

Retail Building for Sale



100 Baker St., Waunakee, WI



Property Overview

- 3,022 SF on main level and 2,765 SF on 2nd floor
- 5,787 SF primary building area with 2,817 SF unfinished basement
- 8,604 SF gross building area
- .826 acre site (35,968 SF) with 28 parking stalls (4.8/1,000)
- 144 year old property (post and beam construction)
- 1st and 2nd level restrooms with plumbing stubbed for an additional restroom on 3rd level
- 3 forced air furnaces and central air conditioners
- 600 Amp electric main
- C-1D Zoning, Downtown Commercial District, Village of Waunakee, subject is conforming
- Assessed value: \$242,000.00 (land), \$201,300.00 (improvement), \$443,300.00 (total), 2019 Taxes: \$8,665.28
- Available September 20th, 2020

Sale Price: \$765,000

Demographics	1 Mile	3 Miles	5 Miles
Population	8,429	16,383	26,734
Average Household Income	\$105,871	\$120,739	\$117,908

John Walsh

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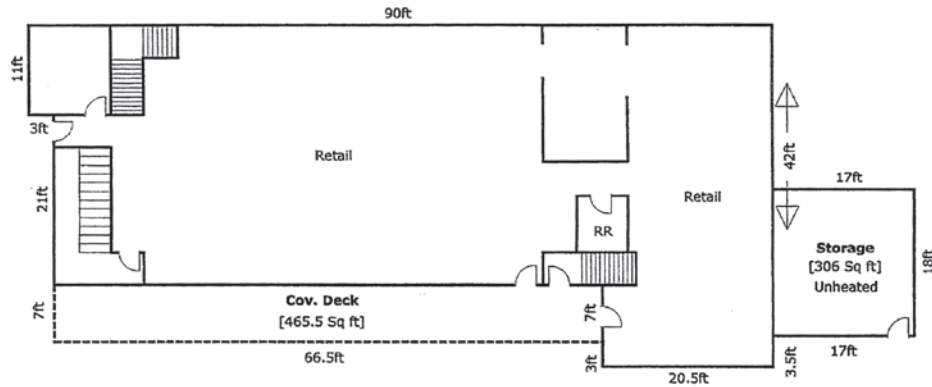
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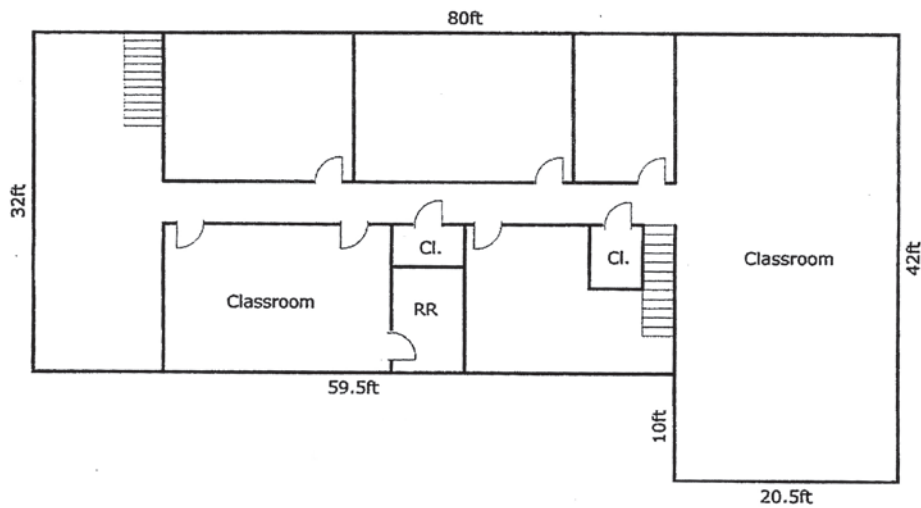
For more information,
please contact:

