

**LAND DISPOSITION REPORT  
COMMON COUNCIL OF THE CITY OF MILWAUKEE**

**DATE**  
September 10, 2019

**RESPONSIBLE STAFF**  
Dwayne Edwards, Program Manager, DCD

**PARCEL ADDRESS & DESCRIPTION**  
4500-06 West Burleigh Street (the "Properties") consists of a 7,338 square-foot mixed-use building with rear parking lot that can accommodate 8 vehicles. The building has three ground floor store fronts and two second floor apartments. The building was constructed in 1927. The total lot size with the building and vacant lot is approximately 7,452 square-foot. The Properties were acquired through property tax foreclosure on November 7, 2017. The Properties are located within the Sunset Heights neighborhood and part of Business Improvement District No. 27.



City Property



Highlighted map of property

**BUYER**  
Dawn Turnipseed (the "Buyer"), will be the sole-owner and will manage the project. Ms. Turnipseed, has a professional career that is filled with entrepreneurial ventures in sales, design, and customer service.

The Buyer's work experience includes serving as unit coordinator of the Milwaukee County Parks, at its sports complex in Franklin, WI and running landscaping companies in Madison and Caledonia, WI. The Buyer, is currently a real estate agent serving the greater Milwaukee area.

The Buyer is confident that her wealth of management experience and knowledge in recruiting, training and managing staff, supply and inventory management, budget creation, etc., will serve her well in this business venture.

The Buyer's commitment is to improve this property and create a safe, stronger business corridor where individuals and families can frequent for good quality food and family fun entertainment.

**PROJECT DESCRIPTION**  
The Buyer proposes to open a neighborhood wood fire pizzeria, coffeehouse and sober bar called ARDELL'S. Providing neighbors with a welcoming, modern environment to enjoy good, healthy food,

refreshing and uplifting beverages and great music and entertainment. There will be great attention to neighborhood involvement providing open mic nights, family specials, ladies nights, etc. Scheduled stage nights will include karaoke, poetry, guest DJ's bands and other respectable performers. Projected staff includes a general manager to oversee the restaurant with three to five full-time employees.

The Buyer also plans to renovate the apartments to create market-rate rental units on the second floor of the building. The Buyer may seek financing from the City's Neighborhood Improvement Development Corporation's ("NIDC") Rental Rehabilitation Loan Program. The Buyer may also explore other City grant programs to assist with renovation of the commercial units.

Ms. Turnipseed says the primary goal is to fill a gap in eateries in this area, as well as, become a neighborhood spot for local artist to display their art and perform.

The estimated renovation and improvement costs are \$185,000, of which will include some "sweat equity".

#### **PURCHASE TERMS AND CONDITIONS**

The purchase price will be \$20,000. The conveyance will be on an "as is, where is" basis including environmental concerns, if any. The deed of conveyance will contain a restriction prohibiting the Buyer or its successors from applying to the City for tax-exempt property status. At closing, a 30% development fee shall be paid to the Redevelopment Authority of the City of Milwaukee, less sale expenses, and the remaining proceeds shall be deposited in the Delinquent Tax Fund.

Due Diligence Checklist  
Address: 4500-06 West Burleigh Street

The Commissioner's assessment of the market value of the property.	4500-06 West Burleigh Street, the ("Properties") are being sold "as is, where is," without any guarantees. The purchase price will be \$20,000, which adequately reflects the overall condition of the property, including the deferred maintenance. The estimated renovation and improvement costs are approximately \$185,000.
Full description of the development project.	The Buyer proposes to open a neighborhood wood fire pizza, coffeehouse and sober bar called ARDELL's. Ms. Turnipseed plans include renovating the apartment units to create market-rate rental units on the second floor. The primary goal is to fill a gap in eateries in the area as well as become a neighborhood hotspot for local artists to display their art and perform music, spoken word, live music, etc.
Complete site, operation and landscaping plans and architectural renderings for new construction or redevelopment.	Please see Land Disposition Report for details.
Developer's development project history.	<p>Dawn Turnipseed (the "Buyer") will be sole-owner and operator. Ms. Turnipseed, has a professional career that is filled with entrepreneurial ventures in sales, design and customer service.</p> <p>The Buyer's work experience includes serving as unit coordinator of the Milwaukee County Parks, at its sports complex in Franklin, WI and running landscaping companies in Madison and Caledonia, WI. The Buyer, is currently a real estate agent serving the greater Milwaukee area.</p>
Capital structure of the project, including sources, terms and rights for all project funding.	The Buyer will utilize conventional financing for the renovations and is also exploring available City funding resources through the City's Commercial Corridor Team and Milwaukee Economic Development Corp.
Project cash flows for the lease term for leased property.	Not applicable.
List and description of project risk factors.	Closing is contingent upon the Buyer obtaining all necessary approvals and financing.
Tax consequences of the project for the City.	The deed of conveyance will contain a restriction prohibiting the Buyer or assignees from applying to the City of Milwaukee for tax-exempt property status. Thus, a

	vacant, tax-exempt property will be returned to the property tax rolls.
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