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Concord Serves As Exclusive Financial Advisor and Arranges \$7MM in Senior Debt



Client:

BRM Holdings, LLC

Financing Arranged:

\$7MM Senior Secured Revolving Line of Credit

Purpose:

**To Refinance Existing Debt & Provide
Additional Working Capital**

"We were pleased to work with Tom Jones and his team at Concord. Our portfolio company needed to replace an existing senior lender, and Concord was there to help. Although we have many lender relationships, given the size of the financing needed, the complexity of our company's capital structure, and operational challenges due to COVID-19, we didn't have the right connections to get a financing done. Concord tapped into its substantial rolodex of lenders across the spectrum of

Banks and Fincos to create a short list of attractive lenders for our needs. Because Concord knows the lender universe so well, they were able to counsel us on how best to position the company and structure our financing to give us the best chance of success in a very tough credit market. In the end, Concord was able to negotiate a deal on our behalf that allowed our company the liquidity and capital we needed to grow. I highly recommend Concord for debt placement services."

Ross Christianson
Skyline Global Partners

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. 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.



Thomas E. Jones
Managing Partner
312.545.5200

[Email Tom](#)

Thank you.

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

- 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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