



Lake Mills Area
SCHOOL DISTRICT

REQUEST FOR PROPOSAL

*Purchase and
Development
of Vacant Land*

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District Administrator

120 East Lake Park Place
Lake Mills, WI 53551

Request for Proposal (RFP) for Purchase and Development of Vacant Land

1. Introduction and Purpose

The Lake Mills Area School District is seeking proposals from qualified real estate developers for the purchase and redevelopment of three vacant land parcels located on Highway 89 south in the City of Lake Mills, Wisconsin between the Glacial Drumlin Trail and St. Paul's Lutheran Church/School.

We are a public school district in south-central Wisconsin serving approximately 1,500 students in grades 4K-12. The combination of classic small-town values within a progressive community makes Lake Mills the perfect setting to call home. Not only do our students consistently exceed expectations academically, but we offer an award-winning music program and outstanding extracurricular activities that build teamwork and enrich student lives. In addition, our schools are some of America's top facilities for environmental design.

The community recently supported a \$51 million capital referendum in November 2024 to add an early learning addition to the elementary school, construct a bus barn, and complete extensive updates at the high school, including a new 2-station gym and safety/security upgrades. With these latest projects, the school board has determined that it no longer needs these parcels for a future school site.

The LMASD School Board's goal is to select a developer who can demonstrate the experience, financial capacity, and vision to execute a high-quality single-family housing development that aligns with the school district's vision to create a sustainable and proactive operational plan that fosters growth and allows for flexibility as needs evolve. The School Board may consider other proposed uses.

2. Property Information

- **Location:** The parcels include 246-0713-2421-001, 246-0713-2422-013, and 246-0713-2424-002.
- **Size:** Approximately 33.55 acres, more or less
- **Current Zoning:** Planned Industrial and Rural Development
- **Description:** Currently being used as agricultural land; borders the Glacial Drumlin State Trail to the north, St. Paul's Lutheran Church and School to the south; access from Highway 89 to the west, agricultural land on the east
- **Due Diligence:** Proposers are responsible for conducting their own due diligence, including verifying all site conditions, zoning, and utility availability. The property is being sold in an "as is, where is" condition. The school district is not making any representations or warranties regarding the condition of the property or its suitability for development. The school district conducted a Geotechnical Engineering Exploration and Analysis in December 2021 when a new school was being explored. This document is available upon request.

3. Submission Requirements

The proposal must be organized and clearly labeled according to the following sections:

A. Developer Information and Qualifications

1. **Company Profile:** Legal name, address, primary contact, and a brief history of the firm.
2. **Financial Capacity:** Evidence of financial stability and the ability to secure necessary financing for the proposed project (e.g., letter of credit, bank references, or a statement of financial capability).
3. **Relevant Experience:** Detailed list of at least three (3) completed development projects of a similar type and scale within the last five (5) years. Include project type, size, timeline, and total investment.

B. Proposed Project Plan and Concept

1. **Development Concept:** A narrative describing the proposed single-family development, and how it will benefit the community and align with the Seller's goals.
2. **Conceptual Design:** Preliminary site plans and architectural renderings showing lots, green space, parks, access points, and landscaping, etc.
3. **Development Timeline:** A realistic schedule with major milestones, including zoning approval, financing commitment, construction start, and projected completion/occupancy dates.

C. Financial Proposal

1. **Proposed Purchase Price:** The total cash purchase price being offered for the vacant land.
2. **Cost Estimates:** A high-level breakdown of the total estimated project cost.
3. **Funding Sources:** Identification of all anticipated funding sources (e.g., developer equity, debt financing, public incentives).

D. Developer References (Mandatory)

The Proposer must provide **three (3) professional references** from an official capacity in a municipality where they have successfully completed a development project.

- **Required References:** References must be from either a **City/Village Administrator** or a **City Council/Elected Official** from a municipality where your firm has built a project.
- **Reference Format:** For each reference, provide:
 - Name and Title
 - Organization (City/Village Name)
 - Phone Number and Email Address
 - Name of the specific development project referenced.

4. Submission Instructions and Timeline

Event	Date / Time
RFP Issue Date	April 10, 2026

Deadline for Written Questions	May 1, 2026
Proposal Submission Deadline	May 29, 2026 at 4:00 P.M.
Anticipated Developer Selection	By June 29, 2026
Anticipated Closing Date	TBD

Proposals must be submitted electronically (PDF format) to tonya.olson@lakemills.k12.wi.us. Proposals received after the deadline will not be considered.

5. Evaluation Criteria

Proposals will be evaluated based on, but not limited to, the following criteria:

- **Developer Experience and Financial Capacity** (including references)
- **Proposed Purchase Price**
- **Quality and Appropriateness of the Development Concept**
- **Demonstrated Feasibility and Realistic Timeline**

6. Other

- Any contingencies to the purchase of the property shall be subject to negotiation between the school district and the individual/entity submitting the selected proposal.
- The school district's obligation to sell the property shall be subject to entering into a binding purchase contract. The LMASD School Board's selection of a proposal, in and of itself, shall not constitute a binding purchase contract.
- The school district reserves the right to reject any and all proposals, to waive technicalities and irregularities, to negotiate with any individual/entity submitting a proposal, or to re-advertise for proposals if, in the judgment of the LMASD School Board, the best interest of the school district will be served thereby.
- Arrangements may be made to inspect the property through the Superintendent's office.