

COMMUNITY DEVELOPMENT GRANTS ADMINISTRATION
APPLICATION EXECUTIVE SUMMARY – FUNDING YEAR 2007

REQUIRED: Check the type of funding for which you are applying.

NOTE: Separate applications are required for each type of funding and activity for which you are applying. Combined applications and budgets will not be accepted and will be returned.

Total Amount Requested (CDBG FUNDS) \$175,000.00 (HOME FUNDS) \$ _____
(HOPWA FUNDS) \$ _____

RFP Activity/Category for which you are applying: Job Training & Placement

RFP Page #24

Applicant Organization Name: Esperanza Unida, Inc.	2006 AUG 14 PM 2:53 CDGA
Organization Address: 1329 West National Ave City: Milwaukee Zip: 53204	
Contact Person: Mr. Robert Miranda Title: Executive Director	
Contact Person's Telephone Number: 414-671-0251 Fax Number: 414-383-7392	
E-Mail Address: rmiranda@wi.rr.com	
Is applicant a 501 (C)(3) organization? Yes.	
Is applicant a faith-based organization? No.	
Federal Employer Identification Number: 39-1165380	
Executive Director: Mr. Robert Miranda Phone Number: 414-671-0251	
Board President: Mr. Suleyman Kurter Phone Number: 414-482-2677	

Check one: Organization received funds from CDGA in 2006? Yes.

Organization did not receive funds from CDGA in 2006

Proposal submission(s) must be authorized and signed by an official of the Board of Directors.

Name and title of Board Official: Mr. Suleyman Kurter, President of the Board of Directors, Esperanza Unida

Signature of Board Official: Suleyman Kurter 8/14/2006

NOTICE:

A false statement or misrepresentation in the proposal to obtain grant funds and if funds are awarded, the funds and contract will be in default and the City may declare all of any part of the funds paid out immediately due and repayable to the City and the contract voided.

PUBLIC SERVICES – EMPLOYMENT SERVICES

Job Training & Placement and Job Placement Services

**Total Available: \$325,000.00
(CDBG Funds)**

**Part 1: PROGRAM DESIGN & SPECIFICATIONS
60 POINTS TOTAL**

A. Households/Clients Served: Describe the specific population to be served, including target income level and special needs populations, as applicable. Indicate the number of units/households to receive direct services by your program.

(5 pts maximum)

All of Esperanza Unida's students come from central city neighborhoods that reflect the following realities according to the 2000 U.S. Census:

- Aggregate family income that fell 32.5% from 1970 to 2000 as compared to 62.4% increase in the suburbs and a 31.1% increase in the metropolitan area as a whole.
- A poverty rate for individuals in 2000 of 30.5%; however, 46.6% of young people under the age of 18 in these neighborhoods lived in poverty.
- An erosion of employment in the manufacturing sector on the part of central city residents: 41% in 1970 to 19% in 2000.

90% of Esperanza Unida's students have been successfully placed in family supporting jobs by our job placement program staff last year. Of the 15 students placed last year, 50% were African-American, 40% Latino, 10% Other. We plan to increase our enrollment by 78 students to take direct advantage of our programs in the academic year, 2006 - 2007.

DO NOT WRITE BELOW
For CDGA Use Only

Comments:

Score:

B. Outreach: Describe in a narrative, your agency's outreach and all of the methods that will be used to inform eligible persons about your program.

(5 pts maximum)

Esperanza Unida's Student Support Services Department coordinates the outreach and selection process. Many in our staff live in the neighborhoods that we serve. EU staff plays a critical role passing on information about our programs to the various churches, schools and neighborhood block clubs in our communities. In addition, Esperanza Unida has a unique relationship with the Milwaukee Spanish Journal. This newspaper is Wisconsin's oldest bilingual weekly with distribution points throughout the central city. Esperanza Unida is able to have many of its Public Service Announcements (PSA) published in this newspaper which produces 20,000 copies per week. Esperanza Unida conducts community meetings and recruitment fairs and distributes flyers around the communities that we service. Also, Esperanza Unida has partnerships with the Milwaukee Area Technical College, Social Development Commission, United Migrant Opportunity Services and SerJobs for Progress and other Community Based Organizations. These partnerships prove to be very beneficial when promoting Esperanza Unida program opportunities through their networks.

DO NOT WRITE BELOW
For CDGA Use Only

Comments:

Score:

C. Activity, Goals, and Timeline: Describe the specific activity to be performed, the goals of the program, and the timetable for implementation.

