

ORGANIZATION:

Urban League of Greater Madison, Inc.

PROGRAM/LETTER:

J Home Ownership Program

PROGRAM BUDGET

1. 2010 BUDGETED

REVENUE SOURCE	SOURCE TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0
MADISON-COMM SVCS	0	0	0	0	0
MADISON-CDBG	203,000	0	0	0	203,000
UNITED WAY ALLOC	19,309	13,860	2,065	2,360	1,024
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT	0	0	0	0	0
FUNDRAISING DONATIONS	16,868	12,108	1,804	2,061	895
USER FEES	20,368	14,621	2,178	2,488	1,081
OTHER	0	0	0	0	0
<b>TOTAL REVENUE</b>	<b>259,545</b>	<b>40,589</b>	<b>6,047</b>	<b>6,909</b>	<b>206,000</b>

2. 2011 PROPOSED BUDGET

REVENUE SOURCE	SOURCE TOTAL	PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0
MADISON-COMM SVCS	0	0	0	0	0
MADISON-CDBG	216,000	0	0	0	216,000
UNITED WAY ALLOC	19,309	14,240	1,906	2,202	961
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT*	0	0	0	0	0
FUNDRAISING DONATIONS	20,604	15,195	2,034	2,350	1,025
USER FEES	20,368	15,021	2,010	2,323	1,014
OTHER**	0	0	0	0	0
<b>TOTAL REVENUE</b>	<b>276,281</b>	<b>44,456</b>	<b>5,950</b>	<b>6,875</b>	<b>219,000</b>

\*OTHER GOVT 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
<b>TOTAL</b>	<b>0</b>	

\*\*OTHER 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
<b>TOTAL</b>	<b>0</b>	

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**2012 PROGRAM CHANGE EXPLANATION**

Complete only if you are requesting more than your 2011 request.

Note: Additional funding should only be requested where services or programming will change or expand in the second year.

3. PROGRAM UPDATE: If requesting more than 2011, describe any major changes being proposed for the program/service in 2012, i.e., expansions or narrowing in target population, scope and level of services, geographic area to be served, etc.).

200 characters (w ith spaces)

**4. 2012 COST EXPLANATION**

Complete only if significant financial changes are anticipated between 2011-2012.

Explain specifically, by revenue source, any significant financial changes that you anticipate between 2011 and 2012.

For example: unusual cost increases, program expansion or loss of revenue.

200 characters (w ith spaces)

**5. 2012 PROPOSED BUDGET**

REVENUE SOURCE	BUDGET TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0
MADISON-COMM SVCS	0	0	0	0	0
MADISON-CDBG	0	0	0	0	0
UNITED WAY ALLOC	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT*	0	0	0	0	0
FUNDRAISING DONATIONS	0	0	0	0	0
USER FEES	0	0	0	0	0
OTHER**	0	0	0	0	0
TOTAL REVENUE	0	0	0	0	0

\*OTHER GOVT 2012

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

\*\*OTHER 2012

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

ORGANIZATION:	<b>Urban League of Greater Madison, Inc.</b>
PROGRAM/LETTER:	<b>J Home Ownership Program</b>
PRIORITY STATEMENT:	<b>CDBG: A. Housing - Owner-occupied housing (CDBG)</b>

**DESCRIPTION OF SERVICES**

6. NEED FOR PROGRAM: Please identify local community need or gap in service that the proposed program will address.

U.S. Census data shows that the home ownership rate for African Americans in Dane County was 18% compared with a rate of 61% for white families in Dane County. Moreover, the Census data shows that African Americans had one-third the homeownership rate in Dane County than they did in the nation as a whole. In the "State of Black Madison Report," Wisconsin Housing Development Authority Executive Director notes that African Americans here are more than 3 times as likely to pay more for a home loan, and that Home Mortgage Disclosure Act data showed that 29% of all high cost loans were written for African Americans - the highest rate among all races. The Urban League program is focused on helping African American and low/moderate income families of all races work towards home ownership. Our lease-to-purchase model combined with group and individualized home ownership education and financial counseling is designed to overcome these barriers.

