	CDA Agenda Item
Meeting Date:	09-21-2023
Agenda Item:	Update Regarding Proposed Listing Contract and Brokerage Services for the City of Whitewater
Staff Contact (name, email, phone):	Bonnie Miller, CDA Administrative Assistant <a href="mailto:bmiller@whitewater-wi.gov">bmiller@whitewater-wi.gov</a> 262-473-0149

#### BACKGROUND

(Enter the who, what when, where, why)

At the request of Jeff Knight who asked to be briefed on how the RFP process was handled, I am providing the following to the Board:

The Listing Contract entered into with Twelve2 Commercial Group in November of 2021 is scheduled to expire on 10/31/2023. The CDA issued a Request for Proposal on July 3, 2023 seeking proposals for listing and brokerage services for the City of Whitewater for a term to begin on November 1, 2023. The RFP was published in the *Whitewater Register* for two consecutive weeks with a proposal deadline of August 3, 2023 at 3:00 p.m. As of August 3, 2023, the CDA received two proposals from the following: Anderson Commercial Group and a proposal from Legacy Realty Group. It should be noted that Twelve2 did not submit a new proposal at that time.

On August 2, 2023, the CDA received an email from Ms. Kristen Parks of Anderson Commercial Group requesting a timeline for the Board to review and vote on the proposals and indicated that they would like to be available to answer any questions. I replied to her email stating that the tentative plan was to present the proposals to the CDA for review and discussion in open session at the August 17, 2023 CDA meeting, followed by an invitation to both submitters to attend the September 21, 2023 CDA meeting for an in-person presentation. The City had not received a similar request for information from Legacy Realty Group, however, I sent a similar email to Legacy Realty with the same information affording them the opportunity to choose to attend the meeting.

#### PREVIOUS ACTIONS – COMMITTEE RECOMMENDATIONS

(Dates, committees, action taken)

Both proposals were presented to the CDA Board for discussion only at the August 17, 2023 CDA meeting. Ray Gooden (Anderson Commercial Group) chose to attend the meeting and was invited to address the Board. A representative of Legacy Realty Group did not attend. The Board directed Staff to request that representatives of both submitters attend the September 21, 2023 CDA meeting to present a proposed contract for consideration by the Board.

#### FINANCIAL IMPACT

(If none, state N/A)

#### STAFF RECOMMENDATION

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Discussion and consideration of the proposed contracts and final section will be placed on the Agenda for the October 19, 2023 CDA meeting.

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ATTACHMENT(S) INCLUDED

(If none, state N/A)

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- Memorandum Dated 09/13/2023 to CDA Board from Bonnie Miller, CDA Administrative Assistant.
  - Correspondence dated July 16, 2023 addressed to Twelve2 Commercial Group LLC.
  - Request for Proposals (RFP) – Listing and Brokerage Services for City of Whitewater, Wisconsin.
  - Proposal received July 25, 2023 from Anderson Commercial Group.
  - Proposal received August 3, 2023 from Legacy Realty Group.
  - Email from Kristen Parks received by Bonnie Miller on August 7, 2023 at 10:44 a.m. , with subsequent reply on behalf of the CDA by Bonnie Miller dated August 16, 2023 at 9:32 a.m.
  - Email from Bonnie Miller dated August 16, 2023 at 9:36 a.m. addressed to Tim Vandeville of Legacy Realty Group.
  - Proposed Contract from Legacy Realty Group
  - Proposed Contract from Anderson Commercial Group.
  - Email from John Weidl to Bonnie Miller containing a series of emails regarding an email from Dave Hazenfield of Twelve2 Commercial Group to Common Council President Patrick Singer and Council Member Jim Allen dated 09/13/2023.
-



Bonnie L. Miller, Administrative Assistant  
for Economic Development

312 W. Whitewater Street  
Whitewater, WI 53190  
[bmiller@whitewater-wi.gov](mailto:bmiller@whitewater-wi.gov)  
PHONE: (262) 473-0149

To: Community Development Authority Board of Directors

Date: September 13, 2023

Re: Existing Listing Contract with Twelve2 Commercial Group (f/k/a H2C Commercial Group)

