

August 11, 2006

Steven L. Mahan
Director
Community Development Grants Administration
City Hall, Room 606
200 E. Wells St.
Milwaukee, WI 53202

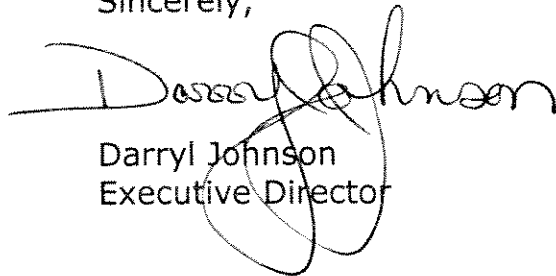
Re: Year 2007 RFP Applications

Dear Mr. Mahan:

Please find enclosed 1 original and 10 unbound copies of Riverworks Development Corporation's applications for the following RFP's: Public Service - Job Training & Placement and Job Placement Services and Special Economic Development - Business Assistance.

Thank you for your past and future support of Riverworks Development Corporation. Please contact me if you have any questions.

Sincerely,



Darryl Johnson
Executive Director

Enclosures

2006 AUG 11 AM 11:49

CDGA

COMMUNITY DEVELOPMENT GRANTS ADMINISTRATION
APPLICATION EXECUTIVE SUMMARY - FUNDING YEAR 2007

REQUIRED: Check the type of funding for which you are applying.

NOTE: Separate applications are required for each type of funding and activity for which you are applying. Combined applications and budgets will not be accepted and will be returned.

Total Amount Requested (CDBG FUNDS) \$40,000 (HOME FUNDS) \$ _____
(HOPWA FUNDS) \$ _____

RFP Activity/Category for which you are applying Job Placement Services

RFP Page # 24

Applicant Organization Name: Riverworks Development Corporation

Organization Address: 303 E. Vienna Avenue City Milwaukee Zip 53212

Contact Person: Darryl Johnson Title Executive Director

Contact Person's
Telephone Number: 414-906-9650 Fax Number: 414-906-9646
E-Mail Address: darrylj@riverworksmke.org

Is applicant a 501 (C) (3) organization? Yes No _____

Is applicant a faith-based organization? Yes _____ No

Federal Employer Identification Number 39-1731739

Executive Director: Darryl Johnson Phone Number 414-906-9650

Board President: Martha Toran Phone Number 414-463-4290

2006 AUG 11 AM 11:45
CDGA

Check one: Organization received funds from CDGA in 2006
Organization did not receive funds from CDGA in 2006 _____

Proposal submission(s) must be authorized and signed by an official of the Board of Directors.

Name and title of Board Official: Martha Toran, President

Signature of Board Official: *Martha Toran*

NOTICE:

A false statement or misrepresentation in the proposal to obtain grant funds and if funds are awarded, the funds and contract will be in default and the City may declare all of any part of the funds paid out immediately due and repayable to the City and the contract voided.

**PART 1: PROGRAM DESIGN & SPECIFICATIONS
60 POINTS TOTAL**

A. Households/Clients Served: Describe the specific population to be served, including target income level and special needs populations, as applicable. Indicate the number of units/households to receive direct services by your program. (5 pts maximum)

RDC will serve City of Milwaukee residents who either unemployed or underemployed. The target groups served by the organization include: Single parent households; extremely low to moderate income households; those who because of a criminal conviction in their past are struggling to succeed in the workforce; the organization will also serve individuals who may be overlooked by organizations that have a primary focus on families. The organization will continue to provide services to African American males who require training and placement assistance in order to obtain meaningful employment. Our goal is to serve 450 people during 2007.

DO NOT WRITE BELOW
(For CDGA Use Only)

Comments:

Score:

B. Outreach: Describe in a narrative, your agency's outreach and all of the methods that will be used to inform eligible persons about your program. (5 pts maximum)

RDC uses several outreach methods including flyers, newsletters, collaborative participation with employers and other community based organizations. Our programs are promoted at various job fairs and community events. In addition to tools that we've used in the past we are still working to make our web-site user friendly and accessible to Milwaukee area job seekers. Our staff has built relationships with other service providers including the Milwaukee Job Center and the HIRE center. Working with these groups allows us to promote our programs over a greater geographical distance allowing us to attract and serve job seekers from throughout the city. RDC will also utilize its youth volunteers to perform *literature drops* to homes in the Harambee and Riverwest communities. The *lit drops* will ensure the currency of information about upcoming programs and job openings. RDC makes every effort to attend relevant community, corporate and educational functions that provide opportunities for program promotion.

