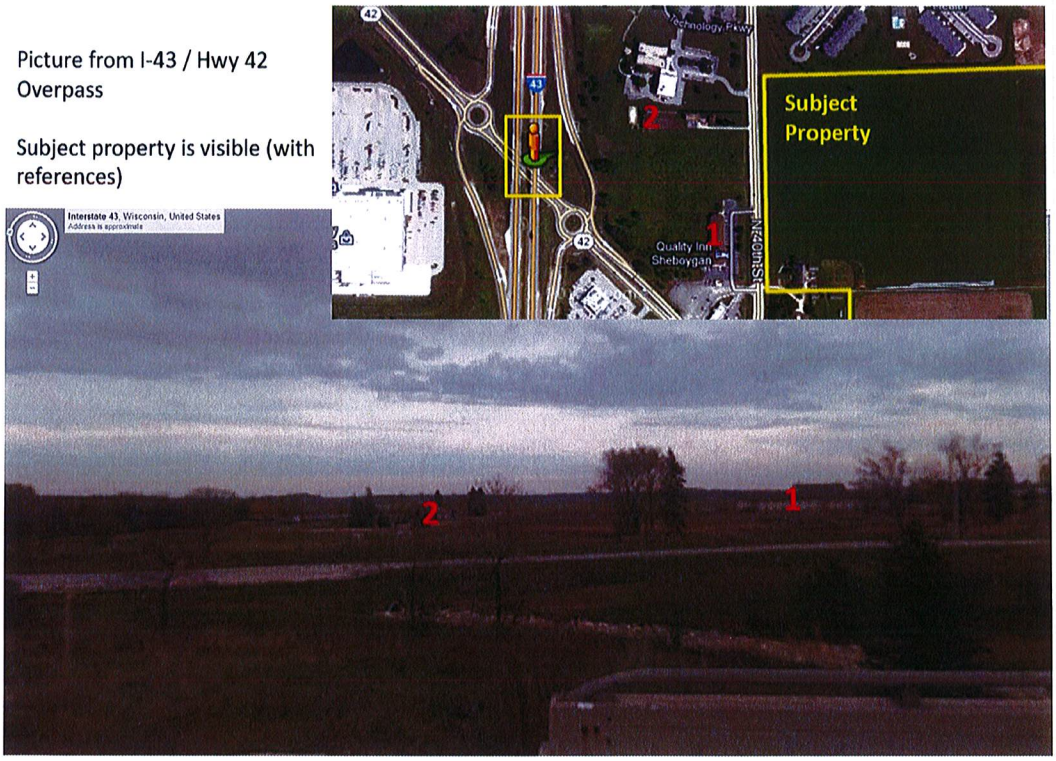
Picture from I-43 on ramp onto northbound I-43.

Subject property is slightly visible.



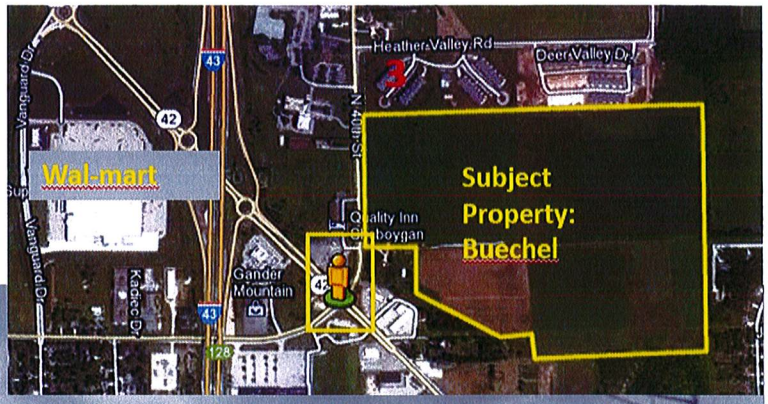
Picture from I-43 / Hwy 42 Overpass

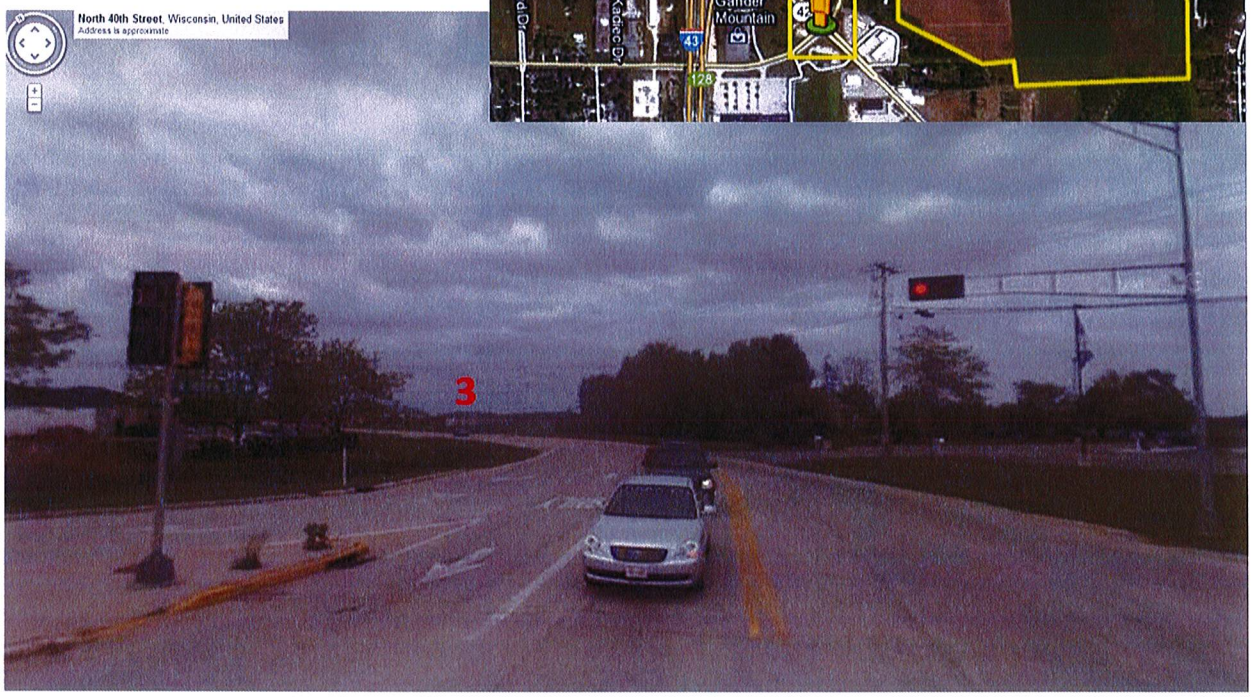
Subject property is visible (with references)



Picture from lighted Intersection
(Hwy 42 & N. 40th St)

Entrance to subject property
clearly visible (with reference)





END OF RFP