



February 28, 2023

Peter Ouchakof  
CDBG/RLF Administrative Specialist  
Housing Access & Affordability  
Dane County Dept. of Human Services  
Room 421, City County Building  
210 Martin Luther King Jr. Blvd.  
Madison, WI 53703

info@wwbic.com  
wwbic.com

facebook.com/wwbic  
twitter.com/wwbic  
instagram.com/wwbic  
linkedin.com/company/wwbic

**Greater Milwaukee**  
1533 N. RiverCenter Drive  
Milwaukee, WI 53212  
Phone: 414.263.5450

**Northeast**  
1191 N. Casaloma Drive  
Appleton, WI 54913  
Phone: 920.944.2700

2701 Larsen Road  
Green Bay, WI 54303

**South Central**  
2300 S. Park Street, Suite 103  
Madison, WI 53713  
Phone: 608.257.5450

**Southeast**  
600 52nd Street, Suite 130  
Kenosha, WI 53140  
Phone: 262.925.2850

245 Main Street, Suite 102  
Racine, WI 53403  
Phone: 262.898.5000

**Southwest**  
3500 State Road 16  
La Crosse, WI 54601  
Phone: 608.668.4400

**Kiva@WWBIC**  
wwbic.com/kiva  
facebook.com/KivaWisconsin

**VBOC@WWBIC**  
wwbic.com/veterans  
facebook.com/VBOCatWWBIC

Dear Peter:

The Wisconsin Women's Business Initiative Corporation (WWBIC) appreciates your support as we continue "Putting Dreams to Work!"

In 2022 we closed 2 loans for a total of \$50,000 using Dane County RLF funding.

Please see included the quarterly report per our contract reporting requirements.

Thank you again for your commitment to our mission. Please contact me at (414) 395-4530 or at wendy.baumann@wwbic.com if you have any questions or if we can provide additional information.

All my best,

Wendy K. Baumann  
President/CVO

Enclosures

Business Name	Loan Closing Date	Loan Amount	Leveraged	Term	Rate	Jobs Created	Jobs Retained
Miles Away, LLC	10/17/2005	\$8,000.00	\$2,000.00	36 months	10.50%	5	0
Faded Full Salon Service, LLC	10/19/2005	\$8,000.00	\$2,000.00	24 months	10.50%	1.5	0
New Again, LLC	12/23/2005	\$40,000.00	\$0.00	48 months	10.50%	9	0
Healthy Home Reports, LLC	3/29/2006	\$8,000.00	\$27,000.00	36 months	10.50%	3	0
Arthouse Preschool	6/27/2006	\$17,500.00	\$17,500.00	48 months	8.00%	10	0
White Jasmine, LLC	8/22/2006	\$25,000.00	\$24,900.00	62 months	10.00%	1	0
OceanHawk Counseling Alternatives, LLC	10/24/2006	\$10,000.00	\$10,000.00	48 months	10.00%	1.1	1.5
A Poochies Paradise, LLC	7/11/2007	\$20,000.00	\$20,000.00	60 months	2.00%	4	0
Powell's Computing, Inc.	10/12/2007	\$25,000.00	\$75,000.00	72 months	10.00%	3	0
Professional Employment Service, LLC	5/27/2010	\$5,708.00	\$0.00	47 months	8.50%	1	1
FloClaire, LLC	9/1/2010	\$10,000.00	\$0.00	42 months	10.00%	3	1
Bouncy Town USA, Inc.	9/1/2010	\$20,000.00	\$0.00	57 months	10.00%	2.2	0
Active Sign Installation	9/1/2010	\$20,000.00	\$0.00	44 months	10.00%	0	0.5
Professional Employment Services	10/21/2010	\$3,000.00	\$0.00	47 months	8.50%	1	1
Engaging Results Communications	12/2/2011	\$19,000.00	\$0.00	48 months	7.75%	1.9	0
Bouncy Town USA	12/9/2011	\$15,000.00	\$85,000.00	72 months	8.00%	3.1	0
Total Manufacturing Solutions	5/4/2012	\$15,000.00	\$0.00	44 months	7.75%	0.5	2
In N Out Empanada LLC	7/13/2012	\$10,000.00	\$0.00	60 months	5.00%	1.7	0
Windsor Breads Bakery & Coffeehouse, LLC	8/22/2012	\$6,250.00	\$196,250.00	42 months	7.75%	0	2
Active Sign Installation, LLC	9/14/2012	\$1,750.00	\$5,250.00	36 months	8.00%	0	0.8
Total Manufacturing Solutions, LLC	10/23/2012	\$20,000.00	\$0.00	12 months	7.75%	0	2.5
River Paws LLC	6/8/2017	\$22,000.00	\$1,500.00	72 months	8.75%	0	1
Proactive Publishing LLC	2/26/2021	\$25,000.00	\$0.00	72 months	9.25%	1	0
Learning and Beyond Preschool, LLC	8/25/2021	\$25,000.00	\$0.00	72 months	9.25%	0	1
Pole Club Madison, LLC	9/9/2022	\$25,000.00	\$0.00	72 months	9.25%	1	0
Capital Custom Contractors LLC	12/14/2022	\$25,000.00	\$0.00	72 months	9.25%	3	0
<b>Totals</b>		<b>\$429,208.00</b>	<b>\$466,400.00</b>			<b>57</b>	<b>14.3</b>

