

Summer 2005

UEDA News

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A note from the Executive Director: It is as uncommon for me to insert my photo as it is for me to provide an update, but UEDA has been busy expanding its service strategies. We just finished an event-filled and productive summer we are quite proud of!



In addition to an ambitious schedule of events, UEDA moved its offices from downtown to the vibrant neighborhood on N. Dr. Martin Luther King Jr. Drive. Just off the corner of North Ave, this new home is a co-location strategy that offers expanded office space with convenient nearby parking. Most importantly, it provides a closer connection to those we serve.

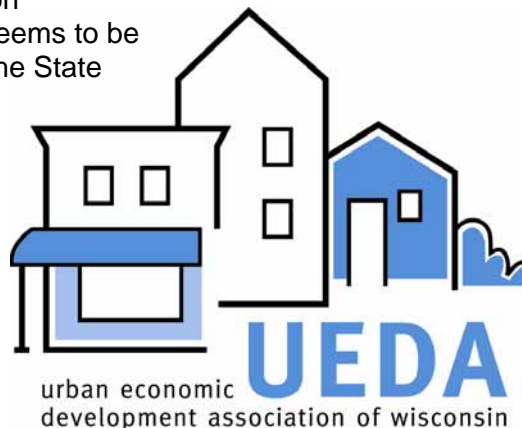
In June, UEDA held several events: the 5th Annual Community Development Summit, the first course in the National Development Council's Housing Development Finance Professional certification series, and in conjunction with several members, we coordinated a home ownership resource fair at the Fitzsimonds Boys & Girls Club.

In July, we partnered with the **Wisconsin Business Development Finance Corp.** and the **US Small Business Administration** to present Milwaukee's first "Community Express Loan" Day. This event, taking place successfully nationwide, allowed lenders, business technical assistance providers and small businesses the opportunity to learn how banks and borrowers can access the community express loan product. Lenders are anxious to repeat this success!

In August, we began to expand statewide partnership opportunities and joined with the **Wisconsin Business Incubation Association (WBIA)** to expand its Annual Conference. Scheduled for **November 3-4 in Madison**, UEDA is pleased with this chance to forge new partnerships with both the WBIA and **Wisconsin Rural Partners, Inc.** The event entitled "*Growing Wisconsin Entrepreneurs: Beyond Borders, Beyond Buildings*" is funded in part by the WBIA and the State of Wisconsin Department of Commerce. WI Department of Commerce has continually invested in development and expansion of business incubators as a means to spur entrepreneurial activity. The dedication of WBIA members and the foresight seems to be paying off! A recent study found that the State of Wisconsin ranks in the top five in the nation for new entrepreneurial activity!

Mark your calendar
UEDA's Annual Meeting:

November 8, 2005 3:30 to 5:00 pm



Home Ownership Resource Fair a Hit!



Over 150 people attended “**Reduce Crime by OWNING YOUR OWN FUTURE,**” a homeownership and community resource fair held June 25th at the Fitzsimond’s Boys & Girls Club.

Event participants visited exhibit booths to learn how to improve their credit history, how to qualify for a mortgage loan and where to attend home buying seminars. They learned about first time homebuyer mortgage loan programs and down payment and closing cost grant programs, too.

While enjoying an old fashioned neighborhood cookout, participants listened to the music of **Running Rebels**, the 2004 winners of the U.S. Department of Justice Project Safe Neighborhood Initiative. The young rap group sang about the power of financial education and home ownership. Adding to the excitement, **WMCS 1290** conducted a live broadcast at the event!

Governor Jim Doyle’s Office and the City of Milwaukee issued proclamations recognizing the program. Speakers included **Ray Luick of the State of Wisconsin Office of Justice Assistance, Rhonda Kelsey of Mayor Tom Barrett’s Office,** and a representative of the **U.S. Department of Housing and Urban Development.**

Along with UEDA, agencies sponsoring the event included the U.S. Department of Housing and Urban Development, Making Connections Milwaukee Asset Building Strategy, CHASE Bank, Housing Resources, Inc., Project Respect, Metcalfe Park Residents’ Association, Wisconsin Housing and Economic Development Authority, the Wisconsin Office of Justice Assistance, the U.S. Attorney’s Office Project Safe Neighborhood Initiative, Running Rebels, the Third District Milwaukee Police Department’s Youth Explorer Scouts and the Fitzsimond’s Boys & Girls Club.

MAKING CONNECTIONS MILWAUKEE is a Neighborhood and Family Strengthening Initiative funded by the Annie E. Casey Foundation. The boundaries of Making Connections Milwaukee are 27th Street to 47th Street, and Highland Boulevard to Center Street. For Asset Building Strategy information, contact Roxanne DeFoe at UEDA at (414) 562-9904, or visit: www.connectionsmilwaukee.org.

