

Data, Trends and Solutions for Your Business

Date Issued: ___/___/___

Lester Nowell

Stams, LLC dba Captain D's Seafood

209 N Walnut Creek Drive • Mansfield, TX 76063

Phone: (865) 988-9296 | Email: lnowell@captains.com

Dear (Guarantor Name),

Our primary mission at ARF Financial is to help your business succeed by providing working capital when you need it. We also want to help **BOOST** your business' profitability and performance over time.

That's why we have developed this new **INSIGHT REPORT**, a free service for our valued clients. This report highlights key trends, summarizes critical information and provides a comprehensive review of your business' creditworthiness. We believe the this **INSIGHT REPORT** will help you develop strategies to improve your overall financial performance. Here are several key points from the report.

KEY POINTS FROM YOUR BUSINESS' INSIGHT REPORT:

- **Sales Trends:** (PG. 2) - Your sales trends are Up Down Flat over the period reviewed.
- **Cash Flow:** (PG. 3) - Your projected cash flow is Positive Negative over the period reviewed.
- **Personal Credit:** (PG. 7-9) - Your current personal credit score is Poor Fair Good Excellent
- **Liens & Judgements:** (PG. 5) - Were you aware you have ___ liens against your business?
- **UCCs Filled:** (PG. 6) - Were you aware you have ___ UCCs filed against your business?

We also understand our clients are continually striving to improve their businesses and would value any product or service that would positively impact their results. That's why we have developed a suite of value added products and services called **BOOST**. Boost services (which are offered by our trusted third party partners) include improved financial management, budgeting, and operational efficiency tools, web

and digital marketing solutions and expense reduction opportunities specifically designed for restaurant and hospitality businesses like yours. You will find additional information regarding **BOOST** services in this report.

When it comes to working capital, I hope you will continue to look to ARF Financial to meet your needs. Since 2001, we have been the trusted experts in providing short-term commercial loans for restaurants, hospitality and retail businesses throughout the nation. ARF Financial serves the gap between traditional bank financing and less attractive options, such as cash advances or expensive equity partners.

As your ARF Consultant, I will personally get to know your business and advise which financing solution best suits your needs, including working capital loans, lines of credit and bridge loans. ARF Financial has trusted relationships with banks around the country, so you can acquire a bank loan fast and without collateral using limited paperwork.

I hope you enjoy your free **INSIGHT REPORT** and will take advantage of **BOOST!** Please contact me with any questions regarding this report or for additional information about working capital.

Kind Regards,

Celeste Deal-Maunoir



Sales Rep Name

Sales Rep Title

Phone: (000) 000-0000 | Fax: (000) 000-0000

Email: salesrepname@arffinancial.com

Web: arffinancial.com/salesrepfirstname

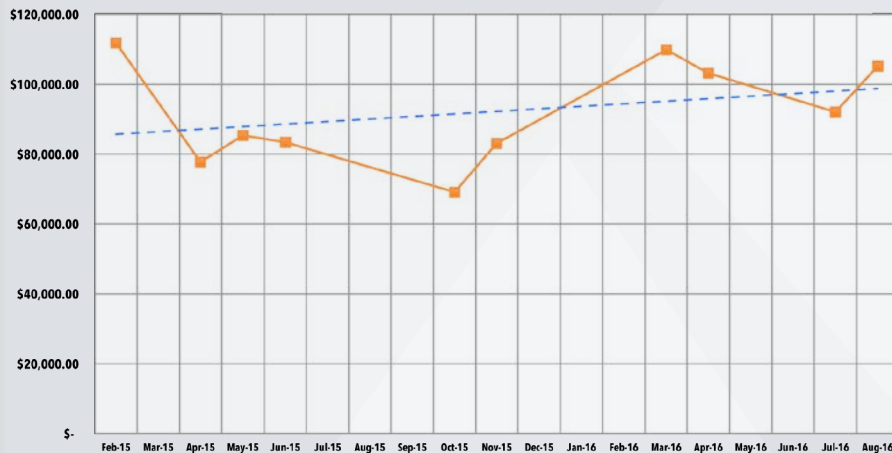
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BUSINESS INSIGHT: SALES TRENDS

Your Bank Statement Deposits ("Sales") have been adjusted for wire deposits, returned checks and unusually large deposits that do not occur on a consistent or regular basis. ARF Financial removes these types of items when calculating your net annual sales so that we can determine the appropriate loan amount or line of credit availability for your business.

