

*Awardee Profiles
by State*

Wisconsin

ALMENA

IMPACT SEVEN, INC. (2000 CDFI PROGRAM - CORE)

Location: Almena, Wisconsin
Award: \$80,000 technical assistance grant
Contact: William Bay - (715) 357-3334

Impact Seven, Inc. is a non-profit business loan fund with a 30-year track record of serving economically distressed communities and low-income people in rural Wisconsin. Impact Seven provides a wide variety of products, including business development financing (including both loans and equity investments), housing development financing, and business plan assistance. The organization reports that since inception it has financed more than 450 businesses and created 15,000 jobs principally for low-income individuals. The CDFI Fund's \$80,000 technical assistance grant will be used to enhance the applicant's organizational capacity through training, technical assistance and technology enhancements.

(2001 CDFI PROGRAM - CORE)

Award: \$1,300,000
Contact: Mr William Bay - (715) 357-3334

Impact Seven (I7), founded in 1970, provides small business and microloans to create job opportunities for low-income people in Wisconsin. In its 30 years, I7 has financed 3,000 businesses that have created over 15,000 jobs, mainly in the state's rural areas. The CDFI Fund grant of \$1,300,000 will be used to seed the Greater Wisconsin Fund (GWF), a revolving loan fund designed to support new and emerging small businesses with flexible financing.

(2002 CDFI PROGRAM - NACTA)

Award: \$73,000
Contact: Mr. William Bay - (715) 357-3334

Impact Seven, Inc. is a non-profit business loan fund located in Almena, Wisconsin, which serves low-income people throughout the state. Impact Seven and its partners, the Red Cliff Band and Local Development Corporation, seek to create a Native American CDFI at Red Cliff (NACRC). A NACTA technical assistance grant of \$73,000 will be used by Impact Seven and its partners to obtain consulting services to develop a market analysis, a marketing strategy, and a capitalization strategy, and to pay part of the salary of Impact Seven staff to provide strategic planning and organizational direction and to develop policies and procedures for the new CDFI that will be located on the Red Cliff reservation in northern Wisconsin.

(2003 CDFI PROGRAM - FA COMPONENT)

Award: \$900,000
Contact: William F. Bay (715) 357-3334

Founded in 1970, Impact Seven (I-7) provides small business and micro-loans to create job opportunities for low-income residents of Wisconsin. The Fund's \$900,000 award will be used to further capitalize the Greater Wisconsin Fund (GWF), its statewide business revolving loan fund. The GWF provides market-rate financing targeting business start-up and expansion projects that will create jobs for low-income people and foster economic revitalization in distressed areas of the state. Approximately 34% of this award will be targeted to Hot Zones.

BROOKFIELD

NORTH SHORE BANK (1996 BEA PROGRAM)

Location: Brookfield, Wisconsin

Award: \$6,036 grant

North Shore Bank was awarded \$6,036 for increasing its single-family housing acquisition and rehabilitation loans in distressed neighborhoods in central Milwaukee. During the first six months of 1996, the bank made a total of \$373,000 in loans for activities undertaken as part of the Milwaukee Affordable Housing Initiative.

COTTAGE GROVE

WISCONSIN COMMUNITY BANK (2000 BEA PROGRAM)

Location: Cottage Grove, Wisconsin

Award: \$11,000 grant

Contact: David M. Fink - (608) 829-0500

Wisconsin Community Bank received an award of \$11,000 for increasing its below-market rate deposits to \$100,000 in Louisville Community Development Bank, a certified Community Development Financial Institution (CDFI). The deposit will enable the CDFI to increase its lending in distressed communities in Louisville. The awardee is a state-chartered bank with total assets over \$192 million.

(2002 BEA PROGRAM)

Award: \$22,000.00

Contact: Ms. Jacquie Manternach - (563) 589-1993

Wisconsin Community Bank of Cottage Grove, Wisconsin, received an award of \$22,000 for CDFI Support Activities with Shorebank, Cleveland and South Shore Bank of Chicago. The awardee is a state chartered bank with total assets of \$237,767,000.

GLENDALE

LEGACY BANCORP, INC. (1998 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Location: Glendale, Wisconsin

Award: \$21,500 technical assistance grant

Type: Bank/Bank Holding Company

Contact: Linda Bedford - (414) 351-1289

Legacy Bancorp, Inc. of Glendale, Wisconsin was awarded a \$21,500 technical assistance grant from the CDFI Fund. Through its subsidiary, Legacy Bank, Legacy provides development banking services through traditional and non-traditional bank products and services. Its service area is comprised of the central city of Milwaukee, Wisconsin, more commonly known as the Fond Du Lac Avenue Corridor. The award from the CDFI Fund will be used for the designing of Legacy's housing and small business technical assistance programs and for the purchase of computer software and hardware.

