



**Maures Development Group, LLC
Response to the RFP for:
1940-48 N Dr Martin Luther King Jr Drive and 227 W Brown St
Milwaukee, WI 53212**





REDEVELOPMENT AUTHORITY OF THE CITY OF MILWAUKEE

PROPOSAL SUMMARY & PUBLIC DISCLOSURE STATEMENT

This form must be thoroughly completed by parties buying property from the Redevelopment Authority and submitted with architectural plans (scaled and identifying building materials). New construction projects must include a site plan and building elevations; Rehabilitation must include a site plan, façade renderings and detailed scope of work. Attach additional information as needed or as required in the sale listing. Confidential material must be clearly identified as proprietary.

Acceptance contingent on approval by the Authority and the Common Council of Land Disposition Report and Due Diligence Checklist. Sale terms will be outlined in a Purchase & Sale Agreement (sample available; terms tailored to project). Prior to closing, firm financing, RACM approval of final construction plans and building permits must be in place. Final plans must conform to the preliminary submittal as approved by RACM’s Design Review Team. Changes may require Common Council approval. Conveyance is on an “as is, where is” basis and deeds may include restrictions for performance obligations, use, taxation and reversionary provisions for non-performance.

PROPERTY

OFFER INFORMATION

Offer Price: \$ _____ (RACM to report Market Value to Common Council)
 Contingences _____ and environmental _____
 Is the offer being submitted by a licensed broker? Yes No
 Broker Name _____ Telephone _____
 Firm _____ Address _____
 Brokerage fee paid only if outlined in an RFP/listing and only if a broker submits the initial offer.

BUYER IDENTIFICATION & DEVELOPMENT HISTORY

Legal Name _____
 Mailing Address _____
 Primary Contact _____ Telephone _____
 Email _____ FAX: _____
 Buyer Attorney _____
 Legal Entity LLC Corporation Partnership Other _____
 State organized: Wisconsin
 Individual(s) If multiple, identify Joint Tenants Tenants in Common
 Will new entity be created for ownership Yes No
 Principals of existing or proposed corporation/partnership and extent of ownership interest.

<u>Name</u>	<u>Address</u>	<u>Title</u>	<u>Interest</u>
_____	_____	_____	_____
_____	_____	_____	_____

Attach a list of properties in the City of Milwaukee in which buyer has an ownership interest either as individual or as part of a corporation/partnership.

PROJECT DESCRIPTION

Detailed project/use description:

If selected, the property will become part of the Bronzeville Estates transaction. Bronzeville Estates is a 30 unit scattered site transaction in Bronzeville. It encompasses 1, 2 and 3 bedroom units. The parcels specifically will be redeveloped along with the Kindred building (formerly Reader's Choice) at 1950 N MLK Drive. 1940-48 will be a two story mixed used building with ground floor retail. Kindred will have a second floor apartment and a ground floor comm suite. In total the 1950 property and 1940-48 lot will have 3 apartments and 3 comm users.

Summarize	Building Total SF	<u>5,420</u>	Commercial	<u>2,710</u>	SF	Housing	<u>2,710</u>	SF
	If addition	_____	Existing SF	<u>0</u>		New SF	<u>5,420</u>	
	Total Units	_____	Commercial units	<u>2</u>		Housing units	<u>2</u>	
	# Stories	<u>2</u>	Basement	<input type="checkbox"/> Yes <input type="checkbox"/> No				
	Total Parking :	<u>17</u>	Surface spaces	<u>17</u>		Enclosed spaces	<u>0</u>	
	Total Land SF	<u>11,250</u>	City area	<u>11,250</u>		Private area	_____	
	If include private property, addresses	_____						

Storm water management techniques Based on the land area disturbed, minimal SWM will be required

"Sustainable" elements Energy efficient appliances, lighting and mechanicals

Owner occupied business or residence? Yes No If new business, attach business plan.

For income property, estimated sale or rent range _____

Will a zoning change be requested? _____

Identify other approvals, permits or licenses (i.e. BOZA, Health Department, etc.) _____

Discuss neighborhood impact/support _____

Diverse ownership, Black and woman owned, honoring the legacy of Bronzeville, bringing three established brands to the block, increased tax revenue, new construction, and yard enhancement.

Note: Project must be fully taxable for property tax purposes (see City Policies below). Future tax implications to be reported to the Council.

DEVELOPMENT TEAM & HISTORY

Developer _____

Architect _____

Surveyor KSingh

Contractor _____

Sales Agent/Property Manager _____

Community Partners _____

Other Members _____

Describe team expertise and experience _____

Other team project Rise Cycles

Attach a statement of Buyer's development history (required per 304-49-5b-4, MCO). Include identification of all developer projects.

Estimated Small Business Enterprise (SBE) Use _____ % of total budget or \$ _____

Potential contactors (name and/or type): Jordan Construction, PL Freeman, Blue Skies

PROJECT BUDGET & FINANCING STRATEGY

Project costs and the capital structure must be fully defined and will be reported to the Common Council

Property Acquisition (public & private)	\$	_____
Environmental testing/remediation (Buyer's share)	\$	_____
Demolition (if applicable)	\$	_____
Hard building construction/rehabilitation costs	\$	700,000
Site improvements (fencing, landscaping, laterals, etc.)	\$	100,000
Fixtures & Equipment	\$	25,000
Soft costs – architectural fees, permits, misc. charges, overhead & profit, contingency, etc.	\$	50,000
Financing fees	\$	_____
Working Capital (for business enterprises)	\$	_____
		=====
Total Project Budget	\$	925,000

Budget source Developer Architect Contractor Other _____

Attached detailed summary or pro-forma income analysis as necessary.

Capital Structure – Fully describe project financing; incomplete information will prevent Council action

Property purchase Financed \$ 75,000 Equity \$ _____ Grants \$ _____

Construction/rehabilitation Financed \$ 850,000 Equity \$ _____ Grants \$ _____

Lender Will be provided upon selection. Preapproved Yes No

(Attach evidence of equity and lender pre-approval letter/letter of interest)

Grants Sources _____

Application status _____

Likelihood of award _____

Other funding _____

JOB CREATION

Current Employment (if applicable) 0 Full Time 0 Part Time

Number of jobs to be created 6 Full Time _____ Part Time

Number of jobs to be retained _____ Full Time _____ Part Time

Type of jobs Customer service, community relations

Expected average wage \$20/hour

Benefits? Yes No If yes, please specify _____

ESTIMATED SCHEDULE

Final Plan/Specification Preparation _____

Bidding & Contracting _____

Firm Financing Approval _____

Construction/Rehabilitation _____

Landscaping/Site Work _____

Occupancy/Lease Up _____

CONFLICT OF INTEREST DISCLOSURE

Buyer covenants that no member of the Redevelopment Authority of the City of Milwaukee or the Common Council of the City of Milwaukee, nor any of its officers or employees, has any interest in the Buyer or the intended redevelopment of the property, except as follows: _____

Is Buyer a City of Milwaukee employee or member of any City board? Yes No

If yes, identify the department, board and/or and position: _____

REDEVELOPMENT AUTHORITY POLICIES

Buyer certifies that it as individual or member of a corporation or partnership is not now and will not be at closing in violation of the following policies:

- No delinquent taxes due the City of Milwaukee
- No building or health code violations that are not being actively abated
- No convictions for violating an order of the Department of Neighborhood Services or Health Department within the previous year
- No judgment due to the City or Redevelopment Authority
- Not subject to a City of Milwaukee In Rem foreclosure within the previous five years.

Properties are sold on an “as is, where is basis.” The City discloses that vacant lots may contain old foundations and debris or other subsoil problems and buildings may contain asbestos containing materials for which Buyers are solely responsible. ALTA surveys are not provided. Building encroachments in the right of way may require Special Privilege Permits and are the responsibility of the Buyer.

A Historical Land Use Investigation prepared by City staff is provided for informational purposes. Buyer is solely responsible for an independent Phase I Environmental Site Assessment if desired. Buyer shall be responsible for all remediation and regulatory closure costs, if any. Buyer acknowledges that regulatory closure may require deed notifications and/or registry on a GIS system.

Buyers must comply with the City’s Small Business Enterprise (SBE) program requiring best efforts for SBE participation of at least 25% of the total expenditures for goods and services and 18% for professional services. Mandatory use is required for below-market sales. A SBE Agreement may be required prior to closing.


All properties must be fully taxable for property tax purposes. The deed shall contain a restriction prohibiting future application to the City for exempt status.

Closing contingent include full project funding including firm financing without contingencies and RACM approval of final plans. Final plans must conform to the original submission as approved by the City. Plan changes may require confirmation by the Common Council.

BUYER’S COMMENTS

BUYER CERTIFICATION & ACKNOWLEDGEMENT

We certify that this statement true and correct and we understand RACM policies.



