



## Georgia's Restaurant

*Jobs Created: 11*

**Lending Institution:** CDC Small Business Finance

**Business Type:** Restaurant

**Business Name:** Georgia's Restaurant

**Location:** Anaheim, CA

**Loan Amount:** \$178,000

**Jobs Created: 11**

African-American owner Gretchen Shoemaker translated her grandmother's southern-style comfort foods into a menu for a popular fast-casual restaurant in Anaheim's recently restored Packing District.



Her restaurant had to serve soul food, she says, “because it represents me as an African-American.”

Despite Shoemaker being an experienced caterer, conventional lending saw Georgia's Restaurant as too risky, like all too many new restaurant ventures. As a result, Shoemaker and her son-in-law Marlon Machado ultimately received a 7(a) loan through the Community Advantage program, which provided the much-needed capital to launch their restaurant.

The restaurant owners were fortunate to secure space in the heart of Anaheim's new Packing District. Restaurant critics say Georgia's Restaurant has a “bluesy dining atmosphere with good food, southern hospitality, and a friendly welcome.” The management is handled by Marlon and daughter Nika, as well as getting day-to-day help from her granddaughter, making this truly a family-run restaurant.

Ms. Shoemaker and Mr. Machado are proud to have created 11 new jobs through opening Georgia's Restaurant. The restaurant's grand opening was attended by Anaheim Mayor Tom Tait, recognizing the fact that this small business has truly become a part of the community's fabric.

“The Community Advantage [7(a) loan] was the springboard to a successful launch of our restaurant,” said Shoemaker.



## **Gatlin's BBQ** *Jobs Supported: 22*

**Lending Institution:** Allegiance Bank

**Business Type:** Restaurant

**Business Name:** Gatlin's BBQ

**Location:** Houston, TX

**Loan Amount:** \$935,000

**Jobs Supported: 22**

Gatlin's BBQ & Catering was founded by African American owners Greg Gatlin and his veteran father, Henry Gatlin, in 2008. Right away, Gatlin's BBQ was an immensely popular local restaurant. However, the restaurant had a small parking area and could only handle 40 customers, far fewer than the number that typically visited Gatlin's.



In spite of their small restaurant and parking area, the Gatlins grew their business to \$1,233,310 in revenues in 2014. However, conventional lenders were unwilling to lend on reasonable terms to a business in the inherently risky restaurant sector, despite Gatlin's BBQ's proven viability as a successful small business.

Finally, the Gatlins were offered an SBA 7(a) loan and were able to move to a location that is double their previous restaurant's space. Previously, where Gatlin's was only able to seat 40 customers, their new restaurant location can handle 125 customers. The restaurant's expansion was highly anticipated - in fact, just before the new location's grand opening, locals began lining up early in the morning to get their "Gatlin's fix".

The loan provided for improvements, new equipment, and most importantly working capital during the opening of the new location. Due to Henry Gatlin's prior service in the Navy, the Gatlins applied for their loan under the SBA Veteran's Advantage Program, which encourages entrepreneurship among veterans. The loan to Gatlin's BBQ helps support eight existing jobs, and will create 14 new jobs as the restaurant expands.

The ability to seat more guests with a more efficient kitchen setup allows the business to turnover more customers during peak hours of service – translating into higher sales volume. In addition to the larger space for sit-down dining, Gatlin's will be better suited to handle take-out orders. While these may seem like small improvements to some, for the Gatlins and their employees, these improvements mean more local jobs and a strong community presence for the neighborhood that has rallied around them.



## The Avenue Bakery

*Jobs Created: 3*

**Lending Institution:** Susquehanna Bank

**Business Type:** Bakery

**Business Name:** The Avenue Bakery

**Location:** Baltimore, MD

**Jobs Created: 3**

African-American owner James "Jim" Hamlin had a long-standing dream of opening a bakery to revitalize his historic neighborhood – Pennsylvania Avenue – which played a key role in the Civil Rights movement. Since The Avenue Bakery opened its doors in August 2011, it has been a model for positive restoration in the neighborhood, and the business continues to grow.



Hamlin has been a leader in the effort to revitalize Baltimore's Pennsylvania Avenue for more than two decades. He was able to open The Avenue Bakery with funds acquired through the SBA 7(a) loan program. This loan helped Hamlin restore and renovate the bakery, and more importantly, continue his longstanding dedication to community development. The bakery employs three people and plans to hire more workers as it expands.

"Pennsylvania Avenue and the surrounding community is the most historic African-American community in the country. It was important to me that my bakery not only become a successful business, but also to spark the revitalization of this neighborhood," said Hamlin.

Now into its fourth year, The Avenue Bakery has sold well over 85,000 rolls to customers all over the state and visitors from out-of-state. Hamlin is committed to showing other entrepreneurs in urban communities how to replicate The Avenue Bakery's successful business model. The bakery brings much-needed jobs to the community, while being a local favorite.

"I cannot believe it is taking us so long to really work at developing ground zero when it comes to the Civil Rights movement," he said.