



Milwaukee County Community Business Development Partners (CBDP) Newsletter

July 2014

SAVE THE DATE! SEPTEMBER 18, 2014



Join us at the Annual Milwaukee County Community Business Partners (CBDP) Business Expo on Thursday September 18, 2014 at Manpower Group, 100 Manpower Place, Milwaukee, Wisconsin.

The focus of this conference is to connect with Milwaukee County Contracting Procurement Officers, prime contractors and prime consultants. This year we will emphasize “working on my business” versus “in my business” through educational resources for DBE/ACDBE and SBE firms. We will also report on the FAA, FTA and County Budget spending plans for 2014-2015 calendar years.

To register for the event please [click here](#).

Business Expo 2014 Keynote Speaker

Perry Stuckey, III



Mr. Perry Stuckey, III has been the Chief Human Resources Officer and Senior Vice President at Eastman

Chemical Co. since January 1, 2013. Mr. Stuckey served as Vice President of Global Human Resources at Eastman Chemical Co. until January 1, 2013. He joined Eastman in 2011 where he is responsible for Eastman's human resources strategy and services worldwide. His work experience spans more than 25 years, including a variety of global human resource management positions in manufacturing, industrial automation, and bio-technology organizations. He is a member of the Human Resources Planning Society, the Human Resources Policy Organization, and The Conference Board's Council for Chief Human Resource Officers and the Human Resources Council for the Manufacturers Alliance for Productivity and Innovation. He served as Chief Human Resources Officer and Senior Vice President of Hill-Rom Canada Ltd.

Mr. Stuckey holds a B.A. degree in Criminal Justice with a minor in business from the University of Arkansas at Pine Bluff and has an executive Master's Degree from the Weatherhead School of Management, Case Western Reserve University in Cleveland, Ohio.

B2GNow Implementation

Milwaukee County Community Business Development Partners (CBDP) has implemented B2GNow. B2GNow is web-based diversity management system software. It allows governments of all sizes to streamline and improve the effectiveness of their supplier diversity programs. The software is designed to save governments and their vendors, time and money and improve the quality of data available for constituents. The key system features includes:

- Track contracts, concessions, and insurance.
- Contractors respond to information requests online by submitting data in standardized, electronic format.
- Real-time assessment of contractor performance.
- Automatic audit and verification notices.
- **Vendors can now track payment.**
- Track certification applications from submission to completion.
- Search the online business directory with keyword and commodity code (NIGP, NAICS) search capabilities.
- Flexible reporting and data management capabilities.

For more information [click here](#)

Explore Exporting with SBA

Did you know that 96% of consumers live outside the United States? And a whopping two thirds of the world's purchasing power is in foreign countries!

Exporting can mean big things for your small business, and SBA is here with resources and information to help you succeed!

For more information [click here](#)



CBDP Loan Programs

Microloan Program

CBDP is in the process of launching a new **Microloan Program** designed to provide financial assistance to firms certified through CBDP Program as a DBE, SBE, ACDBE or firms that wish to be certified through Unified Certification Program (UCP).

For more details on the CBDP Microloan Program open the link below:

[CBDP Microloan Program](#)

Revolving Loan Program

Another loan program that is **currently** accessible by DBE or ACDBE certified businesses' working on Milwaukee County contracts is the Revolving Loan Program.

For more details on the Revolving Loan Program open the link below:

[Revolving Loan Program](#)

For further information, contact CBDP via E-mail at: CBDP@milwaukeecountywi.gov, or call **(414) 278-4747**.



SBA Announces Changes to Loan Programs

On June 10th, SBA Administrator Contreras-Sweet announced significant changes for underwriting SBA Small Lender Advantage loans less than \$350,000. [Click here](#) to read more of SBA Administrator Contreras-Sweet remarks from the Center for American Progress conference regarding the changes.

Today, the SBA issued an interim final rule that will adjust monetary based small business size standards (i.e., receipts, assets, net worth and income) for inflation to allow more small businesses to become eligible for SBA's financial and federal government procurement assistance programs. [Click here](#) to read SBA's press release.

Upcoming Events

September 18, 2014-Milwaukee County CBDP Business Expo

07:30 AM-2:00 PM

100 Manpower Place, Milwaukee, WI

October 15, 2014-Friends of Small Business Luncheon
Sheraton Milwaukee Brookfield Hotel, Brookfield, WI

October 22-23, 2014-Governor's Conference on Minority Business Development
Potawatomi Expo Center, Milwaukee, WI

Stats Line

14 firms received DBE/SBE Certification during the 2nd quarter of 2014.

- CK Gates & Associates, LLC
- NuGen Johnson, LLC (SBE)
- Custom Services Plastics, Inc.
- Diverse Community Investment, LLC
- Essential Asset Solutions, LLC
- Best Ed, LLC
- AMRI Counseling Services
- LB Consulting Services, LLC
- Wisconsin Special Security Police Services, LLC
- Bulkfest, Inc dba LoAdebar
- Legacy Building Maintenance, Inc.
- Montel Technologies, LLC
- Flaming Phoenix MD
- A Massage, Inc.
- Site Engineering Services, LLC (SBE)

Directory of DBE Owned Firms

www.county.milwaukee.gov/cbdp/CertifiedVendorList.htm

Contracting with Milwaukee County-First Steps

Please visit the website below for introduction to Milwaukee County, its various departments and divisions, and its solicitation, procurement, and contracting processes.

<http://county.milwaukee.gov/cbdp>



Milwaukee County Summary Report of DBE Participation in Construction (Capital Improvement Projects)

Milwaukee County DBE Overall Construction Goal 25%

2014 Adopted Capital Improvement Budget

\$ 80,034,220.00

Total Approximate Contract Dollars to Date-

\$10,703,044.97

Total Approximate Dollars Committed to DBE firms to Date-**\$3,672,305.81**

Total Approximate Contract Dollars Awarded (April-June 2014)- **\$7,251,199.34**

Total Approximate Dollars Committed to DBE firms-**\$2,785,093.35** (April-June 2014)

Total Percent Committed to DBE firms-**38.4%** (April-June 2014)



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