

A Coleman Conversation: Manny Flores

Transcript

BC **Bob Coleman** 5:17

I'm pleased to welcome to a Coleman conversation, Manny Flores. I got to know Manny a couple weeks ago when he received, accepted the award for Somerset CDC out of Chicago as the Coleman CDC of the Year. Manny, we had a great conversation. I said, hey, we got to put this on tape. Manny, welcome.

MF **Manuel Flores** 5:35

Well, you know, Bob, thank you so much for having me on the program. Been have been have followed you since I started here at SomerCor and have just followed you since you know and you always provide just some amazing insights and. You know, candidly, it's it's an honor to to be with you because you have so many talented speakers, leaders in the profession. So it really is humbling to be here with you today.

BC **Bob Coleman** 6:03

Well, please, please don't be humble. But I agree with you. We have many, many talented people and we all share the same passion. How do we get capital on Main Street? And there's just some wonderful people in there and I'm.

MF **Manuel Flores** 6:12

That's right.

BC **Bob Coleman** 6:18

And and honored to have this platform be able to talk to some of those. So Manny, first of all, I'm going to ask you the tough question. Tell me about Somerset. You're based in Chicago that I know.

MF **Manuel Flores** 6:30

Well, it's it's.

That's right. Well, we got it. We bye, bye.

BC **Bob Coleman** 6:34

You have an amazing operation. Go ahead, tell me about Somerset.

MF **Manuel Flores** 6:37

I gotta tease. I gotta tease you. We gotta get. We gotta get the name right. It's SomerCor. It's SomerCor.

BC **Bob Coleman** 6:41

Oh, what? I said Somerset. Oh, all right, I apologize.

MF **Manuel Flores** 6:44

That's OK. That's OK. It's SomerCor. No worries. No worries. You know, I remember real quick, I digress, doing an interview with a local reporter and it was an important election and it was a nationally televised. I believe it was a nationally televised interview. But anyhow.

They got my name wrong, so Bob, it's uh, it's familiar territory for me. Um, but.

BC **Bob Coleman** 7:07

How do you mess up Manny Flores? What do they call you?

MF **Manuel Flores** 7:11

Well, it was Taurus. So, but that's OK, SomerCor. But you know, you know, look, SomerCor is a certified development company. We've been in business for more than 30 years.

BC **Bob Coleman** 7:15

Somerset, SomerCor, Tours, Florissant. Manny, you speak. I'm gonna stop. Right.

MF **Manuel Flores** 7:28

And we our jurisdiction is all of Illinois and also 4 counties in Northwest Indiana and a couple of counties in Southeast Wisconsin. So in addition to the SBA 504 loan program that we participate, we're also a small business lending.

SB you know LDC, the Community Advantage Loan program which is which would

we participate under the 7A program and also we we are a grant administrator. We work with a lot of we look we work with a number of units of government in supporting them with.

The administration of a variety of grant programs designed to help small businesses. So very broad range. I, you know, I like to categorize this as not just an SBA 504 lender, but you know, an economic development driver in in in the region that we support.

BC **Bob Coleman** 8:20

Sure, absolutely.

I confess I don't know too much about Illinois, the politics of it. I know California has great grant programs that are administered by the CDCS out here. Oh, what type of grants do you get? State of Illinois, City of Chicago? Tell me a little bit more about what your geography is doing to help small business.

MF **Manuel Flores** 8:41

Well, you know it it for us it is it starts with all things SBA504. I mean I'm I'm just such a such a huge fan of the program and and obviously as you know and as everyone who's tuning in knows the 504 program is a is a public private partnership. We obviously rely on our third party lenders.

BC **Bob Coleman** 8:47

OK, sure.

MF **Manuel Flores** 9:01

Primarily banks, credit unions and other non depository lenders, but it's also important and it's it's included in our mandate that that we really lean in into the economic development mission behind the 504 lending. So that means.

BC **Bob Coleman** 9:14

Right.

MF **Manuel Flores** 9:16

Working with the non lenders, Chambers of Commerce, economic development organizations, units of government that may also have their own economic

development organizations, making sure that they are aware of the SBA 504 loan program and how it is.

Designed to catalyze and grow a local investment, support local economies throughout for us in the state of Illinois. You know, it's not just the city of Chicago, it's also central Southern Illinois, Northwest Illinois. We have a number of cities, but we also have a lot of.

