CLIENT CASE STUDY

$5MM SBA 7(a) Financing for Oilfield Services Co Acquisition

Client Profile | Entrepreneurs Acquiring Established Oilfield Services in TX

When two experienced oil and gas professionals identified an opportunity to acquire an established oilfield services company operating in Texas and Colorado, they turned to the **Client Lending Solution** *powered by Community Capital* to evaluate financing alternatives and support the acquisition process.

OPPORTUNITY

Entrepreneurs required financing for the acquisition of an oilfield services company.

RESULTS

- ✓ Evaluated financing alternatives designed for business acquisition transactions
- ✓ Generated interest from multiple conventional and SBA lenders
- ✓ Secured financing through a national lender with acquisition expertise
- ✓ Benefited from lender guidance throughout a complex transaction process
- ✓ Supported a successful acquisition while preserving buyer liquidity

The buyers brought complementary skill sets to the transaction. One partner had extensive operational experience within the oilfield services industry, while the other had a strong finance and business background. Together, they sought to acquire an operating company and position it for future growth. A key objective was minimizing their upfront equity contribution while preserving liquidity for post-acquisition operations and investment.

The opportunity was introduced through a wealth management relationship, and the Lending Team worked with the buyers to better understand the acquisition, transaction structure, and financing objectives. Given the size of the transaction and the buyers' desire to maximize leverage, SBA 7(a) financing emerged as a compelling solution, offering the potential for up to 90% loan-to-cost financing while supporting the acquisition of an operating business.

The opportunity was presented through the Lending Solution to a network of commercial lenders experienced in acquisition financing. Quickly, multiple lenders expressed interest and the buyers were introduced to several financing partners. After evaluating options, the clients selected a national bank with significant SBA lending capabilities and extensive experience financing business acquisitions.

As negotiations between buyer and seller evolved over several months, the selected lender provided not only financing but also valuable transaction guidance throughout the process. The acquisition was ultimately funded, and successfully completed, providing the buyers with the capital to acquire the company and begin the next chapter of ownership.

> *"The financing process gave us access to both capital and experienced transaction professionals. The lender we selected understood acquisitions and helped us navigate challenges that arose throughout the closing process.*
>
> *Texas-based Entrepreneur*

COMMUNITY CAPITAL

For more information about the **Lending Solution** *powered by Community Capital*, please contact:

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