



Oggi (O-gee) means “today” in Italian. For the Hadjis family, it symbolizes freshness, which is a good thing to be known for if your business is selling pizza and beer.

George and Dora Hadjis own one of the more successful restaurant franchises in the Southwest – **Oggi’s Pizza & Brewing Company**. Over the last three years, they’ve grown the company from \$10 million to over \$25 million in annual sales and expanded their store count to 13. A 14th is on the horizon in Phoenix. Oggi’s is the “official” pizza of the San Diego Chargers and Padres.

While it’s true that success breeds success, good fortune put a spotlight on Oggi’s need for additional corporate office space.

“We needed room to do product development, staff training and establish

a centralized brewery to supplement the beer made in our restaurants,” said George Hadjis.

They settled on a 2-story, 11,000-square-foot building in San Clemente. And because CDC Small Business Finance previously had helped arrange financing for the franchisor using a variety of loan programs, a call to CDC loan officer **Ken Rosenthal** was a natural step. He has arranged and packaged financing for all the franchisees’ growth and acquisition needs. This time, Rosenthal partnered with **Vineyard Bank**.

“We look at Ken and CDC as extensions of Oggi’s,” said Hadjis. “Everyone at CDC is top notch. They put themselves in our shoes, take our agenda and make it their own.”



Small Business Finance