Smaller communities, rural based communities. We need to make sure that we get the SBA 504 loan program to those communities as well. And so we spend a lot of time in informing our economic development partners. We do it in partnership with our bankers, but we also sometimes candidly, you know, do it with others.

Economic development organizations that are non-financial institutions spending a lot of time in informing them of the 504 programming. You know, as you know, Bob, you've been doing this for a long time. It also gives us an opportunity to inform the stakeholders of other SBA resources. There are so many resources.

BC **Bob Coleman** 10:32

Sure.

MF **Manuel Flores** 10:34

that the Small Business Administration offers and oftentimes, you know, folks are just not aware of it. So, you know, it's it's also a collaboration and partnership with the SBA to make sure that we get these resources in the hands of the people in our communities. And I like to remind everybody, you know, that we're all tech.

Taxpayers and we're all to some extent investors in that journey, right? We're paying our taxes and we want to see the SBA do well because if it's doing well, that means that that means that Main Street businesses.

BC **Bob Coleman** 10:57

We are. We're stakeholders, absolutely, yeah.

MF **Manuel Flores** 11:11

Rural, rural based businesses, urban businesses are doing well also.

BC **Bob Coleman** 11:17

Tell me about. I don't want names, but tell me about one of your success stories, one

of your loans that you've done that you're especially proud of. And do me a favor, someone. I know there's someone listening who doesn't know exactly what SBA 504 is.

Tell me about that case study really emphasizing the mandate that you have by whoever's Democrat, Republican, doesn't make it in Congress and said, hey, this is an employment program. Tell me something you're proud of that your institution has done.

MF **Manuel Flores** 11:38

Yeah.

So, so we we like to you know we have our own model for SomerCor our tagline is the catalyst for the entrepreneurial dream and and and what is that what does that mean right. So couple things and I and I'm gonna throw out a lot of just cliches and and and but the reality is you know the American dream.

BC **Bob Coleman** 11:57

I like it. I like it.

MF **Manuel Flores** 12:08

We've been taught, right? The American dream is owning your home. Well, you know, we'd like to extend that to why not own your business? And if you're going to own the business, own the building and by doing that, you are.

BC **Bob Coleman** 12:16

Sure.

MF **Manuel Flores** 12:23

Growing equity, you're strengthening the financial position, the value of the business and and it really starts with that you know we think it's that ownership and and you have to we have to give the the folks who first create the 504 program a lot of credit for for devising.

a way that would bring government together with a private sector to make it easy, easier, I should say. Nothing's ever easy, but easier, but and not just easier, but to encourage our our innovators, to encourage our our risk takers. You know, these are Are the entrepreneurs a facility and an opportunity to make that additional

investment in themselves and in their business and in doing so making an investment in our communities. As you referenced Bob, for those who are not familiar with the SBA 504 loan program, it is.

Is an economic development loan program because it's tied to a mandate of around job creation for the loans that we make. It's tied to other public policy considerations that our leaders at the federal level have deemed important.

You know, I I I like, you know, I like Ike, right? So President Eisenhower started the SBA and you know, he talked about the importance of having a vibrant small business.

BC **Bob Coleman** 13:46

Very good. Yeah, very good.

MF **Manuel Flores** 13:55

Ecosystem and and and by providing funding by providing I should say the financing there there there's you know there's there are there are no freebies here but it's certainly you know financing and the 504 program is lower cost financing with the structure with you know where you have.

a 10 year, 20, 25 year term, 10% down payment as opposed to maybe 20 or 25 where you would have in conventional financing. And then the lower interest rate really makes it possible for for that business owner to to make the investment.

Investment in their in their in their company the it's fixed. These are fixed rates you know. So you know that's a very long winded answer. I'm still not done in answering the original question which was you know reference a couple of examples and.

BC **Bob Coleman** 14:37

And it's fixed. It's fixed, right?

MF **Manuel Flores** 14:50

You know, I'll share several. So we had one. One of the things that I I like about the 504 program is that you can help small businesses, really, really small businesses and you can help larger size businesses. It's a very, it's a broader range, right, say more than 90% of all.

US businesses would qualify for some kind of an SBA resource by virtue of their classification. So in this particular case, we had a gentleman who was in the

restaurant business started out as a server.

Then became a cook and really learned what it took to run a restaurant and decided that he was going to open up his own shop and went to his local community bank. His local community bank reached out to SomerCor, reached out to us to say, hey, can we?

