



Diagnosis: Rapid Growth and Achievement

When success unrelentingly knocks on your door, you either keep opening it or turn business away. **Alfa Scientific Designs** has always said “bring it on.”

Established in 1996, Alfa Scientific develops more than 50 high-quality diagnostic devices for the detection of drugs of abuse, fertility hormones, infectious diseases as well as cardiac and cancer markers.

The company’s rapid growth has necessitated moves into larger facilities four times. During its 2005 growth spurt, Alfa Scientific leveraged a \$1 million SBA 504 loan and a first trust deed loan from **Bank of America** to buy a \$5 million building. The move more than tripled the company’s total space – from 11,000 to 40,000 square feet – and put product development, manufacturing and its headquarters under one roof. It was the second 504 loan for the company.

“In both instances, CDC Small Business Finance was critical to our success,” said

Naishu “Sue” Wang, MD, Ph.D., president and CEO of Alfa Scientific.

“When you’re growing as fast as we are and running out of space, a fast turn-around in acquiring new space is very important. CDC loan officer **Ken Rosenthal** responded to our needs promptly and provided tremendous support and knowledge in helping us acquire the necessary capital.”

Wang said Alfa Scientific’s sales have doubled since moving into the new facility in Poway, California.

“Our new building impresses customers and even helps with employee recruitment and morale,” she said. “At the rate we’re going, we may have to move again in two to three years to an even larger facility.”

If so, it will be for all the right reasons with *success* at the top of the list.



Small Business Finance