

BLP BUSINESS LENDING PARTNERS

A Division of RCEDC, A Wisconsin Corp.

Your Wisconsin SBA 504 Lender



SBA 504
BUSINESS LENDING
PARTNERS



Minnesota

Wisconsin

Michigan

Business Lending Partners is a division of RCEDC, a non-profit organization dedicated to providing businesses with the services needed to complete an expansion, relocation, financing, or workforce development project.

KEY BENEFITS OF 504

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

Low Interest Rates - Competitive or below market rates

Fixed Rate - Your interest rate will never increase during the life of the loan

Long Term Financing - 10, 20 and soon 25 year fully amortizing loans



Low Down Payment - Finance up 90% of your funding needs, saving your cash for other business growth

Partnership - The SBA loan can partner with other state and local programs

ELIGIBLE USE OF FUNDS

- Land acquisition and site improvements
- Building purchase, expansion or renovation
- Building construction
- Equipment purchase and installation
- Associated costs, such as title searches, appraisals, environmental reports, furniture and fixtures, etc.



- Expenditures prior to loan approval can be included, as long as they are directly attributable to the project
- Real estate and equipment refinancing

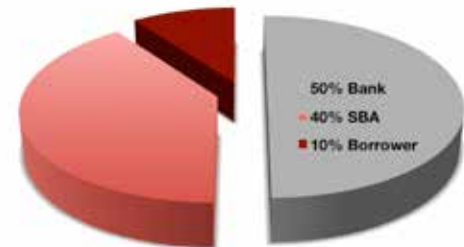
SBA 504 LOAN STRUCTURE

Your Financial Institution typically provides 50% of the funding needed

The SBA 504 Loan provides up to 40% financing with a maximum dollar amount of:

- \$5 Million; or
- \$5.5 Million for most manufacturing companies or projects that meet SBA's energy goals

The Business Owner typically provides 10% equity towards the total project cost.



An additional 5% equity is required for each of the following situations

- If the business has been operating less than two years since its first sale
- If SBA is financing a single purpose building (gas station, hotels, etc.)

FEES

Approximately **2.7% administrative fees** financed in the SBA loan amount

Approximately **\$2,500 in legal fees** for the loan closing are financed in the SBA loan amount

No Application Fees

Out-of-pocket closing costs are the responsibility of the borrower

Participating financial institution is charged a **0.5% senior lien-holder fee**

KEY QUALIFICATIONS

- Completed Business Loan Application found at blp504.org
- Business Plan, if applicable
- Resumes on all owners
- Personal Financial Statements
- Documentation on project costs, i.e. quotes on equipment, accepted offer to purchase, construction contract, etc.
- Last three years of corporate financial statements
- Recent year-to-date corporate financial statements with a prior year comparison
- Financial projections, if needed, for next two years including Profit & Loss and Balance Sheets with detailed assumptions.
- Accounts receivable and accounts payable aging reports
- Corporate and Personal Federal Tax Returns for past three years
- Information on any other businesses owned/partially owned or managed

OTHER REQUIREMENTS

- Appraisal
- Environmental Assessment
- Information on the applicants' life insurance policies, if a collateral assignment is required



ABOUT US

A private non-profit Certified Development Company (CDC) since 1985

Experienced in processing and servicing Small Business Administration (SBA) 504 loans and other various business loan programs

Member of National Association of Development Companies (NADCO)



HOW WE HELP YOU

Working together with the SBA and our lending partners, we are able to provide growing businesses throughout Wisconsin with affordable, long-term, fixed rate financing to expand operations and create job opportunities. We pride ourselves in quick responses, timely processing and step-by-step support throughout the entire loan process. We are committed to helping you achieve your goals and success.



CONTACT US

Carolyn Engel
Business Finance Manager
262-898-7420
carolyn@blp504.org

Karmin Garstecki
Credit Analyst
262-898-7436
karmin@blp504.org

Janell Topczewski
Compliance/Closing Specialist
262-898-7520
janell@blp504.org

Thomas Van Gent
Credit Analyst
262-898-7434
thomas@blp504.org