



Michael Best & Friedrich LLP  
Attorneys at Law  
One South Pinckney Street  
Suite 700  
Madison, WI 53703  
P.O. Box 1806  
Madison, WI 53701-1806  
Phone 608.257.3501  
Fax 608.283.2275

William F. White  
Direct 608.283.2246  
Email [wfwhite@michaelbest.com](mailto:wfwhite@michaelbest.com)

**VIA EMAIL and HAND DELIVERY**

January 17, 2012

Mayor Paul R. Soglin  
Office of the Mayor  
210 Martin Luther King Jr Blvd., Room 403  
Madison, WI 53703-3345

Alder Lauren Cnare, President  
City of Madison Common Council  
210 Martin Luther King, Jr. Blvd, Room 417  
Madison, WI 53703

Dear Mayor Soglin, President Cnare and Members of the Common Council:

Attached please find a chart compiled by Cordelia Gallo comparing the Fant and Klebba/Waugh proposals, using information contained in written submissions since November 7, 2011, and in oral presentations made at the James Madison Park Surplus Property Disposal Committee's public meeting on December 15, 2011, available online. See <http://www.cityofmadison.com/planning/jmpsurplus.html>, then go to Submitted Proposals - 704 East Gorham.

The online chart entitled "9470 - James Madison Park Proposals Review (704 East Gorham Street)" and Klebba/Waugh's oral presentation at the JMPSPD Committee meeting on December 15, 2011, asserted that their proposal is the only one with a ground rent escalator. That is incorrect. Barbara Fant's proposal states that her land lease payment would follow the city assessor's annual valuation of the land and the improvements on it. Thus, her ground rent would increase with the value of the land. Dan Rolfs, Office of Real Estate Services, Department of Planning and Community and Economic Development, who served as staff for the JMPSPD Committee and created the aforementioned online chart, verbally agreed with Ms. Fant at the Committee meeting on December 15; but the error has not been corrected.

Below is a direct link to the JMPSPD Committee's scores for the proposals (one page):

<http://legistar.cityofmadison.com/attachments/50d24ca6-29c8-4f55-bd28-2ba362de1323.pdf>



Mayor Paul R. Soglin  
Alder Lauren Cnare, President  
January 17, 2012  
Page 2

Attached please also find some of the more dramatic photographs of Ms. Fant's prize-winning historic preservation work over the past thirty years.

Thanks very much for your kind attention and consideration.

Sincerely,

**MICHAEL BEST & FRIEDRICH LLP**

A handwritten signature in black ink, appearing to read "W. White". The signature is stylized and cursive.

William F. White

cc: Members of the Common Council  
Lisa Veldran, Clerk, Common Council  
James Madison Park Surplus Disposal Property Committee Members  
Michael P. May, City Attorney  
Barbara G. Fant  
Cordelia and Mark Gallo

030569-0001\10840601.1

**COMPARISON OF TWO TOP-SCORING PROPOSALS PRESENTED AT  
JAMES MADISON SURPLUS PROPERTY DISPOSAL COMMITTEE MEETING  
DECEMBER 15, 2011**

	<b>Barbara Fant/Delia and Mark Gallo Proposal</b>	<b>Bob Klebba/David Waugh Proposal</b>
<b>Offer For Purchase of House:</b>	\$185,000	\$130,000
<b>Offer For First Year's Ground Rent, Subject To Change In Future Years:</b>	\$5,830	\$4,500
<b>Who Will Live In House:</b>	Gallo family (2 children) full-time; Barbara Fant (grandmother) part-time.	Klebba/Waugh family full-time; Bed and Breakfast guests in 4 bedrooms.
<b>Proposed Business:</b>	Farm to Fork Catering Company offering classes/workshops from commercial kitchen in basement.	Bed and Breakfast
<b>Is This a Permissible Use?</b>	Yes, with a conditional use permit.	No, prohibited by Madison General Ordinances Sec.28.08(6)(b)5.d. The Livingston Inn (landmark Leitch House B&B) within 500 feet.
<b>Experience Managing Proposed Business:</b>	Gallos have 14 years' combined experience in farming, commercial cooking and catering.	One innkeeper course, plus renting out a room in current home.
<b>Proposed Public Access:</b>	Open houses, tours by appointment, civic meetings and receptions, Farm to Fork events.	Open to public as B&B throughout the year; events such as wedding receptions, civic meetings, and private "community dinners" for friends, family and neighbors.
<b>Experience Restoring Historic Properties:</b>	Fant has 30 years, with award-winning landmarks in 3 states, plus rehab of former residence in Madison.	Remodeling of previous home.
<b>Proposed Improvements to Energy Efficiency of House:</b>	Work with Green Madison to improve energy efficiency and earn LEED certification.	Install a geothermal heating and cooling system.
<b>Plans for Facade Protected by Landmarks Commission Statute:</b>	Historic structures report to determine "as built" form and first finishes, to be archived at the Wisconsin Historical Society. Museum-quality restoration.	New front porch floor, rebuilt knee wall, restructured canopy, and tuckpointing.
<b>Parking Area:</b>	Replace 3 of the 6 parking stalls with kitchen garden and make others permeable to reduce run-off.	Eleven "bores" 200 feet into parkland for new geothermal heat pump system, with six asphalt parking stalls left intact.
<b>Modifications for Wheelchair Access:</b>	First floor, including lavatory, to be made accessible.	No plans.
<b>JMSPD Committee Score (Total of 7 Categories):</b>	643	580

