

Concord (Milwaukee, WI Office) Secures \$5.5 Million of Senior Credit Facilities for WI Electronics Manufacturer

Electronics Manufacturer Wisconsin

Senior Secured Credit Facilities

\$5,500,000

\$4.0MM Revolving Line of Credit

\$1.5MM Real Estate Loan

Refinance Existing Debt & Support Working Capital

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



ConcordFinancialAdvisors.com

"Concord saved us a significant amount of time and money by running an efficient transaction process that quickly identified the right lenders for our family run business. Concord negotiated a creative and attractive loan structure with a National Bank that understands our business. We are very pleased with our new bank and with Concord's services."

President - Electronics Manufacturer

THE ENGAGEMENT

A specialized, electronic, contract Manufacturer was seeking to refinance its existing senior credit facilities. The Company was underserved by its current Bank who was not providing sufficient support for the Company's international needs and didn't seem to understand the business, and its corresponding challenges. The Company had a very strong balance sheet but lost a significant amount of money in each of the last two years. The owner of the business had supported the business during these lean EBITDA years with additional capital, but the Incumbent Bank decided not to renew the credit facility for another year. The Company retained Concord as its exclusive financial advisor to arrange a more attractive capital structure and identify a Bank that understood the company's business and objectives. The owner also wanted to find a new Banking relationship that did not require a personal guarantee.

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 conducted a targeted and efficient deal process with regional and national asset-based lenders along with a host of real estate lenders. Concord procured multiple competitive proposals for the transaction. The Company was able to achieve its objective of obtaining an attractive financing structure with a National Bank that can support its international needs with no personal guarantees. The Company's owner and management team were impressed with Concord's proven process, the resulting financing structure and the attractive economics of the transaction.

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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