

Request for Proposals

Rusk County Owned U.S. Highway Property

1201 Lake Ave, Ladysmith, WI 54848



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Disclosure & Disclaimer

This Request for Proposals (“RFP”) is being furnished to recipients by Rusk County (“County”) for the recipient’s convenience. Any action taken by the Rusk County Board of Supervisors (“County Board”) in response to submissions to this RFP, made pursuant to this RFP, or in making any awards or failure or refusal to make any award pursuant to such submissions, or in any cancellation of awards, or in any withdrawal or cancellation of this RFP, either before or after issuance of any awards, shall be without any liability or obligation on the part of the County and its employees, officers, agents, supervisors or other elected officials.

The County, at its discretion, may at any time withdraw this RFP, may accept or decline any submissions, and may waive any abnormality if the County deems appropriate and if it is in the County’s best interest. The County has the ability to determine the responsiveness and acceptability of any submitted proposal. The County reserves the right to reject any and all proposals without cause and in its sole discretion.

It is the responsibility of the interested respondent to fully understand and interpret all applicable laws, ordinances and building codes when preparing and submitting proposals.

The County and the selected respondent will be bound only if and when a submission, as the same may be modified, and any applicable definitive agreements and budgetary authorizations pertaining thereto, are approved by the Rusk County Board of Supervisors and then only pursuant to the terms of the definitive agreements executed among the parties.

1. Introduction and Background

The County is soliciting proposals for the purchase or long-term lease arrangement for the redevelopment of a prime property within the City of Ladysmith. The Property is located on the north side of U.S. Highway 8 directly to the west of the Oakleaf Clinic and within two blocks west of McDonalds, Kwik Trip and Highway 8’s intersection with State Highway 27.

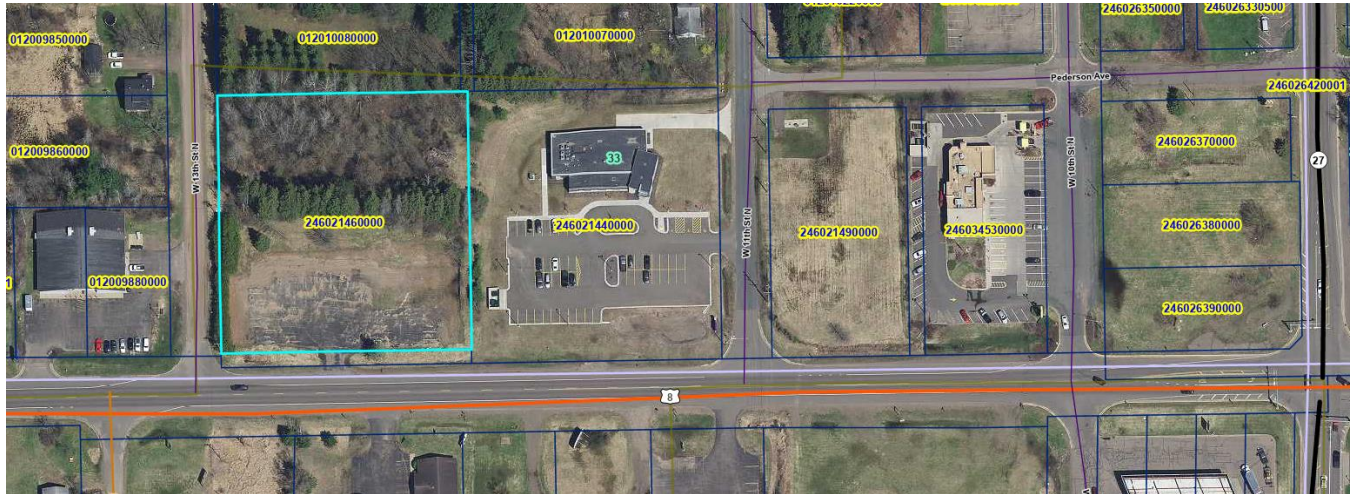
This RFP provides respondents with contextual information to develop and submit a successful proposal.

The County welcomes proposals that will maximize the value and use potential of the Property.

2. Site Data

Address:	1201 Lake Ave W, Ladysmith, WI 54848
Parcel Number:	246-02146-0000
Acres:	2.072

Tax Key Map (parcel highlighted in teal):



Population of Rusk County: 14,186

Population of the City of Ladysmith: 3,414

Prior Use: The Property was formerly occupied by a motel but has been vacant for years.

3. Location

The Property has several location benefits. The Property is located on the north side of Highway 8. The Property is close to multiple businesses, including McDonalds, Kwik Trip, and The Market at Ladysmith grocery store. The Property is directly next to a newly opened Oakleaf Clinic. The Property also boasts visibility from the intersection of U.S. Highway 8 and State Highway 27.

4. Desired Proposals

The County desires to obtain proposals that maximize the value and use potential of the Property while emphasizing its high visibility value. Proposals may include the following uses:

- Retail
- Hotel or other tourism-based use
- Housing/residential development
- Recreation

5. Purchase Price and Contract Requirements

Land cost shall be determined on the overall value and score of the submitted proposal. **Successful submittals must include a potential acquisition price of the Property.** The County reserves the right to negotiate the purchase price after submittal of proposals with the prospective respondent.

