

SALEM PARTNERS

Salem Partners, LLC (“Salem”) is pleased to announce a successful closed transaction on August 25th, 2021, on behalf of its client, **Delta Financial, LLC** (“Delta”).

Delta hired Salem to find an institutional capital partner for its equipment leasing originations, servicing, and asset management business.

Led and founded by two equipment leasing experts (Dave Riggleman and Adam Woodard), Delta is a specialty finance / equipment leasing company that provides financial solutions to Fortune 500 companies looking to lease mission critical equipment such as forklifts, IT infrastructure (servers, etc.), medical equipment and other corporate office, logistics, and manufacturing equipment.

Salem ran an extensive capital markets process, targeting both private equity (credit focused) and other global institutional investment managers and received substantial interest and financial terms from several parties.

Delta and Salem selected a notable Texas-based private equity firm that committed to providing structured growth capital (both debt & equity) to scale and fund Delta’s originations, servicing, and asset management operating business and to invest in direct and secondary market lease originations.

AUGUST 2021

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Delta Financial

**STRUCTURED GROWTH
CAPITAL (DEBT & EQUITY)**

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About Delta:

Delta Financial (www.leasedelta.com) is an independent, equipment lessor that finances business-critical equipment across a wide range of industries and asset classes. Backed by a prominent family office, Delta has been in business since 1963 focused on commercial real estate development and mortgage lending. Seeded with industry veterans from bank and independent equipment finance companies, Delta has added an equipment leasing platform to the group of companies.

About Salem Partners:

Founded in 1997, **Salem Partners** (www.salempartners.com) is a boutique investment banking, wealth management and real estate investment firm that combines a collection of seasoned professionals from diverse set of investment banking, finance, and real estate industry backgrounds. Salem Partners' real estate investment banking group, led by Jeff Barcy and Parker Bennett, focuses on advising best-in-class developers, operators, and real estate companies by structuring programmatic equity joint-ventures, entity level capital and various forms of structured credit & debt financing. The group advises real estate operating companies, sellers of larger portfolios / recapitalizations and real estate related mergers & acquisitions. Additionally, Salem raises equity and debt capital for specialty finance and lease companies through the structuring of lending joint-ventures and note-on-note debt financing.



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