

**MANDEL GROUP**

# WAUWATOSA Proposal

**March 25, 2025**

Project Inclusion Monitoring



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Mr. John Ruggini, Finance Director  
City of Wauwatosa  
7725 West North Ave  
Wauwatosa WI 53213

Subject: Proposal Response for Inclusion Plan and Monitoring Services

Reference: **Mandel Group Harlow and Hem Apartments**

John:

Thank you for the opportunity to submit a proposal to provide Inclusion and monitoring services for the referenced project.

### **PROJECT UNDERSTANDING**

1. Developer/the Mandel Group– located in the City of Milwaukee is to demolish several existing structures and facilities and build a 157-unit market rate apartment building with tenant and public parking in the City of Wauwatosa.
2. Construction is scheduled to begin in July 2025 with a targeted substantial completion date of December 31, 2027 – for 30 months of total construction activity.
3. As the Harlow and Hem project is a market rate development, it is not anticipated to include WHEDA or other government funding sources which would call for additional inclusion goals or requirements. Therefore, the project will be subject to (A) City of Wauwatosa DBE inclusion goals for professional services (soft cost) and construction spending (hard cost) plus (B) Workforce goals for newly hired onsite construction trade labor to include workers from distressed Milwaukee County zip codes or low-income workers from any Milwaukee County zip code as provided for in the City of Wauwatosa inclusion program.
4. The total currently estimated project cost for this development is just under \$54 million.

## **ABOUT THIS PROPOSAL**

- A. This proposal is an offer to provide consulting services to Wauwatosa to Monitor the business and Targeted new hire workforce in compliance with the Tosa plan and to assist the Mandel Group/Harlow & Hem Apartments, LLC , along with its selected General Contractor (GC) and other trade partners with meeting the project goals. We are unaware of the Developer’s choice of a GC at this time, therefore we have included workforce and business outreach events for the project, to be held in an appropriate location in Wauwatosa or Milwaukee to reduce the cost to all involved, if necessary. Should this not be necessary, there would be a net cost saving .
- B. We plan to use the same Project Inclusion Plan, provided to Wingspan Development Group and Barrett Lo Visionary for the Foundry and Mayfair Apartments projects respectively, without references to multiple phases of work. However, in addition to changing the names of the Developers we will replace “LCPtracker” with “LCR” as noted in the statement below.
- C. This project will not deploy software from LCPtracker for workforce tracking but will use a version of the Labor Compliance and Reporting (LCR) workforce tracking software from the City of Milwaukee.
- D. While Prism will provide direction as requested, the Developer, its contractors, and vendors are solely responsible for achieving the Wauwatosa inclusion program goals.
- E. Prism will collect contract and payment data monthly via email from the development team and its contractors, while workforce data will be collected as noted above.

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## PARTICIPATION PROGRAM

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### **BUSINESS INCLUSION GOALS**

- **Professional Services expenditures:** 18% with Certified Disadvantaged Business Enterprises (DBE). Certification must come from a Wisconsin governmental entity. Firms certified by other States under the USDOT Unified Certification Program should apply for Wisconsin DBE status. It is typically reciprocal, free and quick.
- **Construction Service expenditures:** 25% with Certified Disadvantaged Business Enterprises (DBE). Certification must come from a Wisconsin governmental entity. Firms certified by other States under the USDOT Unified Certification Program should apply for Wisconsin DBE status. It is typically reciprocal, free and quick.

### **WORKFORCE INCLUSION**

- **Wauwatosa:** 25% of all newly hired worker hours will be completed by workers from Distressed Zip Codes within Milwaukee County or as otherwise defined by the City of Wauwatosa. This allows workers from low-income Milwaukee County families to qualify, regardless of the person's actual residential zip code.

## **SCOPE OF SERVICES & DELIVERABLES**

1. Prism will make limited and possibly no modifications to the Project Inclusion Plan, authorized by the City of Wauwatosa, to clarify language to aid in contractor compliance working with the Developer. We do not anticipate the need to make any significant changes.
2. If requested, Prism will host a DBE service provider Meet and Greet for contractors and professional service firms to facilitate building relationships. Such meetings may be in person or virtual, with the sole purpose of introducing the Developer and/or any previously selected partners –CM, GC or Prime Trade Contractors - to introduce local contractors to the Harlow & Hem team.
3. Prism plans to connect the development team and its contractors with agencies that provide construction training and skilled labor such as W RTP/BIGSTEP, Employ Milwaukee, and other local trade worker training and service providers if necessary.
4. Prism will need up to three months to close out the project upon substantial completion to confirm contractor closeouts and write the final inclusion report.
5. Prism will conduct one to two DBE interviews and 2 to 3 workforce interviews, quarterly, to share information directly from impacted workers and DBE business owners with the City. We will work with the City to ensure we include specific questions of interest to the administration and elected officials.

## **METHODOLOGY**

- Meet with the Development team to begin crafting any edits to the Project Inclusion Plan (PIP), as approved by the City of Wauwatosa.
- Obtain project schedule containing key project milestones.
- Create the modified PIP – If necessary
- Deploy LCR to appropriately track worker hours from Distressed Zip codes or income-eligible workers regardless of zip codes.
- Prism to track contractor payments via email with the GC.
- Alert local training agencies of the major project milestones and the need for workers.

**FEE**

Total not to exceed cost for a 30 Month , (billed hourly).....\$86,937 Net All\*

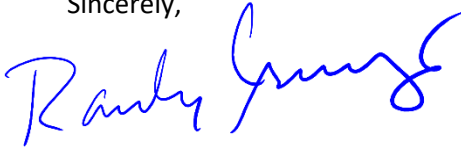
Staff Billable rates used in this proposal will remain the same throughout the construction.

Staff	Title / Roles	Hourly Fee
Randy Crump	CEO / Project Executive	\$216.10
Joann Crump	CAO/ Chief Adm / Budget Control	\$125.87
Taylor Franklin	PM / Project Manager	\$87.50
Charles Benn	PC / Project Coordinator / DBE Lead	\$83.55
Gabrielle Shieffield	PA / Project Assistant / Workforce Lead	\$75.75

\* Note A contract for a 20-month project would be \$24,205 less

If you have any questions or concerns, please email or call. We would be happy to address any concerns.

Sincerely,



Randy Crump, CEO  
Prism Technical

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