Gentlemen:

As most of you know, I have been a part-time member of the Community Development Authority staff for over five years and have been through various transitions from two Economic Development Directors, a year without any Director, two Interim ED Directors, and now under the direction of City Manager John Weidl. I have recently been promoted to a full-time position and am happy to say that I am very busy. I am involved at a staff level with many of the developments working their way through the development and approval process with City Staff. John's leadership provides me with clear direction when assigned a task, he respects my knowledge of the City of Whitewater, encourages me to take initiative and supports the work that I am doing. I appreciate that he makes himself available to hear my questions or concerns. I was assigned the task of issuing the RFP for Brokerage Services and handling the submittals that came in.

The following is a narrative of my experience working with Twelve2 Commercial Group:

Over the course of the term of the existing Listing Contract between the CDA/City of Whitewater and Twelve2 Commercial Group, I have no direct knowledge that they were successful in bringing any potential development opportunities to Whitewater. As the Administrative Assistant for the CDA, I do not recall receiving regular correspondence or phone calls from anyone at Twelve2 Commercial Group notifying the CDA of a specific potential buyer or providing an update regarding their marketing efforts until after 06/16/2023.

On 06/01/2023, the CDA closed on the sale of vacant land in the Business Park located at 501 Prospect Drive to Becker & Bolton LLC. To the best of my knowledge, Twelve2 Commercial Group did not participate in the marketing or sale of the property to this buyer, however, pursuant to their Listing Contract, a commission check in the sum of \$10,764.00 was issued. I drafted a letter addressed to Twelve2 Commercial Group on behalf of City Manager John Weidl notifying them of the recent sale and included the \$10,764.00 commission check with the letter. A copy of the transmittal letter dated 06/16/2023 is attached evidencing that Twelve2 Commercial Group was notified in that letter that the City had decided not to renew their contract. Shortly after sending the 06/16/2023 letter, I was contacted by a representative of Twelve2 Commercial Group suggesting a potential buyer for a lot in the Industrial Park. The potential buyer was a company that manufactured cement forms and would utilize significant outside storage of those forms, clearly a use prohibited by the Declaration of Covenants and

Restrictions of the Whitewater Business Park, a copy of which had been provided to Twelve2 Commercial Group when the Listing Contract was signed.

Further, the initial marketing material provided by Twelve2 consisted of a bi-fold marketing brochure printed on glossy paper, however, there were several errors that required correcting. For example, the parcels located in our Technology Park were listed as being zoned B-2 Central Business District even though they were depicted on the map as being in the Technology Park. I notified Twelve2 of the errors and requested revisions. At the same time, I took the opportunity to substitute one of the pictures the City had initially supplied as well. During the term of their contract, I requested additional copies of the marketing material. Rather than provide the original bi-fold version on glossy paper, I was provided with a stapled version on regular copy paper. The gentlemen who delivered them to City Hall stated that the more appealing bi-fold glossy version was too expensive. I considered that to be very unprofessional.

Prior to engaging with Twelve2 Commercial Group, the City entered into individual listing contracts with our local realtors, each with a list of properties to list respectively. Although their efforts were not successful, during the term of those contracts, our local listing agents maintained contact with the CDA and provided regular updates regarding their marketing efforts. When those contracts expired, the then-CDA Director, Cathy Anderson, engaged in discussions with H2C Commercial Group LLC (now known as Twelve2 Commercial Group) and subsequently entered into the current listing contract. If an RFP was done at that time, I am not aware of it, nor am I aware that any inquiries were made with any other commercial listing agents other than H2C Commercial Group LLC (now known as Twelve2 Commercial Group).

At the direction of City Manager John Weidl, I prepared the RFP with input from a member of City Staff, published it in the newspaper for the requisite two weeks, and subsequently received the two submittals. I am not aware of any requirement that I contact any individual brokerage service with an invitation to submit a proposal, whether it be the existing firm whose contract was expiring on 10/31/2023 or otherwise. I believe I have acted in a fair and transparent manner with regard to the RFP without regard for any pre-existing relationship the City has with Twelve2 Commercial Group. They were free to submit a new proposal and apparently chose not to do so.

