



The **Milwaukee Economic Development Corporation ("MEDC")** is a non-stock, 501c3 not for profit Wisconsin corporation. It is a self-sustaining non-bank lender that is certified by the US Treasury's Community Development Financial Institutions Fund (CDFI) as a Certified Development Entity and a CDFI Loan Fund. It is also a Community Development Corporation under the Small Business Administration 504 Loan Program and its Community Advantage Program.

MEDC has a 25 member Board (see back page), which is primarily governed by a 10 member Executive Committee. The Executive Committee reserves 4 director positions for public sector elected officials, with the remaining 6 held by private sector individuals.

MEDC's Loan Committee is responsible for the review of all loan requests. There are currently 7 directors on the Loan Committee, with one also being a member of the Executive Committee. The Loan Committee is comprised of individuals with extensive lending knowledge and are familiar with businesses in the metro Milwaukee area.

MEDC has a current loan portfolio of over \$52 million, from 4 main funding sources (including US EDA, CDBG, and US Treasury). It also services 5 loan portfolios for 3 other entities.

MEDC Advantage:

40 year history and experienced staff

Software to manage processes:

FastGrade – Customer Relationship, underwriting, loan compliance tracking

FIS – Loan system, document storage

FIPCO GulfPak – Loan documentation (Wisconsin Bankers Association)

QuickBooks – Accounting (annual audited financial statements and compliance.

Simplifile – online system to file collateral documents

Experience in reporting to various agencies:

Block Grant, US EDA, US Treasury, Small Business Administration, others.

Loan Committee and Board members live and work throughout the metro Milwaukee area.

Ability to assist with determining appropriate program guidelines as well as appropriate service provider.

Access to loan guarantee programs (SBA and WHEDA)

Services MEDC can provide:

Underwriting

Loan Closing

Post Loan Closing Servicing

Loan Requirement Tracking

Payment collection

No cost unless loans are closed

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Timothy Sheehy
Chairman

Patrick G. Walsh
President

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MEDC Board of Directors

Timothy R. Sheehy (1), Chairman, President, Metropolitan Milwaukee Association of Commerce

Tom Barrett (1), Mayor, City of Milwaukee

David D. Clark (1,4), Senior Vice President, Northwestern Mutual

Joe Davis, Sr. (1,4), 2nd District Alderman, Economic Development Committee Chair, City of Milwaukee

Willie L. Hines, Jr. (1), 15th District Alderman, Common Council President, City of Milwaukee

Mark Lemke (1,2,3,4), President – Wisconsin Region, The PrivateBank, N.A.

Fred Luber (1), Chairman, Super Steel Products

Jean McKey (1,3), President/CEO, McKey Perforating Company

Martin Matson (1,3), Comptroller, City of Milwaukee

Tom O’Neill (1), Special Accounts Management Unit Head, BMO Financial Group

Steve Barth (2), Attorney at Law, Foley & Lardner, LLP

John Galanis (2), Attorney at Law, Galanis Pollack, Jacobs & Johnson, S.C.

Paul Kleiner (2), Retired Banker, Lending Consultant, Milwaukee Economic Development Corporation

Amelia E. Macareno (2), Vice President, First Bank Financial Centre of Wisconsin

Perfecto Rivera (2), Business Dev. Officer, Wisconsin Housing and Economic Development Authority

Robin Talbott (2), Vice President, PyraMax Bank

Les Blum (4), Les Blum Consulting, LLC

Carla Y. Cross (4), President/CEO, Cross Management Services, Inc.

Samuel D. Dickman (4), President, The Dickman Company

Michael J. Dwyer (4), Attorney at Law, Godfrey & Kahn, S.C.

Robert B. Monnat (4), Chief Operating Officer, Mandel Group, Inc.

Julie A. Penman (4), Retired

Martha Brown, Deputy Commissioner, Dept. of City Development, City of Milwaukee

Richard “Rocky” Marcoux, Commissioner, Dept. of City Development, City of Milwaukee

Patrick G. Walsh, President, Milwaukee Economic Development Corporation

Committees: 1-Executive, 2-Loan, 3- Audit, 4-Land Resource