

# Madison expects \$1.5bn raise by year end as Taylor becomes CEO

*The firm's new chief executive, a longtime Madison veteran, plans on investing in its infrastructure.*

Madison Capital Funding has closed on more than half of the capital it anticipates raising this year as newly minted chief executive Christopher Taylor succeeds outgoing firm head Hugh Wade.

The Chicago-based firm anticipates it will have raised \$1.5 billion by the end of the year across collateralised loan obligations and separately managed accounts, according to a source familiar with the situation. In addition to money managed for third-party clients, Madison is also backed by New York Life Insurance Company.

A representative for Madison declined to comment on the fundraising.

Taylor's succession, announced in January, became official Monday with his assuming responsibility for the firm, which focuses on providing senior secured first lien loans to private equity-backed companies in the lower mid-market.

Taylor said he plans to marshal resources for a concentrated effort to build up staff and technology.

"I plan to focus on resources more so than operational activities," Taylor told *Private Debt Investor*. "Ultimately as we get close to managing a \$10 billion portfolio, it requires a lot of infrastructure and systems."

The firm has upgraded its technology systems over the past couple of years, he explained, adding that he wants to improve the firm's data collection ability so it can report on its investments to its stakeholders in a "timely and accurate" manner.

"As an executive of the firm, I want Madison to be more focused on data that comes out of the portfolio," Taylor said.

The firm has also focused on hiring within its compliance, accounting and related departments this year, Taylor noted, with its 100th employee set to join its finance and accounting group soon.

Hiring typically slows down in the second half of the year, so the firm will soon begin looking at its hiring plans for the first half of 2019. It will specifically examine its credit underwriting and credit management staffing needs.

Madison is one of only a few firms to pave the way for a succession plan in recent months. As 2017 wound down, Michael Arougheti took over from Tony Ressler as chief executive of Ares Management - a move that came shortly after The Carlyle Group and Apollo Global Management respectively made similar promotions that set them up for a generational handoff.