15 points maximum

Esperanza Unida continues with its goal to assist disadvantaged people by providing them with opportunities to grow personally and become economically self-sufficient. Our primary objective is to directly place 32 unemployed and low-income residents in family supporting jobs, and provide retention support for a year following. Esperanza Unida will target placements in sectors it is already familiar with through its job training and placement program: welding, childcare, customer service, construction (in partnership with Red Tail Restoration), and auto repair (**see attachment B**).

- a) Esperanza Unida is currently training students and will continue job training and placement activities for January 2007. Esperanza Unida recruits students via referrals from Community Based Organizations, churches, Public Service Announcements and routine information/orientation sessions. The goal is to recruit 78 residents after the recruitment process has been completed.
- b) Assessments will be completed of all recruits from the communities Esperanza Unida services for classes starting September 2006 to September 2007. There are several training sessions that take place during this time period. Academic assessment tests, skills assessments, and in-depth interviews by instructors with the students will be conducted at Esperanza Unida. 78 students will be selected from this process for the training year.
- c) Esperanza Unida will provide support to residents training in our programs with orientation sessions for jobs in welding, auto mechanics, customer service, construction and child care from September 2006 to September 2007. Each participant will be given support by staff at Esperanza Unida with writing a resume and will be given opportunity to practice for job interviews and skills improvement. 32 candidates are targeted for job placement.

DO NOT WRITE BELOW
For CDGA Use Only

Comments:

Score:

D. Method: Describe the method that will be used to meet the goals and objectives as stated in your application. YOU MUST ALSO REFER TO THE REQUIREMENTS STATED UNDER THE SECTION "METHOD" IN THE RFP WHEN COMPLETING THIS SECTION

15 points maximum

Esperanza Unida has trained several thousand students since 1984 and has placed well over 70% of successful graduates in jobs that sustain and provide their families a future. To enhance training in our welding, auto mechanics, customer service and construction programs, Esperanza Unida has formed a partnership with Milwaukee Area Technical College (MATC). Esperanza Unida is now an official training site for MATC welding, customer service, and auto mechanics programs. Curricula for our welding program, construction program, customer service program and auto mechanics training program will be upgraded and augmented into MATC's training curriculum. MATC instructors will give primary instruction to students who attend MATC welding, auto mechanics, construction, and customer service courses at Esperanza Unida.

Many of these students will be given additional instruction by Esperanza Unida student support staff for follow-up i.e., tutoring etc. They will also be given on-the-job training by being exposed to on-the-job training experiences within one of our business operations. Along with MATC training curriculum, Esperanza Unida will provide additional training according to the instructions provided in *Welding Principles + Applications*, Fifth Edition by Larry Jeffus and *Blueprint Reading for Welders*, Sixth Edition by A.E. Bennet and Luis J. Syi. Our welding and metal fabrication program offers training experience in: Principle of Orthographic Projection; Oxy-Acetylene Torch cutting; Basic Blueprint Reading; Use of small Shear Machine; Introduction to Plasma-cutting; Introduction to Arc Gouging; Setup and Operation of MIG Welder; MIG Welding technique in vertical, horizontal, flat and overhead positions; Math Building Skills; Introduction to Flux Core Arc Welding; and, Introduction to Shielded Metal Arc Welding.

Further, students will be recruited via MATC recruitment networks and through partnerships with CBOs such as UMOS and SerJobs. Esperanza Unida will succeed placing residents in family supporting jobs from January 1 through December 31, 2007. This will be achieved by placing individuals in jobs with employers with whom our

student support staff has had a long and lasting relationship. Student support staff will recruit other employers through one-on-one contacts and job fairs.

In addition, as part of improving welding instruction, Esperanza Unida is working with Bill Reith of Bucyrus International, Inc. Esperanza Unida's welding students tour Bucyrus fabrication facilities every training session as a reinforcement of training learned in the classroom. Our students are exposed to the demanding requirements of highly skilled welders. From July to August 2006, Bucyrus has hired two graduate welders of Esperanza Unida.

Esperanza Unida has established long lasting ties with Kohl's Department Stores that hire our graduates in customer service. These ties continue today and have become a vehicle for opening other business opportunities for Esperanza Unida in the industry.

Lastly, student support staff will follow up with employers and offer job retention support so that the 32 successful graduates can retain their jobs as working residents for at least 45 days to one year.

