

## FINANCING CASE STUDY

**WHO:** Online Clothing Retailer  
(The Customer)

**WHEN:** Fall of 2022 through Summer of 2023

**WHERE:** Southern California



**WHAT:** An Online Clothing Retailer (The Customer) in Southern California was planning on moving their headquarters to a newer, larger location. They had been working with a design consultant and a few different office furniture dealers, who represented different manufacturers, to acquire furniture for their new space. The new location needed to be built out in different phases to accommodate The Customer's needs and to allow staff to relocate in stages. The Customer and design consultant were looking to utilize a financing solution that accommodated the multi-stage roll out of the furniture through four different dealers. The dealer providing the largest portion of the furnishing solution introduced Americor Capital to the design consultant and The Customer to assist in putting a financing solution together that could meet this request. The overall size of the transaction was approximately \$1.9MM.

**WHY:** The Customer was looking to utilize financing to conserve their cash on hand as their business was in a transitional growth stage.

**HOW:** Americor Capital was able to secure an approval for a \$1.9MM lease line of credit for The Customer which covered the different install windows of the furniture roll-out. Americor set up a lease schedule for each individual stage of the project which allowed payment to the dealers for deposits when predetermined milestones were hit.

**SUMMARY:** This unique financing structure, provided by Americor Capital, allowed The Customer to accomplish the staged installation of the furnishings for their new headquarters location and meet The Customer's desired deadlines. The lead dealer on the project was able to show additional value to The Customer and design consultant by making the introduction to a financing company that could put a customized solution together for the unique request.

*If you would like to learn more about providing a financing solution to your customer or strategize about an existing deal in your pipeline, please don't hesitate to reach out to Americor Capital.*