

PLS

**Providing Quality Real
Estate Services in the
Following Areas:**

- **Title Work •**
- **Appraisals •**
- **Negotiation •**
- **Relocation •**

**Request for Proposal
Main Street
State Street to County Park
Road
Project I.D. 6090-06-23
City of Waupun**

**Prairie Land Services, Inc.
1502 Sapphire Way
Sun Prairie, WI 53590**

December 20, 2013



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For additional information, please contact:

Howard Allan
President
608.837.0221

E-Mail: hallan@plsrow.com
www.plsrow.com

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SECTION I





Prairie Land Services, Inc.

1502 Sapphire Way
608.837.0221

Sun Prairie, WI 53590
Fax 608.837.8121

December 30, 2013

Dick Flynn
Public Works Director
201 E. Main St.
City of Waupun, 53963

Re: Main Street
State Street to County Park Road
Project I.D. 6090-06-23
City of Waupun

Dear Mr. Flynn:

Thank you for thinking of Prairie Land Services, Inc. for your upcoming project. It is my understanding that the City desires to retain a qualified firm to perform these services. PLS is currently available and has the resources in place to begin work immediately upon the award of the contract and are committed to meeting the schedule deadline on April 1, 2015. Listed below are several strengths that I think uniquely qualifies our firm for this project.

- Our firm has a vast background in working with local public agencies successfully completing projects on time and on budget. In addition, we have a complete understanding of the LPA process ensuring a smooth project from start to finish.
- Staff members are on the State approved negotiator list and have extensive experience working on projects of a similar nature. In addition, our staff includes both the former Statewide Director of Real Estate for WisDOT and the former statewide Relocation and Lands Management Facilitator for WisDOT.
- We have a complete understanding of the nominal process and have used it successfully for several clients including Wisconsin Department of Transportation, the Cities of Fitchburg, Waukesha and Mequon, as well as Waukesha and Racine Counties. This process allows us to complete your project at a significant cost and time savings to you over traditional appraisal methods. Our staff is trained and certified by the State of Wisconsin to provide this service.
- Some of our clients include; the Wisconsin Department of Transportation, Green Lake County, Marathon County, Washington County, Waukesha County, and the Cities of Fitchburg, Mequon, and Waukesha. We have completed projects ranging from 366 parcels and 87 displaces on the STH 29 project down to 1 or 2 parcels for local public agencies.

We look forward to helping you with the successful completion of your project. If you should have any questions or need further information, please do not hesitate to contact me at 1.608.837.0221.

Sincerely,

Prairie Land Services, Inc.

Howard L. Allan
President

PLS

SECTION II





Organization Description

Located in Sun Prairie, Wisconsin, Prairie Land Service, Inc. (PLS), formerly Land Acquisitions, Inc., has met the real estate acquisition needs of public and private entities by providing title research, property appraisals, negotiations and relocation assistance since 1986. Our vision for the future, our solution-oriented approach and our interest in building and maintaining long-term client relations have made PLS successful.

PLS strives to provide each client with cost-effective services tailored to meet specific needs. To achieve this goal, PLS practices a singular philosophy - to provide professional excellence as a work ethic. We insure that each client we serve receives the personnel expertise and commitment necessary to achieve successful completion of each project, within established time and budget constraints.

PLS' structure provides every client with the necessary level of services, whether only one aspect of an acquisition program is performed or whether the development and implementation of a complete acquisition program is needed. Couple that experience with the individual experience of our staff and PLS represents the most qualified firm to complete your project on time and on budget.

Due to the size schedule of the project, Prairie Land Services has partnered with G. J. Miesbauer and Associates, Inc. to provide a superior level of services. G.J. Miesbauer & Associates, Inc. is a full service, right of way Acquisition Corporation established by Mr. Gerald Miesbauer, SR IWA, in January 1998 to meet the needs of Wisconsin agencies. They specialize in various types of eminent domain-based acquisition services for highways, airports, utilities, off-premise sign removal and urban renewals.

Their firm delivers on-time, on-budget, total or partial acquisition services for both public and quasi-public entities. They are able to provide multiple services for each phase of a project. Services include pre-project services, project services and post-project services.

Whether working with a local municipality or the WisDOT, the goal of their company is to provide customer based, high quality, cost effective acquisition services for the transportation industry. Their objective is to provide staff based project teams supplemented as needed with reputable, experienced subcontractors, to address the individual needs of each customer. They are committed to deliver the best product on time and within budget.