7. SERVICE DESCRIPTION - Describe the service(s) provided including your expectations of the impact of your activities.

The Urban League's Home Ownership Program helps larger, low-income families build financial assets through home ownership and financial counseling. This unique program provides single-family housing with affordable rents and an option to purchase at the end of the program. Houses are purchased in various Madison neighborhoods, improved, and leased to qualifying families at less than market value. Participating families receive training and counseling. At the end of the program families may purchase the house at an affordable price with no down payment. All appreciation in value and mortgage reduction benefits are passed directly to the participating family.

8. PROPOSED PROGRAM CONTRACT GOALS: Include clearly defined service goals and process objectives: number of unduplicated clients to be served, number of service hours to be provided etc.

Acquire or renovate 4 single family homes that can be leased at affordable rents. Lease these homes to families earning between 40 percent and 80 percent of the area median income.

9. SERVICE HOURS: Frequency, duration of service and hours and days of service availability.

Families lease the homes for a period of up to 15 years through our long-term tax-credit subsidized program and generally up to 5 years in our short-term lease-to-purchase model. Families receive group and individualized counseling and education services through the entire duration of their lease period.

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10. POPULATION SERVED: Please describe in terms of age, income level, LEP, literacy, cognitive or physical disabilities or challenges).

To qualify for one of the homes renovated by the MCRA partnership, families must document a household income between 40% and 80% of the median household income level in Dane County adjusted based on family size. Special efforts are made to encourage participation by families of color and families of four or more people. Alternative homeownership and financial counseling and training services are provided to families that are over or under these income eligibility guidelines.

11. LOCATION: Location of service and intended service area (Include census tract where service is tract specific).

Homes are scattered throughout the City of Madison.

12. OUTREACH PLAN: Describe your outreach and marketing strategies to engage your intended service population.

Strong referral networks in the community. Participation in homeownership networks and events such as the Home Buyers Roundtable, annual home buyers fair, community festivals, etc. Established word-of-mouth. Referrals from other Urban League programs. Advertising in targeted media.

13. COORDINATION: Describe how you coordinate your service delivery with other community groups or agencies.

Collaborators with the Urban League include the City of Madison Community Development Block Grant Program, Forward Community Investments, U.S. Bank, Wisconsin Affordable Housing Corporation, and the Wisconsin Housing and Economic Development Authority (WHEDA). WHEDA is responsible for identifying properties to purchase, completing the purchase transaction, coordinating renovation, and arrange ongoing repairs and maintenance as necessary. U.S. Bank, Forward Community Investments, and City of Madison CDBG provide the financing and equity needed for purchasing homes. WHEDA provides Section 42 Low Income Housing Tax Credits for the Long-term Program. The League also works with many other community partners. We have partnered with The Financial Literacy Center, Community Action Coalition, and various local financial institutions to provide financial literacy classes. Project Home provides assistance with energy efficient renovations when possible.

14. VOLUNTEERS: How are volunteers utilized in this program?

We generally do not use volunteers for this program.

15. Number of volunteers utilized in 2010?


Number of volunteer hours utilized in this program in 2010?

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16. BARRIERS TO SERVICE: Are there populations that are experiencing barriers to the service you are proposing, i.e., cultural differences, language barriers and/or physical or mental impairments or disabilities? Describe the ability of proposed program to respond to the needs of diverse populations.

Household income gaps and disparities in credit readiness are key barriers to home ownership among our target constituency. Our affordable lease-to-purchase model allows families to establish stability that has been proven to improve job stability and advancement. Moreover, our group and individualized financial education and counseling provides the time and support that families need to increase their credit readiness for obtaining conventional mortgage financing. Our strong relationship with specific lenders has allowed us to be precise and intentional in getting families to the point of mortgage readiness.

17. EXPERIENCE: Please describe how your agency, and program staff experience, qualifications, and past performance will contribute to the success of the proposed program?