Partner together to help this entrepreneur buy his own place, open his own restaurant. He has a very good he has a good track record. He knows how to operate it. We have confidence in him. Can we do it together? And that was a great opportunity where here we worked with.

An individual who started out as a server, worked his way up and now owns his own restaurant in a far West suburb of the city of Chicago. And then we had that was a smaller size loan and then we had another loan, another opportunity where.

Here we had it was it started out as a family owned business but now is a a very well known national brand in in we'll call it with baked goods we're going to say and. You know, they they have a very strong local presence here in the Chicagoland area and also did some very unique things there. This company has a very strong, very positive reputation of doing other things in the community.

And so when they decided to make an expansion of their large food processing facility, they utilized the SBA 504 loan program to as part of the overall capital stack. And it was, it was not a small loan, it was a very, it was, it was one of the larger loans that you can make under the SBA.

504 program. So you know that's one thing that I want to reinforce. Bob, for those who are tuning in and who are not familiar with the SBA 504 loan program, sometimes there's a misunderstanding when you use the phrase small business that. You know you're you're immediately taking yourself out of the opportunity that a 504 loan may present to you and your company for for being able to make an investment in expanding your facility, buying a new facility, buying equipment. So I would say not never, never say you're too big, never say you're too small. Call SomerCor, call your local certified development company if you're not in the state of Illinois or Northwest Indiana and we will walk you through the process. We will give you the information that you need and that's our job.

MF **Manuel Flores** 18:05

You know that that's what I like about, you know, that's what I love about what we do is we're a facilitator. We are not only do we have the access obviously to the to the 504 loan program, but our job is to inform people, to highlight the program, to connect our our visionaries to this amazing economic development loan. Program to create more jobs and to bring more local investment in our neighborhoods.

BC **Bob Coleman** 18:29

Great answer and thank you for sharing those examples and that is great. I love the story of going from the server to the cook to to participating in the American dream of ownership of their own business and their of their pad of their real estate that that's great.

MF **Manuel Flores** 18:46

That's right.

BC **Bob Coleman** 18:50

You came up. Let's see. Now you were. Tell me about that. You were with the Fed. Tell me a little bit about that and what I really want to know is though how you ended up in in the SBA 504 world. But you have a great banking background. Tell us about that first, please.

MF **Manuel Flores** 18:57

So that well I.

Well, thank you. So very, very unique background, you know, and I I had the privilege of holding elected office, local elected office where I where I served for nearly eight years in the Chicago City Council.

BC **Bob Coleman** 19:24

I did not know them. I did not know them.

MF **Manuel Flores** 19:24

And that that's right. So I I represented neighborhoods and I don't know how you

know you know for those who are tuning in how familiar they are with with Chicago, but represented some great neighborhoods. Wicker Park, Bucktown, Logan Square, East Village, Ukrainian Village, Humboldt Park. And you know one of the things that's really unique about about.

The city of Chicago is we have, we have folks from all over the world, all corners and a very strong entrepreneurial community. So you know that experience was was a very important experience for me, Bob, because I got to work directly hand in hand with shoulder to shoulder with a lot of local.

BC **Bob Coleman** 19:54

Sure.

MF **Manuel Flores** 20:03

Local business people, whether it was on our commercial, on our busy commercial corridors or in industrial corridors. And that was a it was a it reinforced for me how important.

Small businesses are and and the value and the contribution that they make to the quality of life in our neighborhoods. And so from that, from that, from that role, I joined Governor Pat Quinn's cabinet and and then and then that was my my more. Formal foray into into the banking space where then I was appointed as the Banking Commissioner for the state of Illinois and worked for four years with our banks here, our credit unions and other other financial professional.

BC **Bob Coleman** 20:46

Right.

MF **Manuel Flores** 20:55

Companies and and professionals that I I was charged with regulating, but you know, that was also a wonderful experience working with the Illinois Bankers Association, the Community Bankers Association of Illinois, the Illinois Credit Union League and other other institutions.

You know, I want to say, you know, one of the things that's very unique about the state of Illinois is that we're we're usually in the top three for having the most chartered banks and the most chartered credit unions in the United States. And you know what that does is it it offers obviously access to capital.

Opportunities for for communities, for businesses, but also for consumers. And so you know in 20 in 2016, the fall 2016, a good mutual friend of ours, John Winick, who I know is a is a is a regular on the Coleman report.