704 E Gorham (Collins House) Criteria / Scoring  
 Fant

Criteria	Points	Shaw	Clausius	Maniaci	Clear	Wallner	Briski	Bramen-Wanek	TOTAL
A commitment to creating an environmentally responsible rehabilitation and adaptive reuse of the structure	10	10	10	10	8	10	9	8	
Integration of public accommodation	25	20	25	25	10	20	24	22	
The proposed use is a permitted or conditional use under the current zoning code	5	5	5	5	5	5	5	5	
Proposed use is compatible with the neighborhood	10	10	10	10	10	10	10	10	
Financially sound proposal that will not require City funding	20	15	20	20	20	18	19	18	
Development schedule that is mindful of the City processes that will be required (referendum)	10	10	10	10	10	10	10	9	
Development team qualifications and experience	20	15	20	20	16	20	18	19	
<b>TOTAL</b>	<b>100</b>	<b>85</b>	<b>100</b>	<b>100</b>	<b>79</b>	<b>93</b>	<b>95</b>	<b>91</b>	<b>643</b>

704 E Gorham (Collins House) Criteria / Scoring  
 Klebba / Waugh

Criteria	Points	Shaw	Clausius	Maniaci	Clear	Wallner	Briski	Bramen-Wanek	TOTAL
A commitment to creating an environmentally responsible rehabilitation and adaptive reuse of the structure	10	10	10	7	8	10	10	10	
Integration of public accommodation	25	20	25	25	23	23	25	24	
The proposed use is a permitted or conditional use under the current zoning code	5	5	5	0	2	5	3	4	
Proposed use is compatible with the neighborhood	10	10	10	5	9	10	10	10	
Financially sound proposal that will not require City funding	20	10	10	10	14	17	17	16	
Development schedule that is mindful of the City processes that will be required (referendum)	10	10	10	5	10	10	10	9	
Development team qualifications and experience	20	15	5	10	18	20	19	17	
<b>TOTAL</b>	<b>100</b>	<b>80</b>	<b>75</b>	<b>62</b>	<b>84</b>	<b>95</b>	<b>94</b>	<b>90</b>	<b>580</b>

704 E Gorham (Collins House) Criteria / Scoring  
 JDM Properties

Criteria	Points	Shaw	Clausius	Maniaci	Clear	Wallner	Briski	Bramen-Wanek	TOTAL
A commitment to creating an environmentally responsible rehabilitation and adaptive reuse of the structure	10	5	5	3	5	10	7	5	
Integration of public accommodation	25	5	15	0	8	5	15	20	
The proposed use is a permitted or conditional use under the current zoning code	5	5	5	5	5	5	5	5	
Proposed use is compatible with the neighborhood	10	10	0	3	7	8	8	8	
Financially sound proposal that will not require City funding	20	20	15	20	18	20	20	19	
Development schedule that is mindful of the City processes that will be required (referendum)	10	10	10	10	10	10	10	9	
Development team qualifications and experience	20	10	15	10	14	20	16	16	
<b>TOTAL</b>	<b>100</b>	<b>65</b>	<b>65</b>	<b>51</b>	<b>67</b>	<b>78</b>	<b>81</b>	<b>82</b>	<b>489</b>

# 1517 Morrison Street, Madison, WI 53703

Before: 2002, upon purchase



After: 2004, upon sale



**Stevenson-Doggett House**  
303 Amelia Street, Fredericksburg, VA 22401

---



**Restored exterior shutters, windows and trim with original finishes**



**Restored louvered lean-to (west side), one of two extant originals in the City of Fredericksburg**

**The Coxe Place / Airliewood**  
**385 E Salem Avenue, Holly Springs, MS 38635**



**1999 Restoration of historic gates by Robinson Iron Corp,  
Alexander City, AL, [www.robinsoniron.com](http://www.robinsoniron.com)**

Middlekauff Farm, Sharpsburg, MD 21782



1819 stone house before and after restoration  
AIA (Potomac chapter) Historic Preservation First Award, 1982  
under easement to the National Park Service

