



The Sweet Taste of Success

Success is oh so sweet for **Pablo Perez** and not just because he sells candy for a living.

Perez is the kind of businessman people admire because he built his company – **Candy El Pecos** – from scratch, or more accurately, from sugar. He started his Chula Vista-based operation 10 years ago in a cramped, 380-square-foot space and gradually expanded with the help of several Acción loans until now he and his 12 employees can stretch their arms in 7,000 square feet of packing and warehouse space.

With his space needs met, Perez stood up to his next challenge, buying a hugely expensive machine to weigh, package and label his branded candies and nuts. The \$100,000 price tag was not easy to swallow.

Enter **Wells Fargo Bank** and CDC Small Business Finance. The two companies collaborated on a SBA Community Express loan for Perez. Wells Fargo funded the loan and CDC provided technical assistance, helping assemble a complex financial package for Perez and ushering him through the process.

“CDC was very responsive,” he said. “They always returned my calls promptly when I needed answers.”

With his new equipment up and running, Perez is taking Candy el Pecos to the next level. He is just a few states shy of nationwide distribution of his products and is already looking for a new facility to accommodate anticipated growth.