UEDA Hosts National Development Council's Housing Course

June 13-16, 2005 in Pewaukee, 32 people attended *HD410, Single Family Home Ownership Finance*, the first course in the **National Development Council’s** (NDC’s) acclaimed **Housing Development Finance Professional (HDFP)** certification series. The other courses in the NDC’s rigorous training series are: *HD420, Multi-Family Housing Development Finance; and HD430, Housing Development Finance: Problem Solving and Deal Structuring.* In attendance at the June training were staff and board members from Public Housing Authorities, JP Morgan Chase, Community Development Action Agencies, and other nonprofit housing producers. Some elected officials, foundation staff and recent college graduates also attended.

UEDA organized and hosted the event. With funding from the **State of Wisconsin – Bureau of Housing, HUD’s CPD-TA funds,** and the **Helen Bader Foundation,** UEDA was able to facilitate scholarships to subsidize tuition costs for eligible participants involved in creating and preserving affordable housing. **JP Morgan Chase** sponsored food and beverages. NDC instructor **Renee Thompson** taught the intensive four-day training, which explored the use of development finance to create affordable single-family housing. Ninety-four percent of participants strongly agreed or agreed the training will help them meet their community development goals. UEDA plans to host the next series October 3-7, 2005 in LaCrosse, Wisconsin with more than 45 pre-registered guests. Call UEDA for additional information.

UEDA Co-Sponsors "Community Express" Loan Day for Small Businesses

On Aug 10th, UEDA and **Wisconsin Business Development Finance Corporation** teamed up to sponsor a 'Community Express' Loan Day for small businesses.

Through a series of information sessions, small businesses were introduced to lenders and technical assistance providers who provide loan dollars and advice through **SBA's Community Express Loan Program**. "This program is designed to increase the success rate of small business," said **Eric Ness**, District Director of the Wisconsin SBA office. "Not only can the business access up to \$250,000 in loan dollars but the business owner is introduced to a technical assistance provider that can assess the business and provide suggestions on ways to strengthen the business operations."

Business owners heard from each of the lenders on aspects of the SBA program, including no or low collateral requirements for small loans, quick turnaround and an easy application process, as ways to meet the need for capital in their business. Technical assistance providers reinforced the importance of utilizing advisors and mentors as the owner grows the business.

Lenders participating included **Business Loan Express, Chase, M&I, Park Bank** and **U S. Bank**. Technical assistance providers included **Heartland Information Research, SCORE, Siker Financial Services, the Small Business Development Center**, and **Waukesha County Technical College**.

For more info, call the SBA office at (414) 297-1093 or visit: www.sba.gov/wi. UEDA also offers a great tool for small businesses with its **Small Business Resource Guide**. See page 4 for details.



Networking at the Summit were, L to R: Milwaukee County Supervisor Willie Johnson, Jr.; Una VanDuvall of the Dept. of City Development; Al Black, Summit Keynote Speaker and President of OnTarget Supplies & Logistics; and Sernorma Mitchell of the Greater Milwaukee Foundation.

5th Annual Community Summit a Great Success!

Over 175 individuals attended the **5th Annual Community Development Summit** held at the Italian Community Center in Milwaukee June 3. The theme, *The Challenge of Rethinking Resources*, focused on business, the nonprofit sector, and housing. Thirty speakers participated in six stimulating panel discussions at the Summit which some touted as the most informative and broad ranging yet.

The Master of Ceremonies for the Opening Plenary was **Robert Berlan, Director of CPD, Wisconsin Field Office for HUD**, who emphasized the importance of collaborations in the fields of community and economic development. The keynote speaker was **Al Black, Jr., President and CEO of On-Target Supplies & Logistics** of Dallas, TX. Mr. Black advocates an absolute commitment to faith, family, friends, and the free enterprise system. He addressed the relevance of business and entrepreneurship with the non-profit sector and encouraged professionals to rethink resources and forge collaborations for community development.

The Summit's fifth anniversary was celebrated by noting some extraordinary outcomes of the Summit over the years. Robert Berlan recited a "main success" from each year including: the **Business Assistance Caucus of Milwaukee, Milwaukee's Renewal Community Initiative, Milwaukee Community Development Intervention Team, United Neighborhood Centers of Milwaukee, Milwaukee Partnership for Community**

Business Resource Guide Now Available

The *Business Assistance Resource Guide*, sponsored by the **Business Assistance Caucus of Milwaukee (BACOM)** is complete! Call for your copies! The guide will be available on UEDA's website as a PDF file in November.

The guide's professional appearance, four color format, and easy to use design allows caucus members to promote everyone involved in building a strong network of entrepreneurial support in Milwaukee.

The guide adopts common phrases to describe the peer groups listed in the guide and adds definitions to ensure that consistent, clear terms are available to both the technical assistance provide and business owner.

This guide, used in concert with the BACOM toolkit available at www.milwaukeeestudy.org provides the strong referral process for Milwaukee's technical assistance providers encouraging entrepreneurs to invest in our neighborhoods.

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