



# First American Capital Corporation, Inc.

Focused on our mission

September 2022

**OPEN**  
*for Business*

development  
DBES  
success  
loans  
growth  
support  
resources  
tribal-owned  
**FACC**  
CDFI  
help  
business  
SBA  
Native  
integrity  
capital  
entrepreneurs  
service

# FACC celebrates 20th anniversary

Jeff Bowman, Stockbridge-Munsee and president of Wisconsin Oneida Nation owned Bay Bank in Green Bay, has been involved with the First American Capital Corp., Inc. since its beginning.

Bowman, who serves as president of the FACC Board of Directors, recalled joining the American Indian Chamber of Commerce of Wisconsin (AICCW) board in the late 1990s when discussions began on how to help Native-owned businesses and entrepreneurs connect with the right financial resources. The Chamber decided to create a revolving loan fund (RLF) to help Native business owners.

“With many Native entrepreneurs, they were the first generation to launch or own a business and it was very challenging to get credit,” Bowman said.

To launch the RLF, Chamber representatives met with the Wisconsin Department of Commerce (now known as the Wisconsin Economic Development Corp.). “The state was providing funds to other RLFs, and we worked with them to see how we could get funding for our Native RLF,” Bowman said.

In 2002, state officials embraced the Chamber’s plan, providing them with a \$210,000 grant with \$150,000 set aside for making loans to businesses and \$60,000 to help with operating expenses over three years. That grant led to the creation of FACC, which celebrates its 20th anniversary this fall. [Read more here.](#)

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## Study seeks info on Native-owned, Tribal businesses' connectivity

Access to high-speed, broadband Internet plays an integral role in an organization’s success, which is why the College of the Menominee Nation is gathering as much information as possible from Native American businesses about their connectivity.

Brian Kowalkowski, Dean of Continuing Education at the College of Menominee Nation in Keshena, said the project will assess access, adoption and use of broadband internet connections by existing businesses on and near Tribal lands.

“We hope to determine the impact of broadband access has on the industrial diversity of businesses in Tribal and rural areas and look at the consequences that poor broadband access has on Tribal businesses,” he said.

The study will also identify the obstacles of using broadband internet connections on Tribal lands. “It is not just about access — it needs to be affordable access to broadband coverage,” Kowalkowski said. “We need to hear from businesses on Tribal land and learn more about circumstances.”



When businesses have access to affordable broadband, he said it can improve business-to-business exchanges and access to consumer goods and niche agricultural producers.

“Given what we know about the benefits of broadband, this lagging access and adoption likely have significant negative economic implications for businesses located on tribal lands and in rural areas,” Kowalkowski said.

Michigan State University leads the Connecting Markets and Enhancing Economic Opportunity through Rural Broadband study, which is funded with a grant from the National Institute of Food and Agriculture. The First American Capital Corporation, Inc. (FACC) is pleased to collaborate with the College of Menominee Nation to build awareness of and encourage participation in this important study.

*For more information on the study, please contact Brian Kowalkowski at [bkowalkowski@menominee.edu](mailto:bkowalkowski@menominee.edu) or Miranda Gollnow at [mgollnow@menominee.edu](mailto:mgollnow@menominee.edu).*

[Click here to take the survey](#)

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## SBA Corner: Money Smart program

Wisconsin’s Small Business Administration district office, along with SBA district offices in a couple other Midwest state, have teamed up to offer the Money Smart Series for Small Business, which provides a practical introduction to topics related to starting and managing a business.



The program is virtual and business owners can sign up for one session or several. Money Smart was developed jointly by the SBA and the Federal Deposit Insurance Corporation and is open to all small business owners. All sessions are free.

The First American Capital Corporation, Inc. is a SBA Microloan Program Intermediary Lender and among a select group of SBA lenders in the nation to offer the **SBA Community Advantage Loan Program**. Contact a FACC staff member if you would like to discuss building a business management capacity building plan – including Money Smart programs — and/or to inquire about FACC’s business loan products.

Here’s a look at upcoming programs. Click each class link to learn more about the program and to register.