It is my hope that the CDA diligently reviews the two proposals submitted and evaluates the merits of each proposal, along with the in-person presentations anticipated at the CDA Meeting on 09/21/2023, and elects to engage a brokerage firm that is invested in growing business in Whitewater. The Citizens of Whitewater deserve nothing less.

Respectfully submitted,

Bonnie L. Miller, CDA Administrative Assistant



**COPY**

312 W. Whitewater Street  
Whitewater, WI 53190

PHONE: (262) 473-0148

FAX: (262) 473-0549

June 16, 2023

Twelve2 Commercial Group LLC  
461 River Crest Court  
Mukwonago, WI 53149

Re: City of Whitewater to Becker & Bolton LLC  
Sale of Lot 6B in the Whitewater Business Park (Tax Parcel No. 292-0515-3434-001)

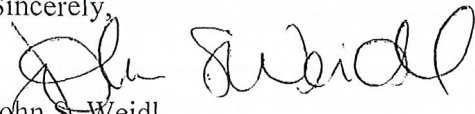
Gentlemen:

Enclosed herewith are the following:

1. Copy of fully-executed Settlement Statement.
2. Check #095361 made payable to Twelve2 Commercial Group LLC in the sum of \$10,764.00 in payment of the commission due pursuant to Vacant Land Listing Contract between the City of Whitewater and Twelve2 Commercial Group LLC dated November 1, 2021.

The above referenced Vacant Land Listing Contract expires on midnight October 31, 2023. You are hereby notified that the City of Whitewater has decided not to renew that contract.

Sincerely,

  
John S. Weidl  
City Manager

Enclosures

## CITY OF WHITEWATER

P.O. BOX 690  
WHITEWATER, WI 53190

NO. 095361

THE FIRST CITIZENS STATE BANK  
WHITEWATER, WISCONSIN

DATE

CHECK NO.

AMOUNT

06/16/2023

95361

\*\$ 10,764.00

\*\*\*Ten Thousand Seven Hundred Sixty-Four and 00/100 Dollars\*\*\*

PAY TO  
THE  
ORDER  
OFTWELVE2 COMMERCIAL GROUP LLC  
461 RIVER CREST CT  
MUKWONAGO WI 53149

Jeremiah Thomas

CITY CLERK

John S. Weid

CITY TREASURER

⑈095361⑈ ⑆075902337⑆ 100⑈036⑈

095361

City of Whitewater, Accounts Payable Department - 262-473-1381 or 262-473-1382

Payee: TWELVE2 COMMERCIAL GROUP LLC

CHECK NO.: 95361

Check Issue Date: 06/16/2023

Check Amount: 10,764.00

VENDOR NO.:

9691

INV DATE

INVOICE NO

INVOICE DESCRIPTION

GL ACCT NUMBER

NET AMOUNT

06/16/2023

BECKER&amp;BOLTON S BECKER&amp;BOLTON SALE COMMISSION

100-15205

10,764.00

TOTAL AMOUNT:

10,764.00

**First Citizens State Bank**  
**ALTA Universal ID**  
**309 S. Main St**  
**Jefferson, WI 53549**

**File No./Escrow No.:** 34148  
**Print Date & Time:** May 31, 2023 at 09:21:AM  
**Officer/Escrow Officer:** First Citizens State Bank  
**Settlement Location:** 207 W Main St  
 Whitewater, WI 53190



**Property Address:** 501 N Prospect Dr  
 Whitewater, WI 53190  
**Borrower:** Becker & Bolton LLC  
**Seller:** City of Whitewater, Wisconsin  
**Lender:** First Citizens State Bank  
**Settlement Date:** June 1, 2023  
**Disbursement Date:** June 1, 2023