As of 12/31/2022

WWBIC Dane County Loan Fund Businesses	Employee Name (Last, First)	Date of Hire	Job Title	Job Type	Full-Time or Part Time (FT/PT)	No. of Hours Per Week	Employer Sponsored Health Care	Gender (M/F)	Race (Code)	Ethnic Status (Hispanic or Not)	Income Level at Time of Hire (EL, L, VL, Over)
Active Sign Installation	Langer, Mary	4/1/2008	Owner	Official/Manager	FT	40	N	F	White	Not	L
Bouncy Town USA	Brown, Alexandra	1/1/2011	Safety Monitor	Service	PT	12	N	F	White	Not	L
Bouncy Town USA	Hageman, Lauren	6/1/2011	Safety Monitor	Service	PT	7	N	F	White	Not	EL
Bouncy Town USA	Harvey, Alex	4/1/2010	Safety Monitor	Service	PT	12.5	N	M	White	Not	VL
Bouncy Town USA	Hunter, Colton	4/1/2010	Safety Monitor	Service	PT	17.5	N	M	White	Not	EL
Bouncy Town USA	Mean, Ro	4/1/2010	Owner	Official/Manager	FT	40	N	M	Asian	Not	Over
Bouncy Town USA	Monson, Mersadi	3/1/2011	Safety Monitor	Service	PT	4	N	F	White	Not	EL
Bouncy Town USA	Morales, Estefan	4/1/2010	Safety Monitor	Service	PT	17.5	N	M	White	Hispanic	EL
Engaging Results Communications	Bushnell, Rebecca	9/1/2011	Communications	Official/Manager	PT	Varied	N	F	White	N/A	VL
Engaging Results Communications	Olds, Kay-Te	8/27/2010	Owner	Official/Manager	FT	40	N	F	Asian	Not	Over
Engaging Results Communications	Yohn, Katie	9/1/2011	Promotions Coordinator	Office/Clerical	PT	15	N	F	N/A	N/A	VL
Flo-Claire	Chulu, Tim	12/20/2003	Owner	Official/Manager	FT	40	Y	M	African American	Not	VL
Flo-Claire	Diakite, Fatima	2/1/2011	Sales Manager	Official/Manager	FT	50	Y	F	African American	Not	L
Flo-Claire	Nsofwa, Matilda	10/28/2010	Office Manager	Official/Manager	FT	40	Y	F	African American	Not	VL
Flo-Claire	Schulz, Kalia	7/12/2011	Marketing Associate	Professional	FT	40	Y	F	White	Not	VL
In N Out Empanada LLC	Pesce, Ariel	7/1/2012	Owner	Official/Manager	PT	28	N	F	White	Hispanic	EL
In N Out Empanada LLC	Pesce, Lacey	7/1/2012	Owner	Official/Manager	FT	40	N	F	White	Not	EL
Ocean Hawk Counseling Alternatives	Daute, Jean	5/2/2006	Owner	Official/Manager	FT	40	Y	F	White	Not	VL
Ocean Hawk Counseling Alternatives	Miller, Kelly	5/2/2006	Owner	Official/Manager	PT	20	Y	F	White	Not	VL
Ocean Hawk Counseling Alternatives	Terrill, Teresa	9/1/2008	Nurse	Professional	PT	2	N	F	White	Not	Over
