

January 2012

The 20-year effective rate for loans approved in FY 2012 and sold this month is 4.839%*

The 10-year effective rate for loans approved in FY 2012 and sold this month is approx. 4.18%*

Please Note: The debenture rates for the 10 and 20 year Refinance Program are approximately 16 basis points higher than the conventional 504 Program.

WBD Finance Corporation Lending Group

[Dan Schneider](#), Executive VP of
Lending: 920-966-1483

[Tom Wolfe](#), Chief Credit Officer:
608-316-7131

Madison: 608-819-0390

[Larry Schwenn](#)

[Diane Pasley](#)

Eau Claire: 715-834-9474

[Mike Dieckman](#)

Racine: 262-598-9488

[Steve Kohl](#)

Fox Valley: 920-231-5570

[Jason Monnett](#)

[Rich Diemer](#)

Waukesha: 262-970-8533

[David Kircher](#)

[Steve Kohl](#)

[Nick Drewsen](#)

Green Bay: 920-496-2109

[Jason Monnett](#)

[Dan Schneider](#)

Stevens Point: 715-343-9082

[Dan Timm](#)

Hudson: 715-381-6719

[Jeremy Price](#)

* For More information, go to
www.wbd.org or call your
local WBD office.

Corporate Address:

100 River Place, Suite 1
Monona, WI 53716

Toll Free: 800-536-6799

Local: 608-819-0390

Fax: 608-819-0393



2012 Seminar Series

Wisconsin Business Development Finance Corporation (WBD) will be holding a series of seminars in February and March of 2012 entitled New Opportunities for Small Business Lending. The seminars, which will be held in 14 locations around the State, will provide a thorough update on the regular SBA 504 and 7(a) programs, **along with an in-depth presentation on the expanded and improved SBA 504 refinance program**, including detailed case studies. Changes to the recently remodeled SBA CAP Line program will be discussed along with a review of how higher loan limits and increased size standards have allowed more businesses to qualify for SBA financing.

The seminars are scheduled for the following dates and locations:

Date	City	Location
Tuesday, February 14th	Sheboygan	Blue Harbor Resort
Wednesday, February 15th	Oshkosh	Hilton Garden Inn
Tuesday, February 21st	Brookfield	Sheraton Milwaukee Brookfield Hotel
Wednesday, February 22nd	Milwaukee	UW-M School of Continuing Education
Thursday, February 23rd	Green Bay	Ramada Plaza
Tuesday, February 28th	Wausau	Jefferson Street Inn
Wednesday, February 29th	Madison	Sheraton Madison Hotel
Thursday, March 1st	Onalaska	Stoney Creek Inn
Tuesday, March 6th	Hudson	Hudson Golf Club
Wednesday, March 7th	Eau Claire	Florian Gardens
Thursday, March 8th	Rhineland	Quality Inn
Tuesday, March 13th	Rice Lake	Turtleback Golf, Dining & Conference Center
Wednesday, March 14th	Racine	Racine Marriott
Thursday, March 15th	Janesville	Holiday Inn Express

All sessions are scheduled to run from 8:30 a.m. to 11:45 a.m., with registration and continental breakfast from 8:00 a.m. to 8:30 a.m. For specific location addresses or to register, please contact WBD at 608-819-0390 or visit http://www.wbd.org/seminar_series.