In 1977, a butcher named Celestino “Charlie” Mirarchi started making jerky. Those who discovered his jerky loved it, but by himself, Charlie never had time to build the business. One day, Susan and Eugene Kang discovered the treat at a roadside stand and enjoyed it so much that they tracked down the craftsman who made it. The trio went into business together to get the word out about Grand Terrace’s best-kept secret. When the Kangs arrived, the operation was housed in a trailer with far too many staff for the space. They knew if the business were to reach its potential, they’d need to find a larger building for manufacturing and more office space to relieve the crowded employees. They ultimately found a property in San Bernardino, a labor surplus area affected by the economic downturn. Over the years, Susan Kang built the company along with co-founder Eugene Kang. Now, the business boasts a 504-funded state-of-the-art manufacturing facility that creates Country Archer Beef Jerky as well as turkey sticks, meat bars, and merchandise that national companies such as Starbucks keep stocked. The company is also socially conscious with several initiatives underway to support disabled and returning veterans.

Couple’s Serendipitous Run–In Elevates Roadside Snack to Starbucks’ Shelves

504 loans have supported 444,395 jobs in the CA economy

$22 billion in financing to help CA small businesses

29,726 entrepreneurs in CA have benefited from program

8 Jobs Created $471K 504 Loan

AmPac Business Capital

CDCs That Serve CA

There are 20 CDCs that serve California small businesses; CA has the largest market for 504 loans of any state.

A Sample of CA 504 Borrowers

Semifreddi’s
Veg–Fresh Farms
Motiv Space Systems Inc.
Ella’s

Source: U.S. Small Business Administration

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National Association of Development Companies
The 504 Loan Program Impact in California

SAN BERNARDINO CA
FINANCE, FISH, AND 504

Always a workaholic, Mia Davis once spent her days at a nine-to-five in the financial department of a software company and her evenings as a server at the locally beloved Mikko Sushi in Carlsbad. One day, Davis learned that the owners of Mikko Sushi planned to close the restaurant’s doors, something that sparked a fire inside Davis, who decided to purchase the company. After the 2015 purchase, Davis renovated the interior, updated the menu, and reopened to an eager public. Her vision was so attractive that old customers returned and new customers became repeat visitors in the updated establishment. Davis saw a revenue increase of 100 percent in a few short years. “My philosophy is to serve quality fish at reasonable prices,” said Davis. In light of this success, Davis seized an opportunity to expand. In 2018, she utilized an SBA 504 loan to purchase and convert a defunct art gallery for Mikko Sushi’s second location in a neighboring city enjoying economic revival, all while working her daytime office job. | CDC: CDC Small Business Finance

RESTAURANT AND BAR RESURRECTED WITH SBA 504 SUPPORT

William Tell House, a restaurant in Tomales Bay, opened its doors in 1877, but had to close them after the owner became ill. However, local resident Ted Wilson decided to purchase the restaurant and revive it with an SBA 504 loan in 2018. The reopening created jobs as it rehired a full restaurant staff, but it spurred additional local economic development as the menu relies on produce, seafood, cheese, and other goods from local farmers. It was important to Wilson to preserve the legacy of the establishment as he gave the locals a piece of the town back, which otherwise would have been lost forever. | CDC: TMC Financing