Signature

Title

Date

Signature

Title

Date

Bronzeville Advisory Committee RFP Submittal Survey

***Respondents are to consider and respond to sections 1, 2, and 3. Sections 4 and 5 are for internal use only.**

1. Property Information (each item may not be applicable)

Property Address or Addresses	1940, 1944 & 1948 N. Dr. Martin Luther King Jr. Dr. and 227 W. Brown St
Description of Property Type	Vacant land
Current Zoning	LB2
Definition of Current Zoning	Local Business
Description of Property Condition	Vacant Land
Date of City/RACM Acquisition	Needed ASAP

2. General Proposal Information (each item may not be applicable)

	Proposal
Company Name	Maures Development Group, LLC
Company member names	Maures - Melissa N Allen
Offer Price	\$75,000
Contingencies	Financing and environmental
Known Licenses or Zoning Change Requirements	None
Proposed Use of Property	Rise Cycles, AmFam Agency, and ABHM Community Service Facility
Estimated Completion Date from Proposal	August 2022
Developer Team Projects in Progress or Pending (incomplete)	Bronzeville Scattered Sites LIHTC transaction 30 units, \$8 million West River Lofts, Two Rivers, WI LIHTC transaction 54 units, \$11 million
Project Budget (Site investment / Future tax base)	Brozeville Estates \$8 million 1940 lot new construction \$925,000
Financial Viability of Project based on Budget and Plan Provided	The property will be occupied by 3 established firms. Proof will be provided upon selection.
Parking Included in Project or Plan for Additional Parking	17 surface stalls
Job Creation	6
DCD Background Check Results	

ADDITIONAL COMMENTS:

3. Experience of the Development Team (each item may not be applicable)

	Proposal										
Developer Team Experience	Maures Development Group is one of the first for-profit, minority, and woman-owned real estate development firms in the State of Wisconsin. Maures builds quality affordable housing and commercial space in urban communities and creates spaces that generate beauty and pride. The guiding philosophy for the organization – “leveraging bricks and mortar to bring pride and hope to people” – demonstrates its holistic approach to real estate.										
Developer Team Completed Past Projects	<table border="0"> <tr> <td>Teutonia Gardens 2008 24 \$5,298,331</td> <td>Milwaukee Prosperity 2014/15 35 \$7,607,64</td> </tr> <tr> <td>Heart & Hope Place 2010 24 \$5,749,889</td> <td>Historic Garfield Apt 2017 30 \$8,077,054</td> </tr> <tr> <td>Franklin Square 2010/11 37 \$8,816,658</td> <td>The Griot Apartments 2018 41 \$9,629,580</td> </tr> <tr> <td>Century City Lofts 2012 37 \$8,408,685</td> <td>Fortitude Apartments 2019 65 \$15,032,773</td> </tr> <tr> <td></td> <td>Lindsay NSP 2012/13 40 \$7,614,855</td> </tr> </table>	Teutonia Gardens 2008 24 \$5,298,331	Milwaukee Prosperity 2014/15 35 \$7,607,64	Heart & Hope Place 2010 24 \$5,749,889	Historic Garfield Apt 2017 30 \$8,077,054	Franklin Square 2010/11 37 \$8,816,658	The Griot Apartments 2018 41 \$9,629,580	Century City Lofts 2012 37 \$8,408,685	Fortitude Apartments 2019 65 \$15,032,773		Lindsay NSP 2012/13 40 \$7,614,855
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	Lindsay NSP 2012/13 40 \$7,614,855										
Developer Team Experience with City/RACM Projects	Extensive experience working in collaboration with the City of Milwaukee and RACM to purchase real property and/or land. The aforementioned properties are an example of the longstanding relationship/partnership.										
Does Project Require Historical Renovation?	No										
Developer Historical Renovation Experience	Historic Garfield School built in 1887, 3056 N Palmer built in 1928, Former Readers Choice built in 1900, 1716 N 5th St built in 1895, 2632 W Wells built in 1916, and others.										
Does Project involve Brownfield Development?	Will satisfy environmental conditions and Responsible Party requirements as required by Wisconsin DNR.										
Developer Brownfield Experience	Teutonia Gardens, Century City Lofts, Heart & Hope Place Apartments, The Griot										
Does Project use Tax Credit financing?	Yes										
Developer Tax Credit Experience	Nearly 400 units										

ADDITIONAL COMMENTS:

The lot will be developed simultaneously with the existing property next door at 1950 N MLK. 1950 MLK is being acquired to be part of Bronzeville Estates. There will be a total of 3 commercial suites and all three are leased. The two buildings (new construction and 1950) have a total of 3 suites which will include Rise Cycles, a community service facility operated by America's Black Holocaust Museum and an American Family Insurance Agency. See narrative for additional information on the tenants.

Date of Review:

4. Bronzeville Advisory Committee Submittal Evaluation (each item may not be applicable)

FOR COMPLETION ONLY BY STAFF AND COMMITTEE

	Proposal
Desirability of Proposed use	
Impact on the Neighborhood	
Quality and Appropriateness of Business Plan	
Extent and Quality of Renovations	
Appropriateness of Site Plan and Elevations	
Scope of Work – Appropriate for Project	
Consistency with neighborhood plan or plans, if any	
Quality and appropriateness of Parking plan	

5. Bronzeville Advisory Committee Submittal Evaluation - Additional Criteria (each item may not be applicable)

FOR COMPLETION ONLY BY THE COMMITTEE

On a scale of 1-10 with 1 being strongly disagree, 5 being neutral, and 10 being strongly agree, please rate each of the following:

	Proposal
Local community representation and/or inclusion in design, leadership, operations, and utilization of a project	
Influence of Bronzeville arts, culture, and entertainment elements creatively in a project	
Buyer/Developer outreach and community meetings, and engagement with area stakeholders	
How does the project incorporate the identity of Bronzeville?	
Does the construction portion feature companies that meet or exceed their SBE/RPP requirements?	

COMMENTS:



Doctor MLK Jr Drive



Massing Study - Axon
SCALE:
9/10/2021
Engberg Anderson Project No. 213335

MILWAUKEE | MADISON | TUCSON | CHICAGO



Doctor MLK Jr Drive

Massing Study - Street Perspective Rendering

SCALE:

9/10/2021

Engberg Anderson Project No. 213335



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W BROWN St

N DOCTOR M.L.K. JR. Dr

1948

GSF 5,420

PARKING
17 SPACES

ALLEY

1936

Doctor MLK Jr Drive



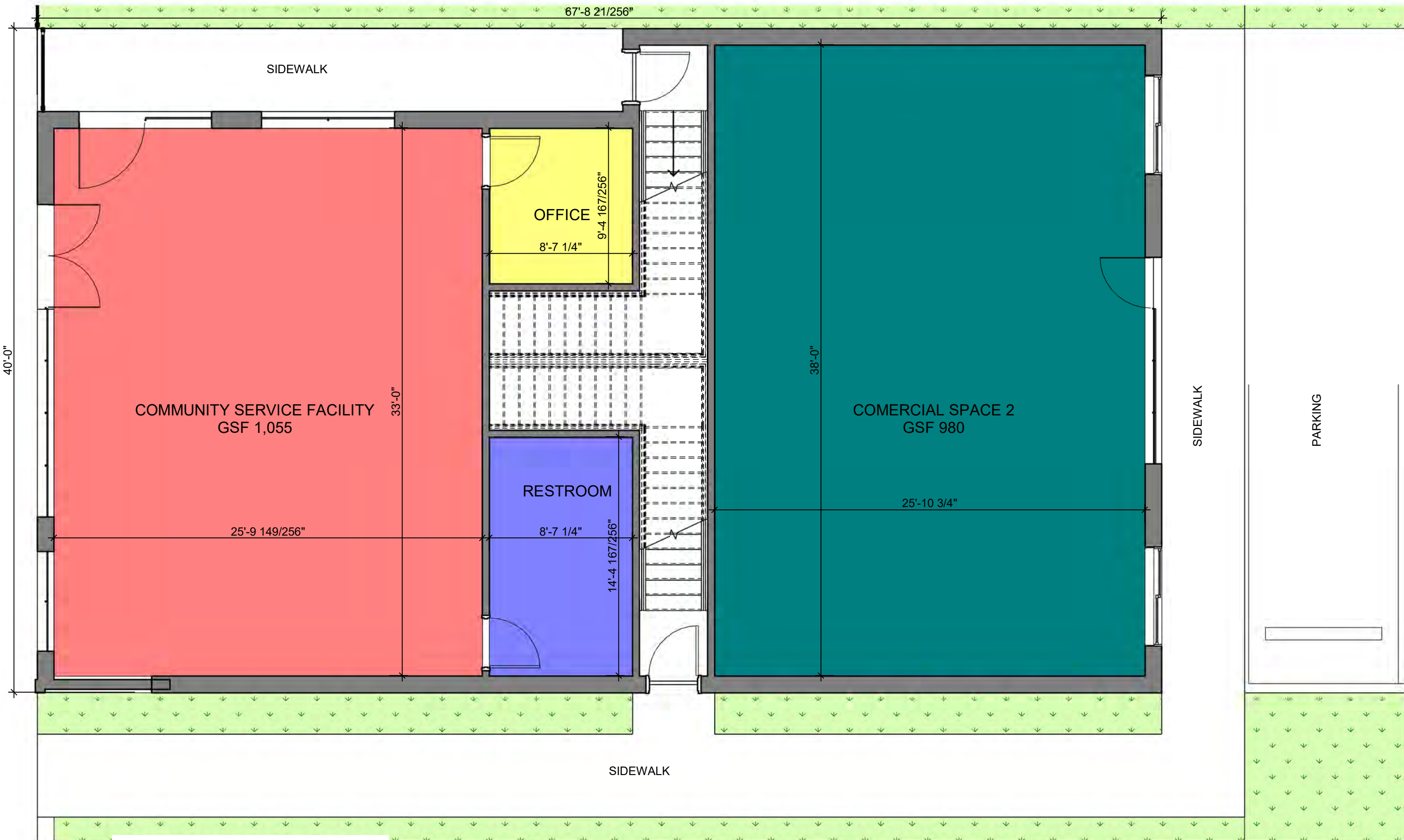
Site Plan

SCALE: 1/16" = 1'-0"