NET MONTHLY VOLUME



HISTORICAL BANK STATEMENT VOLUME

Date (Oldest to Newest)	Net Monthly Volume
April 2015	\$77,698.59
May 2015	\$85,318.85
June 2015	\$83,340.92
October 2015	\$69,085.99
November 2015	\$83,030.20
February 2016	\$111,777.04
March 2016	\$109,899.87
April 2016	\$103,086.23
July 2016	\$92,067.73
August 2016	\$105,063.58
2015 Average Monthly Bank Statement Volume	\$85,041.90
2016 Average Monthly Bank Statement Volume	\$102,529.35
Percentage Gain/Loss - Oldest to Newest Year	20.56%

CURRENT BANK STATEMENT VOLUME

Date (Oldest to Newest)	Net Monthly Volume
July 2016	\$92,067.73
August 2016	\$105,063.58
Average Monthly Bank Statement Volume	\$98,565.66
Average Annual Bank Statement Volume	\$1,182,787.86
Percentage Gain/Loss - Oldest to Newest Month	14.12%

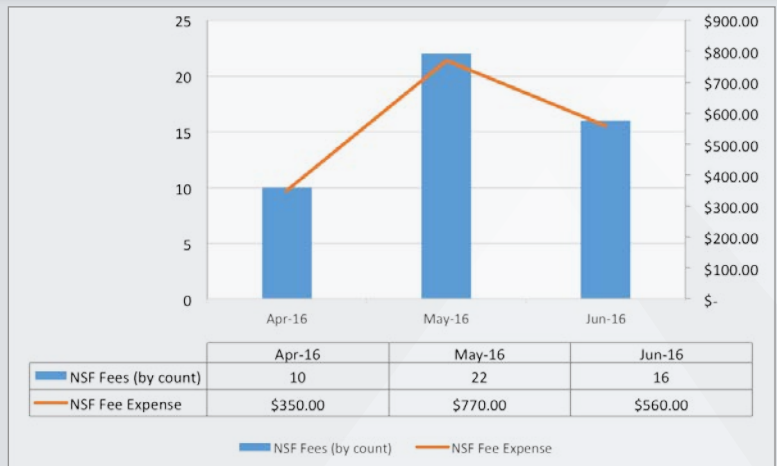
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Date Issued: ___/___/___

BUSINESS INSIGHT: CASH MANAGEMENT

Your Bank Statement Deposits ("Sales") have been adjusted for wire deposits, returned checks and unusually large deposits that do not occur on a consistent or regular basis. ARF is projecting your Average Annual Cash Flow based upon the net deposit numbers calculated and does not take into account potential seasonality of your business. All projections are based upon the bank statements submitted.

NSFs SUMMARY



Current Bank Statements: NSF Analysis		
	NSFs (by count)	NSF Expense (dollars)
Avg. Monthly NSFs	16	\$560.00
Projected Annual Total	192	\$6,720.00
Your Bank's NSF Fee		\$35.00

CASH FLOW PROJECTION

Current Bank Statements: Cash Flow Projection			
Date (Oldest to Newest)	Net Monthly Deposits	Monthly Payments	Net Monthly Cash Flow
MARCH - 2016	\$114,116.70	(\$109,899.97)	-\$5,783.17
APRIL - 2016	\$103,088.23	(\$117,855.93)	-\$14,769.70
JULY - 2016	\$92,838.77	(\$103,336.41)	-\$10,497.64
AUGUST - 2016	\$105,809.57	(\$110,609.09)	-\$4,799.52
Average Monthly Cash Flow			-\$6,070.92
Projected Average Annual Cash Flow			-\$72,851.07

Current Bank Statements: Balances		
Date	Beginning Balance	Ending Balance
MARCH - 2016	\$103,088.23	\$117,855.93
APRIL - 2016	\$92,838.77	\$103,336.41
JULY - 2016	\$105,809.57	\$110,609.09
AUGUST - 2016	\$109,899.97	\$114,116.70