Floor Plans

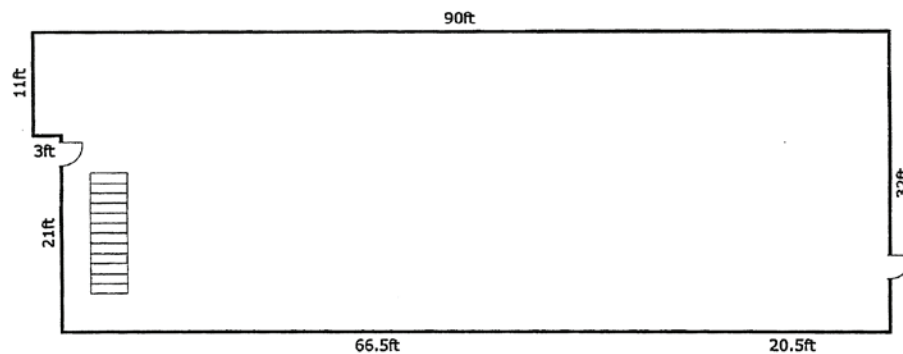
First Floor
3,022 Sq. Ft.



Second Floor
2,765 Sq. Ft.



Basement Floor
2,817 Sq. Ft.



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With a strong Midwestern work ethic and a dream that wouldn't be dissuaded, Debbie and Mike Kuehn converted a dilapidated mill into a spacious quilt shop.

Sneak Peek

Owner: Debbie and Mike Kuehn

Established: April 1996

Size: 4,000 sq. ft.

Fabric bolts: 5,000+

Decor: Old-fashioned comfort



Left: Mike and Debbie Kuehn received the Waunakee Area Chamber of Commerce's "Orchid Award" for their preservation efforts. The award recognizes contributions to the city's business community.



The locals thought they were nuts. To many living in Waunakee, Wisconsin, in the fall of 1994, the vacant, decrepit 1875 feed mill in the center of town was an eyesore and a nuisance. They looked at the structure and thought "parking lot." Longtime residents Debbie and Mike Kuehn looked at it and dreamed "quilt shop."

The Kuehns decided to act on their dream, and 1½ years later, after months and months of backbreaking work, limited sleep, and even less cash than usual in the Kuehn family coffers, Mill House Quilts had become the charming centerpiece of downtown Waunakee.

Open Spaces

The shop's original plank floors and sturdy wooden beams reveal the structure's charm and character. The spacious atmosphere allows not only for significant inventory but also breathing room for the store's steady stream of customers.

Debbie smiles often when recounting the shop's incredible transformation. But the reality of that

continued



Above: Antiques, including a rain barrel filled with bolts of fabric, dot the store and serve as displays. To provide additional appeal and customer inspiration, about 75 completed quilts hang from the walls.

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Wauwaukee, Wisconsin

Mill House Quilts



Above: Fabrics for numerous celebrations pack the holiday room year-round.

18 months is a true testament to the Kuehns' determination to succeed.

While the renovation was underway, Mike, an independent building contractor by trade, turned down paying jobs to overhaul the structure. Debbie, a nurse for more than 20 years, battled professional burnout and worked double shifts to keep the family afloat financially. Their four children also pitched in, with the entire family sometimes working 16- to 18-hour days.

And what an undertaking. The beams in the basement had rotted. The original floors had bowed and concrete had been poured over them. Grain bins were still in place. Fermented oats and feed were trapped in the walls. The Kuehns first spent hours attempting to scrape away the foul-smelling remains by hand, then were forced to strip the building down to its frame.

Supportive Staff

Even after the shop officially opened, Debbie continued her nursing career, working a night shift after running Mill House Quilts by day. This continued until January 1998, when her only job became full-time quilt shop proprietor. Fortunately for Debbie, her first two employees, Kay Staskal and Lisa Foy, shouldered many extra responsibilities in those early years; they remain proud and loyal staffers today.

Right: The staff at Mill House Quilts includes (from left): Diana Moen, Kay Staskal, Lisa Foy, Barb Brush, and Beth Goth.



The close-knit staff meets monthly at the shop to spend an evening sewing for community service projects. Last year staff members completed six quilts that were used to raise funds for Habitat for Humanity. A queen-size quilt was donated to a local homeless shelter. Area scholarship drives also benefited from the store's generosity.

Time and again, customers compliment Debbie and her staff for their friendliness, patience, and enthusiasm for their work. It hasn't taken long for Mill House Quilts to build up its customer base to 6,000 individuals spread across 42 states.

