

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

- Private & public companies
- Private Equity sponsors
- Family businesses
- Entrepreneurs

Client Profile

- Manufacturing
- Distribution
- Select service companies
- \$20MM - \$500MM in revenues
- \$2MM - \$150MM in credit facilities
- \$0 - \$50MM EBITDA

Knowledge – Experience – Relationships

Concord Financial Advisors, LLC, has one mission: We source the most creative financing solutions with optimal terms from lenders that understand our clients' businesses, resulting in significant savings of time and money for our clients.

We leverage our **knowledge, experience** and **relationships** and offer the benefits of a "one-stop service," so our clients can focus on operations and management rather than the complexities of financing their businesses.

Knowledge

- Our team knows how to find the right lender and the right deal, quickly and efficiently.
- We create competition for the deal, so our clients get the most advantageous terms and conditions.

Experience

- Our team has over 100 years of combined corporate finance experience.
- Concord has closed over 90% of our retained assignments, with more than 150 successful transactions in excess of \$1.3 billion in debt raised since we began in 2001.
- We identify the ideal lenders who understand our clients' unique businesses and financing needs.

Relationships

- Our personal relationships with over 300 diversified capital providers cover the entire market and spectrum of potential lenders.
- We work on our clients' behalf and tell their stories to targeted lenders with whom we have deep, long-term relationships, eliminating the need for our clients to tell their story multiple times to multiple lenders.
- We provide an upfront screening of the transaction with potential lenders at no cost to our prospective clients.

CHICAGO

Thomas E. Jones, Managing Partner

312-545-5200 | tomjones@concordfinancialadvisors.com

Andrea Joselit, Managing Director

312-286-9406 | ajoselit@concordfinancialadvisors.com

MILWAUKEE

Steve Yahnke, Managing Director

414-758-5161 | syahnke@concordfinancialadvisors.com

William D. Farrar, Managing Director

262.424.7240 | bfarrar@concordfinancialadvisors.com

**Locomotive Manufacturer
Illinois**

Senior Secured Credit Facilities

\$14,800,000

\$6.0MM Line of Credit

\$5.3MM Term Loan

\$3.5MM USDA Real Estate Loan

Refinance Existing Debt & Support Working Capital

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



ConcordFinancialAdvisors.com

**Television Broadcaster
Michigan**

Senior Credit Facilities

\$16,000,000

\$11,000,000 Cash Flow Term Loan

\$5,000,000 Line of Credit

Refinance Existing Debt &
Support Working Capital

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



ConcordFinancialAdvisors.com



A portfolio company of



Automotive Heat Transfer Products
North America

Senior Secured Credit Facility

\$15,000,000

\$15,000,000 Revolving Line of Credit

Refinance Existing Debt & Support Working Capital

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



ConcordFinancialAdvisors.com

**Specialized Heavy
Equipment Services Company
Missouri**

Senior Secured Credit Facilities

\$7,000,000

\$2,750,000 Revolving Line of Credit

\$4,250,000 Term Loan

Refinance Existing Debt and
Support Working Capital

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



ConcordFinancialAdvisors.com

**Food
Manufacturer**

\$80,000,000

Senior Credit Facility

Exclusive Debt Placement
Agent

February 2013



ConcordFinancialAdvisors.com



Elite Companies -
Manufacturer of Precision Sheet Metal
Fabricated Component and Assemblies-Illinois

Senior Secured Credit Facilities

\$9,865,000

\$5,000,000 Revolving Line of Credit
\$2,365,000 Letter of Credit to Support an IRB
\$1,500,000 Term Loan
\$1,000,000 Capital Expenditure Line of Credit

Refinance Existing Debt and
Support Working Capital

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



ConcordFinancialAdvisors.com

Private Equity Fund

Aftermarket Automotive Parts
California

Senior Secured Credit Facility

\$11,100,000

\$10,000,000 Revolving Line of Credit

\$376,000 M&E Term Loan

\$624,000 Overadvance

Refinance Existing Debt &
Support Working Capital

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



ConcordFinancialAdvisors.com

**Point-of-Sale Manufacturer
Illinois**

Senior Secured Credit Facilities

\$15,600,000

\$15,000,000

Revolving Line of Credit

\$600,000

M&E Term Loan

Refinance Existing Debt and Support
Working Capital

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



ConcordFinancialAdvisors.com



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.*



ConcordFinancialAdvisors.com