

Concord Secures \$6,542,000 Million of Senior Secured Credit Facilities for The Calmark Group, LLC

THE Calmark GROUP
where ideas originate

One of the leading full-service, single-site direct mail fulfillment operations in the U.S.

Total Senior Secured Credit Facilities
\$6,542,000
\$4,000,000 Revolving Line of Credit
\$2,542,000 Term Loan
Refinance Existing Debt and Support Working Capital

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


CONCORD
FINANCIAL ADVISORS LLC

ConcordFinancialAdvisors.com

THE ENGAGEMENT

Concord Financial Advisors, LLC announces the closing of \$6,542,000 of Senior Secured Credit Facilities for The Calmark Group, LLC, one of the leading full-service, single-site direct mail fulfillment operations in the U.S. ("Company"). The Company was formed in May 2012 upon the merger of two previous competitors. Due to certain merger-related issues and the fact that the original loan officer had moved to a different institution, the Company's bank did not want to continue the relationship. 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's assessment of the situation was that the Company was strong, under solid management and would be an attractive client for any number of financial institutions. The Company subsequently retained Concord to search for and secure a long-term banking relationship with a new institution.

THE CONCORD CLOSE

Concord created a detailed memorandum featuring the Company's strong management team, competitive strengths in its market and highlighted the plan to maintain and grow profitability and cash flow. After conducting a targeted search process to local, regional and national commercial banks that generated several Term Sheets, Concord secured a commercial banking proposal that met the Company's objectives and closed the deal in early April.

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 110 successful transactions since inception in 2001.

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Experts at Sourcing Debt Capital

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