

OttLite Technologies, Inc. Secures \$7,500,000 in Debt Capital



OttLite Technologies, Inc.

**Designer and importer of
specialty lighting products**

A Prism Mezzanine Fund portfolio company

\$7,500,000 Senior Secured Credit Facilities

\$7,000,000 Revolving Line of Credit

\$500,000 Cash Flow Term Loan

Refinance Existing Debt and Support Working Capital
Financing provided by Marquette Business Credit

*The undersigned acted as exclusive financial advisor
to the company on this transaction.*



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“Concord’s process was both efficient and professional and they brought us several financing options from which to choose. Of greater value was having an experienced advisor leading the process which allowed Prism and the management team of OttLite to focus on running the business.”

Blaine Crissman – Partner,
Prism Mezzanine Fund

THE ENGAGEMENT

OttLite Technologies, Inc., a designer and importer of specialty lighting products (the “OttLite”), was being asked to find new financing by the large, multi-national bank that acquired the institution that originally provided it financing. OttLite was purchased by a private equity sponsor in 2006 and had recently restructured its balance sheet with the strong support of Prism Mezzanine Fund, which had co-invested with the equity sponsor, and now owns a controlling interest in the Company.

THE CONCORD CLOSE

Concord utilized a detailed memorandum highlighting the Company’s strong new management team, committed and supportive ownership, strong gross profit margins and leadership position in its product category. After conducting a targeted process to appropriate debt capital providers and receiving several proposals, Concord and the Company concluded that Marquette Business Credit was the best fit for the Company and the deal closed within 60 days of signing Marquette’s Term Sheet. The entire process was completed in 120 days

ABOUT:

Concord Financial Advisors is a financial intermediary specializing in private placements of senior debt and subordinated debt/mezzanine financing for middle market companies. We leverage our knowledge, experience and relationships to provide the best financing solutions for your unique credit situation. Concord has closed 90% of its retained assignments and more than 100 successful transactions since inception in 2001.

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Experts at Sourcing Debt Capital

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