Areas of Expertise/Services Provided

With the proper resources and experienced professionals in place, Prairie Land Services, Inc. will provide project management and will coordinate the project work required for the diverse needs of our clients. Services can be provided in any of the following required areas:



Title Research

PLS knows that flawless title research is critical to any acquisition program. Early ownership and encumbrance identification combined with a precise monitoring and updating program insures that all affected parties are adequately addressed. PLS' experienced and meticulous title research staff are capable of providing clients with:

- Comprehensive Ownership Investigations
- Total Encumbrance Identification
- Title Curative Assistance
- Ownership Mapping

Appraisal Services

PLS employs qualified fee and staff appraisers to perform a wide variety of valuation estimates. Previous assignments have ranged from valuing strip acquisitions and "corner clips" to appraising single family residences and business. Our staff appraisers are experienced in the intricacies of partial acquisitions and damages that may result in the "after" condition, as well as the needs and requirements of FIRREA legislation affecting lending and mortgage institutions. PLS provides a variety of appraisal services that include:

- Cost Estimates
- Sales Studies and Project Data Books
- Nominal Report and Nominal Waiver of Appraisal forms
- Project Appraisal Reports
- Fee Take Valuations
- Fixture Valuations
- Objective Appraisal Review and Analysis
- Expert Witness Testimony

Negotiation Services

Our experienced negotiation professionals carry knowledge of client procedures and specific project information into the field as they investigate the circumstances involved with each negotiation. Settlements are negotiated by meeting the client's needs and meeting those of the individuals affected by a project. Our agents provide expertise in the following areas:

- File and Documentation Preparation
- Public Meeting Assistance
- Right of Entry
- Fee Acquisitions
- Easement Acquisitions
- Agency Permits and Licenses
- Special Site Identification and Acquisition
- Damage Claim Settlement
- WisDOT Right of Way Certification and Project Closure

Prairie Land Services • 1502 Sapphire Way • Sun Prairie, WI 53590

Relocation Services

Our relocation specialists provide the expertise necessary to implement the requirements of the Uniform Relocation and Real Property Acquisition Act (49 CFR Part 24) for individuals, families, farm operations and businesses displaced by public projects. Attention is devoted to identifying the needs of those impacted by a project and the availability of comparable replacement housing. Implementation of relocation plans are closely coordinated with property acquisition negotiations and include the following activities:

- Public Preparation of Conceptual Stage and Acquisition Stage Relocation Plans
- Presentation of an Overall Program at Public Information Meetings
- Project Office Advisory Services
- Implementation of Relocation Plans
- Determination of Relocation Entitlements
- Claim Preparation and Filing
- Moving Assistance
- Property Management
- Excess Property/Fixture Disposal
- Preparation of Individual Relocation Case Reports

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SECTION III





Examples and Highlights of Similar Projects Completed within the Past 5 Years:

Prairie Land Services, Inc.

CITY OF WAUKESHA

S. East Avenue, September 2012 – September 2013

This 72 parcel project involved strip type acquisitions of residential properties. The nominal process was used for 72 parcels. Due to the projects funding, this project was divided into two segments. The first segment included 49 parcels and a very tight timeframe. All parcels for this segment were acquired within two months and without the use of eminent domain. This project was partially funded through the Wisconsin Department of Transportation and required close consultation between both the municipality and the South East Region of WisDOT. All parcels were acquired on time and within budget.

W. Sunset Dr. And S. West Avenue, April 2011 – August 2011

This was a 5 parcel project required for the reconstruction of the intersection. Two of the parcels required standard appraisals and the remaining 3 were acquired through the nominal process. This project had a very tight schedule and all parcels were acquired in time for construction and without the use of condemnation.

E. St. Paul Ave. and E. North St., October 2010 – July 2011

This 30 parcel project involved strip type acquisitions of both residential and commercial properties. The nominal process was used for a number of parcels. This project was partially funded through the Wisconsin Department of Transportation and required close consultation between both the municipality and the South East Region of WisDOT. All parcels were acquired on time and within budget.

Summit Ave/Delafield St - USH 18, January 2008 – April 2010

This 41 parcel project involved strip type acquisitions of both residential and commercial properties including 27 parcels that were acquired through the nominal acquisition process. This project involved some creative solutions to avoid costly acquisitions because of conformity issues. All parcels were acquired without the use of eminent domain.

VILLAGE OF ELM GROVE

Watertown Plank Road, March 2011 – May 2011

This project involved the acquisition of 12 strip type parcels. Because of the extremely tight timeframe, construction permits were used for eight of the 12 parcels. The remaining four parcels were acquired through the use of the nominal acquisition process. All parcels were acquired in a short three week period allowing the Village to meet its construction deadlines.

CITY OF FITCHBURG

Lacy Road, September 2010 – September 2011

The project provided a connection from the existing Lacy Road to the new interchange at USH 14 via a relocated Lacy Road. This interchange will provide an important connection to USH 14 that will meet future economic development and transportation needs of the City and region. This project involved the preparation of an Acquisition Stage Relocation Plan and relocation assistance for one residential owner and negotiation services for an additional six parcels including complete before and after appraisals for each parcel.



G. J. Miesbauer and Associates, Inc.

CITY OF MAUSTON – Four projects acquired in two phases

USH 12 and STH 58/82/16, March 2011 – November 2011

Two projects, which were negotiated together, involved the reconstruction of USH 12 and STH 58/82/16 through the City. One project consisted of 13 nominal parcels and one appraisal parcel and the other project consisted of 17 nominal parcels and 4 appraisal parcels. The project involved the completion of a nominal payment parcel report, negotiation with property owners and acquisition of all parcels in a timely manner. Initial work was begun in March 2011 and all parcels were acquired by the end of November.

