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From Colan Treml, Economic Development Director, Oshkosh Chamber of Commerce.

In regards the financing options for clients, below is kind of just a small breakdown of resources around the area that can help with financing and just about anything else. Feel free to forward it their way and if they have any questions or want to speak further on it, they can always give me a shout on the office phone or my cell (815) 901 5669.

Below I will dive into how the Oshkosh Chamber and other community resources can help any business in a variety of ways - whether it be funding or anther issue. Some of it may not be entirely applicable, but they are good resources to know about nonetheless.

In regards to funding, there are several areas that we can talk about. First off, the Oshkosh Chamber Economic Development program has a Revolving Loan Fund that meets when needed to address applicants that are interested in receiving a loan. We loan up to \$50,000 and typically set the terms based on clientele – It usually is below market interest rate with a 3-10 year term – the first year we typically have interest paid only which results in lower payments during that year, typically making it a little easier on the client to handle as they get going. The funds can be used in almost any way, all depending on what is requested and the agreement we come to! The Chamber requires a bank match to continue forward with its loan fund – in other words, we typically like to set the client up with a local bank (if they don't already have one / are talking to one) to assist with the underwriting process for the additional funds needed. Here is the application to that in case you are curious or if you have more questions. https://www.oshkoshchamber.com/financial-funding-and-grants/

There are also several banks that we are very close with that can help with loans. The chamber can most likely make the connection with any local bank or institution you can think of – several commercial bankers serve on boards and committees with the Chamber making that process easy. Obviously, the banks loan terms and conditions are determined by the bank itself and you would have to meet with them to get a better idea of what they can offer. That is the primary reason we like to introduce the client to a local lender prior to getting them started with the chambers RLF. Specifically, I'll throw in here WBD with Jason Monnett and their 504 program for businesses. Usually they deal with a bigger sized loans, but It features a lower interest rate and long terms to help with the payments – you can check out more information here. https://www.wbd.org/504-basics

In regards to grants, there aren't as many available as some people think unfortunately. Wisconsin just had the ending of our Mainstreet Bounce Back Grant program on December 31st, 2022 – this grant was a state funded grant providing \$10,000 to businesses that relocated to a formerly vacant space over 400sqf. If for whatever reason that grant becomes active again, I will 100% give notice to any client that would be interested in something like that. The Chamber itself did 81 Acknowledgement letters for small businesses throughout the grants duration, providing \$810,000 in funds. The main way I find out about grants is through personal connections but also through the WEDC website (https://wedc.org/programs/?fwp programsresources category=small-business). WEDC stands for Wisconsin Economic Development Corporation and they are the head boss when it comes to economic development in Wisconsin. It may be good for any client to browse around on the site and see what they do for small businesses – they also keep up to date (for the most part) on grant information and if there is something coming up down the line. You can search just about anything on the site so it's a good place just to look around on.

There are also other programs and departments in Oshkosh that help with start up businesses / up and running businesses with a variety of things, whether that be funding or anything else. One of them is the SBDC (Small business Development Center) located at UWO. Dan Brosman, who is the Director of the SBDC here in Oshkosh, would be the contact for the client – The SBDC helps provide no cost, 100% confidential, business consulting to entrepreneurs and small business owners at any stage - from ideation to exit, and everything in between. Below are a few links that may help as well. I can make that connection with the client and Dan if you they would like, or they can always "register" for their help with one of the links below. They can point you in the right direction even if the business is further in the process than just getting started. They are a great resource to help finding grants as well – so you can get consulting help with a business plan for example along with potential financing options.

- SBDC's Website at UW Oshkosh https://wisconsinsbdc.org/oshkosh
- Link to Register for Consulting with the SBDC at UW Oshkosh
- Specialized Initiatives https://wisconsinsbdc.org/initiatives
- Entrepreneurial How-To Video Series https://wisconsinsbdc.org/video-series/
- First Steps to Starting a Business (Training On Demand)
 - https://wisconsinsbdc.org/services/education/firststeps/
- 10-Week Entrepreneurial Training Program https://wisconsinsbdc.org/services/education/etp/

There is also GOEDC (Greater Oshkosh Economic Development Corporation) which has a variety of resources to help businesses – They are more of the city's arm of economic development but they can also do funding / grants that can help. The client can find the majority of it's information on their website here https://greateroshkosh.com/doing-business/access-capital/. They typically only have funds / grants available to clients that have been in business for at least two years but have several different things going for them. The Oshkosh Chamber Economic Development department as well as GOEDC work hand in hand to make syre any client is taken care of. Again, if the client would like myself to make the introduction, I definitely can.

Lastly, there is the Venture Center up in Appleton at the FVTC with Amy Pietch. Now they are more in the business of helping the entrepreneurial side of start ups and businesses but have some resources that can help to anyone. They tend to focus to people that are just getting started, but have lots of ways they can help whether that be business classes, connections, etc. You can check out more info on them here https://www.fvtc.edu/training-services/business-industry-services/venture-center.

With any of these programs or resources, the client can always reach out to me and ask questions if they are interested in something specific.

Thanks in advance and the Oshkosh Chamber looks forward to helping in anyway we can!

Colan Treml

Economic Development Director 920-303-2265 ext. 20 colan@oshkoshchamber.com

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Gary Eake

Effective July 1, 2016

2010 Dickinson Ave.

DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

1 Prior to negotiating on your behalf the brokerage firm, or an agent associated with the firm, must provide you the 2 following disclosure statement:

3 DISCLOSURE TO CUSTOMERS You are a customer of the brokerage firm (hereinafter Firm). The Firm is either an agent 4 of another party in the transaction or a subagent of another firm that is the agent of another party in the transaction. A 5 broker or a salesperson acting on behalf of the Firm may provide brokerage services to you. Whenever the Firm is 6 providing brokerage services to you, the Firm and its brokers and salespersons (hereinafter Agents) owe you, the 7 customer, the following duties:

- 8 (a) The duty to provide brokerage services to you fairly and honestly.
- 9 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.
- 10 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless disclosure of the information is prohibited by law.
- 12 (d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the information is prohibited by law (see lines 42-51). 13
- 14 (e) The duty to protect your confidentiality. Unless the law requires it, the Firm and its Agents will not disclose your 15 confidential information or the confidential information of other parties (see lines 23-41).
- The duty to safeguard trust funds and other property held by the Firm or its Agents. 16 (f)
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Please review this information carefully. An Agent of the Firm can answer your questions about brokerage services, 19 20 but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home 21 inspector. This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a 22 plain-language summary of the duties owed to a customer under section 452.133(1) of the Wisconsin statutes.

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To ensure that the Firm and its Agents are aware of what specific information you consider confidential, you may 32 33 list that information below (see lines 35-41) or provide that information to the Firm or its Agents by other means. At a 34 later time, you may also provide the Firm or its Agents with other Information you consider to be confidential.

35	CONFIDENTIAL INFORMATION:
37	
38	NON-CONFIDENTIAL INFORMATION (the following information may be disclosed by the Firm and its Agents):
39	
41	(Insert information you authorize to be disclosed, such as financial qualification information.)
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47 An "Adverse Fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence that a competent licensee 48 generally recognizes will significantly and adversely affect the value of the property, significantly reduce the structural 49 integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information 50 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a 51 contract or agreement made concerning the transaction.

52 NOTICE ABOUT SEX OFFENDER REGISTRY You may obtain information about the sex offender registry and persons 53 registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at 54 http://www.doc.wi.gov or by telephone at 608-240-5830.

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