



# 2020 YEAR IN REVIEW

UNPRECEDENTED  
CIRCUMSTANCES

CREATIVE  
SOLUTIONS

SERVING THE WISCONSIN BUSINESS  
COMMUNITY SINCE 1983

[www.blp504.org](http://www.blp504.org)

# CONTENTS

Committed to stimulating the economic vitality of our local communities by providing financial solutions to small businesses

- ③ — INTRODUCTION
- ④ — MEET THE TEAM
- ⑤ — 2020 TIMELINE
- ⑦ — SBA 504
- ⑨ — COMMUNITY LOANS
- ⑪ — LENDERS OF THE YEAR

RCEDC was established in 1983 as a non-profit organization with a mission to increase the local property tax base and create job opportunities for local residents. Through RCEDC's finance staff, Business Lending Partners (BLP), nearly \$600 million in small business loans have been provided.

BLP is the only certified development company (CDC) headquartered in southeast Wisconsin. A second location was established in Green Bay in 2017. Specializing in the marketing, processing, closing and servicing of SBA 504 loans as well as community loan programs, BLP has helped more than 500 businesses in Wisconsin.



## YEAR IN REVIEW



# RESILIENCY IN A CRISIS

A special message from BLP Loan Advisory Committee chairs

## NORTHEAST WISCONSIN



**Paul Belschner**  
Base Companies, LLC

A handwritten signature of Paul Belschner in black ink, written over a red horizontal line.

Crisis. That is the best term to describe the chaos that ensued in 2020. Chaos that enveloped the business community, the financial community, and individuals across the world.

Resilient. That is the best term to describe the Business Lending Partners (BLP) staff, loan advisory committees and commercial lending partners. Without hesitation, when the effects of the coronavirus pandemic breached the State of Wisconsin's business community, BLP staff worked relentlessly to acquire and facilitate relief funds to as many businesses as possible.

Private and public organizations creatively developed new financial resources. The Andis Foundation asked RCEDC to manage a grant for businesses operating in industries hardest hit by the crisis. A total of \$50,000 was granted to local hair salons and pet groomers. One community allocated a portion of its Revolving Loan Fund to a new Small Business Relief program that offered 0% loans with no payments for up to 12 months. Another highlight of 2020 was RCEDC's Board of Directors allocating \$200,000 of RCEDC reserves to capitalize a new Revolving Loan Fund program.

In addition to the existing programs, RCEDC was also awarded funds to establish a new loan program. The US Economic Development Administration awarded RCEDC a grant of \$3.63 million to create the ZERO loan program. The Small Business Administration played a critical role in 2020 by providing relief to borrowers through the PPP loans, EIDL grants and payment relief. All of these programs provided meaningful relief to businesses in crisis. By the end of 2020, more than 94 businesses were positively impacted by the efforts of RCEDC, resulting in \$138 million in private investment and 1,207 jobs created or retained.

This document is meant to celebrate the resiliency of the Wisconsin businesses. The celebration would not be possible without the partnership of Federal, State and local government partners as well as our bank partners all working together to support our local businesses.

Thank you and may 2021 be a more prosperous year for Wisconsin businesses.

## RACINE DEVELOPMENT GROUP



**John Kis**  
Tri City National Bank

A handwritten signature of John Kis in black ink, written over a red horizontal line.

## SOUTHEAST WISCONSIN



**Josh Sopczak**  
Town Bank

A handwritten signature of Josh Sopczak in black ink, written over a red horizontal line.

