

# HAWAI'I SBDC SUCCESS STORY

## GRONDIN

David Segarra and Jenny Grondin are the proprietors of Restaurant Grondin. Although this is their first venture in Hawai'i, both have extensive restaurant industry experience that spans from NY, St Johns (Virgin Islands) and now on Oahu. The new eatery that recently opened this April serves up delicious French Latin comfort foods at 62 N. Hotel St in Chinatown. David being Ecuadorian and Jenny's late father being a French chef, it came naturally for the couple to fuse the regions together. Their vision is entrusted to head chef Andrew Pressler, who came from Fatty Cue's in New York to introduce this new concept to Hawai'i. Now serving lunch as well as dinner, Grondin has had a packed house every night since its opening and there is a wait to get a table in the quaint 45 seat restaurant.

David and Jenny became clients of the SBDC when Grondin was just a concept. We were able to work closely with them and assist with their business planning and loan packaging, with an emphasis on start up costing and cash flow projections. The great thing about David and Jenny are that they are meticulous and very well organized. Although they encountered mishaps along the 8 month journey to get the restaurant up and running, their persistence and willingness to adapt quickly to changes are their real strengths and a testament to how they run their business.

The SBDC looks forward to working with David and Jenny as they continue their successful venture and perhaps pursue possible expansions in the future.

