













Chapter Sponsor Logo	Company Name (sorted by sponsor level & by a-z)	Contact	Deal Structure Description / Types	Deal Structure Requirements and/or Additional Information	Min. Revenue (annual)	Industry Types
	Crestmark Bank www.crestmark.com	Scott Frederick (708) 613-8976 sfrederick@crestmark.com	- Asset Based Lending (AR-INV-M&E) - Revolving Ledgered Lines of Credit - M&E Term Loans and Equipment Leasing - SBA Lending - Traditional Factoring	- ABL, covenant light - Ledgered no covenants - Up to 60 months, FMV and Dollar Buyout - SBA guidelines, cash flow loans - Retail space, credit insured	\$500,000	Manufacturing Staffing Oil, Energy, Distribution Hotel & Insurance Retail
	Republic Business Credit www.republicbc.com/	Robert Meyers (630) 788 5100 rmeyers@republicbc.com	- Factoring & Asset-Based Lending - AR Factoring w/ Inventory & Term Loans - Refinance Lending, M&A Acquisition, DIP Finance - Facility sizes range from \$250K - \$10M - Distressed, Finance Start-ups & Rapid Growth Customers	- No Covenant Requirements - Personal Guarantee not required - Can Fund in 1-2 Weeks if necessary - Secured Lending Eligible Collateral Includes: Accounts Receivables, Inventory, & M&E	\$2 million	Manufacturing Staffing Service Distribution Apparel Oil & Energy
	Veritas Financial Partners www.vfofinancial.com	Evan Nadler (312) 809-0757 enadler@vfofinancial.com	- Senior Secured Asset Based Lending - Growth, Turnaround or Restructuring Financing - M&A Acquisition & Exit Financing - Refinance & Recapitalization Lending - Single Solution Working Capital Facilities	- \$2-25 million credit facilities - > \$1 million Accounts Receivable - Average floating interest rate of 5-7% - M&E and RE term loans up to 45% of overall facility - <75% of NOLV on M&E and <65% of FMV on RE	\$10 million	Manufacturing Distribution Business Services Consumer Goods Technology Services
	Accord Financial, Inc www.accordfinancial.com	Sue Duckett (708) 710-5960 sduckett@accordfinancial.us	- Factoring & Asset Based Lending - Facility size \$50k - \$20M - Refinance, restructuring, growth financing, DIP - Foreign A/R - European and Canadian	- Low credit score approval - Quick turnaround - No fee to leave early with bank line of credit - A/R, inventory, M & E collateral no covenants on A/R only deals	\$500k	All except Construction and Medicare/Medicaid
	Bank of America Business Capital www.bofam1.com	Mike McCormick 312-992-6112 michael.p.mccormick@bam1.com	- Refinance & Recapitalization Lending - Acquisition financing - Leveraged Dividends - Working Capital Facilities	- A/R and Inventory revolvers - PP&E Term Loans - No personal guarantees	\$50 million	Retail Wholesale distribution Manufacturing Staffing Transportation
	Bibby Financial Services, Inc www.bibbyusa.com	Jim Vargo 847-921-0506 jvargo@bibbyusa.com	- Asset Based Lending - Domestic and International Factoring - Transportation Finance and Factoring - M&A Acquisition & DIP/Exit Financing - All Working Capital Facilities and Solutions	- Secured Lending against AR, INV, M&E and RE - Factoring with Inventory and M&E Loans - Facilities for Small to Middle Market Companies - Key Focus on Collateral vs Income Statement - Financing Growth, Transition and Turnarounds	ABL Revenues \$10MM and Factoring \$1MM	Manufacturing Transportation Whlse/Distribution Import/Exporters Retail/Other
	Big Shoulders Capital LLC www.BigShouldersCap.com	Alex Mazer 242.927.5329 alex.mazer@bigshoulderscap.com	- Asset Based Lending - Machinery and Equipment Loans - Acquisition Financing / Bridge Financing - Distressed Loan Purchases / Refinancings - Junior Loans / Equity	- Appraisal - Quick Closing - Creative Structuring	Minimum Loan Size: \$1MM	Manufacturing Construction Transportation Oil and Energy Distribution
	CIBC www.theprivatebank.com	Mitchell Rasky (312) 564-6954 f	- Asset Based Lending - M&A Acquisition & Exit Financing - Refinance & Recapitalization lending - Turnaround financing - Working capital, term and mortgage facilities	- Secured Lending on AR, Fixed Assets, inventory - Cash flow overadvances - Can do fully secured high leveraged loans - can do transactions anywhere in US and Canada	minimum loan size is \$5 million	distribution manufacturing service
