

CURRENT LOAN RATE

The 20-year effective rate for loans sold this month is 6.669 %*
The 10-year effective rate for loans sold this month is 6.381 %*

Charles Dickens wrote “they were the best of times, they were the worst of times”, and if he were still writing today he could make that sentence shorter. In many respects, though, it’s not really where you are but where you are headed. **The American Recovery and Reinvestment Plan** (the Stimulus plan) includes many provisions to stimulate the recovery, and in particular, provide programs that will allow the SBA to assist lenders and their customers move forward to promote growth or at least to slow the decline.

The House bill is aimed to increase the supply side of the equation. It would provide a 95% guarantee on 7a loans and develop refinance authority for current bank loans as well as a guarantee for purchasers of loans in the secondary market.

The Senate bill would try to stimulate some demand by providing Treasury-subsidized fees for 7a and 504 loans for a window of time, hoping it will bring pending projects forward now. The bill would also provide fee relief to banks on oversight reviews until 2011. The size limits of eligible 7a and 504 projects would increase.

The House has passed its bill and the Senate will likely take theirs up next week. If the Senate bill passes as is, then the House and Senate committees must meet to agree to a single approach.

We will address these legislative proposals, and hopefully, laws, at our seminars which start in a few weeks. We will also discuss developments in the SOP and lending oversight rules that all lenders should know. The times are “a changing” and this is compelling information so we can all be best prepared to take advantage of coming opportunities.

Attached is the registration information and we hope you can join us.

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*FOR MORE INFORMATION, PLEASE VISIT US AT WWW.WBD.ORG OR CALL [800-536-6799](tel:800-536-6799).

WISCONSIN
BUSINESS DEVELOPMENT

FINANCE CORP.

SEMINARS

WBD'S 2009 SEMINAR SERIES PROGRAM - CREDIT ENHANCEMENT FOR CHALLENGING TIMES

Each year Wisconsin Business Development offers a series of financing seminars throughout the state to assist our lending partners with strategies and solutions for credit structuring as well as provide an update on current events. Use of credit enhancement programs will be of vital importance to lenders this year, helping to preserve liquidity, reduce lending risk, and assist worthy customers.

We will provide you with structuring examples using credit enhancement programs including the SBA 504 and 7a loans, and will also provide summaries of recent SOP changes, as well as regulatory changes and proposed (perhaps enacted) legislative changes under the stimulus plan. This part will address what you need to know, and what you need to do to take advantage of the benefits these programs provide.

We will also provide guidance on the loan underwriting, approval & closing processes, and will specifically review loan appraisal, valuation and environmental considerations. This part will focus on best practices to keep the lending process a smooth one.

7:30 - 8:00 A.M.	Registration & Continental Breakfast
8:00 - 10:00 A.M.	Addressing challenges facing the banking industry. Credit enhancement programs available to you & your borrowers including SBA loan program updates
10:00 A.M.	Break
10:15 - 11:45 A.M.	Best practices for navigating the SBA loan process

LOCATIONS

Sheboygan	Tuesday, Feb 17th	Blue Harbor Resort	725 Blue Harbor Dr., Sheboygan, WI 53081
Green Bay	Wednesday, Feb 18th	Ramada Plaza	2750 Ramada Way, Green Bay, WI 54304
Oshkosh	Thursday, Feb 19th	Hilton Garden Inn	1355 W. 20th Ave., Oshkosh, WI 54902
Waukesha	Tuesday, Feb 24th	Marriott Milwaukee West	W231 N1600 Corporate Ct., Waukesha, WI 53186
Milwaukee	Wednesday, Feb 25th	UWM School of Cont. Ed.	161 W. Wisconsin Ave., Ste. 6000, Milwaukee, WI 53203
Lake Geneva	Thursday, Feb 26th	Grand Geneva Resort	7036 Grand Geneva Way, Lake Geneva, WI 53147
Madison	Wednesday, Mar 4th	Sheraton Madison Hotel	706 John Nolen Dr., Madison, WI 53713
La Crosse	Thursday, Mar 5th	Stoney Creek Inn	3060 S. Kinney Coulee Rd., Onalaska, WI 54650
Hudson	Tuesday, Mar 10th	Kilbuck Hills Golf Course	163 Radio Rd., River Falls, WI 54022
Eau Claire	Wednesday, Mar 11th	Florian Gardens	2340 Lorch Ave., Eau Claire, WI 54701
Wausau	Thursday, Mar 12th	Jefferson Street Inn	201 Jefferson St., Wausau, WI 54403

CONTACT INFORMATION

Attendee Name: _____
Company: _____
Address: _____
City, State & Zip: _____
Phone & Fax Number: _____
Email Address: _____
Seminar Location: _____

WBD COST & INFORMATION

The cost for a seminar is \$25 per attendee. The WBD membership fee is \$100 annually per person. With a WBD membership, you receive one free registration. For more detailed information, contact Brooke Benigni by phone (608) 316-7137 or by email bbenigni@wbd.org. Please mail payments to:

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