

Intelligent. Working. Capital.<sup>TM</sup>  
United Capital Funding Corp.



## United Capital Funding Corporate Overview

## Client References

Name: Skinny Nutritional Corporation, Mr. Jim Arsenault, Controller  
Email: [jim@skinnyco.com](mailto:jim@skinnyco.com) Telephone: 610-784-2000 Ext. 106  
Client Since: 2007

Name: Nordic Consulting Partners, Inc., Mr. Mark Bakken, CEO  
Email: [mark.bakken@nordicwi.com](mailto:mark.bakken@nordicwi.com) Telephone: 608-268-6900  
Client Since: 2011

Name: Twenty Nine Sixteen Protective Guard Services, Ms. Shane Ranney, Administrator  
Email: [shanerannee@yahoo.com](mailto:shanerannee@yahoo.com) Telephone: 276-619-1391  
Client Since: 2010

Name: Drayton, Drayton & Lamar, Inc., Ms. Kaye Gilliard, Accounting Manager  
Email: [kaye\\_gilliard@ddlinc.com](mailto:kaye_gilliard@ddlinc.com) Telephone: 706-854-1145 Ext. 211  
Alternate Telephone: 706-863-3478 (Between 10 am and 3 pm) or 706-831-2208(cell)  
Client Since: 2009

Name: ScripsAmerica, Inc., Mr. Bob Schneiderman, CEO  
Email: [bob@scripsamerica.com](mailto:bob@scripsamerica.com) Telephone: 800-957-7622 Ext. 101  
Client Since: 2010

Name: Brahney Industries, Inc., Ms. Krissy Brahney, Owner  
Email: [krissy@fixasphalt.com](mailto:krissy@fixasphalt.com) Telephone: 908-281-5118 ext. 4  
Client Since: 2009

Name: Pergravis, LLC, Mr. Dominick Rappa, Managing Director  
Email: [Dominick@pergravis.com](mailto:Dominick@pergravis.com) Telephone: 813-792-6009 Ext. 104  
Client Since: 2007

Name: Interior Fusion LLC, Mr. Rich Fendley, President  
Email: [rfendley@interiorfusionsdv.com](mailto:rfendley@interiorfusionsdv.com) Telephone: 813-281-5600  
Client Since: 2010

Name: Blue Parrot Catering, Mr. Kenny Dowse, President  
Email: [inflightfood@aol.com](mailto:inflightfood@aol.com) Telephone: (941) 727-9900  
Client Since: 2006

Name: Strategic Protection Group, Inc., Mr. Peter Salamon, President & CEO  
Email: [salamon@strategicprotection.com](mailto:salamon@strategicprotection.com) Telephone: (248) 968-9800  
Client Since: 2003

## Corporate References

### Legal

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Trenam Kemker  
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(727) 820-3950  
Email: [cmharris@trenam.com](mailto:cmharris@trenam.com)

### Banking

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First Tennessee  
165 Madison Avenue, 6<sup>th</sup> Floor  
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Email: [sjhawkins@ftb.com](mailto:sjhawkins@ftb.com)

David Perry, Senior Vice President  
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Memphis, Tennessee 38103  
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### Accounting

Andrew J. Russ  
CBIZ Kirkland, Russ, Murphy & Mayer Hoffman McCann P.C.  
An Independent CPA Firm  
KRMT Tampa Bay Division  
13577 Feather Sound Drive, Ste. 400  
Clearwater, Florida 33762  
(727) 572-1400  
Email: [aruss@KMRTCPA.com](mailto:aruss@KMRTCPA.com)

## Advantages

At United Capital Funding Corp., we encourage you to compare the advantages of our specialized Financial Services to other factors.

- As the client, YOU pick and choose the invoices that you would like to factor
- Normal advance rate of 80%
- Immediate funds wired into your account next day
- Invoices eligible up to 60 days from the date of invoice
- All services tailor made to best meet your needs
- No monthly service fees. The only fee is a nominal wire/ACH transfer fee
- Fixed professional fees, with multiple pricing options available
- All reports on line and available at no cost
- Professional Accounts Receivable Management services
- Time increments can be tailor made to save you money
- Fast turnaround; most decisions can be made within 24 hours
- Minimal contact with your clients
- No personal guarantee [validity statement required]
- No origination fees, no excessive upfront fees, no application fees, no annual renewal fees, no audit fees, no termination or prepayment penalty fees
- No long term contracts; 30 day right by either party to cancel
- No minimum funding requirements and no requirement to factor all invoices
- Credit reports available on new clients at no cost
- No geographical limits

## Frequently Asked Questions

1. How is factoring different from a loan, say from a bank? Or Accounts receivable financing from a bank?

Factoring is not a loan. As a verb, to “factor” is the act of buying or selling Accounts Receivables. This is a very important difference between a bank loan backed by your Accounts Receivables, or other collateral. Since factoring is not a loan, no debt is recorded on your balance sheet.

2. Can I factor even though I may currently have an outstanding bank loan or line of credit?

Yes, in most cases. If you currently have a loan outstanding, you may have pledged your Accounts Receivables as collateral. If this is the case, United Capital Funding will work with you and your current lender to structure a Subordination Agreement.

3. What information is needed to start the Accounts Receivable funding process? What does it cost to apply?

We have a simple 2 page Application. We will respond with an answer the same business day we receive the completed Application. Unlike many other factors, there is no Application fee. There are no other “hidden” fees either. We don’t charge a documentation fee, setup fee, or origination fee.

4. Do I need to sell all of my Accounts Receivables? Is there a minimum volume required?

No, you elect which client, and which invoice to factor. If you choose to do so, you can sell all of your approved AR to us. However, you are under no requirement to do so. Unlike many factors in the marketplace, United Capital Funding does not require a minimum monthly/annual volume of AR. This flexible structure is unmatched in the factoring industry.