DO NOT WRITE BELOW
For CDGA Use Only

Comments:

Score:

E. Program Outcomes: The expected long term outcomes from CDGA's funded programs are: 1) Reduce Crime; 2) Increase Property Values; 3) Increase Economic Vitality; and, Improve Quality of Life. Towards this end, describe the outcomes, (results, impact or change) expected to come about as a result of your program and which contribute to one or more of CDGA's long term outcomes.

15 points maximum

Esperanza Unida's training and job placement programs have long operated under the notion that families living under harsh living standards, i.e. low-income living standards, live in areas that have high rates of crime, low property values, and no economic growth.

With the support of Milwaukee Area Technical College, residents will be able to obtain not only free training and job placement at Esperanza Unida, residents will also have the opportunity to continue their education at MATC with the support of scholarships the college is seeking as part of our partnership.

78 unemployed or underemployed residents will graduate and/or continue on with their education. Of this number 32 successful graduates will be placed into living wage jobs because of our organization's training programs and student support services (*see attachment A: Year 2007- Community Development Block Grant Outcome Measurement work plan*).

DO NOT WRITE BELOW
For CDGA Use Only

Comments:

Score:

F. Budget and Resources Leveraged: Include a proposed budget for your program utilizing the appropriate budget forms which are enclosed. The HOPWA budget is incorporated within the HOPWA RFP.

5 points:

Because Esperanza Unida is in restructuring mode, some of our budget and resources leveraged for our training programs come from our partnership with MATC. The rest of our training programs' budget comes from Esperanza Unida's business ventures.

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Comments:

Score:

TOTAL POINTS PART 1
60 maximum

**PART 2: EXPERIENCE
40 POINTS TOTAL**

A. Agency Experience with Activity: Describe the specific experience that your agency has in providing the service for which funding is requested.

15 points maximum:

For over 20 years, Esperanza Unida has been providing job training and placement services to Milwaukee residents. We are committed to this effort. Our commitment is demonstrated by our agency investing its own money made from its business ventures into these programs. Our track record is well documented. Since 1984, Esperanza Unida has trained over 2,500 Milwaukee residents in skilled trades and has helped to place many of them in living-wage jobs.

Esperanza Unida has been incorporated as a 501 (c) (3) since 1971 in order to provide these services. Our board of directors is diverse and well connected into the community. Our directors of the board provide key and valuable support to the executive director. With their insights, the executive director is able to reach out into the community in order to establish meaningful links with groups and individuals in the service area communities, so that the mission of the agency can be advanced. The executive director is well respected and highly recognized in Milwaukee. His background as an administrator in a Pennsylvania correctional facility has given him experiences with handling and dealing with budgets. His background as an instructor of U.S. Marines, while he served in the U.S. Marine Corps for 8 years, provides Esperanza Unida instructors with a leader who can support them with lesson plans and curriculum improvements. This is why after he assessed the curriculum at Esperanza Unida's training program, he understood the need to improve instruction, and hence, forged the academic partnership with MATC this year. This initiative will not only increase student learning capacity, but will enhance Milwaukee's skilled labor pool.

DO NOT WRITE BELOW
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Comments:

Score:

B. Staff Expertise: Describe your agency's specific staff experience in providing the service for which funding is requested.

5 pts maximum

Esperanza Unida has experienced staff working in all of our programs. In welding, our staff has a combined 40 years experience with instruction, business and fabrication within the industry. Our master welder, José Jiménez provides practical support to our students who after learning the trade in the classroom, are placed into lab-like work stations and provided an opportunity to experience welding on a small scale. After learning in these labs, welding students are placed in a work-like environment whereby José Jiménez oversees their work performance. His expertise and experience help students gain confidence and learn styles of welding valuable to employers. Our business manager, Dennis Klingman oversees the business side of our welding program. Mr. Klingman exposes the students to the idea that they too can become entrepreneurs in welding if they choose to move in that direction. Because of Dennis Klingman, Esperanza Unida is able to maintain close ties with companies such as Russell Metals and the Wagner Company, which support our welding program with referrals for hire and other program needs.

Jennifer Coe is our welding instructor (**see attachment H for curriculum**). Trained at MATC, Jennifer brings energy and discipline to the program. With the support of MATC welding instructors teaching at Esperanza Unida, Jennifer will be able to provide students with another breadth of academic experience outside of what MATC will be teaching at Esperanza Unida. Indeed, this partnership will add more academic strength to our instruction component in welding.

