



BROKER & DEVELOPER BREAKFAST BRIEFING

October 9, 2013

7:30 a.m.

NEW OPPORTUNITIES IN MILTON: THE HWY 26 / HWY 59 CORRIDOR

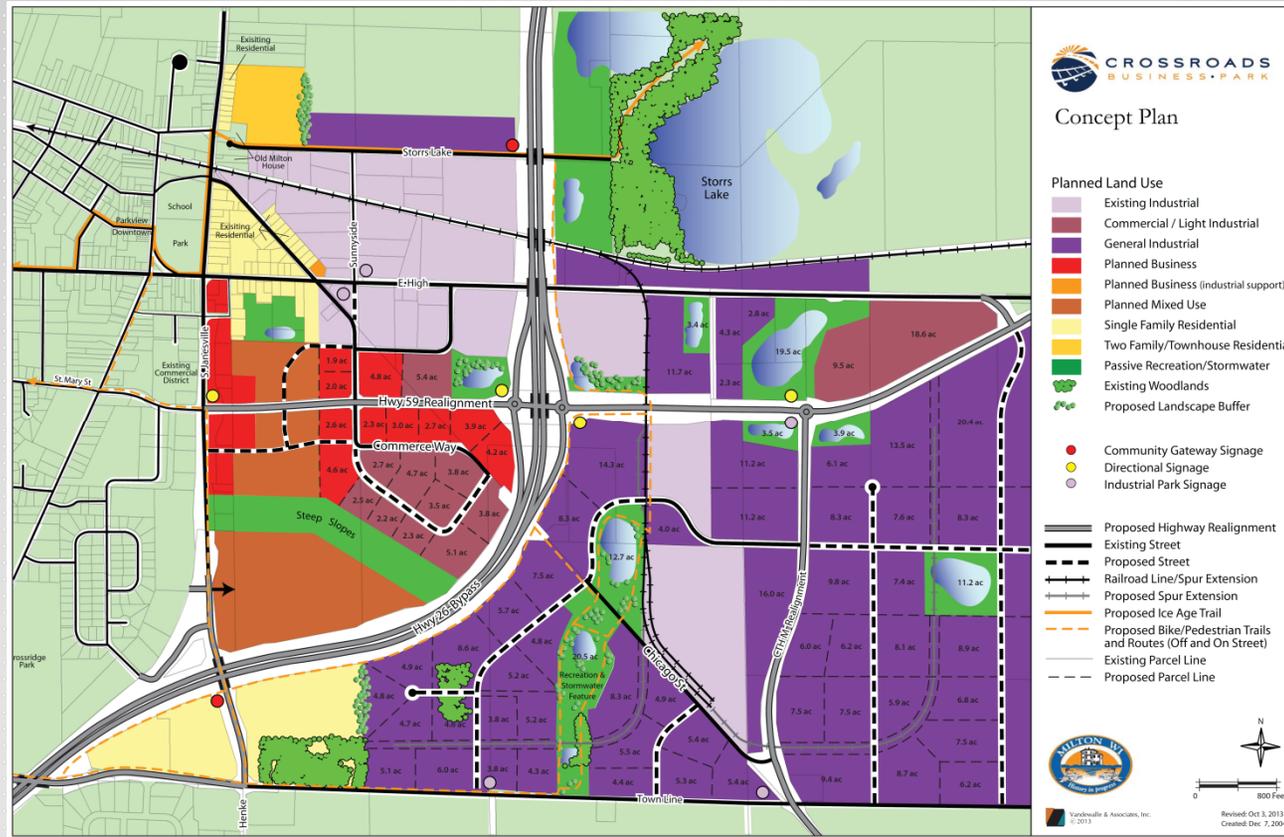
- ▶ Presentation Overview
 - ▶ Show you the recently expanded Crossroads Business Park, with 183 new acres of recently annexed land
 - ▶ Show you recently designated “shovel ready” sites, City owned and privately owned in the park
 - ▶ Show you the opportunities and economic advantages of developing in the City of Milton