The acquisition contract/offer to purchase or lease document shall be negotiated after the County's selection of the proposal. However, each proposal must include an agreement to the contract terms summarized below:

- Indemnification of the County, its officers, employees, agents and elected officials.
- An acknowledgement that the County will not provide an indemnification of the purchaser.
- Agreement to complete all due diligence, testing, inspections and other site investigations at purchaser's sole cost and expense. The County will agree to cooperate in the purchaser's due diligence, testing, inspections and other site investigations within the County's reasonable discretion and at no cost to the County.
- Agreement to secure any and all licenses, permits, or other approvals for the anticipated use and operation at purchaser's sole cost and expense. The County will agree to cooperate in the purchaser's approval processes within the County's reasonable discretion and at no cost to the County.
- An acknowledgement that the County makes no representations or warranties regarding the Property, and acceptance of the Property "as-is."
- The County will make available documents and records in its actual possession relating to any site improvements or conditions at no cost to the County.
- Any costs or fees incurred by the County due to purchaser's due diligence, testing, inspections, securing of approvals, or otherwise prior to closing of the purchase shall be reimbursed by purchaser no later than closing.

The County reserves the right to require additional contract terms and provisions.

6. Proposal Requirements

Successful proposals will include all of the following (or a brief explanation of missing information) in this order:

- a. Narrative Response to the RFP including background of the company and/or business submitting the proposal.
- b. Summary of the proposed development and anticipated use(s) of the Property.
- c. Proposed Development
 - a. Indication of land use(s), prospective businesses, housing types, etc. with a breakdown of individual aspects or use(s).
 - b. Total value of the proposed project.

- c. Narrative describing the development's compatibility with the surrounding neighborhood and the community in general.
- d. Project Timeline
 - a. Project schedule for construction and occupancy in the form of a timeline or timetable.
 - b. Management intentions for the Property once complete.
- e. Financials
 - a. Explain the financial strategy for funding (including sources) and demonstrate project feasibility. Explain any grants, loans, or financial assistance programs being accessed and the team's experience with these programs.
- f. Additional Information
 - a. Examples of similar development projects if applicable.
 - b. Summary of the overall impact and tangible benefits for Rusk County including tax base generation, sales tax potential, temporary construction jobs/local economic boost, and permanent jobs.

7. Selection Criteria

The County's Property Committee will serve as the selection committee to evaluate proposals based on the following criteria:

- Financial capacity.
- Overall quality and attractiveness of the proposed development.
- Density and design.
- Neighborhood compatibility.
- Value of the estimated tax base of the proposed development.
- Use(s) suitability to the land.
- Economic impact to the City of Ladysmith and Rusk County.
- Job creation.
- Overall responsiveness to the RFP requirements.
- Other such criteria as deemed necessary.

The County Property Committee will be assisted by the County's Administrative Coordinator and any other professionals it deems necessary. The County Property Committee may conduct interviews with respondents. It's anticipated that a summary presentation will be made by the chosen respondent to the County in the final selection process.

Upon selection, the County Property Committee will make a final recommendation to the County Board of Supervisors for review and approval.

The County reserves the right to reject any or all proposals, including any portion of a proposal, for any reason at the County's sole discretion, or to accept the proposal considered most advantageous to the County following final negotiations, evaluations and review.

The County reserves the right to combine development proposals and suggest development partnerships between development proposals.

If no development proposal is selected or the respondents are unable to finalize an agreement with the County, the County reserves the right to advance development proposals as they come forward or to select an alternative development proposal.

This is a negotiated procurement. Negotiation is a procedure that includes the receipt of a proposal from offerors, permits bargaining, and usually affords an opportunity to revise offers before award of a contract. Bargaining, in the sense of discussion, persuasion, alteration of initial assumption and positions may apply to price, schedule, technical requirements, type of contract or other terms of a proposed contract unless modified terms are prohibited by law. Award may be made on the basis of the original proposal without negotiations with any offer.

8. Submission of Proposals

Proposals must be submitted electronically in PDF format by 5:00 PM on Friday, August 30, 2024 to:

Ashley Heath
Administrative Coordinator
ah Heath@ruskcountywi.us

Subject Line: 1201 Lake Ave Proposal

Proposals shall be submitted on 8.5" x 11" paper with tab sections clearly separating the proposal requirements outlined previously. Any images, site plans, renderings, elevations, etc. should be scaled appropriately and displayed on 11" x 17" paper.

9. Timeline

RFP published: Wednesday, June 26, 2024

Deadline for questions: Friday, July 12, 2024

Proposal due date: Friday, August 30, 2024 at 5:00 PM

Internal reviews: September 2024

Interviews with Property Committee: September 2024

Final recommendation and presentation to County Board: September or October 2024

Selection of proposal: September or October 2024

Agreement approval: Late 2024

Development proceeds for construction: 2025

Timeline is tentative and subject to change.

10. Contact Information

All questions regarding this RFP should be submitted in writing to:

Ashley Heath
Administrative Coordinator
ah Heath@ruskcountywi.us

Rusk County
311 Miner Ave E.
Ladysmith, WI 54848

(715) 532-2257

Addendums to this RFP will be posted on the County's website: www.ruskcounty.org.