

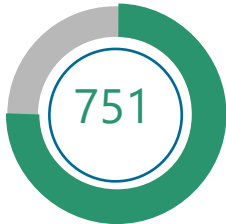
# HOW TO READ THE NACM INSIGHT<sup>2</sup> REPORT

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

Distributed By:  
NACM Tampa Inc.  
5521 West Cypress Street, Suite 200  
Tampa, FL 33607



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

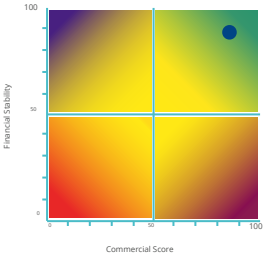


Current Days' Beyond Terms  
4

### 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

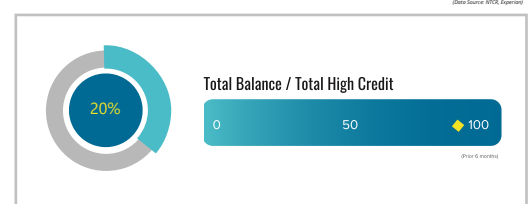
### Supplemental Data

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

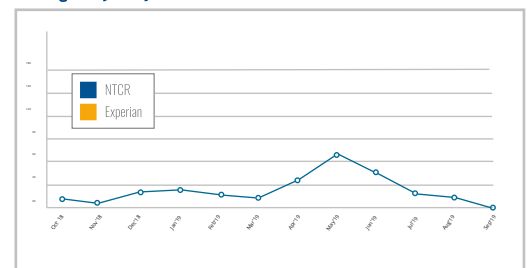
### Corporate Linkage

ID	Business Name	Address	Type of Location
30204010	THE NALCO BISKAY COMPANY	3005 SHELBY WOODS ST BURBANK CA	Ultimate Parent
30204010	THE NALCO BISKAY COMPANY	3005 SHELBY WOODS 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

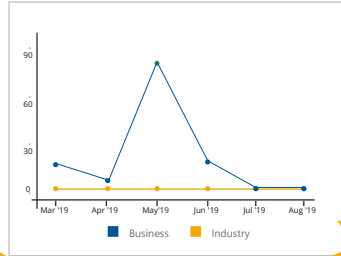
- Days Beyond Terms graphically shows how long it take the company to pay its bills, past the due date

# Trends

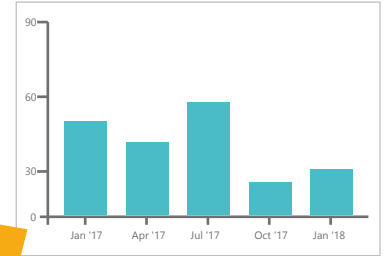
## TRENDS

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

Six Month DBT Trends

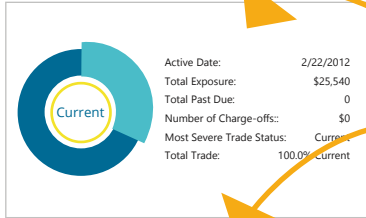


Quarterly DBT Trends



# Trade Summary

## Trade Summary



## Fraud Summary

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

## TRADE SUMMARY

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

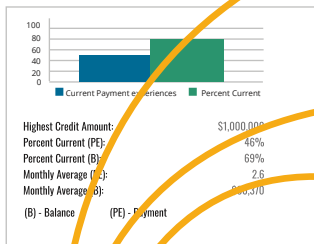
## Financial Accounts Summary

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	\$49,275	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
1	\$12,225	120-180 Days Overdue
0		180+ Days Overdue

# Additional Trade Experiences

## Tradelines

Industry	Date			Rept Dtd	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	\$0
Plumbing Heat	0419	0106	0019	0	0	0	0	0	0	0	0	0
Paper	0319	0419	1217	0	0	0	0	0	0	0	0	0
Equipment	0319		0419	16	6322	6322	6322	0	0	0	0	0
Petroleum	0319			0	0	0	0	0	0	0	0	0

## Public Records

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

Date	Type	Action	County (State)	Book/Instr #	Page	Lienor	Amount	Owner
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## 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