



*Experts at Sourcing Debt Capital
Since 2001*



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Concord Serves As Exclusive Financial Advisor and Arranges \$21MM in Senior Debt

Client:



**The O'Gara Group
Fairfield, OH**

Financing Arranged:

\$21,000,000

Senior Secured Revolving Line of Credit

Financing Provided By:



UMB Capital Finance*

Purpose:

Refinance Existing Debt & Support Working Capital

**UMB Capital Finance combines the strength of an experienced team with a suite of financing solutions that range from asset based lending and mezzanine debt, to minority equity investments and accounts receivable purchases. They have solutions to help any business throughout its lifecycle.*

"Concord delivered the capital we needed. They ran their proprietary process, sourced multiple competitive proposals from their nationwide network of financial institutions and helped us negotiate an advantageous deal for O'Gara. We are very pleased with our new Lender and highly recommend Concord's services for companies seeking debt financing."

*Dominic Hunter, CFO
The O'Gara Group*

"Concord ran an efficient debt placement process especially with the challenges presented by Covid-19. Concord quickly identified multiple Lenders who understand the defense industry and sourced and negotiated several creative financing proposals. Concord was able to deliver on exactly what they promised."

*Nathan Harrell, Managing Director
Monroe Capital LLC*

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.

For this transaction, our relationship with UMB Capital Finance helped secure the deal. *UMB Capital Finance combines the strength of an experienced team with a suite of financing solutions that range from asset based lending and mezzanine debt, to minority equity investments and accounts receivable purchases. They have solutions to help any business throughout its lifecycle.*

If your business or a business you know has senior debt or mezzanine financing needs over \$2.0MM, call us for a complimentary consultation to explore various financing options in this challenging deal environment.

Thank you.

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ABOUT CONCORD FINANCIAL ADVISORS, LLC

Concord serves lower middle market companies and equity sponsors as a Debt Placement Agent. Concord has extensive experience, a nationwide network of Lender relationships, and unparalleled results in closing deals. With a 95% success rate and over 170 deals closed, we are celebrating 20 years in business at the end of 2020.

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

CHICAGO

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