	Gibraltar Business Capital www.qibraltarc.com	Anthony DiChiara (224) 235-4551 adichiara@qibraltarc.com	- ABL Credit Facilities (\$2-10MM+) - Factoring Lines (\$250M+)	- Lend against A/R, Inventory, Equipment - Consider refs, turnarounds, restructurings, M&A - No Personal Guarantees	\$2 million	All Industries
	First Business Capital Corp. www.firstbusiness.com	Mike Colloton (262) 792-7180 mcolloton@firstbusiness.com	- Asset Based Lending - Working Capital Revolvers/Equip Term/RE Term - M&A, Acquisition & Exit Financing - Refinance and Recapitalization Lending - Expansion Financing	- Working Capital Revolver based on A/R required - Senior, Secured Loans - Fundings from \$1 million - \$10 million - Will do Blue Sky/Airballs dependent on cash flow	\$5,000,000	Manufacturing Distributors Processors Business Services Wholesalers
	Monroe Capital www.monroecap.com	Michael Egan (312) 523-2362 megan@monroecap.com	- Unitranche, Senior and Junior Debt Financings - Cash flow and enterprise value based lending - Equity Co-investments - Retail & Consumer Goods Asset Based Lending	- Minimum TTM EBITDA \$3 million - Minimum Loan Size \$10 million - U.S. and Canada	\$10 million	Generalists Healthcare; Retail Tech; Media Specialty Finance
	US Bank www.usbank.com/abf	Aaron Sceva (312) 325-8959 aaron.sceva@usbank.com	- Asset Based Lending - M&A Acquisition & Exit Financing - Refinance & Recapitalization Lending - Working Capital Facilities	- Secured Lending Eligible Collateral A/R, Inventory, M&E and Real Estate - Flexible covenant packages	\$50 million	Food Retail Metals Manufacturing Distribution
	12five Capital, LLC www.12five.com	Ryan Jaskiewicz (630) 270-3072 ryan@12five.com	- Factoring/Invoice Financing - Asset Based Lending - Purchase Order Financing - Recurring Revenue Lines Of Credit	- Need to be secured lender on collateral we finance. - ABL starts at \$300k facilities - Performance Validity Guarantees - Lockbox w/ 12five - No term, simple 90 day out on factoring contracts	\$100K	Manufacturing Service Food Retail Products Government
	AloStar Capital Finance www.alostarbank.com	John T. Todd (773) 294-4688 jtodd@alostarbank.com	- Asset Based Lending - M&A Acquisition & Exit Financing - Refinance & Recapitalization Lending - Working Capital Facilities	- EBITDA Negative to \$15MM - Personal Guarantees not required - Eligible Collateral: A/R, Inventory, M&E, Real Estate - Cash flow stretch loans (as part of ABL structure - Revolvers and Term Loans	\$15 million	Manufacturing Distribution Retail Business Services

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	CBK Financial Solutions LLC www.CBKFS.com	Clark Fetridge (312) 236-1332 CF@CBKFS.com	- Business purpose loans - Asset based loans - First position lending - 1 to 3 years	- No credit score needed - Generally no prepayment penalty - Interest only loans - Fast closing ability	N/A	All types
	ExWorks Capital www.exworkscapital.com	ExWorks Capital (312) 443-8500 info@exworkscapital.com	- Asset Based Lending - Foreign and Domestic Senior Capital Financing - Purchase Order Financing - Domestic and Foreign Bridge Financing - Export/Import Trade Financing	- Senior Secured Lender - Minimal Covenant Requirements - Secured Lending Eligible Collateral: A/R, Inventory, Purchase Orders, Fixed Assets, IP Intangible Assets	\$1 million	All Industries Considered
	Franklin Capital Network www.franklincapitalnetwork.com	AJ Krzyzanowski (847) 579-4780 aj@franklincapitalnetwork.com	- Accounts Receivable Financing - Purchase Order Financing - Export Financing - Machine and Equipment Financing - Inventory Financing	- 1st Lien Position - Creditworthy Customers - 6-48 Month Term - Certain Spot Transactions	\$1 Million	B2B Retail Manufacturing Import Export
	Five Crowns Credit Partners www.fivecrownscredit.com	Chris Taylor (949) 340-3808 Chris@fivecrownscredit.com	- Equity/Mezzanine/Junior Lien Lending - M&A Acquisition & Exit Financing - Project Financing and Growth Capital - Asset-based or Cash-flow based lending - Bridge Loans and Rescue Loans	- Industry agnostic - Understand complex situations - Hybrid capital source for storied credits - Comfortable with out-of-favor industries - Experience and creativity in financial engineering	\$10 million	Healthcare Building Materials Energy Manufacturing Technology
