

BUSINESS FINANCING GUIDE

Financing Options to Grow Your Business in Sheboygan County



Made Possible By...



ABOUT SHEBOYGAN COUNTY, WISCONSIN

Sheboygan County is located in east-central Wisconsin, along Lake Michigan between Milwaukee and Green Bay. Manufacturing, agriculture, education, and a strong work ethic are core elements of Sheboygan County's economy.

Sheboygan County has many world-class amenities to offer businesses, residents, and visitors. Communities within have been ranked as the best place to raise a family, the #1 hometown in the USA, one of the best places to retire, and one of the best small places for business and careers over the last 20 years. With all of these accolades, you are sure to find Sheboygan County a spectacular place to simply do more.



View what makes Sheboygan County unique at:
www.SheboyganCountyEDC.com/OurPromise

CHART OF FINANCING OPTIONS

	\$ 10,000	\$ 50,000	\$ 100,000	\$ 250,000	\$ 500,000	\$ 1,000,000	\$ 5,000,000	\$ 10,000,000
FOR ALL BUSINESSES	Conventional Bank Loan F/E/W							
	SBA Microloan F/E/W							
	SBA 7(a) Program F/E/W							
	SBA 504 Program F							
BASED ON BUSINESS TYPE	WHEDA Contractor's Loan Guarantee E/W							
	WHEDA Small Business Guarantee E/W							
	WHEDA Agribusiness Guarantee F/E/W							
	Forward Community Investments for Non Profits F/E							
	WHEFA Health and Educational Facilities Financing E/W							
							Tax-Exempt Bonds for Non-Profits F	
								Industrial Revenue Bonds (IRB) F/E
BASED ON BUSINESS LOCATION	Revolving Loan Funds (RLF) E/W							
	WHEDA Business Revitalization Guarantee F/E/W							
	USDA Business and Industry Guarantee F/E						Midwest Disaster Bonds F	
BASED ON BUSINESS OWNERSHIP	Refugee Loans F/E/W							
	Wisconsin Women's Business Initiative Corp E/W							
	WHEDA Linked Deposit Loan F/E							
	SBA Patriot Express for Veterans F/E/W							
INCENTIVES						Tax Incremental Financing F		
	WEDC F/E							

***Letters Denote Financing for Specific Uses:
F - Fixed assets/Construction
E - Equipment Purchases
W - Working Capital

FOR ALL BUSINESSES

Conventional Bank Loan

Contact: Your bank or other financial institutions

Type: Direct loan

Benefits: Standard borrowing technique, Quick response

Issues: Credit market is tight; Need good financial history (1-3 years); Most banks do not directly finance start-ups; Variable interest rate likely

SBA Micro-Loan | www.impactseven.org

Contact: Impact Seven

Type: Loan guarantee

Benefits: Fixed rate; Start-ups are possible

Issues: Additional fees; Longer loan application process

SBA 7(a) Program | www.sba.gov/category/navigation-structure/loans-grants/small-business-loans/sba-loan-programs/7a-loan-program

Contact: Your bank or a Small Business Administration (SBA) lender

Type: Loan guarantee

Benefits: Fixed rate; Very common; Many specific-use sub-programs; Capped fixed interest rate (2.75% over prime)

Issues: Additional fees; Longer loan application process

SBA 504 Program | www.sba.gov/content/cdc504-loan-program

Contact: An SBA 504 lender

Type: Loan guarantee; Direct loan

Benefits: Long-term fixed loan; Fair interest rate

Issues: Additional fees; Only for capital purchases; Longer loan application process

BASED ON BUSINESS TYPE

WHEDA Contractor's Loan Guarantee |

www.wheda.com/root/BusinessPartners/SmallBusinessLenders/Dynamic.aspx?id=889

Contact: Your bank or a WHEDA lender
Type: Loan guarantee
Benefits: Working capital or purchase of fixed assets for contractor-type businesses
Issues: Must have a qualifying contract, a contract from a government entity or business with more than \$5,000,000 in annual sales.

WHEDA Small Business Guarantee | www.wheda.com/root/BusinessPartners/SmallBusinessLenders/Dynamic.aspx?id=688

Contact: Your bank or a Wisconsin Housing and Economic Development Association (WHEDA) lender
Type: Loan guarantee
Benefits: More flexible than SBA 7(a) program
Issues: Not well-known; SBA 7(a) is recommended

WHEDA Agribusiness Guarantee | www.wheda.com/root/BusinessPartners/SmallBusinessLenders/Dynamic.aspx?id=833

Contact: Your bank or a Wisconsin Housing and Economic Development Association (WHEDA) lender
Type: Loan guarantee
Benefits: Good rates for specific industry
Issues: Only serves agribusinesses; Additional fees

Forward Community Investments | www.forwardci.org

Contact: Forward Community Investments (FCI)
Type: Direct loan to non-profits
Benefits: Good program all around
Issues: Non profits must operate for 1-year or more

WHEFA Health and Educational Facilities Financing | www.whefa.com

Contact: Wisconsin Health and Educational Facilities Association (WHEFA)
Type: Bonds; others
Benefits: Good rates for specific industries
Issues: Only serves health and educational institutions