In our auto training program, staffs are certified auto mechanics and have over 40 years combined experience in the industry. Our instructor, José De Hoyes is a Native-American recognized in the area as a top mechanics instructor (**see attachment F for curriculum**). Students in the program are given an opportunity to work alongside our experienced staff after classroom instruction in order to gain real practical experience working with cars and gaining valuable work environment experience within a car shop. Our auto program has been in place for over 15 years and continues to produce top quality mechanics for the industry. Our partners at O'Reilly Auto provide invaluable support with ideas on how to improve our technology and curriculum. With MATC partnering with Esperanza Unida's auto program, new technology and improved curriculum will be incorporated within the program this year.

Esperanza Unida's customer service program continues to produce highly skilled customer service workers. Our customer service instructor, Jennifer Hartman coordinates our customer service program and has over 5 years experience teaching the program (**see attachment G for curriculum**). Jennifer has established strong relationships with companies such as Kohl's Department Stores. Jennifer's approach is unique as she meets

with company representatives one-on-one in order to establish strong working relationships. She works with companies by asking them to provide her with information about the kind of training their corporations would like their customer service representatives to have. Jennifer then customizes the curriculum to meet the specifics these companies have asked for and begins to teach the students based on those specific customer needs. The result is a student given instruction on what the company specifically needs, and the company hiring a student that has been trained for just the job the company wants done. With this kind of experience and expertise, its no wonder Esperanza Unida is able to place many of its graduates in good paying jobs.

DO NOT WRITE BELOW
For CDGA Use Only

Comments:

Score:

C. Financial/Organizational/Administration: Describe your agency's financial, organizational and administrative structure.

5 pts maximum

A copy of Esperanza Unida's organizational chart is enclosed. This chart covers our organizational and administrative structure. Our organization's financial structure is governed by a three-tier process. First, Esperanza Unida's board of directors recently created a Finance Committee that meets with the executive director to discuss fiscal issues at Esperanza Unida. This committee meets bi-monthly. Second, the chairman of the board and the executive director has signature authority of all fiscal transactions at Esperanza Unida. Third, all revenue is closely monitored by our accounts receivable and our accounts payable staff. A strict policy regarding the handling of money is followed at Esperanza Unida (**see attachment C**). In addition, we are audited annually by a professional and respected auditing firm: Ritz, Holman, Butala, Fine LLP.

DO NOT WRITE BELOW
For CDGA Use Only

Comments:

Score:

E. Accomplishments: Existing Agencies (Currently Funded by CDGA): Please summarize your performance during the past two years including stated goals and actual accomplishments realized to date. Accomplishment numbers are subject to verification by CDGA.

15 pts maximum

In the last two years, Esperanza Unida has had to restructure its administrative infrastructure and reestablish itself as a premier job training and placement agency. The last two years have been difficult because of consistent leadership changes and fiscal constraints. In addition, Esperanza Unida has had to work to reestablish relationships with past financial supporters due to negative publicity in the media. Nevertheless, the agency's leadership is determined to overcome obstacles and continue the work the agency started out to do 30 years ago.

To that end, a strategic plan to rebuild the agency was put together by the board of directors (**see attached D** - "Esperanza Unida Strategic Reorganization and Financial Restructuring Plan": October 1, 2005 to October 1, 2006).

During the course of this reorganizing, Esperanza Unida continued to provide classroom instruction and training to over 50 students in those last three years. Our welding program for example, in the last three years trained over 35 students, graduated 27, and placed 22 in family supporting jobs within the industry. In the last month (July 2006), Bucyrus International, Inc. hired two Esperanza Unida welding graduates. The company plans to hire more and have asked that we continue to refer our graduates to them. By comparison, Milwaukee Area Technical College graduated 14 welders in its Class of 2005, up from 10 the previous year (**see attachment E**: "Workers skills don't match up", MJS 2006). Our record matched to that of MATC stands and bodes well for our program and our resolve to succeed.

DO NOT WRITE BELOW
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Comments:

Score:

TOTAL POINTS PART 2
(40 maximum)

NOTE: If you are currently funded and are applying for a new activity for which you are not currently funded, you must provide documentation of your accomplishments for the new activity for which you are applying. This may include written statements from current funding sources, agency annual reports, etc.)

Failure to provide the required documentation will result in a score of zero for this section.

New Groups (not currently funded by CDGA):

Please summarize your performance during the past two years including stated goals and actual accomplishments realized to date. New groups must include documentation verifying the stated accomplishments. This may include written statements from current funding sources, agency annual reports, etc.)

Failure to provide the required documentation will result in a score of zero for this section.

