



By Jessica Muñoz

Francisco Fabian came to the United State from Mexico at a young age. He began working in laborer positions in the farming industry in Watsonville, California. As the years went by he met his wife and they later had a daughter. Francisco enjoyed the work he did and moved to different farms as new opportunities came. He eventually moved to Hollister, California and began working in San Martin, California at B&D FFM Mushrooms, Inc.



Francisco Fabian owner of B & D FFM Mushrooms Inc.

Due to his long years of experience and strong work ethic, Francisco quickly rose through the ranks at the farm. He began to manage operations and acquired much insight into how the business worked. In 2017 the owner of the farm decided he wanted to retire and sell the business. Francisco had financially prepared himself for an opportunity such as this but knew that he would need help through this process. He arrived at the Small Business Development Center of Silicon Valley in search of someone who could help him walk through this process. This is when he was partnered with his advisor, Yacanex Posadas. Yacanex had experience working with large financial investments and was bilingual.

Yacanex helped him connect with a business attorney, a real estate agent, as well as a CPA firm. This was essential to begin negotiating pricing, the purchasing and legal structure of the business. Yacanex helped him find a solution for the legal structure by separating the business from the land and creating two separate legal entities. Francisco realized this

would be the best option for the future of his investment. Throughout the whole process Francisco was very committed, open-minded and ready to learn.

After months of negotiations, both parties came to a pricing agreement and the loan process came to its next steps. This was a tedious process but the bank was able to grant Francisco a loan. Francisco quickly realized there were more to managing a business than the tasks he had managed. Yacanex helped him learn how to use technology to make his business more efficient. Yacanex ensured that Francisco was aware of the whole process and that all of the paperwork was taken care of.

With the purchase of this business not only did Francisco retain the jobs of twenty of his long-time colleagues, but he reached another milestone of the American Dream. In today's political climate and economy, the American Dream seems like a far fetched illusion that seems nearly unattainable for most. "Francisco reminded me of why I love this work," said Yacanex Posadas of his experience working with him throughout this process. "He was committed, persistent and was not going to back down regardless of any obstacles that came in the way." Francisco is now very focused on continuing to make the business more efficient, and plans to finance new machinery that will allow him to grow production and grow the business.



Owner with his daughter and some of his staff.