HALES CORNERS

STATE FINANCIAL BANK, N.A. (2002 BEA PROGRAM)

Location: Hales Corners, Wisconsin
Award: \$77,000.00
Contact: Mr. Michael A. Reindl - (414) 525-3185

State Financial Bank of Hales Corners, Wisconsin, received an award of \$77,000 for CDFI Support Activities with the following certified CDFIs: Citizens Trust Bank, City National Bank of New Jersey, Illinois Service Federal Savings and Loan Association of Chicago, Legacy Bank, Shorebank, Chicago, Shorebank Cleveland, and University National Bank. The awardee is a national bank with total assets of \$1,181,535,000.

HAYWARD

LAC COURTE OREILLES FEDERAL CREDIT UNION (2002 CDFI PROGRAM - NACTA)

Location: Hayward, Wisconsin
Award: \$25,800
Contact: Mr. Stephen Scott - (715) 634-7772

Lac Courte Oreilles Federal Credit Union of Hayward, WI, is a newly certified CDFI serving residents of the reservation by the same name in northern Wisconsin. LCOFCU provides savings products in addition to secured, unsecured, and auto loans for its members. A technical assistance grant of \$25,800 from the Fund will allow the credit union to hire a consultant to perform an evaluation of the service delivery, to draft policies and procedures, to audit and set up a general ledger system, and to develop a website. Additionally, the grant will be used to purchase technology that will allow for the purchase of an audio response phone system to be used by members for telephone banking. Lastly, the Fund's award will be used for training.

MADISON

THE DANE FUND, INC. (2002 CDFI PROGRAM - SECA)

Location: Madison, Wisconsin
Award: \$192,000
Contact: Mr. Larry J. Martin - (608) 257-3863

The Dane Fund, Inc. is a nonprofit housing loan fund serving urban and suburban communities in Dane County, WI. The Awardee primarily proposes to provide loans to support affordable housing development and community facilities lending benefiting economically disadvantaged individuals and neighborhoods in Dane County, Wisconsin. The technical assistance award will support the Awardee's strategic and capitalization planning efforts, and acquisition of technology and training.

MILWAUKEE

AMERICAN INDIAN CHAMBER OF COMMERCE OF WISCONSIN, INC. (2002 CDFI PROGRAM - NACTA)

Location: Milwaukee, Wisconsin
Award: \$90,000
Contact: Mr. Craig Anderson - (414) 427-9036

The American Indian Chamber of Commerce of Wisconsin, in Milwaukee, WI, was formed in 1991 by a group of Native American business-people with a mission of promoting member businesses with an emphasis on Indian-owned businesses, joint ventures, and professional associations. AICCW proposes to use the Fund's technical assis-

tance grant of \$90,000 to create a business loan fund for member organizations. The award will be used to hire consultants to develop a business plan, a capitalization plan, and products; to conduct a market analysis, and the loan fund's first audit; and to provide for the Board members attendance at training sessions.

FIRSTAR BANK MILWAUKEE, NA (1998 BEA PROGRAM)

Location: Milwaukee, Wisconsin
Award: \$671,968 grant
Contact: Michael D. Simmer - (414) 780-5040

Firstar Bank Milwaukee, NA was awarded \$671,968 for making a grant to the Racine Development Group, a certified CDFI, and increasing its single- and multi-family housing and commercial real estate loans in distressed neighborhoods in Milwaukee, WI. Firstar Bank Milwaukee is a national bank with total assets of \$8.2 billion.

(1999 BEA PROGRAM)

Award: \$6,375 grant
Contact: Drucilla Pasley - (414) 874-2251

Firstar Bank USA of Milwaukee, Wisconsin received an award of \$6,375 for providing financial support to two certified Community Development Financial Institutions (CDFIs). Specifically, the bank provided a \$40,000 grant to the Racine Development Group, to support a revolving loan fund that provides small business, homebuyer and home improvement loans. The bank also provided \$4,700 to the Martin Luther King Economic Development Corporation for technology improvements. Firstar Bank is a national bank with total assets of \$9.1 billion.

(2001 BEA PROGRAM)

Award: \$231,000.00
Contact: Juanita Yost - (414) 905-7242

Firstar Bank N.A. of Milwaukee, Wisconsin received an award of \$231,000 for providing financial support to Affordable Housing Resources, Community Ventures Corporation and Louisville Community Development Bank, all certified Community Development Financial Institutions (CDFIs) serving economically distressed areas. The awardee is a national bank with total assets of \$71 million.

