years

of growing small businesses

Arthur Goodman, Founder



2007 ANNUAL REPORT



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A Tribute The Man Who Started It All

Thirty years ago, a seasoned businessman with a passion for community development chose to launch a loan program for minority entrepreneurs in San Diego. He took it on as a 90-day project, quickly realized its potential and ultimately spent the next 20 years building what developed into and remains the nation's largest certified development company.



Art Goodman's value to this company and community can be measured in a variety of ways thousands of businesses helped, billions in capital accessed, hundreds of banks' increased profitability, multiple CDCs established across the nation. His true legacy, however, may simply be the spirit he deeply embedded in this organization that thrives today 10 years after his passing. "ATTITUDE - COMPASSION -

Arthur H. Goodman UNDERSTANDING" was his slogan.

Every one of his employees was required to post them and live them in their work. He believed in doing the right thing, being an advocate for business, aligning private and non-profit entities for win-win outcomes, taking care of his employees and relentlessly working to be #1. His beliefs remain ever present in the company's "new" values of Integrity - Teamwork - Commitment -Making a Difference.

CDC was a tremendous part of Art's life and he was a tremendous part of CDC and those who had the privilege to work with him and feel his passion for growing small businesses.

Many icons in SBA lending worked for Art and credit him for growth within their successful careers. Our success - past, present and future - will always be attributed in large part to the foundation he laid.

His true legacy may simply be the spirit he deeply embedded in the organization that thrives today...

30 Years of Providing Access to Capital

As CDC Small Business Finance closed the book on Our board of directors and management team reached a record-breaking 2007, we proudly found ourselves at consensus on a compelling vision to guide our future: the threshold of a huge milestone... our 30th CDC Small Business Finance will be known by its anniversary year! stakeholders as THE Leader in providing access to

It's hard to

believe three decades have passed since we opened as the San Diego Local Development Corp. In those early years, we were supported in large part by the City and County of San Diego. Today, as the most

successful CDC in the



Chair

nation, we're reinvesting in innovative economic development programs and organizations. In short, we've evolved from public subsidy to private investment.

As THE Leader, in 2007 we further strengthened We're making a significant difference in the lives of our partnerships with lenders, amplified our impact in small business owners through our commitment to key California markets, gained market share in Arizona underserved areas and populations. In fact, our and set the table for expansion into Nevada. Innovation percentage of loans to businesses owned by minorities, drove the development and end-of-year launch of our women and veterans increased to 53% in 2007, up new Bridge Loan Financing Program, which will greatly from 40% in 2006. benefit our lending partners and lower costs for small In 30 years we've funded 4,872 SBA-503/504 loans business owners.

and provided more than \$2.4 billion in debenture Perhaps our greatest accomplishment in 2007 was capital, leading to the creation and retention of 110,000 the performance of our staff. Embedded in our jobs. In 2007 alone, partnering with SBA and lenders, employees' hearts and service are the shared values we broke our own national record again, approving that continue to guide all our actions – integrity, over 800 SBA-504 loans. In addition, we funded 172 teamwork, commitment and making a difference. businesses through our community loan programs and These values are noticed and appreciated by those who 40 businesses via CDC's Direct Capital new-markets work with us. As we charge into 2008, CDC is committed to loan product.

providing leadership and support at the local, state and Our consistent high level of performance honors our founder. Arthur Goodman, who built CDC with the national levels to improve access to capital for small knowledge that helping small businesses grow would businesses. In fact, before the year is through, we plan lead to new jobs and economic investment in to reinvest well over \$1 million to further expand our communities. He would be pleased that in 2007 we economic development mission. We'll forge stronger earned the SBA's national Lender of Excellence award ties with lending partners as it is through mutually for an unprecedented third time. He would also be beneficial partnerships that we all succeed. And, of proud that we have been a training ground for many course, we will celebrate CDC's robust, 30-year history financing professionals who've moved up to high-level and the diverse contributions we've made to the positions in lending institutions. industry and communities we serve.

2007 was a year of strategic reflection and action



Kurt Chilcott **CEO / President**

capital through distinctive and innovative lending products and services.

We've never lost sight of CDC's purpose and mission of economic development through access to capital. We are ever committed to creating a diverse

portfolio of innovative financing products and services that add real value for the SBA, our lending partners and small businesses in our communities.

