

CMTC SUPPORTS MOTHER-DAUGHTER TEAM GROW THEIR BUSINESS

ABOUT OAKLAND FORTUNE FACTORY. Oakland Fortune Factory is one of the oldest fortune cookie makers in the San Francisco Bay Area, and one of the last companies that still makes their products entirely by hand, combining modern flavors with centuries-old craftsmanship. The factory opened in 1957 and was acquired by Alicia Issvoran's parents in 2016. After graduating from college, Alicia returned home to help her parents keep the operation going. Now, Alicia co-owns the business with her mother. The company has been featured in the New York Times, on ABC News, and in other regional and national media.

THE CHALLENGE. Oakland Fortune Factory is one of the oldest fortune cookie makers in the San Francisco Bay Area, and one of the last companies that still makes their products entirely by hand, combining modern flavors with centuries-old craftsmanship. The factory opened in 1957 and was acquired by Alicia Issvoran's parents in 2016. After graduating from college, Alicia returned home to help her parents keep the operation going. Now, Alicia co-owns the business with her mother. The company has been featured in the New York Times, on ABC News, and in other regional and national media.

MEP CENTER'S ROLE. CMTC worked with Oakland Fortune Factory through the California Manufacturers Accelerator Plus® (CMA+) Program. A CMTC advisor worked with Alicia to identify the company's business challenges and provide one-on-one coaching as well as information about available funding and incentives. CMTC helped Oakland Fortune Factory with strategic planning and provided the company with avenues for business growth. Owner Alicia Issvoran noted that she looks forward to working with CMTC in the future.

"We could not be more satisfied with our CMTC mentor. The entire process from start to finish was exactly what we had hoped for and has helped us get a better grasp on the state of our business and how it relates to our industry."

-Alicia Issvoran, Owner

RESULTS



5 jobs retained



1 job created



\$79,872 in new sales



\$44,025 in new investment



\$37,920 in cost savings

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