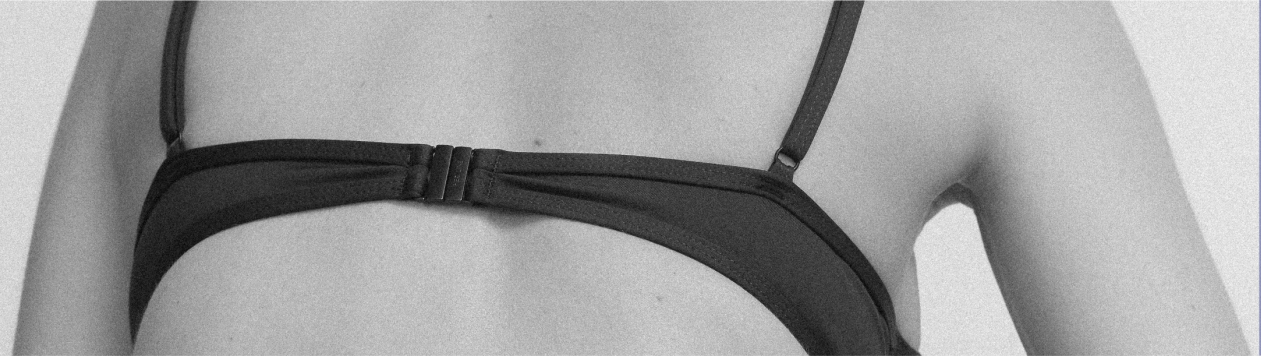


Webinar Series

Tune In
Every Wednesday
@ 12:30PM EST



Wednesday, May 20th, 2020

12:30pm EST

BUDGET BLUES: FINANCIAL PLANNING POST PANDEMIC

Hosted by

Gino Clark and David Cervantes from White Oak Commercial Finance, LLC

Additional panelists: Kevin Maitland, Joe Sforza, Louis Natale from Oak Commercial Finance, LLC

Moderated by

Dorothy Crouch from California Apparel News

Any technical questions or issues during the webinar?

→ Email Sarah Evans at sarah@curvexpo.com



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About White Oak Commercial Finance

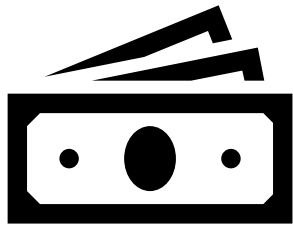
White Oak Commercial Finance, LLC is a global financial products and services company providing credit facilities to companies in North America, the U.K., Europe, and Australia.

Our solutions include asset-based lending, full-service factoring, invoice discounting, supply chain financing, inventory financing, U.S. import/export financing, trade credit risk management, account receivables management and credit and collections support

Today's Challenges and Tomorrow's Opportunities

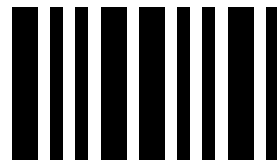
The business horizon: efficiencies required

Immediate Term



Closely manage
liquidity

Near Term



Improve inventory and
productivity mgmt

Longer Term



Expand supply chain

Be aware of counterparty risk

Today's climate greatly increases the chance of defaults on both the buy and sell side.



Vendors

Stay in close communication



Contracts

Know your agreements and negotiate as needed



Questions

Seek advice from your attorney, CPA, or financial advisor

Financing Options for Small Businesses

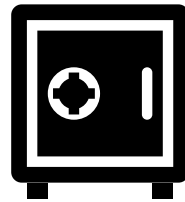
Liquidity sources

Government



SBA PPP
SBA EIDL & grants
Fed Reserve
...

Banks & commercial finance companies



Traditional loans
Business lines of credit
Asset-based loans
Factoring
Invoice discounting
...

Unsecured trade credit/friendly debt



Open terms
Credit cards
Personal loans
...

Government loans: SBA

SBA Paycheck Protection Program (PPP)

- The 4th stimulus package added **\$322B** in PPP funds
- Including **\$60B** in Economic Injury and Disaster Loans (EIDL)
- A **5th stimulus package** is being developed in Congress

Visit www.sba.gov

Government loans: Federal Reserve

Federal Reserve Main Street Lending Program

- Functions more like a traditional loan with low interest rates
- Loans available to businesses with up to **15k** employees
- Loans have a **four-year** maturity
- And a **one-year** deferment on principal and interest payments

Visit: www.federalreserve.gov/monetarypolicy/mainstreetlending.htm

Distinctions between lenders/loan types



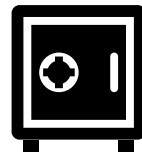
Government

Pros

Lowest rates
Loan forgiveness

Cons

High demand
Difficult to access



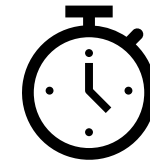
Traditional Banks

Pros

Generally lower rates
Access to SBA loans

Cons

Stringent requirements
Lengthy processes



Private Debt

Pros

Fast working capital
Flexibility

Cons

Higher interest rates

Summary

While COVID-19 has created great turbulence and uncertainty across industries, there has also been an unprecedented mobilization of government and private financial resources.

As a result, we are seeing increased liquidity in the marketplace to answer demand and help companies find their path forward.

Visit us at www.whiteoaksf.com/commercialfinance

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Q&A



New Webinars every
Wednesday at 12:30 PM EST



Our goal at CURVE is to keep
the community connected

Have any feedback or want to hear
about a certain topic?
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Curve's upcoming shows are still
on schedule. We will keep you updated
on any changes.

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UP COMING WEBINARS

Wednesday, May 27th, 2020
12:30pm EST

**VIRTUAL SUPPORT - Simple Ways to Serve Lingerie Clients
with Virtual and Digital Offers**

Hosted by Kimmay Caldwell – Hurray Media LLC.

June webinar schedule will be published next week!



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