USH 12 and STH 58/82/16, April 2012 – February 2013

In April 2012 the second phase with two more projects was undertaken involving the same highways, but in a different part of the City. One project involved acquisition of 9 parcels (4 nominal and 5 appraisal parcels) including the relocation of one residential owner. The second project consisted of 16 parcels (12 nominal and 4 appraisal parcels). This portion of the reconstruction involved creation of a round-about which was not welcomed by the surrounding property owners. It required more extensive negotiations. All parcels were acquired by the early 2013. The City of Mauston was pleased with the results.

CITY OF MONONA

Monona Drive, February 2011 – January 2012

This project involved the acquisition of over 50 parcels for the 2nd phase of the Monona Drive project. There were many challenges during this project. Half of the project involved properties located on Lake Monona presenting substantial valuation issues; there were 7 condominium properties impacted which effectively increased the number of parcels by 125 units; the project was divided between the City of Monona and the City of Madison resulting in very close coordination with both municipalities. All challenges were overcome and the project was completed on time. Initial work was begun in February 2011 and all parcels were acquired by January 2012.

MILWAUKEE COUNTY

S. 76th Street, December 2012 – November 2013

This project involved the acquisition of 51 parcels for the reconstruction of South 76th Street in the City of Franklin. Of the 51 parcels, all but 6 were classified as nominal parcels. There were many challenges during this project. A local real estate appraiser marketed the project's property owner for appraisal work causing wide spread distrust and uncertainty; a very high number of the nominal parcels requested appraisals (35%, typically closer to 5%); there were 5 condominium properties impacted. All challenges were overcome and the project was completed on time. Initial work was begun in December, 2012 and all parcels were acquired by November 2013.

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SECTION IV





PERSONAL PROFILE

Howard L. Allan

- **President and Owner – Prairie Land Services, Inc.**
- **Bachelor and Master Degrees**
- **WisDOT Approved Fee Negotiator and Relocation Agent**
- **WisDOT Certified Nominal Appraiser**
- **Extensive Relocation Training and Experience**

CAREER PROFILE

Mr. Allan has been the owner of Prairie Land Services, Inc. since 2003 and involved in the right of way industry for eighteen years. During that time he has served as project manager for projects in Wisconsin, North Carolina, Kansas, Illinois, Minnesota, Pennsylvania, Maryland, and the State of Washington. He acted as the Right of Way Supervisor for the Viking Voyageur Gas Transmission Pipeline project. As Supervisor, he was responsible for 13 different agents and all right of way activities in the State of Wisconsin. He has worked as an independent contractor for Calpine Corporation for the past 11 years providing assistance in the areas of site selection, ownership identification, land valuation, survey permission and easement acquisitions for transmission lines, natural gas and water mains. In addition to his acquisition work, he also has an extensive background in Relocation Assistance. He has written over 25 Acquisition Stage Relocation plans and personally been involved with over 200 residential, farm and commercial displacements.

The scope of his work includes management, title research, negotiation, appraisal review and relocation assistance. His combined twenty years of experience in managerial positions has given him invaluable experience in the areas of communication, management and people skills. He has administered training and staff supervision of more than 35 personnel, managed more than 75 acquisition, relocation and utility projects and has a varied background in all areas of the right of way profession.

PROFESSIONAL COURSES AND SEMINARS

International Right of Way Association
Relocation Assistance Course 501 AND 502
Property Descriptions Course 902
Litigation Workshop
Title Research & Legal Descriptions

Wisconsin Department of Transportation
Local Public Agency Seminar
Environmental Considerations in Real Estate Seminar
Nominal Appraisal and Negotiation Certification Seminar

Wisconsin Realtors Association
Real Estate Salespersons Course

EDUCATION

Saint Mary's University of Minnesota, Winona, Minnesota
M.A. Human Development
Weber State University, Ogden, Utah
B.S. Communications/Public Relations