"They are always excited about what their customers are working on, and they make each customer feel like they are the most special person who walked through their doors that day," says Linda Faivre of North Freedom, Wisconsin. "I have always been greeted with a smile."

Also on hand is plenty of product. Barn boards salvaged from the old mill were turned into shelves to hold thousands of bolts of cotton and specialty fabrics. The bolts are organized by color palettes, with the exception of wools, flannels, batiks, and children's fabrics. Several old

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Waunakee, Wisconsin

Mill House Quilts



Above: Customers enjoy browsing the wide selection of fabric found inside Mill House Quilts.

sewing machines add to the ambience, as does an antique wooden hand-wringer washing machine. A children's play area gets heavy use.

Upstairs, natural light floods two large classrooms, including one located where grain bins once stuck through the building's roof. Plans include constructing a classroom on the main floor that would be handicap accessible.

The shop's "information center" bulletin board, always a popular spot, allows quilters to swap fabrics or track down the perfect pattern. As one customer recently told Debbie, "This shop is as restful and enriching as the library."

Even the modest Debbie seems satisfied with how her old feed mill has evolved into a gathering place for like minds. How does she measure her success? "Well, I have my own staff, my own bookkeeper, and my own pop machine—what more could I want?" she says.

Visit *Mill House Quilts* at 100 Baker St., Waunakee, WI 53597; 608/849-6473; e-mail: quilts@midplains.net; Web site: www.millhousequilts.com.

Shop hours are Monday–Saturday 9 a.m. to 5 p.m. Open Thursday evening until 8 p.m.



Waunakee, Wisconsin

Hot Spots in the Area

Waunakee, Wisconsin, claims to be the only town of that name in the world. Located 10 miles north of Madison, the state's capital, the community of 11,000 offers other reasons to visit.

Garden enthusiasts will enjoy *Orchids by the Ackers* (4823 Hwy. Q, Waunakee, WI 53597; 608/831-4700), where orchids are in bloom year-round. You can also purchase fresh floral arrangements, annuals, perennials, and more.

On the eastern edge of town you'll find *Schumacher Farm* (5682 Hwy. 19; Waunakee, WI 53597; 608/849-4559), a 40-acre park that replicates life in the 1920s and early '30s, serving as an outdoor nature and ecology classroom.

Celebrate Christmas with the residents of Waunakee during the first weekend in December. The festivities include a holiday home tour, horse and carriage rides, Santa visiting the renovated train depot, a lighted float parade, and caroling in the park. For more information, contact the Waunakee Chamber of Commerce at 608/849-5977.

An upscale shopping adventure awaits those visiting *Newell Gallery and Fine Wine* (315 E. Main St.; Waunakee, WI 53597-1431; 608/849-8422). Retail items include hand-blown and hand-painted glass, custom-designed jewelry, pottery, ironworks, bird feeders, and birdbaths. Madison artist *Sally Holl's* pastel florals and landscapes also are for sale, and visitors can taste wine as well as check out the gallery's "wine of the month" club and wine gift baskets.

The Picket Fence (105 E. Second St., Suite B; Waunakee, WI 53597; 608/849-9213), housed in the renovated feed mill behind the depot, offers charming gifts and collectibles, such as *Boyd's*, *Folkstones*, *Williraye*, and *David Frykman* gifts. You'll also find *Bridgewater* candles, heritage lace, baskets, stationery, and pottery.



*The Picket Fence
Waunakee, Wisconsin*



*Orchids by the Ackers,
Waunakee, Wisconsin*

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BROKER DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

1 Prior to negotiating on your behalf the Broker must provide you the following disclosure statement:

2 **BROKER DISCLOSURE TO CUSTOMERS**

3 You are a customer of the broker. The broker is either an agent of another party in the transaction or a subagent of another broker
4 who is the agent of another party in the transaction. The broker, or a salesperson acting on behalf of the broker, may provide
5 brokerage services to you. Whenever the broker is providing brokerage services to you, the broker owes you, the customer, the
6 following duties:

7 ■ The duty to provide brokerage services to you fairly and honestly.

8 ■ The duty to exercise reasonable skill and care in providing brokerage services to you.

