



# Community Advantage

## A Pilot Loan Program

### COMMUNITY ADVANTAGE

Email inquiries to:  
[communityadvantage@sba.gov](mailto:communityadvantage@sba.gov)  
or to Wisconsin District Office at  
[Wisconsin@sba.gov](mailto:Wisconsin@sba.gov)

The mission of the Office of Economic Opportunity (OEO) is to expand access to capital for small business and entrepreneurs in underserved communities, thus helping to drive economic growth and job creation.

A typical borrower includes entrepreneurs in underserved markets who are considering expansion, need working capital or inventory. They have been in business for less than three-years and do not qualify for traditional financing elsewhere.

**Wisconsin District Office**  
[www.sba.gov/wi](http://www.sba.gov/wi)

310 West Wisconsin Avenue  
Suite 580W  
Milwaukee, WI 53203  
414-297-3941

And

740 Regent Street  
Suite 100  
Madison, WI 53715  
608-441-5261

*All SBA programs and services are provided on a nondiscriminatory basis.*

### The Program

Community Advantage is a new pilot loan program introduced by the U.S. Small Business Administration (SBA) to meet the credit, management, and technical assistance needs of small businesses in underserved markets. Community Advantage provides mission-based lenders access to 7(a) loan guaranties as high as 85% for loans up to \$250,000.

### Who Qualifies?

For profit businesses in underserved markets that can meet SBA's size standards. Although a borrower must prove credit worthiness and the viability of the business idea: unlike traditional lending, qualification for this program is not limited by the size of the borrower's balance sheet, or the amount of collateral involved.

### Why Community Advantage?

- **Management and technical assistance.** Your Lender has access to SBA's network of enhanced management and technical assistance. This service is provided to ensure that your business can start, grow and achieve long-term success. Services include business plan preparation, market research, accounting services, payroll etc.
- **Access to affordable credit.** For businesses that might not qualify for traditional financing, Community Advantage can provide an alternative path to help build your business. Unlike traditional lending, qualification for this program is not limited by the size of the borrower's balance sheet, or the amount of collateral.

### Terms and Conditions

<b>Maximum Loan Amount:</b>	\$250,000
<b>Maximum Interest Rate:</b>	Prime + 6%
<b>Percent of Guaranty:</b>	85% guaranty for loans of \$150,000 or less 75% guaranty for loans of \$150,001 or more.
<b>Maturity:</b>	Generally depends on borrower repayment ability. Maximum 10 years for working capital; and up to 25 years/or life of the asset for fixed asset purchase or refinance.
<b>Use of Proceeds:</b>	Loans may not be used for revolving lines of credit, otherwise funds may be used for any normal business purpose, except those specifically prohibited by SBA.

**Additional information can be found at**  
<https://www.sba.gov/content/community-advantage-loans>

*"Building Success in Underserved Markets"*

Wisconsin Community Advantage Lenders	Service Area
<p><b>LRC, Strategic Urban Lending -</b>  <a href="http://www.lrcmke.com/">http://www.lrcmke.com/</a></p> <p>Sally Peltz, Founder, CEO  <a href="mailto:speltz@legacyredevelopmentcorp.org">speltz@legacyredevelopmentcorp.org</a>  1200 West North Avenue, Milwaukee, 53205  414-343-3036</p> <p>Sue Eick, President  <a href="mailto:seick@legacyredevelopmentcorp.org">seick@legacyredevelopmentcorp.org</a>  414-343-3041</p> <p>Evan Reed, Community Lender  <a href="mailto:ereed@legacyredevelopmentcorp.org">ereed@legacyredevelopmentcorp.org</a>  414-343-3091</p>	Statewide
<p><b>Lincoln Opportunity Fund, LLC</b>  <a href="http://www.wbd.org/lincoln_opportunity_fund_3">http://www.wbd.org/lincoln_opportunity_fund_3</a></p> <p>David Kircher, Sr. Vice President, Lending Department  <a href="mailto:David.kircher@wbd.org">David.kircher@wbd.org</a></p> <p>1301 West Canal St., Suite 100, Milwaukee, 53233  414-383-8600 Fax: 414-383-8620</p> <p>Tim Belter, <a href="mailto:tbelter@wbd.org">tbelter@wbd.org</a> at <b>(608) 316-7144</b>  100 River Place, Suite 1, Madison, WI 53716</p>	Statewide
<p><b>Milwaukee Economic Development Corp. -</b>  <a href="http://www.medconline.com/">http://www.medconline.com/</a></p> <p>John Miller, Vice President of Lending  <a href="mailto:John.Miller@MEDOnline.com">John.Miller@MEDOnline.com</a></p> <p>757 N. Broadway, Suite 600, Milwaukee, WI 53202  414-269-1446 or 414-269-1440</p>	City of Milwaukee
<p><b>Wisconsin Women’s Business Initiative Corporation</b>  <a href="http://www.wwbic.com">www.wwbic.com</a></p> <p>Wendy K. Baumann, President/CVO  <a href="mailto:Wendy.baumann@wwbic.com">Wendy.baumann@wwbic.com</a>  1533 North Rivercenter Drive, 53212  414-395-4530 Fax: 414-263-5456</p> <p>Mara Henningsen, VP-Client Programs &amp; Services  <a href="mailto:Mara.henningsen@wwbic.com">Mara.henningsen@wwbic.com</a>  414-395-4534 Fax: 414-263-5456</p>	Statewide