

Ya Gotta Have Heart

Moving an entire medical practice takes a lot of stamina. It also takes heart. Lucky for the doctors and staff at Cardiovascular Associates of Mesa that's the business they're in.

Since breaking away from the Arizona Heart Institute four years ago, Drs. Zellman Skloven, Alphonse Ambrosia and Neil Kramer have enjoyed a burgeoning outpatient care practice in Mesa, Arizona, specializing in the prevention, detection and treatment of cardiovascular disorders. They have a team of eight physicians, nine nurse practitioners and other staff who offer advanced, non-surgical intervention therapies and conduct cutting-edge clinical research.

To provide a more comfortable care environment for their patients, the physician partners committed to buying a \$6.4 million, 15,000 square-foot medical office condominium – twice the size of their former office.



Physician partners Dr. Alphonse Ambrosia, Dr. Andrew Kaplan, and Dr. David Skloven

Deb Telles, Cardiovascular Associates administrator, entrusted **Wells Fargo Bank** and CDC Small Business Finance to do the heavy lifting in preparing the conventional/SBA-504 financing package.

“When you’re running a practice and buying a building at

the same time, you need people you can trust,” she said. “William Frazier (Wells Fargo) and Lisa Alberti (CDC) were always proactive and went above and beyond my expectations.”

Partner	Wells Fargo Bank
Total Project	\$6.4 million
Jobs Created/Preserved	76



Small Business Finance