

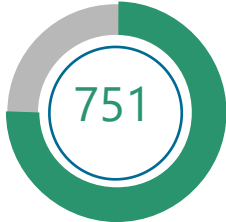
# HOW TO READ THE NACM INSIGHT<sup>2</sup> REPORT

ESPN REGIONAL TELEVISION, INC.  
11001 RUSHMORE DR  
CHARLOTTE, NC 28277  
(704) 973-5000  
Report Date: 02/11/2020

Distributed By:  
NACM Connect  
3005 Tollview Dr.  
Rolling Meadows, IL 60008



## Insight<sup>2</sup> Report

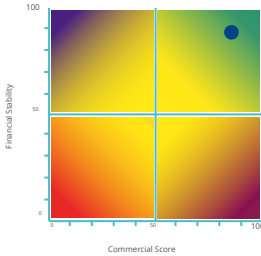


Current Days' Beyond Terms  
4

### NACM - Score Analysis

- HISTORICAL LOWER BALANCES 60+ DAYS PAST DUE IS CONSISTENT WITH LOW RISK
- HISTORICAL LOWER BALANCES 60+ DAYS PAST DUE IS CONSISTENT WITH LOW RISK
- HISTORICAL HIGH NUMBER OF POSITIVE TRADES IS CONSISTENT WITH LOW RISK
- SCORE IS BETTER THAN 97.8% OF SUBJECTS IN THE DATABASE

(Data Source: NTC)



### Experian - Score Analysis

- Financial Stability
- LOW TO MEDIUM RISK
- Commercial Score
- MEDIUM TO HIGH RISK
- Recommended Limit
- \$72,700.00
- Current DBT
- 58

## SCORE ANALYSIS

- The NTCR gives a predictive score between 450 and 900 that helps illuminate the likelihood that the account will go bad in the next 6 months
- The Experian score gives two ratings: The Commercial Score (likelihood of serious delinquency) and the Stability (likelihood of severe delinquency or bankruptcy) These ratings recommend a maximum credit limit for a company

## Company Profile

### Company

ESPN REGIONAL TELEVISION, INC  
11001 RUSHMORE DR  
CHARLOTTE, NC 28277

### Company Overview

2015  
05/23/2015  
N/A  
N/A  
Active

### Executive

CHUCK GERBER  
PRESIDENT  
JOHN SKIPPER  
PRESIDENT  
MICHAEL SALAMA  
PRESIDENT  
MARSHA LEIGH REED  
PRESIDENT

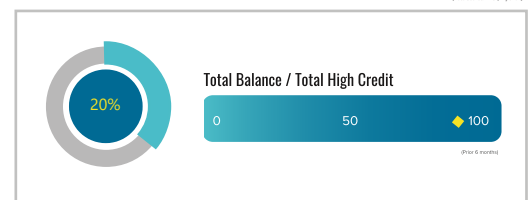
### Supplemental Data

Line of Business: Institutions  
Legal Status: N/A  
Profit Type: P  
National/Int'l ID: N/A  
Import/Export Status: N/A  
SIC: 7389, 7922, 7900  
NAICS: 541990, 711100, 710000

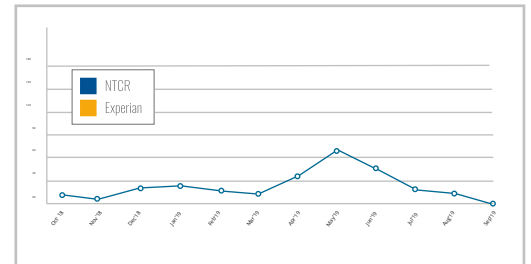
### Corporate Linkage

ID	Business Name	Address	Type of Location
30204010	THE NALCO BISKAY COMPANY	3005 BIRKEN WOOD ST BURBANK CA	Ultimate Parent
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### Credit Utilization



### Average Days Beyond Terms



## CORPORATE INFORMATION & LINKAGE

- Review company corporate information including management, company size and sales
- View related entities to the subject company

## CREDIT UTILIZATION

- Credit Utilization graphically depicts how much available credit the company is currently using

## DAYS BEYOND TERMS

- Days Beyond Terms graphically shows how long it take the company to pay its bills, past the due date

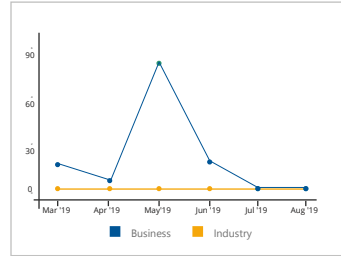
## TRENDS

- Historical Days Beyond Terms over the past 6 months
- Quarterly Days Beyond Terms trending