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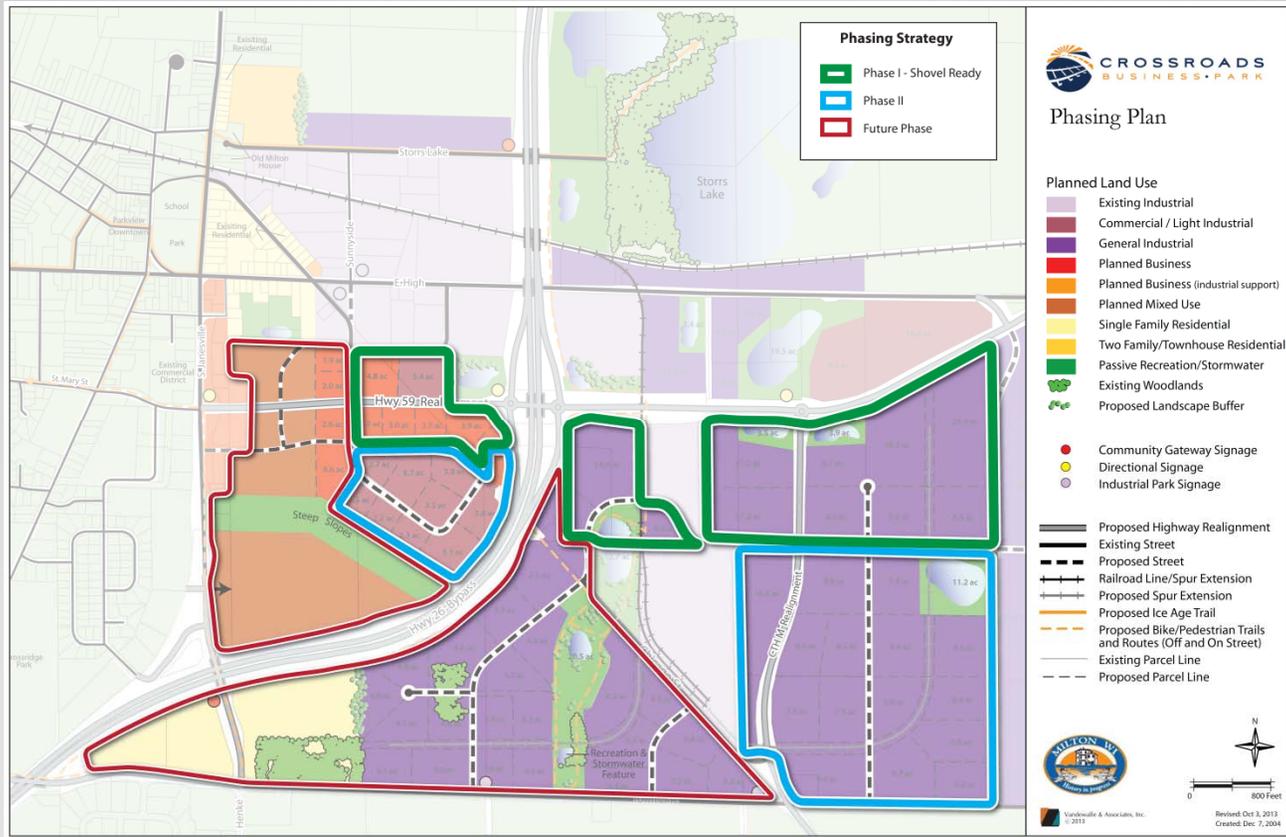
MILTON ECONOMIC DEVELOPMENT: “WE PLAN, WE PREPARE, WE SUCCEED”



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COMMERCIAL DEVELOPMENT

- ▶ Expanded commercial development west of STH 26.
- ▶ Marketing for hotel recruitment
 - ▶ City owned site
 - ▶ Hotel Feasibility Study completed in 2012. Updated in 2013.
 - ▶ Study shows market potential for select service hotel being successful on STH 26 / 59 Interchange.

