

CURRENT 504 LOAN RATE

The 20-year effective rate for loans sold this month is 5.254 %*

We are seeing a resurgence of interest in the SBA 7a loan. Although we do not issue these loans as we do the SBA 504, we do package many 7a loans for lenders and also provide consulting assistance. The need for working capital has never been greater and the benefits of a 7a never stronger. Under the American Recovery and Reinvestment Act, lenders may receive up to a 90% guarantee and the origination fees will be waived for a limited time. Not all businesses will qualify for the 7a, but many may find a refinancing of shorter term debt for a longer period may greatly aid cash flow.

Interest in our SBA 504 product for new projects has also shown a spike. 504 loans are also enjoying a fee holiday under the American Recovery and Reinvestment Act, and the April effective rate of 5.25 % is the lowest in the program's history.

The SBA was issued a deadline of March 4 to issue regulations implementing the business loan stabilization program, or the 100% guaranteed loan program for up to \$35,000 for small businesses to pay debt service on qualified loans. We understand that the regulations are in the "clearance" stage and may be out soon. This program expires September 30, 2010.

We encourage you to call us to see how we can help. We also recommend attending the SBA lender's conference next month to find out what you need to know and what you need to do to utilize these valuable programs. For registration information, go to <http://www.uwsp.edu/conted/lenders/default.aspx>.

**WBD FINANCE CORP.
LENDING GROUP**

Dan Schneider
Exec. V.P., Lending Group
608-316-7140

MADISON: 608-819-0390
Larry Schwenn: 608-316-7134
Diane Pasley: 608-316-7132

WAUKESHA: 262-970-8533
David Kircher: 262-436-3008
Steve Bonnell: 262-436-3014
Steve Kohl: 262-436-3012

FOX VALLEY: 920-231-5570
Jason Monnett: 920-966-1479
Rich Diemer: 920-966-1484

EAU CLAIRE: 715-834-9474
Mike Dieckman
Jeremy Price

STEVENS POINT: 715-343-9082
Dan Timm

GREEN BAY: 920-496-2109
Jason Monnett
Dan Schneider

HUDSON: 715-381-6719
Jeremy Price

RACINE: 262-598-9488
Steve Kohl

*FOR MORE INFORMATION, GO TO WWW.WBD.ORG OR CALL YOUR LOCAL WBD OFFICE.