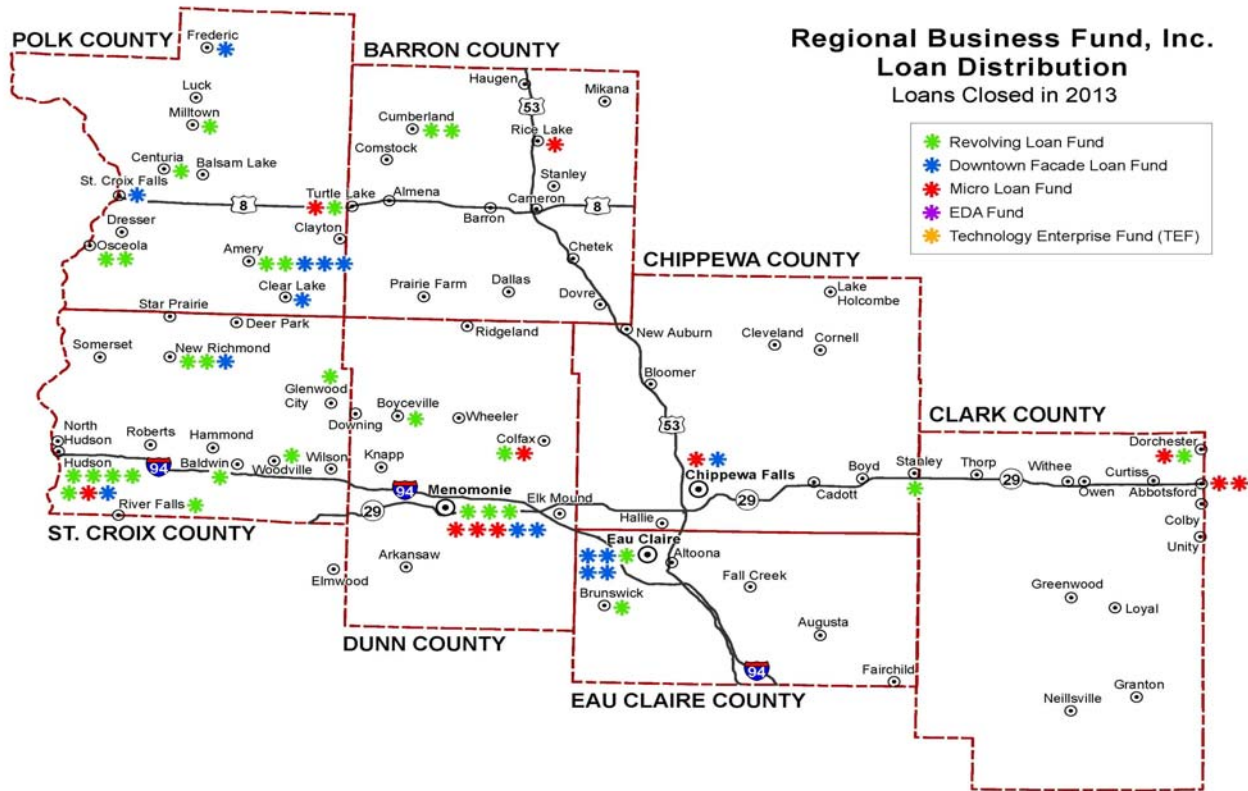


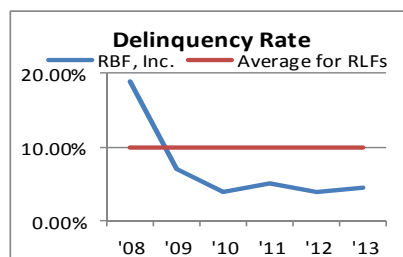
# REGIONAL BUSINESS FUND, INC.

## 2013 ANNUAL REPORT



Loan volume is back and strong. After three years of declining to flat loan volume, the RBF, Inc. Board of Directors voted in late 2012 to temporarily reduce the Revolving Loan Fund interest rate to 2% with the hopes of spurring more volume. Well that it did. Even though the rate returned to 4% in the spring, **RBF, Inc. generated just over \$4.2 million in loans for 2013 – a change of almost 80% from 2012.** This funding is being used to help businesses **create over 300 new positions** in the next two years.

The fund has been fortunate to enjoy stable and relatively low delinquencies over the past four years. Funds of similar nature typically have delinquency rates of around 10%. **As you can see in the chart, RBF, Inc. is substantially outperforming this!**



Related to delinquencies is loan charge-offs. These directly affect the bottom line, and have not been inconsequential over the years. Of the \$11.4 million in loans assigned to RBF, Inc. over the course of the consolidation, \$1.4M (12%) has been charged-off over the past 6.5 years. **However, since the consolidation, \$22.1 million in loans have been awarded, and only \$419K (2%) of those loans have been charged-off.**

The declining delinquencies and improved portfolio quality demonstrate the effectiveness of the loan committee review process and centralized underwriting that RBF, Inc. utilizes. Importantly, the interest generated from the outstanding loan balances covers the expenses associated with administering the fund. And that's the intent!

