



Community Business Development Partners

MILWAUKEE COUNTY

Ruben L. Anthony, Jr., PhD • Interim Director, DBE Liaison Officer, ACDBE Liaison Officer

INTER-OFFICE COMMUNICATION

DATE: February 10, 2014

TO: Supervisor Marina Dimitrijevic, Chair, County Board Supervisors
Supervisor Patricia Jursik, Chair, Economic & Community Development Committee
Supervisor Michael Mayo, Sr., Chair, Transportation, Public Works & Transit Committee

FROM: Ruben L. Anthony Jr. Ph.D., Interim Director, Community Business Development Partners

SUBJECT: CBDP Micro Loan Program & Outreach - Status

Directive

The 2014 budget indicates that, CBDP will develop and execute a comprehensive business outreach program for small and disadvantaged enterprises that will include the promotion of the Microloan Fund, the Revolving Loan Fund, and a series of educational seminars. CBDP will provide reports regarding outreach activities, microloan and revolving loan fund utilization, business-to-government (B2G) implementation and utilization and any other efforts to promote the disadvantaged and small business programs to the Economic and Community Development Committee and the Transportation, Public Works, and Transit Committee on a monthly basis.

Loan Programs

Milwaukee County CBDP staff has met with two non-profit foundations and two financial institutions since October 21, 2013, to discuss ways to service the new CBDP Microloan Program. The first meeting with a non-profit in October of last year did not materialize. The company decided it was too expensive to service the CBDP Microloan Program.

On November 26, 2013, CBDP staff met with another non-profit organization. The organization was interested in underwriting the loan; however, they suggested CBDP find a financial institution to deposit and service the loan.

On December 3 & 16, 2013, CBDP staff met with a financial institution that showed great interest in the program. Unfortunately, they have since receded saying it would be too expensive to service the loan program. CBDP also met with a Community Bank in December 2013; they sent a letter of interest in January 2014. The non-profit organization that CBDP staff met with in November 2013 has set up another meeting on February 10, 2014, to tentatively discuss how they will underwrite the loan for CBDP.

Going forward, CBDP has decided that they will have to service the Microloan in-house. We will secure a financial institution for depositing the loan amount in the next two weeks.

Outreach and Education

CBDP will have an Educational Seminar on February 19, 2014 for all newly certified firms in the last quarter. These seminars will be held at CBDP offices every three months. The topics will include:

- **How to manage your DBE Certificate**
- **Contracting with Milwaukee County**

As a means of outreach, the Milwaukee County Community Business Development Partners publishes a newsletter periodically. The newsletter features current information about business development and a calendar of upcoming meetings and events.

A copy of the January 2014 newsletter is available on <http://county.milwaukee.gov/cbdp/cbdp-newsletter.htm>

B2G Now

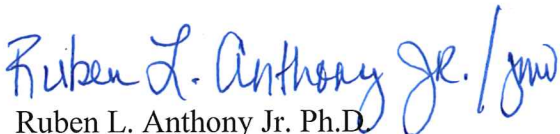
On November 18, 2013 CBDP began the preliminary planning for the implementation for the Business to Government Now (B2G Now) system. This system will create a DBE compliance, monitoring and management system.

Three components will be implemented: 1) Certification Management, 2) Online Applications and 3) Contract Compliance.

In January the B2G Now consultants began the implementation of the Certification Management module. The graphic user interface is nearly complete. It has been customized for Milwaukee County and a link has been created to the CBDP web-page (but has not been activated). Staff training has begun on the Certification management module. The certification module should go live on February 25, 2014.

The unified certification directory has been linked to the site, but other data items still need to be linked. On February 25, 2014, the online application implementation will begin. Following this, the implementation of the Contract Compliance module will begin.

Approved by



Ruben L. Anthony Jr. Ph.D.
Interim Director, CBDP

CC: Chris Abele, Milwaukee County Executive