Moises and Patty Garcia were both brought up by merchant parents and grandparents, and when they were married, they already knew they wanted to go into business together. Moises was inspired by his father and grandfather who owned a tire business in Guadalajara Jalisco, Mexico for 35 years. Patty was born in Los Angeles, by a family who also owned a business. After moving to the United States and working for twelve years at a company in Bakersfield, Moises felt that he had learned all he could and saved as much as he could, and he knew it was time to go out on his own.

With just $500 and the support of his wife, Patty, Moises started his business part-time, buying and selling new and used tires, and exporting tires to Mexico. But, after only two months, they realized that the business was booming at a surprising rate that they could not keep up with. Moises made the difficult decision to quit his full-time job and dedicate all of his time to the family business. This was a long and challenging process; reinvesting every dollar and sacrificing time with family, but they knew it would be worth it.

Moises and Patty found Mission Community Services Corporation’s (MCSC) “Empezando” Spanish business start-up class, and quickly realized that they needed to know more about entrepreneurship to take full advantage of their sudden growth.

The MCSC Empezando class showed Moises and Patty how to create a firm foundation for their business by teaching them about finances, management, employees and determining what type of business entity would be best for them. Jesse and Clarita Portillo, the instructors of the class and MCSC business consultants, showed them needed business skills and highlighted the importance of incorporating their values into the business, and treating every customer as a cherished part of their success. They now have clear vision of what they want out of their business and what it will take to get to their goals.

While they started with just two people, they now have six new employees in Bakersfield and five in Guadalajara. Their sales are up more than 40% and their next step is to expand into Texas. Patty and Moises will tell you that the best part of their jobs is meeting new people and interacting with their clients. They travel quite a bit, which they enjoy, and hope to be able to expand their business even more in the coming years.

Moises says that the best advice he can give to someone just starting out is, “Get informed about all the details of opening your business through a class like “Empezando,” and get advice from professionals like our MCSC consultants Jesse and Clarita Portillo. And he adds, “Never stop pursuing your dreams!”