The Urban League has successfully operated this program for more than 15 years. The Program has been shown to have turnover rates four to five times lower than typical low-to-moderate income apartment rental housing. Of the over 50 families currently participating in the program, nearly 70 percent have moved into a higher income bracket and/or increased their savings and other assets since enrolling in the program. In 2009, the first 7 families purchased their homes through our long-term model, collectively acquiring nearly \$450,000 in equity in their homes. The current Program Coordinator has more than 8 years experiencing operating the program. We also have strong partnerships, including a partnership of more than 15 years with Wisconsin Affordable Housing Corporation.

18. LICENSING OR ACCREDITATION: Report program licensing, accreditation or certification standards currently applied.

ULGM is not subject to special licensing, accreditation, or certification for this program. It is subject to the National Urban League's affiliate standards and is evaluated every 2 years.

19. STAFF: Program Staff: Staff Titles, FTE dedicated to this program, and required qualifications for program staff.

Staff Title	FTE	City \$	Qualifications
Housing Coordinator	0.75	No	Home ownership and financial counseling experience.

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**CDBG DESCRIPTION OF SERVICES SUPPLEMENT**

Please provide the following information ONLY if you are applying for projects that meet the "CDD Community Development Program Goals & Priorities". If not applying for CDBG Office Funds, go to Community Resources Description of Services Supplement (p. 7), or go to Demographics (p. 8).

**20. PARTICIPANT INCOME LEVELS:**

Indicate the number of households of each income level and size that this program would serve in 2011-2012.

<b>Income Level</b>	<b>Number of Households</b>
Over 80% of county median income	0
Between 50% to 80% of county median income	3
Between 30% to 50% of county median income	1
Less than 30% of county median income	0
Total households to be served	4

**21. If projections for 2012 will vary significantly from 2011, complete the following:**

<b>Income Level for 2012</b>	<b>Number of Households</b>
Over 80% of county median income	0
Between 50% to 80% of county median income	0
Between 30% to 50% of county median income	0
Less than 30% of county median income	0
Total households to be served	0

**22. AGENCY COST ALLOCATION PLAN:** What method does your agency use to determine indirect cost allocations among programs?

Indirect costs are allocated in proportion to direct costs.

**23. PROGRAM ACTIVITIES:** Describe activities/benchmarks by timeline to illustrate how your program will be implemented.

<b>Activity Benchmark</b>	<b>Est. Month of Completion</b>
Acquisitions	May
Occupancy by families	September
Training and counseling	Ongoing

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COMMUNITY RESOURCES DESCRIPTION OF SERVICES SUPPLEMENT

Please provide the following information ONLY if you are applying for projects that meet the "Community Resources Program Goals & Priorities" If not applying for CR Funds, go to Demographics (p. 8).

24. CONTRIBUTING RESEARCH

Please identify research or best practice frameworks you have utilized in developing this program.

2000 characters (w ith spaces)

25. ACCESS FOR LOW-INCOME INDIVIDUALS AND FAMILIES

What percentage of this program's participants do you expect to be of low and/or moderate income? 100.0%

What framework do you use to determine or describe participant's or household income status? (check all that apply)

Number of children enrolled in free and reduced lunch	
Individuals or families that report 0-50% of Dane County Median Income	X
Individual or family income in relation to Federal Poverty guidelines	
Other	

26. HOW IS THIS INFORMATION CURRENTLY COLLECTED?

Participating families undergo an extensive enrollment and annual recertification process that includes income and asset verification.

27. PLEASE DESCRIBE YOUR USER FEE STRUCTURE AND ANY ACCOMMODATIONS MADE TO ADDRESS ACCESS ISSUES FOR LOW INCOME INDIVIDUALS AND FAMILIES.

Families pay monthly rents. In addition, families are strongly encouraged to put at least \$25 per month into a home maintenance saving account. Families leasing through our short-term model typically have a requirement to put additional funds monthly into a down payment savings account.

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**28. DEMOGRAPHICS**

Complete the following chart for unduplicated participants served by this program in 2009. Indicate the number and percentage for the following characteristics. For new programs, please estimate projected participant numbers and descriptors.

