



## Fees

- No application fees
- Approximately 2.2% administrative fees financed with the SBA loan
- Approximately \$2,500 in legal fees for the loan closing are financed with the SBA loan
- Out of pocket closing costs are the responsibility of the borrower
- Participating bank is charged a 0.5% fee

## Primary Contacts for Loan Inquiries:

Carolyn Engel  
Business Finance Manager  
(262) 898-7420  
cengel@businesslendingpartners.org

Brian Gottschalk  
Business Finance Analyst  
(262) 898-7434  
bgottschalk@businesslendingpartners.org

Ellen Dugosh  
Business Finance Specialist  
(262) 898 7520  
edugosh@businesslendingpartners.org

Business Lending Partners is a private non-profit, Certified Development Company (CDC). We specialize in processing and servicing Small Business Administration (SBA) 504 loans and other related loan programs. We are the only CDC headquartered in Southeast Wisconsin, and have been in business since 1983.

Working together with the SBA and our lending partners, we are able to provide growing businesses throughout the state of Wisconsin with affordable, long-term, fixed rate financing.

Our experienced staff will work closely with you and the lender of your choice to ensure your loan package meets the SBA 504 loan program guidelines and credit criteria of the SBA or alternative loan programs offered.

## BUSINESS LENDING

P A R T N E R S

A Division of RCEDC, a Wisconsin Corporation

2320 Renaissance Blvd. Sturtevant, WI 53177  
Phone: 262.898.7420 / Fax: 262.898.7401

info@businesslendingpartners.org  
www.businesslendingpartners.org

# BUSINESS LENDING

P A R T N E R S

A Division of RCEDC, a Wisconsin Corporation

Finance your business growth with a long-term, fixed rate and a low down payment



Your Wisconsin SBA 504 Lender



The SBA 504 loan program partners with the financial institution of your choice to create an attractive financing package to benefit your business.

### Key Benefits of 504

- *Low interest rates* – very competitive or below market interest rates
- *Fixed rate* – your interest rate will never go up for the life of the loan
- *Long-term financing* – 10 and 20 year loans
- *Low down payment* – borrow up to 90% financing, and save your cash for other needs
- We can partner with other state and local funding programs

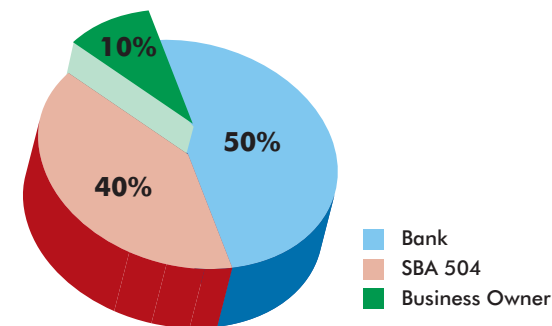
### Eligible Use of Funds

- Land acquisition
- Site improvements
- Existing building purchase, expansion or renovation
- Building construction
- Equipment acquisition and installation
- Associated costs such as title insurance fees, title searches, appraisals, environmental reports, architects' fees, surveys, points on bridge loans, furniture and fixtures, etc.
- Limited real estate and equipment refinancing as part of an expansion project or expenditures within 9 months

### Key Qualifications

- For-profit entity
- Business net worth below \$8.5MM and average net profit after taxes below \$3.0MM for the last two (2) years
- Business owner is a U.S. citizen or resident alien with green card
- The business must intend to occupy at least 51% if purchasing a building or initially 60% if constructing a building
- Job creation/retention required but flexible

### SBA 504 Loan Structure



- A bank of your choice typically provides 50% of the financing
- The SBA loan provides up to 40% financing with a maximum dollar amount of:
  - \$1.5 million
  - \$2 million for a woman –, veteran –, or minority-owned business; projects located in a business revitalization area or rural area, or exporters
  - \$4 million for most manufacturing companies or projects that meet SBA's energy goals
- The business owner provides 10% equity towards the total project cost:
  - An additional 5% is required for new businesses
  - An additional 5% is required when financing a single purpose building