

Z Sports Zips to Success

Randy Mintz has always been comfortable with speed, whether it's zipping down a ski slope or leading one of the fastest growing companies in Sacramento.

A former professional slalom racer, Mintz and his wife Jillian founded Z Sports in 1999 with a modest home-equity loan. The ski-product company was lean at the time, outsourcing all its manufacturing and distribution. But in 2001, the Mintzes began manufacturing in-house and later acquired several outdoor-related companies with branded products ranging from surfboard-shaped beach towels and rugs to watersport protective cases to ski-boot-drying appliances. They were bursting at the seams, in need of more space.

"With interest rates low and building costs rising, the timing seemed right to buy our own building," recalled Mintz.



Z Sports owners Jillian and Randy Mintz

"The low down-payment was the clincher because we needed to preserve our cash," said Mintz. "CDC and the bank were in lock-step together, working as a team. It really **MADE A DIFFERENCE."**

With guidance from Tsan You of California Bank & Trust, Mintz became aware of the SBA 504 loan product and was introduced to Brian Kerfoot, a loan officer with CDC Small Business Finance. A financing package totaling \$1.1 million was assembled, enabling Z Sports to purchase a 10,000 square-foot building and double its space.

Tsan You added: "With five brands under one roof, it actually was a fairly complicated deal, but Brian made it work and we ended up with a very happy client."

Happiness is \$2 million in revenues, which Z Sports achieved last year, and staying in the fast lane of successful companies.



**JOBS
CREATED/
PRESERVED:**

19