



Waukesha County Economic Development Corporation

Revolving Loan Fund Program *for Business*

Are you looking for capital to finance a project that will grow your business within Waukesha County?

The Revolving Loan Fund (RLF) administered by the Waukesha County Economic Development Corporation (WCEDC) may be able to help. The RLF program offers businesses loans from \$25,000 up to \$200,000 at a low fixed interest rate of 3% by partnering with entrepreneurial banks to fund projects that add capacity and jobs to growing businesses.

The program's business-friendly features include:

- Borrower's equity requirements as low as 10%
- Subordination of security interest to your financial institution
- Long-term amortization schedules, from seven to twenty years
- Local loan committee review upon receipt of required documentation

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Waukesha County



An RLF Success Story: SF Analytical Laboratories



SF Analytical Laboratories is a 110-year-old independent testing laboratory located in New Berlin, Wisconsin. It is one of Wisconsin's largest environmental, industrial and food analysis facilities. The

company moved into leading-edge lab facilities in 2008, and in 2009, applied to the WCEDC Revolving Loan Fund to help fund the purchase of a new piece of testing equipment that would enable SF Analytical Laboratories to do surface tension determination testing.

SF Labs was able to secure this testing equipment through funding via his banker, Dick Hensley of Citizens Bank at the time, but needed the Revolving Loan Fund to secure the interest rate that would make it financially viable. Hensley is now president of InvestorsBank. Having the Revolving Loan Fund provide the gap financing was crucial to both the lender and the business owner, Dave Kliber.

"SF Labs has had tremendous growth over the past couple of years, despite the difficult economy, but we could not have financed the testing equipment without the RLF," said owner and president of SF Labs, Dave Kliber. "As good as my lender is, banks were just not able to take any risk at the time, and the RLF is what made the deal happen," Kliber continued. "We needed that testing equipment to help us stay competitive and keep growing our sector of the economy at a time when Wisconsin needs successful small businesses."

"I'd recommend any small business looking to create jobs to check into the WCEDC Revolving Loan Fund – it's Waukesha County's best-kept secret," said Kliber.

IF YOU ARE:

- ✓ Located in or expanding into Waukesha County
- ✓ Creating at least one full-time equivalent job with this financing

LEARN MORE:

Call or e-mail Carolyn Engel of Business Lending Partners

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- cengel@businesslendingpartners.org

Representative projects funded by the RLF:

- Bottling equipment for a salad dressing product line
- Poly film extruding equipment for wrapping food products
- Leasehold improvements for a fitness center
- Custom embroidery machines for a sports teams clothing retailer
- Children's play equipment for a community day care center
- Medical records software
- Electronic sorting/storage equipment for parts storage
- Offset printing press
- Energy-efficient building exterior signage
- Laboratory testing equipment
- Wire winding devices