



Department of Neighborhood Services
Inspectional services for health, safety and neighborhood improvement

Preston D. Cole
Commissioner

Thomas G. Mishefske
Operations Manager

February 13, 2017

County Board Supervisors
Milwaukee County Courthouse
901 North 9th Street, Room 201
Milwaukee, WI 53233

RE: Margaret C. Daun's Appointment as Corporation Counsel

Chairman Lipscomb and County Supervisors:

I could not be more pleased to write in support of the confirmation of Margaret Daun as Corporation Counsel. I have worked in local government for well over 25 years, served on gubernatorial boards and commissions, and I can say without a shadow of a doubt that Ms. Daun would be an asset to any organization, public or private. She will be a great advisor to her County clients, a zealous advocate for the County, and will help make government work better for County taxpayers and citizens. She did that for the City, and she will do the same for the County.

I watched Maggie work up close on an extremely complex intergovernmental cooperation agreement the City was negotiating with Waukesha County to operate a joint recycling facility. The agreement also involved multiple ancillary agreements with the third-party, private sector partner who would operate the facility. There were cost sharing elements and revenue streams that were projected to extend over twenty years. The deal is worth multiple \$10s of millions. Maggie was brought in by her supervisors with mere days to go before the deal was scheduled to close. Within minutes of my first meeting with Maggie, I knew she would get the deal done, but that it would be done right, and would improve substantially in the City's favor.

In short, despite a very contentious atmosphere, as well as divergent interests and attitudes, and that she had to walk into a deal days from closing and effectively call for a "do-over," Maggie was expertly able to find middle ground and alignments of interests. She took on the lion's share of the work involved with substantially rewriting nearly all of the deal documents, working long hours well into the night. She cancelled a vacation. And in the end, Maggie saw the deal through. It has been an overwhelming success.

Maggie knew nothing about recycling processing or recycling commodity resale pricing (key elements of the deal) when she walked into the room on the first day? This is remarkable not only because she got up the learning curve at lightning speed, but because when the general



counsel for the multinational private sector partner found that out, he was blown away and offered his job to her on the spot (he was moving on to a new company). Thankfully for the City, she said no.

Maggie advises Common Council committees on various strategic initiatives and litigation. She is unfailingly fair, thoughtful, and forthright. She does not “spin” when clients ask her questions. And she does not dodge the tough issues. She’ll admit when she doesn’t know an answer – but she will find out. She does not intimidate and she fights – hard – for her clients. She is the real deal.

The last three qualities I can attest to about Maggie I believe are among some of the most important for a public sector lawyer. First, Maggie does not play politics. Every client will get her best, most objective and considered advice, even when that advice lands her squarely in the crosshairs. Second, on a daily basis, Maggie demonstrates a commitment to understand and find common ground with a wide range of viewpoints and cultures. Third, Maggie has the humility and intelligence to take in alternate viewpoints, reflect upon her own analysis and opinions, revise where necessary and admit if she has gotten something wrong. For a lawyer, that is really something.

It is my honor and privilege to provide my full-throated endorsement of Ms. Daun’s confirmation as Milwaukee County Corporation Counsel.

Regards,



Preston D. Cole

Commissioner, City of Milwaukee Department of Neighborhood Services