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International Control Services, Inc.  
FLEXIBLE SOLUTIONS WITHOUT BOUNDARIES

## **Concord Serves As Exclusive Financial Advisor and Arranges \$7.5MM in Senior Debt**

### **Client:**

**International Control Services, Inc.  
Decatur, Illinois**

### **Financing Arranged:**

**\$7.5MM Senior Secured Revolving Line of Credit**

### **Purpose:**

**Refinance Existing Debt &  
Support Working Capital**

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*"We were outgrowing our community Bank. Concord helped us secure new financing quickly and efficiently with their extensive network of lender relationships. Now, we are with a larger Bank that meets all of our needs. We are very happy with our new Bank*

*and with Concord's process and results."*

*Dennis Espinoza, CEO/President  
International Control Services, Inc.*

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Since 2001, our track record for closing retained assignments is over 95%. Our deep, long-term relationships with over 300 diversified capital providers covers the entire market and spectrum of potential lenders. Should a company in your portfolio need Senior Debt or Mezzanine Financing, or if you know of a company in need of debt financing, please call us to discuss the circumstances.

Thank you.



**Thomas E. Jones**

Managing Partner

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## **ABOUT CONCORD FINANCIAL ADVISORS, LLC**

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 95% of its retained assignments totaling over \$1.6 billion since its inception in 2001.

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## **OUR CLIENT BASE/PROFILES**

- Private and public companies
- Private equity sponsors
- Family businesses
- Entrepreneurs
- Manufacturing, distribution and select service companies
- \$20MM-\$500MM in revenues
- \$2-\$150MM in credit facilities
- \$0-\$50MM EBITDA

## **OUR 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

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## CHICAGO

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