PARTICIPANT DESCRIPTOR	#	%	PARTICIPANT DESCRIPTOR	#	%
<b>TOTAL</b>	207	100%	<b>AGE</b>		
MALE	93	45%	<2	0	0%
FEMALE	114	55%	2 - 5	11	5%
UNKNOWN/OTHER	0	0%	6 - 12	64	31%
			13 - 17	46	22%
			18 - 29	33	16%
			30 - 59	45	22%
			60 - 74	8	4%
			75 & UP	0	0%
			<b>TOTAL AGE</b>	207	100%
			<b>RACE</b>		
			WHITE/CAUCASIAN	26	13%
			BLACK/AFRICAN AMERICAN	86	42%
			ASIAN	5	2%
			AMERICAN INDIAN/ALASKAN NATIVE	0	0%
			NATIVE HAWAIIAN/OTHER PACIFIC ISLANDER	0	0%
			MULTI-RACIAL:	45	22%
			Black/AA & White/Caucasian	45	100%
			Asian & White/Caucasian	0	0%
			Am Indian/Alaskan Native & White/Caucasian	0	0%
			Am Indian/Alaskan Native & Black/AA	0	0%
			BALANCE/OTHER	45	22%
			<b>TOTAL RACE</b>	207	100%
			<b>ETHNICITY</b>		
			HISPANIC OR LATINO	45	22%
			NOT HISPANIC OR LATINO	162	78%
			<b>TOTAL ETHNICITY</b>	207	100%
			<b>PERSONS WITH DISABILITIES</b>	22	11%
			<b>RESIDENCY</b>		
			CITY OF MADISON	199	96%
			DANE COUNTY (NOT IN CITY)	8	4%
			OUTSIDE DANE COUNTY	0	0%
			<b>TOTAL RESIDENCY</b>	207	100%

Note: Race and ethnic categories are stated as defined in HUD standards



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29. PROGRAM OUTCOMES

Number of unduplicated individual participants served during 2009.	207
Total to be served in 2011.	219

Complete the following for each program outcome. No more than two outcomes per program will be reviewed.

If applying to OCS, please refer to your research and/or posted resource documents if appropriate.

Refer to the instructions for detailed descriptions of what should be included in the table below.

Outcome Objective # 1:	Increase the number of quality, affordable, single-family homes available in the City of Madison.
Performance Indicator(s):	Single family homes with 3 or more bedrooms located in the Madison will be purchased, renovated, and leased to qualifying families.

Proposed for 2011:	Total to be considered in	4	Targeted % to meet perf. measures	100%
	perf. measurement		Targeted # to meet perf. measure	4
Proposed for 2012:	Total to be considered in	4	Targeted % to meet perf. measures	100%
	perf. measurement		Targeted # to meet perf. measure	4

Explain the measurement tools or methods:	Annual inspections, annual income and asset verifications, executed lease agreements.
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Outcome Objective # 2:	Larger, low-income families secure and maintain stable, high quality housing, improve their financial situation, and become prepared for home ownership.
Performance Indicator(s):	Consistent and timely rent payments, Improved credit scores, increased household income, and/or increased financial assets.

Proposed for 2011:	Total to be considered in	42	Targeted % to meet perf. measures	75%
	perf. measurement		Targeted # to meet perf. measure	31.5
Proposed for 2012:	Total to be considered in	42	Targeted % to meet perf. measures	75%
	perf. measurement		Targeted # to meet perf. measure	31.5

Explain the measurement tools or methods:	A comprehensive home buyer readiness assessment is conducted each year that reviews credit background, income & asset verification, quality of home upkeep, and many other factors.
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**1. AGENCY CONTACT INFORMATION**

Organization	Urban League of Greater Madison, Inc.	
Mailing Address	2222 South Park Street, Suite 200, Madison, WI 53713	
Telephone	608.729.1200	
FAX	608.729.1205	
Admin Contact	Kaleem Caire	
Financial Contact	Robert Egizi	
Website	www.ulgm.org	
Email Address	kcaire@ulgm.org	
Legal Status	Private: Non-Profit	
Federal EIN:	39-1098146	
State CN:	84-800	
DUNS #	106722812	

