

Kenneth F. Little

Milwaukee, WI

Career Profile

Senior executive with diverse project management, team development, financial management, fundraising and marketing experience in the private and non-profit sectors. Demonstrated ability to effectively communicate on all levels from the grass roots community to the corporate CEO to gain consensus and reach goals.

Professional Experience

CITY OF MILWAUKEE DEPARTMENT OF CITY DEVELOPMENT **2014 - present**

Neighborhood Business Development Manager **2018 - present**

Responsible for management of activities in Milwaukee's commercial corridors that generate private investment and new development. Duties include strategy development, creation of work plans for targeted neighborhood initiatives, oversight of grant programs, facilitation of legislative processes, public outreach, promotion of opportunities to the private sector and reporting to policy-makers

Commercial Corridor Manager **2014 - 2018**

Responsible for the development, improvement and implementation of Milwaukee's neighborhood commercial revitalization strategies. Responsibilities also include:

- Oversight of the City's Business Improvement Districts and Neighborhood Improvement Districts
- Management of the Commercial Revitalization Grant Programs which have averaged \$1.5mm in approved grants since 2014.

SEAWAY BANK & TRUST COMPANY **2012-2014**

Vice President/Commercial Lending

Responsible for commercial loan development for the North (Milwaukee) Division of this \$550mm asset Chicago based full service bank.

- Successfully presented and obtained approval for more than \$4.5million in new business in first 12 months of engagement
- Established an additional \$10mm pipeline with deals ranging in size from \$30,000 to \$3.2mm in a wide array of industries.

WHEDA (Wisconsin Housing & Economic Development Authority) **4/2012-10/2012**

Business Development Officer-Transform Milwaukee Initiative

Responsible for developing and nurturing relationships with industry leaders, both local and national, resulting in partnerships that resolve complex issues and establishes on-going information networks.

- Established a \$30mm new business pipeline
- Developed a "Bankers" luncheon to introduce new WHEDA products
- Evaluation and funding of a new proposal to influence entrepreneurial thinking among inner-city youth
- Developed a concept paper for the use of a new and innovative source of product funding for the agency.

ASSOCIATED BANK

2004 - 2011

Vice President/Commercial Lending

Managed a \$24mm commercial loan portfolio with concentrations in the non-profit sector, low to moderate-income geographies and traditional C&I business.

- Served as bank's primary community ambassador maintaining an extensive network of community and organizational relationships from the Mayor to grass roots organizers.
- Responsible for closing first New Markets Tax Credit transaction in the City of Milwaukee. The bank acted as the lender as well as the investor in a \$3.6mm deal
- Closed \$5mm in new business in final year at bank to include a construction loan with an interest rate SWAP for a major non-profit in Southeast Wisconsin and an IRB loan for a local tourist destination.

SOUTHWESTERN MICHIGAN URBAN LEAGUE

2003 – 2004

President & CEO

Directed and coordinated overall functions for this youth focused non-profit including community outreach, strategic planning, volunteer relations and fiscal management.

- Grew agency budget and staff by conceptualizing and directing the acquisition of a freestanding non-profit employment program in order to provide services to the parents of disadvantaged youth.
- Improved program responsiveness by restructuring of existing college prep programs to address issues on grade specific levels.
- Created a two tier volunteer core by re-establishing the "Urban League Guild" consisting of senior citizens and establishing the "Young Professionals Group".
- Brought agency into fiscal compliance by directing the completion of two years of delinquent audits.

MILWAUKEE URBAN LEAGUE

1997- 2002

President & CEO

Directed, envisioned and coordinated overall functions for a \$2 million non-profit including resource and fund development, strategic planning, community outreach, volunteer relations and fiscal management. Volunteer base included 25 board members, 100 Guild members and 60 Young Professionals.

- Established the Milwaukee Urban League Academy of Business and Economics, a K-5 public charter school by partnering with an experienced school management firm and a local faith based organization to bring the financial, facility and knowledge resources together for full implementation of the plan.
- Decreased general operations funding shortfall 75% by negotiating the extension of an impending decision by United Way to cut administrative funding, improving internal fundraising and implementing performance based contracting.
- Established a solid connection to the "young professionals" segment of the community by identifying youth leadership, replicating an existing model and empowering the youth by providing a permanent seat on the agency board of directors.
- Produced two research-based publications, "The State of Black Milwaukee" and "The State of Black Milwaukee Through the Eyes of Children" by collaborating with a local university. to edit the books, a local community college to print the books and a local foundation to fund the project.

NORTH MILWAUKEE STATE BANK

Vice President/Cashier

1994 – 1997

Managed the finance/accounting, customer service and bank operations of this community based financial institution.

- Researched and worked with legal counsel to establish a Nevada Investment subsidiary to reduce the income tax burden on the banks investment portfolio.
- Managed the project to introduce 24-hour telephone banking services utilizing a shared services arrangement to make the project cost feasible for a small community bank.

Vice President-Community/Business Lending

1982-1985/1989-1994

Managed a \$20 million commercial loan portfolio

- Established strong presence in the “Faith Based Community” as a method to improve the bank’s asset quality and core deposit base by building relationships and providing creative financial solutions to customers.
- Established minority loan guarantee program in collaboration with the State of Wisconsin’s Department of Transportation.

KILBOURN STATE BANK

1986 – 1989

Assistant Vice President – Loan Officer

- Managed Community Reinvestment Act function that improved the compliance rating and allowed the bank to obtain regulatory approval for a new branch by establishing a presence in minority and low to moderate-income communities.

Other Experience

First National Bank of Chicago

Commercial Banking School/Associate Account Representative

American Security Bank

Retail/Commercial Banking Trainee

Harris Bank

Trust Department Internship

National Bank of Washington

Retail Banking Internship

Education

EMBA, University of Wisconsin-Milwaukee, WI-1998

BBA, Finance/Banking, Howard University, Washington, D.C.-1979

Affiliations

MLK Economic Development Corp-Treasurer

Board Treasurer-Greater Holy Temple Christian Academy

La Causa, Inc.-a Hispanic Focused Community Organization

Clarence Parrish Foundation, Inc. –Board President

LISC/ACRES Advisory Committee