

**Summit
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Fifth Annual



COMMUNITY DEVELOPMENT SUMMIT

The Challenge of *Rethinking* Resources

June 3, 2005

7:30am – 1:30pm

Italian Community Center
631 E. Chicago Street
Milwaukee, Wisconsin

For more information, contact UEDA
at (414) 225-0550
www.uedawi.org

7:30am – 8:00am: **Registration and Continental Breakfast**

8:00am – 8:30am: **Welcome and Introductions**



Opening Plenary: **8:30am – 9:30am**

Al Black, President, On-Target Supplies & Logistics

“Common People... Doing Uncommon Things”

Albert C. Black, Jr. lives his professional and personal life by the philosophy he advocates: an absolute commitment to his faith, family, friends, and to the free-enterprise system. His responsibilities as President and CEO of On-Target Supplies & Logistics has never distracted him from his obligation as a leader in the communities where he works and lives.

Mr. Black was born in 1959, the youngest of seven children and raised in the Frazier Courts housing projects in South Dallas. He graduated from the University of Texas at Dallas with a General Studies degree, with a focus on business and political science. He received an M.B.A. from the Cox School of Business at Southern Methodist University.

Early in life Albert became an entrepreneur – one with an agenda to create a successful business in the inner city community where he grew up. He founded On-Target in 1982 with his wife and two other partners. As President he developed the company's mission and values and managed the daily challenges of a start-up business. On-Target is located in southern Dallas with additional offices and warehouse operations in Houston, Glenrose, Plano, and Sherman, Texas and Tucson, Arizona.

As a regional logistics management firm with global customers and international responsibilities, the company's primary strategy is to provide major corporations with outsourced supply chain management services. Its client list includes TI, TXU, EDS, SBC, Alcatel and many more outstanding corporations.

Mr. Black's extracurricular business and civic experience is extensive.

He is a director of Rees & Associates, *Albert C. Black, Jr.* and advisory director of TXU Electric and JPMorgan Chase. Mr. Black volunteers as a Trustee of The Dallas Foundation and Baylor Health Care System. He serves on the boards of the Cox School of Business at SMU, the University of Texas at Dallas School of Management Advisory Council as well as Baylor University's Board of Regents in Waco. He is currently completing his tenth year as a member of the Greater Dallas Chamber's board, an organization that elected him Chairman of the Board in the year 2000. In May of 2004, Albert received his most humbling recognition – Father of the Year. Additionally, Albert is proudly featured in Craig Hall's book, *The Responsible Entrepreneur*, chapter 7.

While Albert's commitment to business and his community are important forces in his life, his priorities are his faith and his family. His wife Gwyneith, a lifelong partner, serves On-Target as Vice President of Business Relationships and is a key factor in Mr. Black's relative success. His children Oliver Victor Black, Albert C. Black, III (Tre') and Cora René Black are discerning advisors and his most precious assets. The family enjoys traveling, hiking and spending secluded time together on Lake Cypress Springs. New Hope Baptist Church is the family's church home.

Explanation of Summit Tracks: Nonprofit community development leaders rely upon business, housing, and their own organizational strength to fulfill mission based challenges. In this year's summit, three tracks will be conducted with two sessions in each of the tracks. The first session of each track will be a facilitated discussion of solutions available to community leaders. The second session in each track will focus on a specific tactic or strategy being offered through nonprofit community development leaders as a way of fulfilling mission based challenges.

1 Business Track: What relationships and systems can enhance deal flow and expertise to grow a customer base and improve deal quality? Discuss ways to enhance systems that appropriately match entrepreneurs and lenders to reduce financing risk affiliated with expansions, start-ups and central city enterprises.

2 Nonprofit Track: Changing economic times and increasing competitive pressures challenge nonprofit business enterprises. With resources for advocacy lacking and new regulatory barriers emerging, can nonprofits consistently serve an expanding client base?

3 Housing Track: Can regional economic development occur without a coordinated affordable housing strategy? The region's growth has shown that housing strategies are increasingly disconnected. What is in store for communities?

12:30pm- 1:30pm: Luncheon Ceremony and Closing Remarks

This luncheon will be an informal event to celebrate outcomes from discussions within five previous summits. The lunch will allow community leaders to network and engage in meaningful individual conversation that celebrates the people, projects and ideas that have had a lasting impact on Milwaukee's communities.

2005 Summit Planning Team Members

Jesse Greenlee
UEDA Board
WHEDA

Julia O'Connor
UEDA Board
Midtown Neighborhood Association

Cathi Janchan
Wells Fargo

Susan Eick
Park Bank

Joe Wolfe
WBD Finance Corporation

Sernorma Mitchell
Greater Milwaukee Foundation

Pam Anderson
US Bank

Jennifer Rigenbach
UWM School of Continuing
Education

Don Sargent
Riverworks Development
Corporation

Emmett Gross
Acorn Housing Corporation

June Moberly
Avenues West

Dave Balcer
US Dept. of Housing and
Urban Development

Glen Lewinski
Waukesha County Community
Development

Natasha King
LISC

Kimberly Porter
UW Extension Service

Gerald Williams
WHEDA

Dave Kircher
WBD Finance Corporation

Mary Trimmier
Small Business Administration

Lauren McHargue
UWM Center for
Economic Development

Mary Perich
Wisconsin Dept. of Commerce

Johnathon Tucker
LISC

Robert Berlan
US Dept. of Housing and
Urban Development

Steve Adams
Community Development
Management Partnerships

Business

Marketplace Alliances

9:45am – 11:00am

This session will examine the variety of business relationships that advance entrepreneurial activity. These discussions will focus on common factors that drive economic growth throughout Wisconsin. These leaders will discuss common indicators and community strengths that increase economic vitality.