9/10/2021

Engberg Anderson Project No. 213335

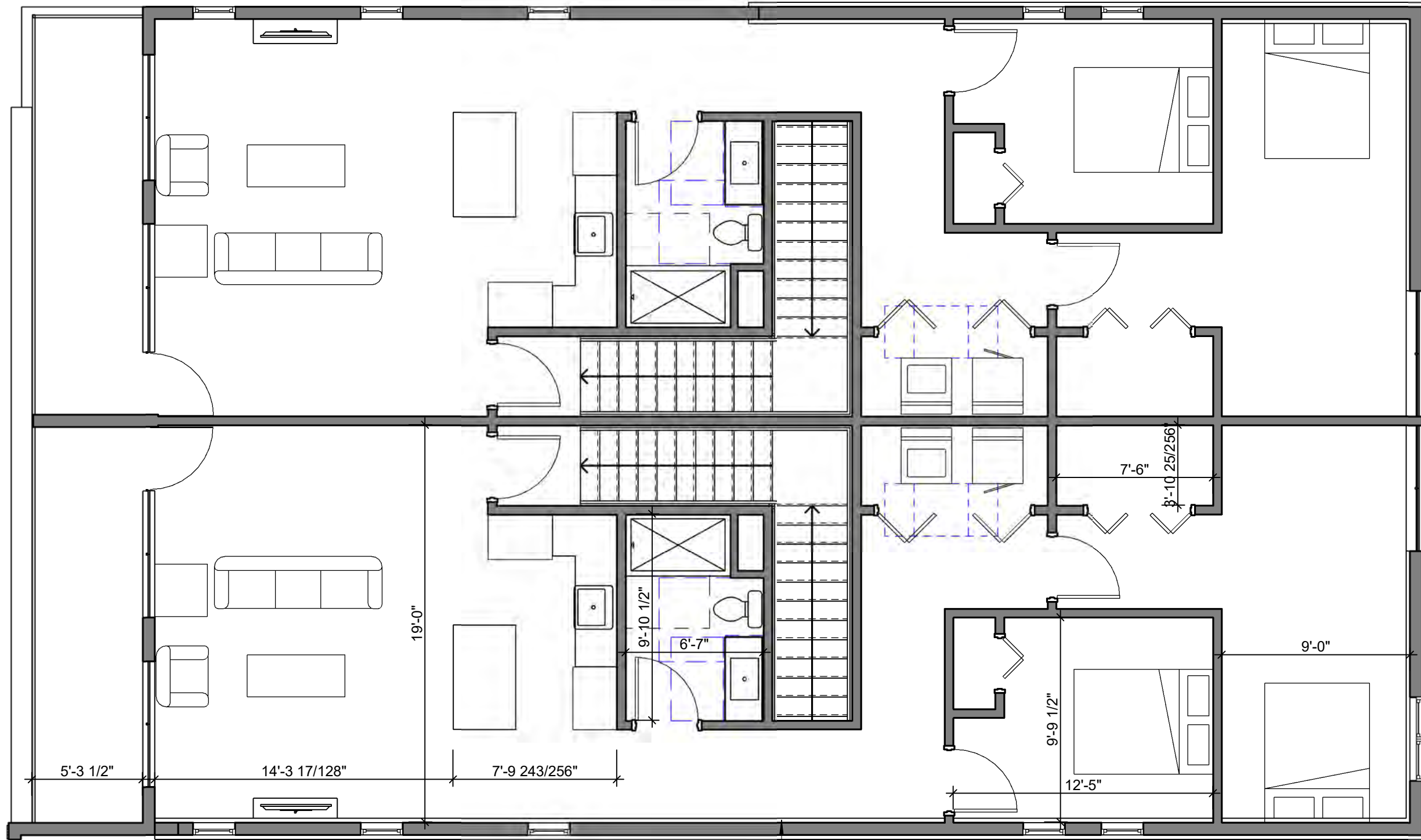
MILWAUKEE | MADISON | TUCSON | CHICAGO



Doctor MLK Jr Drive



FIRST FLOOR PLAN
 SCALE: 3/16" = 1'-0"
 9/10/2021
 Engberg Anderson Project No. 213335



1,053 GSF

Doctor MLK Jr Drive



SECOND FLOOR PLAN
SCALE: 3/16" = 1'-0"

MILWAUKEE | MADISON | TUCSON | CHICAGO

9/10/2021
Engberg Anderson Project No. 213335



DEVELOPMENT
IN THE
BLACK

YEARS





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A Collector's Publication of





June 2021

Dear Friend,

I've recently tapped deeper into the concept of trauma. While the current recognition and awareness of it (including post traumatic stress disorder) is allowing for the appropriate remedies, that has not always been the case. In looking back, I recognize through my upbringing, I am a survivor of various types of trauma (historical, generational, direct and vicarious). This is not the passage for specifics; however, it is a reflection point for why I have pursued different interests.

In January 2017, I enrolled in the Master of Science in Community Psychology program at Alverno. Community Psychology is a sub-discipline of psychology that is concerned with understanding people in context of their communities, the prevention of problems in living, the celebration of human diversity and the pursuit of social justice through social action. Over the course of my life, more specifically the last 14 years, I have lived the love of people and their possibility through catalytic bricks and mortar impact throughout the Northside of Milwaukee.

I've learned that things do not happen by accident and that there is meaning in all things. The meaning is not always swift to reveal itself and in the process of life, we are called continually to expand ourselves.

In reading through old files and searching through pictures to create this compilation of Maures, it was a moment to pause and ponder. There was a point in time where I frowned at the phrase, "appreciate (enjoy) the journey." Today, I now fully and completely resonate with and embrace the journey of life. There were many long days but the years have gone fast. I've been a mother three times over, I've gained and lost allies, I've changed my hair and weight many times, gone through a few Presidents and Governors. With all this movement, there was always at least one thing steady: purpose. I'm thankful for the contributions I have been able to spearhead through my real estate endeavors.

As you read through the book you will see detail on the nine large transactions Maures has completed, you will gain an understanding for the appreciation of art we've infused in our properties, and you will see a sample of the ways in which we have given back.

I have no regrets, only gratitudes for the many lessons learned and opportunities that I have had to cultivate my spiritual inclinations into physical manifestations. I'm appreciative for being able to serve Milwaukee and have a lasting impact on our community.

Forever and always,


Melissa

IN OUR OWN TIME

The Historic Timeline of Maures Development Group

2004

- Melissa applied and accepted into first Associates in Commercial Real Estate (ACRE) class

2005

- Melissa completed ACRE and took ACRE internship placed with American Appraisal Associates
- Formed development company in partnership with three others

2006

- Concluded American Appraisal Associates Internship
- Expelled from development partnership, formed GFG Real Estate LLC and accepted into WHEDA Mentor Protégé program
- Changed GFG Real Estate company name to Maures Development Group
- Introduced to the owners of Handsome Barbershop

2007

- Became first for-profit African-American woman owned real estate development firm to be funded an allocation of Low Income Housing Tax Credits (LIHTC) in the over 20+ years of the program in the State of Wisconsin for Teutonia Gardens
- Groundbreaking for Teutonia Gardens anchored by Handsome Barbershop

2008

- Teutonia Gardens complete, \$5.3 million first transaction
- Created CUPED 501(c)3
- Pitched Brinshore Development in Northbrook, IL and they agreed to partner with Maures

2009

- MGA Construction established
- Received allocation of LIHTC for Heart & Hope Place and Franklin Square Apartments
- Melissa completed SBA e200 program and African American Leadership Program at Cardinal Stritch

2011

- Franklin Square complete, \$8.8 million
- Melissa earned MBA from Marquette University

2012

- Melissa turns 30, raised \$30,000 to donate to 3 organizations: My Home Your Home, Center for Teaching Entrepreneurship, Marquette's Urban Scholars
- Century City Lofts complete, \$8.4 million
- Began Jazz in the Hood concert series

2010

- Heart & Hope Place and Franklin Square Apartments transactions closed with financial support from stimulus funds through the ARRA
- Conducted the Lindsay Heights Speaker Series funded by SDC
- Heart and Hope complete, \$5.7 million

2013

- Lindsay NSP (including SoHi Lofts) complete, \$7.6 million
- Completed City of Milwaukee Business Capacity Building Program
- Maures Management Group established

2014

- Established partnership with CommonBond Communities

2015

- Selected as developer for Historic Garfield School and Mill Road Library redevelopments
- Milwaukee Prosperity complete, \$7.6 million
- Applied for LIHTC for Garfield, not funded
- MGA Construction and Maures Management Group dissolved

2016

- 9% award for The Griot, 4% LIHTC and Historic Credits awarded for Historic Garfield
- Applied for LIHTC for Mill Road Library, not funded
- Established partnerships with J. Jeffers & Co. and Royal Capital Group
- Evelyn's Circle established, hosted first blood drive & marrow donor registration drive

2017

- Melissa started Masters of Science in Community Psychology at Alverno College
- Historic Garfield Apartments complete, \$8 million
- Received an allocation of LIHTC for Mill Road Library redevelopment
- CUPED purchase of Reader's Choice

2018

- The Griot Apartments and America's Black Holocaust Museum complete, \$9.6 million
- Melissa begins internship at the Aurora Healing Center
- Reader's Choice, now Kindred, opens

2019 AND BEYOND

- Mill Road Library completion, \$15.1 million
- Melissa's graduation from Alverno College

THE MAKING OF MAURES

Melissa Nicole Goins is the Founder and President of Maures Development Group, LLC, one of the first for-profit, minority, and woman-owned real estate development firms in the State of Wisconsin. Maures builds quality affordable housing in urban communities and creates spaces and places that generate beauty and pride. Melissa’s guiding philosophy for herself and the organization – “leveraging bricks and mortar to bring pride and hope to people” – demonstrates her holistic approach to real estate. Maures’ journey to success tells the story of what’s possible when talent and determination is nurtured and unwavering persistence is harnessed in the face of real challenges.

