



**Greetings!**

**From all of us at Business Lending Partners, we want to wish you, your organization and your families Happy Holidays!**

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**DECEMBER 2019 SBA 504 RATES**

**25-YEAR FIXED RATE: 3.643%**

**20-YEAR FIXED RATE: 3.582%**

**10-YEAR FIXED RATE: 3.933%**

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**FOLLOW YOUR SBA / COMMUNITY  
LENDING EXPERTS**



**SBA 504 & 7(a) Programs**

Discover the difference  
between these two  
programs and which works  
best for you or your clients.

**LEARN MORE**

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**LATEST ANNOUNCEMENTS**



## **Infinity Martial Arts Expands in ‘Fastest-Growing’ Wisconsin Rural Market**

Limited capacity for operations, an expanding rural market and a bank partner familiar with advantageous SBA (Small Business Administration) products, led Troy Gerkey, owner of Infinity Martial Arts, to purchase and renovate a new building in Sun Prairie.

Gerkey utilized the SBA 504 program to purchase the condo units, pay for renovation costs and upgrade equipment. The program allowed Gerkey to minimize the cash requirement to only 10-percent of total expansion cost.

Gerkey said he also appreciated how Kevin Huff, Sr. Relationship Manager of Business Banking at Chase Bank, and the SBA were closely aligned and worked together to promptly get the loan approved.

*“Karmin [BLP Loan Officer] and her team were great to work with,” said Huff. “They were very involved in communication and client meetings from the beginning. They provided timely guidance and follow up, which made the approval to funding process go smoothly.”*

[LEARN MORE](#)

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## **Funding Still Available for Waterford Businesses Impacted by Construction**

In partnership with the Village of Waterford, the Racine County Economic Development Corporation (RCEDC) allocated \$60,000 to support Waterford businesses impacted by highway construction projects.

Loans of \$5,000 per applicant are available to businesses. The application process is simple and limited to completing a Personal Financial Statement document.

[LEARN MORE](#)

## **NE WISCONSIN NEWS**



## **Green Bay Has \$335,000 to Loan to Businesses**

A city-administered revolving loan fund got an unexpected windfall of \$335,000. Follow the link below to learn more about this RLF.

Additionally, if you are a local business interested in receiving these funds, please reach out to [carolyn@blp504.org](mailto:carolyn@blp504.org) to see how we can provide you with the financial solutions you need.

[LEARN MORE](#)

# FEATURED LENDING PARTNER



Mars Cheese Castle



First Call Heating and Cooling

## Johnson Financial Group

Working together with the SBA and Johnson Financial Group, we are able to provide growing businesses like Mars Cheese Castle and First Call Heating and Cooling with affordable, long-term, fixed-rate financing to expand operations and create job opportunities.

*"Johnson Financial Group understands the value in treating their clients as individuals wanting to achieve their dreams. It's always gratifying to work with a lender who approaches every project as a relationship."*



**Carolyn Engel**  
Business Finance Manager

Johnson Financial Group has been playing a pivotal role in the growth of Wisconsin businesses. [Contact one of our staff](#) to see how you can become a partner.

TEAM OF EXPERTS

## WHY BLP

### THE BLP ADVANTAGE



Business Lending Partners (BLP) is an SBA Certified Development Company (CDC) specializing in processing and servicing SBA 504 loans throughout the State of Wisconsin.



BLP is the only CDC headquartered in Southeast Wisconsin and has been certified since 1985.

In addition to the SBA program, BLP has access to numerous community Revolving Loan Funds and other local and State incentives.



As a division of the Racine County Economic Development Corporation (RCEDC), we have knowledge and access to local, State and Federal partners to successfully complete your project.

## **SBA 504 ADVANTAGES**

The U.S. Small Business Administration (SBA) 504 loan program was developed to assist growing businesses by offering an attractive financing option for real estate and equipment needs. 504 loans are an attractive option for businesses because they provide long-term, fixed-rate financing with a low down payment requirement. Banks often find 504 loans an easy alternative route to conventional financing with many advantages.

- Reduced uncertainty - 10 or 20 year fixed-rate financing at or below market rates
  - Retain more cash for operations - Low down payment requirement (10% in most cases)
  - Less risk for bank - Bank secures 1<sup>st</sup> lien position, typically with 50% LTV
  - Less costly - Fewer fees than the SBA 7(a) program
  - Capitalized fees - Majority of SBA 504 fees are capitalized into the loan
  - Flexible collateral - More flexible collateral requirements than the SBA 7(a) program
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