Reached out to me and and asked if I would join the board at SomerCor and provided some, you know, insights on my regulatory background.

BC **Bob Coleman** 21:57

Sure, absolutely.

MF **Manuel Flores** 21:59

And then you know a couple years later I I have to say you know one of the one of if I were to reflect on my career one of one of the just a true honor that I that I've experienced was was being selected by my peers on the board to then SomerCor as a president CEO. So I've held this this current role since.

The fall of 2018 and it's been, it's been a tremendous journey. I got to tell you we, you know we've we have a new headquarters where we're located. I don't know if you can see my background, but I this, you know this is a real, this is a real facility.

We are located in the Rookery building here in Chicago and we're very proud of that building because you know, Daniel Burnham, it's one of the oldest buildings in the in the city and it's an important building. This is, this is a building that was developed by Daniel Burnham.

Who's one of our founding fathers in the Chicago architectural scene, but really, you know, has an international reputation. And the first master plan, true master plan for the city of Chicago was actually created in this building.

And the original library is still here. This building's a landmark. It's also, it's really neat. It's also a leadership in energy and environmental design building here, the Rookery. So he was known. He has a famous quote, and I'm summarizing it.

But you know, make no small dreams, for they shall not stir the soul. And so we, you know, we we, you know, make no, I strike this and make no little plans. That's what he said. Make no little plans, for they shall not stir the soul. Similarly, we like to say, hey, dream big.

BC **Bob Coleman** 23:37

No.

MF **Manuel Flores** 23:41

We're the we're the catalyst for the entrepreneurial dream. The SBA 504 loan program is a tool that you can use to make that happen. So there's a there's just I feel like there's a lot of positive energy, a lot of synergy here and and that's one of that was one of the the biggest things that we did believe it or not under my tenure and then you know obviously we've grown.

Loan portfolio, we're now in multiple States and we want to continue to grow our service footprint. But more recently another development is Bob is that you know we were always a nonprofit. As you know you have to be a nonprofit to participate under the SBA 504 loan program. We were organized as a C4, but now we're a C3 and the the basis for that is really to lean in even more on our economic development mission and do it in partnership with our banking partners and lenders, but also broadening our level of engagement with units.

Of government and and other partners and you know you know I'll give you an example of of one such partnership and how that's evolved is you know right now you know one of the programs that I'm extremely excited about and proud of is the the down payment assistance program that we just started here in Cook County.

BC **Bob Coleman** 24:57

Yes.

MF **Manuel Flores** 24:59

And this is this is for to help a certain group cohort of businesses. These are businesses that are they'd be first time purchasers of their of their their property, you know who have been in business for at least two years.

Project size of up to \$1,000,000. Annual revenues can't exceed \$5,000,000. But oftentimes, you know, right, these businesses, they're starting out, but they're, you know, they have a good business. They want to buy their first piece of real estate and and oftentimes that the liquidity crunch is an.

BC **Bob Coleman** 25:23

OK. So very small, yeah. Yeah.

MF **Manuel Flores** 25:36

Issue, right. And so we have, we partnered with Cook County. Cook County has a very robust economic development policy around helping small businesses grow throughout Cook County. And they were very intrigued about better leveraging the SBA 504 loan program.

To enable smaller businesses to make that investment in the purchase of their owner occupied real estate. So now you know we have a grant of up to \$25,000 that we are able to award and it's it's really a a form of a liquidity replacement to make sure that that business operator.

Is not draining all of their working capital to be able to operate, right. And so our lending partners are excited about this. The National Association of of of Development Companies, NATCO, which I, you know, I want to give them a shout out. They're excited about it.

BC **Bob Coleman** 26:18

For for the down payment.

MF **Manuel Flores** 26:32

And obviously the the small businesses here in in Cook County are excited and the hope is that you know we we can continue to grow this and and again you know us being a 501C3 better positioned us to be able to to partner with Cook County on this initiative and then.

We have others that that we're growing and you know I I look at this as part of a again how how we can be innovative and and expanding and and growing that access to that 504 program to really achieve.

BC **Bob Coleman** 26:53

Yeah.

MF **Manuel Flores** 27:09

You know, President Eisenhower's vision and the others and the others who were the the, the, the mothers and fathers of this amazing program to to to really grow it even further.

BC **Bob Coleman** 27:16

Bothers.

