

### SITUATION

A family-owned construction company based in Omaha, Nebraska, needed a timely influx of capital to continue operations.

### SUMMARY

After more than 25 years in business, the company had grown to more than 125 full-time employees—many of whom had been with the company for more than a decade. The company was juggling debt from multiple lenders while struggling to find a business model that would work long-term. In order to continue to thrive, the company needed new capital quickly to avoid reorganization as well as a new financing structure that would support future growth.

### FACTS

- Construction industry client with 25 years in business
- Quality equipment available as collateral
- Solid management team and industry reputation

### CHALLENGES

- Needed cash to completely refinance existing debt and buy out outside investor
- Possessed insufficient accounts receivable collateral
- Faced extreme time limitations
- Dealt with multiple lenders who were refinancing
- Battled troubled operating results for previous 18 months
- Required a compelling business model to support turnaround

### RESULTS

CFO Systems was brought in to tackle the precarious financial situation, having helped the company with smaller financial issues in the past. Working closely with both leasing and bank partners, CFO Systems was able to fully fund the \$3.5 million transaction within the tight time constraints. Multiple funding options were produced for the equipment and creative credit enhancements suggested by CFO Systems helped solved the accounts receivable issue.

This financing allowed the company to continue its operations and avoid the discomfort of reorganization. All existing investor issues were resolved and all lenders were able to leave the transaction without suffering a loss, allowing our client to maintain the strong reputation it had built over its 25 years in the community.

#### FUNDING

**\$2.0M in equipment financing, structured as sale/leaseback**

**\$1.5M accounts receivable-based line of credit**