TOTAL AGENCY BUDGET: REVENUE
(inclusive of all programs operated by your agency)

Organization: Esperanza Unida, Inc

Show a three year history of **actual revenue** received by your agency for the three year period shown. If more space is needed continue with another page.

CATEGORY	2004	2005	2006
Government Grants (list sources)			
A. City CDBG	\$132,918.02	\$88,552.34	(city grant) \$6,849.57
B. (county grant) Milw Area Tech College.	\$ 43,007.00	\$ 7,916.26	\$37,530.55
C.(state grants) DWD	\$249,267.88	\$113,909.58	\$46,074.57
D. (See Attachment for detailed list)			
Subtotal	\$425,192.90	\$210,378.18	\$90,454.69
Foundation Grants (list sources)			
A. greater Milwaukee foundation	\$ 5,000.00	\$1,750.00	\$1,000.00
B. Community Union	\$ 8,750.00	(Ladish Co.) \$5,000.00	(PollyBill) \$7,500.00
C. Wisconsin Comm. Fund	\$1,875.00	1,750.00	(Vilter Foun) \$1,000.00
D. United Bishops Conf. (See Attachment for detailed list)	\$15,000.00	\$17,500.00	(Rexnord) \$2,000.00
Subtotal	\$30,625.00	\$26,000.00	\$11,500.00
Other Revenue (list sources)			
A. Esperanza - Used Auto Sales	\$678,709.03	\$648,196.29	\$346,904.16
B. Esperanza - Welding	\$180,546.88	\$224,075.42	\$114,504.55
C. Que Pasa Coffee & Book Store	\$ 45,474.38	\$ 49,352.67	\$13,080.64
D. Esperanza International Building (See Attachment for detailed list)	\$498,371.68	\$602,649.12	\$472,123.72
Subtotal	\$981,615.90	\$1,524,273.50	\$946,613.07
TOTAL	\$3,133,806.82	\$1,922,750.87	\$135,054.69
REVENUE			

2006
Total Agency Budget: Revenue

<u>Government Grants</u>	<u>Amount</u>
A. City Grant	\$ 6,849.57
<u>County Grants</u>	
A. Milwaukee Area Technical College	
B. County of Milwaukee	\$ 37,530.55
<u>State Grants</u>	
A. Department of Workforce Development	
B. State of Wisconsin	\$ 46,074.57
<u>Foundation Grants</u>	
A. Lynde and Harry Foundation Grant	
B. Grant	
C. Greater Milwaukee Foundation	
D. Vilter Foundation	
E. PollyBill Foundation	
F. Jewish Community Foundation	
G. Mills Charitable Foundation	
H. Usinger Foundation	
I. Rexnord Foundation	\$ 44,600.00
Total =	<u>\$ 135,054.69</u>

2006
Total Agency Budget: Revenue

Other Revenue

Amount

A. Esperanza Unida, Inc – Used Automotive Sales	\$ 346,904.16
B. Esperanza Unida, Inc – Welding Sales	\$ 114,504.55
C. QuePasa Coffee & Book Store	\$ 13,080.64
D. Esperanza Unida, Inc – International Building	\$ 472,123.72
E. Esperanza El Futuro Daycare	\$ 230,886.53
F. Esperanza Unida, Inc Construction Co.	\$ 14,551.24
G. Esperanza Unida, Inc- Customer Service	\$ 725.00

Total = \$ 119,277.58

2006 - Grand Total = \$ 254,331.84

2005
Total Agency Budget: Revenue

<u>Government Grants</u>	<u>Amount</u>
A. City CDBG	\$ 88,552.34
<u>County Grants</u>	
A. Milwaukee Area Technical College	\$ 7,916.26
<u>State Grants</u>	
A. Department of Workforce Development	\$ 113,909.58
<u>Foundation Grants</u>	
A. Wisconsin Community	
B. United States Conference of Catholic Bishops	
C. Wisconsin Community Fund	
D. Greater Milwaukee Foundation	
E. M&I Company	
F. M&I Foundation Inc.	
G. Mills Foundation	
H. Wisconsin Energy Corporation	
I. Rockwell Automation	
J. United States Conference of Bishops	
K. Vilter Foundation	
L. Greater Milwaukee	
M. La Salle Bank	
N. Jewish Community	
O. Albert j. & flora Foundation	
P. Stackner Family Foundation	

Q. Ladish Company	
R. Polybill Foundation	
S. Brico Fund	
T. Streich Family Fund	
U. Patrick & Anna Cudahy	
V. Jewish Community Fund	
W. Kolaga Family Fund	
X. Faye McBeath Foundation	
Y. Bucyrus Erie Foundation	\$ 164,599.15