I think I am. I love that program. Talk about a great way on a micro basis to revitalize America's rural main streets and downtowns that that small business owner own the building. I mean that is and and as you said, we don't want to strap in for cash. So good for you. I think that's great.

MF **Manuel Flores** 27:37

That's right.

BC **Bob Coleman** 27:41

I I I did not know you were a politician and then you were a regulator and now you're an entrepreneur because you are. You are an entrepreneur of a small business. CDCS are small businesses. I'm going to ask you a tough question. Which job do you enjoy the most?

MF **Manuel Flores** 27:47

That's right.

That's right.

Sure. Well, first of all, I I don't. I never considered them jobs and and you know, I I know you did it. I, you know, I I reference that just because I I I feel like I'm one. I feel so lucky, so fortunate that.

BC **Bob Coleman** 28:03

I I I You're right. You're right. I misspoke.

MF **Manuel Flores** 28:16

I I have roles where I can contribute, where the work that we're involved with is going to have some kind of a tangible impact, a positive impact.

BC **Bob Coleman** 28:32

Yeah, good for you.

MF **Manuel Flores** 28:33

And it's done in service. So as a as a little boy, Bob, you know, I, you know, I I don't know what it was, but I always wanted to be an attorney. I'm an attorney by profession. And it was. And I give, I give credit to my parents. I give credit to my dad

and my mom and.

And you know, and I'm also a person of faith. I think God works in in very unique ways and and so I've been, I've been along the way. I've had a a journey where I've been able to tap into this.

Service and in terms of giving back and but what's really neat, Bob, is it's it's been in partnership with others. There's always been collaboration, engagement, working in teams.

Learning from people, you know, getting to meet getting to meet people like you, Bob. I remember when I first became the the head of of SomerCor and and you know I'm going to be be honest with you, even though I was the the banking regulator, I was not enmeshed.

in all things SBA. But when I knew that I was transitioning and getting more involved with SomerCor, became aware of the Coleman Report, and you know, I would tune in daily. I learned so much from that that noon, for us it was a noon, you know, that that noon tune in to your program.

And then now continuing to read the materials that you distribute. So there there, you know, I've been blessed that I've been able to meet a lot of the Bob Coleman's out there and and it's just, it's amazing. And then this particular program, I got to tell you.

Um.

You know, I would say that this is a very, very neat opportunity that I'm in and and super grateful. And again, it's, you know, people do ask me, Bob, well, do you miss being an Alderman? Do you miss being an elected official? I tell them, you know. I I haven't missed anything from the perspective of giving back. I haven't missed anything from the perspective of serving and and then what what I also like Bob is I'm going to tie in this what's going on with Cook County this this down payment assistance and then the the federal program. Think about this.

BC **Bob Coleman** 30:42

Right. That's a great answer. Yeah, great answer.

MF **Manuel Flores** 30:56

Here we're one of the things why I get so excited about that initiative is we are, we are connecting one of the best performing long standing federal economic development loan programs, right, that already has some very favorable loan terms.

And now what we're doing it is we're pairing it with a very localized economic development initiative and we're pairing the two to amplify the impact to have even a greater multiplier effect in, you know, in in in making the investment in the purchase of the property.

In the build out of the property and the the purchase of new equipment, expanding that small business and doing it a way where we are accelerating that growth, we are accelerating that job creation and we're accelerating that local investment in neighborhoods and communities how?

Oftentimes do we hear about, you know, stories of where a person who grew up in a neighborhood wants to be able to invest and open up their business in their neighborhood. Well, this kind of program makes it that much more possible to achieve.

And and so, you know, for all, for all the talk of, you know, you know, how can we draw more efficiencies, how can we get people to work together? We're doing it. We're doing it at, you know, bringing, bringing a federal program with a local program, very localized business support organizations, local chambers of Commerce local lending partners were saying, wow, Manny, this is great. We can, we can do even more now together and and the outcome is, as I already said, more jobs, more local investment, more opportunity and then stronger and healthier communities.

BC **Bob Coleman** 32:45

And and that that and that I I enjoyed that answer and I enjoy, especially when you're talking about the service aspect because in all those roles you're you're right, you're providing a service and I always enjoy finding out how someone's journey and how. How they ended up in our profession and that is a great road map in terms of picking up all of that experiences to be able to deliver to your corner of the world which is just which is a fantastic story. Last question outlook in 20262027 I I how optimistic.

Are you in terms of your your impact to the community?

