



North End
Emerging Business Development Program
Interim Report

Presented to:

City of Milwaukee
Zoning, Neighborhoods & Development Committee

September 18, 2007

North End Emerging Business Development Program

Zoning, Neighborhoods & Development Committee Presentation

- Program Review and Update
 - Mandel Group, Inc.

- EBE Training Program Outline
 - Cross Management Services

- Milwaukee Urban Entrepreneur Partnership's Role
 - Milwaukee Urban Entrepreneur Partnership (UEP)



North End Emerging Business Development Program

Program Review & Update

Mandel Group, Inc.

MISSION

Assist emerging construction and retail firms which possess specific job and technical skills, but which will benefit and grow through training and assistance with business development and management skills. The result will be to develop firms that are capable of earning larger contracts and will be considered serious contenders for the North End and future development projects.

VISION

The mission will be accomplished by surrounding selected EBE entrepreneurs with experienced business and technical advisors, to enable the firms to grow and expand their businesses.



North End Emerging Business Development Program

Program Outline

Cross Management Services

- Program Management and Technical Assistance
 - Construction Related Firms
 - North End Retailers

- Project Manager/Superintendent Salary Assistance

- Association Memberships

- Student Interns



North End Emerging Business Development Program

Mentor Protégé Advisory Council (MPAC)

- Milwaukee Common Council Representative
(Alderman Joe Davis)
- Mandel Group, Inc. Representative
- CMSI Representative
- HCCW Representative
- AACC Representative
- NAMC – WI Representative
- DCD Representative
- DOA Representative



North End Emerging Business Development Program

Role of MPAC

- Approve EBD selection criteria
- Market North End Training Program
- Approve EBE firms
- Review Program Participants' Development Plans
- Recommend Consultants
- Review Program Reports
- Recommend Program Improvements



North End Emerging Business Development Program

Program Management

Milwaukee Urban Entrepreneur Partnership (UEP)

- Management Role
 - Project Manager & Consultants
 - Timeline & Budget
- Coaching Process
 - Owner: Personal Development Plan
 - Business: Strategic Development Plan
- Deliver RESULTS
 - Initial Assessments
 - Scorecard for Performance
 - Routine Follow Up

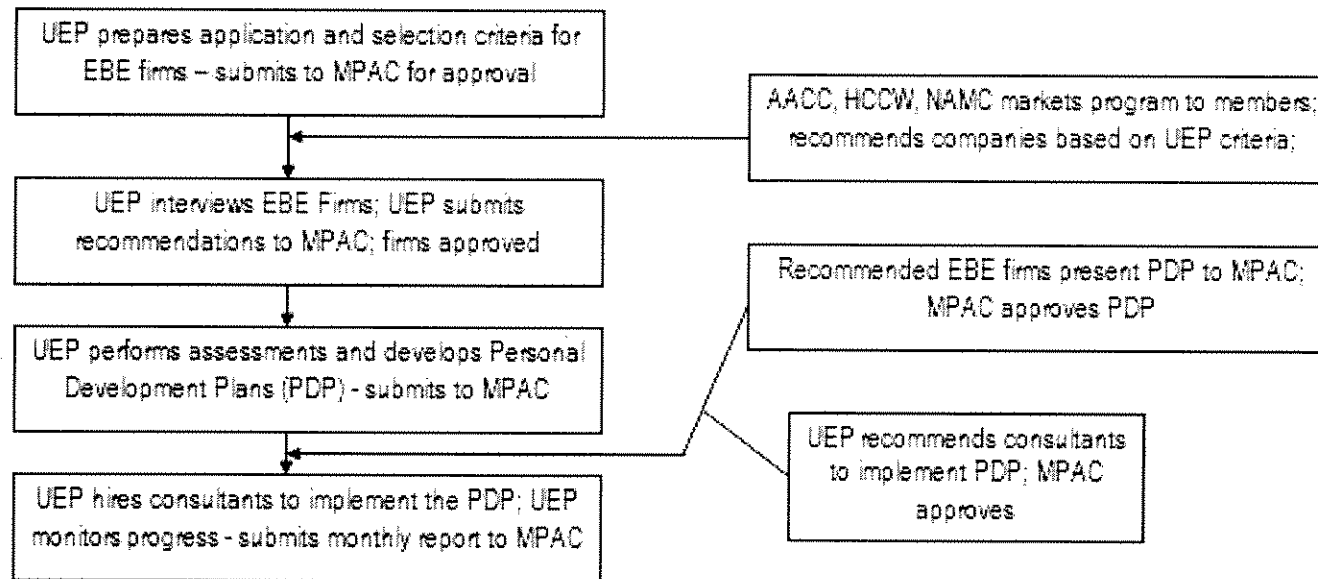


North End Emerging Business Development Program

Flowchart

Milwaukee Urban Entrepreneur Partnership (UEP)

The Urban Entrepreneur Partnership (UEP) will lead the assessments of EBE firms. UEP's role includes assisting in the selection of EBE firms, consultants, negotiating consultant contracts, reviewing business plans with consultants, and overseeing the preparation and implementation of a Personal Development Plan. Below is the process.



North End Emerging Business Development Program

Program Budget

| | |
|---|------------------|
| Program Management & Technical Assistance (6 EBE firms) | \$ 245,940 |
| Project Manager/Superintendent Salary Assistance | \$ 120,000 |
| Association Memberships | \$ 3,000 |
| Student Interns (3 students) | \$ 19,800 |
| EBE Retailers at the North End (2 retailers) | <u>\$ 80,500</u> |
| Subtotal | \$ 469,240 |
| Contingency | <u>\$ 30,760</u> |
| Total Budget | \$ 500,000 |





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