**2. CONTACT INFORMATION**

A	Job Services Network Program		
	Contact: Edward Lee	Phone: 608-729-1211	Email: elee @ulgm.org
B	Customized Workforce Training		
	Contact: Edward Lee	Phone: 608-729-1211	Email: elee @ulgm.org
C	Program C		
	Contact:	Phone:	Email:
D	Program D		
	Contact:	Phone:	Email:
E	Program E		
	Contact:	Phone:	Email:
F	Schools of Hope Middle School Tutoring Program		
	Contact: Edward Lee	Phone: 608-729-1211	Email: elee @ulgm.org
G	Program G		
	Contact:	Phone:	Email:
H	Program H		
	Contact:	Phone:	Email:
I	Program I		
	Contact:	Phone:	Email:
J	Home Ownership Program		
	Contact: Edward Lee	Phone: 608-729-1211	Email: elee @ulgm.org
K	Fatherhood Responsibility Program		
	Contact: Edward Lee	Phone: 608-729-1211	Email: elee @ulgm.org
L	Program L		
	Contact:	Phone:	Email:

## 3. AGENCY REVENUE DETAILED BY PROGRAM

REVENUE SOURCE	2009 ACTUAL	2010 BUDGET	2011 PROPOSED	2011 PROPOSED PROGRAMS			
				A	B	C	D
DANE CO HUMAN SVCS	170,571	166,996	167,940	0	0	0	0
DANE CO CDBG	0	0	0	0	0	0	0
MADISON-COMM SVCS	37,264	37,264	230,544	138,556	40,000	0	0
MADISON-CDBG	276,280	276,280	216,000	0	0	0	0
UNITED WAY ALLOC	530,426	596,028	636,532	68,360	20,000	0	0
UNITED WAY DESIG	26,837	27,000	27,000	0	0	0	0
OTHER GOVT	302,586	321,263	388,243	47,500	0	0	0
FUNDRAISING DONATIONS	1,282,364	661,494	666,452	137,553	115,656	0	0
USER FEES	208,288	260,822	260,821	3,750	0	0	0
OTHER	77,356	0	0	0	0	0	0
TOTAL REVENUE	2,911,972	2,347,147	2,593,532	395,719	175,656	0	0

REVENUE SOURCE	2011 PROPOSED PROGRAMS CONT.						
	E	F	G	H	I	J	K
DANE CO HUMAN SVCS	0	22,041	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0	0	0
MADISON-COMM SVCS	0	51,988	0	0	0	0	0
MADISON-CDBG	0	0	0	0	0	216,000	0
UNITED WAY ALLOC	0	301,388	0	0	0	19,309	0
UNITED WAY DESIG	0	0	0	0	0	0	0
OTHER GOVT	0	188,049	0	0	0	0	0
FUNDRAISING DONATIONS	0	19,339	0	0	0	20,604	0
USER FEES	0	159,695	0	0	0	20,368	0
OTHER	0	0	0	0	0	0	0
TOTAL REVENUE	0	742,500	0	0	0	276,281	0

REVENUE SOURCE	2011 PROPOSED PROGRAMS CONT.						Non-City
	L						
DANE CO HUMAN SVCS	0						145,899
DANE CO CDBG	0						0
MADISON-COMM SVCS	0						0
MADISON-CDBG	0						0
UNITED WAY ALLOC	0						227,475
UNITED WAY DESIG	0						27,000
OTHER GOVT	0						152,694
FUNDRAISING DONATIONS	0						373,300
USER FEES	0						77,008
OTHER	0						0
TOTAL REVENUE	0						1,003,376

**AGENCY ORGANIZATIONAL PROFILE**

**4. AGENCY MISSION STATEMENT**

600 characters (with spaces) The mission of the Urban League of Greater Madison is to improve the social and economic conditions of African Americans, other people of color, and the economically disadvantaged in our community.

