

Concord Financial Advisors, LLC (Milwaukee, WI Office) Secures \$2.25 Million of Senior Credit Facilities for WI Supplier of Electrical Products

Supplier of Electrical Products

Wisconsin

\$1,350,000

Senior Secured Revolving Line of Credit

\$900,000

Second Lien Term Loan

Refinance Existing Debt & Support Working Capital

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



ConcordFinancialAdvisors.com

THE ENGAGEMENT

A niche supplier of electrical products, primarily customized and standard power cords and electrical cable and wire products, was seeking to refinance its existing debt and support working capital. The Company was saddled with debt from a former sister company that went out of business in 2010. This debt obligation, while being reduced over time, limited the Company's ability to invest in its business and created working capital constraints. The Company worked diligently to cut costs and improve margins and needed a new lender that understood the business and could provide working capital financing to support its growth. The Company retained Concord as its exclusive financial advisor to arrange its debt financing and identify a lender that understood the Company's business and objectives.

THE CONCORD CLOSE

Concord quickly identified the most appropriate senior lenders for the Company and prepared a detailed memorandum highlighting the Company's diverse, blue chip customer base, strong supplier network, efficient operations, and strong management team. Concord conducted a targeted and efficient deal process with regional and national asset-based lenders to procure the most appropriate financing for the Company. A family office provided a \$1.35 million senior secured working capital line of credit and the existing lender, a national bank, took back a \$900K junior secured term loan. The Company's owner and management team were impressed with Concord's proven process and its ability to negotiate and structure a multi-faceted financing solution.

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 150 successful transactions totaling over \$1.3 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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