Seller		Description	Borrower/Buyer	
Debit	Credit		Debit	Credit
Financial				
	\$ 107,640.00	Sale Price of Property	\$ 107,640.00	
\$ 107,640.00		Seller Credit		\$ 107,640.00
Prorations/Adjustments				
Loan Charges to First Citizens State Bank				
Other Loan Charges				
Impounds				
Title Charges & Escrow / Settlement Charges				
		Title - Lender's Policy	to Fidelity Land Title	\$ 1,379.00
		Title Fees	to Fidelity Land Title	\$ 1,127.00
Government Recording and Transfer Charges				
		Recording Fees	to Register of Deeds	\$ 35.00
Payoffs				
Miscellaneous				
		Commission	to Twelve2 Commercial Group, LLC	\$ 10,764.00
\$ 107,640.00	\$ 107,640.00	Subtotals	\$ 120,945.00	\$ 107,640.00
		Balance Due FROM BUYER		\$ 13,305.00

## ALTA Settlement Statement Combined - Continued

Seller		Borrower/Buyer	
Debit	Credit	Debit	Credit
\$ 107,640.00	\$ 107,640.00	\$ 120,945.00	\$ 120,945.00
<b>TOTALS</b>			


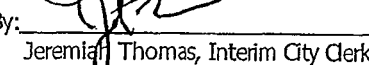
**Acknowledgement**

We/I have carefully reviewed the ALTA Settlement Statement and find it to be a true and accurate statement of all receipts and disbursements made on my account or by me in this transaction and further certify that I have received a copy of the ALTA Settlement Statement. We/I authorize First Citizens State Bank to cause the funds to be disbursed in accordance with this statement.

Becker &amp; Bolton LLC

By:   
Jaimie J. Becker, MemberBy:   
Benjamin K. Bolton, Member

City of Whitewater, Wisconsin

By:   
John Weidl, City ManagerBy:   
Jeremiah Thomas, Interim City ClerkN/A  
First Citizens State Bank, Escrow Officer





**REQUEST FOR PROPOSALS (RFP)**  
**Listing and Brokerage Services for City of Whitewater, Wisconsin**

**ISSUE DATE: July 3, 2023**  
**PROPOSAL DEADLINE: August 3, 2023 AT 3:00 P.M. (Central Time)**

**SUBMIT TO:**

City of Whitewater – City Manager’s Office  
Attention: Bonnie Miller, Administrative Assistant  
312 West Whitewater Street  
P.O. Box 178  
Whitewater, WI 53190

**I. BACKGROUND:** The City of Whitewater, Wisconsin (the “City”) owns undeveloped land, including commercial and residential parcels. To maximize the return and efficiency on these assets, the City is seeking qualified brokerage services to facilitate the sale of property on the City’s behalf.

**II. SCOPE OF SERVICES:** The selected broker(s) will provide the following services, but are not limited to:

- Conducting market analyses.
- Developing marketing strategies and materials.
- Handling inquiries and showing properties.
- Representing the City during negotiations.
- Providing expert advice and consultation on real estate market conditions, potential returns, and investment opportunities.

**III. PROPOSAL REQUIREMENTS:** All proposals must include:

- An executive summary of the proposal.
- A detailed description of the firm’s history, size, structure, personnel and experience providing similar services to government entities.
- Proposed team structure and resumes of key personnel to be assigned to this project.
- Description of the firm’s knowledge of the local real estate market and demonstrated experience in managing and selling similar properties.
- A detailed fee proposal, outlining commission rates, fees, and any other potential costs to be incurred by the City.
- References from at least three (3) clients for whom the proposer has provided similar services.

**IV. EVALUATION CRITERIA:** Proposals will be evaluated based on:

- Qualifications and experience of the firm and proposed team.
- Understanding of local real estate market conditions and trends.
- The demonstrated ability to provide the services required.
- Fee proposal.

**V. TERMS AND CONDITIONS:** The City reserves the right to reject any and all proposals received as a result of this request, to negotiate with any qualified source, or to cancel in part or in its entirety this RFP if it is in the best interests of the City to do so.

For questions or clarifications regarding this RFP, please contact:

John Weidl, City Manager  
[jweidl@whitewater-wi.gov](mailto:jweidl@whitewater-wi.gov)  
262-473-0104

The City of Whitewater encourages participation from all qualified brokerage firms, including Minority and Women Business Enterprises (M/WBE).