	Five Crowns Capital www.fivecrownscredit.com	David McReynolds (949) 340-3808 David@fivecrownscredit.com	- Control Acquisitions - Management Buyouts - Corporate Diverstures - Special Situations - Recapitalizations	- Industry agnostic - Understand complex situations - Contrarian investment approach - Comfortable with out-of-favor industries - Experience and creativity in financial engineering	\$10 million	Media & Entertainment Building Materials Telecommunications Manufacturing Tech & Electronics
	Granite Creek Capital www.granitecreek.com	Mike Barry (312) 235-2005 mike@granitecreek.com	- Mezz Debt - Minority and Senior Equity - DIP with Stalking Horse - Check size \$7.5 to \$20 million	- In the last 3 years, at least one cash flow positive year	\$20 million	Mfg. Distribution Oil & Gas Services
	Isleworth Capital Partners www.isleworthcapital.com	Frank J. Feraco (312) 203-8185 fferaco@isleworthcp.com	- Private Investment Firm - Investing in Middle Market Manufacturing Firms - Focus on private family businesses - Interested in mildly distressed companies - Take majority or minority stakes	- Mostly Asset based transactions - NO personal guarantees - SIZE RANGES NEGATIVE EBITDA TO \$50MIL - US based primarily or western Europe	\$10mil to \$250mil	
	KeyBank Business Capital www.key.com	Chris Snyder (513) 830-1287 christopher_r_snyder@keybank.com	- Asset Based Lending - Refinance & Recapitalization - M&A Financing - Working Capital & Term Financing - Growth/Turnaround Financing	- Secured Lending w/ Borrowing Base - Limited Covenants - No Personal Guarantees Airball or Stretch TL's in certain situations	\$50 million	Manufacturing Distribution Retail Service (staffing, call centers, logistics)
	Levine Leichtman Capital Partners www.llcp.com	Michael Knapp (312) 283-8225 mknapp@llcp.com	- Structured equity investments - Majority control buyouts - Minority recapitalizations - Management buyouts - Growth capital raise	- Growing EBITDA of at least \$3 million - EBITDA margins in excess of 15% - Market leader with differentiated product/ service - High growth end markets with limited GDP correlation - Proven management team in place	\$15 million	Franchisors Manufacturing Business Services Consumer Healthcare
	Loeb Term Solutions www.yourcompany.com	Tim Serritella (773) 496-5737 tims@loebtermsolutions.com	- Asset Based Lending - Machinery & Equipment Loans - Growth, Restructuring & Turnaround Financing - Distressed Loan Purchases - M&A Acquisition, Bridge Loan & Exit Financing	- No Covenant Requirements - Flexible Structure - Quick Approval and Closing	Minimum Loan Size \$500K	Manufacturing Construction Transportation Oil and Energy
	Longford Capital Management, LP www.longfordcapital.com	Marc Carmel (312) 517-1360 mcarmel@longfordcapital.com	- Litigation finance for meritorious lawsuits - Non-recourse investment in commercial cases - Funding claim owners/ plaintiffs and law firms - Investments of \$3 million to \$25 million for cases - Investment maximum much higher for portfolios	- Disputes with at least \$25 million in controversy - Commercial, IP infringement, antitrust and trade - Bankruptcy and distress, insurance coverage - Qui tam and whistle blower actions - Domestic/ international arbitrations and appeals	Minimum investment size \$3 million	All industries
	Macquarie Corporate and Asset Finance www.macquarie.com/us/corporate	Henry Shine (312) 660-9081 henry.shine@macquarie.com	- Stretch senior / unitranche debt - Preferred equity / junior debt - Non-control equity - Distressed debt / turnaround PE - Asset acquisitions	- Net leverage covenant - \$40m minimum senior debt deal size - \$10m minimum junior capital / equity deal size	NA	Infrastructure TMT Healthcare Business Services Real Estate
	MB Business Capital www.mbfinancial.com	Joseph Fobbe (312) 771-8933 jfobbe@mbfinancial.com	- Asset Based Lending - Sponsor and Independent Sponsor Buyouts - Growth and Recapitalization Financing - SBIC Mezz Investing & Partnering on deals - Turnarounds & Restructurings	- Flexible covenants - Cash Flow Term Loans that complement ABL - National Footprint and Focus - Experienced Team that closes what we propose - Canadian Capabilities and Presence	\$20 million	Metals/Plastics Healthcare Manufacturing Distribution Staffing/Retail
