

CASE STUDY

BUYER REPRESENTATION FOR USER PROPERTY

For More Information:
Craig Wolf, Strauss Realty

Situation

Citizen Canine Bed & Breakfast For Dogs has been located at 2274 N. Clybourn Avenue in the Lincoln Park neighborhood of Chicago, since 2001. For 18 years, the owner, Jolie Frabotta, had been renting the property from the landlord, who recently passed away and had relatives managing the building. Citizen Canine had made the 2,115 square foot building “their home,” and was not expecting the owners’ family to put the property on the market for sale.

Upon notification of the upcoming sale in February 2019, Ms. Frabotta reached out to Craig Wolf for help finding a new location for Citizen Canine. Her goal was to stay in the immediate Lincoln Park area, while still being able to provide animal care for traveling and busy pet owners, 365 days per year.

Challenge

Ms. Frabotta’s priority was to lease a building in her immediate vicinity, as she has a loyal, local clientele. The challenges to this included:

- Very few buildings in the immediate Lincoln Park area with Zoning of C1, C2, C3 or M1, M2, M3 - required for Dog Care with Overnight Stay
- Resistance from landlords for this type of use
- Proper street visibility for marketing and logistical purposes
- Proper layout of space, so that the business can maintain its trademark “cage free care”
- Price point to allow the business to continue the level of profitability

After touring properties to lease and finding very little that met the above criteria, Craig proposed purchasing her own facility through the Small Business Administration (SBA). Ms. Frabotta began to work with SomerCor in order to learn about the wide range of programs offered.

Upon Ms. Frabotta gaining comfort with the SBA program, Craig began negotiating with the current landlord of Citizen Canine to purchase the property at 2274 N. Clybourn Avenue. But through the process, it became clear that Citizen Canine would be best off leaving the current property due to its small size. It was also built in the early 1900’s and requires significant construction work.

Solution

As Craig continued to work through potential relocation solutions for Ms. Frabotta, it became apparent that properties currently “on the market” were not a fit either due to size, location, zoning issues. Searching through opportunities, Craig found out through a third party that the building at 1358 W. Webster Avenue would be coming back on the market. It had been under contract with a developer, who was trying to achieve a re-zone for residential conversion, but was not going to be successful in the pursuit. This 3,500 square foot building on the highly trafficked northeast corner of Webster/Southport, was renovated in 2013. The building is zoned C1-1, allowing for Citizen Canine’s particular use. The building is located across from Family Pet Animal Hospital and just east of the busy retail corridor on Clybourn, which includes Regal Webster Place, Jimmy John’s, Potbelly, Shred415, Barnes & Noble, and a 7-Eleven.

Craig began to negotiate with the existing owner of 1358 W. Webster Avenue, on behalf of Ms. Frabotta, to relocate her long-time Lincoln Park business to a new facility, just 0.2 miles southeast of her current location.

The Result

Ms. Frabotta closed on the purchase of 1358 W. Webster Avenue in January 2020. Lakeside Bank was the lender on the purchase, along with the SBA contribution via SomerCor. Ms. Frabotta was able to fold her significant construction build out into the purchase price so that she could transform the two tenant building into Chicago’s “best Cage-free Bed & Breakfast for dogs”.

The new facility allows Citizen Canine to stay in the Lincoln Park area and retain their current client base, with the proper zoning, tremendous visibility, and suitable layout with space to expand the operation.

In the process, Craig also negotiated a lease termination with Wellness Nail Spa, which had several years left on their lease. Additionally, Craig introduced Ms. Frabotta to a zoning attorney to resolve a parking issue.

Citizen Canine opened their new facility in Spring 2020 and is well positioned to increase profitability in the immediate future, all while owning a long-term asset in a prime location.

Contact Craig

If you are a business owner looking to purchase a property, Craig Wolf of Strauss Realty, LTD. is well-regarded as a tireless worker and superb communicator. Craig will guide you through the process of identifying a property, securing financing in preparation of closing

and all of the hurdles that arise along the way. If interested in discussing further, please contact Craig Wolf at (773) 736-3600 or craig@straussrealty.com.