**The City of Whitewater, Wisconsin is an Equal Opportunity Employer.**

## REQUEST FOR PROPOSALS (RFP)

Listing and Brokerage  
Services for City of  
Whitewater, Wisconsin

ISSUE DATE: July 3, 2023

PROPOSAL DEADLINE:

August 3, 2023  
At 3:00 P.M. (Central Time)

SUBMIT TO:

City of Whitewater - City  
Manager's Office  
Attention: CDA Administrative  
Assistant  
312 West Whitewater Street  
P.O. Box 178  
Whitewater, WI 53190

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For questions or clarifications regarding this RFP, please contact:

John Weidl, City Manager  
jweidl@whitewater-wi.gov  
262-473-0104

The City of Whitewater encourages participation from all qualified

brokerage firms, including Minority and Women Business Enterprises (M/WBE).

The City of Whitewater,  
Wisconsin is an Equal  
Opportunity Employer.

(Published in  
Whitewater Register  
July 6 & 13, 2023  
WNAXLP-440561)

## Bonnie Miller

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**From:** Bonnie Miller  
**Sent:** Wednesday, August 16, 2023 9:32 AM  
**To:** Kristen Parks  
**Subject:** RE: Municipal representation.

The CDA will first see the submittals (2) on August 17, 2023 for initial review and discussion in open session. The tentative plan would then be to invite both submitters to the September 21<sup>st</sup> meeting to appear before the Board for an in-person presentation and an opportunity for the Board to ask questions.

You are certainly welcome to attend tomorrow night's meeting since all CDA meetings are public meetings.

Thank you for your interest in Whitewater!

Bonnie

**From:** Kristen Parks <[kparks@acgwi.com](mailto:kparks@acgwi.com)>  
**Sent:** Monday, August 7, 2023 10:44 AM  
**To:** Bonnie Miller <[BMiller@whitewater-wi.gov](mailto:BMiller@whitewater-wi.gov)>  
**Cc:** Ray Goodden <[rgoodden@acgwi.com](mailto:rgoodden@acgwi.com)>  
**Subject:** Re: Municipal representation.

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Hi Bonnie

Could you give an update on the timeline for the board to review and vote of the city representation? I would like to put it on our calendar so we can be available to answer any questions.

Kristen Parks  
Vice President

(C) [414.550.8925](tel:414.550.8925)  
(D) [414.858.5226](tel:414.858.5226)  
[kparks@acgwi.com](mailto:kparks@acgwi.com)

Anderson Commercial Group, LLC  
[5000 S Towne Drive, Suite 100](#)  
New Berlin, WI 53151  
[Acgwi .com](http://Acgwi.com)

Confidentiality Note: This e-mail and any attachments are confidential and may be protected by legal privilege. If you are

## Bonnie Miller

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**From:** Bonnie Miller  
**Sent:** Wednesday, August 16, 2023 9:36 AM  
**To:** Tim Vandeville (tim@trustinlegacy.com)  
**Subject:** RFP - Listing & Brokerage Services for City of Whitewater  
**Attachments:** 08\_17\_2023 CDA Agenda.pdf

FYI: The CDA will first see the proposals received for Listing & Brokerage Services for the City on August 17, 2023 for initial review and discussion in open session. The tentative plan would then be to invite both submitters to the September 21<sup>st</sup> meeting to appear before the Board for an in-person presentation and an opportunity for the Board to ask questions. However, you are certainly welcome to attend tomorrow night's meeting since all CDA meetings are public meetings.

Thank you for your interest in Whitewater!

Thank you.

*Bonnie L. Miller*  
Administrative Assistant



Community Development Authority  
312 West Whitewater Street  
Whitewater, WI 53190  
Phone: 262-473-0149  
[bmiller@whitewater-wi.gov](mailto:bmiller@whitewater-wi.gov)

## Bonnie Miller

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**From:** John Weidl  
**Sent:** Wednesday, September 13, 2023 12:58 PM  
**To:** Lisa Dawsey Smith  
**Cc:** Bonnie Miller; patricksinger@gmail.com  
**Subject:** Re: City of Whitewater Listing

Bonnie, please include the correspondence below in the agenda item related to brokerage services, however that shakes out.