9 ■ The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless
10 disclosure of the information is prohibited by law.

11 ■ The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is
12 prohibited by law (See Lines 47-55).

13 ■ The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information or the
14 confidential information of other parties (See Lines 22-39).

15 ■ The duty to safeguard trust funds and other property the broker holds.

16 ■ The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and
17 disadvantages of the proposals.

18 Please review this information carefully. A broker or salesperson can answer your questions about brokerage services, but if you
19 need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector.

20 This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain-language summary of
21 a broker's duties to a customer under section 452.133 (1) of the Wisconsin statutes.

22 **CONFIDENTIALITY NOTICE TO CUSTOMERS**

23 BROKER WILL KEEP CONFIDENTIAL ANY INFORMATION GIVEN TO BROKER IN CONFIDENCE, OR ANY INFORMATION
24 OBTAINED BY BROKER THAT HE OR SHE KNOWS A REASONABLE PERSON WOULD WANT TO BE KEPT CONFIDENTIAL,
25 UNLESS THE INFORMATION MUST BE DISCLOSED BY LAW OR YOU AUTHORIZE THE BROKER TO DISCLOSE PARTICULAR
26 INFORMATION. A BROKER SHALL CONTINUE TO KEEP THE INFORMATION CONFIDENTIAL AFTER BROKER IS NO LONGER
27 PROVIDING BROKERAGE SERVICES TO YOU.

28 THE FOLLOWING INFORMATION IS REQUIRED TO BE DISCLOSED BY LAW:

29 1. MATERIAL ADVERSE FACTS, AS DEFINED IN SECTION 452.01 (5g) OF THE WISCONSIN STATUTES (SEE LINES 47-55).

30 2. ANY FACTS KNOWN BY THE BROKER THAT CONTRADICT ANY INFORMATION INCLUDED IN A WRITTEN INSPECTION
31 REPORT ON THE PROPERTY OR REAL ESTATE THAT IS THE SUBJECT OF THE TRANSACTION.

32 TO ENSURE THAT THE BROKER IS AWARE OF WHAT SPECIFIC INFORMATION YOU CONSIDER CONFIDENTIAL, YOU MAY LIST
33 THAT INFORMATION BELOW (SEE LINES 35-36). AT A LATER TIME, YOU MAY ALSO PROVIDE THE BROKER WITH OTHER
34 INFORMATION YOU CONSIDER TO BE CONFIDENTIAL.

35 **CONFIDENTIAL INFORMATION:** _____

36 _____

37 **NON-CONFIDENTIAL INFORMATION** (The following information may be disclosed by Broker): _____

38 _____

39 (INSERT INFORMATION YOU AUTHORIZE THE BROKER TO DISCLOSE SUCH AS FINANCIAL QUALIFICATION INFORMATION.)

40 **CONSENT TO TELEPHONE SOLICITATION**

41 I/We agree that the Broker and any affiliated settlement service providers (for example, a mortgage company or title company) may
42 call our/my home or cell phone numbers regarding issues, goods and services related to the real estate transaction until I/we
43 withdraw this consent in writing. **List Home/Cell Numbers:** _____

44 **SEX OFFENDER REGISTRY**

45 *Notice: You may obtain information about the sex offender registry and persons registered with the registry by contacting the
46 Wisconsin Department of Corrections on the Internet at: <http://offender.doc.state.wi.us/public/> or by phone at 608-240-5830.*

47 **DEFINITION OF MATERIAL ADVERSE FACTS**

48 A "material adverse fact" is defined in Wis. Stat. § 452.01(5g) as an adverse fact that a party indicates is of such significance, or that
49 is generally recognized by a competent licensee as being of such significance to a reasonable party, that it affects or would affect
50 the party's decision to enter into a contract or agreement concerning a transaction or affects or would affect the party's decision
51 about the terms of such a contract or agreement. An "adverse fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence
52 that a competent licensee generally recognizes will significantly and adversely affect the value of the property, significantly reduce
53 the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information
54 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a contract or
55 agreement made concerning the transaction.

No representation is made as to the legal validity of any provision or the adequacy of any provision in any specific transaction.

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