PROJECT AFFILIATION

Department of Transportation/Local Public Agency

CITY OF FITCHBURG, WISCONSIN

New Lacy Road Interchange – Project Manager/Negotiator/Relocation Agent

CITY OF WAUKESHA, WISCONSIN

E. St. Paul/E. North St. - Project Manager/Negotiator

CITY OF WAUKESHA WISCONSIN

Sunset Drive Intersection - Project Manager/Negotiator

VILLAGE OF ELM GROVE, WISCONSIN

Watertown Plank Road - Project Manager/Negotiator

CITY OF BURLINGTON, WISCONSIN

Downtown Redevelopment – Project Manager/Relocation Agent

CITY OF WAUKESHA, WISCONSIN

Summit Ave/Delafield St - USH 18 - Project Manager/Negotiator

VILLAGE OF BROWN DEER, WISCONSIN

Brown Deer Commerce Center – Project Manager/Relocation Agent

CITY OF MEQUON, WISCONSIN

Wausaukee Road - Project Manager/Negotiator

CITY OF MILWAUKEE, WISCONSIN

West Highland Boulevard – Project Manager/Negotiator

GENERAL SERVICE ADMINISTRATION, ILLINOIS

220 South State - Relocation Agent

CITY OF PORTAGE, WISCONSIN

Portage Canal - Project Manager/Negotiator

CITY OF TOPEKA, KANSAS

Topeka Boulevard Bridge – project Manager/Negotiator/Relocation Agent

CITY OF HARTFORD, WISCONSIN

STH 60/West Sumner Street – Negotiator

DODGE CITY, KANSAS

Wyatt Earp Boulevard – Project Manager/Negotiator

CITY OF WAUSAU, WISCONSIN

Stewart Avenue – Project Manager/Negotiator

NCDOT, NORTH CAROLINA

Fayetteville Outer Loop – Project Manager

CITY OF WAUSAU, WISCONSIN

West Bridge Street - Project Manager/Negotiator/Relocation Agent

CITY OF MIDDLETON, WISCONSIN

High School Area TIF Project - Project Manager/Negotiator/Relocation Agent

CITY OF WAUKESHA, WISCONSIN

East Main Street - Project Manager/Negotiator

WASHINGTON COUNTY, WISCONSIN

CTH "I" - Project Manager/Negotiator

CITY OF OAK CREEK, WISCONSIN

South Pennsylvania Ave. - Project Manager/Negotiator

MARATHON AND SHAWANO COUNTIES, WISCONSIN

STH 29 - Responsible for over 30 residential, business and farm relocations.

CITY OF FITCHBURG, WISCONSIN

McKee Road - Project Manager/Negotiator/Relocation Agent

CITY OF WAUKESHA, WISCONSIN

Waukesha Metro Transit Parking Facility - Residential and Commercial Relocations

State Office Building Parking Lot - Residential and Commercial Relocations

VILLAGE OF ELM GROVE

Legion Post relocation and relocation plan for the Villager Apartments



PERSONAL PROFILE

GERALD K. CAIN

- **WisDOT Approved Fee Negotiator**
- **WisDOT Approved Relocation Assistance Agent**
- **Illinois Licensed Real Estate Broker**
- **Kansas Licensed Real Estate Broker**
- **KDOT Approved Relocation Assistance Agent**
- **KDOT Approved Fee Negotiator**
- **IDOT Approved Fee Negotiator**
- **IDOT Approved Nominal Value Estimator**
- **IDOT Approved Relocation Assistance Agent**
- **TnDOT Approved Fee Negotiator**
- **TnDOT Approved Relocation Assistance Agent**
- **26 Years Experience in Project Related Activities and Real Estate Services**

CAREER PROFILE

Mr. Cain's experience began as a right of way agent assigned to a telecommunications project. Since that time he has managed some 175 different projects for various government agencies. He has personally performed services for the Illinois, Texas, Michigan, Montana, North Carolina, Tennessee, Wisconsin and Kansas Departments of Transportation as well as private sector clients such as AT&T and SBC Telecommunications. His project experience ranges from acquiring simple highway rights-of-way to airspace easements for airport instrument landing systems as well as communications tower projects, pipeline projects and zoning administration.

Mr. Cain has served as an expert witness for various agencies on matters concerning valuation of real estate as well as relocation assistance benefits. Mr. Cain has taught numerous seminars on the practical implementation of the Uniform Relocation and Real Property Acquisition Act (Public Law 91-646) as well as specialized seminars on the proper techniques for railroad corridor valuation.

PROFESSIONAL COURSES AND SEMINARS

Illinois Institute for Continuing Legal Education
Corporate Tax Planning
Illinois Eminent Domain Practice

National Center for Professional Education
Corporate-Partnership Tax Workshop

Real Estate Education Company
Basic Real Estate Transactions
Illinois Broker's Review

National Association of Realtors
Business Development (CRS200)

Iowa Association of Realtors
Environment Considerations in Real Estate



PROFESSIONAL COURSES AND SEMINARS CONTINUED

Oklahoma State University
Abstracting & Title Insurance
Market Analysis
Real Estate Institute
Fair Housing
Licensing Law
Antitrust & Real Estate
Agency Law
Risk Management

PROFESSIONAL LICENSES

Illinois Licensed Real Estate Broker
Kansas Licensed Real Estate Broker
Federal Aviation Administration - Licensed Pilot

PROFESSIONAL AFFILIATIONS

IRWA Chapter 12 Past - President
West Suburban Association of Realtors
Wichita Area Association of Realtors
Illinois Association of Realtors
Kansas Association of Realtors
National Association of Realtors

EDUCATION

Roosevelt University
Bachelor of Science - Business Administration 1989

Oakton Community College
Associate of Arts - Business Administration 1987



PERSONAL PROFILE

Gerald Miesbauer

EXPERIENCE

President
G.J. Miesbauer & Associates, Inc.

1998 - Present

Established a full service right of way acquisition company to meet the needs of WI transportation agencies. Services include appraisal and market studies, right of way cost estimating, relocation services, negotiations, eminent domain acquisitions and property management activities.

Regional Manager
Land Acquisitions, Inc.

1994 - 1998

Managed the general administration of transportation projects in WI, including creation and monitoring of budgets and schedules. Directly participated in pre-project functions, including preliminary design studies, corridor hearings and public information meetings. Attended all progress meetings for major WI projects to report progress and status of acquisitions. Trained project staff in policies and procedures required under WI laws, codes and guidelines. Assisted project managers in sensitive and/or complex acquisitions and worked directly with affected parties to resolve disputes. Developed and implemented marketing strategies, prepared proposals for requested project activities and developed a display for, and attended, trade shows and conferences.