# MEET THE BLP TEAM



## Jenny Trick

Executive Director

JTrick@rcedc.org

262.898.7424



## Carolyn Engel

Business Finance Manager

Carolyn@blp504.org

262.898.7420



## Wesley Walsh

Loan Officer

Wesley@blp504.org

262.898.7436

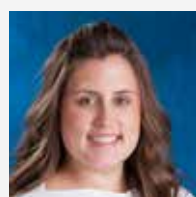


## Patricia Grimm

Portfolio Manager

Patricia@blp504.org

920.737.0077

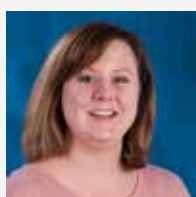


## Andrea Safedis

Portfolio Servicing Specialist

Andrea@blp504.org

262.898.7422



## Natalie Jaskie

Loan Closer

Natalie@blp504.org

262.898.7520

## RACINE COUNTY LOAN ADVISORY COMMITTEE

John Carpenter

Janet Henseler

Mary Fischer Tracy

Sharon Johnson

Jeff Molinski

Kevin Sawall

Josh Sopczak

Neil Staeck

Nick Verhaalen

The Attilio Group

Accounting & Business  
Services, Inc

SBDC Parkside

Gateway Technical College

CNH Industrial Capital

Sawall Development

Town Bank (CHAIR)

Educators Credit Union

DeMark, Kolbe & Brodek

## RACINE DEVELOPMENT GROUP LOAN ADVISORY COMMITTEE

John Crimmings

Paul Fehrenbach

John Kis

Thomas A. Moore

Q.A. Shakoor

Gina Sorenson

Jenny Trick

Susan A. Walker

First Weber Group Realtors

BMO Harris Bank

Tri City National Bank  
(CHAIR)

Johnson Financial Group

Racine County

US Bank

RCEDC

JP Morgan Chase Bank

## NORTHEAST WI LOAN ADVISORY COMMITTEE

Paul Belschner

Michael Hall

Larry McGregor

Christina Peterson

Chuck Riley

David Stauffacher

Keith Vanden Avond

Base Companies, LLC  
(CHAIR)