Tax Exempt Bonds for Non-profits |

www.pfauthority.org/nonprofit

Contact: Public Finance Authority (PFA)
Type: Bond
Benefits: Good rates; High borrowing capability
Issues: Higher upfront costs; Only for non-profits

Industrial Revenue Bonds (IRB) |

www.commerce.state.wi.us/bd/bd-irb.html

Contact: Wisconsin Economic Development Corporation (WEDC)
Type: Bond
Benefits: Partially tax-exempt; Lower overall costs than conventional loan; Fixed rate
Issues: 3-month process; Higher application costs

BASED ON BUSINESS LOCATION

Revolving Loan Funds |

www.sheboygancountyedc.com/rif

Contact: Sheboygan County Economic Development Corporation
Type: Direct loan; Gap Financing
Benefits: Very low rates; Double working capital; Take second position in gap financing
Issues: Only covers up to 50% of project; Requires direct government oversight; Tied to jobs

WHEDA Business Revitalization Guarantee |

www.wheda.com/root/BusinessPartners/SmallBusinessLenders/Dynamic.aspx?id=815

Contact: Your bank or a Wisconsin Housing and Economic Development Association (WHEDA) lender
Type: Loan guarantee
Benefits: Specializes in mixed-use properties
Issues: Only serves businesses in communities larger than 35,000

USDA Business and Industry Program |

www.rurdev.usda.gov/rbs/buspb/b&i_gar.htm

Contact: Your bank or a US Department of Agriculture (USDA) lender
Type: Loan guarantee
Benefits: Good rates; Very high borrowing capacity
Issues: Extra fee; Only works in "rural" areas

Midwest Disaster Bonds |

www.commerce.state.wi.us/bd/BD-MDAB.html

Contact: Wisconsin Economic Development Corporation (WEDC)
Type: Bond
Benefits: Tax exempt; Overall lower borrowing cost than a loan; State anxious to use
Issues: Higher upfront costs; Program expires at end of 2012

Available Revolving Loan Programs:

- Sheboygan County
- City of Plymouth
- City of Sheboygan
- Town of Sheboygan
- Village of Cascade
- Village of Oostburg



BASED ON BUSINESS OWNERSHIP

ADVOCAP Refugee Loans | www.advocap.org/bd.html#refugee_business_development

Contact: ADVOCAP

Type: Direct loan

Benefits: Good for business start-ups; Can be used for other purposes

Issues: Only services Hmong population and other political refugee populations

Wisconsin Women's Business Initiative Corporation (WWBIC) | www.wwbic.com/business-lending

Contact: WWBIC

Type: Direct loan; SBA Micro-loan

Benefits: Good for business start-ups; Can be used for other purposes; Loans available to men too

Issues: 5 year max term; Cannot be used for real-estate

WHEDA Linked Deposit Loan Subsidy | www.wheda.com/root/BusinessPartners/SmallBusinessLenders/Dynamic.aspx?id=791

Contact: Your bank or a Wisconsin Housing and Economic Development Association (WHEDA) lender

Type: Loan subsidy

Benefits: Outstanding program for minority-owned businesses

Issues: Extra paperwork; Finding a participating financial institution may be a challenge

SBA Patriot Express | www.sba.gov/content/express-programs

Contact: Your bank or a Small Business Administration (SBA) lender

Type: Loan guarantee

Benefits: Outstanding interest rate (below 5%); Fairly quick turn-around

INCENTIVES

Tax Incremental Financing (TIF) | www.sheboygancountyedc.com/resources/financing-and-incentives/local-incentives

Contact: Municipality

Type: Varies

Benefits: Flexible incentive system

Issues: Negotiation required with municipality

Communities with TIF Districts

- City of Plymouth
- City of Sheboygan
- City of Sheboygan Falls
- Village of Cascade
- Village of Elkhart Lake
- Village of Howards Grove
- Village of Glenbeulah
- Village of Oostburg
- Village of Random Lake

WEDC (Wisconsin Economic Development Corporation) | www.wedc.org

Contact: Wisconsin Economic Development Corporation

Type: Varies

Benefits: Several incentive program available, Response time and flexibility are improving

Issues: Negotiation and paperwork required

OTHER ON LINE FINANCIAL RESOURCES

State Tax Incentives for Economic Development in WI
www.revenue.wi.gov/ra/11incent.pdf

Select USA Guide to Investment Incentives
<http://selectusa.commerce.gov/investment-incentives>

Search for Business Loans, Grants, and Financing
www.sba.gov/content/search-business-loans-grants-and-financing

Online and Free "Business Finance" Training
www.sba.gov/category/navigation-structure/counseling-training/online-small-business-training/financing-business

VIEW OUR OTHER BUSINESS GUIDES AT : www.SheboyganCountyEDC.com/Guides

ABOUT THE SCEDC

The Sheboygan County Economic Development Corporation (SCEDC) is a non-profit public/private partnership with the goal of increasing jobs and investment in Sheboygan County, Wisconsin. We have been successful in this effort by leading initiatives to support business and community development, forging strong strategic partnerships with key local and regional organizations, assisting businesses one-on-one with a variety of short and long-term needs, and providing the most accurate up-to-date information available to our clients and stakeholders.