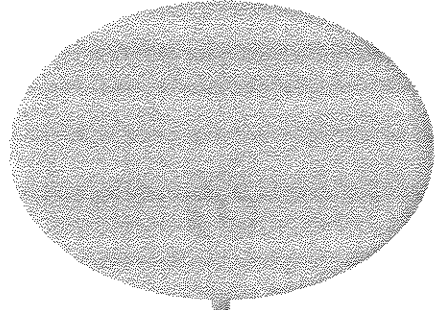
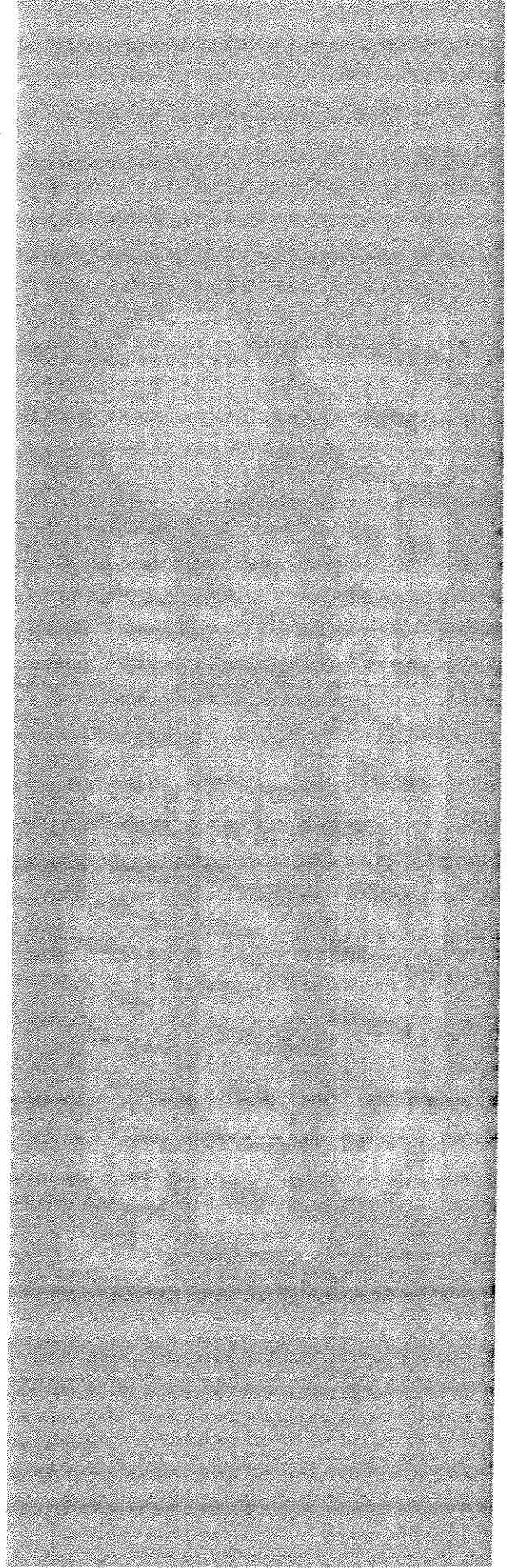


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Presentation to:

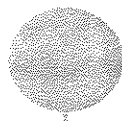
**Community & Economic
Development Committee**

Chairman Alderman Joe Davis, Sr.

**May 17, 2005, 1:30 pm
City Hall, Room 301B**

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Operations & Objectives

- ◆ Partner with local Banks to provide high risk commercial loans to businesses (direct or SBA).
- ◆ Capital Access Program.
- ◆ Grants.

Operations & Objectives

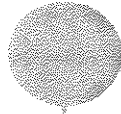
- ◆ Provide tax credit assistance to companies regarding the Renewal Community and State Development and Enterprise Zones.
- ◆ Partner with property owners and developers to provide sites for industry.

2004 Year in Review

- ◆ Assisted 130 businesses
- ◆ Jobs Retained
 - Over 1,400 full time, over 300 part time
- ◆ Anticipated Jobs Created
 - Over 500 full-time, over 275 part-time
- ◆ Leveraged over \$50 million of private investment.