Apex Accounting Plus, LLC

UW-Green Bay,

AE Cofrin School of Business

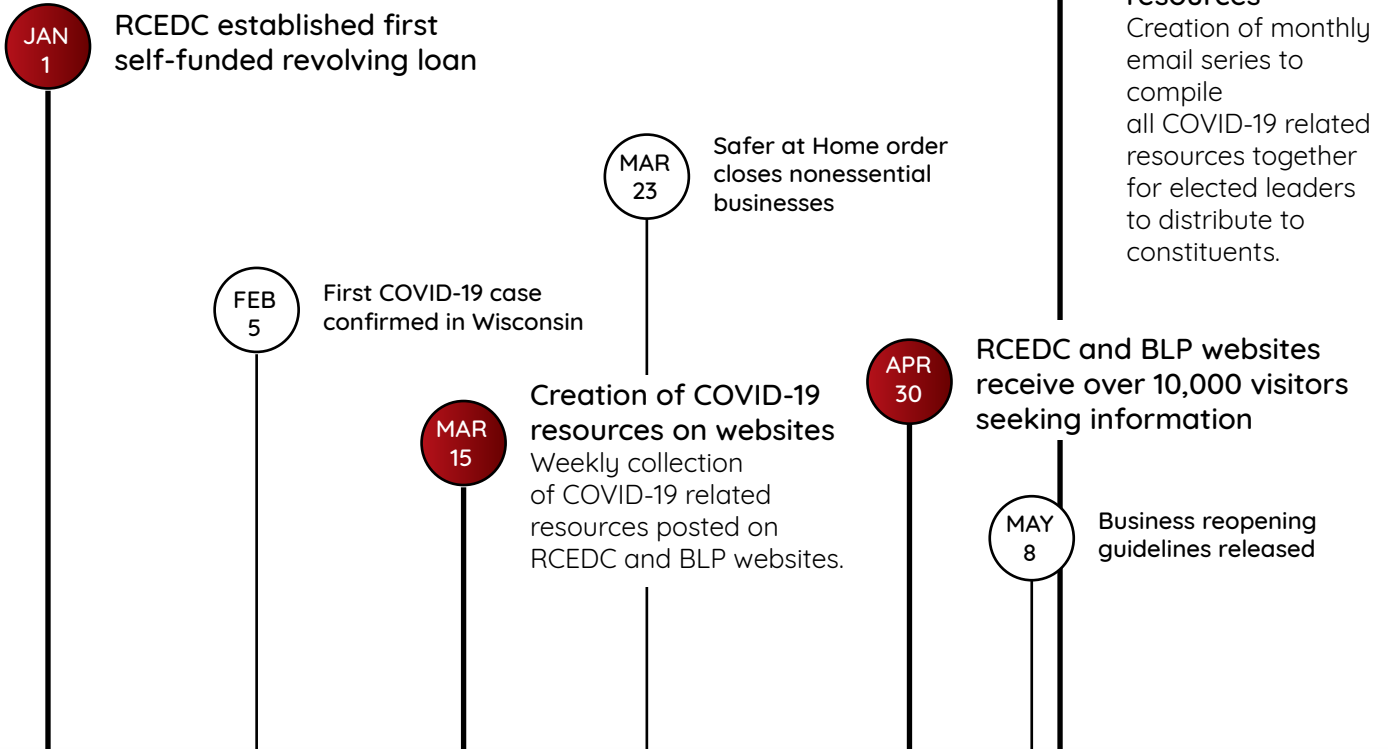
Hanaway Law

