

Bringing In Growth Capital

Case Study

The Client

Bridge Capital Solutions was founded in 2006 as New York State's only licensed commercial check-cashing company on Long Island. It provides a financial service to the Long Island small business community by accelerating access to cash.

The Situation

Bridge Capital Solutions Inc. was started with the personal financial resources of the founders and grew rapidly. The owner's needed to bring in outside capital to continue to grow at a fast rate. The owner's approached several New York banks but could not get a loan for a variety of reasons. Investment bankers told them they must sell the company to raise growth capital. This made little sense to the owners who had just started the Company and felt it could grow significantly with the proper financial backing.

The Attract Capital Plan

We saw the Company as well suited for a cash flow lending methodology of a mezzanine lender. While the company lacked hard assets, it had great recurring cash flow. We helped the company articulate and communicate the strength of their cash flow and growth potential.

The Results

Bridge raised over \$7 million of funding into two separate funding transactions. The Company was able to raise the growth capital they needed and have successfully executed their growth plan. As a result of the funding success:

1. Revenue has more than tripled from the pre-closing level.
2. Profits have increased 4-fold from the pre-closing level.
3. The Company has the cash to invest in new areas. They are now developing an exciting new product that could transform the business.

Best of all, through bypassing a premature sale, the Founders still own the company and have created significant net worth!

How can Attract Capital help you?

Attract Capital is focused on helping your company grow through bringing you lenders who will fund your growth strategy - be it an acquisition, internal growth or refinancing. Our mission is to eliminate capital access as a barrier to your

growth. We make it easy to access many different types of lenders through our national lending platform.

[Contact us](#) today and discuss your Mezzanine needs with our experts.