Ya Gotta Have Heart

> Moving an entire medical practice takes a lot of stamina. It also takes heart. Lucky for the doctors and staff at **Carviovascular** Associates of Mesa that's the business they're in.

cardiovascular disorders.

Since breaking away from the Arizona Heart Institute four years ago, Drs. Zellman Skloven, Alphonse Ambrosia and Neil Kramer have enjoyed a burgeoning outpatient care practice in Mesa, Arizona, specializing in the prevention, detection and treatment of

comfortable care environment for their patients, the physician partners committed to buying a \$6.4 million, 15,000 square-foot medical

They have a team of eight

physicians, nine nurse

practitioners and other

staff who offer advanced,

non-surgical intervention

To provide a more

therapies and conduct

cutting-edge clinical

research.

office condominium – twice the size of their former office. Deb Telles. Cardiovascular Associates administrator, entrusted

Wells Fargo Bank and CDC

Small Business Finance to

do the heaving lifting in

preparing the

Partner Wells Fargo Bank Total Project \$6.4 million Jobs Created/Preserved 76

Success Takes Flight

Partner Business Community Capital

Total Project \$4.2 million

Jobs Created/Preserved 35

> When the U.S. military's new F-35 joint strike fighter takes to the air, Tammy Buck can take some of the credit. Buck owns and operates Meg Technologies, Inc., supplying nuts, bolts, rivets and other fasteners to defense contractors. aircraft manufactures as well as aircraft-interiors and air-cargo-container manufacturers. Fortune 100 companies such as Boeing and Lockheed Martin along with their subcontractors C&D Zodiac and Driessen Aircraft



Meg Technologies owner Tammy Buck

Interiors are among her customers.

Hit hard when the 9/11 tragedy occurred in 2001, Meg Technologies

rallied back steadily to post \$7 million in sales last year. With more growth anticipated, Buck decided to purchase a \$4.2 million

facility in Orange County that more than doubled her space to 30,000 square feet. Richard Willner of **Business Community Capital** recommended she take advantage of low-interest, SBA-504 financing via CDC Small Business Finance.

"I partnered with CDC because they have the expertise to provide immediate answers for my clients and Sam Tuyen (CDC loan officer) makes himself available 24/7," said Willner.

Buck was similarly impressed: "This loan was the smoothest I've ever done. Sam anticipated my questions and kept me informed all along the way."

combine a caring soul with someone who has a nose for business? Greg Imoohi, owner of OB International in San Bernardino, California.

Initially focusing his business on medical supplies and equipment, he decided to open a pharmacy to create a more steady flow of income. He recognized that the elderly, aging baby boomers and consumers at risk for diabetes represent a growing population that will require increasing

care and medications. Imoohi's business is not unlike many start-up companies that need periodic injections of capital to sustain

operations. With proven ability to pay back prior loans, last year he was referred by his bank to Southern California Reinvestment CDFI (multi-



Jim Tankersley, owner of Laser-Tronics

> Jim Tankersley doesn't look for business anymore; it finds him.

A 40-year veteran of the machining and laserengraving business, Tankersley owns and operates Laser-Tronics in San Marcos, California

His return customers include computer manufacturer Z Microsystems and precision-automation equipment leader Palomar Technologies, both of which appreciate his precision and service.

Physician partners Dr. Alphonse Ambrosia, Dr. Andrew Kaplan, and Dr. David Skloven conventional/SBA-504 Frazier (Wells Fargo) and financing package. "When you're running

a practice and buying a building at the same time. you need people you can trust," she said. "William

Lisa Alberti (CDC) were always proactive and went above and beyond my expectations."

> What do you get when you

Lending a Modest, but Vital Hand



OB International owner Greg Imoohi

bank consortium established by CDC Small Business Finance) for a new \$50,000 loan to purchase additional inventory.

"I often refer clients to SoCal Reinvestment for smaller loans," said Kim Timonev of Union Bank of California. "The client is able to build a solid cashflow history and later qualify for more substantial funding from us. SoCal refers them back to us when they're ready. It's a great, mutually beneficial relationship."

Said Imoohi: "The SoCal loan came at a time when I really needed assistance. They were extremely helpful."