DO NOT WRITE BELOW
(For CDGA Use Only)

Comments:

Score:

C. Activity, Goals, and Timeline: Describe the specific activity to be performed, the goals of the program, and the timetable for implementation.

(15 points maximum)

RDC will provide continuous job placement. RDC's CDBG goals are to place 54 people during 2007.

RDC will conduct its 3rd Annual Career Fair during mid July, there are multiple goals related to this activity including: Strengthen and expand RDC's employer base; expand hiring opportunities for jobseekers; enhance employer and community awareness of the organization. Attract 300 job seekers and employment for 50-75 (based on employers comments regarding these events).

RDC will continue to promote the job training and placement programs at its regular quarterly meetings with area businesses and in its quarterly newsletter. RDC will conduct general information sessions on a monthly basis; the goal of sessions are to orient job-seekers to RDC programs and availability, the other goal is to identify potential training participants

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D. Method: Describe the method that will be used to meet the goals and Objectives as stated in your application. YOU MUST ALSO REFER TO THE REQUIREMENTS STATED UNDER THE SECTION "METHOD" IN THE RFP WHEN COMPLETING THIS SECTION

(15 points maximum)

RDC will assist low-skilled and less prepared jobseekers through training assistance that includes skilled training and essential skills training as well assistance with applications résumés and employment referrals.

The organization will utilize applicant information, various media, newsletters, community alerts and community meetings to inform city residents of upcoming training and employment opportunities.

For the past several years RDC has worked with a diverse employer group that includes: Compo Steel, Production Stamping, Fisher-Barton, DexM Manufacturing, ACRO Metal Stamping, V.A. Medical Center and others. In 2005 the organization forged new partnerships with US Bank, We energies, Milwaukee Journal Sentinel, MPE. This list does not include the 200 member businesses in this area that can access our employment and training services.

RDC will continue working with MATC and the Precision Metalforming Association to deliver manufacturing skills training. RDC will assist with direct placement for those individuals who are work ready and only need referral services. In an effort to strengthen our participant's overall employment outlook RDC will continue to host the job-keeper's club and other post-placement services that are in line with upward career mobility. Newly hired employees are encouraged to contact RDC with any problems or questions they might have. Participants are invited and encouraged to maintain their relationship with the organization as they strengthen and advance their employment status

RDC's commitment to jobseekers and employers has helped us build a solid service reputation. Our collaborations with businesses allow us to develop training that benefits everyone involved.

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Comments:

Score:

E. Program Outcomes: The expected long term outcomes from CDGA's funded programs are: 1) Reduce Crime; 2) Increase Property Values; 3) Increase Economic Vitality; and, Improve Quality of Life. Towards this end, describe the outcomes, (results, impact or change) expected to come about as a result of your program and which contribute to one or more of CDGA's long term outcomes.

(15 points maximum)

The ultimate goals of the placement program is to build the economic health and well being of the Harambee and Riverwest communities through education, training and employment. It is expected that as residents gain access to employment, crime will be reduced and that safety and quality of life will be enhanced. Many of RDC's applicants have felony records. RDC is working diligently with that population to help them find employment in an effort to reduce the risk of re-offending, indirectly reducing the crime rate.

Reduction in crime enhances the quality of life for the entire neighborhood. Safe neighborhoods can more easily attract businesses that in turn employ people. Employed people tend to stabilize neighborhoods through homeownership and the reduction in the transience.

The neighborhood surrounding the Riverworks Center area have seen an increase in property values and a reduction in crime based on the Milwaukee Police Department reports and Tax Assessors data that we have received.

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Comments:

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F. Budget and Resources Leveraged: Include a proposed budget for your program utilizing the appropriate budget forms which are enclosed. The HOPWA budget is incorporated within the HOPWA RFP.

(5 points maximum)

RDC's mission is to attract and retain manufacturing, retail and commercial industries and create jobs for community residents. We accomplish this by providing proven training programs. The 2007 budget for the program is \$50,500; \$40,500 of CDBG funding; \$5,000 US Bank Foundation and \$5,000 from Chase Bank Foundation.

The level of funding requested will allow RDC to continue our good standing in the community as a place to come to for quality training and assistance with getting people placed at good jobs paying family supporting wages.

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Comments:

Score:

TOTAL POINTS PART 1
(60 maximum)

**PART 2: EXPERIENCE
40 POINTS TOTAL**

A. Agency Experience with Activity: Describe the specific experience that your agency has in providing the service for which funding is requested.

