

August 20, 2021

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

## Greater Milwaukee

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

## 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

## Northeast

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

info@wwbic.com wwbic.com

Dear Peter:

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

In 2021 WWBIC has closed 1 loan using Dane County funding for a total of \$25,000. In Quarter 2 of 2021 no new loans have closed using Dane County funding but we do anticipate future loans to close in our pipeline.

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. Bannam

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             |
| Totals                                   |                   | \$354,208.00 | \$466,400.00 |           |        | 53           | 13.3          |

As of 6/30/2021

| WWBIC Dane County Loan Fund<br>Businesses | Employee Name (Last,<br>First) | Date of<br>Hire | Job Title              | Job Type         | Full-Time<br>or Part<br>Time<br>(FT/PT) | No. of<br>Hours Per<br>Week | Employer<br>Sponsore<br>d Health<br>Care<br>Benefits | Gender<br>(M/F) | Race (Code)        | Ethnic<br>Status<br>(Hispanic<br>or Not<br>Hispanic) | Income<br>Level at<br>Time of<br>Hire (EL,<br>VL, or L) |
|---|--------------------------------|-----------------|------------------------|------------------|---|-----------------------------|--|-----------------|--------------------|--|---|
| 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-Tee                  | 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  | М               | 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  | М               | 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  |

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