

FEE WAIVER ELIGIBILITY

Fiscal Year 2027 Reference Guide

SBA Approval Needs to be Issued Between Oct. 1, 2026 and Sept. 30, 2027

SAVE YOUR BORROWER THOUSANDS IN SBA FEES

Under Fiscal Year 2027 SBA guidelines, certain SBA 504 projects may qualify for a waiver of both the SBA upfront 0.50% guaranty fee and the annual SBA service fee baked into the 504 Effective Rate.

A project may qualify if it falls into one or more of the following categories:

MANUFACTURING
Business (NAICS 31-33)

FOOD SUPPLY CHAIN
Eligible business

RURAL AREA
Eligible project location

Contact your WBD Loan Officer to confirm eligibility.

ELIGIBILITY NOTE

Fee waiver eligibility is ultimately determined based on SBA requirements and the borrower's primary NAICS classification. NAICS classification is generally based on the NAICS code reported on the borrower's federal tax return.

This guide is intended as a reference tool only. Contact WBD to confirm eligibility.

CATEGORY 1 MANUFACTURING BUSINESSES

All Manufacturing Businesses Qualify

All businesses classified within **NAICS sectors 31-33** are eligible for the FY2027 SBA 504 fee waiver.

The industry descriptions below are examples and are not intended to be an exhaustive list.

NAICS Prefix	General Industry Group
31	Food, beverage, textiles, clothing
32	Wood, paper, printing, plastics, glass, chemicals, pharmaceuticals
33	Metals, fabrication, machinery, electronics, furniture, medical equipment

CATEGORY 2 FOOD SUPPLY CHAIN BUSINESSES

Food supply chain businesses are eligible if classified under one of the following NAICS codes.

NAICS	Description
1111	Grain, bean, corn and oilseed farming
1112	Potato and vegetable farming
1113	Fruit, nut and citrus farming
1121	Dairy and beef cattle farming
1122	Pig farming
1123	Chicken, egg and turkey farming
1124	Sheep and goat farming
1125	Fish farming and aquaculture
1129	Other animal production
1141	Fishing and shellfish gathering
1151	Farm management, planting, harvesting and post-harvest activities
1152	Support activities for animal production
423820	Farm machinery and equipment merchant wholesalers
4244	Food product merchant wholesalers
4245	Grain, bean and livestock merchant wholesalers
424910	Farm supply merchant wholesalers
445110	Supermarkets and grocery stores
484220	Specialized freight trucking (Local)*
484230	Specialized freight trucking (Long distance)*
493120	Refrigerated warehousing and storage
493130	Farm product warehousing and storage

***Specialized Trucking Limitation**

For NAICS 484220 and 484230, eligibility is limited to businesses involved in:

- Refrigerated or frozen trucking
- Farm products
- Grain products
- Livestock hauling

CATEGORY 3 RURAL BUSINESS ELIGIBILITY GUIDE

Wisconsin • Minnesota • U.P of Michigan

Fiscal Year 2027

SBA RURAL BUSINESS DEFINITION

SBA defines a rural business as: "An area located in a county that the U.S. Census Bureau has defined as at least 30 percent rural."

PROJECT LOCATION MATTERS

Rural eligibility is **determined by the location of the project** being financed, not the borrower's headquarters, mailing address, or principal place of business.

If a project is located near a county boundary or eligibility is uncertain, contact WBD for assistance.

HOW WBD DETERMINES ELIGIBILITY

Based on SBA's rural business definition and current census data, WBD utilizes the county in which the project is located to determine rural fee-waiver eligibility.

The counties listed below are generally considered eligible for the FY2027 Rural Business fee waiver.

WISCONSIN ELIGIBLE COUNTIES

Adams	Ashland	Barron	Bayfield	Buffalo
Burnett	Calumet	Chippewa	Clark	Columbia
Crawford	Dodge	Door	Douglas	Dunn
Florence	Fond du Lac	Forest	Grant	Green
Green Lake	Iowa	Iron	Jackson	Jefferson
Juneau	Kewaunee	Lafayette	Langlade	Lincoln
Manitowoc	Marathon	Marinette	Marquette	Menominee
Monroe	Oconto	Oneida	Pepin	Pierce
Polk	Portage	Price	Richland	Rusk
St. Croix	Sauk	Sawyer	Shawano	Taylor
Trempealeau	Vernon	Vilas	Walworth	Washburn
Washington	Waupaca	Waushara	Wood	

Counties Not Eligible

The following Wisconsin counties do not currently meet SBA's rural-area threshold and are not eligible for the FY2027 Rural Business fee waiver:

WISCONSIN - NOT ELIGIBLE

Brown, Dane, Eau Claire, Kenosha, La Crosse, Milwaukee, Outagamie, Ozaukee, Racine, Rock, Sheboygan, Waukesha and Winnebago.

MINNESOTA ELIGIBLE COUNTIES

Aitkin	Becker	Beltrami	Benton	Big Stone
Blue Earth	Brown	Carlton	Cass	Chippewa
Chisago	Clearwater	Cook	Cottonwood	Crow Wing
Dodge	Douglas	Faribault	Fillmore	Freeborn
Goodhue	Grant	Houston	Hubbard	Isanti
Itasca	Jackson	Kanabec	Kandiyohi	Kittson
Koochiching	Lac qui Parle	Lake	Lake of the Woods	Le Sueur
Lincoln	Lyon	McLeod	Mahnomen	Marshall
Martin	Meeker	Mille Lacs	Morrison	Mower
Murray	Nobles	Norman	Otter Tail	Pennington
Pine	Pipestone	Polk	Pope	Red Lake
Redwood	Renville	Rice	Rock	Roseau
St. Louis	Sherburne	Sibley	Taylor	Steele
Stevens	Swift	Todd	Traverse	Wabasha
Wadena	Waseca	Watsonwan	Wilkin	Winona
Wright	Yellow Medicine			

Counties Not Eligible

The following Minnesota counties do not currently meet SBA's rural-area threshold and are not eligible for the FY2027 Rural Business fee waiver:

MINNESOTA - NOT ELIGIBLE

Anoka, Carver, Clay, Dakota, Hennepin, Nicollet, Olmsted, Ramsey, Scott and Washington.

UPPER PENINSULA MICHIGAN ELIGIBLE COUNTIES

Delta	Dickinson	Gogebic	Iron	Marquette	Menominee
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IMPORTANT

Rural eligibility is based on current SBA guidance and current U.S. Census data available and may be subject to change. WBD recommends confirming eligibility with your WBD Loan Officer.

NEED HELP DETERMINING ELIGIBILITY?

WBD's lending team can quickly confirm whether a project qualifies under manufacturing, food supply chain, or rural businesses eligible for FY2027 SBA fee waivers.

CONTACT YOUR WBD LOAN OFFICER TODAY