

504 Success Story



In 2007, Dynamic Recycling, Inc. began operations in LaCrosse, WI to offer a one stop shop for electronic, appliance, and fluorescent light bulb recycling. The company is a member of the Institute Scrap Recycling Industries and Associated Recyclers of Wisconsin, they are also members of multiple recycling associations in the Mid-West. Dynamic Recycling is able to recycle a wide range of electronics. A few items the company recycles are: computers, cell phones, fax machines, TV's, monitors, and microwaves. When equipment is brought to the processing facility, it is weighed and inventoried. After the equipment is inventoried, it goes through the following three phases: Reuse, Recover, and Recycle. Dynamic Recycling has a strict "No Landfill" policy and makes sure that 100% of customer's items are re-used or recycled.

Over the years, Dynamic Recycling has experienced tremendous growth due to the increased awareness of green initiatives, as a result, the company started to outgrow their facility. In November of 2010, owners, Curt Greeno and Miles Harter, saw an opportunity to purchase a larger facility that would allow the company to grow. Curt and Miles worked with WBD to obtain an SBA 504 loan, along with financing from Chase Bank to purchase the 41,000 square foot warehouse building with office space. The new facility is accessible to customers and will also increase production by more than 20%. This project enabled this innovative business to expand, creating 15 jobs, supporting green initiatives and economic development in LaCrosse.

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3rd Quarter 504 Highlights

504 Approvals (33)

- **Approvals in 18 Counties**
- **Total Amount of Projects: \$42,684,000**
- **Jobs Created: 121**
- **Jobs Retained: 101**

504 Portfolio Value:

\$1,699,250,045

Number of 504 Loans:

1129

2011 WI Lenders Conference

Commercial lenders from around the state gathered in Wisconsin Dells for the 22nd Annual Lenders Conference on Thursday, May 19th. During the break out sessions, several WBD staff members shared their expertise – David Kircher from our Waukesha office, Jason Monnett and Rich Diemer from our Fox Valley office.

Following the conference, WBD hosted the SCORE Golf Outing at Trappers Turn. We had a great turnout at the golf outing where WBD Staff and lenders showcased their skills on the green.



Results:

1st place with a score of 60: *Left to Right: Dustin Hundt, Citizens State Bank; Kevin Blinsmon, The RiverBank; Jeremy Price, WBD; Mike Dieckman, WBD*

We also had a special guest appearance from Jules Matsoff who has been a dedicated member of SCORE for over 40 years.



Left to right: Warren Salzbrenner, Community Bank & Trust; Dan Schneider, WBD; Jules Matsoff, SCORE; Tom Detienne, Investors Community Bank; Mike Bahrs, Hometown Bank

504 Portfolio by Industry:

- **Accommodation & Food Service (216)**
- **Agriculture, Forestry Fishing & Hunting (44)**
- **Art, Entertainment & Recreation (42)**
- **Home Care & Social Assistance (55)**
- **Manufacturing (232)**
- **Other Services (171)**
- **Professional, Scientific & Technical (117)**
- **Retail Trade (203)**
- **Whole Sale Trade (49)**

3rd Quarter Lender Services Highlights

- **# of Projects Completed: 19**
- **Total Amount of Projects: \$14,963,900**
- **Jobs Created: 22**
- **Jobs Retained: 33**

Mark Your Calendar!

- **CBW Management Conference & Expo- September 12-14, 2011, Grand Geneva Resort, Lake Geneva, WI. Be sure to stop by our exhibit booth**

Capital Access Program

Wisconsin Business Development is pleased to offer a matching payment program as a tool for lenders to help manage the cost of loan losses.

The **Capital Access Program (CAP)** has been around for quite a few years, but has had limited delivery. Under the CAP model, a lender enrolls a loan in the CAP Fund and contributes a percentage, say 2%, of the amount of the new loan. This 2% fee is held in an account earmarked for that lender. Wisconsin Business Development Opportunity Fund will match that 2% payment so that the lender will then have 4% of the loan value in its loan loss reserve fund. The model embraces a portfolio approach so that if 20 such loans were enrolled and funded, the lender's reserve account would be 80% of the value of the average loan.

Wisconsin Business Development has received a grant from the State of Wisconsin in the amount of \$350,000 to make its matching payments. We have agreed to offer this program to lenders especially for commercial loans that may not qualify for 7a or other SBA collateral support. This is a low cost way for lenders to add support to their portfolio using matching funds. The lender or the borrower may make the initial contribution, or they may share the cost. To maximize the funding that will be in the loan loss reserve account, Wisconsin Business Development has agreed to manage this program for no transaction or annual fees.

Please contact any Wisconsin Business Development office to learn how to get started with this program.

New Faces at WBD

We are pleased to announce the addition of **Tammy Kreeger as Servicing Assistant** with the Service Company in the Madison office. In addition, we have hired **Lori Buckley as part-time Administrative Assistant** with WBD in the Eau Claire office. Welcome Tammy and Lori!

WWBIC Annual Luncheon -
November, 8, 2011,
the Pfister Hotel,
Milwaukee, WI

- **SAVE THE DAVE!
WBD 30th
Anniversary
Celebration –**
December 1, 2011,
Monona Terrace,
Madison, WI

Contact us

We would be more than happy to answer any questions you might have! Please feel free to contact us toll free at (800) 536-6799

Additionally, you can contact any of our local offices:

- [Madison](#)
- [Waukesha](#)
- [Fox Valley / Oshkosh](#)
- [Eau Claire](#)
- [Stevens Point](#)
- [Hudson](#)
- [Racine](#)
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