Director, Office of Real Estate
Division of Highways
Wisconsin Department of Transportation

1991 - 1994

Total responsibility for statewide real estate activities related to the Department's highway program, currently amounting to approximately \$25,000,000 in new right of way acquisition annually. Included is the direct supervision of two real estate managers and a staff of 18, who are responsible for providing guidance and process reviews to eight decentralized district offices in the functional areas of acquisition, relocation assistance, litigation and property management. Significant areas of delegated authority are the responsibility to approve all (except most nominal) acquisition prices, condemnation actions and contractual and excess land disposal items (except those specifically reserved to the Governor). Responsible for the management of internal and external relationships including, but not limited to, acting as technical advisor to the Division Administrator and Department Secretary on all real estate matters, serving as liaison and consultant to other divisions and departments in co-related real estate matters, and interacting with the Governor's office and Legislature on real estate matters affecting and affected by department actions. Act and speak as an advocate on behalf of the over 120 real estate staff members statewide in matters affecting real estate practices, policies and operations.

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PERSONAL PROFILE
Gerald Miesbauer

Real Estate Manager 1 1975-1991
District Chief of Real Estate
Transportation District 1, Madison, WI

Responsible for the management and direction of a comprehensive all-mode transportation district real estate program that includes appraisal and negotiation, lands management, and relocation assistance functions. Activities include: initiation, scheduling and monitoring individual projects to assure completion within overall program schedules; reviewing in-house and local units of government's project activities to assure compliance with existing laws, policies, and procedures; conferring with other district section chiefs and district director to plan for, budget and program dollar expenditures, and identify staff requirements and training to meet district goals; administer, interpret, review and assist in the formulation of real estate policies, procedures and practices; determine section organization and staff development and training; maintain an effective working relationship with individuals and organizations outside the department; provide training and guidance to subordinate units of government regarding lands acquisition for public projects.

Real Estate Agent I Through IV 1962-1975
Transportation District 9, Milwaukee, WI

Progressively responsible duties in the areas of appraisals of and negotiation of parcels for real estate for transportation related improvement projects; the critical examination of appraisals of others; guiding and training of subordinate agents; serving as district project leader for major complex real estate projects; other related tasks in the right of way field in the areas of lands management and relocation assistance. From April 1974 to July 1975, at the direction of the then Highway Commission Chairman, Robert T. Huber, I served as a member of a special task force assigned to appraise and acquire right of way for I-43 (Milwaukee - Green Bay).

**EDUCATION
AND TRAINING**

University of Wisconsin 1956-1958
Madison, WI
Studied Business Administration

American Institute of Real Estate Appraisers 1963/64
Course I and II

Real Estate Certificate 1966
University of Wisconsin-Milwaukee

Society of Real Estate Appraisers 1977
Narrative Report Writing Seminar

International Right of Way Association
Real Estate Law Review 1980
Real Estate Negotiations 1981
Wisconsin Relocation Assistance Review 1981
Conflict Management 1988
Instructors Clinic 1995

**PROFESSIONAL
AFFILIATIONS
AND LICENSES**

International Right of Way Association - 25 year member
Senior Member (#2466) awarded Dec. 15, 1977



PERSONAL PROFILE

Peter Miesbauer

Expertise: Residential and Commercial Relocation Assistance
Nominal Payment Parcel Process
Short Format Appraisal and Appraisal Review

Experience: Mr. Miesbauer has outstanding interpersonal skills and showcases these skills by establishing rapport and a level of trust while working with individual property owners. In addition, his educational background in real estate, varying from real estate law to real estate appraisal, together with his extensive training in Eminent Domain based acquisition and relocation services, provides him with the tools necessary to be a valuable asset to the right of way profession. He is approved as a negotiator by WDOT and is a member of IRWA.

G.J. Miesbauer & Associates, Inc. May 1999 to present
Right of Way Agent to Project Manager

Provided acquisition services for six WDOT projects and numerous local public agency projects. Responsibilities included project management, preparing nominal payment parcel reports, performing appraisal review, negotiating with property owners, owner's appraisal review and offering price revision recommendations, preparing short format appraisals, performing property closings and utilizing the Eminent Domain process, when necessary. Provided relocation services for several WDOT and local public agency projects. Responsibilities included preparing acquisition stage relocation plans, identifying comparable properties for displaced residences and businesses, calculating replacement payment determinations for residential and business displacements, providing assistance in coordinating both commercial and residential moves and providing assistance with completing relocation claim forms.

Land Acquisitions, Inc. Sept 1997 to May 1999
Right of Way Agent

Assisted with an acquisition stage relocation plan involving 57 residences and 16 businesses for the City of Fond du Lac. Acquisition of parcels for a WDOT highway improvement project in Waupaca County. Reviewed appraisals and created negotiation parcel files for all projects.

Home Security of America, Inc. Sept 1996 to Sept 1997
Customer Service Representative

Involved in the initial setup of customer service department. Developed and implemented follow-up program which resulted in \$80,000 of additional sales in first two months.



