



Green Mitt

Owner & CEO of Kram Construction & Design [Mark Wanner](#) was very pleased with the expertise of MCDC's Senior Loan Officer, [Eric Maly](#) and Dart Bank's Commercial Relationship Manager, [Dan Goethals](#). Mark's testimonial, unedited, explains how collaboration and connection made a refinance run smoothly and successfully.

Reading Mark's detailed explanation of his experience is enlightening and will help people understand his unique transaction better. Thank you Mark for your support and for being such an important part of the Traverse City community.

"Green Mitt has been a vision for delivering top-notch car wash services with an environmental focus, but like many businesses, navigating finances can be challenging, especially with fluctuating loan rates. Earlier this year, we started looking for ways to refinance our existing SBA 7A loan, which was set at a high interest rate. We needed a solution that would ease the financial pressure and give us a path forward to continue growing and evolving our operations.

The journey toward finding that solution began at a [Traverse Connect](#) Coffee Connection event. It was there that I first met Dan Goethals from Dart Bank, and what started as a simple conversation over coffee quickly became a path to reimagine Green Mitt's financial future. Dan and I connected naturally, and I shared a bit about our current challenges with the high-interest loan. Without hesitation, Dan saw an opportunity to help, and together we embarked on a refinancing journey that would span nearly 10 months.

Throughout the process, Dan and the Dart Bank team demonstrated an unwavering commitment to understanding the unique needs of our business. They were transparent, responsive, and above all, deeply committed to finding the right solution—not just a quick fix. Dan brought in Eric Maly from MCDC, who added expertise on securing SBA 504 loans. Together, they presented a clear plan: by moving Green Mitt from an SBA 7A to a 504 loan, we could secure a significantly lower interest rate, positioning us for a more stable and sustainable financial future.

The SBA 504 loan process isn't an easy one, and it required patience, documentation, and a clear alignment with our long-term vision. However, Dan and Eric were with us every step of

the way. They handled the paperwork, stayed in constant communication, and leveraged their expertise to streamline what could have been an overwhelming process. The result? A successful refinancing at a great rate that not only alleviates the financial strain but also allows us to reinvest back into Green Mitt to enhance our customer experience and broaden our impact.

Our success in transitioning to an SBA 504 loan has had a profound impact on Green Mitt, and it would not have been possible without the connections made through Traverse Connect and the Coffee Connection event. I'm incredibly grateful for Traverse Connect, which facilitates these meaningful interactions and fosters an environment where business owners and financial professionals can connect, share their challenges, and work toward real solutions.

Dan Goethals, Dart Bank, and Eric Maly from MCDC have been instrumental in helping Green Mitt secure a stronger financial position, and their dedication to our vision has been invaluable. Through this refinancing journey, we have not only gained a more favorable financial outlook but also built lasting relationships that strengthen our commitment to Traverse City's business community. This partnership is a testament to the power of community connections in driving business growth and resilience, and I look forward to seeing how Green Mitt and other local businesses continue to thrive with Traverse Connect's support."

Mark Wanner
Owner & CEO
Kram Construction & Design.

Michigan Certified Development Corporation (MCD) is a non-profit organization that helps small businesses in Michigan secure funding through SBA loan programs. MCD specializes in the **SBA 504 Loan Program**, which provides long-term, fixed-rate financing for the acquisition of fixed assets like real estate and equipment.

MCD partners with commercial lenders to fund loans, making it easier for small businesses to expand and grow. MCD also offers the **SBA 7(a) & Community Advantage Loan Programs**, which are more flexible and can be used for a variety of business needs, including acquisitions. Since its inception in 1982, MCD has been committed to promoting economic growth in Michigan by supporting small businesses. If you need more information or assistance, you can visit the **website** or call (517) 886-6612

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