RAYMOND JAMES

SPECIALIZED LENDING SOLUTIONS

Small business, big debts

How lending helped a franchise owner preserve profitability

THE CHALLENGE

A restaurant franchise owner was rapidly opening new locations – utilizing numerous merchant cash advance (MCA) loans to quickly finance the business growth. With interest rates between 25% and 40%, the franchise owner soon saw that debt service on these MCA loans consumed the majority of his profits. When he tried to refinance through a local bank, the terms required a full pledge of all his business assets.

THE SOLUTION

When the franchise owner approached his Raymond James advisor for help, the advisor called the Specialized Lending Solutions team. Through our SBA lending partnership, we succeeded in structuring a loan that was secured by only a fraction of the business real estate assets, leaving unencumbered assets available to support the financing for future franchise acquisitions.

THE OUTCOME

The client received a $1.6 million loan with a 10-year term, no balloon payments, no restrictive covenants and no prepayment penalties, with all closing costs included. By leveraging Specialized Lending Solutions, the advisor enabled their client to save over $200,000 per month by refinancing 14 high-interest loans.

Specialized capabilities for your lending needs

The Specialized Lending Solutions team at Raymond James provides strategies to address a range of complex and diverse financing needs. Whenever you have a customized lending situation, put the Specialized Lending Solutions team to work for you – and use this capability to access the financing you seek to fund your personal or corporate goals.

SOLUTIONS FOR INDIVIDUALS AND FAMILIES

AIRCRAFT
Limited-recourse financing for clients seeking to purchase/refinance private or corporate jets (new or up to 20 years old), fractional ownership, and/or upgrades to existing planes.

YACHT
Non-recourse financing for clients seeking to purchase/refinance new or used yachts, sailboats or other watercraft.

FINE ART
Flexible financing for clients seeking to purchase fine art or are seeking liquidity against fine art collections.

INSURANCE PREMIUM FINANCE
Useful for borrowers seeking to finance high-value life insurance policy premiums to facilitate tax-efficient estate planning.

PRIVATE SHARES/ ILLIQUID SECURITIES
Flexible financing (non-recourse or recourse) for founders, executives, employees or LPs seeking liquidity against their positions or option-exercise financing.

SOLUTIONS FOR BUSINESSES, OWNERS AND EXECUTIVES

SMALL/MIDDLE MARKET BUSINESS
Business acquisitions/expansions, equipment purchases, working capital, partner/employee buyouts, purchase of owner-occupied real estate.

EQUIPMENT
New and pre-owned equipment, leases, sale-leasebacks, refinancing.

AGRICULTURE & VINEYARD
Flexible financing for farm, ranch, vineyard, timberland, recreational, and large tract land.

VENTURE DEBT
Flexible capital for mid- and late-stage VC-backed companies.

CONCENTRATED/ RESTRICTED PUBLIC SHARES
Flexible financing for mid-to large-cap companies against outstanding shares, treasury stock, or other marketable securities.

Talk to your advisor. They can help initiate and facilitate the process for securing the financing you seek.

RAYMOND JAMES®

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