

Doubling Up on a Dream

**JOBS
CREATED/
PRESERVED:
33**

When Rafael Garcia was told by his landlord to “buy my building or get out,” little did he know he’d end up financing the purchase of two buildings, doubling his entrepreneurial dream.

The owner of Graphicom Digital, a printing and mailing/fulfillment company, Garcia had his sights on a new, 14,000-square-foot building under construction in Santa Fe Springs. But construction lagged and, motivated by his landlord’s ultimatum, Garcia went down a different path.

“I felt like business prospects were good enough that I could buy our existing facility and expand into the new one,” he said, admitting it was a tall order.

Aggressively taking the challenge were Wells Fargo Bank and CDC Small Business Finance. They partnered on a SBA 504 loan and also tapped CDC’s Direct Capital loan product, which provides financing through Community Reinvestment Fund to help small business owners in new-market qualified areas. Collectively, more than \$3 million was provided to successfully finance the Graphicom building purchases. And Garcia saved nearly \$200,000 by not having to move his huge, heavy printing presses to the new building.

“The bank and CDC were amazing,” Garcia said. “Their **TEAMWORK** exceeded my expectations and they bought into our dreams.”

DeeAnn Summers, vice president of business development for Wells Fargo, summed up the process and her interaction with CDC loan officer “Sam” Tuyen Sam: “I turn to CDC Small Business Finance as my #1, particularly on tough deals. Sam earned his stripes on this one.”



*Rafael and Salvador Garcia, owners of
Graphicom Digital*



Small Business Finance