PERSONAL PROFILE

Peter Miesbauer

Education: Lawrence University, Appleton, Wisconsin
Madison Area Technical College, Madison, Wisconsin

Professional Courses: Real Estate Law
Real Estate Brokerage
Real Estate Appraisal
Local Public Agency Seminar – WDOT, District One and Two
Sales Studies, Nominal Appraisal Acquisition Process, WDOT
Principles of Real Estate Acquisition, Law – IRWA course #101L
Principles of Real Estate Engineering – IRWA course # 900
Principles of Real Estate Acquisition, Negotiations – IRWA course #101-N
Easement Valuation – IRWA course # 403
Introduction to Relocation Assistance Seminar – DOC
Relocation Plan Development Workshop – DOC
Residential Relocation – IRWA
Business Relocation – IRWA
Business Relocation – FHA/NHI
Advanced Relocation, FHA/NHI

Wisconsin Department of Transportation

District One:

USH 12, Acquisition and Relocation
STH 113, Acquisition
STH 16/60, Acquisition and Relocation
STH 136, Acquisition
USH 151, Acquisition and Relocation
USH 18/151, Relocation

District Two:

STH 32, Acquisition

District Four:

USH 10, Acquisition and Relocation

Local Public Agencies:

City of Fort Atkinson, Acquisition
City of Ripon, Acquisition
City of Port Washington, Acquisition
City of Reedsburg, Acquisition and Relocation
City of Fond du Lac, Acquisition
Village of Germantown, Acquisition
Village of Butler, Relocation
Waukesha County, Acquisition and Relocation
Ozaukee County, Acquisition and Relocation
Jefferson County, Acquisition and Relocation
Sauk County, Acquisition and Relocation



PERSONAL PROFILE

Dianna Loewenhagen

Areas of Expertise

- Business and Private Relocation
- Right of Way Acquisitions
- Negotiations
- Compliance with Commerce Code 202
- Document Preparation and Filing
- Title Search Reviews
- Bid Document Reviews
- Legal Descriptions
- Plat Map Reviews

Education

B.S., Business Administration, University of Wisconsin - La Crosse

International Right of Way Association courses in law, negotiations, appraisal, and relocation
Federal Highway Administration courses in basic and advanced relocation and business relocation

Society of Real Estate Appraisers courses in appraising real property, easement valuation, legal aspects of easements, property descriptions, wetlands, agricultural/vacant land appraisal, soil assessment and appraisal of farms, and real estate appraisal.

Registration

Wisconsin Real Estate Broker #28219-090

SRWA and Certified Instructor in Negotiation and Relocation Assistance

Professional Affiliations

International Right of Way Association

Wisconsin Association of Mediators

Ms. Loewenhagen recently joined SRF's Madison, Wisconsin, office as a Right of Way Specialist. She brings 29 years of vast experience in real estate and relocation to SRF and most recently served as a Relocation Specialist with the Relocation Unit of the Bureau of Local Development within the Wisconsin Department of Commerce. In her position with SRF, Ms. Loewenhagen will be participating on a variety of local road and redevelopment projects in Wisconsin.

In 2002, Ms. Loewenhagen was named the "Professional of the Year" in 2002 by the Badger Chapter IRWA. She is a Senior Member (SR/WA) and certified instructor in Relocation and Negotiation for the International Right of Way Association (IRWA).



PERSONAL PROFILE

Dianna Loewenhagen

Project Experience

While serving as a Relocation Specialist with the Wisconsin Department of Commerce, Ms. Loewenhagen was responsible for:

- Helping agencies comply with Commerce Code 202, which governs displacement issues.
- Providing agencies with technical training and one-on-one technical assistance.
- Responding to question and appeals related to relocation.
- Conducting relocation plan reviews and approvals.
- Reviewing Community Development Public Facilities Economic Development applications.
- Conducting field reviews and approval waivers and relocation determinations.
- Preparing contracts and related documents.
- Conducting financial analyses of applications.
- Monitoring records for program compliance.

Prior to working for the Department of Commerce, Ms. Loewenhagen was a Relocation and Lands Management Facilitator for the Bureau of Real Estate within the Wisconsin Department of Transportation. While there, she:

- Acquired land for transportation projects.
 - Reviewed and presented remnant land sales for the Governor's approval.
 - Reviewed legal descriptions and plat maps.
 - Reviewed title searches and bid documents.
 - Prepared deeds for signatures.
 - Responded to relocation appeals and inquiries.
 - Evaluated new legislation for affects and changes in policy.
 - Conducted process review and report results.
-



PERSONAL PROFILE

PATRICK WAGNER - SUBCONSULTANT

PROFESIONAL EXPERIENCE

1994 to Present - Quality Valuation Service, Madison, Wisconsin

Title: Real Estate Appraiser/Owner

Perform appraisal services for governmental agencies and consultants for eminent domain acquisitions.

Work performed includes:

- Preparation of preliminary market research and sale studies.
- Preparation of standard narrative, short format and URAR appraisals for vacant and improved residential, agricultural, commercial and industrial properties. Appraisals have been completed for full and partial acquisitions.
- Review of residential and commercial appraisals.
- Appeared as an expert before the Waukesha County Highway Commission on September 10, 1996.

