

SPECTRUM COMMERCIAL SERVICES

Most Recent Partnership

<p style="text-align: center;">OUTDOOR MAINTENANCE COMPANY</p> <p style="text-align: center;">WORKING CAPITAL FINANCING</p> <p style="text-align: center;">Revolving Line of Credit</p> <p style="text-align: center;">Accounts Receivable & Equipment</p> <p style="text-align: center;">\$300,000</p>

The Situation

- *An entrepreneurial-minded management group had the opportunity to buy an existing outdoor service company that provides lawn care, landscaping and snow removal.*
- *Due to a limited equity infusion by the buyers and given the limited experience of the new management in operating their own business, bank financing was not an option.*
- *The bank called SPECTRUM to assist the buyers with their financing needs.*
- *The acquisition and ongoing working capital needs of the new company required both a seller note along with SPECTRUM's financing of the receivables and equipment.*

The Solution

- *SPECTRUM advised the buyers on a viable ownership structure and worked diligently with them regarding the various terms of the purchase agreement with the seller.*
- *SPECTRUM provided a \$300,000 line of credit to fund the down payment to purchase the business and to provide working capital financing to facilitate future growth.*

The Benefits

- *The Entrepreneurs were able to realize their dream of owning their own business.*
- *The Banker who referred this transaction to SPECTRUM established a relationship with the new management team with the ability to cross sell other banking products.*
- *SPECTRUM gained a new borrower by providing the financing they needed.*

**Since 1995—SPECTRUM has provided Asset Based and
Accounts Receivable Financing Solutions to Local Businesses
Needing from \$100,000 to \$4,000,000**

*Please call for more information about how SPECTRUM may be able to
offer a solution for challenging credits you encounter.*

Joel Dammann, VP
(952-876-8226)

Brian J. Van Nevel, Co-CEO
(952-876-8225)

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Web Site: www.SpectrumCommercial.com