

Dodge County Land Resources and Parks

ECONOMIC
DEVELOPMENT
REVOLVING
LOAN PROGRAM

*Advantage for Dodge County
Businesses*

*Dodge County Land Resources and Parks
Revolving Loan Program*

Because Dodge County knows that business is the lifeblood of its economy, Dodge County Land Resources and Parks operates a revolving loan program for local businesses and industry. Sometimes, businesses can find themselves in unique situations where conventional bank financing is not an option.

The Revolving Loan Fund program provides low-interest loans for proposed projects that will create new jobs, help businesses maintain or expand existing operations, and advance the county's economic development goals and objectives. The Fund is intended to provide a financial incentive for business and industries to invest in their own growth by providing "leverage". The funds, therefore, are meant to serve an important, secondary role to the private financing available.

Dodge County Land Resources and Parks

Economic Development
Dodge County Land Resources and Parks
Dean Perlick
127 East Oak Street
Juneau WI 53039

Phone: 920-386-3710
Fax: 920-386-3979
Email: dperlick@co.dodge.wi.us
landresources@co.dodge.wi.us

Website: www.co.dodge.wi.us/landresources

Tel: 920-386-3700

www.co.dodge.wi.us/landresources

WHO IS ELIGIBLE?

Any business, or industry located in Dodge County, including start-up concerns, or any business or industry moving to Dodge County may apply.

HOW CAN FUNDS BE USED?

Funds may be used for:

- ◆ Acquisition of land, buildings, and equipment
- ◆ Building renovation, rehabilitation or equipment installation
- ◆ Working capital for inventory and direct labor

Refinancing, residential construction, specialized equipment not essential to the operation and routine maintenance generally cannot be financed.

ARE THERE OTHER REQUIREMENTS?

- ◆ There must be one new or retained job for each \$20,000 of requested assistance. So a \$100,000 loan would require creation of five jobs, or proof that five jobs would be lost to the County without funding.
- ◆ At least 50% of the jobs created must be available to low to moderate income persons. This requirement is normally satisfied if the business works with Job Service as it fills vacancies.
- ◆ The applicant must demonstrate that project funding is not available through conventional underwriting guidelines with a bank.
- ◆ There must be one dollar of private funds for each loan dollar requested. (For example, a \$200,000 project could include a \$100,000 bank loan or private funds and a \$100,000 County loan.)

HOW MUCH CAN I BORROW, AND WHAT IS THE INTEREST RATE?

Loan amounts are subject to the availability of funds. The minimum loan is \$20,000. Interest rates vary with the prime rate and are set by the County on an individual basis. Rates may range from three percent below prime to two percent above it.

HOW DO I APPLY?

Applications may be submitted at any time. In order to insure that applicants do not waste time, the project should be first discussed with the Department representative. At that time, an application form and assistance will be provided.

All financial information will be kept confidential. Criteria used in the event that funds are limited will be shared with the applicant.

The loan package consists of:

- ◆ Application
- ◆ Business Description (Business Plan)
 - History
 - Key customers and clients
 - Three years' financial history
 - One-three years' projections
 - Other information as requested
- ◆ Project Description
- ◆ Documentation of Need
- ◆ Commitment Letter from Private Lender

WHAT REPORTING REQUIREMENTS ARE INVOLVED?

The County requires quarterly and annual financial reports and periodic payroll records to verify employment. Inspections may also be requested.

WHAT COLLATERAL WILL BE EXPECTED?

- ◆ A first or second lien on assets purchased with the loan.
- ◆ A lien on other business assets.
- ◆ Personal guarantees.

WHAT LOAN TERMS ARE AVAILABLE?

Loan terms depend on the project being financed within the following range:

- Working capital - Seven years
- Equipment - Ten years
- Real estate - Twelve years

WHAT IS THE COUNTY'S PROCEDURE?

When a complete application is received, it proceeds through the following steps:

- ◆ Review by the Department for completeness
- ◆ Review and recommendation by the Loan Advisory Committee (meets on call)
- ◆ Review and recommendation by the Planning, Development and Parks Committee (meets monthly)
- ◆ Approval by the County Board of Supervisors (meets monthly)
- ◆ Loan closing

HOW LONG DOES IT TAKE TO GET A LOAN?

A loan can usually be made within two months of receipt of a complete application.

HOW ARE LOAN REPAYMENTS HANDLED?

Repayment is in equal monthly payments of principal and interest. Other terms may be available.

There is no prepayment penalty.

Applications may be submitted to:

Dodge County Land Resources and Parks

**Economic Development
Dodge County Land Resources and Parks
Dean Perlick
127 East Oak Street
Juneau WI 53039**

**Phone: 920-386-3710
Fax: 920-386-3979
Email: dperlick@co.dodge.wi.us
landresources@co.dodge.wi.us
Website: www.co.dodge.wi.us/landresources**