



Wayne Williams
Senior Vice President
& Senior Lending Officer
Business Finance Group Inc.

Wayne Williams has over 32 years of experience in commercial banking and small business lending, including extensive expertise in SBA finance programs. Wayne joined Business Finance Group in 1997 after a 10-year career in commercial banking. Business Finance Group is a mission-driven, non-profit certified development company providing financing solutions to small businesses utilizing SBA loan programs. BFG is the #1 SBA 504 lender in the Mid-Atlantic and a top 20 CDC nationally.

As the company's Senior Lending Officer, Wayne supports a team of six business development officers navigate SBA policies and procedures and promote the company and its products to clients and referral sources across its Mid-Atlantic footprint. Since 1997 Wayne has personally assisted over 700 small businesses with over \$1.3 billion in total capital project financing.

Since 2015, Wayne has served on the board of directors of the National Association of Development Companies (NADCO), the trade association of SBA certified development companies and other lenders providing SBA loans and other financing for small businesses. Wayne is a member of the executive committee, current Vice Chair of Governance, and former Vice Chair of Regulatory Affairs. Wayne is a national instructor for NADCO and a former instructor for the Risk Management Association and the American Institute of Banking.

SBA's Washington Metropolitan Area District Office recognized Wayne in 2009 as Financial Services Champion of the Year. Wayne has a bachelor's degree in Economics from the University of North Carolina at Chapel Hill and graduate certificates from the Advanced Management Program of the North Carolina School of Banking and East Carolina University's RMA Commercial Lending School.