

SPECTRUM COMMERCIAL SERVICES

DISTRIBUTOR OF BUILDING SUPPLIES

RESTRUCTURING FINANCING

\$3,000,000

Revolving Line of Credit

(Accounts Receivable and Inventory)

\$2,000,000

Commercial Mortgage Loan

(Owner-occupied Commercial Real Estate)

\$1,000,000

The Situation

- *The Company, formed 80 years ago, was restructuring through consolidation of its locations, staff reductions and enhanced marketing. The company needed increased financing to assist in its ongoing turnaround. The incumbent bank, however, was no longer interested in carrying this classified credit and simply wanted the company to exit.*
- *Losses continued at the company but they had made significant cost reductions and were on a trajectory of improved operating performance.*

The Solution

- *Working with the restructuring consultant, SPECTRUM provided a \$3,000,000 Credit Facility consisting of a \$2,000,000 Line of Credit and a \$1,000,000 Commercial Mortgage Loan to provide the additional borrowing capacity to facilitate the continued turnaround.*

The Benefits

- *The Company was able to obtain a stable and affordable source of additional working capital financing to take advantage of profitable growth opportunities.*
- *The Referring Bank was able to reduce its overall level of classified loans.*
- *The Consultant was able to arrange for its client to have the financing needed to continue their turnaround.*

Since 1995—SPECTRUM has provided Asset Based Loans (based on A/R, Inventory, Equipment and Real Estate) and Accounts Receivable Financing Solutions to Local Businesses Needing from \$100,000 to \$5,000,000

Please contact us for more information about how SPECTRUM may be able to provide financing solutions for challenging credits you encounter.

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