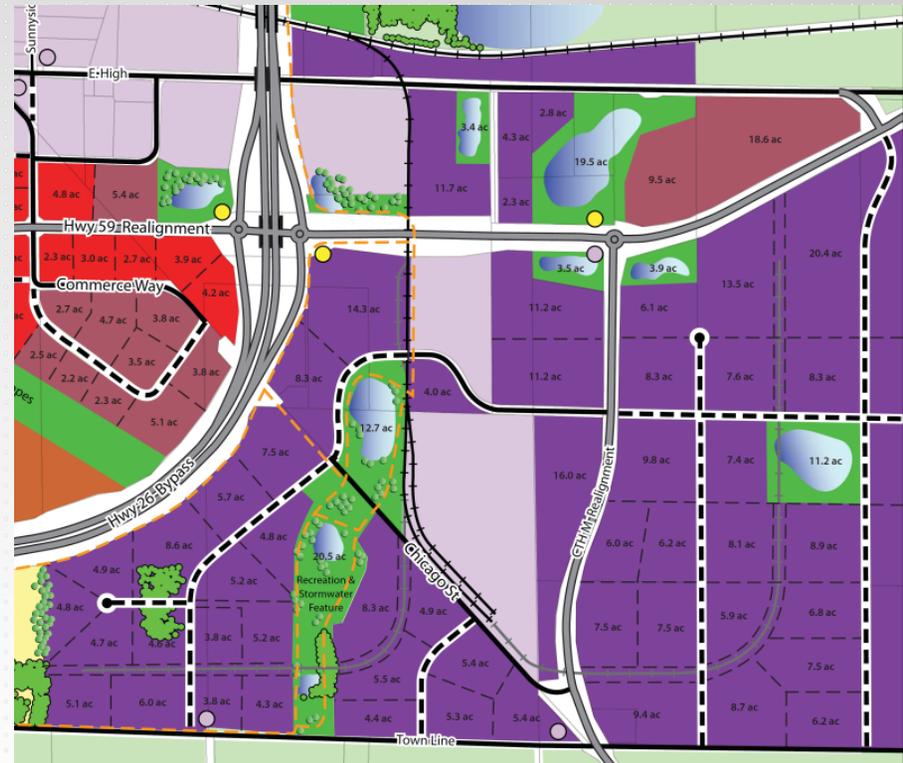


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INDUSTRIAL DEVELOPMENT

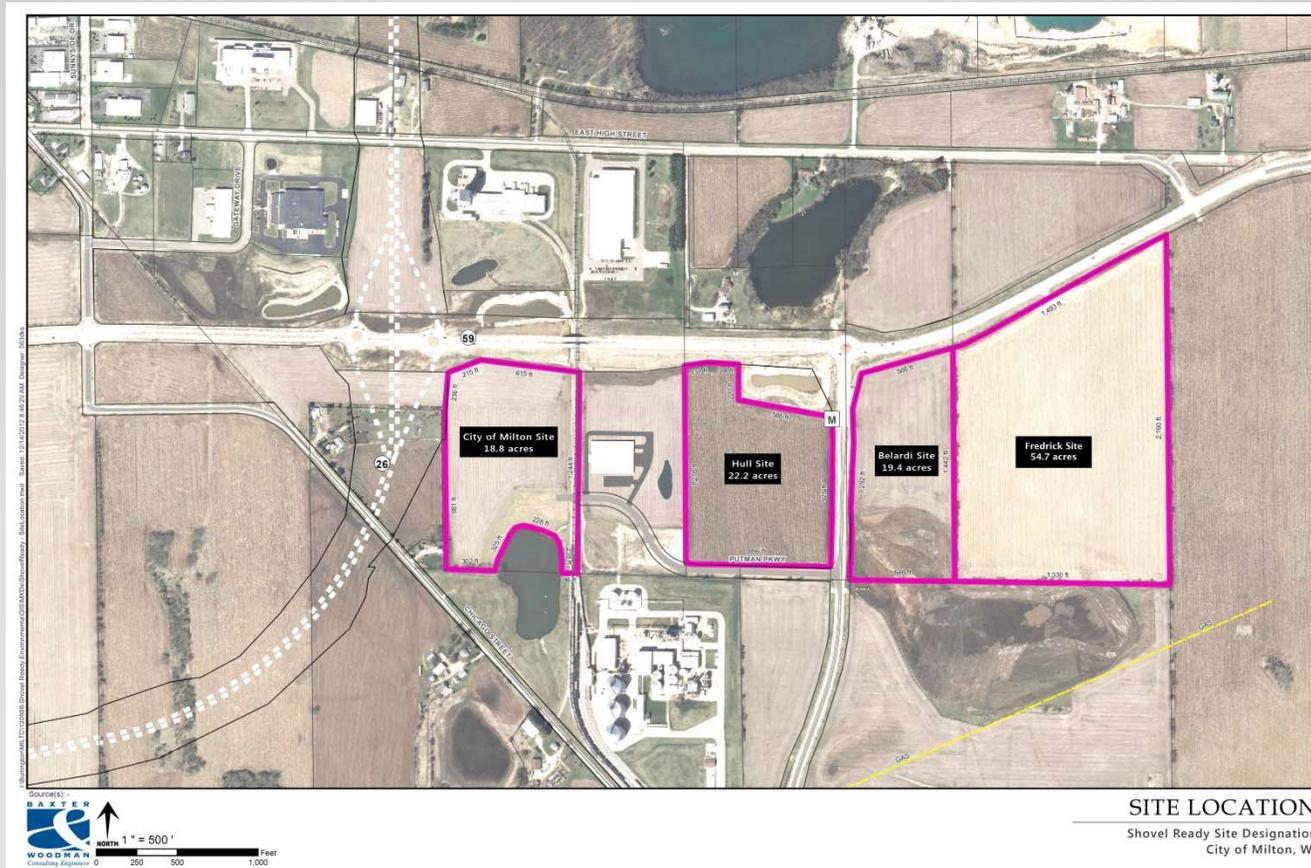
- ▶ 2013 City expanded Crossroads Business Park adding 183 acres, nearly doubling the size of the park.
- ▶ Amended TIF district to include additional properties.
- ▶ Pre-2013 bypass went around the City. Now bypass goes through the City.
- ▶ 2013 received Shovel Ready Designation on four sites – City of Milton Site, Hull Site, Belardi Site, Fredrick Site.



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SHOVEL READY SITES



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FINANCIAL INCENTIVES

- ▶ Properties in the Crossroads Industrial Park are located in TIF District #6.
- ▶ The district is financially very healthy with a strong fund balance to support existing and new projects (\$750,000 of annual increment generated).
- ▶ The City utilizes creativity and financial flexibility to incentivize development using formulas that include City provided land and utility infrastructure in exchange for maintaining minimum assessed values.
- ▶ The City is timely with providing responses to questions and our development schedule moves quickly and at a pace developers generally prefer.

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QUESTIONS?

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