

March 2011 - 504 Rates  
20 Year 5.94%  
10 Year 4.85%

## Our Team

### ADMINISTRATIVE OFFICE

494 State St SE, Ste 270 Salem, OR 97301  
(503) 990-6869  
David Dahlin, Executive Director  
Sadie Sands, Executive Assistant

### ALBANY OFFICE

1400 Queen Ave SE, Albany OR 97322  
(541) 924-8480  
Diane Searle, Program Manager  
Brenda Baze, Loan Officer  
Sandra Easdale, Asst. Loan Officer  
Elisabet Dinsmore, Loan Assistant

### EUGENE OFFICE

859 Willamette St, Ste 500, Eugene, OR 97401  
(541) 682-7450  
Steve Dignam, Program Manager  
Dan Betschart, Loan Officer

### NEW PORT OFFICE

255 SW Coast Hwy, Ste 201, Newport, OR 97365  
(541) 265-8707  
Diane Searle, Program Manager

### SALEM OFFICE

105 High St SE, Salem, OR 97301  
(503) 588-6177  
John Safstrom, Program Manager  
David Dahlin, Loan Officer  
Janiel "J.R." Rae-Ryan, Loan Specialist

## CWFSI 2010-2011

YTD-Fiscal Year Stats (July 2010 - June 2011)

### Funded 18 Loans

Totalling \$7,527,000  
Partnering Banks \$9,364,950

### Approved 14 Loans

Totalling \$6,348,000  
Partnering Banks \$7,601,285

Helping Create 112 new jobs in Marion,  
Lane & Benton Counties

## 504 Loan Program Basics

**Purpose:** Economic Development that stimulates private sector investment helps create new jobs and/or saves existing jobs, business expansion and start ups

### Eligibility Criteria:

- Legal entity - corporation, partnership, sole proprietor, limited liability company.
- Located in the United States.
- Net worth under \$8.5 million and net profits under \$3 million.
- Participation by another lender who finances up to 50% of project costs.
- Economic development goals must be achieved through the project financing.
- Owner-user of the project being financed must occupy at least 51% of the property for an existing building or 60% of a newly constructed.

## SBA-504 Refinance!

UPDATED

- All loans must be approved by September 27, 2012. *The maturity date restriction on refinancing commercial real estate loans through the SBA 504 program has been eliminated, effective April 6, 2011.*
- All loans must be funded by the sale of a debenture within six months of approval.
- 504 loan proceeds are to be used to refinance the qualified debt and other eligible costs permitted for 504 loans.
- Total of 1st and 2nd mortgage on new refinance 504 will be 90%. Bank portion 50%, SBA portion 40%, Borrower equity/cash will be 10%.
- Existing 504 loans cannot be refinanced.
- Substantially all (85% or more) of the proceeds of the loan being refinanced must have been used for 504 eligible purposes.
- Loans being refinanced must have been current for the past year with no payment being deferred or past due for more than 30 days.
- Debt must have been incurred not less than two (2) years prior to the date the application is received by SBA.
- Small business concern must have been in business for two years prior to the submission of the application.
- No refinancing of loans with existing an federal guarantee (e.g. 7(a) or USDA loans).

*For more information, contact one of our Loan Officers.*