

Keith B. Terry

3041 W. North Avenue Milwaukee, WI 53208 * Phone: (414) 810 3131 * email: kbts8@gmail.com

I. CAREER SUMMARY

Over 30 years of experience maximizing the value of assets, including real estate and businesses by providing effective operational backbone expertise, leveraging technology to mitigate operating costs and ensuring 100% customer satisfaction. As an entrepreneur my companies are unapologetically black and never certified black by those who seek to capitalize on helping blacks for their personal gain.

Real estate developer and urban community development.

Prince Hall Master Mason

2019 city of milwaukee common council congratulations

2017 outstanding community service award

City of Milwaukee licenses 2013 - present

1996 Master electrician

1984 Custer high school alumni

II. ACCOMPLISHMENTS

A. REAL ESTATE DEVELOPMENT AND MANAGEMENT

Since 1990, developed or participated in the planning, development and management of several high impact projects for the purpose of maximizing operational efficiency and asset value. Following are descriptions of the projects:

- **Garfield Park Apartments:** Initiated this 65,000 sf. \$11.5 million project to create 65 apartments and activity space. Managed the development process to

ensure that the property would be constructed on time and under budget. Property currently has a significant waiting list, is leased consistently above 90%, and is considered a model for urban development.

- **Spanish Lake 3041 North Urban Country-Club Project:** Acquired a key anchor property in the heart of downtown Spanish Lake, St. Louis County Missouri. Project is considered a catalytic project for the emerging Spanish Lake Business District. Property is being converted to a second location of the 3041 North Country Club brand.
- **3041 North Urban Country-Club Project:** A Signature project located in the heart of Milwaukee's Gateway District. Project is a popular venue for events - weddings, receptions, and other celebrations. 3041 North has been successful and slowly cultivating a market to maximize revenue opportunities year over year.
- **Sherman Park Theatre Development:** A catalytic project to maximize the value of the historic Sherman Park Theatre by effectively managing commercial space and rehabbing the Theatre. Value of properties have increased 60% since first acquired.
- **The North Avenue Uptown Historic Preservation Project:** Project acquired historic properties along North Avenue, rehabbed the properties and located Class A tenants in the properties. Project was a catalytic project for the then struggling Uptown Business District. Value of properties have increased 240% since first acquired.

B. BUSINESS DEVELOPMENT AND MANAGEMENT

Since 1989

- **3041 North LLC:** \$1,000,000.00 Country Club Milwaukee 100% ownership
- Garfield Park Development LLC
- Keith B Terry Construction Services
- 31st Street Holdings LLC
- Streetservicesnow.com
- 3041north.com
- Ksvipevents.com
- The urban country club business
- The wedding business
- The supply import business
- The property maintenance business
- The daycare business
- The wholesale car sales business
- The landlord business 35 years

- The opportunity zone fund portfolio manager
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1/00 – 2009 K.B.T.C.S. Inc. Milwaukee, WI **President / Chief Executive Officer** Keith B. Terry Construction Services Inc. was founded in 1993, as an urban development company, and has successfully developed several central city mixed-use commercial and residential properties. “KBTC INC. is a reputable, profitable, real estate, and land development corporation that creates wealth in the African Diaspora”. As executive and general management of KBTC Incorporated, I have over a decade of experience in the management, development and leasing of real estate; broad experience in all aspects of the development processes including feasibility, site selection, design, marketing, finance, construction and final project disposition. 10/99–12/99 Dairyland Electric Co. Inc Milwaukee, WI

1989 - present, Manager of Rental properties

III. EDUCATIONAL BACKGROUND

Education

Licensed Master Electrician

1991–1996 M.A.T.C. Milwaukee, WI

- Apprenticeship required courses.
- 1985-1988 M.S.O.E. Milwaukee, WI
- College Major Electrical Engineering

- **IV. REFERENCES**

Furnished Upon Request

WHEREAS,
KEITH TERRY

celebrated his 53rd birthday on November 9, 2019, with friends and family at 3041 North, located at 3041 W. North Ave.; and

***WHEREAS,** Keith Terry was born on November 9, 1966 to George A. Terry Sr. and Wanda F. Terry and is a lifelong resident of Milwaukee's north side where he attended high school at Custer High School and graduated with the class of 1984; and*

***WHEREAS,** Keith Terry attended Milwaukee Area Technical College and graduated with a degree in Electrical Engineering before he became a well-known businessman in the Greater Milwaukee Area who dedicated his life's work to revitalizing and renewing urban areas with projects like the Garfield Park Apartments, Columbia Square Development, and the 3041North Urban Country Club projects; and*

***WHEREAS,** Keith Terry has been a prominent civic leader who fosters positive growth for the City of Milwaukee and advocates for education for Milwaukee's youth since his election and appointment to a term on the Milwaukee Area Technical College Board of Directors from 2004 to 2005; and*

***RESOLVED,** That the Common Council of the City of Milwaukee herewith congratulates Keith Terry on celebrating his 53rd birthday and extends for him its sincere wishes for continued health and happiness; and, be it*

***FURTHER RESOLVED,** That a suitably engrossed copy of this resolution be presented to Keith Terry in recognition of his 53rd birthday.*

Introduced by Common Council members Russell W. Stamper, II, Ashanti Hamilton, Milele A. Coggs, Mark A. Borkowski, Scott Spiker, José G. Pérez, Chantia Lewis, Khalif J. Rainey, Cavalier Johnson and Nikiya Dodd and approved by all members of the Milwaukee Common Council on November 26, 2019.



Ashanti Hamilton
Alderman Ashanti Hamilton
President of the Common Council

James R. Owczarski
James R. Owczarski
City Clerk



I am 57 years young and extremely excited about the future. I am happy to share this cherished accolade.

Looking back on my life journey which began as a young professional with a career in electronics engineering that led to a career as a construction electrician. Each step of my career was necessary for me to become the man that I am today. Today, my family and I own and operate successful businesses which include a wedding venue www.3041north.com , an urban country club and a series of other businesses that support my community development vision. I support Integrity, legacy and proactively adding value to urban areas we invest in.