

Prospering Uniquely



We've all been there. Your dad's birthday's approaching and you lament: "What could I possibly buy that he hasn't already gotten over the years?" Well, if you think out of the box, you may find yourself perusing unique, novelty products. And that would be just fine with **Chris Webb**.

Webb is president of a Rancho Cucamonga company called **Unique Designs**, a wholesale distributor of some 2,000 home décor and accent pieces, or what he often categorizes as "funky stuff." Betty Boop figurines, elaborate birdcages, bronze sculptures, nostalgic signs – Webb sells them all, and a lot of them. He and his staff of two do over \$1 million in sales annually.

Success, however, often presents temporary obstacles. "We were bulging at the seams, having to work outdoors at times," he said of his 7,800-square-foot facility.

The answer to his challenge was more room. A broker located a brand new \$1.4 million office/warehouse building that more than doubled his space. But as one challenge was met, another crept up – developer wariness.

"The developer of the building was a little concerned that we might be a fly-by-night operation, so we needed some help with financing."

Enter CDC Small Business Finance, CDC loan officer **Jeff Bolton** and **Pacific Capital Bank**.

"Jeff pre-approved us for a 504 loan, assembled a strong financial package and then went to bat for us with the developer," said Webb. "The entire process was extremely smooth, unlike what I was anticipating with a government loan."

Webb added: "Throughout the process, we had a lot of questions. Jeff always went out of his way to answer them all."

Webb is confident the new facility puts he and his partners on a clear path to achieve \$3 million in annual sales. When they get there, the prosperity will be uniquely theirs.



Small Business Finance