Total = **\$ 374,977.33**

2005
Total Agency Budget: Revenue

Other Revenue

Amount

A. Esperanza Unida, Inc – Used Automotive Sales	\$ 648,196.29
B. Esperanza Unida, Inc – Welding Sales	\$ 224,075.42
C. QuePasa Coffee & Book Store	\$ 49,352.67
D. Esperanza Unida, Inc – International Building	\$ 602,649.12
E. Esperanza El Futuro Daycare	\$ 411,371.58
F. Esperanza Unida, Inc Construction Co.	\$ 254,374.75
G. Esperanza Unida, Inc- Customer Service	\$ 5,950.00

Total = \$ 1,547,773.54

2005 - Grand Total = \$ 1,922,750.87

2004
Total Agency Budget: Revenue

<u>Government Grants</u>	<u>Amount</u>
A. City CDBG	\$ 123,918.02
<u>County Grants</u>	
A. Milwaukee Area Technical College	\$ 43,007.00
<u>State Grants</u>	
A. Public Service Commission	
B. Department of Workforce Development	
C. WDW	
D. Wisconsin Arts Board	
E. State of Wisconsin	\$ 249,267.88
<u>Foundation Grants</u>	
A. US CONF	
B. Community Union	
C. Wisconsin Comm. Fund	
D. United Bishops Conf.	
E. Seabury	
F. Bucyrus Erie Foundation	
G. Greater Milwaukee Foundation	
H. Badger Meter	
I. M&I Bank	
J. Green Bay Packers	
K. Mills Charitable Foundation	
L. Wisconsin Community Fund	
M. Wisconsin Energy	
N. Usinger Foundation	
O. GMF	
P. Herbert H. Kohl	
Q. Mensa of Wisconsin	

- R. Holt Family Foundation
- S. Hope Melamed Winter
- T. Youth Foundation
- U. Helen Bader Foundation
- V. The Milton & Lillian Foundation
- W. Roundy's Foundation
- X. Ortgiesen
- Y. The Strich Family Foundation
- Z. Jewish Community Foundation
 - a. Milwaukee Foundation
 - b. M&I Trust Company
 - c. Center for Community Change
 - d. Ladish Co. Foundation
 - e. Brico Fund
 - f. Northwestern Mutual
 - g. Kadish Foundation
 - h. Bank One
 - i. Grant
 - j. Vilter Foundation
 - k. Charles D. Jacobs Foundation
 - l. Patrick and Ana Cudahy
 - m. Jane Bradley Foundation
 - n. Gardnr Foundation
 - o. Polybill Foundation \$ 565,423.00

Total = \$ 981,615.90

2004

Total Agency Budget: Revenue

<u>Other Revenue</u>	<u>Amount</u>
A. Esperanza Unida, Inc – Used Automotive Sales	\$ 678,709.03
B. Esperanza Unida, Inc – Welding Sales	\$ 180,546.88
C. QuePasa Coffee & Book Store	\$ 45,474.38
D. Esperanza Unida, Inc – International Building	\$ 498,371.68
E. Esperanza El Futuro Daycare	\$ 445,494.52
F. Esperanza Unida, Inc Construction Co.	\$ 302,160.57
G. Esperanza Unida, Inc- Printing	\$ 1,433.86
	<u>Total = \$ 2,152,190.92</u>

Grand total = \$ 3,133,806.82

AGENCY BUDGET: EXPENSE

CDBG FUNDS ONLY

(A Separate Budget is required for each RFP for which you are applying)

Organization: Esperanza Unida, Inc.

Program Name: Job Placement and Training

Show a proposed budget for the program for which you are applying. Include all committed and pending funds for your program.

CATEGORY	Requested Funds	Committed Funds (list source)	Pending Funds (list source)
Personnel	\$152,600.00	\$152,600.00 (Esperanza Unida)	
Fringe Benefits	\$ 22,400.00	\$ 22,400.00 (Esperanza Unida)	
Occupancy/Utilities			\$ 20,000.00 (Milwaukee Area Technical College)
General Services (training, travel, printing, advertising, memberships)			
Supplies (office products, postage, computer and cleaning supplies, etc.)			
Contractual Services (accounting, legal, consulting, insurance)			
Equipment(Purchase/Rental)			
Other Costs (Describe)			
TOTAL COSTS	\$ 175,000.00	\$ 175,000.00 (Esperanza Unida)	\$ 20,000.00 (Milwaukee Area Technical College)