Best, - JSW

John S. Weidl  
City Manager, City of Whitewater

---

312 W. Whitewater St., Whitewater, WI 53190  
262-473-0104 | [jweidl@whitewater-wi.gov](mailto:jweidl@whitewater-wi.gov)  
[www.whitewater-wi.gov](http://www.whitewater-wi.gov)

---

**From:** Lisa Dawsey Smith <LDawseySmith@whitewater-wi.gov>  
**Sent:** Wednesday, September 13, 2023 12:56:20 PM  
**To:** John Weidl <jweidl@whitewater-wi.gov>  
**Cc:** Bonnie Miller <BMiller@whitewater-wi.gov>  
**Subject:** Re: City of Whitewater Listing

Good afternoon,

To address the questions that you have posed below, I am always happy to provide my insight on committee meetings to which I serve at the pleasure of appointment by the body as that is my responsibility to do so. I recognize that in the absence of the economic development director who was on staff at the time of the listing, prior committee member input is necessary for context on many items especially in light of the limited detail in committee minutes online. Fortunately, this is a committee that is filmed so some of what I may share is easily accessible through the online recording.

"As you were previously on the CDA as a representative from the Common Council, can you please share your experiences with 12/2 commercial? How would you describe their success? How would you describe any shortcomings? Anything that was done exceptionally well or needed improvement? Would you be likely to simply extend their arrangement with the city or would you want to test the market? Any insight you can provide would be appreciated."

My experience with 12/2 commercial is mostly observational - I don't see that there has been a benefit to the community to date. I would use the metric of whether any lots have sold during their contract that were leads brought by the listing agent. I would also be curious as to whether any of their surrounding listings have sold. There is a parcel of farmland on the outskirts of the city that has a visibly damaged real estate sign in place for well over 6 months. I believe I have shared that concern briefly in one of our monthly meetings John, because they do hold the

listing contract for the city, that basic maintenance failure could negatively impact municipal land listings in my opinion because it does tarnish their brand on one of the most heavily traveled routes out of the city particularly with the expansion of the industrial park in Milton which is on that same roadway. I also had the opportunity to speak with an area developer when I was still the council president because of the rapid expansion into Milton to inquire as to why they were having success when our own listings did not appear to see any movement.

I personally navigated a situation also as a representative on the fire department board which was a very complex and divisive concern when sale signs were placed on hospital hill without notification of the then separately functioning fire department because of a reimbursement order by a court tied to the property. I contacted the City Manager at the time, because he did not speak to the council or CDA prior to those signs being placed to speak to the nuances of the not insubstantial cost to the city if the land sold. Especially in light of the still unresolved need for a policy to govern the TID extension funds at that time.

Regarding an extension of contract, I would first question the framework for the requirement of an RFP in accordance with city policy. It is my understanding that the potential threshold for compensation to the listing agent would require multiple solicited bids regardless of intent to renew or not - not unlike how other contracts are handled. While I am not a member of staff, that would seem the logical first step in my opinion.

In hindsight there are also several things that are highlighted in the presentation of information to the CDA in the initial consideration of a commercial real estate listing that either didn't happen (utilization of additional online resources that a residential realtor doesn't deploy as evidenced by diminished or absence of leads), that I don't feel are factually complete enough (the assertion of a filled industrial park in a neighboring community), a resident's stated concern for residential listing agents who are local to maintain ability to list parcels (Platner realty has a number of successes in the region with commercial real estate sales and is one someone I have relied on multiple times when fielding inquiries by businesses seeking to locate in our historical commercial district in my volunteer duties) as a sample representation of items that can be viewed on the recording of the 06/24/21 recording for the CDA. There are also a number of times where it has been expressed by the CDA to consider whether to renew the contract based on a number of other factors in the last year or more. I would argue it is our responsibility to taxpayers to carefully consider all contracts for renewal not unlike how the copier contract was evaluated because that level of diligence is a trust building opportunity with the taxpaying community.

I would be curious as to what other details I am not aware of in this situation because of the particular timestamps and verbiage in the email chain below make it appear that there may be conversations occurring with the real estate listing agent by members of the board not in a public meeting which is in my opinion not consistent with our mandates for open meeting law and our own transparency ordinance.