**Many thanks to our partner agencies, loan committees and financial institutions who have been instrumental in the success of the program from inception to today. We look forward to more success in 2014 and beyond!**

*Regional Business Fund, Inc. (RBF, Inc.) is a non-profit economic development corporation whose purpose is to promote business and economic development in west central Wisconsin by providing business financing tools. RBF, Inc. offers low-interest loan funds to businesses that expand within the region, diversify the economy, add new technology, revitalize buildings in the region's downtowns, and create quality jobs and capital investment in the region. RBF, Inc. is managed by a Board of Directors consisting of representatives from each of the seven counties within the region and contracts with West Central Wisconsin Regional Planning Commission to administer the loan programs.*

# THE 2013 NUMBERS

## REVOLVING LOAN FUND

The Revolving Loan Fund is a flexible source of loan funds for commercial and industrial projects. The purpose is to encourage the creation of quality jobs and to increase the tax base.

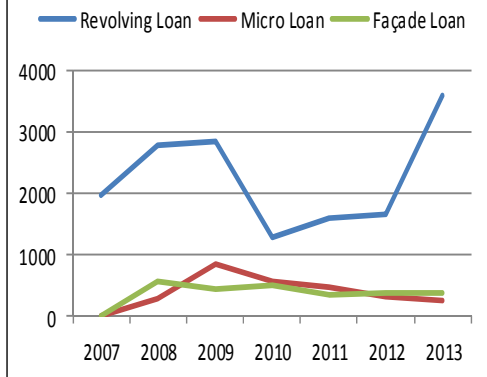
COUNTY	LOANS	AMOUNT	JOBS	LEVERAGES
Barron	2	\$400,000	25	\$2,491,000
Chippewa	1	\$104,000	3	\$826,000
Clark	1	\$40,000	7	\$40,000
Dunn	5	\$559,500	44	\$2,389,200
Eau Claire	2	\$370,000	30	\$1,126,000
Polk	7	\$685,000	51	\$31,550,467
St. Croix	11	\$1,415,885	128	\$9,230,828

## MICRO LOAN FUND

The Micro Loan Fund provides loans to start-up and newly established growing businesses. The key objective is to afford an alternative source of credit to businesses who have traditionally had difficulty accessing debt financing.

COUNTY	LOANS	AMOUNT	JOBS	LEVERAGES
Barron	1	\$25,000	3	\$0
Chippewa	1	\$25,000	3	\$3,000
Clark	3	\$73,000	10	\$160,998
Dunn	4	\$84,100	16	\$148,231
Eau Claire	0	\$0	0	\$0
Polk	1	\$25,000	8	\$0
St. Croix	1	\$20,000	2	\$28,500

### Loan Volume in Thousands



	Private \$ Leveraged	Job Creation & Job Retention
2007	\$11,665,760	604
2008	\$14,902,059	657
2009	\$19,100,909	774
2010	\$10,829,425	409
2011	\$20,391,867	519
2012	\$12,244,285	340
2013	\$48,630,193	1,067

*NCCM Company, LLC received a \$250,000 Revolving Loan Fund loan for construction of a new manufacturing facility in River Falls, WI. Pictured above from left to right are Brent, Julie, and sons Cole and Lew Niccum breaking ground at the new location. The building will afford NCCM increased space, an operations-friendly layout, and greater security. The business expects to create 14 full-time positions in the next two years, for a total of 43.*

## DOWNTOWN FAÇADE FUND

The Downtown Façade Fund provides financial assistance to encourage property and business owners in core downtowns to revitalize downtown commercial buildings within the cities and villages of west central Wisconsin.

COUNTY	LOANS	AMOUNT	LEVERAGES
Barron	0	\$0	\$0
Chippewa	1	\$30,000	\$122,698
Clark	0	\$0	\$0
Dunn	2	\$35,000	\$17,000
Eau Claire	4	\$120,000	\$85,671
Polk	6	\$140,950	\$160,600
St. Croix	2	\$60,000	\$250,000

## TECHNOLOGY ENTERPRISE FUND

The Technology Enterprise Fund is a "quasi-equity", or patient debt, revolving loan fund that provides creative financing to new and emerging technology companies. Although no loans closed in 2013 through this program, interest continues to generate for this program.

## CONTACT US

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