Ocean Hawk Counseling Alternatives	Hauger, Stephanie	6/1/2006	Therapist	Professional	PT	5	N	F	White	Not	L
Ocean Hawk Counseling Alternatives	Mason, Vickie	4/1/2010	Counselor	Professional	PT	2	N	F	Nat. Amer. & White	Not	L
Ocean Hawk Counseling Alternatives	Case, Amanda	6/1/2011	Therapist	Professional	PT	4	N	F	White	Not	L
Ocean Hawk Counseling Alternatives	Schulze, Dianne	2/1/2009	Therapist	Professional	PT	7	N	F	White	Not	Over
Professional Employment Services	Dahling, Nancy	9/3/2010	Sales Associate	Sales	PT	20	N	F	White	Not	VL
Professional Employment Services	Fedkenheur, Nancy	8/3/2010	Administration	Office/Clerical	PT	18	N	F	White	Not	EL
Professional Employment Services	Kelso, Teresa	12/1/2007	Owner	Official/Manager	FT	40	N	F	White	Not	Over
River Paws LLC	Masarik, Amanda	12/4/2016	Owner	Official/Manager	FT	65	N	F	White	Not	Over
Total Manufacturing Solutions	Ammon, Michael	3/5/2012	Machinist	Labor	PT	20	N	M	White	Not	Over
Total Manufacturing Solutions	Tirrel, Erick	10/1/2010	Owner	Official/Manager	FT	40	N	M	White	Not	VL
Total Manufacturing Solutions	Tirrel, Nicole	10/1/2010	Owner	Official/Manager	FT	40	N	F	White	Not	VL
White Jasmine	Siddiqui, Huma	12/1/2003	Owner	Official/Manager	FT	40	N	F	Asian	Not	L
Windsor Breads	Ksobiech, Cheryl	4/22/2011	Owner	Official/Manager	FT	40	N	F	White	Not	EL
Windsor Breads	Ksobiech, Keith	4/22/2011	Owner	Official/Manager	FT	40	N	M	White	Not	EL
Proactive Publishing LLC	Franzen, Patrick	3/1/2021	Owner	Official/Manager	FT	40	N	M	White	Not	Over
Learning and Beyond Preschool, LLC	Dodge, Amy	3/2/2009	Owner	Official/Manager	FT	40	N	F	White	Not	L
Pole Club Madison, LLC	Mickelson, Nichole	4/25/2022	Owner	Official/Manager	FT	40	N	F	White	Not	EL
Capital Custom Contractors LLC	Aranda, Carlos	9/17/2022	Owner	Official/Manager	Unknown	Unknown	Unknown	M	White	Hispanic	Over
Capital Custom Contractors LLC	Romero Duran, Geovani	Unknown	Unknown	Unknown	Unknown	Unknown	Unknown	M	N/A	Hispanic	VLI
Capital Custom Contractors LLC	Aranda, Edward	Unknown	Unknown	Unknown	Unknown	Unknown	Unknown	M	N/A	Hispanic	VLI
Capital Custom Contractors LLC	Rodriguez, Felipe	Unknown	Unknown	Unknown	Unknown	Unknown	Unknown	M	White	Hispanic	VLI

As of 12/31/2022

**Wisconsin Womens Business Initiative Corporation**

Balance Sheet

As of 12/31/2022

(In Whole Numbers)