Nate Cunniff
M & I Bank

Sammis White
UW Milwaukee School of Continuing Education

Doug Gjerde, Small Business Development Center – Green Bay

Dave Latona
Milwaukee Economic Development Corporation &
Renewal Community Tax Credit Program

Moderator: Bill Mitchell
Waukesha County Economic Development Corporation

TIF Tactics

11:15am – 12:30pm

This panel will explain the utility, policy, and structure of TIF. The speakers will reflect on current and future uses of TIF and ideas incorporating broad based community benefit as an additional incentive. Examine developments and Chicago-based strategies that integrate workforce development strategies within this development tool.

Jackie Leavy
Neighborhood Capital Budget Group Chicago

Joel Brennan
Redevelopment Authority of the City of Milwaukee

Patrick Drinan
City of Brookfield

Matthew Mayrl
Center on Wisconsin Strategy

Ryan Horton
Wisconsin Public Policy Forum

Moderator: Laura Bray
Menomonee Valley Partners

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Nonprofit

New Directions in Nonprofit Strategies

9:45am – 11:00am

Forty states have developed a statewide association to serve the needs of nonprofit members. This panel will facilitate a discussion of local needs and concerns. With the goal of examining the feasibility of forming a state association, we encourage leaders in the nonprofit and voluntary sector to participate.

Heidi L. Fisher
UW Eau Claire Foundation

John Palmer Smith
UW-Milwaukee Helen Bader Institute for
Nonprofit Management

José Vasquez
UW-Extension Diversity Initiatives Specialist

Moderator: Steve Adams
Community Development Management Partnerships

Discuss, Discern, and Decide: The Making of Successful Collaborations!

11:15am – 12:30pm

Collaborations are increasingly important to the success of nonprofits. Often collaboration is denounced as expensive, time-consuming and complicated. What resources are available to help your organization develop a successful collaborative strategy?

Steve Holt (Invited)
Holt & Associates Solutions

Tony Laszewski
TCF Bank

Lanie Wasserman
United Way

Trena Bond
Housing Resources Inc.

Moderator: Sernorma Mitchell
Greater Milwaukee Foundation

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Housing

Mutual Awareness, Mutual Respect: Workforce, Wages, and Affordable Housing

9:45am – 11:00am

The region's growth has shown that housing strategies are increasingly disconnected. What is in store for communities that are booming and have continued economic development opportunities? What happens when the wage gap continues to disconnect a workforce from their residential community?

Robin Snyderman
Housing Director, Metropolitan Planning Council – Chicago

Diane Schobert
Wisconsin Housing and Economic Development Authority

Terry Ludeman
Wisconsin Department of Workforce Development

Rocky Marcoux
City of Milwaukee Department of City Development

Jeff Browne
Public Policy Forum

Moderator: Kein Burton
West End Development Corporation

Housing Trust Fund: Milwaukee's New Economic Generator?

11:15am – 12:30pm

Creation of affordable housing is an untapped economic development tool in Milwaukee. Nationally, for every \$1.00 spent on affordable housing an additional \$10.00 is invested in the community. Learn how Housing Trust Funds are increasingly being used to add to CDBG, HOME, bank loans, and other sources to build, rehabilitate, and retain affordable, accessible housing.

Mike Ruzicka
Greater Milwaukee Association of Realtors

Bethany Sanchez
Metropolitan Milwaukee Fair Housing Council

Bill Perkins
Wisconsin Partnership for Housing Development

Moderator: Jenny Taylor-Dandridge
FDIC

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The Challenge of
Rethinking
Resources

REGISTRATION FORM

Special Offer:
UEDA Membership
with Registration

Name _____ Title _____

Organization/Company _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

Email _____

Cost: \$50 per person (includes event, meals, and individual UEDA membership). Registration deadline Friday, May 27, 2005. NO REFUNDS. VISA and MASTERCARD accepted. FREE parking in adjacent lot.

Checks should be made payable to UEDA and sent with completed registration form to: UEDA, 161 W. Wisconsin Ave., Suite 3166, Milwaukee, WI 53203

If paying by Credit Card: Fax completed registration form to UEDA at (414) 225-0559.

For additional registration forms please visit www.uedawi.org

Special Arrangements: Please advise UEDA upon registration if you have access or participation needs, including those addressed by the Americans with Disabilities Act.

Please indicate session(s) you plan on attending:

- Opening Plenary
- Marketplace Alliances
- TIF Tactics
- Nonprofit Strategies
- Tools and Tactics
- Mutual Awareness, Mutual Respect
- Housing Trust Fund
- Luncheon

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Community Development Summit



Urban Economic Development Association
of Wisconsin, Inc. (UEDA)

161 W. Wisconsin Ave., Suite 3166
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