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Concord Serves as Exclusive Financial Advisor and Arranges \$12MM in Senior Debt

The Client



Purr-Ferred PetFood LLC, headquartered in Boca Raton, FL, has sourced proteins from around the world for the major national pet food manufacturers for 23 years. The Company's plant, located in Anchorage, Alaska, processes salmon, cod, halibut and ocean white fish for distribution throughout the U.S.

The Engagement

Purr-Ferred was seeking more accommodating funding than its current bank could provide and **engaged Concord Financial Advisors, LLC** to secure an improved credit facility with increased borrowing capacity and flexibility. Concord utilized its upfront, no cost assessment to review the situation and screen and qualify the deal with a select group of preferred lenders. Once engaged, **Concord was able to bring the deal to the marketplace within 24 hours** and **sourced six proposals** from three banks and three finance companies **within 10 days**.

The

Concord had to pivot quickly when the first lender unexpectedly backed out of the transaction. However, with Concord's 100+ years of corporate finance experience,

Concord Close

95% success rate in getting deals done, and deep relationships with a wide spectrum of nationwide corporate financiers, **Concord** was able to quickly identify the most appropriate lender, structure the most advantageous deal, and **close the transaction within 35 days**.

The Results

Financing Arranged:

\$10MM Senior Secured Revolving Line of Credit plus a \$2MM pre-approved accordion increase

Financing Provided By:

Edge Capital

Purpose:

To Refinance Existing Debt & Provide Additional Working Capital

"We are exceptionally pleased with our choice of Concord Financial Advisors, LLC. Tom Jones and the Concord team combine unique and extraordinary debt placement expertise with outstanding 24/7 personalized service. It is not an exaggeration to say that our transaction would not have happened without Concord's impressive services and Concord's diverse and extensive lender relationships, particularly with decision makers, throughout the U.S. I highly recommend Concord Financial Advisors for any company looking to get a debt transaction done quickly and professionally."

M. Brooks Turkel, CPA, FACHE
Financial Executive for Purr-Ferred PetFood, LLC

WHY CHOOSE CONCORD FINANCIAL ADVISORS?

- Concord serves **lower middle market companies** and **equity sponsors** as a **Debt Placement Agent**.
- Concord has over **100 years of collective corporate finance experience** and a **nationwide network of deep lender relationships** that cover the entire market and spectrum of financiers.
- **95% success rate** closing deals for over **21 years** with **\$1.9B in debt financing** arranged and **over 175 deals closed**.
- **Closed multiple deals** in a variety of industries, some within 45 days, **during COVID-19**.
- Our **knowledge, experience, relationships & results** are unparalleled.

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.

Thank you.



Thomas E. Jones
Managing Partner
312.545.5200

[Email Tom](#)

Our Mission: We source the most creative financing solutions with optional terms from lenders that understand our clients' businesses, **resulting in significant savings of time and money for our clients.**

OUR CLIENT BASE / PROFILES

- Private and public companies
- Private equity & independent sponsors
- Family offices
- Capital providers
- 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
- Factoring & purchase order financing
- Select M&A & Equity transactions

CHICAGO

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