- **Banking services:** 1 to 2 p.m. on Sept. 21
  - **Organization types:** 1 to 2 p.m. on Sept. 28
  - **Time management:** 1 to 2 p.m. on Oct. 5
  - **Financial management:** 1 to 2 p.m. on Oct. 12
  - **Record keeping:** 1 to 2 p.m. on Oct. 19
  - **Strong business credit:** 1 to 2 p.m. on Oct. 26
  - **Risk management planning for the unexpected:** 1 to 2 p.m. on Nov. 2
  - **Insurance choices for businesses:** 1 to 2 p.m. on Nov. 9
  - **Tax planning and reporting:** 1 to 2 p.m. on Nov. 16
  - **Selling your business and succession planning:** 1 to 2 p.m. on Nov. 23
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# Partner Spotlight: Wisconsin DOT

*There are numerous organizations who partner with the First American Capital Corporation, Inc. We highlight our partners in our monthly newsletters to help you learn how they help businesses.*



## WisDOT Loan Mobilization Guaranty Program

For a small business, winning a contract with the Wisconsin Department of Transportation provides an exciting and sometime game changing opportunity. But for some, there's the hurdle of paying employees, transportation of people, supplies, as well as equipment and equipment-related costs need to perform won contract work while waiting for their first payment check — which can be received up to 45 days after work starts.

For qualifying certified Disadvantaged Business Enterprises (DBEs), the WisDOT Loan Mobilization Guaranty Program provides a solution. Managed by the First American Capital Corporation, Inc. (FACC) with the guaranty provided by the American Indian Chamber of Commerce of Wisconsin, Inc. (AICCW), DBEs can apply for loans to help them through those first months of work before their payment arrives and beyond. The AICCW serves as the program's business development organization.

"We're committed to the growth and development of DBEs doing business with WisDOT," said Rosalind Roberson, an outreach strategist and DBE support services project manager with the WisDOT. "The Loan Mobilization Guaranty Program allows businesses to grow and work on highway construction as either a prime or subcontractor."

The WisDOT Loan Mobilization Guaranty Program was created by the Wisconsin Legislature in 1999. Last year, FACC and AICCW began managing the funding and guaranty. In 2022, two DBEs have received mobilization loans with WisDOT guaranties, and there are several more projects in the pipeline.

"We obviously want to raise that (utilization of the Guaranty Program) and look for ways with the FACC to get the word out about the program. There is a lot of potential for DBEs that work in road construction," Roberson said, adding the guaranty is only for WisDOT contracts.

Here's how the program works:

- The DBE applying for services must complete the **CBBA form** (Capacity Building Business Assessment).
- The DBE presents a signed WisDOT contract or subcontract from a WisDOT prime contractor as collateral.
- Loans are used as working capital necessary to mobilize a WisDOT project.
- Joint paychecks will be issued to FACC and the DBE until loan is paid in full.

As for the loan itself, a qualified participant may receive guarantees of up to 90% of the loan amount, but it cannot exceed 50% of the prime contract or subcontract amount. Loan amounts cannot exceed \$250,000 at any given time and the loan terms are for six months, which can be extended for another six months.

Click [here](#) to learn more about the program. For more information, contact Gary Mejchar at [gary@aiccw-facc.org](mailto:gary@aiccw-facc.org).

# Marketplace Wisconsin dates set



**MARKETPLACE  
WISCONSIN**

**THE 41ST ANNUAL  
GOVERNOR'S CONFERENCE ON  
DIVERSE BUSINESS DEVELOPMENT**

DEC 6TH | IN-PERSON NETWORKING CONFERENCE & EXHIBITION  
Wisconsin Center | Milwaukee, WI

DEC 7TH | THE CONTRACTING ACADEMY (TCA)  
Virtual Sessions

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Early Bird Registration Opens October 2022

For sponsorship opportunities:  
Contact Alex Ysquierdo at [alex.ysquierdo@wedc.org](mailto:alex.ysquierdo@wedc.org)

**SAVE  
THE  
DATE**  
**DEC 6-7, 2022**

PRESENTED BY:  
**WISCONSIN**  
ECONOMIC DEVELOPMENT

KEYNOTE SPONSOR:  
**usbank.**

## How can FACC help you?

We invite you to reach out with your questions.

**Gary Mejchar**, Co-Executive Director/Development  
**Bill Beson**, Co-Executive Director/Lending  
**Christopher Cote**, Development Services Manager  
**Rick Zawacki**, Loan Officer  
**Beverly Anderson**, Office Manager  
**Clarissa Skenandore**, Administrative/Project Assistant  
**Corrie Beula Kovacs**, Business Technical Assistant  
Associate

Or CALL US at (414) 604-2044

If you are ready to request one-to-one business management development services and/or a business loan inquiry, please complete and submit the FACC Inquiry Form.

**FACC provides access to capital and development services to best serve Wisconsin Tribal enterprises, Native-owned businesses and other disadvantaged and underrepresented businesses thanks to the support of the following organizations:**



**Key Strategic Partner**



U.S. Small Business  
Administration



**Stay in touch! Contact us at (414) 604-2044**

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