

Concord Financial Advisors, LLC (WI Office) Secures \$10.0 Million of Senior Credit Facilities for WI Metal Coil Coater

2013 TMA Small Transaction of the Year Award Winner


Wismarq Industries, LLC
Wisconsin

Part A: Wismarq has been acquired by a Los Angeles based Private Equity Firm, Peninsula Pacific Strategic Partners, LLC (PPSP).

Part B: Wismarq has also been provided Senior Secured Credit Facilities by MB Business Credit.

\$10,000,000

\$8.0 Million Revolving Line of Credit

\$2.0 Million M&E Term Loan

Note Sale & 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 newly acquired business. Concord negotiated a creative and attractive loan structure with a National ABL Lender that understands our business. We are very happy with our new bank and with Concord's services."

-- Peninsula Pacific Strategic Partners, LLC

THE ENGAGEMENT

Headquartered in Wisconsin and with operations in Illinois, Pennsylvania and Tennessee, Wismarq Industries, LLC performs specialty coating of steel and aluminum for customers throughout the eastern United States, serving the commercial building and housing markets.

The Company's Lender declared a default and the parties entered into a forbearance agreement. It was concluded that the sale of Wismarq as a going concern or a refinance (if possible) was a better option than winding down the Company. Concord led the preparation of financial due diligence for potential lenders and/or investors by way of a secure data room.

THE CONCORD CLOSE

Concord Financial Advisors, LLC immediately assessed the situation and ran a very quick and intense, yet comprehensive, two-week process to find refinancing lenders and/or buyers.

The most favorable proposal was made by a Los Angeles based private equity firm, Peninsula Pacific Strategic Partners, LLC (PPSP) which proposed to purchase the notes from the Lender. Peninsula proved to be a value-added equity partner providing a permanent solution.

Concord also introduced PPSP to MB Business Credit, which moved quickly and aggressively to put together a working capital facility to augment the proposed note purchase. Working together and with the Lender, the team closed the transaction in less than six weeks.

As a result of the team's efforts, a fundamentally sound but distressed company was restructured in a very short time frame with over 200 jobs retained.

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 130 successful transactions since inception in 2001.
ConcordFinancialAdvisors.com



Experts at Sourcing Debt Capital

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