



The 504 Loan Program
Impact in Kansas

KANSAS

Wichita, KS



BY THE NUMBERS
PAST 20 YEARS

FORMER ACCOUNTANT USES 504 LOAN TO EXPAND AND FULFILL ORDERS

Jeannie Gehrer, founder of Gear for You, is a former accountant and school teacher. Jeannie entered the embroidery business in 1997 at the urging of a friend who owned a silkscreen printing company. Customers were asking about embroidered apparel, and not wanting to disappoint them, she reached out to see if Jeannie was interested in developing the business. Jeannie bought her first embroidery machine and began operating Gear For You out of her home. Soon she needed three embroidery machines necessitating a move to a shopping center location. The next move was to a larger facility in the north Wichita warehouse district of Bel Air. Still growing, her landlord built her a 6,000 sq. ft. building in 2012. Her business operated out of that location for seven years. In early 2019, after she was forced to turn away work because of inadequate space and equipment, Jeannie located a possible new location—a five-year-old, 12,000 square foot building on the eastern edge of town. She approached her banker at Andover State Bank, and together they developed a plan for an interim loan, then a 504 loan to replace the previous one. They put her in touch with RMI and soon Gehrer was able to purchase the new building. By July, Gear for You had moved



504 loans have added **13,918 jobs** to the KS economy

\$576 million in financing to help **KS small businesses**



1029 entrepreneurs in KS have benefited from program



A Sample of KS 504 Borrowers

- Design and Detail KC, LLC
- Bright Minds Academy
- Home Sweet Home Dog Resort
- Sunflower Care Homs

Source: U.S. Small Business Administration
VISIT US ONLINE AT WWW.NADCO.ORG

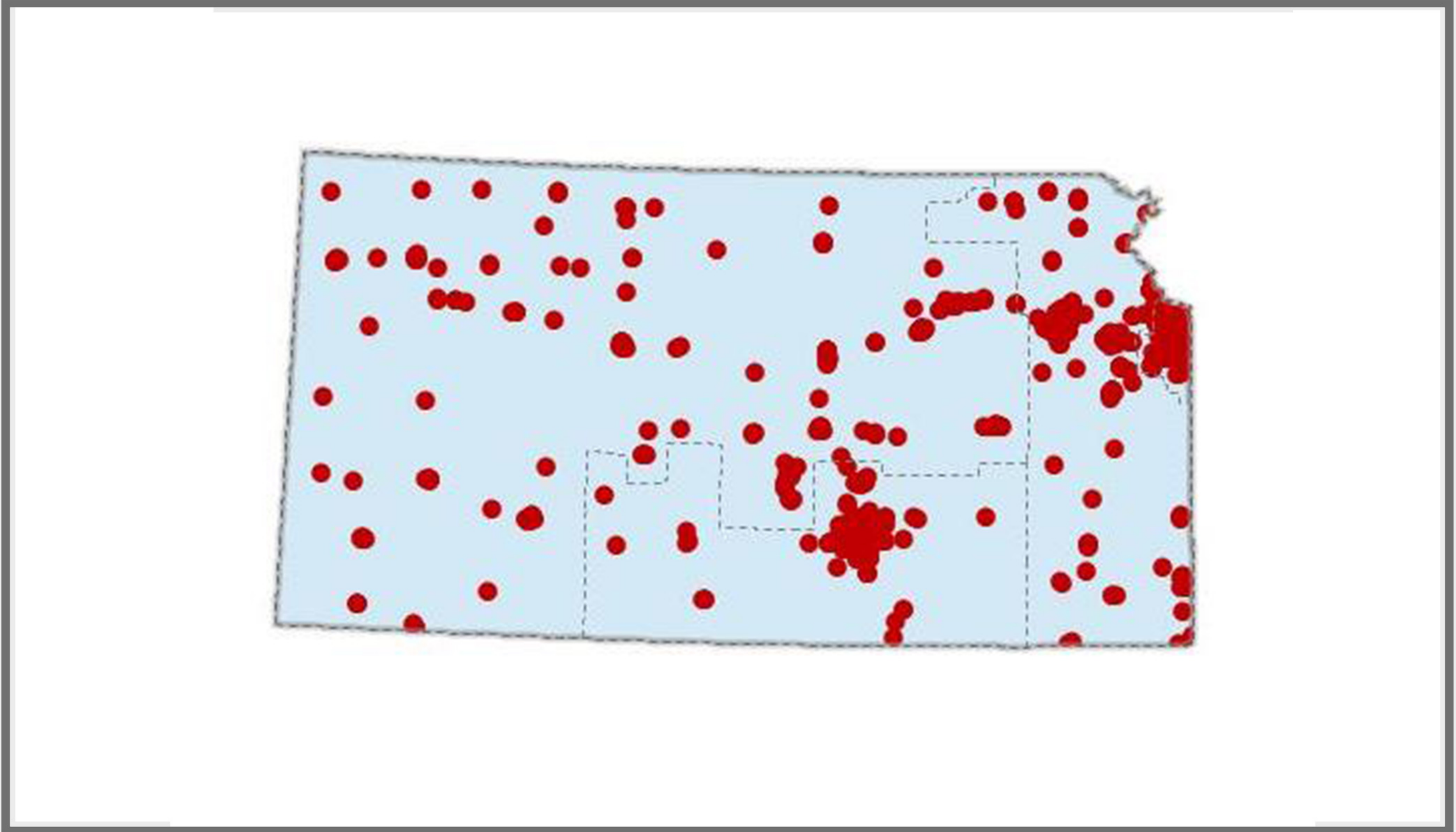
7 Jobs Created/Retained \$514,400 Andover State Bank

NADCO

National Association of Development Companies

- CDCs THAT SERVE KS
- Frontier Financial Partners.
- Heartland Business Capital
- Mo-Kan Regional Council
- Pioneer Country Development
- RMI, Inc.
- SCKEDD
- Wakarusa Valley Development

MAP OF 504S BY DISTRICT IN KANSAS



GEAR 4 YOU CONTINUED

into the new building with the much-needed equipment. The newer, more visible location meant more walk-in customers and four more employees were added as production capacity rose. Even Jeannie is impressed with what they can do with this expansion.

