



Annual Operating Budget for NWSCDC Lending and Technical Assistance Programs (7/19/2021)

	Operating Budget for NWSCDC Loan Portfolio June 2021	Projected 2022	Projected 2023
Loan Total	17	22-30	25-35
Loan Origination Volume	\$5,400,000	\$7,000,000	\$8,400,000
Loan Volume Annual Growth		\$1,600,000	\$1,400,000
Loan Average Size	\$317,647	\$318,182	\$336,000
Loan Range	\$54,000 - \$750,000	\$54,000 - \$750,000	\$54,000 - \$750,000
	Portfolio - June 2021	Projected 2022	Projected 2023
Staff Salaries	\$162,000	\$210,000	\$252,000
Benefits	\$17,820	\$23,100	\$27,720
FICA (7.65% of Salaries)	\$12,393	\$16,065	\$19,278
Technology & Software (Annual Subscriptions)	\$16,200	\$21,000	\$25,200
**Business Technical Assistance Provided By External Contractors (Accounting, HR, Legal, & Project Planning)	\$43,200	\$56,000	\$67,200
NWSCDC Marketing	\$2,700	\$3,500	\$4,200
NWSCDC Admin	\$43,200	\$56,000	\$67,200
Loan Loss Reserve (3% of Loan Volume Based on New Originations)	\$162,000	\$48,000	\$42,000
Total Operating Budget	\$459,513	\$433,665	\$504,798

****Business Technical Assistance Provided By External Contractors (Accounting, HR, Legal, & Project Planning)**

After conducting an assessment of the business' needs, NWSCDC would refer entrepreneurs for individualized business technical assistance and connect them directly to professional services providers (e.g., accountants, attorneys, web designers, etc.) who can advise them on methods to enhance overall business operations. Depending on available funding, NWSCDC would fund a portion of the external business technical assistance.



July 16, 2021

Milwaukee Common Council
City Hall Room 205
200 E Wells St
Milwaukee, WI 53202

Honorable Council Members:

Northwest Side Community Development Corporation (NWSCDC) urges the Common Council to adopt Council File Number 210547, Mayor Tom Barrett's first allocation of American Rescue Plan funding. The Stronger Summer Plan provides over \$93 million in needed funding for a range of critical programs as a first phase in the Mayor's Recovery and Resilience Plan. These resources will help Milwaukee continue a strong recovery from the COVID-19 pandemic through the summer and into fall.

The Stronger Summer proposal is a strong first step toward a more resilient city. The plan is grounded in racial equity and inclusion, and takes intentional first steps to address the unequal impact of COVID-19 on Milwaukee residents.

The Stronger Summer package makes investments in affordable housing and homeownership that will benefit Milwaukee families this year. It provides funding to help Milwaukee's small businesses and diverse entrepreneurs weather what we all hope are the final days of the pandemic. The plan expands resources to households facing eviction, and funds important efforts to continue building high-quality early childhood education for families. It makes investments to increase employment and wages for Milwaukee workers through training and career pathways.

Your support of the Stronger Summer plan will help Milwaukee emerge from the COVID-19 pandemic stronger and more equitable. We urge you again to adopt the plan when it is before the Council this month.

Sincerely,

A handwritten signature in black ink, appearing to read "Willie Smith", written over a white background.

Willie Smith
Executive Director
NWSCDC