

Member News

ANTHONY GIZINSKI
President
SPECTRUM Commercial Services Company



952-876-8224

Anthony.Gizinski@SpectrumCommercial.com
SpectrumCommercial.com

When not working I enjoy watching movies, working out, practicing guitar, attending rock concerts, and reading biographies of musicians. I particularly enjoyed taking a KISS cruise last year, where my wife and I enjoyed two close up KISS concerts along with a dozen other rock bands.

People are often surprised to know I'm a third degree black belt in taekwondo and was a sparring instructor for many years. Now I'm learning how to play guitar.

At SPECTRUM, we are proud to help companies that are rapidly growing or experiencing turnaround or transition, particularly when adequate bank financing isn't available. We provide loans based on Accounts Receivable, Inventory, Equipment and Real Estate without the covenants or other restrictions common in bank loans. Credit facilities are available from \$250,000 up to \$7 million.



How has COVID-19 forced change in your business?

COVID-19 has certainly forced some changes to our business, many of which we've never done before. SPECTRUM employees have been working from home since March. In person meetings and company team building events have been replaced with video calls. I'm very pleased that our staff has adapted quite well, and we haven't experienced a drop off in the quantity or quality of work getting done. We've also been able to help our clients through these difficult times. We've deferred interest and amortization payments. Selectively, we've also helped clients through a variety of unique issues impacting their specific businesses. We've also been able to help our referral sources and prospects by continuing to approve and fund new deals throughout the pandemic. Regrettably, we understand that some companies won't survive this crisis. As a result, we've been extra diligent about evaluating the credit worthiness of our borrowers' customers. One a high point, we're very pleased that our salespeople are as busy as ever before.

What guidance are you giving to clients during these uncertain times?

We've coached or supported several of our borrowers through the PPP loan application process. When some borrowers had trouble finding a bank to help them, we partnered them up with a friendly bank.

What's been your favorite or most memorable moment of your career so far?

Becoming president of SPECTRUM over 7 years ago. I had spent many years working at the same well-run bank and leaving that to become president of a successful business has definitely been a great move for me.

My ACG Minnesota Membership ... I've been a long-time, active member of ACG Minnesota. What I like most about ACG is the variety. The attendees are a mixture of good people with various professions. It's nice to have one group where you can find a banker, lawyer, PE firm, accountant, and a turnaround professional all at your lunch table. The monthly speakers also cover a wide variety of subjects. In short, ACG is interesting!

I'd advise new members to meet people, once in person meetings are back in style. ACG is a rare group where you can network with people in a variety of professions all in one group.