



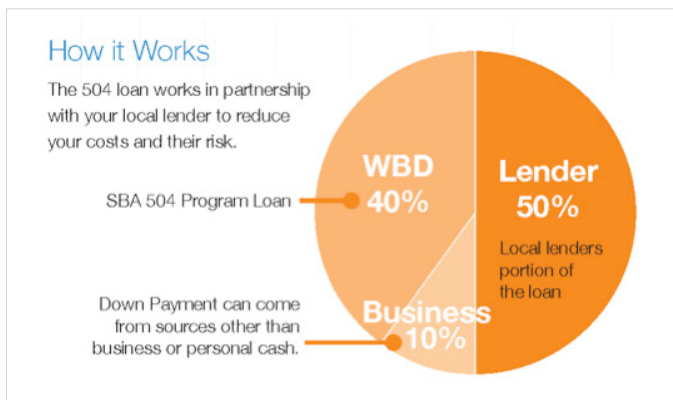
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WBD AND FIRST STATE BANK AND TRUST – A WINNING TEAM FOR YOUR COMMERCIAL REAL ESTATE PURCHASE

Founded in 1981, WBD (formerly Wisconsin Business Development) is a non-profit with a mission to grow businesses, create jobs and build communities. To accomplish this we provide financing for commercial real estate and equipment through a loan program called the 504 loan. Not just any sort of financing, but long-term (up to 25 years) fixed (will not change over the life of the loan) at great rates (loans funded in Sept 2019 – 3.46% for 25 years!).

The SBA 504 program benefits all three of the parties involved. The business gets a lower down payment and gets to fix up to 40% of their debt as a super low, long-term rate. The bank provides financing for 50% of the project, at terms they set, but is first in line to collect if something goes wrong, often helping them feel more comfortable in making the loan. WBD gets to make a loan to help fulfill its mission. Here is what a 504 loan structure typically looks like:



The 504 loan program is often the best option for financing owner occupied real estate or equipment because:

- 1) It usually lowers the required down payment to only 10%
- 2) It provides a great fixed long term rate that is not usually available at a bank
- 3) WBD is your (and your bank's) SBA Sherpa. We guide you through the process, fill out all of the government forms, handle all of the interaction with the SBA and stick with you through the life of the loan as your advocate.

Since most businesses qualify for this program and WBD handles all of the scary “government” paperwork, neither you nor your bank should hesitate to look at the 504 option for your next business real estate or equipment purchase.

WBD is one of the nation's top Certified Development Companies. We partner with hundreds of banks and businesses and secure over \$100 million in financing each year for business across a wide spectrum of industries. We currently have a portfolio of over \$700 million in active loans, making us the largest commercial lender you probably have never heard of!

So give WBD a call or ask your First State Bank and Trust commercial lender about the SBA 504 program, because knowing all of your options is smart business. To learn more, including a 3 minute video that explains how we do all of this with No Tax Money, visit <https://www.wbd.org/504>.