

## MEMORANDUM

**TO:** Ald. Willie Hines  
**FROM:** Angelyn Ward, Legislative – Fiscal Analyst  
**DATE:** July 21, 2003  
**RE:** Costs and Contributions to Wisconsin Business Resource Center, Inc.

This provides information regarding your request pertaining to the costs associated with Wisconsin Business Resource Center, Inc. for the Wisconsin Minority Opportunity Center services and contributions received.

Ms. Leni M. Siker, Executive Director of the Wisconsin Business Resource Center, Inc., 289-6767, provided the following information.

**Background** - Wisconsin Business Resource Center, Inc., (WBRC) is a non-profit, tax-exempt 501(c)(3) business established in 1999. The agency was awarded a 3-year grant, 2003 through 2005, by the U.S. Department of Commerce/Minority Business Development Agency (MBDA), as one of 3 agencies within a 10-state region to establish a new Minority Business Opportunity Center (MBOC). (*The other two sites are in Chicago, Illinois and Gary, Indiana.*) The grant for 2003 is \$91,667 for 11 months. For 2004 and 2005, the agency will receive \$100,000 each year for a total of \$291,667 for 3 years.

As a result of the federal grant, the Wisconsin MBOC has the following mandatory performance measures for 2003:

- Conduct monthly meetings, 11 for 2003
- Enter 75 procurement opportunities and 125 new MBEs in the database
- Advertise \$125 million in contract and procurement opportunities
- Complete 20 matched opportunities awarded to MBEs
- Provide \$6 million in contract awarded to MBEs, valued at \$1.5 million in financial transactions

**Services** - Wisconsin MBOC programs aim to increase opportunities for MBEs and EBEs to access markets, contract opportunities in the public and private sectors and capital. It will gather and provide information and resources pertaining to contracting, procurement and general business opportunities as in bid information, referrals; bonding/insurance, international trade, certification, access to capital, management and technical assistance, job and entrepreneurial training.

**Budget** – The 2003 budget for services provided by Wisconsin MBOC is \$295,014 and includes:

<u>Item</u>	<u>Cost</u>
Personnel (salary)	\$122,173
Fringe Benefits	21,700
Travel	4,700
Supplies	16,395
Database/Website	48,700
Other	<u>81,346</u>
<b>Total</b>	<b>\$295,014</b>

The agency stated the estimated costs for the development and maintenance of the database and website is \$48,700 comprised of

Database development	\$20,000
Website development	\$10,000
IT Specialist (50% time) <i>for database maintenance</i>	<u>\$18,700*</u>
<b>Total</b>	<b>\$48,700</b>

\* The IT specialist will likely be full time due to the computer technology and requirements.

The database will contain the profile and area specialty for Wisconsin MBEs and EBEs. The development of the website will contain an inter-active comprehensive database of local D/W/MBEs and procurement opportunities. As procurements become available and advertised, the database will electronically match the qualified MBE profile with the potential procurement opportunity. The site will contain links to originator sites, i.e., MBDA, state, county, city, Milwaukee Public Schools, MATC, University of Wisconsin and private business.

Any funding provided by the City of Milwaukee Economic Development Committee special purpose account will be used for the development and maintenance of the database and the website.

**Contributions** – As of this date, contributions to Wisconsin MBOC include:

- State of Wisconsin – Joint Finance Committee, through the Wisconsin Department of Commerce will contribute \$100,000, when the budget is signed by the governor.
- Milwaukee County will contribute \$20,000.
- Bank One has contributed \$5,000.

The organization has submitted preliminary application for contribution to:

- Helen Bader Foundation
- The Bradley Foundation
- Potawatomi

The organization expects contributions in the form of “sponsorship” from:

- St. Francis Bank
- State Financial Bank
- American Family Insurance.

Prepared by: Angelyn Ward (286-8661)  
LRB – Fiscal Review Section  
July 21, 2003