Southern California Lender Reinvestment CDFI Total Project \$50,000 Jobs Created/Preserved 3

Tankersley's six tank-sized. computer-guided machines cut computer frames, auto parts and other products out of raw-metal plates and bars. The machining behemoths dominate the 18,000-squarefoot warehouse he purchased for \$2.2 million in 2007 with the

help of Denise Thrapp of Union Bank of California and CDC Small Business Finance.

"Union Bank suggested SBA-504 financing because of the low down-payment, which

On the Cutting Edge

allowed me to save my cash for the business." said Tankersley.

Thrapp brought in 504 expert Ken Rosenthal of CDC to help execute the purchase

"Ken was extremely helpful," said Tankersley. "He was able to respond to my questions on the spot."

The move to larger quarters helped Laser-Tronics generate \$1.2 million in sales last year.

"Must mean I'm doing something right," Tankersley concluded.

Partner Union Bank of California Total Project \$2.2 million Jobs Created/Preserved 6

5

Enhancing Health, Accelerating Growth

Purity means everything to Oskar Thorvaldsson because he wants his nutrition supplement products to have the maximum impact on his customers' health.

"Most supplements have extra ingredients in them, like flow agents, release agents, coatings and colors, which are not desirable to all consumers," said the owner of Source of Health.

Thorvaldsson buys fresh, high-quality ingredients from top rawmaterial distributors. He manufactures each product

San Diego Bankers Small Business CDC Total Project \$600,000

6

Lender

Beyond Skin Deep

Jobs Created/Preserved 25

People who visit Skin & Beyond in Irvine, California often go home with a smile on their face and that's the most rewarding thing about owning a business, says owner Sedighe "Frida" Nasseri.

A registered nurse for 32 years, Nasseri worked in a litany of hospital roles, but six years ago the technology of skin care caught her imagination. She went back to school, learned new skills and opened her own medical spa.

Working out of 800



because it ensures maximum effectiveness for the consumer," he said

With Source of Health clicking along at 15% growth for several years, Thorvaldsson accelerated the company's growth by buying his main supplier and manufacturing company. He tapped \$200,000 in capital through San Diego Bankers Small Business CDC, managed by CDC Small Business Finance. The loan provided leverage to

obtain additional capital



Oskar Thorvaldsson, CEO of Source of Health

from the San Diego **Regional Revolving** Loan Fund.

Thorvaldsson used the cash injection to purchase a 5,000-square-foot manufacturing/warehousing facility in Chula Vista, California and finance inventory.

"CDC and Susan Lamping (loan coordinator) worked in concert with the other lender and seller to keep the ball rolling," he said. "They were instrumental in making it happen."

> When Hazel Chu arrived in Los Angeles in 1990 to attend college, she quickly learned that Southern Californians are in love with cars. So when she graduated with an accounting degree from Cal State L.A., she deduced that a business all about automobiles would be successful. An accurate prognosticator she turned out to be.

In 2001, Chu established Mizati Luxury Alloy Wheels. Her innovatively designed chrome and wire-wheel products, imported from China, are distributed to retailers who cater to car and truck enthusiasts looking to customize their vehicles.



Grace Wang, Vice President-Investor Relations, Mizati Luxury Alloy Wheels

Her first year in business, she booked \$600,000 in sales. Last year revenues topped \$4 million and she took her



Small business entrepreneur Sedighe Nasseri

square feet and one treatment room, providing cosmetic treatments such as hair removal, Botox

injections, acne reduction and mesotherapy, soon got a little cramped. Her broker not only found her

a new, \$965,000 facility that tripled her space, he urged her to pursue a SBA-504 loan. She turned to Rocky Chamdal of California Bank & Trust to make it happen.

Chamdal sought out the 504 expertise of loan officer Mark Hogan of CDC Small Business Finance.

"Mark and CDC are great partners," he said. "They consistently provide service to my clients the way I do – with a lot of TLC."

Nasseri acknowledged the extraordinary service and said the financing allowed her to fulfill her long-time dream to own her own business property.



A-List Limousine Service owner Avi Karpel

> A-List Limousine Service is some of the finest hotels a small business owned by Avi Karpel that provides luxury transportation to

and marguee corporations in the greater Los Angeles area

Partner California Bank & Trust Total Project \$965,000 Jobs Created/Preserved 4

Wheeling Prosperity

company public (MZTI). Fast growth drove the need to increase inventory and acquire new office/warehouse space in

2007. Zions Bank stepped up with Bank of America and CDC Small Business Finance to provide financing that paved the way to purchase Chu's \$2.4 million, 16,000square-foot facility in Walnut, California.