**5. AGENCY EXPERIENCE AND QUALIFICATIONS**

The Urban League is the nation's oldest and largest community-based movement empowering African Americans to enter the economic and social mainstream. The Greater Madison affiliate is a results-driven leader in services that address education and career readiness programs for youth and economic self sufficiency services for families. In recent years, we have earned the Madison Community Foundation's Blue Sky Award and the CUNA Mutual Group Foundation Flagship Award. A comprehensive audit and assessment in April 2008 by our national office scored us 4.81 on a 5.0 scale, thus ranking us among the top performing affiliates in the country. Over the last five years, the League has seen an increase of nearly 70 percent in the number of clients it serves annually. Our workforce development programs have more than doubled and our youth education and career development programs have grown by almost tenfold. Some examples of our impact include: more than 90 percent of school staff surveyed reported that students made positive progress when receiving tutoring; we helped hundreds of unemployed and under-employed adults find stable employment, with a focus on career ladder employment; our homeownership program is helping 50 families secure housing valued at more than \$8,000,000; and much more.

**6. AGENCY GOVERNING BODY**

How many Board meetings were held in 2009?	12
How many Board meetings has your governing body or Board of Directors scheduled for 2010?	12
How many Board seats are indicated in your agency by-laws?	21

Please list your current Board of Directors or your agency's governing body.

<b>Name</b>	<b>Darrell Bazzell</b>			
Home Address	500 Lincoln Dr. Madison, WI 53706			
Occupation	Vice Chancellor for Administration			
Representing	UW Madison			
Term of Office		From:	10/2007	To: 10/2010
<b>Name</b>	<b>Russell Betts</b>			
Home Address	PO Box 8860 Madison WI 53708			
Occupation	Director of Development			
Representing	UW Foundation			
Term of Office		From:	10/2009	To: 10/2012
<b>Name</b>	<b>David Cagigal</b>			
Home Address	4902 Biltmore LN Madiosn, WI 53718			
Occupation	Chief Information Technology Officer			
Representing	Alliant Energy			
Term of Office		From:	10/2007	To: 10/2010
<b>Name</b>	<b>Michael Heifetz</b>			
Home Address	9 Brile Circle Madison, WI 53717			
Occupation	VP of Government Affairs			
Representing	Dean Health Systems			
Term of Office		From:	10/2009	To: 10/2012
<b>Name</b>	<b>Marshall Heyworth</b>			
Home Address	702 E. Washington Ave. Madison, WI 53703			
Occupation	Chief Operating Officer			
Representing	QTI Group			
Term of Office		From:	10/2008	To: 10/2012
<b>Name</b>	<b>Richard Jones</b>			
Home Address	2019 Fisher St. Madison, WI 53713			
Occupation	Senior Pastor			
Representing	Mt. Zion Baptist Church			
Term of Office		From:	10/2006	To: 10/2012
<b>Name</b>	<b>Forbes McIntosh</b>			
Home Address	PO Box 5057 Madison, WI 53703			
Occupation	President			
Representing	Government Policy Solutions			
Term of Office		From:	10/2005	To: 10/2011
<b>Name</b>	<b>Annette Miller</b>			
Home Address	PO Box 1231 Madison, WI 53703			
Occupation	Community Services Manager			
Representing	MG&E			
Term of Office		From:	10/2005	To: 10/2011