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2004 Year in Review

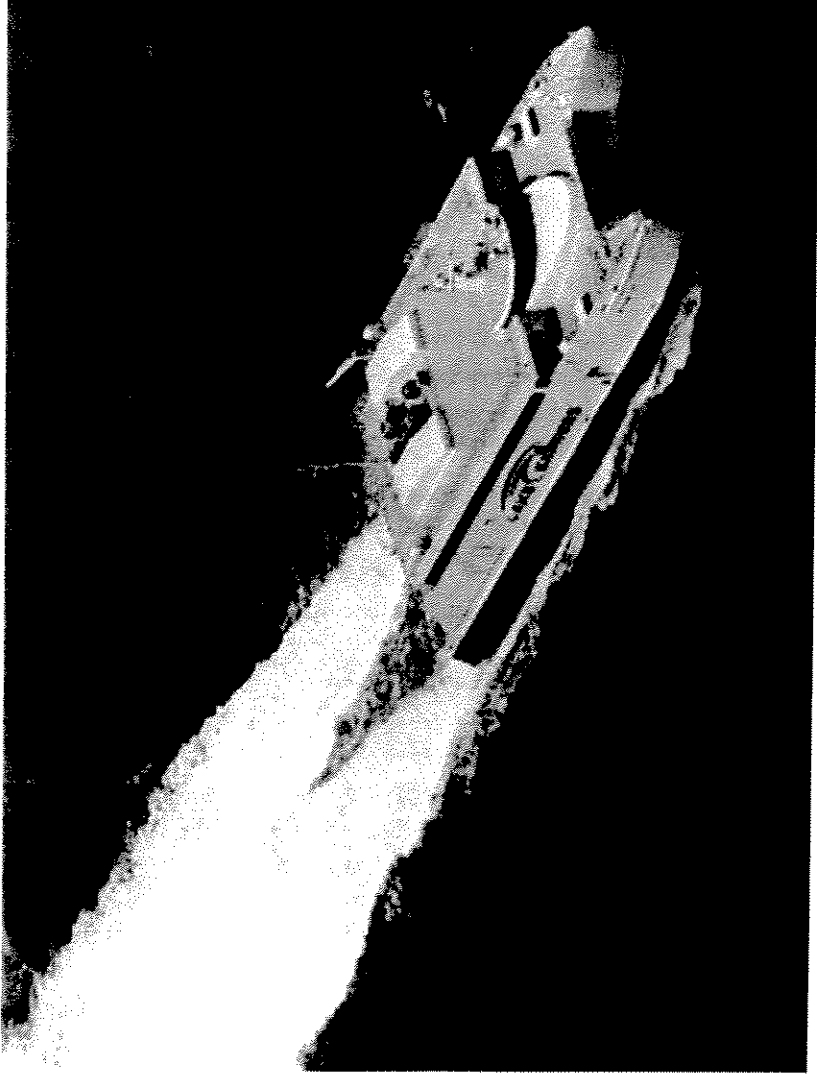
- ◆ **55%** of loans (direct & CAP) were to minority and/or women owned businesses.
- ◆ **72%** of the loans were made to businesses located within “distressed” areas of City.
- ◆ **Over \$13 million** in tax incentives.
- ◆ **Over \$4.5 million** in brownfield grant awards.

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2004 Project Highlights

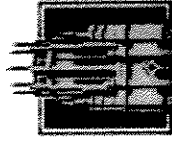
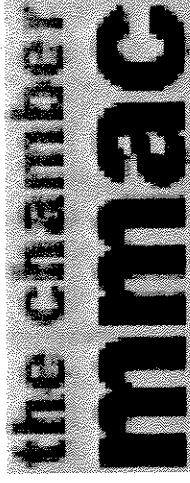
- ◆ Lake Express - High Speed Cross Lake Ferry



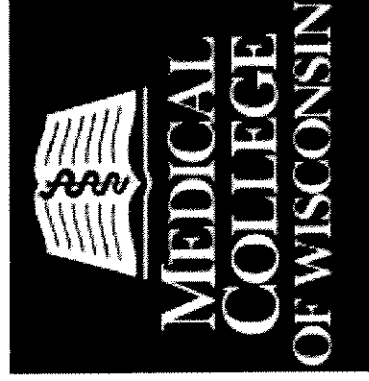
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2004 Projects

- ◆ TechStar
 - Collaborative initiative of MMAC, Marquette, MSOE, Medical College of Wisconsin, UWWM, and UW Parkside.
 - Works with new technology to determine commercialization potential and form new entity.



MARQUETTE
UNIVERSITY



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2004 Projects

- ◆ Medical College of Wisconsin Research Foundation
 - MEDC is one of five investors creating the division of Marketing and Licensing.
 - Focus on licensing agreements, patents, and new company generation.

MCW Research Foundation

PATENTS TO PATIENTS

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Current Assets

- ◆ Direct loan portfolio of \$40.8 million.
- ◆ Loan loss reserve of \$4.3 million
- ◆ SBA 504 loans of \$10 million.
- ◆ Service \$2.6 million of TID loans.
- ◆ Land Bank properties \$1.5 million.

December 31, 2004 audit in process. December 31, 2003 audit included as a separate attachment.

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Relationship with City

- ◆ City Sponsored.
- ◆ Public/Private Partnership.