	Current Period Balance	Beginning Year Balance	YTD Change	YTD % Change
<b>Assets</b>				
<b>Cash</b>				
Cash & Cash Equivalents - Operating	8,933,817	7,064,940	1,868,877	26.45
Cash & Cash Equivalents - Lending	10,505,828	12,352,247	(1,846,418)	(14.95)
Cash & Cash Equivalents - Loan Loss Reserves	1,010,421	932,705	77,716	8.33
Cash & Cash Equivalents - IDA Match Funds	40,840	15,747	25,093	159.35
Cash & Cash Equivalents - Funds In Trust	<u>809,877</u>	<u>360,040</u>	<u>449,837</u>	<u>124.94</u>
<b>Total Cash</b>	<b>21,300,783</b>	<b>20,725,678</b>	<b>575,105</b>	<b>2.77</b>
<b>Other Assets</b>				
Gross Loans Receivable	21,373,008	19,183,614	2,189,394	11.41
Loan Loss Allowance	(1,938,490)	(1,530,513)	(407,977)	26.66
Grants Receivable	2,448,581	2,160,169	288,413	13.35
Other Receivables	1,677,438	1,228,587	448,851	36.53
Other Assets	113,013	102,648	10,365	10.10
Unamortized Discount on Purchased Loans	(14,008)	(17,471)	3,463	(19.82)
Fixed Assets (Net)	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.00</u>
<b>Total Other Assets</b>	<b>23,659,542</b>	<b>21,127,034</b>	<b>2,532,508</b>	<b>11.99</b>
<b>Total Assets</b>	<b>44,960,325</b>	<b>41,852,712</b>	<b>3,107,613</b>	<b>7.43</b>
<b>Liabilities</b>				
<b>Payables</b>				
Accounts Payable	<u>1,938,664</u>	<u>1,245,101</u>	<u>693,563</u>	<u>55.70</u>
<b>Total Payables</b>	<b>1,938,664</b>	<b>1,245,101</b>	<b>693,563</b>	<b>55.70</b>
<b>Other Liabilities</b>				
Notes Payable-Long Term Debt	19,099,606	20,051,761	(952,155)	(4.75)
Notes Payable--EQ2s	6,250,000	6,000,000	250,000	4.17
Deferred Revenue-Long Term	6,960,299	3,781,733	3,178,567	84.05
Other Funds Held in Trust	241,003	243,826	(2,823)	(1.16)
IDA Trust Reserve Fund	<u>(34,537)</u>	<u>20,990</u>	<u>(55,528)</u>	<u>(264.54)</u>
<b>Total Other Liabilities</b>	<b>32,516,371</b>	<b>30,098,310</b>	<b>2,418,061</b>	<b>8.03</b>
<b>Total Liabilities</b>	<b>34,455,036</b>	<b>31,343,411</b>	<b>3,111,624</b>	<b>9.93</b>
<b>Net Assets</b>				
<b>Fund Balance</b>				
Unrestricted	10,131,819	10,131,819	0	0.00
Permanently Restricted	334,149	334,149	0	0.00
Temporarily Restricted	<u>43,333</u>	<u>43,333</u>	<u>0</u>	<u>0.00</u>
<b>Total Fund Balance</b>	<b>10,509,301</b>	<b>10,509,301</b>	<b>0</b>	<b>0.00</b>
<b>Surplus (Deficit)</b>				
Current Year Surplus (Deficit)	<u>(4,011)</u>	<u>0</u>	<u>(4,011)</u>	<u>(100.00)</u>
<b>Total Surplus (Deficit)</b>	<b>(4,011)</b>	<b>0</b>	<b>(4,011)</b>	<b>(100.00)</b>
<b>Total Net Assets</b>	<b>10,505,289</b>	<b>10,509,301</b>	<b>(4,011)</b>	<b>(0.04)</b>
<b>Total Liabilities and Net Assets</b>	<b>44,960,325</b>	<b>41,852,712</b>	<b>3,107,613</b>	<b>7.43</b>

**Wisconsin Womens Business Initiative Corporation**  
**Statement of Revenues and Expenditures by Department**  
From 12/1/2022 Through 12/31/2022  
(In Whole Numbers)