Kind regards,

Lisa

Lisa Dawsey Smith  
Alder At Large  
City of Whitewater | <https://www.whitewater-wi.gov>

Phone: (262)510-4183

Email: LDawseySmith@whitewater-wi.gov

"Nothing is an obstacle unless you say it is." -Wally Amos

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**From:** John Weidl <jweidl@whitewater-wi.gov>  
**Sent:** Wednesday, September 13, 2023 11:52 AM  
**To:** Lisa Dawsey Smith <LDawseySmith@whitewater-wi.gov>  
**Cc:** Bonnie Miller <BMiller@whitewater-wi.gov>  
**Subject:** Fwd: City of Whitewater Listing

Lisa,

Bonnie will send you the next CDA agenda illustrating that a conversation about brokerage services for the CDA will be on the agenda. Also, there might be a specific agenda item related to the correspondence below. However, the performance of the city's previous broker will be covered at the next CDA meeting.

As you were previously on the CDA as a representative from the Common Council, can you please share your experiences with 12/2 commercial? How would you describe their success? How would you describe any shortcomings? Anything that was done exceptionally well or needed improvement? Would you be likely to simply extend their arrangement with the city or would you want to test the market? Any insight you can provide would be appreciated.

Best, - JSW

John S. Weidl  
City Manager, City of Whitewater

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312 W. Whitewater St., Whitewater, WI 53190  
262-473-0104 | [jweidl@whitewater-wi.gov](mailto:jweidl@whitewater-wi.gov)  
[www.whitewater-wi.gov](http://www.whitewater-wi.gov)

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**From:** Bonnie Miller <BMiller@whitewater-wi.gov>  
**Sent:** Wednesday, September 13, 2023 11:49:38 AM  
**To:** John Weidl <jweidl@whitewater-wi.gov>  
**Subject:** FW: City of Whitewater Listing

**From:** James Allen <JAllen@whitewater-wi.gov>  
**Sent:** Wednesday, September 13, 2023 10:05 AM  
**To:** Bonnie Miller <BMiller@whitewater-wi.gov>  
**Subject:** Fwd: City of Whitewater Listing

Here you are Bonnie

Get [Outlook for iOS](#)

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**From:** Dave Hazenfield <DH@Twelve2CG.com>  
**Sent:** Wednesday, September 13, 2023 9:56:08 AM



**To:** James Allen <[JAllen@whitewater-wi.gov](mailto:JAllen@whitewater-wi.gov)>; [patrickssinger@gmail.com](mailto:patrickssinger@gmail.com) <[patrickssinger@gmail.com](mailto:patrickssinger@gmail.com)>  
**Subject:** RE: City of Whitewater Listing

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Sorry, correction to my email below: Our firm's listing contract expires October 31, 2023, so it should read "effective November 1, 2023".

Thank you,

**Dave Hazenfield** | Principal  
**Twelve2 Commercial Group**  
T (262) 436-4760 x218 | M (262) 470-3810  
461 River Crest Court, Mukwonago, WI 53149  
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**From:** Dave Hazenfield  
**Sent:** Wednesday, September 13, 2023 9:36 AM  
**To:** 'jallen@whitewater-wi.gov' <[jallen@whitewater-wi.gov](mailto:jallen@whitewater-wi.gov)>; 'patrickssinger@gmail.com' <[patrickssinger@gmail.com](mailto:patrickssinger@gmail.com)>  
**Subject:** City of Whitewater Listing

Dear Mr. James Allen and Mr. Patrick Singer,

I am forwarding an attached letter from your City Manager, Mr. John Weidl, terminating our listing contract and past relationship. He did not state a reason or extend any opportunity to Twelve2 Commercial to discuss termination or possible renewal with the Common Council or the CDA. However, my understanding is that he has given the opportunity to two other real estate firms to present their company's services for assuming our position effective September 1, 2023. I have attached a letter addressed to you for review. I am only bringing this to your attention as our firm's financial and time invested into the City of Whitewater is significant, and we feel that this situation was handled very unprofessionally! Thank you for your time!

Sincerely,

**Dave Hazenfield** | Principal  
**Twelve2 Commercial Group**  
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