



Ruth Rohlich
City of Madison
210 MLK Drive
Madison, WI 53703

Re: City of Madison Co-Op Worker Lending Contract

Dear Ruth:

Thank you for meeting with Dave Scholten's, Abigail Wallhaus and me on Wednesday March 27th to discuss our MDC City Co-Op Worker Co-Op Lending Program. As discussed, we would like to accomplish the following with this letter:

- I. Request the remainder of our \$300K allocation from 2018: \$150,000, plus
- II. Request the allocation for 2019 – which is \$300K less the \$50K we are happy to hear you will be re-directing to KIVA to give Micro-loans (\$250K)
Total net Request for funding from the City is \$150K (2018) plus \$250K (2019) or \$400,000 for the Co-Op Lending Program funds to be disbursed to MDC at your earliest convenience

As discussed, we would also be happy to further our discussions with you regarding using a portion of our Worker Co-Op funds to help worker service co-ops like home health care workers, child care workers or roofers, for example. This is certainly a possibility to originate \$25K loans, but we have to ensure it is efficiently done so all can benefit from the transaction. That being said, we just hired a firm to automatically upload all of our loan applications into our software program, so we've got a start on researching this!

Thank you again for your time. We look forward to working with the City on this very important program and we appreciate your trust in MDC.

Best,

Lorrie K Heinemann, President & CEO
Madison Development Corporation
550 W Washington Avenue
Madison, WI 53703