"CDC's approval process and pay-off of Zions interim loan was very timely," said Ryan Wilson, vice president of Zions National Real Estate Group. "Dean Aloe (CDC loan officer) provided exemplary service as did the operational arm of CDC."

Partner Zions Bank Total Project \$2.4 million Jobs Created/Preserved 12

Karpel counts among his clients organizations such as Amgen Pharmaceuticals, Coldwell Banker, Cedars Sinai, Volkswagen, BMW, JD Power & Associates, the Renaissance Hollywood Hotel and Marriott Properties.

For three years Karpel looked for a building to accommodate his growing limousine fleet. He found the optimal solution – a 4,200-square-foot office/warehouse facility near Los Angeles Airport. His banker, Shahe Mazbanian of Bank of America, utilized the expertise of loan officer Phil Mulder of CDC Small Business Finance to assemble \$1 million in

financing, taking advantage of the SBA-504 loan program.

Said Mazbanian: "Phil Mulder and the entire CDC team do a tremendous job. Thanks to their efforts, Avi's goal of owning his own commercial property for A-List Limousine became a reality."

A-List has 17 vehicles in its fleet of stretch limousines, sedans, SUVs and Pax vans. A nationwide-affiliated company, A-List books limo service throughout the U.S. and in most European countries.

Partner Bank of America Total Project \$1 million Jobs Created/Preserved 33

Growing In Style

7

Innovating to Save a Community's Health

 Last year the residents of Huntington Park,
California faced the real prospect of losing one of their local hospitals. The for-profit corporation that owned Mission Hospital
was being pressured by state regulators to sell it or close the doors. At stake
was more than 100 jobs and vital health care for an underserved community. Enter the heroic Dr.

Edward Rubin who stepped up to purchase the 109-bed hospital and a 12,600-square-foot medical office building nearby to house the

physicians. CDC loan officer Jeff Bolton, in partnership with **Temecula Valley Bank**,

assembled \$7 million in financing utilizing, in part, two loans sourced through CDC Direct Capital in partnership with The Community Reinvestment Fund, which supports the growth of small businesses in underserved communities.

"We always look for the best financing tools to meet the needs of our customers," said Jordan Blanchard, executive vice president of Temecula Valley Bank. "CDC does a great job providing innovative sources of capital and their staff is very easy to work with."



Mission Hospital owner Dr. Edward Rubin

900 -802 800 -670 700 -600 -500 · 400 -300 -235 200 158 100 1980* 1990 1995 2000 2005 1985 2007 *first loan was a SBA-503, which preceded 504 program

SBA 504 LOANS APPROVED

COMMUNITY LOANS FUNDED



30 Years of Reinvesting in Communities

In 2000 it became a requirement for certified development companies to reinvest in the communities they serve. CDC Small Business Finance never required such a policy because it has always embraced the philosophy that CDCs not only deliver the 504 lending product but also reinvest in communities, particularly underserved markets and populations. For 30 years CDC has provided access to capital in these markets and will continue to do so with innovative products and programs.

CDC's reinvestment approach has been multifaceted and strategic:

Community Loan Programs

CDC offers a range of community loan services, both directly and through the founding and support of affiliated organizations. In 2007 CDC-managed lending organizations provided funding to 36 projects totaling \$4.3 million. CDC also has been active in other SBA lending programs, including the SBA Microloan, which in 2007 funded 5 businesses for \$160,000, and the Community Express Program which provided financing to 116 small businesses in 2007. Another milestone last year was the state-chartered **Financial Development Corporation** becoming a self-sustaining organization. CDC founded the FDC and provided financial and administrative support since its inception in 2001.

Strategic partnerships

CDC has formed numerous strategic partnerships over the years designed to expand access to capital. This past year CDC...

...partnered with **The Community Reinvestment Fund** (CRF) to provide capital for small businesses and not-for-profit organizations unable to access the SBA-504 program. This included the use of New Market Tax Credits for projects in underserved urban and rural areas. In 2007 39 projects were approved for over \$28 million.

