

UPFRONT

Q&A

CHECKING IN WITH THE ROBBINS DIMONTE MERGER



Riccardo A. DiMonte Andrew Sachs

RICCARDO A. DIMONTE, PRESIDENT, AND ANDREW SACHS, CEO, SHARED THEIR PERSPECTIVES ON THE RECENT MERGER OF ROBBINS, SALOMON & PATT (RSP) AND DIMONTE & LIZAK (D&L) TO FORM ROBBINS DIMONTE.

Q. What have the first few months since the merger been like?

A. We have seen very positive reactions from our clients, the marketplace and our attorneys and staff. The combination has expanded the firm's collective capabilities and has opened doors for us to pursue new business and expand relationships with existing clients. The integration has exceeded our expectations, and we could not be more optimistic about the future. Also, our collaborative firm cultures were a match, which is essential for successful integration. The combined firm has 60 attorneys with 40 staff and paralegals, bolstering our strong presence in Chicagoland and the Midwest.

Q. Why did the two firms want to merge?

A. RSP and DiMonte were operating in many of the same practice specialty areas, including banking and finance, business transactions, litigation, trust and estates and taxation. RSP excelled in commercial transaction matters, including banking and finance. Likewise, DiMonte had a strong reputation working with clients on trust, estates and taxation matters. Those capabilities are now available to all our clients. By strengthening our position in key practice areas, we have expanded services for clients and now offer a deeper bench of talent and expertise. The combined firm is stronger and delivers even greater value to our clients.

Q. How will the merger improve and expand upon each firm's offerings, specifically related to commercial finance law?

A. Combining the two firms brings enhanced capabilities to existing and new clients in the financial services industry. RSP and DiMonte attorneys have worked with virtually every type of client in the banking and financial services industry, including banks, mezzanine lenders, asset-based lenders, factors, commercial finance companies, insurance companies and others. RSP had a strong business transactions practice, and the merger added significant talent to serve financial services clients. The DiMonte attorneys' deep workout and foreclosure experience brought an important perspective that benefits clients. These combined capabilities will accelerate the growth of our banking and finance practice.

Q. What are your expectations and goals for the combined firm in 2022 and beyond?

A. In 2022, we will continue our integration process, streamline our operations and iron out typical issues that arise from any merger. We want to remain agile and adaptable to changing client needs. We will leverage our strengths to benefit clients and continue to invest in and inspire our talent to be in the best position to succeed in this post-merger and post-pandemic landscape. In the long term, we want to be the preferred firm for clients looking for a boutique law firm and attorneys who want to practice in an entrepreneurial manner.

For more on the Robbins DiMonte merger, make sure to check out episode 59 of the *ABF Journal Podcast* at abfjournal.com.

provided by CIT Northbridge, a \$5 million term loan provided by Tiger Finance and an accordion for up to an additional \$12 million.

Clarus Capital Closes \$20MM Credit Facility for Regional Airline

Clarus Capital completed a new \$20 million credit facility for a regional airline. Matt Worman, managing director and head of direct investment origination for Clarus Capital, led the company's transaction team for the deal.

CIT Northbridge Provides \$145MM Credit Facility to Natural Gas Compression Systems

CIT Northbridge Credit served as sole lead arranger on a \$145 million credit facility for Natural Gas Compression Systems. Based in Traverse City, MI, Natural Gas Compression Systems is a gas compression equipment and service business that provides contract compression and recurring field service throughout the United States and Canada.

Second Avenue Capital Partners Closes \$67.5MM Term Loan with The Jessica Simpson Collection

Second Avenue Capital Partners, the lending arm of SB360 Capital Partners, closed a \$67.5 million term loan for The Jessica Simpson Collection, the \$1 billion fashion empire and signature lifestyle brand inspired by and designed in collaboration with Jessica Simpson.

White Oak Provides \$75MM Term Loan to Blackstone Products

White Oak Global Advisors provided a \$75 million term loan to North Atlantic Imports, which also operates under the name Blackstone Products.

BMO and OMERS Provide \$250MM Senior Secured Term Loan Facility to AGP Group AGP Group, a provider of specialty automotive glazing components, entered into a debt financing agreement with OMERS Capital Markets and BMO Financial Group to provide up to \$250 million in a senior secured term loan facility.

FACTORING

CIT Reorganizes Structure of Factoring Business

CIT reorganized its commercial services factoring business. Under the reorganization, Marc Heller, president of CIT commercial services, will report directly to Peter Bristow, president of First Citizens Bank, who began overseeing commercial banking following the Jan. 4 merger of First Citizens and CIT. In addition, Michael Hudgens will now lead commercial services as managing director and group head, with regional managers reporting to him.

SPECIALTY LENDING

LSQ Provides \$65MM Working Capital Facility to Continuum Global Solutions

LSQ funded a \$65 million working capital invoice finance facility for Continuum Global