**AGENCY GOVERNING BODY cont.**

<b>Name</b>	<b>Darren Noak</b>			
Home Address	717 Post Road Madison, WI 53725			
Occupation	Senior Project Manager			
Representing	Tri-North Builders			
Term of Office		From:	10/2006	To: 10/2011
<b>Name</b>	<b>Paul Norman</b>			
Home Address	PO Box 927 Madison, WI 53704			
Occupation	Partner			
Representing	Boardman Law Firm, LLP			
Term of Office		From:	10/2005	To: 10/2011
<b>Name</b>	<b>Gary Sater</b>			
Home Address	7633 Ganser Way, Madison, WI 53719			
Occupation	Partner			
Representing	Mental Health Solutions			
Term of Office		From:	10/2009	To: 10/2012
<b>Name</b>	<b>Keith Swarting</b>			
Home Address	8830 Greenview Dr. Middleton, WI 53562			
Occupation	Account Manager			
Representing	Suttle-Straus			
Term of Office		From:	10/2006	To: 10/2012
<b>Name</b>	<b>Addrena Squires</b>			
Home Address	15 Lakeshore CT. Madison, WI 53715			
Occupation	President			
Representing	Urban League Guild			
Term of Office		From:		To: ex-officio
<b>Name</b>				
Home Address				
Occupation				
Representing				
Term of Office		From:	mm/yyyy	To: mm/yyyy
<b>Name</b>				
Home Address				
Occupation				
Representing				
Term of Office		From:	mm/yyyy	To: mm/yyyy
<b>Name</b>				
Home Address				
Occupation				
Representing				
Term of Office		From:	mm/yyyy	To: mm/yyyy
<b>Name</b>				
Home Address				
Occupation				
Representing				
Term of Office		From:	mm/yyyy	To: mm/yyyy

AGENCY GOVERNING BODY cont.

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

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Term of Office

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Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

## 7. STAFF-BOARD-VOLUNTEER DEMOGRAPHICS

Indicate by number the following characteristics for your agency's current staff, board and volunteers.

Refer to application instructions for definitions. You will receive an "ERROR" until completing the demographic information.

DESCRIPTOR	STAFF		BOARD		VOLUNTEER	
	Number	Percent	Number	Percent	Number	Percent
<b>TOTAL</b>	39	100%	14	100%	870	100%
<b>GENDER</b>						
MALE	16	41%	11	79%	261	30%
FEMALE	23	59%	3	21%	609	70%
UNKNOWN/OTHER	0	0%	0	0%	0	0%
TOTAL GENDER	39	100%	14	100%	870	100%
<b>AGE</b>						
LESS THAN 18 YRS	0	0%	0	0%	0	0%
18-59 YRS	38	97%	13	93%	783	90%
60 AND OLDER	1	3%	1	7%	87	10%
TOTAL AGE	39	100%	14	100%	870	100%
<b>RACE*</b>						0
WHITE/CAUCASIAN	18	46%	7	50%	619	71%
BLACK/AFRICAN AMERICAN	15	38%	6	43%	101	12%
ASIAN	2	5%	0	0%	40	5%
AMERICAN INDIAN/ALASKAN NATIVE	0	0%	0	0%	0	0%
NATIVE HAWAIIAN/OTHER PACIFIC ISLANDER	0	0%	0	0%	0	0%
MULTI-RACIAL:	1	3%	0	0%	82	9%
Black/AA & White/Caucasian	0	0%	0	0%	82	100%
Asian & White/Caucasian	0	0%	0	0%	0	0%
Am Indian/Alaskan Native & White/Caucasian	1	100%	0	0%	0	0%
Am Indian/Alaskan Native & Black/AA	0	0%	0	0%	0	0%
BALANCE/OTHER	3	8%	1	7%	28	3%
TOTAL RACE	39	100%	14	100%	870	100%
<b>ETHNICITY</b>						
HISPANIC OR LATINO	3	8%	1	7%	27	3%
NOT HISPANIC OR LATINO	36	92%	13	93%	843	97%
TOTAL ETHNICITY	39	100%	14	100%	870	100%
<b>PERSONS WITH DISABILITIES</b>	0	0%	0	0%	0	0%

\*These categories are identified in HUD standards.



## 8. AGENCY EXPENSE BUDGET

This chart describes your agency's total expense budget for 3 separate years.

Where possible, use audited figures for 2009 Actual. The 2010 Budget and 2011 Proposed Budget will autofill from information you provided elsewhere in the application.

