



Lan Ward and Behzad Cohan



SUCCESS TO GO

Behzad Cohan didn't need Entrepreneur magazine to tell him that Subway is the #1 franchise in the nation. He already knew it was a winner. In fact, he owns 31 Subway stores as head of **C.G. Investments**. Constrained by a 2,000-square-foot headquarters, Cohan teamed up with Lan Ward of **California Bank & Trust** and CDC to purchase a 9,200-square-foot building in Los Angeles for \$2.4 million. Given acquisition of additional restaurants, Cohan plans to add 5 more people to his 15-member headquarters team.

"I use the 504 program because it's good for my clients. I use CDC Small Business Finance because they're reliable and provide excellent service. I trust them to get my deals done."

Lan Ward
Senior Vice President
California Bank & Trust

Partner: California Bank & Trust

Total Project: \$2.4 million

Jobs Created/Preserved: 20



Small Business Finance

CERTAINTY
DELIVERED