

Concord Financial Advisors, LLC Secures a \$20 Million Senior Secured Revolving Line of Credit and a \$6 Million Term Loan for Hufcor, Inc.



Hufcor, Inc.
Movable Wall Manufacturer
and Distributor
Janesville, WI
\$20,000,000
Senior Secured Revolving
Line of Credit
\$6,000,000
Term Loan
Refinance Existing Debt &
Support Working Capital

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



ConcordFinancialAdvisors.com

THE ENGAGEMENT

Concord Financial Advisors, LLC announces the closing of a \$20MM Senior Secured Revolving Line of Credit and \$6MM Term Loan for Hufcor, Inc. (Company) located in Janesville, WI. The Company is a leading, global manufacturer and distributor of movable walls.

THE CONCORD CLOSE

Concord created a detailed memorandum featuring the Company's leading global industry position and strong ownership/management team. Concord drew on its 100+ years of collective corporate finance experience and proven debt placement process to identify bank and non-bank financial institutions that were comfortable with the industry and situation.

After conducting a targeted search process that generated a variety of Proposals, Concord secured an attractive loan structure from a nationally recognized finance company that met the Company's financing objectives, including a Senior Secured Revolving Line of Credit and Term Loan, eliminating the need for a Mezzanine Lender.

"Concord was a true partner and identified qualified lenders that understand our business and negotiated the terms and structure of our lending arrangement with our new lender. We are extremely pleased with the work ethic, strategic input and results provided by Concord."

Kevin Flanagan
CEO
Hufcor, Inc.

ABOUT:

Middle market companies seeking access to debt capital require a trusted advisor to help them navigate the often convoluted financing process. Concord's clients rely on our broad financial expertise and deep relationships with a wide range of capital providers in offering tailored debt financing solutions that result in significant savings of time and money for our clients. Concord has closed over 90% of its retained assignments and more than 140 successful transactions totaling over \$1.2 Billion since its inception in 2001.

ConcordFinancialAdvisors.com



Experts at Sourcing Debt Capital

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PRODUCTS

- Asset based loans
- Cash flow loans
- Unitranche financing
- Subordinated / mezzanine financing
- Equity financing
- Real Estate / M&E term loans
- Sale / leasebacks
- Bridge loans
- DIP loans
- SBA loans 7(a) and 504
- USDA loans
- Select M&A transactions

CLIENT BASE/PROFILE

- Private & public companies
- Private equity sponsors
- Family businesses
- Entrepreneurs
- Manufacturing, distribution & select service companies
- \$20 MM - \$500 MM in revenues
- \$2 MM - \$150 MM in credit facilities
- \$0 - \$50 MM EBITDA

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