In 2004, Melissa was pregnant with her second child and working as a Correctional Sergeant for the State Department of Corrections, as well as the Entertainment Assistant for the Milwaukee Brewers, when an ad in a local newspaper caught her eye. The ad promoted a new 25-week program through Marquette University called the Associates in Commercial Real Estate program, known locally as ACRE. The program, now in its 14th year, seeks to create diversity in the industry through networking, training and placement.

“Apparently, I needed something else on my to-do list” says Melissa. “I was accepted into ACRE, and it changed my life perspective and set me on the path of real estate.” Through ACRE, Melissa was able to learn the fundamentals of real estate development, and more importantly, get to know successful individuals in the industry. Many of those relationships seeded 14 years ago are still strong today. Melissa saw real estate development as an opportunity to make a difference in Milwaukee. After receiving her certification from ACRE, she used her newly found passion to establish her own firm in June 2006. Initially named GFG Real Estate, Melissa changed the name to Maures Development Group with the powerfully prophetic tag line, “Development in the Black.”





Early on, Melissa received crucial mentorship when she earned a spot in the Mentor Protégé Program sponsored by the Wisconsin Housing and Economic Development Authority (WHEDA). The program partners emerging minority and women owned developers with established real estate developers involved in Wisconsin's Low-Income Housing Tax Credit program. Horizon Development Group served as Maures' mentor for the next two years.

"Everything in this industry is about relationships," Melissa explains. "Mentorship is critical to creating the space and pathways needed for emerging and diverse businesses."

The relationship with WHEDA also gave Maures access to federal funding that seeded the firm's first project, Teutonia Gardens. Located in 53206, Milwaukee's lowest income zip code, Teutonia Gardens has 24 units and 5,000 square feet of commercial space. Its anchor business tenant, Handsome Barber Shop, is a 45-year neighborhood institution. In 2009, the development was bestowed with the Mayor's Design Award and received honorable mention in the Charles L. Edson Tax Credit Excellence Awards for its "outstanding effort in providing affordable housing to people in metropolitan areas."

From this first project, Maures Development has grown to complete nine major developments and several smaller transactions resulting in over \$75 million in community investment. It has demonstrated that high-quality, purposeful development is possible and necessary in urban communities. As a recognized business leader, Melissa continues to stay rooted in her ideals and aligns her efforts with her beliefs. "There is no separation between who we are as people" she says, "and the principles that we live."

The Challenges: Persistence Pays Off

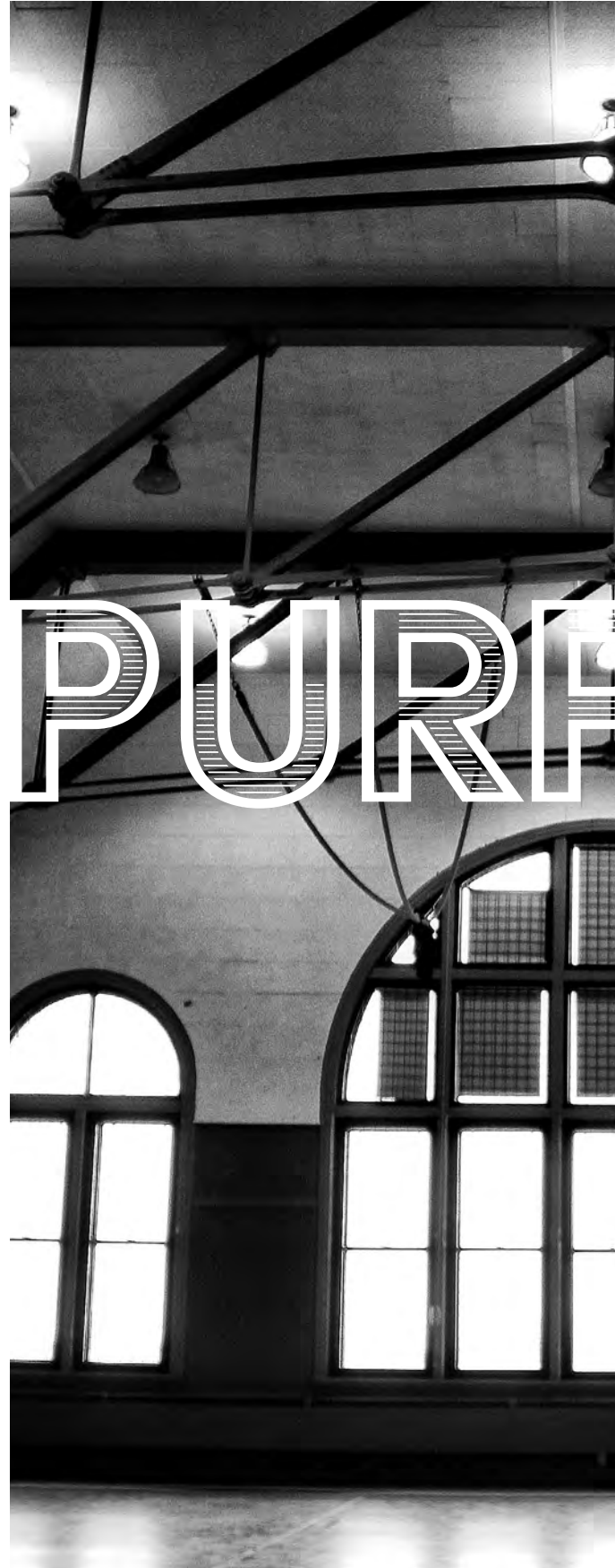
There has been no limit to the barriers faced in establishing Maures Development Group.

From the very beginning, Melissa learned that determination and grit was a must. Even before founding Maures, Melissa joined a partnership with three others who were set to launch a firm together. When Melissa was suddenly voted out of the partnership business, she found herself venturing ahead solo as a young Black woman in an industry overwhelmingly white and male.

“It was a very emotional and uncertain moment in my life. In hindsight, it was the best thing ever. I was forced to look inside myself for strength and motivation and leverage my vision to support me in achieving what I knew was possible,” Melissa says reflecting on that time of transition.

There were – and still are – many times when the firm has traversed racism and the city’s profound segregation. Navigating microaggressions both direct and implicit has too often been a part of daily business. Sometimes it has taken the form of being omitted from key communications or being disregarded in meetings. Other times, Maures was held to different standards from their co-owners because they weren’t seen as a “legitimate” party. Contracted firms would require Maures to get “permission” from its development partners, even though Maures had decision-making authority and was equally financially responsible for the project.

“The first word that comes to mind is disgusting. Now that I’ve been at this for 14 years, I understand how society’s woes are interlaced in business realities. Having started in this industry at the age of 22 – being young, female, and Black – I’m now able to navigate better when these incidences occur. At this stage, I intentionally select partnering firms that are aligned with my mission and values, and who respect who I am as a person, my vision and my objectives.”



Featured Image: Historic Garfield School gym prior to renovation.

POISE

Politics, both formal and informal, add another layer of challenge. Learning to navigate the unspoken protocols of politics – how you fit or don't fit into plans, what's allowed or not allowed, who truly makes decisions – is a steep learning curve.

Some of the greatest challenges came during the Great Recession in 2008, just after Maures completed its first project. Capitalizing on the success of Teutonia Gardens, Maures tried to undertake development opportunities solo. Then the economy tanked. Being a new firm in a high-risk industry that requires significant capital, lenders and investors didn't want risk exposure and wouldn't consider Maures' development ideas. Melissa found herself brimming with ideas, but with only one project under its belt and in a bad economy, Maures was in a very vulnerable position.

As a new business, Maures had to rely on established firms to leverage their portfolio and banking relationships to advance transactions. During the Great Recession, no firm in Wisconsin was willing to partner. Everyone was drowning. Potential partners had to focus first on the fiduciary responsibilities of their own companies. As the economic problems in the industry piled on -- no credit, devalued housing, the implosion of Freddie and Fannie Mae -- it took a lot to stay committed to the greater purpose of the business. This is where Melissa's humble beginnings paid big dividends, one learns to live without.