Retired from Bank First  
National

UW-Green Bay Small Business  
Development Center

Willems Marketing and Events

# 2020 TIMELINE



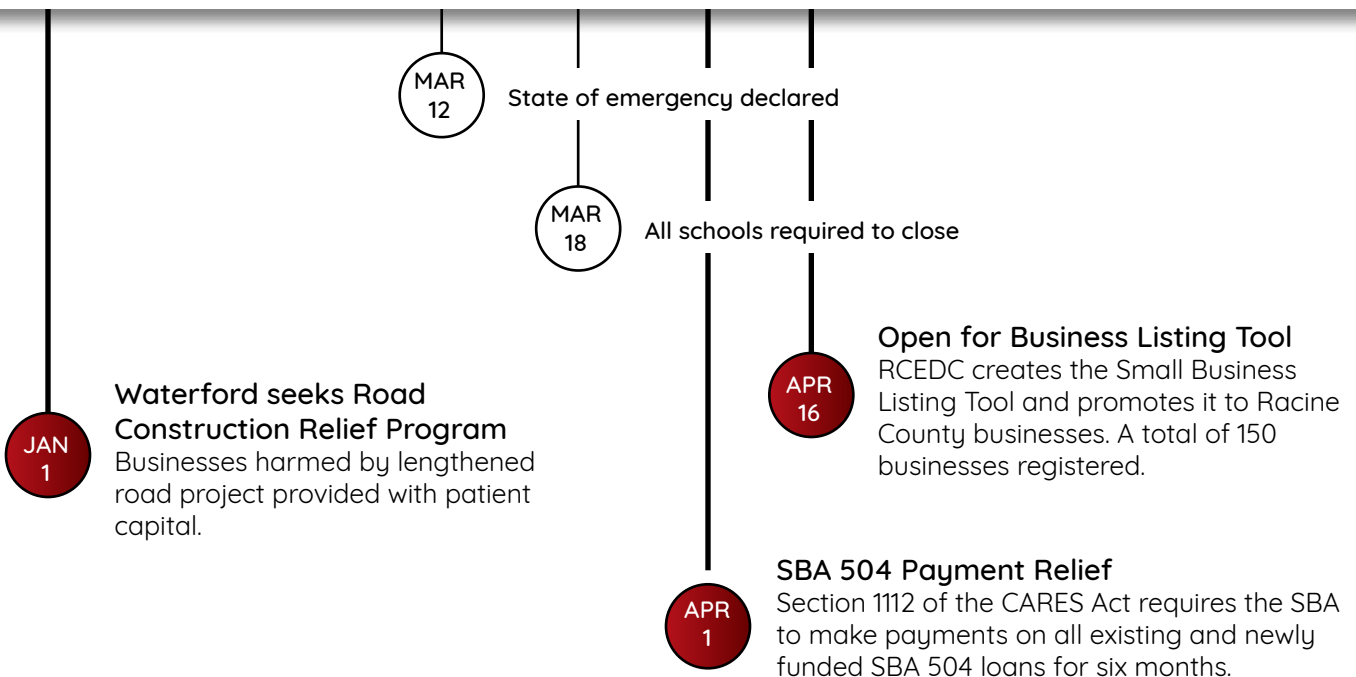
JAN

FEB

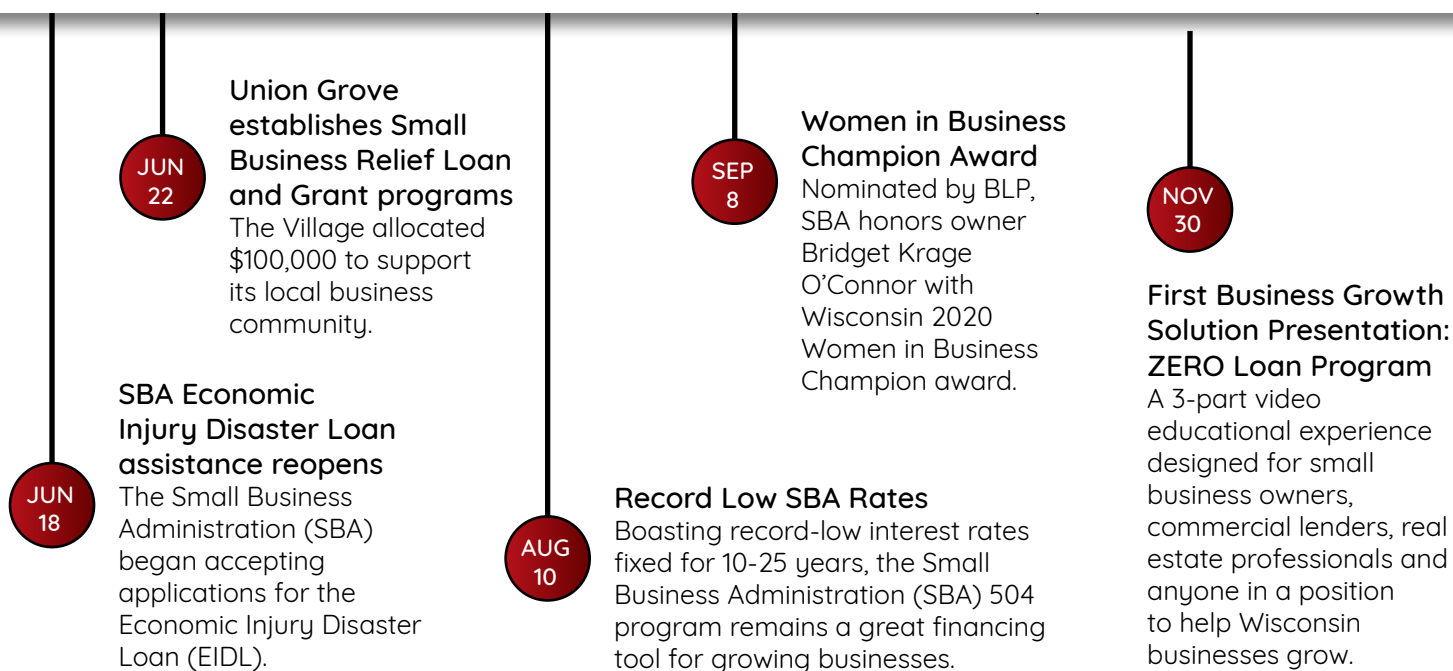
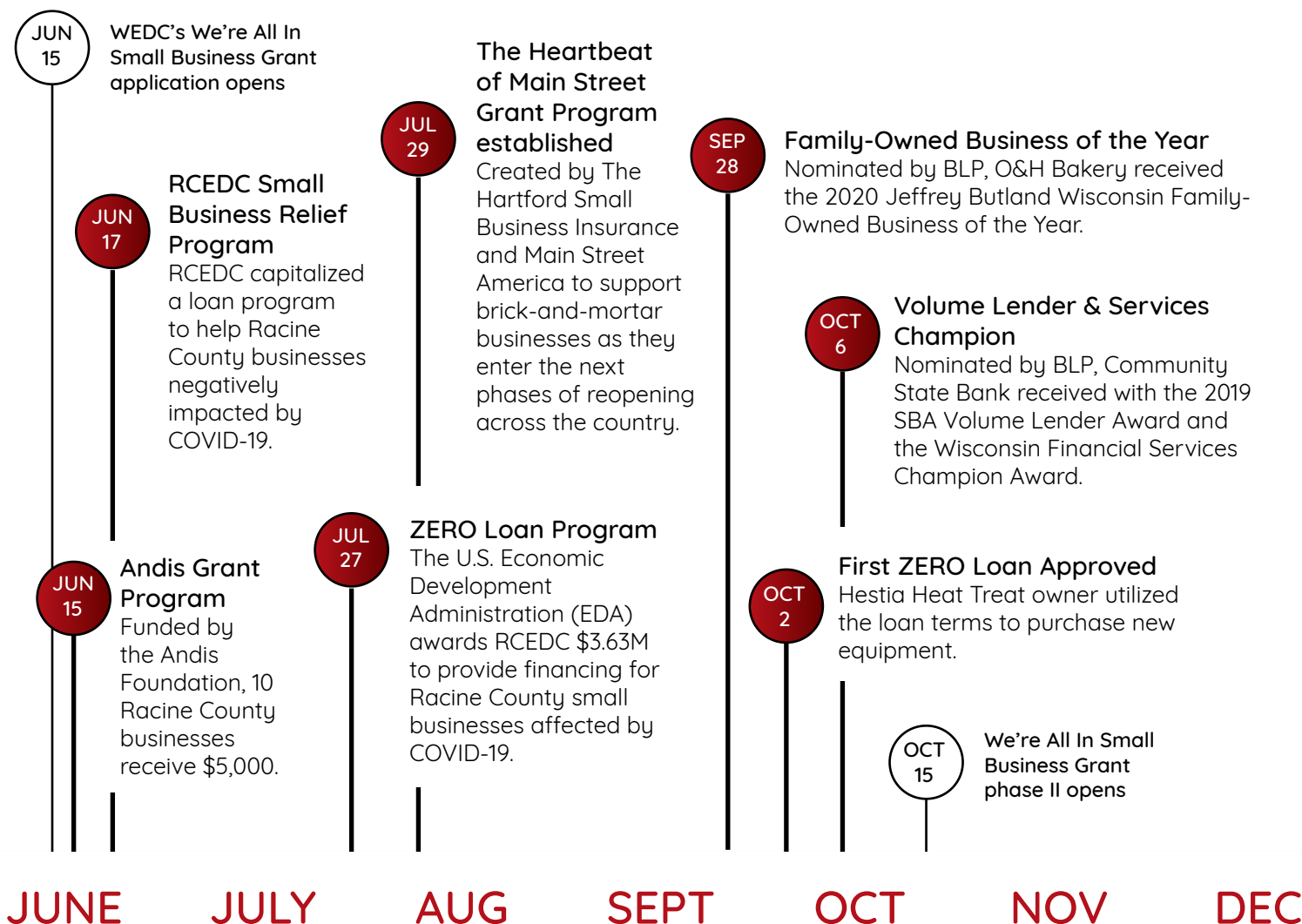
MARCH