## Trends

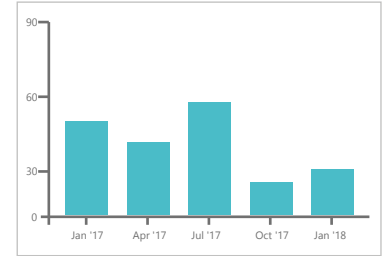
Six Month DBT Trends

(Data Source: NTCR)



Quarterly DBT Trends

(Data Source: Experian)



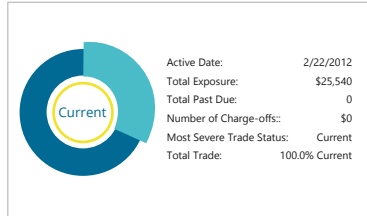
## Trade Summary

Monthly Trend Analysis

(Data Source: NTCR)

Date Reported	Industry		Business		Balance	Current	Days Beyond Terms			
	Cur	DBT	DBT				1-30	31-60	61-90	91+
Aug '19	0	0	0	0	\$32,000	\$0	\$0	\$0	\$0	\$0
Jul '19	0	0	0	0	\$61,400	\$0	\$0	\$0	\$0	\$0

### Trade Summary



### Fraud Summary

OFAC Match:  
Business Victim Indicator:  
Business Risk Indicator:  
Name/Address Verified:

(Data Source: NTCR)

## TRADE SUMMARY

- Office of Foreign Assets Control match checks and business name and address verification
- Summary of the National Trade Credit Report trade information
- Statistical average of data from the National Trade Credit Report data

### Financial Accounts Summary

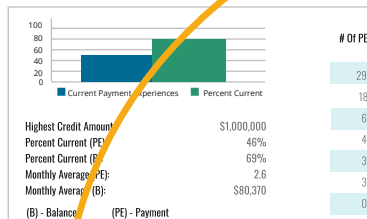
(Data Source: Experian)

Reported Accounts:	14
Reported Accounts Balance:	\$76,800.00
Recent Accounts:	8
Recent Accounts Balance:	\$11,500.00
Highest Credit:	\$98,400.00
Median Credit Amount:	\$800.00
Total Past Due:	\$8,608.00
Current DBT:	58
Average Monthly DBT:	23
Highest DBT:	58

### Non-Financial Accounts Summary

Legal Items:  
Legal Balance:  
Derogatory Legal Items:  
Bankruptcies Reported:  
Lien Items:  
Lien Balance:  
Judgment Balance:  
UCC Filings:  
Derogatory UCC Filings:  
Collection Items:  
Collection Balance:

### Payment Summary



# Of PE	Aging Balance	Category
29	\$1,338,350	Current
18	\$48,275	1-30 Days Overdue
6	\$518,950	31-60 Days Overdue
4	\$5,975	61-90 Days Overdue
3	\$5,100	91-120 Days Overdue
3	\$12,225	120-180 Days Overdue
0		180+ Days Overdue

## Additional Trade Experiences

### Tradelines

(Data Source: NTCR)

Industry	Date			Rept DBT	High Credit	Balance	Current	Days Beyond Terms			
	Rept	Open	Last					1-30	31-60	61-90	91+
0619			0619	15	\$267,008	\$128,154	\$4,513	\$123,141	\$0	\$500	\$0
Plumbing Heat	0419	0106	0019	0	0	0	0	0	0	0	0
Paper	0319	0419	1217	0	0	0	0	0	0	0	0
Equipment	0319		0419	16	6322	6322	6322	0	0	0	0
Petroleum	0319			0	0	0	0	0	0	0	0

### Public Records

(Data Source: Experian)

Date	Type	Action	County (State)	Book/Instr #	Page	Lienor	Amount	Owner
10/12/2013	State Tax	Lien	Milwaukee Conn...	12U0003805			\$4,721.00	State of Wisconsin
04/28/2015	State Tax	Released	Milwaukee Conn...	12U0003805			\$4,721.00	State of Wisconsin

### UCC Filings

(Data Source: NTCR)

## ADDITIONAL TRADE EXPERIENCES

- Tradelines - National Trade Credit Report trade data and Experian trade details
- Public Records - Public Records from the best data feed
- UCC Filings - Uniformed Commercial Code filings from the best data feed
- Bankruptcies - Bankruptcies from the best data feed