



# Smart Financing is Knowing Your Options:

See how WBD can make the SBA 504 loan work for you



## How it Works

The 504 loan works in partnership with your local lender to reduce your costs and their risk.

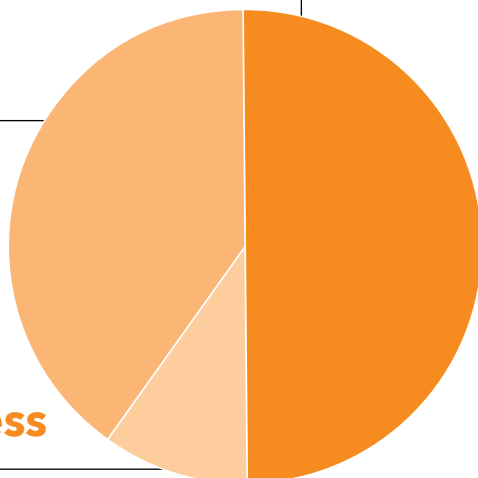
**Your Bank/  
Credit Union  
(50%)**

**WBD  
(40%)**

Affordable  
long-term  
(up to 25 years)  
FIXED rates!

**Your Business  
(10%)**

Low down payment -  
typically only ten percent!



## Key Points

- Most projects require only 10% down. Program only for owner-occupied commercial real estate and equipment
- WBD takes a second position on the loan behind your bank, making it easier for your bank to say YES!
- Equipment loans can include installation and other soft costs
- Our great rates are fixed for up to 25 years

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Turn the page to see how you can use the SBA 504 Loan Program to accomplish your goals...

## CASE STUDY 1: Stop Paying Rent



**HOW WBD CAN HELP:** With an SBA 504 loan, you can finance up to 90% of the cost of purchasing a building, lowering your down payment to just 10%. Not to mention locking a great rate for up to 25 years!

### Sample Financing Needs:

Purchase price: \$1,000,000  
Soft costs: \$10,000  
Total: \$1,010,000

### How it Works

Bank Loan (50%) = \$505,000  
WBD/504 Loan (40%) = \$404,000  
Down Payment (10%) = \$101,000

## 504 ADVANTAGES

- Lower down payments
- Long-term, **FIXED** rates

## CASE STUDY 2: Finance Equipment & Installation



**HOW WBD CAN HELP:** Using the SBA 504 loan, you can finance up to 90% of the cost of the equipment, installation and other soft costs! If the equipment has a long useful life, we can offer fixed rates up to 25 years!

### Sample Financing Needs:

Purchase: \$2,000,000  
Installation: \$245,000  
Soft costs: \$5,000  
Total: \$2,250,000

### How it Works

Bank Loan (50%) = \$1,125,000  
WBD/504 Loan (40%) = \$900,000  
Down Payment (10%) = \$225,000

## 504 ADVANTAGES

- Installation costs can be financed
- Less money down
- Potential for up to 25 year fixed rate



## CASE STUDY 3: Buying a Business

**HOW WBD CAN HELP:** WBD is an SBA expert. We can assist you to utilize multiple SBA Programs to help create financing that works for you and your lender.

### Sample Financing Needs:

Business purchase price: \$3,480,000 allocated as:

Costs	Eligible SBA Program
Real estate: \$1,100,000	504 loan
Equipment: \$1,000,000	7(a) loan
Inventory: \$400,000	7(a) loan
AR & Goodwill: \$980,000	7(a) loan

### How it Works

Bank 504 Loan (50%) = \$550,000  
WBD/504 Loan (25 years) (40%) = \$385,000  
504 Down Payment (10%) = \$165,000  
Bank SBA 7(a) Loan = \$2,142,000  
7(a) Down Payment = \$238,000



## WBD ADVANTAGES

- WBD helps figure out the best way to proceed
- 25 year fixed rate on 504 loan
- Helps bank get comfortable with the project

## CASE STUDY 4: Refinancing To A Fixed-Rate Loan



### HOW DO WE HELP MAKE IT

**CHEAPER?** WBD can help you access the SBA 504 Refinance program to refinance your debt with fixed rates for up to 25 years. The equity in your building is your down payment!

### Sample Financing Needs

Existing commercial real estate loan: \$1,800,000,  
with an appraised value of \$2,000,000

### How it Works

Bank Financing (50%) = \$1,000,000  
WBD/504 (40%) = \$800,000  
Down Payment (10%) = Equity in assets

## 504 ADVANTAGES

- Equity can be used as down payment
- Get a 25 year fixed rates
- Program must provide at least 10% savings from current payment!"

# To get started:

Contact one of our Loan Officers  
below *or* Ask your banker to  
“Show you the SBA 504 Option.”

The map of Wisconsin is divided into colored regions, each associated with a loan officer. The regions and their corresponding officers are:

- Minnesota & WI Border Areas (Purple):** April Nelson (651) 485-5314
- Northwestern WI (Pink):** Mike Dieckman (715) 598-9956
- Central/Northeastern WI (Yellow):** Tyler Swenson (920) 966-1487
- Central/Northeastern WI (Yellow):** Kyle Kuntz (715) 575-5805
- Senior Lender (Blue):** Jason Monnett (920) 966-1479
- Southeastern WI (Red):** Mark Maurer (262) 436-3008
- Southern WI (Blue):** Katie Bowman (608) 316-7148
- Southern WI (Blue):** Nick Drewsen (608) 316-7134
- Southeastern WI (Red):** Steve Kohl (262) 436-3012

**For More Information**  
Visit **WBD.org**