Maures' saving grace came when the American Reinvestment and Recovery Act (ARRA) was signed into law by President Obama. During the financial crisis, WHEDA had an abundance of LIHTC. Typically a scarce, competitive financial tool, development firms could easily obtain LIHTC during the financial crisis, but couldn't sell the credits to banks or investors to generate sufficient equity. In 2007, the tax credits could be sold for 90 cents to the dollar, but in 2008, only 60 cents to the dollar. This difference amounted to a gap of millions of dollars for each transaction.

With the start of ARRA subsidies, the LIHTC market stabilized making development transactions feasible once again. Many organizations went by the wayside during this hard economic time. Maures made it through and set its sights high.

Development Approach

Maures Development is strategic in its approach to real estate endeavors. It honors both the social benefits and financial advantages to real estate development. The firm's approach is responsive to the community's needs, is anchored in collaborative efforts, and exhibits excellent craftsmanship and sustainability.

Site and property selection is rooted in the needs of a neighborhood, an area of town, or an intersection. The company looks to the City of Milwaukee's planning efforts to help guide and direct its ventures. In identifying projects, sites are selected based on the ability to create critical mass -- a means of stabilizing a community by undertaking multiple projects and/or completing a development where multiple projects are being fulfilled.

Real estate is personal. It relies on having relationships with elected officials, community groups, and the people the properties will ultimately serve. As a native Milwaukee firm, the company has strong knowledge of the intricacies of the city's neighborhoods and the organizations within them. This allows for a natural connection to possibilities. Maures works collaboratively with community organizations and other firms to enhance the community's quality of life. For example, for each development, Maures sets aside between 25-40% of construction contracts to minority and emerging firms with an emphasis on creating opportunity for the communities in which it works. Maures' approach is also distinct in its intention to create beautiful spaces. Attention to interior design features, exterior elements and tangible partnerships is a core operating principle.





Featured Photo: Youth from YMCA Young Leaders Academy attend Franklin Square 2011 grand opening.

In many of its developments, Maures contracts with local artists to create original art for the exterior and interior that reflects the community, its history and culture.

There is an art and science to being able to traverse between speaking on the block and solidifying millions in equity for development. The delicate balance between speaking business lingo and carrying the torch and voice of community is achieved through authenticity. Success is the unilateral objective for both community and corporation. While the methods may differ, Maures brings together aligned minds from different worlds to accomplish real transformation, while always embracing, and never denying, its roots.

Maures: What's In A Name?

The name "Maures" is both Phoenician and Greek in origin. Maures is a derivative of the Greek word Mauros meaning "black." The Romans, after first encountering North Africans, referred to the dark skinned warriors as Maures. The word morphed over the centuries to Moors. Moors were ancient innovators, conquerors, and harnessed a particular architecture.

The slogan – Development in the Black – speaks to origin and purpose. The company is Black owned. The clients are urban based. The developments are innovative and as a for profit firm, profits are in the black.

ANCHORED IN ITS TRUTH

It took time for Maures to anchor in its truth. Over time, the mission evolved from lengthy rhetoric to precise intentionality.

GFG

Founded in 2006, GFG real estate is a commercial development firm specializing in real estate investments, acquisitions & development, management of real assets, construction management & program management. Our client base is urban-based businesses and 501C3 organizations. We strictly target blighted urban areas. GFG Real Estate is created on a foundation of network resource/shared information utilization, often unheard of in an environment of secrets and silent deals. GFG locates opportunities educating inner city business and property owners by turning blight into might they too can acquire a foothold of wealth through development.

Maures Early On

We locate development opportunities that will serve as a vehicle for educating and empowering inner city businesses, residents and property owners about the socio-economic advantages of turning blight into might. Our approach to capturing market share is to establish an innovative replicable process that will lead to sustained generational urban developments. Be it current need or future income, we can show you how a revitalized community makes for increased property value and long term growth. Let us be part of the legacy you didn't realize you can build. We tear down barriers replacing them with opportunities.

Maures Now

Maures is a for profit real estate development firm that leverages bricks and mortar to bring pride and hope to people.

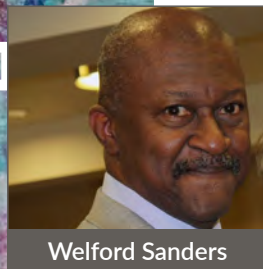




MENTORS, NOW GUIDING SPIRITS



Mother Annie Scott



Welford Sanders



ReDonna Rodgers

Mother Annie Naomi Scott forever kept it honest and direct. Mother Scott lived and owned real estate next door to Maures' first real estate development and never withered in her support and pride for the work the company undertook. A trailblazer in her own right, Mother Scott's dedication and service to her neighborhood was priceless. She committed her life to the service and empowerment of others. Her heart was undoubtedly always in the right place.

Welford Sanders showed his commitment to Melissa and Maures from the very beginning. A silent and mighty force, Welford provided real estate advice, personal advice, guidance on how to navigate the political terrain, and had a heart of gold. He will be remembered for being steadfast, honest, and a dedicated person and developer.

ReDonna Rodgers was always a supportive, motivating, and inspirational messenger. Her regular handwritten notes, text messages, voicemails, and emails provided consistent and continual encouragement.

Thank you Mother Scott, Welford and ReDonna for your love and unwavering support. You are truly missed in the physical form. Your impact will forever live on.

Mural Photo: Custom exterior murals for Franklin Square by Ras Ammar Nsoroma with ArtWorks for Milwaukee.



COMPLETED IN
2008

TOTAL BUDGET
\$5,298,331

MANIFESTED DEVELOPMENTS

TEUTONIA GARDENS

2709 North Teutonia Avenue
Milwaukee, Wisconsin 53206

Forty years after being at the center of the civil rights movement in Milwaukee, the northwest corner of Teutonia and Center experienced a rebirth infusing affordable housing units and commercial space to revive a historic corner. The groundbreaking honored the past achievements of the 1967 Civil Rights Marches.



Teutonia Gardens is a 45,840 square foot mixed-use building with 24 units of apartments. These apartment homes are available to individuals and families earning 50% to 60% of the County Median Income including a few market rate apartments.

Each unit houses two full baths, full size washer-dryer, dishwasher, range, refrigerator, garbage disposal and microwave. Half of the units have either recessed or overhang balconies. Tenants have full sized storage closets on each floor and a first floor parking garage. Common areas include a business center, club room, and fitness room. To the rear of the development is a children's play area, grilling area and urban garden.

The building has three commercial suites with approximately 6,000 square feet. The ground floor is anchored by Handsome Barber Shop, who has been in the area for over 40 years. The building derived its name from the 2/3 acre urban garden at the rear of the property. The building was selected by MMSD as a recipient of a "Best Management Practices" grant to install a unique storm water mitigation and irrigation design utilizing an underground cistern. A 5,000 gallon cistern is buried beneath the play area.

Teutonia Gardens blended various public, private, for-profit and non-profit funding sources for the completion of this endeavor.

Development partner: Midwest Affordable Housing Corporation • Teutonia Gardens utilized the following funding sources:
• \$3,788,960 million Investor Equity • \$1,033,000 Permanent Financing • \$290,000 Large Impact Development Funds • \$186,371 Deferred Developer Fees



COMPLETED IN
2010
TOTAL BUDGET
\$5,749,884

HEART & HOPE PLACE

3390 North Dr. Martin Luther King Jr. Drive
Milwaukee, Wisconsin 53212

Heart and Hope Place is located in the Harambee Neighborhood. This neighborhood is filled with long time residents that have a great amount of community pride and are committed to strengthening the area. Harambee is a Swahili word that means “pulling together”.



The redevelopment of the property located at 3400 block of North Dr. Martin Luther King Jr. Drive helped spearhead future development opportunities.

The vacant property was built into a four story mixed-use elevator building offering 24 apartment units to cultivate a nurturing environment for families. The development serves individuals and families at or below 60% of the County Median Income. Amenities include: covered parking, air conditioning, washer and dryer, stove, refrigerator, microwave, dishwasher, garbage disposal, central air and offer a few handicap accessible units. Artwork from a renowned local artist is displayed at street level.

Heart & Hope Place leverages the current and ongoing efforts of the key stakeholders. The Local Initiative Support Corporation completed the Harambee Great Neighborhood Plan; the results showed that the most critical issue in revitalizing the community at the time was housing. At the time of construction, there were many vacant lots and as a result, a great need and opportunity to rebuild the neighborhood. With focused effort and effective leadership, Heart & Hope Place energized the neighborhood with quality affordable housing.

The development team committed to working together with community partners in the Harambee Neighborhood to create a sense of place by providing affordable housing in a beautiful setting.

Development partner: Brinshore Development • Heart and Hope Place utilized the following funding sources:
• \$3,857,969 Investor Equity • \$1,476,013 Section 1602 Exchange Funds • \$300,000 Permanent Financing • \$115,902 Deferred Developer Fees



COMPLETED IN
2011

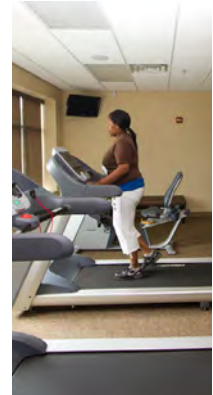
**TOTAL BUDGET
\$8,816,658**

FRANKLIN SQUARE

1420 West Center Street
Milwaukee, Wisconsin 53206



Franklin Square is affectionately named after Franklin Square Park where many historians speak to the power of community through athleticism. The park provided recreation for many including Howard Fuller, former MPS Superintendent and birthed NBA players such as Fred “Downtown Freddie” Brown and John Howard Getty “J.J.” Johnson, who both played for the Seattle Supersonics.