...provided seed capital with **Wells Fargo Bank** that helped establish the **California Enterprise Development Authority**, a unique program that combines tax exempt industrial development bonds and below-rate second mortgages. In 2007 CEDA completed 8 financings totaling more than \$132 million, which included 3 industrial development bonds that helped create and retain 678 jobs.

...developed an innovative partnership with **Opening Doors**, a micro-lender in the Sacramento region that provides opportunities for refugees and low-income individuals to access financial, social and cultural resources. In 2007 CDC provided a grant to underwrite financial training for the organization's staff. CDC also facilitated Opening Doors becoming a SBA Community Express Technical Assistance (TA) provider in Sacramento. In 2007 Opening Doors assisted 69 clients, resulting in the creation of 11 new businesses and the expansion of 11 more.

PartnerTemecula Valley BankTotal Project\$7 millionJobs Created/Preserved400

Organizational Support

CDC has always supported other organizations that serve small businesses in our local community. First and foremost, CDC has supported SBA district offices and partners such as SCORE and Small Business Development Centers. In 2007 the company contributed over \$105,000 to nearly 60 organizations in the communities it serves. CDC also engages its staff as volunteers in the community. For example, 20 team members participated in the Adopt-A-Block event organized by the non-profit Second Chance.

2007 Technical Assistance Benefactors

As part of its Community Loan Programs, CDC provides technical assistance to small businesses seeking capital. In 2007 CDC fielded over 1,000 inquiries and provided technical assistance to over 500 businesses, resulting in 171 small businesses receiving more than \$10 million in financing. Some 71% percent of these small businesses are owned by women, minorities and veterans. We thank the following institutions for their financial support of our small business technical assistance program:

Bank of America Citibank

Fremont Investment and Loan San Diego National Bank Union Bank of California US Bank

2007 Arthur H. Goodman Scholarship Recipients

CDC Small Business Finance annually selects deserving individuals to receive scholarships from the Arthur H. Goodman Scholarship Endowment Fund. This fund provides financial assistance to dynamic, community-minded women and minority students transitioning from community college to four-year universities. This year's impressive recipients were:

Maria Alvarez – UC Berkeley Elena Chavez – Cal State Poly Pomona Ron Cortez, Jr. – San Diego State University Cecilia Kasperick – University of San Diego Jennifer Merryman – UC San Diego

> Leading SBA-504 Lender

Wells Fargo Bank

Leading SBA-504 Community-Based Lender Temecula Valley Bank

> Exemplary Lending Partners in SBA-504 and Direct Capital Loan Programs

1st Centennial Bank 1st National Bank of Arizona CA, AZ Alliance Bank CA, AZ Altura Credit Union American Business Bank American Security Bank Arrowhead Credit Union **Banco Popular North America** Bank of America CA, AZ Bank of the West CA, AZ BankUSA Beach Business Bank CA, AZ Borrego Springs Bank Bridge Bank **Business Community Capital** Business Loan Express *AZ* California Bank & Trust CA, AZ Canyon Community Bank AZ Cathay Bank **CIT Lending Services Corporation** Citibank Citizens Business Bank

LENDER HIGHLIGHT

Pacific Western Bank

Rick Wheeler partnered with CDC's Mike Sarthou to secure SBA-504 financing to purchase a \$560,000 office condominium for Premier Treatment and Health Management Centre, which provides physical rehabilitation and peak-performance care in San Diego.

Jobs created/preserved: 6

City National Bank Comerica Bank CommerceWest Bank Community 1st Bank Community Bank Community West Bank Compass Bank *CA, AZ* Community Reinvestment Fund Desert Commercial Bank *CA, AZ* Desert Hills Bank *AZ* Discovery Bank East West Bank El Paseo Bank Excel National Bank Fairway Commercial *AZ* Far East Bank

LENDER HIGHLIGHT

Premier Commerical Bank

CDC's Armen Madatyan worked closely with lending partner **Jason DiLuigi** to help Orange County family physician Sangamitra Kothapa, M.D. purchase her new office facilities for \$1.75 million utilizing a SBA-504 loan.

