

# **City of Milwaukee 2013 Small Business Enterprise Program Utilization Report**

**Department of Administration  
Business Operations Division  
Office of Small Business Development**





# Legislative Changes

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## Chapter 370

### February 2013

- Minority Business Enterprise (MBE) and Woman-owned Business Enterprise (WBE) Programs suspended

### November 2013

- Minority Business Enterprise and Woman-owned Business Enterprise Programs repealed
- Four county area restriction repealed, opening certification to the contiguous United States
- Redefined disadvantage with respect to business location
- Redefined goals for city contracting departments:
  - Construction Contracts: 25%
  - Goods and Services Contracts: 25%
  - Professional Services Contracts: 18%

# Small Business Enterprise Certification



## Certification Statistics

- 28 new firms certified - 19 applications completed internally with a cost savings of \$12,825
- 64 firms renewed certification – all applications completed internally with a cost savings of \$24,000
- 284 active certifications

<b>Ethnicity</b>	<b>Total</b>	<b>Percentage</b>
African American	109	38%
Asian American	23	8%
Caucasian	94	33%
Hispanic	46	16%
Native American	12	4%

<b>Gender</b>	<b>Total</b>	<b>Percentage</b>
Male	179	63%
Female	105	37%

# Private Development Projects



Project	SBE Goal	Actual	Overall Project \$	\$ Paid to SBEs	RPP Achieved	RPP Workers	Apprentices
Bradley Place	18%	8%	\$4,513,827	\$375,691	-	-	-
Brewery Point Apartments	18%	30%	\$5,958,688	\$1,770,847	-	-	-
Autumn West	21%	19%	\$2,668,272	\$508,218	-	-	-
JF Ahern	25%	26%	\$4,167,723	\$1,079,833	29%	43	10
Northside Neighborhood Initiative	25%	25%	\$5,702,689.00	\$1,425,672	-	-	-
Lindsay NSP	25%	31%	\$5,486,720	\$1,721,478	-	-	-
Pabst Brewhouse	18%	21%	\$11,985,900	\$2,487,880	-	-	-
King Drive Commons IV	25%	25%	\$7,415,957	\$1,853,989	-	-	-

# Small Business Enterprise Departmental Utilization



## **Construction Contracts \$78,063,503**

	Goal	Actual	Dollar Amount
SBE	25%	23%	\$17,568,431

## **Goods & Services Contracts \$108,583,155**

	Goal	Actual	Dollar Amount
SBE	25%	7%	\$7,645,962

## **Professional Services Contracts \$14,367,481**

	Goal	Actual	Dollar Amount
SBE	18%	9%	\$1,291,094

# Technical Assistance

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## **Revolving Loan Program**

- Six (6) loans granted, valued at \$201,809
- 15 jobs created

## **Business Capacity Building Program – North End**

- Pilot program launched in 2012 and, in 2013, three (3) SBE firms successfully completed the program with 95% participation
- 5 new employees hired
- Projected \$7 million in revenue generation equal to 14 new contracting opportunities
- Projected 15 new hires by 2015
- Effective Business and Personal Coaching

# Technical Assistance

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## Small Business Sustainability Conference

- Nearly 100 small businesses in attendance
- Critical technical assistance workshops and networking opportunities for small businesses

## Milwaukee Small Business Week



# Office of Small Business Development

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