MF **Manuel Flores** 33:31

So we're we're super optimistic, a lot of exciting things going on. Well, you know, you know, look, are there challenges? Yes, there there are a lot of challenges, but I I would say if you're a certified development company.

BC **Bob Coleman** 33:33

I figured. I figured I was gonna get the answer. I don't know why, and I'm glad you said that.

Of course, yeah, of course.

MF **Manuel Flores** 33:51

This is another reason why I love what we do is that, you know, I call ourselves Evergreen. If there are some headwinds, well, the SBA 504 is going to make it easier for you to weather those headwinds. If the economy is going like gangbusters and if there's, you know, then look, the 504 is still going to be a really good program for you in.

BC **Bob Coleman** 34:09

Right.

MF **Manuel Flores** 34:11

And looking at being able to make an investment in your business to be able to buy a facility, build out that facility, buy that you know equipment. So, so it starts from there. But for us, you know I'm going to, I'm going to say I'm going to brag about the state of Illinois a little bit, you know there.

BC **Bob Coleman** 34:26

Please, please.

MF **Manuel Flores** 34:28

Yeah, you have a lot of, you know, yeah, there's a lot of headlines. And sometimes I think, you know, people, people get caught up in some of the stuff that's out there in the news. But, you know, make no mistake about it, the state of Illinois, like all of our states, we should be proud. I mean, you know, I'm a proud, I love our nation. Every one of our states has an amazing story, right? So.

I also don't want to come across as a 0 sum game. This is the United States of America. This is this is, you know, blue, red, white, you know, and the 504. I love it. So, so, so.

BC **Bob Coleman** 34:51

Thank you. Thank you. Thank you.

Wait a minute. We may have a new a new slogan for NADCO. Blue, red and white and five. Anyway, go ahead. I love it.

MF **Manuel Flores** 35:08

So, you know, in Illinois, so we're, you know, one of the, we're still one of the top destinations for relocation, corporate expansion. You know, you had the site, Selection magazine had the state of Illinois #2, the city, Chicago.

Metro is actually #1 nationally in terms of the investments and why is that? You know, I think sometimes people forget we have, we have the Argonne National Laboratory, we have the Fermi National Laboratory where?

BC **Bob Coleman** 35:31

Oh.

That's right.

MF **Manuel Flores** 35:44

We're the only state in the nation that actually has that's two national labs that are part of the Federal Department of Energy Office of Science. That's a big deal. Both of those, both of those labs are leaders, global, global leaders and all things energy.

They're leading in in quantum information science. You know, we have, we have the Goshen investments, a \$2 billion plus investment in electric vehicle battery factory.

We have Rivian, \$120 million for a supplier park in Central Illinois.

That they're building out. We have the Illinois Quantum and Microelectronics Park.

It's 128 acre multi-billion dollar global hub that we're creating here in the state of Illinois. And then you have some amazing universities. We have transportation and you know we're we're located.

Also right near Lake MI, other large bodies of fresh water and that's important. And so you have you have also a lot of diversity in our industry and commerce which makes makes this region unique and.

BC **Bob Coleman** 36:46

Absolutely.

MF **Manuel Flores** 36:56

And look, I think, I think we all do better when when we acknowledge that we are together and so we're better together. And you know it's there's a lot of great stuff going on here in in Illinois and Northwest Indiana, Wisconsin, the areas that we cover and it's just.

You know, that's where I tell our people is like, look, we're part of that mission. Our mission is to go out and to do everything we possibly can on behalf of our government, on behalf of our taxpayers. Those are our investors. The taxpayers are our investors. Even though the 504 program is a 0 subsidy program, it pays for itself. It still belongs to the taxpayer, still belongs to all of us as as Americans. We have to go out. We're part of the solution in creating the opportunity and creating a strong economy. And we're doing it locally, which is, which is great. It's a neighborhood, each neighborhood at a time, community at a time. And I'm going.

Say this, but I'm gonna keep saying this. Own your business. Own the build. Own the business. Own the building. Own the business. Own the building. SBA 504.

BC **Bob Coleman** 38:02

Manny, if you didn't get anybody fired up to go out there and make loans to America's small businesses and to operate your own small business, they're not paying attention to you. What a great conversation. I'm going to end it here. Manny, thank you so much for joining, joining me and continued success for SomerCor, the Coleman.

CDC of the Year for 2026. Thank you so much, Manny.

MF **Manuel Flores** 38:26

Thank you, Bob.