		Current Period Actual	Current Period Budget - Original	Current Year Actual	YTD Budget - Original	YTD Budget Variance - Original
<b>Operating Revenues</b>						
<b>Earned Revenues</b>						
Training Fees	4100	450	2,500	15,329	30,000	(14,671)
IDA Management Fees	4110	9,583	9,587	114,996	115,000	(4)
Consulting Fees	4120	524,807	155,070	2,279,992	1,860,730	419,262
Loan Interest Income	4200	227,723	167,990	1,500,189	1,667,446	(167,257)
Loan Late Fees	4220	1,057	1,230	8,013	14,815	(6,802)
Loan Application Fees	4225	2,400	1,837	29,658	22,000	7,658
Loan Closing Fees	4226	17,761	26,100	150,334	313,200	(162,866)
Loan Servicing Fees	4228	35	0	3,610	0	3,610
CA Loan Svcs Income	4229	999	1,027	4,763	12,390	(7,627)
Discount Amortization	4230	3,463	0	3,463	0	3,463
Collection On Bad Debt	4250	0	1,663	38,768	20,000	18,768
Interest Inc. -Accounts	4300	6,467	625	39,381	7,500	31,881
<b>Total Earned Revenues</b>		<b>794,746</b>	<b>367,629</b>	<b>4,188,495</b>	<b>4,063,081</b>	<b>125,414</b>
<b>Government Grant Revenues</b>						
OWBO-La Crosse	4412	12,500	9,375	150,000	112,500	37,500
Project Optimize - Mke	4413	0	0	60,532	60,532	0
Project Optimize - SC	4414	0	0	60,532	60,532	0
Project Optimize - SE	4415	0	0	60,532	60,532	0
Project Optimize - NE	4416	0	0	60,532	60,532	0
OWBO-Milwaukee	4418	12,500	12,500	150,000	150,000	0
OWBO-Madison	4419	12,500	12,500	150,000	150,000	0
OWBO-SouthEast	4420	12,500	12,500	150,000	150,000	0
OWBO-Northeast	4421	12,500	12,500	150,000	150,000	0
WEDC	4422	32,167	21,875	466,992	262,500	204,492
SBA-VBOC	4426	25,000	25,000	300,000	300,000	0
SBA Microloan	4430	59,476	59,477	713,712	713,713	(1)
CDFI : FA AWARD	4435	(41,551)	76,087	406,210	913,000	(506,790)
SBA : PRIME	4442	12,500	12,500	150,000	150,000	0
USDA : RMAP	4443	5,838	5,839	70,056	70,057	(1)
Local Other Grant Inc	4460	24,010	0	100,000	0	100,000
City of Kenosha	4470	10,417	10,413	125,004	125,000	4
City Of Madison:SCOI	4471	10,455	10,451	125,460	125,456	4
City of Milwaukee	4473	14,583	14,587	174,996	175,000	(4)
City of Wauwatosa	4475	27,553	3,337	64,216	40,000	24,216
City of West Allis	4476	5,417	5,413	65,004	65,000	4
City of Milwaukee RLF	4477	1,667	1,663	20,004	20,000	4
City of La Crosse	4478	2,188	2,182	62,509	26,250	36,259
County of Dane	4480	8,333	8,337	99,996	100,000	(4)
County of Milwaukee	4481	10,833	8,337	179,996	100,000	79,996
County of Waukesha	4482	4,167	4,163	50,004	50,000	4
City of Appleton	4493	0	4,163	12,501	50,000	(37,499)
City of Beloit-CARES Act	4495	15,000	0	15,000	0	15,000
Calumet & Outagamie Cty-CARES	4498	0	0	46,759	45,000	1,759
<b>Total Government Grant Revenues</b>		<b>290,553</b>	<b>333,199</b>	<b>4,240,547</b>	<b>4,285,604</b>	<b>(45,057)</b>

**Wisconsin Womens Business Initiative Corporation**  
**Statement of Revenues and Expenditures by Department**  
From 12/1/2022 Through 12/31/2022  
(In Whole Numbers)