5. I am very interested. How long will it take to begin factoring?

We quickly, yet carefully work with you through the Due Diligence process. We can usually fund your initial request within a week after we receive a signed contract and all of the related documents back. After the initial funding, we fund on a next business day basis. Funds are wire transferred to a bank account designated by you.

6. How do you verify my AR? Won’t my customer wonder what is going on?

These are important questions to ask any potential funding source. We are very sensitive to the need to be thorough, yet careful when we verify your Accounts Receivable. The need to verify your Accounts Receivable is essential. We have a professional team of highly trained and experienced Account Representatives who verify your AR. All are managed directly by an owner of our firm. Verification is an accepted part of the funding process, and also serves as a tool to assist us in identifying if a customer service problem or issue exists with your customer. We carefully document all steps in the verification process to ensure compliance with the written procedures used by our team of professionals.

- 7.** Where do the payments go after we begin? What happens if I get a check sent to me by mistake?

All payments made by your customer go directly to a lockbox. We do not handle any of your customers' payments. This allows us to maintain the highest level of financial integrity in the payment remittance process. In the event that a customer mistakenly sends you a check on a purchased account, the check must be immediately forwarded to our lock box. You should never deposit it.

- 8.** How do I know if one of my customers has paid?

United Capital Funding provides secure, 24/7 online access to all our clients. There is no charge for the service. Many of our standard factoring reports, such as an Invoice Aging Report, Collection Report and Refundable Reserve Balance can be accessed on line. Or feel free to call us at any time, or speak directly with any owner of our firm to discuss your relationship with us. Our CFO and COO are both Certified Public Accountants, and are involved in the daily operation of our firm.

- 9.** What does the factoring process cost?

It is very difficult to outline our 5 day term fee without first reviewing your completed Application. Unlike other factors, we do not have a "cookie cutter" fee schedule. All of our factoring partnerships are priced on an individual basis. We advance 80% of the AR we purchase, with the 20% reserve [less the professional fee] paid at collection. We prefer to structure our professional fees on a 5 day pricing window, not a 30-day term. In addition, we typically do not retain a "permanent" reserve. Reserve disbursements occur contractually on a twice-monthly basis.

- 10.** How long is my contract for? Is there a penalty if I would need to stop factoring?

Our Accounts Receivable Purchase Agreement typically has a term of one year. There are no "exit" penalties or liquidated damage clauses as part of our Agreements.

- 11.** What happens if my customer doesn't pay an invoice?

The answer depends on the reason for the lack of payment. If there is a dispute or if the aging on the AR exceeds an agreed to date in the future [typically 60 days from invoice date], we would request that you reimburse us; either by having the invoice be deducted from your next advance, replace it with another collectable invoice or apply the receivable to your reserve account. However, if your customer declares bankruptcy within 60 days from the invoice date, United Capital Funding Corp. will absorb the credit related loss.

- 12.** Is United Capital Funding Corp. a "broker" or the "Funding Source"?

United Capital Funding is the funding source, not a broker. A broker is a "middleman" who represents multiple funding sources, and is paid a fee for doing so. There are many excellent brokers that exist in the market place. However, we fund utilizing our own resources and capital.

**14. What kind of Due Diligence should I complete on a factor?**

It is very important to have a clear understanding of the financial capacity and track record of your funding partner. We would strongly encourage you to complete a thorough and careful "Due Diligence" on any funding source you are considering. Call the references supplied by the factor. Research the financial condition of your potential funding source by requesting and receiving bank, legal and accounting references. This critical first step in the process should not be skipped.

**How can I receive more information on the professional factoring services provided by United Capital Funding Corp.?**

We would welcome your visit to our offices located in the Tampa Bay area at any time. We would also be happy to meet with you at your office, plant or facility at your convenience. We can also be reached via our website [[www.ucfunding.com](http://www.ucfunding.com)]; or email at [mark@ucfunding.com](mailto:mark@ucfunding.com). Our telephone number is (877) 894-8232, and our fax is (813) 433-5304. Our website also contains additional information for your review, as well as background information on the ownership of our firm.

## Reference Guide

Street Address: 146 2<sup>nd</sup> St. North, Ste. 200, St. Petersburg, FL 33701  
Hours of Operation: 8:00 A.M. – 5:30 P.M. (EST) Voice Mail available  
Telephone: (727) 894-8232 Main Office  
Toll Free: (877) 894-8232  
Fax: (727) 898-4205; (813) 433-5304  
E-Mail: first name@ucfunding.com  
Web Site Access: [www.ucfunding.com](http://www.ucfunding.com)  
Lockbox Address: United Capital Funding Corp.  
P. O. Box 31246  
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### Principal and Directors

Chris Youmans, President, Managing Partner, ext. 222  
Ivan Baker, CFO, Managing Partner, ext. 232  
Mark Mandula, CMO, Managing Partner, ext. 229  
Gerard [Jerry] Curley, Chairman, ext. 228

### Accounting Department

Barbara Coakley, ext. 230  
Carol Lott, ext. 237  
Larry Reales, ext. 247

### Underwriting Department/Credit Analysis

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### Account Representatives

Jewel Mathewson, ext. 235  
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Mary Rozanski, ext. 233  
Chris Gionet, ext. 224  
Morgan Reales, ext. 231  
Diane Vanasco, ext. 223  
Yuriy Ordinat, ext. 227  
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### Client Services

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Sandy Mills, ext. 249

### Administrative Assistants

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Peggy Dlugozima, ext. 239

### Regional Business Development

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