Account Description	2009 ACTUAL	2010 BUDGET	2011 PROPOSED
<b>A. PERSONNEL</b>			
Salary	1,004,453	1,219,204	1,380,184
Taxes	94,062	113,478	132,273
Benefits	156,869	189,382	238,413
<b>SUBTOTAL A.</b>	<b>1,255,384</b>	<b>1,522,064</b>	<b>1,750,870</b>
<b>B. OPERATING</b>			
All "Operating" Costs	168,044	264,961	287,436
<b>SUBTOTAL B.</b>	<b>168,044</b>	<b>264,961</b>	<b>287,436</b>
<b>C. SPACE</b>			
Rent/Utilities/Maintenance	31,928	79,050	79,050
Mortgage (P&I) / Depreciation / Taxes	4,879	110,117	110,116
<b>SUBTOTAL C.</b>	<b>36,807</b>	<b>189,167</b>	<b>189,166</b>
<b>D. SPECIAL COSTS</b>			
Assistance to Individuals	87,575	101,080	83,685
Subcontracts, etc.	45,700	38,000	37,500
Affiliation Dues	10,625	10,775	10,775
Capital Expenditure	1,291,000	203,000	216,000
Other: Fundraising, etc.	33,185	18,100	18,100
<b>SUBTOTAL D.</b>	<b>1,468,085</b>	<b>370,955</b>	<b>366,060</b>
<b>SPECIAL COSTS LESS CAPITAL EXPENDITURE</b>	<b>177,085</b>	<b>167,955</b>	<b>150,060</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>1,637,320</b>	<b>2,144,147</b>	<b>2,377,532</b>
<b>E. TOTAL CAPITAL EXPENDITURES</b>	<b>1,291,000</b>	<b>203,000</b>	<b>216,000</b>

## 9. PERSONNEL DATA: List Percent of Staff Turnover

17.0%

Divide the number of resignations or terminations in calendar year 2009 by total number of budgeted positions.

Do not include seasonal positions. Explain if you had a 20% or more turnover rate in a certain staff position/category.

Discuss any other noteworthy staff retention issues, or policies to reduce staff turnover.

600 characters (with spaces)





ORGANIZATION:

Urban League of Greater Madison, Inc.

PROGRAM BUDGET

1. 2010 BUDGETED		ACCOUNT CATEGORY			
REVENUE SOURCE	SOURCE TOTAL	PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	66,784	42,073	10,482	6,732	7,497
DANE CO CDBG	0	0	0	0	0
UNITED WAY ALLOC	219,971	138,580	34,525	22,172	24,694
UNITED WAY DESIG	27,000	17,010	4,238	2,721	3,031
OTHER GOVT	110,800	69,803	17,391	11,168	12,438
FUNDRAISING DONATIONS	414,665	261,236	65,083	41,796	46,550
USER FEES	77,008	48,515	12,086	7,762	8,645
OTHER	0	0	0	0	0
<b>TOTAL REVENUE</b>	<b>916,228</b>	<b>577,217</b>	<b>143,805</b>	<b>92,351</b>	<b>102,855</b>

2. 2011 PROPOSED BUDGET		ACCOUNT CATEGORY			
REVENUE SOURCE	SOURCE TOTAL	PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	145,899	96,903	24,063	14,019	10,914
DANE CO CDBG	0	0	0	0	0
UNITED WAY ALLOC	227,475	151,085	37,517	21,857	17,016
UNITED WAY DESIG	27,000	17,933	4,453	2,594	2,020
OTHER GOVT*	152,694	101,417	25,183	14,672	11,422
FUNDRAISING DONATIONS	373,300	247,939	61,567	35,869	27,925
USER FEES	77,008	51,147	12,701	7,399	5,761
OTHER**	0	0	0	0	0
<b>TOTAL REVENUE</b>	<b>1,003,376</b>	<b>666,424</b>	<b>165,484</b>	<b>96,410</b>	<b>75,058</b>

\*OTHER GOVT 2011

Source	Amount	Terms
Serve Wisconsin for Americorps	152,694	Cost reimbursement basis for SOH high school program
	0	
	0	
	0	
	0	
<b>TOTAL</b>	<b>152,694</b>	

\*\*OTHER 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
<b>TOTAL</b>	<b>0</b>	