Jobs created/preserved: 8

Farallon Capital First Bank First Coastal Bank First National Bank of North County First National Bank of North County First Northern Bank First Pacific Bank of California First Republic Bank Gateway Business Bank GBC International Bank General Electric Capital Corporation Hanmi Bank HSBC Bank USA International City Bank

LENDER HIGHLIGHT

Torrey Pines Bank

Canyon Pottery in San Diego was able to expand its unique product inventory and create a larger showroom when it purchased a \$3.8 million commercial property with the expertise of lender **Steve Black** and CDC loan officer Ken Rosenthal.

Jobs created/preserved: 20

IronStone Bank Lehman Brothers Small Business Finance CA, AZ, NV Magnet Bank Mercantile Commercial Corp. Merchants Bank of California Metro United Bank Mission Oaks National Bank Mission Valley Bank National Bank of Arizona AZ National Bank of California Navy Federal Credit Union AZ Neighborhood National Bank North Island Federal Credit Union **Orange County Business Bank** Pacific Capital Bank CA, AZ Pacific Coast National Bank Pacific International Bank AZ

LENDER HIGHLIGHT

GE Capital Corp.

Michelle Iturralde called on CDC loan officer Jeff Bolton to help her assemble a \$877,000 financing package featuring an SBA-504 loan for Inland Metal Crafts, a Riverside machining and fabrication business that provides complex parts for the defense, auto and aerospace industries.

Jobs created/preserved: 6

Pacific Western Bank *CA, AZ* Placer Financial Group Placer Sierra Bank *AZ* Premier Commercial Bank *CA, AZ* Premier Financial Premier Service Bank Professional Business Bank Provident Savings Bank

LENDER HIGHLIGHT

Lehman Brothers Small Business Finance

With California state regulations requiring energy-efficient roofs, business at Cool Roofing Systems heated up. Lender **Andrew Murray** collaborated with CDC's Brian Kerfoot to help the owner buy a larger, \$1 million facility in Manteca, south of Sacramento.

Jobs created/preserved: 39

10

LENDER HIGHLIGHT

Spectrum Commercial Lending

CPPG, a minority-owned, chrome-plating business based in Orange County, doubled its space to 25,000 square-feet when lender **Dean Haidl** partnered with CDC's "Sam" Tuyen to provide \$2 million in financing.

Jobs created/preserved: 45

Rabobank Redding Bank of Commerce Regents Bank Saehan Bank *AZ* San Diego National Bank Santa Barbara Bank & Trust Seacoast Commerce Bank Security Bank of California Security Business Bank of San Diego Security Pacific Bank Silver State Bank Silver State Bank Sonoma National Bank Southwest Community Bank

LENDER HIGHLIGHT

Community Bank

Somme Fashion, a woman-owned manufacturing company that creates women's dresses, casual slacks and shorts, needed room to expand. Lender **Debbie Gallagher** teamed up with CDC's Phil Mulder to finance the purchase of a \$1.2 million building in Los Angeles.

Jobs created/preserved: 14

Spectrum Commercial Lending *CA*, *AZ* Sunrise Community Bank Sunstate Bank *AZ* Temecula Valley Bank *CA*, *AZ* Torrey Pines Bank *CA*, *AZ*, *NV* Union Bank of California United Western Bank *AZ* U.S. Bank US Metro Bank Vineyard Bank Wachovia Small Business Capital *CA*, *AZ* Wells Fargo Bank *CA*, *AZ* Zions First National Bank *CA*, *AZ* 11



Small Business Finance

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Orange County Region

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Los Angeles/

Ventura Region 80 S. Lake Avenue Suite 528 Pasadena, CA 91101 626.529.0700

Northen California

1545 River Park Drive Suite 530 Sacramento, CA 95815 916.565.8100

Inland Empire Region

1650 Iowa Avenue Suite 150 Riverside, CA 92507 951.905.5700

Arizona

2910 East Camelback Rd. Suite 185 Phoenix, AZ 85016 800.817.4505

Nevada

6130 Elton Ave. Las Vegas, NV 89107 866.674.9240

800.611.5170

CDC Mission Statement 2008

We champion the growth of diverse small companies in our communities by drawing on our unparalleled expertise in delivering unique capital solutions.

We exceed the expectations of our partners through teamwork, integrity and creativity.

We make a difference in the communities we serve through unwavering advocacy and reinvestment.

years

Providing access to capital through distinctive and innovative lending products and services.