Franklin Square is a mixed use development offering 37 apartments in two buildings for individuals and families. The development required the acquisition of three private properties combined with several city lots to complete the property assemblage.

Building One is on the Northeast corners of Center and 15th Streets. This elevator building has four stories. The building houses a community room for events. Residents enjoy a large exercise room, storage lockers and secure first floor parking.

Maures Development Group offices are in the building along with on-site management.

Building Two comfortably snugs the Southwest corner of Hadley Street and Teutonia Avenue allowing for six townhomes and three traditional apartments. Unit amenities include: balconies, indoor parking/garages, washer-dryer, stove, refrigerator, microwave, dishwasher, central air and offer a few handicap accessible units.

Unique features of the large campus which were created in combination with Teutonia Gardens include outdoor murals, connecting sidewalks, beautiful landscaping, permeable pavers, and energy efficient lighting.

Development partner: Brinshore Development • Franklin Square Development utilized the following funding sources:
• \$5,690,000 Investor Equity • \$1,762,917 Sec 1602 Exchange Funds • \$515,000 Permanent Financing • \$353,825 City of Milwaukee Tax Incremental District • \$265,590 City of Milwaukee NSP Funds • \$284,741 Deferred Developer Fees



COMPLETED IN
2012
TOTAL BUDGET
\$8,408,685

CENTURY CITY LOFTS

3817 and 3871 North 35th Street
Milwaukee, Wisconsin 53216

Century City Lofts is appropriately located on 35th Street across from the much anticipated AO Smith/Tower Automotive redevelopment. The development supports the momentum forged by the neighboring Century City Business Park, a focused job attraction and community building effort by the City of Milwaukee.



In 2009, the Milwaukee Common Council approved a \$15 million Tax Incremental District (TID) for the purpose of redeveloping the former Tower Automotive site located in Milwaukee's 30th Street Industrial Corridor. In addition to the TID, the City has allocated \$10 million in its capital budget and has received an additional \$2 million in state and federal grants to undertake redevelopment of the property. Century City Lofts is located within the boundaries of the TID.

Century City Lofts offers 37 units in two buildings. The unit mix allows for one, two and three bedroom lofts serving residents at 50% and 60% of CMI.

Residents benefit from a fitness facility, business center and club room. The development is geared toward workforce and business professionals opting to live and work in Milwaukee's urban core.

The property is adorned with an array of custom art commissioned from Reginald Baylor and Jasmine Barmore. Art placement is located throughout the hallways, entry vestibule, outdoor play area, and the first floor windows. The building signage was custom made using fabricated metal from a salvage yard to honor the legacy of manufacturing in the neighborhood.

Development partner: Brinshore Development • Century City Lofts utilized the following funding sources:
• \$7,048,486 Investor Equity • \$580,000 Permanent Financing • \$495,000 City of Milwaukee TIF • \$285,199 Deferred Developer Fee



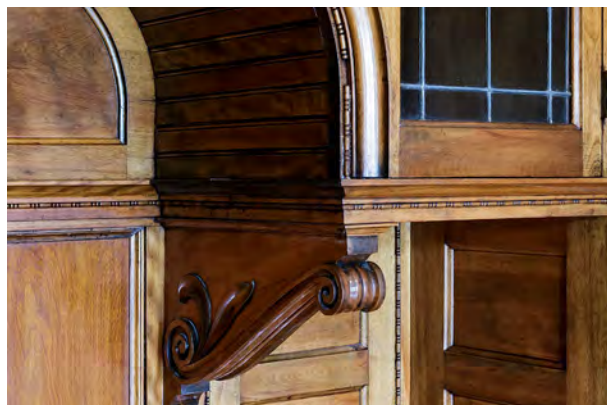
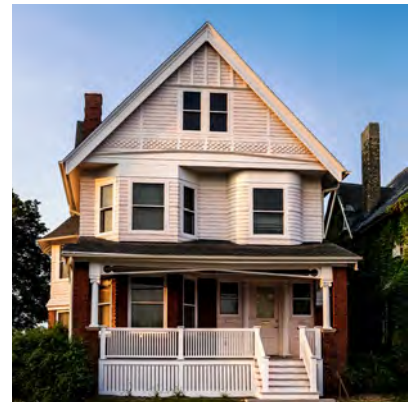
COMPLETED IN
2013
TOTAL BUDGET
\$7,614,855



LINDSAY NSP (INCLUDING SOHI LOFTS)

*Various addresses in Lindsay Heights and
Avenues West neighborhoods
Milwaukee, Wisconsin 53206 and 53233*

This effort occurred in partnership with the City of Milwaukee to address foreclosures in Lindsay Heights and the SoHi District. There are many factors involved in the destabilization of property values including the prevalence of vacant properties, disinvestment on behalf of property owners, and the impact of foreclosures and tax delinquency.

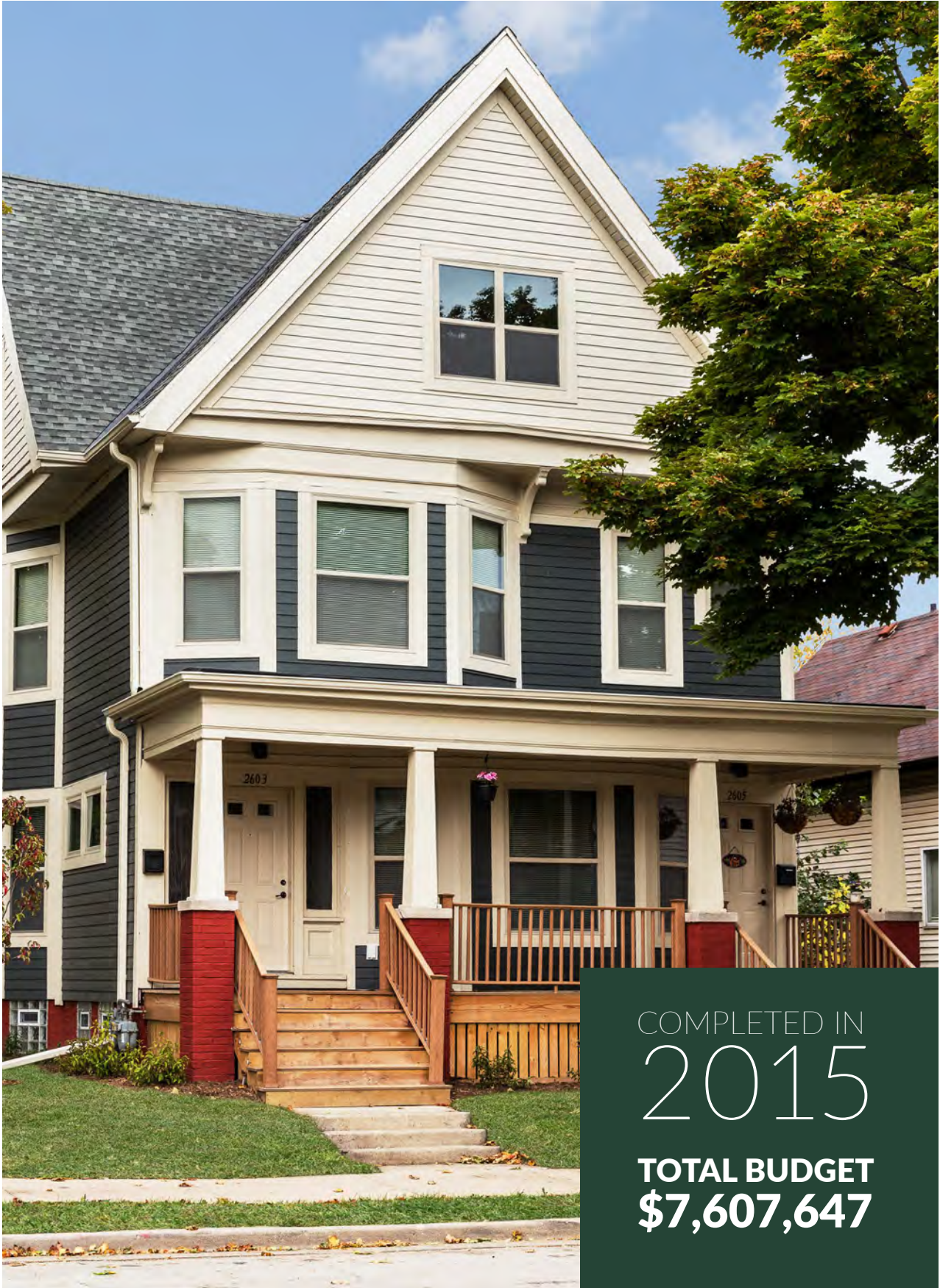


When compounded together, these factors lead to a lack of confidence within the neighborhoods, as well as the broader community, which can contribute to a continued cycle of disinvestment. As a means of interrupting that cycle, the development team targeted specific opportunities for acquisition and rehabilitation. Through the Neighborhood Stabilization Program (NSP), 40 residential units were acquired and substantially rehabilitated through the development affectionately named Lindsay NSP. Once acquired, the properties underwent substantial rehab, resetting the useful life of the properties.