(15 pts maximum)

RDC has been providing business support for the past 14 years. In that time, RDC has assisted literally hundreds of Milwaukee residents in their employment search. CDBG funding resulted in over 200 City of Milwaukee residents trained and placed. This number does not include the people who used our services to advance to new career/wage levels.

RDC is the administrative staff for two business improvement districts; therefore, we know first hand when many of the Riverwork companies are looking for additional employees. RDC has been receiving job placement and job training funding from CDBG for over five years and we have been a leader in providing training for Milwaukee's residents.

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B. Staff Expertise: Describe your agency's specific staff experience in providing the service for which funding is requested.

(5 pts maximum)

Vanessa White, Harambee resident, manages the day to day activities of the Job Training and Placement program. Vanessa has gained experience as a human resource generalist and understands the importance of matching qualified jobseekers to employment as an aspect of community development. In addition to 15 years of community service and board leadership, Vanessa has worked for several non-profit organizations since 1990.

She is an experience trainer and personal development coach. She has been a union steward and has also negotiated several wage contracts. As a Harambee resident she is interested in working wherever possible to strengthen the neighborhood.

Vanessa has been with the agency for 5 plus years; during this time she has been the key person in providing training and placement for Milwaukee's residents. Her experience and skills have been a true asset to this community. She continues to build relationships with individuals and companies to create more job opportunities.

Vanessa works closely with MATC to ensure that all the trainees are keeping up with their class assignments and attending classes. She is a hands-on person; she wants every trainee to be successful in completing the training, so she can have the opportunity to get them placed at good companies in the area or within traveling distance for these graduates.

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Comments:

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C. Financial/Organizational/Administration: Describe your agency's financial, organizational and administrative structure.

(5 pts maximum)

RDC has a finance committee comprised of Board members that deal with financial issues along with the executive director. The finance committee reports to the full Board of Directors. The Board approves the budget drafted by the executive director and Mitter Accounting & Associates; each program is broken down accordingly. Mitter Account has over thirty-years of experience working with nonprofits and CDBG funded agencies. They have been providing accounting services to RDC for over 7 years.

Mitter Accounting uses a computerized soft called Creative Solution G/L. RDC's bank statements with canceled checks are mailed directly to their office. Mitter provides the organization/ board with monthly financial statements and general journal entries. RDC has an Internal Control document which the organization operates by; this document regulates who is responsible for doing what in the organization.

RDC has an audit done every year, the audit is not prepared by Mitter. RDC uses a different accounting firm to conduct the audit and the audit is presentated to the Board of Directors for their approval.

DO NOT WRITE BELOW
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Comments:

Score:

E. Accomplishments:

(15 pts maximum)

Existing Agencies (Currently Funded by CDGA):

RDC has been successful in its outreach efforts that have resulted in an average of 350 visits per year of people seeking job training/placement. Each of the last two years we have expanded outreach to both employers and job seekers. In 2005 we added 11 new employers to our list of employers. In 2006 Tramont renewed its commitment to work with RDC to recruit and train if necessary welders with fabrication experience.

As it relates to jobseekers we have been very successful in providing direct placement services, we attribute this to success to our expanded hiring network. In 2005 we met or exceeded our placement goal of 20 by 16 placements. We met or exceeded our goal to train 85 people by 3, although we failed to meet our training/placement goal. The biggest obstacle RDC faced in placing trained candidates was the fact that when positions became available the client's phone was disconnected or he/she no longer lived at the same place. Several of the trained clients also lost positions or could not accept positions because of the inability to pass required drug tests.

In 2004 we also exceed our goals in the area of number of people trained and the number of people that received direct placement services. In this same year we began to struggle to stay connected clients who were drug-free. We are currently looking for strategies to thwart these negative trends that work against our training and placement goals.

As of July 2006 we had held our first training course and have scheduled two more. We have noticed that employers are seeking candidates with higher skill levels and we are working to ensure that our candidate's skills meet the stated requirements. We believe that through our continued efforts we will be able to fulfill our goals

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Comments:

Score:

TOTAL POINTS
PART 2
(40 maximum)

TOTAL AGENCY BUDGET: REVENUE
(Inclusive of all programs operated by your agency)

Organization Riverworks Development Corporation

Show a three year history of **actual revenue** received by your agency for the three year period shown. If more space is needed continue with another page.

