

Concord Financial Advisors, LLC Secures \$7.545 Million of Senior Secured Credit Facilities for Netcom, Inc.



Leading Designer and Manufacturer of RF and Microwave Technology

Wheeling, IL

Senior Secured Credit Facilities **\$7,545,000**

\$5.0MM Revolving Line of Credit

\$2.0MM Real Estate Mortgage

\$545K Equipment Term Loan

Refinance Existing Debt and
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 \$7.545 MM of Senior Secured Credit Facilities for a leading radio frequency technology company in Wheeling, IL ("Company"). The Company has been in business for more than 40 years, but found that it was no longer a fit for its bank's definition of a target customer.

The Company had been seeking a new banking relationship on its own, but was not satisfied with the progress it was making. After being introduced to the Company, Concord quickly determined that the Company's core business was solid and would be an attractive "relationship client" for many financial institutions.

THE CONCORD CLOSE

Concord quickly identified the most appropriate senior lenders for the Company and prepared a detailed memorandum summarizing the key aspects of the Company, coupled with setting up a data room with all pertinent information for select lenders. Concord threw on its 16 years of experience and conducted a targeted and efficient deal process with regional and national asset-based lenders, along with local banks. Concord procured multiple competitive proposals for the transaction. The Company was able to achieve its objective of obtaining an attractive financing structure with a local bank that can support its senior debt needs, including a revolving credit facility, a term loan, and a real estate mortgage. The Company's owner and management team were impressed with the resulting financing structure and the attractive economics of the transaction.

"Working with Concord Financial Advisors, LLC allowed us to not only meet several lenders whom we did not know, but also allowed us to run our business while Concord found us 'the right lending partner' who understood our business and met all of our refinancing objectives. Concord saved us a lot of valuable time and they negotiated a very favorable transaction for us too. We are very pleased with our new lender and with Concord's results."

Donald Arrington
Controller
Netcom, 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/PROFILES

- 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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