APRIL

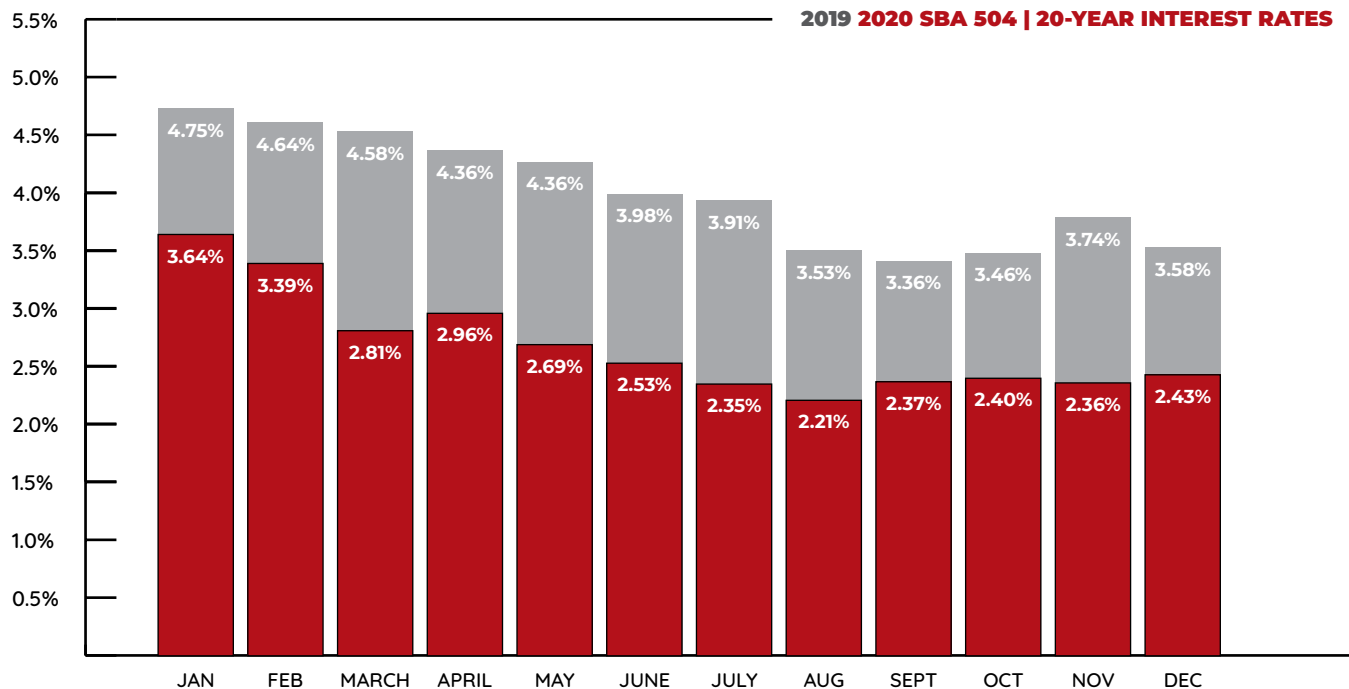
MAY





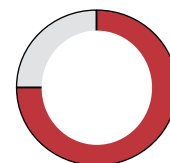


# SBA 504



## An attractive financial solution for Wisconsin's growing business community

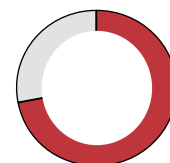
In 2020, the U.S. Small Business Administration (SBA) 504 loan program was offered at historically low interest rates. In February, before the impacts of COVID-19, the interest rate for a 20-year SBA 504 loan was 3.39%, lower than the same month in 2019 (4.01%). In March, interest rates dropped to 2.81%, the lowest rate in the program's 62-year history.



### PROJECTS

2019	9
2020	27

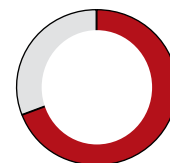
Amidst the challenges of COVID-19, the SBA programs were a great value to businesses. Throughout Wisconsin, companies utilized SBA 504 program for refinancing, equipment purchases and real estate expansion projects.



### FINANCING

2019	\$10.2M
2020	\$26.4M

The fundamental structure of an SBA 504 loan includes 50% from a partnering financial institution at their rate, 40% from the SBA, administered by BLP at the respective monthly rate, and 10% down from the borrower.



### JOB

2019	106
2020	239

In 2020, the volume of SBA 504 loans increased at a record rate. The BLP staff tripled their SBA 504 loan approvals over its 2019 numbers. The needs of businesses were significant, but through solid partnerships with banks, support of the RCEDC Board of Directors and its Loan Advisory Committees, a record number of projects were approved through RCEDC staff efforts.





### Welcome to Beerlington, WI

When Tim and Claire Sullivan relocated from the Pacific Northwest to Burlington, RCEDC provided the financial and technical assistance to support their business development dreams. The SBA 504 program, in partnership with **Community State Bank**, provided Tim and Claire an avenue to renovate an old newspaper building into a brewery - while keeping enough working capital to get the business going.

