

## **MEDIA ALERT**

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### **LA TORTILLA FACTORY HONORED BY SBA**

**May 5, 2011 Walnut Creek, CA** – Bay Area Development Company announces that its clients, Carlos and Willie Tamayo of La Tortilla Factory in Santa Rosa, have been named the SBA’s Small Business Persons of the Year for Northern California. The company will be honored in a public reception at the company’s headquarters on May 13<sup>th</sup> at 3:00 p.m.

La Tortilla Factory employs 300 people locally, with brothers Carlos and Willie Tamayo at the helm as President and Vice President, respectively. But the company had humble beginnings; a Mexican restaurant established in 1977 and operated by the Tamayo family. Over the years the company expanded to tortilla production and, with its unique product mix focusing on healthy tortillas, La Tortilla Factory products can now be found in major grocery store chains throughout the country. Sales have more than doubled in the last six years and today the state of the art factory produces a million tortillas and wraps on a daily basis.

Bob Thompson, Vice President and North Bay Loan Officer with Bay Area Development Company, has assisted the Tamayos with two separate SBA loans, both designed to help the company expand its product lines and customer bases. La Tortilla Factory secured its first SBA loan with Bay Area Development and Exchange Bank in 2003 and the proceeds allowed the company to add a second production line designed to manufacture its new low carb wraps. The second SBA loan was secured in 2010 through Bay Area Development and Exchange Bank to create yet another production line designed to manufacture flour tortillas. Both loans provided La Tortilla Factory with low interest rate, long term financing that increased its production capabilities and created significant employment opportunities.

Jim Baird, President and CEO of Bay Area Development Company, states, “Helping clients significantly grow their businesses is one of the best parts of our job here at Bay Area Development. We’ve had the pleasure of working with the Tamayo family for several years now and are thrilled that they have been selected for this well-deserved honor.” The SBA will honor La Tortilla Factory and the Tamayo family along with La Tortilla Factory employees at an SBA-sponsored reception on May 13<sup>th</sup>.

**About Bay Area Development Company**

Founded in 1981, Bay Area Development Company is an SBA licensed lender that works with banks and the SBA's 504 program to provide small and mid-sized companies with long term commercial real estate financing and long term financing for machinery and equipment. The loans have fixed, below-market interest rates and low down payments which allow businesses to purchase land and buildings, renovate existing facilities and acquire equipment. Headquartered in Walnut Creek, with a second office in Fresno, Bay Area Development Company has provided more than \$3 billion to over 1,700 companies throughout Northern and Central California.

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