EDUCATION

Attended Madison Area Technical College - 1988 to 1989

Attended University of Wisconsin - Madison - 1989 to 1990

Graduated from Madison Area Technical College - 1990 to 1992 - Two-year Associate Degree

Special Courses Attended

Real Estate Appraisal I - MATC - 1990

Principles of Real Estate - MATC - 1990

Real Estate Appraisal II - MATC - 1991

Standards of Professional Practice - WRA - 1991

Real Estate Law - MATC - 1991

Fundamentals of Building Construction - MATC - 1992

Condos/Market and Submarket Analysis Seminar - Appraisal Institute - 1992

FNMA Appraisal Issues - Appraisal Institute - 1993

Real Estate Negotiation for Governmental Agencies - IR/WA - 1993

Applications of Appraisal Principles (Course 405) - IR/WA - 1993

Appraisal Training for Eminent Domain - IR/WA and D.O.T. - 1993, 1996, and 1998

Appraisal of Partial Acquisitions (Course 401) - IR/WA - 1994

Principles of Real Estate Acquisitions (Course 101) - IR/WA - 1995

Skills of Expert Testimony (Course 214) - IR/WA - 1995

Real Estate Appraisal III - MATC - 1997

Standards of Professional Practice - Appraisal Institute - 1999

PROFESSIONAL LICENSES AND CERTIFICATION

Wisconsin Certified Appraisal #646

State of Wisconsin Real Estate Sales License



PERSONAL PROFILE

PATRICK WAGNER - SUBCONSULTANT

CLIENTS SERVED

Wisconsin Department of Transportation
Wisconsin Department of Natural Resources
City of Waukesha
Dane County
City of Madison
Waukesha County
Jefferson County Highway Department
Land Acquisitions, Inc.
RUST Environment and Infrastructure
Ayres and Associates
Bank of Verona
First National Bank
First Federal Savings Bank
IDL Mortgage Corporation
CTX Mortgage
Cuna Credit Union

Ameristar Mortgage
Associated Bank
BA Mortgage
M&I Bank
AnchorBank SSB
Park Bank
Norwest Bank
Kraft General Foods
Coldwell Banker Relocation Services
Commonwealth Relocation Services
Corporate Transfer Service
BQFA Relocation Services
North Star Real Estate Service
Irwin Home Equity
Private Property Owners

RECENT PROJECTS

Summit Ave/Delafield St, City of Waukesha (41 parcels) -Preparation of a Project Sales Data Book for use in nominal acquisitions and narrative appraisals of residential and commercial properties for partial acquisition of these parcels for reconstruction USH 18.

Johnson Street, Fond du Lac County (8 parcels) – Appraisal reviews of commercial properties for the partial acquisition of these parcels for the widening of Johnson Street.

Pioneer Road, Ozaukee County (15 parcels) – Narrative appraisals of residential, commercial and industrial properties. The purpose of these appraisals was to estimate the market value of full and partial acquisitions by Ozaukee County for the widening of Pioneer Road.

Johnson Street, Fond du Lac County (47 parcels) – Appraisal reviews of residential, commercial and industrial properties for the partial acquisition of these parcels for the widening of Johnson Street in Fond du Lac.

Highway 164, Waukesha County (20 parcels) – Narrative appraisals of residential and commercial properties. The purpose of these appraisals was to estimate the market value of partial acquisitions by the Department of Transportation for the widening of Highway 164.

USH 141, Oconto County (16 parcels) – Narrative appraisals of residential and recreational parcels. The purpose of these appraisals was to estimate the market value of the partial acquisitions being acquired by the Department of Transportation for the widening of Highway 141.

PLS

SECTION V





Scope of Services

Once authorization to proceed is received, PLS will utilize the following steps to achieve success in the proposed project:

A. PROJECT MANAGEMENT CONFERENCE

Prior to beginning work assignments, Prairie Land Services, Inc. (PLS) and the Authority will review the general requirements of each of the work elements such as appraisal approaches and negotiation philosophies for the project.

B. APPRAISAL SERVICES

A detailed Project Data Book/Sales Study will be prepared listing recent sales of all similar type of properties as those found on the project. This will be used both in the preparation of the appraisals and Nominal Parcel Report.

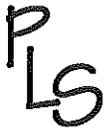
Appraisal reports will be prepared independently of any other appraiser employed under a similar contract. The Appraiser will not furnish a copy of any appraisal or the findings or results contained therein to any other person or agency unless authorized by the AUTHORITY. All appraisal reports will be fully documented as required by Federal, State and Local statutes and shall conform to the Standards for Appraisals as required. Where applicable, the nominal appraisal process will be utilized as outlined in the WisDot Local Public Agency Manual.

C. NEGOTIATIONS TO SECURE THE REQUIRED FEE REAL ESTATE

Negotiation procedures will be performed in accordance with Federal and State regulations, codes and policies. The Negotiator will provide the landowner a written offer letter detailing the Authorities offer. The property owner will also be provided all necessary handouts explaining their rights under Wisconsin's Eminent Domain laws. When presented, the offer of compensation is stated in a brief and straight-forward manner. All necessary, information, concerning the project, will be given to the property owner to assist in making an informed decision concerning the project.

