



March 6, 2012

Zoning, Neighborhood & Development Committee
Milwaukee Common Council
City Hall
200 East Wells Street
Milwaukee, Wisconsin 53202

Dear Committee Members,

We share your passion for creating a stronger, more vibrant City of Milwaukee through development and job creation. The recent effort to attract Kohl's Corporation to the Park East property is an example of exemplary partnership and one that we hope will be duplicated for future prospects.

We understand, as well, that after any major endeavor such as this a comprehensive review should be undertaken to determine where any improvements might be made in the future. We believe, however, that this process, such as the law allows, should be done internally.

As a result, we respectfully request that a proposal before your committee which directs the Department of City Development to provide all written communications related to the terms and conditions of the Kohl's offer be rejected.

Negotiations such as the one involving Kohl's Corporation, and other major developments that may ultimately take place on the Park East property, are filled with a great deal of propriety information, as well as sensitive financial data that, if released, is likely to put the City at a disadvantage in future deals.

It is our recommendation that the Department work directly with the members of the Common Council to provide an analysis of the negotiations. We believe this will be of greater value and provide policy makers with insight that will be helpful in setting City policy impacting development.

As always, we thank you for the opportunity to share our concerns. Please feel free to contact us if you have any questions.

Sincerely,

Jim Villa
CARW President & CEO
(414) 271-2021

Mike Ruzicka, CAE
GMAR President
(414) 778-4929

Christine Korjenek
NAIOP-Wisconsin Executive Director
(414) 507-2326