The restored unit mix include one, two and three bedrooms geared toward families at 30%, 50% and 60% AMI. The development is grouped into discrete development components: a strategic cluster around Teutonia Avenue and Center Street, and a vacant multifamily building at the intersection of 27th and Wells Streets, formerly named Westpointe now SoHi Lofts. The SoHi Lofts property added an additional 16 units of foreclosed units to the transaction.

The 24 unit strategic cluster in Lindsay Heights put dilapidated City owned real estate back into productive use through renovation.

*Development partner: Brinshore Development • Lindsay NSP utilized the following funding sources:
• \$5,851,113 Investor Equity • \$1,150,000 City of Milwaukee NSP Funds • \$375,000 Permanent Financing • \$180,000 FHLBC AHP • \$58,742 Deferred Developer Fee*



COMPLETED IN
2015

**TOTAL BUDGET
\$7,607,647**

MILWAUKEE PROSPERITY

*Various addresses in Lindsay Heights
and Harambee neighborhoods
Milwaukee, Wisconsin 53205, 53206 and 53212*

A strategic cluster of 35 units of rehabbed city foreclosed homes, this development builds off the Lindsay NSP efforts. This cluster is a targeted investment with the goal of stabilizing the Lindsay Heights and Harambee neighborhoods. The units target families at 30%, 50%, and 60% CMI with one market unit.



Another partnership with the City of Milwaukee to bulk purchase foreclosed, dilapidated, and vacant homes, Milwaukee Prosperity was an expansion of the team's ongoing effort to address foreclosures and blight in Milwaukee's urban core. The Harambee neighborhood in particular was selected because of its proximity to Heart & Hope Place, as well as the concentrated investment that has taken place over the past few years from reputable groups such as the Martin Luther King Economic Development Corporation, Local Initiative Support Corporation, Northcott, MLK Business Improvement District, Hope School, Riverworks Development Corporation, and many others. This sort of combined targeted investment has the potential to further strengthen the neighborhood and to provide new opportunities for long-term investment.

When foreclosures were on the rise, city-owned and vacant properties contributed negatively to the destabilization of neighborhoods such as Harambee and Lindsay Heights. With extensive rehabilitation work, Milwaukee Prosperity helped achieve greater neighborhood stabilization while providing higher quality living options for those in need.

Having the management company in close proximity means property upkeep occurs with ease and tenant concerns can be addressed in a timely manner.

*Development partner: Brinshore Development • Milwaukee Prosperity utilized the following funding sources:
• \$6,097,346 Investor Equity • \$650,000 Permanent Financing • \$500,000 City of Milwaukee NSP Funds • \$360,301 FHLBC AHP*



COMPLETED IN
2017
TOTAL BUDGET
\$8,077,594

HISTORIC GARFIELD APARTMENTS & THE GRIOT APARTMENTS

*2215 and 2235 North 4th Street
Milwaukee, Wisconsin 53212*

The Historic Garfield Campus redevelopment delivered to the Bronzeville neighborhood a full square block of mixed-income housing, America's Black Holocaust Museum, outdoor open space, parking, and an abundance of community pride. In the 1930s, the number of African-American owned businesses in the original Bronzeville exceeded all other areas of the city.

In the late 1960s, however, a portion of Walnut Street was demolished to make room for a freeway. Despite this loss, the memory of Bronzeville remains strong in Milwaukee. The Bronzeville Cultural and Entertainment District is a City of Milwaukee redevelopment initiative inspired by Milwaukee's original Bronzeville District of the early to mid 1900s. The primary African-American economic and social hub of its time, Bronzeville brought all ethnicities together to celebrate African-American culture, highlighting jazz, blues and the arts. Those living in Bronzeville recall a commercial corridor with nightclubs such as Metropole Club and the Moon Glow featuring performances by such pioneers as Billie Holiday, Duke Ellington, Count Basie, Dizzy Gillespie and Nat "King" Cole, to mention a few.

The 21st Century Bronzeville Initiative is revitalizing an area of Milwaukee where African-American culture has been a mainstay.

Development partner: J. Jeffers & Co. • Historic Garfield School utilized the following funding sources:

- \$5,073,645 LIHTC, Fed HTC, SHTC Equity Sources • \$1,066,000 Permanent Financing • \$1,000,000 City of Milwaukee TIF and HOME Funds
- \$637,149 Deferred Developer Fee • \$300,000 Northcott Neighborhood House

COMPLETED IN
2018
TOTAL BUDGET
\$9,629,580



The Historic Garfield Campus redevelopment will act as one campus albeit there are two distinct components: The Griot and the Historic Garfield School.

The Griot, the name used in West Africa to describe a storyteller, has 41 mixed-income units and has 8,000 square feet of commercial space. The apartments serve households at 30%, 50%, and 60% CMI. It offers six market rate units. The second building includes the adaptive reuse of the Historic Garfield School into housing and artist spaces with a total of 30 units targeted to all households at 60% AMI. Both buildings have one, two and three bedrooms units.

America's Black Holocaust Museum will re-open on the ground floor of The Griot Apartments. The return of the museum in a physical space will have a dramatic and immediate impact on the Bronzeville community, as well as the City of Milwaukee and State of Wisconsin.

Development partner: J. Jeffers & Co. • The Griot Apartments utilized the following funding sources:
• \$6,328,104 LIHTC Equity • \$1,210,000 Permanent Financing • \$835,000 TIF, HTF • \$525,000 FHLBC AHP Funds • \$481,476 Deferred Developer Fee • \$250,000 WEDC



MILL ROAD LIBRARY REDEVELOPMENT

*7717 North Good Hope Road
Milwaukee, Wisconsin 53223*

The mixed-use building includes a new library with 65 units of housing. In June 2019, the residential component was completed and named the Fortitude Apartments.



Located on the Northwest side of Milwaukee, this mixed-use development features the new construction of a four-story building consisting of a pre-cast first level with wood framing above. Anchoring this development is a new 17,000 square foot Milwaukee Public Library that will replace the Mill Road Branch. The upper floors include a total of sixty-five mixed-income multi-family apartment homes catering to families. The redevelopment includes on-site parking for residents and library users, an outdoor green space along a highly visible and accessible commercial corridor.

The redevelopment proposes to set aside 56 of the units for residents earning 30%, 50%, 60% or less of the Area Median Income. The remaining units will be rented at market rates. Unit sizes will range from 650 square feet for one bedroom units, 850 square feet for 2 bedroom units, and anywhere from 1,050 to 1,250 square feet for the three bedroom units.

This plan continues the successful replacement of several branch libraries with new mixed-use buildings. The Milwaukee Public Library's Villard Square Branch opened in October 2011. The new East Branch opened on November 22, 2014 drawing more than 2,000 visitors on opening day. The new Forest Home Library, now named Mitchell Library, opened October 2017.

Development partner: Royal Capital Group • Mill Road Library Redevelopment utilized the following funding sources:

• \$8,223,266 LIHTC Equity • \$2,900,000 Permanent Financing • \$2,350,000 City of Milwaukee • \$750,000 FHLBC AHP • \$809,507 Deferred Developer Fee

MISSION DRIVEN COMMUNITY GIVING

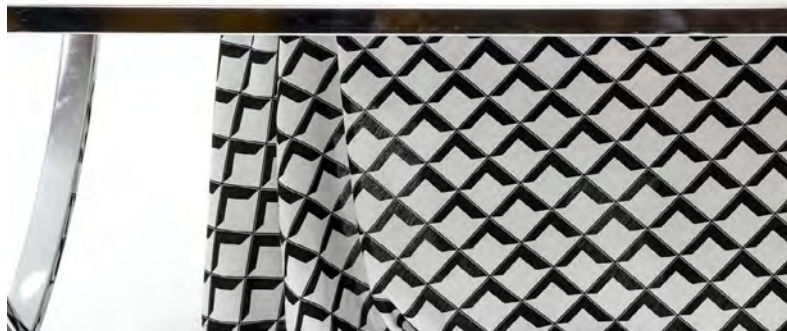
As a member of the Milwaukee community, Maures is invested in its prosperity. Over the years, Maures has contributed to many organizations with a focus on supporting youth in the areas of empowerment, education, and entrepreneurship. The company has organized support and resources for the young people living within its developments and engaged youth-based arts organizations to create artwork displayed prominently around its campuses.

Maures has also been a generous donor to community organizations, including Penfield's Children Center, Marquette's Urban Scholars, and Center for Teaching Entrepreneurship. It has also sponsored local community initiatives such as Bronzeville Festival, Milwaukee Film Festival, Heal the Hood, My Sister's Keeper, and Girls Day at City Hall.

As a business and community leader, Melissa recognizes the support and mentorship she received as a young entrepreneur and gives back by investing in others. She makes time to speak with youth and invest in professionals seeking support and guidance. Melissa was recognized for her generous community giving by the United Way of Greater Milwaukee and Waukesha County with a Philanthropic Five (P5) award in 2017.