Upon landowner acceptance of the offering price, any releases, conveyance documents and any other pertinent documents, including the Statement to Construction Engineer (LPA #1528) are executed for each parcel. Once executed, the documents are transmitted to the Authority for review and approval along with a payment request form. Payment for the acquisition will generally be made within 25 days of the date of delivery.

In the event of a second appraisal, documented settlements for amounts greater than the approved offering price may be recommended to the Authority at this stage of the negotiation process. If a mutual agreement cannot be reached, the Agent will prepare all the necessary documents for the eminent domain process and submit them to the Authority for approval. All necessary releases, conveyances, etc. to secure the estate sought by the Authority will be obtained.



D. RELOCATION SERVICES

Preparation of an Acquisition Stage Relocation Plan. The displacees will be interviewed to ascertain their replacement housing needs. The plan will be prepared assuring the availability of adequate replacement housing and will be submitted as follows: one (1) copy to the Authority for review and approval and one (1) copy to the Department of Administration for approval.

Determination of replacement housing payment calculations will be prepared and submitted to the Authority for approval. Once approvals have been received, the relocation program, along with all benefits, will be presented to the displacees in a straight-forward manner answering any questions that may arise.

Displacees will be assisted in the search for replacement housing and will be guided throughout the relocation process. Relocation claims will be reviewed, appropriate forms prepared and submitted to the Authority with a recommendation for payment or denial. All moving options will be explained in detail to the displacees. Monitoring of inventory and coordination with movers, if option selected, will be performed.

All files will be properly maintained with all displacee contacts logged in a diary and all claims with supporting documentation, as well as correspondence, placed in the file. The Individual Relocation Case Report will be completed for each displacee and filed with the Department of Administration.

E. Razing Coordination and oversight

Provide labor and bulk sampling to complete an asbestos inspection for conventional demolition of the residential property on the project. The inspection will also include XRF sampling for lead paint on the painted recyclable concrete materials.

Coordination with and oversight of razing contract will be performed as outlined in the WisDOT Real Estate Program Manual, Section 6.1 – Site Clearance.

F. PROJECT CLOSURE

A final Certification of Right of Way Report (LPA #3028) will be prepared and submitted upon completion of the project. If needed, the "Right of Way Detailed Statement of Expenditures" (LPA #1959) can be prepared along with all the required documentation and submitted to the Authority for review and approval as outlined in the LAP Manual.3.

PLS

SECTION VI



Prairie Land Services, Inc.

Dennis K. Matusin
DAAR Engineering, Inc.
WisDOT SE Region MC - LPA RE Coordinator
 518 West Cherry Street
 Milwaukee, WI 53212
 (414) 225-9817

Ms. Margaret Liedtke
Project Engineer
City of Waukesha
 130 Delafield Street
 Waukesha, WI 53188-3616
 (262) 524-3589

Mr. Paul Woodard
Public Works Director/City Engineer
City of Fitchburg
 5520 Lacy Road
 Fitchburg, WI 53711
 (608) 270-4261

G.J. Miesbauer and Associates, Inc.

Mr. Nathan Thiel
City Administrator
City of Mauston
 303 Mansion Street
 Mauston, WI 53948
 608-847-4070

Mr. Patrick Marsh
City Administrator
City of Monona
 5211 Schluter Road
 Monona, WI 53716
 608-222-2525

Andrea J. Weddle-Henning, P.E.
Transportation Engineering Manager
Milwaukee County DOT- Transportation Services
 2711 W. Wells St., Suite 300
 Milwaukee, WI 53208
 414-278-4934

PLS

SECTION VII



**Cost Sheet for RFP for Project ID 6090-06-23
Main Street, City of Waupun
State Street to County Park Road**

Service Provided	Method of Payment	Estimated Number	Cost	Total Estimated Cost
Project Management	Lump Sum	1	\$ 6,000.00	\$ 6,000.00
Project Data Book	Lump Sum	1	\$ 3,500.00	\$ 3,500.00
Appraisals	Each	10	\$ 1,400.00	\$ 24,000.00
Objective Appraisal Review	Each	10	\$ 125.00	\$ 1,250.00
Acquisition for Land Parcels – TLE only	Each	75	\$ 850.00	\$ 63,750.00
Acquisition for Land Parcels – Fee or Highway Easement	Each	18	\$ 1,000.00	\$ 18,000.00
Relocation Services	Lump Sum	1	\$ 2,000.00	\$ 2,000.00
Acquisition Stage Relocation Plan	Lump Sum	1	\$ 1,500.00	\$ 1,500.00
Asbestos/Hazardous Contaminant Assessment	Each	1	\$ 1,200.00	\$ 1,200.00
Coordination, oversight, and development of razing and abatement contract	Each	1	\$ 2,000.00	\$ 2,000.00
Encroachment resolution	Each	16	\$ 200.00	\$ 1,200.00
Total Cost Not to Exceed				\$ 124,400.00