LEGACY BANCORP, INC. (1999 CDFI PROGRAM - CORE)

Location: Milwaukee, Wisconsin
Award: \$1,500,000 equity
Type: Bank/Bank Holding Company
Contact: Shirley Lanier - (414) 372-6990

Legacy Bancorp, Inc. is an African American-founded and managed bank holding company. Its lending subsidiary, Legacy Bank, is a start-up full-service commercial bank serving the city of Milwaukee, in particular, the distressed Fond du Lac corridor. The CDFI Fund's \$1,500,000 equity investment will provide equity capital needed to further capitalize the bank.

LEGACY BANK (2001 BEA PROGRAM)

Location: Milwaukee, Wisconsin
Award: \$528,000.00
Contact: Shirley J. Lanier - (414) 343-3000

Legacy Bank of Milwaukee, Wisconsin received an award of \$528,000 for making deposits in 16 certified CDFIs totaling \$1,600,000. The awardee is a state-chartered bank with total assets of \$28 million.

(2003 BEA PROGRAM)

Award: \$1,097,538

Contact: Vickie Hudson - (414) 343-3030

Legacy Bank of Milwaukee, Wisconsin received an award of \$1,097,538 for increasing its financing activities and service activities in economically distressed areas in Milwaukee, Wisconsin. The awardee is a certified community development financial institution as well as a state chartered bank with total assets of \$63 million.

M&I MARSHALL & ILSLEY BANK (2002 BEA PROGRAM)

Location: Milwaukee, Wisconsin

Award: \$112,500.00

Contact: Ms. Donna DeMatteo - (612) 904-8142

Marshall and Ilsley Bank of Milwaukee, Wisconsin, received an award of \$112,500 for Equity Investment Activities. The awardee is a state chartered bank with total assets of \$25,945,555,000.

ST. FRANCIS BANK, F.S.B. (1996 BEA PROGRAM)

Location: Milwaukee, Wisconsin

Award: \$11,498 grant

St. Francis Bank, F.S.B. was awarded \$11,498 for increasing its single-family housing acquisition and rehabilitation Loans in distressed neighborhoods of central city Milwaukee. During the first six months of 1996, the bank made a total of \$675,000 in loans for activities undertaken as part of the Milwaukee Affordable Housing Initiative.

WAYS TO WORK, INC. (2000 CDFI PROGRAM - CORE)

Location: Milwaukee, Wisconsin

Award: \$2,000,000 capital grant

Contact: Daniel O. Magnuson - (414) 359-1040

Ways to Work, Inc. is a national nonprofit community development loan fund created in 1998 to provide financing to local social service agencies for re-lending to low-income families. The loan funds are used by the local social service agencies to provide consumer loans to low-income families for critical financial needs. Ways to Work works in partnership with its affiliate organization — the Alliance for Children and Families — to identify social service agencies that are potential candidates for financing. Ways to Work projects that it will create 50 new loan program sites over the next 10 years and will continue to support the existing 20 sites already established. By supporting these 70 program sites, Ways to Work plans to facilitate over \$100 million in loans to more than 50,000 families over the next 10 years. The CDFI Fund's \$2,000,000 capital grant will be used to help expand the Ways to Work loan program to more locations across the country and to build the organization's financial strength.

WISCONSIN WOMEN'S BUSINESS INITIATIVE CORPORATION (1999 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Location: Milwaukee, Wisconsin

Award: \$40,000 technical assistance grant

Type: Microenterprise Fund

Contact: Ms. Carol N. Maria - (414) 263-5450

Wisconsin Women's Business Initiative Corporation (WWBIC) was established in 1989. It is a microenterprise development organization that provides microenterprise training technical assistance and microloans. Among other things WWBIC also operates a SBA-sponsored Women's Business Center and a peer-lending program. WWBIC is considered to be the largest microlender in Wisconsin. The technical assistance award will be used for consulting and technology-related capacity needs.

(2001 CDFI PROGRAM – CORE)

Award: \$638,000

Contact: Ms Wendy Weekminster - (414) 263-5450

Wisconsin Women's Business Initiative Corporation (WWBIC) provides access to capital, business education and business assistance for entrepreneurs throughout Wisconsin with a focus on women, minorities and low-income individuals. With the Fund's grant of \$600,000 and technical assistance of \$38,000 WWBIC expects to increase its dollar and number of loans to its target populations, and address the needs of childcare businesses across the state.

STEVENS POINT

COMMUNITY ASSETS FOR PEOPLE (2000 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Location: Stevens Point, Wisconsin

Award: \$40,000 technical assistance grant

Contact: Karl S. Pnazek - (715) 345-5200

Community Assets for People was established in 1997 to provide low cost capital to low and moderate-income individuals to start a business or to purchase their first home. The Awardee has a primary service area of Marquette, Outagamie, Portage, Waupaca and Waushara Counties in central Wisconsin. The technical assistance award will be used to acquire consulting services to refine the Awardee's policies and procedures, technology, and staff training related to community development lending.