	MidCap Financial www.midcapfinancial.com	Chelsea Hollenkamp (312) 488-4531 chollenkamp@midcapfinancial.com	- Asset Based Lending - Working Capital Facilities & Stretch Term Product - DIP facilities and Exit Financing - Refinance and Recapitalization Lending	- Secured Lending Eligible Collateral: A/R (including unbilled), Inventory, Fixed Assets, Cash Flows - Flexible Covenant Requirements	N/A	Retail Healthcare Energy Manufacturing Service

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	North Mill Capital LLC www.northmillcapital.com	Debbie Sill (312) 235-6673 dsill@northmillcapital.com	- Asset Based Lending & Factoring - M&A Acquisition + Exit Financing - Working Capital & Recapitalization - Turnaround Restructuring & DIP Financing - Workout/SAMU Credits	- Senior Secured Lender - Minimal to zero covenants - Negative EBITDA to positive - AR, Inventory, M&E and sometimes RE - Financing from \$50,000 up to \$30,000,000	\$600,000	Most industries Manufacturing Distribution Telecommunication B2B Services
	Prairie Street Capital www.prairiestreet.com	Randy Talcott (773) 269-9058 rtalcott@prairiestreet.com	- Minority/Majority Equity - Distressed senior loans - DIP with Stalking Horse	- In the last 3 years, at least one cash flow positive year - Sales >= \$10 million	\$5 million	Mfg. Distribution Oil & Gas Services
	Presidential Financial Corporation www.presidentialfinancial.com	Paul Krantz (312) 474-6460 pkrantz@presidentialfinancial.com	- Asset Based Lending - M&A Acquisition & Exit Financing - Refinance & Recapitalization Lending - Working capital facilities - Turnaround -Restructuring Lending	- Fixed Charge only covenant - Will be limitation on capital expenditures - Secured Lending Eligible Collateral of AR, Inventory, M&E and Real Estate - Cash flow loans up to 36 months	\$15 million	Manufacturers Distributors Service business
	Siena Lending Group LLC www.sienalending.com	Nick Payne (312) 874-7088 npayne@sienalending.com	- Asset Based Lending - M&A Acquisition & Exit Financing (Incl. Mgmt Buyouts) - Refinance & Recapitalization Lending - DIP Facilities - Seasonal and/or Cyclical Credit Facilities	- Covenant-Lite or No Covenant requirements - Personal Guarantees not required - Inventory only deals 'OK' - Secured Lending Eligible Collateral: - A/R, Inventory, M&E, Real Estate	\$5 million	Manufacturing Distribution Retail Transportation Oil & Energy
	Sterling National Bank www.snb.com	Terry O'Grady (312) 636-5833 togrady@snb.com	- Asset Based Lending - Cash Flow Lending - "Stretch " Asset Based Lending	- Minimal Covenant requirements - No Personal Guarantees - Term Loan heavy structures are OK - Do not need full asset coverage for better credits	\$20 million	Manufacturing Distribution Health Care Franchise
	Summit Financial Resources www.summitfr.com	Rich Flamang (801) 474-9023 rflamang@summitfr.com	- Factoring - Asset Based Lending	- Secured lending against A/R, Inventory, and Equipment - No covenants - Full recourse	\$500,000	Manufacturing Wholesale Distribution Service Transportation
	Victory Park Capital Advisors, LLC www.victoryparkcapital.com	Charles Asfour (312) 660-5598 casfour@vpcadvisors.com	- Complex Direct Lending - Debt Recapitalizations/Restructurings - Secondary Debt Purchases - Bankruptcy Financings - Distressed and Deep Value Private Equity	- Creative/flexible approach in complex situations - Provides speed and certainty to close - Can complement other traditional debt and equity capital	\$75 million	Consumer/Retail Industries Energy Restaurants Financial Services
	Wintrust Commercial Banking www.wintrust.com	Mike O'Malley (630) 468-8684 mike.omalley@wintrust.com	- Asset Based Lending - Commercial Lending - Cash Flow Lending / M&A Financing - Refinance & Recapitalization Lending - Equipment Leasing	- Cash Flow Lending - Secured Lending - Equipment Leasing - ABL Lending	\$10MM	Mfg Whole / Dist Business Serv. Staffing
	WNB Specialty Finance www.wnbsf.com	Michael Goletz (312) 884-1032 michael.goletz@wnbsf.com	- Asset Based Lending - Restructuring/Turnarounds/DIP Financing - Acquisition and Recapitalizations - Working Capital / Growth Capital - Refinancings	- Secured Lending Eligible Collateral: A/R, Inventory, M&E, Real Estate - Ability to provide Cash Flow Traunche Up to 1 -1.5x EBITDA for "Air Ball" Loan	\$5 million	Manufacturing Distribution Automotive Industry Agnostic No Healthcare