

## Growth Financing for a Nuclear Medicine Manufacturer.

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### The Need:

Our client, a successful female entrepreneur, had exited from a very successful business she had started several years ago and began a new business venture. With decades of industry experience, she had identified a gap in the market which prompted her to start a nuclear manufacturing business in 2019.

Not long after setting up their production facility, COVID struck, and she had to pivot the business to sell PPE. The impact of COVID meant that all the staffing and manufacturing infrastructure she had set up had to be put on pause and she had to invest more capital into the business to keep it operating and intact.

Notwithstanding COVID, she was also able to generate several customer contracts and in late 2021, started production. With strong demand in place, she engaged Isaacs Advisory to help her source the financing needed to invest in marketing and selling costs to scale up the business in 2022.

### The Solution:

We were able to source them a \$250,000 Term Loan from a traditional lender which was used to support the business's growth initiatives.

The loan could be repaid over a 6-year term and provided our client with the ability to lock in the interest rate over the term given the rising rate environment businesses are currently being faced with. The loan is open for repayment at any time during its term without penalty.

### The End Result:

Having invested heavily to support the business during COVID, this solution enabled our client to now utilize a bank financing solution to help fund the post-COVID growth.

The client was also very busy with growing the business, so having our team do all the "legwork" enabled them to focus on the core business, not sourcing financing.



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At Isaacs Advisory, we have extensive experience in advising on, structuring, and sourcing a wide range of traditional and non-traditional financing solutions from start-up, early stage and growth businesses.

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