		Current Period Actual	Current Period Budget - Original	Current Year Actual	YTD Budget - Original	YTD Budget Variance - Original
<b>Donated Revenues</b>						
Donation-Ind. & Corp.	4600	54,605	7,650	120,474	45,000	75,474
Donations- Fin Instns	4615	0	53,125	238,500	312,500	(74,000)
Donations-Foundations	4620	52,000	43,690	301,100	257,000	44,100
Luncheon Revenue	4700	10,850	17,000	185,430	166,000	19,430
In-Kind Revenue	4900	38,826	16,663	195,711	200,000	(4,289)
Luncheon Expense	5700	(41,136)	(10,000)	(78,533)	(84,660)	6,127
Total Donated Revenues		115,145	128,128	962,682	895,840	66,842
<b>Other Revenues</b>						
Miscellaneous Revenue	4950	0	413	1,588	5,000	(3,412)
Total Other Revenues		0	413	1,588	5,000	(3,412)
Total Operating Revenues		1,200,444	829,369	9,393,313	9,249,525	143,788
<b>Operating Expenditures</b>						
<b>Personnel</b>						
Salaries & Wages	5100	373,931	325,123	4,000,189	3,901,454	(98,735)
FICA Expense	5120	26,370	24,869	297,948	298,461	513
UC Expense	5140	2,352	0	23,192	20,216	(2,976)
Payroll Processing	5150	1,310	1,100	29,529	13,200	(16,329)
Retirement Expense	5170	6,735	3,337	54,152	40,000	(14,152)
Employee Benefits	5180	172,862	60,940	654,734	731,313	76,579
Temporary Staff	5190	73,359	500	165,962	6,000	(159,962)
Total Personnel		656,918	415,869	5,225,706	5,010,644	(215,062)
<b>Operating Expenses</b>						
Consultant Fees-Admin	5210	8,850	6,094	59,486	73,150	13,664
Consultants-Clients/TA	5220	2,345	14,163	451,700	170,000	(281,700)
Advertising	5225	0	0	15,671	0	(15,671)
Audit Fees	5229	2,750	2,750	34,520	33,000	(1,520)
Bank Charges	5230	1,683	1,462	44,707	17,500	(27,207)
Books-Classes	5235	30	2,916	2,289	35,025	32,736
Conference & Meeting	5240	7,014	4,663	41,792	56,000	14,208
Conf. & Mtg-Other	5242	13,248	0	68,070	0	(68,070)
Contribution Expense	5243	9	0	9	0	(9)
Leased Equipment	5245	2,457	4,326	42,124	51,912	9,788
Equipment Purchases	5250	0	2,313	37,401	27,800	(9,601)
Depreciation Expense	5251	0	413	0	5,000	5,000
Insurance Expense	5255	6,254	5,962	35,049	71,500	36,451
Subscriptions	5257	1,216	0	17,499	0	(17,499)
Maintenance-Office	5260	1,248	1,250	21,143	15,000	(6,143)
Mktg & Promotions	5262	2,101	837	13,588	10,000	(3,588)
Membership Fees	5265	2,685	3,337	42,354	40,000	(2,354)
Office Supplies	5270	3,032	4,163	114,638	50,000	(64,638)
Postage & Delivery	5275	3,105	2,000	19,351	24,000	4,649
Printing	5280	1,828	4,587	64,063	55,000	(9,063)
Loan Loss Provision	5300	(72,914)	56,663	546,423	680,000	133,577
Credit Analysis	5310	2,082	2,337	29,386	28,000	(1,386)
Filing Fees	5320	8,167	1,250	15,136	15,000	(136)
Interest Expense	5330	45,154	42,918	569,164	515,060	(54,104)
Legal/Collection Fees	5340	15,093	1,663	112,019	20,000	(92,019)
Rent - Office	5410	30,105	27,609	358,970	331,286	(27,684)

**Wisconsin Womens Business Initiative Corporation**  
**Statement of Revenues and Expenditures by Department**  
From 12/1/2022 Through 12/31/2022  
(In Whole Numbers)

	Current Period Actual	Current Period Budget - Original	Current Year Actual	YTD Budget - Original	YTD Budget Variance - Original
Rent - Operational	5420	0	50	0	(50)
InfoTech Expense	5430	52,378	22,298	267,598	(13,022)
Telephone & Internet	5440	9,920	8,475	101,700	(16,897)
Prof. Devel.-Staff	5460	1,493	5,412	64,900	60
Travel Within State	5470	5,950	4,663	56,000	(17,495)
Mileage-In State	5475	0	4,372	0	(4,372)
Travel Out Of State	5480	17,285	3,500	42,000	(29,072)
Utilities	5490	2,515	1,640	19,680	(434)
PROGRAM GRANTS	5500	206,743	96,271	1,155,230	352,762
In-Kind Expense	5900	38,826	16,663	200,000	4,289
Miscellaneous Expense	5950	210	413	5,000	3,273
Total Operating Expenses		422,863	353,011	4,236,341	(153,277)
Total Operating Expenditures		1,079,780	768,880	9,246,985	(368,339)
Operating Surplus (Deficit)		120,664	60,489	2,540	(224,551)
<b>Non-Operating Revenues</b>					
<b>Government Grant Revenues</b>					
Other Grant Loan Fund	4456	0	48,000	0	48,000
Total Government Grant Revenues		0	48,000	0	48,000
<b>Donated Revenues</b>					
Private Donations-Loan Funds	4610	170,000	0	0	170,000
Total Donated Revenues		170,000	0	0	170,000
Total Non-Operating Revenues		170,000	0	0	218,000
Non-Operating Surplus (Deficit)		170,000	0	0	218,000
Total Surplus (Deficit)		290,664	60,489	2,540	(6,551)