CATEGORY	2004	2005	2006
Government Grants (list sources)			
A. Community Development Block Grant	142,440	97,500	156,000
B. US DHHS-Office of community Services.	825	161,769	-0-
C. YMCA IRNS Subcontract	32,500	-0-	-0-
D.			
Subtotal	175,765	259,269	156,000
Foundation Grants (list sources)			
A. Greater Milwaukee Foundation	-0-	50,000	-0-
B. Chase Foundation	5,000	10,000	5,000
C. US Bank	2,500	5,000	-0-
D. Anonymous	20,000	25,000	12,500
Subtotal (Continue next page)	32,500	132,500	35,000
Other Revenue (list sources)			
A. LISC	63,060	42,000	47,000
B. Riverworks BID #25	35,000	55,000	56,000
C. Riverworks BID #36	-0-	10,600	10,600
D. Membership Income	6,510	8,000	10,000
Subtotal	104,570	115,600	123,600
TOTAL REVENUE	312,835	507,369	314,600

Foundation Grants (list sources)			
E. Forest County Potawatomi Community Foundation	-0-	10,000	10,000
F. We Energies Foundation	5,000	2,500	2,500
G. Elizabeth Brinn Foundation	-0-	-0-	5,000
H. Helen Bader Foundation	-0-	30,000	-0-

AGENCY BUDGET: EXPENSES

CDBG FUNDS ONLY

(A Separate Budget is required for each RFP for which you are applying)

Organization: Riverworks Development Corporation

Program Name: Job Placement Services

Show a proposed budget for the program for which you are applying. Include all committed and pending funds for your program.

CATEGORY	Requested Funds	Committed Funds (list source)	Pending Funds (list source)
Personnel	16,200	5,000	5,000
Fringe Benefits	4,050		
Occupancy/Utilities			
General Services (training, travel, printing, advertising, memberships)			
Supplies (office products, postage, computer and cleaning supplies, etc.)			
Contractual Services (accounting, legal, consulting, insurance)			
Equipment(Purchase/Rental)			
Other Costs(Describe) Pay For Performance	20,250		
TOTAL COSTS	40,500	*5,000	**5,000

*Chase Bank Foundation \$5,000

**US Bank Foundation \$5,000

**Board of Directors Roster for Agencies with Grants Administered
by Community Development Grants Administration**

Organization Name: Riverworks Development Corporation

Date Completed: August 10, 2006

Program Year: 2007

NAME & TITLE	RACE	ADDRESS-INCLUDE: CITY, STATE & ZIP	TERM EXPIRATION
NAME: Martha Toran TITLE: President	African- American	4920 N. 40 th St. Milwaukee, WI 53209	2008
NAME: Sherman Hill TITLE: Vice-President	African American	P.O. Box 12577 Milwaukee, WI 53212	2007
NAME: : Robert Gintoft TITLE: Treasurer	Caucasian	8016 Stickney Ave. Milwaukee, WI 53213	2008
NAME: Steve Percy TITLE: Secretary	Caucasian	P.O. Box 413 Milwaukee, WI 53201	2008
NAME: Doris Chortek TITLE: Member	Caucasian	7805 N. Pleasant Lane Milwaukee, WI 53217	2008
NAME: Dwayne Edwards TITLE: Member	African American	809 N. Broadway Milwaukee, WI 53201	2007
NAME: Carl Nilssen TITLE: Member	Caucasian	811 E. Vienna Ave. Milwaukee, WI 53212	2007
NAME: Jesse Greenlee TITLE: Member	African- American	101 W. Pleasant St., #100 Milwaukee, WI 53212	2008
NAME: Ted Torcivia TITLE: Member	Caucasian	11414 W. Park Pl., Suite 300 Milwaukee, WI 53224	2007
NAME: Mike Olson TITLE: Member	Caucasian	P.O. Box 17532 Milwaukee, WI 53217	2007
NAME: Derek Wheeler TITLE: Member	African- American	210 W. Capitol Dr. Milwaukee, WI 53212	2006
NAME: Brenda Brown TITLE: Member	African- American	10425 W. North Ave, Suite 100 Wauwatosa, WI 53226	2008
NAME: Ian Martin TITLE: Member	Caucasian	780 N. Water St. Milwaukee, WI 53202	2009

NAME: Vincent Cox	African- American	4900 W. Brown Deer Road	2009
TITLE: Member		Milwaukee, WI 53223	

The slate of Officers of the Board Shall Commence on April 1, 2006 and End on March 31, 2007