# COMMUNITY LOANS & GRANTS

	2020 GOAL	2020 RESULTS	% COMPLETION
Businesses Assisted	57	<b>94</b>	<b>165%</b>
Women and Ethnic Minority Owned (%)	20%	<b>31%</b>	<b>155%</b>
Jobs Created/Retained	280	<b>1,270</b>	<b>431%</b>
Business, Private Investment	\$95M	<b>\$138M</b>	<b>145%</b>
Construction Investment	\$44M	<b>\$72M</b>	<b>164%</b>
Number of Loans Approved	18	<b>49</b>	<b>272%</b>
Number of Microloans Approved	9	<b>7</b>	<b>78%</b>
Amount of Loans Approved	\$13M	<b>\$31M</b>	<b>238%</b>
Number of Grants Approved	31	<b>38</b>	<b>123%</b>

## Challenging times require creative financial solutions

Since RCEDC's inception in 1983, small business financing has been a focus. After applying and receiving a US EDA grant to establish the first Racine County Revolving Loan Fund program, RCEDC then pursued the certified development company status through SBA. The combination of SBA and RLF programs was the foundation to support entrepreneurs and small businesses. Over the years, other Federal and State grants were awarded to RCEDC allowing the BLP staff sufficient resources to help businesses of all sizes and industries.

Having access to a variety of loan and grants is critical to RCEDC's mission to grow the local tax base and create jobs. The flexibility, attractive terms, low interest rates and low equity requirements often lead to a shortage of RLF dollars to go around. Because the programs include requirements of community benefit that include jobs, family-supporting wages, redevelopment of former brownfields and more, local communities and residents benefit.



**RAZOR SHARP FITNESS**  
ZERO Loan Program  
Equipment and Jobs



**DIBBLE PORTRAIT STUDIO**  
Local Grant Program  
Building Purchase & Renovation

# 2020 LENDERS OF THE YEAR

A special Thanks to Our Dedicated Partners

## SOUTHEAST WISCONSIN



**Robert W. Pieroni**  
VP | Market President |  
Commercial Banking  
Community State Bank

Robert has been in the banking industry for over 20 years focusing in the Kenosha County area. Robert joined Community State Bank in June of 2018 to head up their new Kenosha Market as the Market President.

“

The team at Business Lending Partners, and the programs they offer, provide a bridge to small businesses that Community State Bank would not be able to assist on our own. The quality of their service is unparalleled, and it is an absolute honor to be named 2020 Lender of the Year.

”

Robert has a long history of being involved within the communities he lives and works in. He has been with the Kiwanis Breakfast Club of Kenosha for 20 years, 12 of which he has been the Treasurer. He has been involved with Women and Children's Horizons for 16 years, most recently as their Assistant Treasurer and on the Finance, Property and Executive Committees. Last but not least he has been the Treasurer of Cub Scout Pack 328 for the last 5 years and is on the Leadership team.

## NORTHEAST WISCONSIN



**David La Duke**  
Vice President - Business  
Banking  
Oostburg State Bank

David has been in the banking industry for 22 years, where he has focused his lending efforts in the Sheboygan and Ozaukee County markets. In August of 2018, David joined Oostburg State Bank where he is a Vice President on the Commercial Banking Team.

“

Business Lending Partners is a true partner of ours as they offer our bank timely feedback, incredible customer service skills, and a vast knowledge of the SBA 504 loan program. BLP helps us provide additional solutions to our customers. I very much appreciate the award and look forward to doing more deals together.

”

David supports his community as an active board member of the Greater Port Washington Kiwanis Club, and a previous board member of the Grafton Little League and the Sheboygan Chapter of the American Red Cross.



UNPRECEDENTED  
CIRCUMSTANCES

CREATIVE  
SOLUTIONS

**BLP** BUSINESS  
LENDING  
PARTNERS  
A Division of RCEDC, A Wisconsin Corp.

SERVING THE WISCONSIN BUSINESS  
COMMUNITY SINCE 1983