

Willie Smith Biography

Willie Smith serves as the 2nd Executive Director of the Northwest Side Community Development Corporation (NWSCDC) after 6 years with the organization as the Housing Director and Director of Lending. Since his appointment to the position in January of 2020, the organization has seen a 300% increase in loan disbursement compared to the prior 3 year average – the vast majority of these loans going to minority owned firms. The organization has also targeted the childcare and early education sector as an industry of focus for lending and technical assistance with programming to help home based providers scale up to commercial buildings and for childcare centers of all kinds to improve the quality of their operations. All of this comes alongside Willie’s continued commitment to the Green Infrastructure and Community Organizing aspects of the organization through projects such as the MMSD West Basin, Green Tech Station, Pop-Up Farmers Markets, and Resource Fairs.



A Milwaukee native, Willie has been serving the city in the commercial real estate and lending space for over 25 years. After graduating with a degree in Business Administration from Cardinal Stritch University, he obtained his real estate license and worked as a counselor for first time home buyers. Since then, he has worked as a CRA mortgage loan officer, mortgage banker, commercial real estate broker, and economic development professional – all with a focus on the rejuvenation of the city of Milwaukee.

In addition to his role as Executive Director of the Northwest Side CDC, Willie serves as a member of the City Plan Commission and is involved with a number of national organizations that include the National Development Council, Certified Commercial Investment Members, International Economic Development Council, Council of Development Financial Agencies, National Childcare Facilities Network, and African American Alliance of CDFI CEOs. Willie was also a graduate of the inaugural class of the LISC Milwaukee Associates in Commercial Real Estate program.