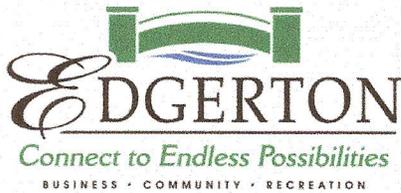


**Vicki Morris**

**From:** edgertonedc@gmail.com on behalf of Edgerton Economic Development Corp.  
<edgertonedc@gmail.com>  
**Sent:** Monday, February 03, 2014 3:03 AM  
**To:** vickisueb@att.net  
**Subject:** News on Edgerton, WI Economic Development

February, 2014

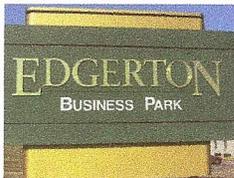


# ECONOMIC DEVELOPMENT NEWS

Dear Vicki,

The City of Edgerton is now sole owner of business park property and has adopted a new incentivizing policy regarding brokers commissions -

## City Sole Owner of Business Park - New Pricing In Place



Recently the City of Edgerton closed on the purchase of several lots located within their north side business park previously owned by NAI/MLG Commercial Real Estate (MLG) of Brookfield, Wisc. MLG had purchased several of the lots when the park was developed and the City contracted with MLG to broker and sell the sites.

In order to have more control over the pricing of the lots and development of the park, the City decided to pursue the purchase of the lots which MLG still owned.

"Having control over the available sites provides the City with flexibility in marketing the land. Given the availability of funding to attract businesses using tax increment financing, the timing for the purchase was right", states City Administrator Ramona Flanigan.

Once the land purchase was complete the Council voted to reduce the per acre price, moving from \$29,900 per acre to \$19,900 per acre for all remaining sites other than lot #7 which will be priced at \$15,000 per acre. Flanigan stated, "We feel this places our business park acreage into a more realistic pricing structure for today's economy. Of course, we also hope to draw new attention to our sites with these competitive prices".

[Join Our Mailing List!](#)

[Quick Links](#)

[City of Edgerton](#)

[Edgerton Business Park](#)

[Broker Commission Policy](#)

[Rock County Development Alliance](#)

[Edgerton Chamber of Commerce](#)

[Locate in Wisconsin \(Featured Property\)](#)

The Edgerton Business Park received a third-party shovel ready designation in 2012, being the third site in all of Wisconsin to achieve such designation. This designation is an indicator of the barrier-free and speed-to-market processes offering a compilation of data which normally takes months to obtain.

Purchase of the business park lots and the lowering of the price per acre is another step made to better position the City of Edgerton's overall economic development efforts.

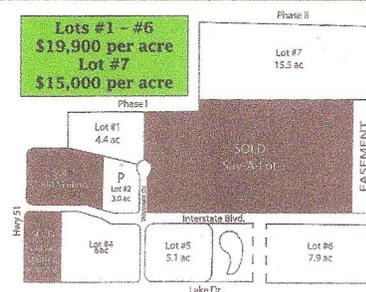
## New Broker Commission Policy in Place

In addition, the City has also put into place a new Memorandum of Understanding Regarding Seller's Brokerage Commission. In effect, brokers eligible for commission shall be paid the commission by the City at closing in the amount of six percent (6%) of the gross listing price for the property sold, regardless of the actual or "incentivized" sales price. In the case the City of Edgerton should choose to incentivize certain projects through below market sales, this Memorandum will protect brokers' commissions for those brokers bringing transactions to the City's attention which result in successful closings. It is the intent of the City of Edgerton to incentivize regional brokers to become actively involved with the opportunities the City has to offer.

To read or refer to the Memorandum of Understanding please go to: [Memo of Understanding - Broker's Commission](#)

## Featured Property

**Edgerton Business Park:** Ideally situated in southern Dane County, one mile off Interstate 90 on U.S. Highway 51. Excellent interstate access to Madison, Milwaukee, Illinois, Minnesota and beyond. All lots are fully developed with flexible lot sizes and attractive pricing. For information contact Ramona Flanigan, City of Edgerton, 608-884-3341, [www.cityofedgerton.com](http://www.cityofedgerton.com).



For information and connections to more possibilities contact:  
Ramona Flanigan, Administrator, City of Edgerton  
608-884-3341 [rflanigan@cityofedgerton.com](mailto:rflanigan@cityofedgerton.com)  
Vicki Morris, Consultant, Edgerton EDC  
608-289-6084 [edgertonedc@gmail.com](mailto:edgertonedc@gmail.com)

Vicki Morris  
Edgerton Economic Development Corp.

[Forward email](#)



Try it FREE today.

This email was sent to vickisueb@att.net by [edgertonedc@gmail.com](mailto:edgertonedc@gmail.com) |  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).  
Edgerton Economic Development Corp. | PO Box 5 | Edgerton | WI | 53534