

MB Success Stories

Coffee, tea and MB



“Good coffee is like friendship: rich and warm and strong.”

– Pan-American Coffee Bureau, late 1980s

Whether rooted in business or a result of personal associations, strong relationships are often springboards for business-building opportunities – especially for entrepreneurs. In fact, it’s the business owner able to capitalize on strong banking partnerships that can make new ideas happen. The challenge, however, is in finding a bank willing to be innovative and invest in an entrepreneur’s dream.

Bob Jacobson, partner, **Friedman & Huey Associates, LLP**, works closely with many privately-held business owners in the Chicago area and he knows what challenges his clients face. Bob also knows **Jim Mann**, senior vice president, commercial banker at **MB Financial Bank**. Through their 15-year business relationship, Bob has learned about banking and Jim has talked about the difference MB can make because its commercial officers act as advocates for customers within the bank. Two years ago, Bob suggested to his clients, **Steve Gorelik** and **Brad Schulman**, partners of **Chicagoland Beverage**, that they talk to Jim. Chicagoland Beverage is a leading coffee and tea distributor to high-end restaurants and hotels.

“At my last bank, they couldn’t offer us creative solutions... so they wanted to do my mortgage,” notes Steve. “So Bob told us to talk to MB because they think outside the box. That’s what we needed.” Jim worked with Steve and Brad to create a financing program through MB that addressed their specific financing needs.

Steve and Brad recognize that the continued success of Chicagoland Beverage depends on the continued success of its partners – like **Intelligentsia Coffee Roasters**, which Chicagoland Beverage distributes. They had several conversations with Intelligentsia’s CFO about better ways to finance their equipment and increase cash flow efficiency.

“We want Intelligentsia to succeed,” says Steve. “If they’re properly funded, it benefits us and our business.”

“We suggested that they talk to Jim, too,” adds Brad, “because you can talk to Jim like an entrepreneur. I don’t like to make a lot of personal referrals but, in this case, I understood Intelligentsia’s challenge and that Jim could help.”

While Intelligentsia has a distribution relationship with Chicagoland Beverage, they also operate their own wholesale business. “Because Jim worked with Chicagoland Beverage, he already knew our industry and how it works,” explains **Cara Miller**, CFO, Intelligentsia. “He was able to jump right in and get started with us.”

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The irony for both companies is that now that they aren't seeking financing, they're getting calls from other banks. "Where were they when we needed them?" asks Cara.

"From an entrepreneurial perspective, I feel that other banks aren't thinking like an entrepreneur," observes **Doug Zell**, president & CEO, Intelligentsia. "Other banks need easy boxes to put us in and don't want to think too hard. I've been underwhelmed that they couldn't come up with solutions for small manufacturing companies.

"Jim is full of ideas," he adds. "He cares. With previous banks, they never generated any ideas. Big deal. We've found that MB is more than some clever billboard. MB looks at the whole picture – something that other banks just don't do enough of."

At MB Financial Bank, relationships start here. Let us help you implement creative financial solutions that make sense for your business. Together, we make big things happen.

Customers

Chicagoland Beverage

Steve Gorelik, partner

Brad Schulman, partner

Intelligentsia Coffee Roasters

Doug Zell, president & CEO

Cara Miller, CFO

The MB Factor

Jim Mann, senior vice president, commercial banker

Products and services of both customers include:

- Loans
- Receivables
- Equipment
- Mortgages
- Treasury Management

Referral Source

Friedman & Huey Associates LLP

Bob Jacobson, partner



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