

On Collision Course to Create New Jobs



When you've run a successful family business for 28 years – paying as you go – the thought of borrowing \$1.5 million is difficult to swallow. But owner **Don Feeley** believed it was the best way to realize his vision for **City Body and Frame** in Riverside.

“Our vision is to create a network of neighborhood, collision repair centers like clinics that not only will provide convenience to our customers, but help us create more, higher-paying jobs,” said president Don Feeley, who works side-by-side with his father, wife and two sisters in the 25-employee company.

The first step in Feeley's plan was to purchase a larger headquarters. He found an ideal 20,000 square-foot building and pursued an SBA 504 loan through CDC Small Business Finance and **CNL Commercial Finance**.

Loan officer **Phil Mulder** jumped in with both feet . . . and ears.

“From the beginning, Phil was willing to truly listen to our unique challenges,” said Feeley. “He and CDC brought a lot of experience and confidence to the table and made the entire process painless.”

Feeley said that as in most large transactions, there were a few unanticipated snags along the way, but CDC was able to smooth them out.

“When CDC is in the trenches with you, they use their creativity to overcome challenges,” he said. “When questions popped up even after the deal was done, Phil made sure he was only a cell phone call away.”



Small Business Finance