



SPERGEL

Spergel Corporate Finance Inc.

January 2020 Updates

A Message From Glen Dalzell, President, Spergel Corporate Finance

We have had a busy end to the year here at SCF. A snapshot of some of the deals we recently financed are shown below:

- Facilitated financing of \$780,000 to assist our client in Food Production with the acquisition of an existing business in the Hamilton area. The financing package consisted of a Term Loan, Operating Line and Corporate Credit Cards.
- Facilitated the refinancing of a Senior's Residence in Atlantic Canada to the tune of \$1,050,000. Our client was paid out by a Schedule A bank.
- Facilitated a private investment of \$1,000,000 for a cannabis producer located in Atlantic Canada. The investment will be used to complete construction of their production facility. A private investor provided the requested financing and the facility is expected to be operational by the end of March.



If you need help developing a financing strategy for your business needs, please contact me directly at 416-498-4312

Glen Dalzell

Read Glen's Blog About Asset Based Lending

Learn Why ABL May Work For Your Business

In a business financing climate where access to working capital can be challenging, customized, non-traditional financing solutions are a practical alternative for business owners.

Financing options don't end with the typical lenders you might expect (i.e. banks). Asset Based Lending (ABL), for example, is one financing solution that a business can use to increase its access to working capital... ([Read More](#))



Glen Dalzell
President

Glen Dalzell, President

Glen has been in the factoring and ABL industry since 1999. He has financed dozens of transactions and has strong relationships with the financing industry and members of the banking, accounting, financial consulting and legal professions. Prior to joining the industry, Glen garnered a wide range of experience in both corporate and entrepreneurial environments. He is a graduate of McGill University and the University of Toronto.



Alan Spergel
Managing Director

Alan Spergel, Managing Director

Alan is the Managing Director of Spergel Corporate Finance. From the very first business owner he helped back in 1989, Alan's philosophy has always been to assist corporations in an efficient and cost-effective manner, while keeping the goals and vision of the company in mind.



Brian Conrad
Vice President, Atlantic Region

Brian Conrad, VP Atlantic Region

With 35 years of senior Commercial Banking and Business Development experience across Canada, Brian is well known in the Halifax regional market. Brian specializes in all forms of financing for his clients, ranging from leasing, sales lease back, factoring, real estate financing, ABL financing, unsecured working capital financing to PO financing.

If your business is looking for financing solutions in the Atlantic provinces, Brian would be pleased to chat by phone, 902-225-5855 or email, bconrad@spergel.ca.



Steve Buckley
Operations Manager

Steve Buckley, Operations Manager

Prior to joining SCF, Steve worked at Liquid Capital where he helped franchisees develop and grow their funding portfolios. Prior to Liquid Capital, Steve worked at TCE Capital, a privately held Canadian Asset Based lender where he worked in business development for about 10 years.

Once an independent business consultant, he specializes in helping SMEs manage their

operations. A University of Toronto graduate, Steve has also worked in Canadian banking and began his career at A.C. Nielsen

You can contact Steve at 416-561-5292, or email, sbuckley@spergel.ca.

"Whether you need working capital, term loans, equipment leasing or Government tax credit financing, we can help you overcome your funding challenges."

www.spergelcorporatefinance.ca