**Wisconsin Women's Business Initiative Corporation  
Portfolio Delinquency and Assigned Risk Report  
AS OF 12/31/2022**

						(JRLF) Opportunity		% Of Total	Assigned		
<u>Loan Balance:</u>	<u>MEDC</u>	<u>RLF</u>	<u>RMAP</u>	<u>CDFI</u>	<u>SBA Microloan</u>	<u>WMDF</u>	<u>Fund Donated Funds</u>	<u>Total</u>	<u>Loans</u>	<u>Risk</u>	# of accounts
Current to Less than 30 days past due	-	15,803,007	176,993	1,405,614	1,673,719	141,383	300,804	19,501,520	90.1%	975,076	666
31 to 60 days past due	-	659,514	-	142,607	6,099	-	-	808,220	3.7%	80,822	21
61 to 90 days past due	-	358,434	-	98,077	-	-	22,327	478,838	2.2%	119,710	11
91 days past due and older	-	578,064	-	174,525	110,665	-	1,902	865,156	4.0%	432,578	23
	-	<b>17,399,019</b>	<b>176,993</b>	<b>1,820,823</b>	<b>1,790,483</b>	<b>141,383</b>	<b>325,033</b>	<b>21,653,734</b>	<b>100%</b>	<b>1,608,186</b>	<b>721</b>
Loans > 30 Days Past Due	-	1,596,012	-	415,209	116,764	-	24,229	2,152,214		7.43%	
	0%	9%	0%	23%	7%	0%	7%	9.94%			
Loans > 90 Days Past Due	0	578,064	0	174,525	110,665	-	1,902	865,156			
	0%	3%	0%	10%	6%	0%	1%	4.00%			
All Past Due Loans (Includes Loans < 30 Days Past Due)	-	2,240,714	-	480,703	262,268	37,635	65,054	3,086,374			
	0.0%	12.9%	0.0%	26.4%	14.6%	26.6%	20.0%	14.25%			
									7.44%		
									14.22%		
									14.65%		

<b>CDFI Fund Portfolio At Risk &amp; Loan Loss Reserve Definition</b>		
<b>PAR = Loans 90 Days Past Due</b>	<b>CDFI PAR \$</b>	<b>\$ 865,156</b>
	<b>CDFI PAR %</b>	<b>4.00%</b>
<b>LLR Ratio Definition = 1/2 * CDFI PAR &lt;= LLR &lt;= 1 1/2 * CDFI PAR</b>		
	<b>1/2 * CDFI PAR</b>	<b>432,578</b>
	<b>If LLR = Assigned Risk</b>	<b>1,608,186</b>
	<b>1 1/2 * CDFI PAR</b>	<b>1,297,734</b>

Class 1 – 5% of loan balance      Loan is performing/in compliance

Class 2 – 10% of loan balance      Loan is 30 days past due

Class 3 – 25% of loan balance      Loan is 60 days past due

Class 4 – 50% of the loan balance      Loans are assigned this class based on performance including the loan is 90 days past due or issues with collateral. Assignment to this class could also result through client contact. Some examples include decreased business activity, forced relocation of the business, or personal issues with principals.

Does not include Cities of Madison (COM); Kenosha (COK), Waukesha County LLP (WAU), City of Stoughton (STO), or Milwaukee (MKE 1) as WWBIC is the loan servicer (collects payments and remits to the appropriate agency(ies) and does not own nor report these loans in this report or on WWBIC's financial reports.