Evelyn's Circle

Melissa's passion for supporting young people turned in a new direction when her own daughter, Evelyn, was born with a serious blood disorder in 2015. Melissa began to educate herself on her daughter's health concerns and learned that families of color dealing with blood disorders face far greater barriers to treatments and cures. In fact, African-American





Featured Photo: Melissa with daughter, Evelyn, age 2.

patients have the lowest odds of finding a life-saving bone marrow donor match compared to all other groups. Determined to turn the tides, she turned her own difficult journey into a path for change.

Shortly before her daughter's first birthday, Melissa organized a group of friends into Evelyn's Circle to provide support and advocacy for families journeying to health. Through Melissa's advocacy, Evelyn's Circle now supports the BloodCenter of Wisconsin's Be the Match marrow donor registry and organizes blood drives through Jazz in the Hood, the Juice Kitchen's Sickle Cell Saturdays and other citywide events. Together, Evelyn's Circle works to register bone marrow and blood donors from diverse cultural backgrounds. In its first year alone, Evelyn's Circle registered almost 80 new donors and helped educate hundreds more.

For Evelyn, the bone marrow registry represents hope. Melissa knows that without a successful bone marrow transplant, Evelyn may face a lifetime of health challenges and profound risks. At the same time, Melissa knows that they can't become paralyzed by these prospects and must be committed to living full, abundant lives. Through Evelyn's boundless energy and resiliency, she reminds her family and Circle of Friends the importance of moving forward with strength and intention. As Melissa says, "Life presents an opportunity to step into it boldly --- our choice is to live out loud."

Consider supporting. The life you are saving, could be your own. More info at: [versiti.org/wisconsin](https://www.versiti.org/wisconsin), [bethematch.org](https://www.bethematch.org) and [maccfund.org](https://www.maccfund.org).



CUPED

In addition to founding Maures, Melissa also founded a non-profit organization, CUPED. The organization is committed to promoting and protecting traditional urban neighborhoods through physical, economic and social transformation. Through its efforts, CUPED has worked to lift community development initiatives across Milwaukee's near-northside and has invested over \$2 million in Milwaukee neighborhoods.

Jazz In The Hood

Together, Maures and CUPED also organize an annual festival in Milwaukee's central city each summer. Jazz in the Hood provides a family-friendly evening of music and entertainment to over 400 residents each year. It highlights the community's talents – showcasing local musicians, artists, and food makers – and celebrates Milwaukee's urban core for the beauty it harnesses. The festival has become an opportunity for neighbors to come together and enjoy the sweet sensations of summer, fellowship and tunes. Over five years, the event represents a \$60,000 investment in arts, culture, and music.



Above Photo: Musician Evan Christian connects with the crowd.

Featured Below: Jay Anderson plays saxophone. Guests pause to enjoy the sunshine during the 2016 festival.

Opposite Page: Music featured throughout Jazz In The Hood reflects the diversity of the neighborhood and surrounding areas. Art contributes to culture throughout Bronzeville.



Featured Photo: JITH 2016
featuring Sista Strings.



THE IMPACT OF ART

Maures' approach is also distinct in its intention to create beautiful spaces. Attention to interior design features, exterior elements and tangible partnerships are core operating principles. In many of its developments, Maures contracts with local artists to create original art for the exterior and interior that reflects the community, its history and culture.

Art has been significant in the Maures redevelopments based on a fundamental belief that beauty invokes something special in people. It captures stories, dreams, possibilities and more. It warms a space which then warms a heart. It pulls a certain element of joy and inspiration from the artists, which is transmuted into a significant investment in the lives of others.

Art has a universal language of purpose and opportunity and it has a way of making things alright.

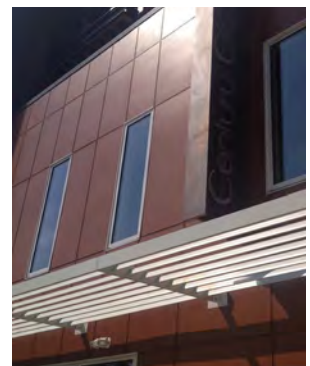


Featured Artwork: Bottom left: Ras'Ammar Nsoroma and ArtWorks at Franklin Square, Top right: Tia Richardson at Historic Garfield School, Bottom right: Statue acquired from Timbuktu Art Colony





Featured Artwork: **Above:** Sculpture acquired from Timbuktu Art Colony. **Below:** Reginald Baylor at Century City Lofts, Ras'Ammar Nsoroma and ArtWorks at Franklin Square, Ras'Ammar Nsoroma and ArtWorks at Franklin Square, custom signage made from junk yard steel to pay homage to manufacturing.







Maures Development Group hired ArtWorks for Milwaukee to create ten 8-foot by 4-foot mural panels for the Franklin Square apartment redevelopment. Youth from the Lindsay Heights neighborhood did the work with lead artist Ras Ammar N'soroma. The community mural was named Purpose, Persistence, Prosperity.

Featured Artwork: Top left: Jasmine Barmore at Historic Garfield School, top right: Reginald Baylor at Century City Lofts.
Opposite Page: Reginald Baylor at Century City Lofts.

MAURES IN THE NEWS

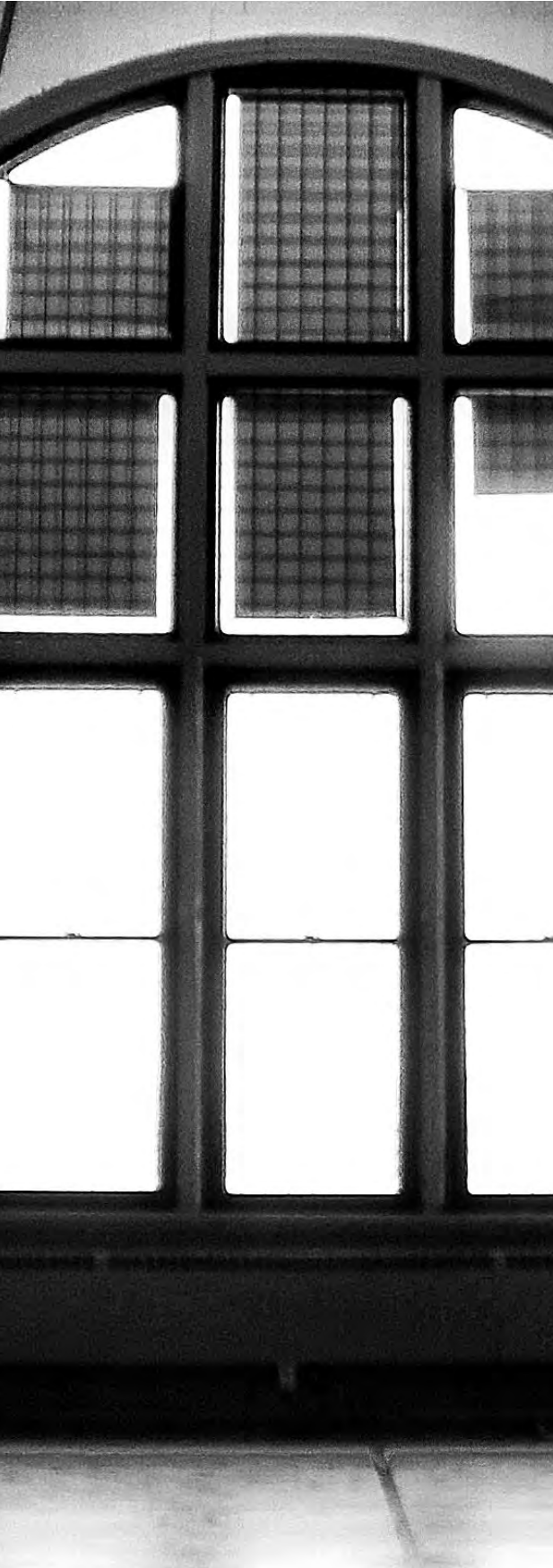
Maures' vision has culminated in a powerful story of inspiration and a model for what's possible in leveraging real estate to transform communities.

“ Melissa has kept her promise for 12 years. Projects are developed on time, in budget and for community benefit. She's a LEADER

you can depend on to get the development completed with integrity.”

**SHARON ADAMS,
CO-FOUNDER OF WALNUT WAY**





EMBR

BELIEVE in personal inclinations and **PASSIONS** no matter what others may say. Believe in yourself.

STAY TRUE to goals and passions even when it gets difficult. Starting a business requires significant sweat equity and the early years cost more money than they make.

Change in life is inevitable. Things do not always work out as planned, keep going anyway and **EMBRACE** every step of the journey.

Prioritize your values and **ALIGN** with people and firms that **ALIGN** with what you represent as closely as possible.

Relinquish control and gain **ACCEPTANCE**.

RACE

THE LESSONS

GIVING to others is very rewarding and raising money to **SUPPORT** organizations is hard and necessary work.

There is an ongoing need for blood donors and for people to **REGISTER** to become bone marrow donors.

Be open to **EXPLORE** different interests and **PASSIONS**.

ENJOY the fruits of your labor.

Unforeseen challenges will occur within and outside of one's own control. While it is easy to have a pity party, it's better to survey the landscape and **CREATE A PLAN** based on the realities.

Have a plan and **REMAIN OPEN** to what life offers up along the way.



