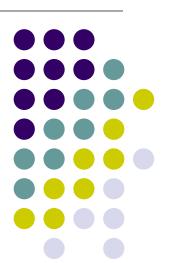
City of Milwaukee 2013 Small Business Enterprise Program Utilization Report

Department of Administration
Business Operations Division
Office of Small Business Development



Legislative Changes

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- Minority Business Enterprise and Woman-owned Business Enterprise Programs repealed
- Four county area restriction repealed, opening certification to the contiguous United States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

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

Gender	Total	Percentage
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
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	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 \$14,367481

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

Technical Assistance



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



Small Business Sustainability Conference

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

Milwaukee Small Business Week







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