DEFINITIONS:

Net Monthly Deposits: Gross deposits less transfers and other non-sales credits
Projected Average Annual Cash Flow: Anticipated annual gain/loss for the bank account statements reviewed

Note: All projections are based on the statements submitted. Potential seasonality is not incorporated into results

DAILY BALANCE SUMMARY

PAST 90 DAYS	AVERAGE	HIGH	LOW	DAYS < \$0.00
BALANCE DETAILS	\$6,333.54	\$16,701.00	(\$2,107.30)	10

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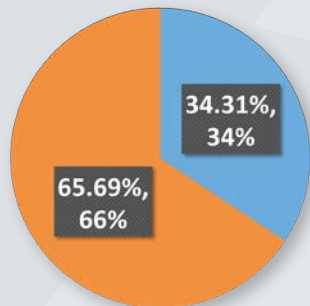
BUSINESS INSIGHT: ALTERNATIVE FINANCING (with terms of 4 years or less)

EXISTING ALTERNATIVE FINANCING PROVIDERS

Cash Provider	AMEX		CAN Capital		On Deck Capital		AGGREGATE TOTAL	
Repayment Method	CC Sales withheld		Weekly		Daily			
Date (Oldest to Newest)	Monthly (\$)	% of Monthly Revenue	Monthly (\$)	% of Monthly Revenue	Monthly (\$)	% of Monthly Revenue	Monthly (\$)	% of Monthly Revenue
JULY - 2016	\$8,989.32	10%	\$18,948.50	21%	\$6,840.00	7%	\$34,167.75	37%
AUGUST - 2016	\$7,521.72	7%	\$17,728.35	17%	\$7,600.00	7%	\$32,850.07	31%
Average Monthly Cash Flow Impact	\$8,255.52	8%	\$18,338.43	19%	\$7,220.00	7%	\$33,813.95	34%
Annualized Cash Flow Impact	\$99,066.24	8%	\$220,061.10	19%	\$86,640.00	7%	\$32,850.07	34%

*We recommend a short-term debt range between 6% and 14% of a merchant's net annual sales.

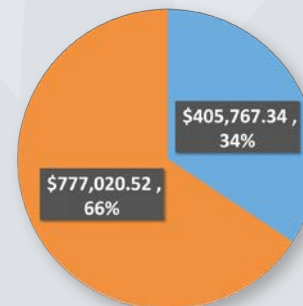
ALTERNATIVE FINANCING PROVIDERS: MONTHLY CASH FLOW IMPACT



SHORT-TERM CASH PROVIDERS: MONTHLY CASH FLOW IMPACT

- Monthly Cash Provider Payments
- Net Available Cash

ALTERNATIVE FINANCING PROVIDERS: ANNUAL CASH FLOW IMPACT



SHORT-TERM CASH PROVIDERS: ANNUAL CASH FLOW IMPACT

- Annualized Cash Provider Payments
- Net Available Cash

Data, Trends and Solutions for Your Business

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BUSINESS INSIGHT: TAX LIENS, JUDGEMENTS & BANKRUPTCIES

TOTAL TAX LIENS & JUDGEMENTS

	\$ AMOUNT	COUNT
Current Active Liens	\$95,593.00	3
Tax Liens Filed in Last 3 Years	\$115,593.00	4
Total Judgements	\$1,287.00	1
Liens - % of Avg. Monthly Income	%	

TOTAL LIENS AND JUDGEMENT DETAILS

FILING DATE:	FILING TYPE:	STATE:	AMOUNT:	CREDITOR:	DEBTOR:
3/27/2016	STATE TAX LIEN	FL	\$20,175	STATE OF FL	Parliament House
9/10/2015	STATE TAX LIEN	FL	\$3,028	STATE OF FL	Parliament House
1/5/2016	FEDERAL TAX LIEN	FEDERAL	\$72,390	IRS	Parliament House

JUDGEMENTS FILED IN PAST 12 MONTHS

FILING DATE:	FILING TYPE:	STATE:	AMOUNT:	CREDITOR:	DEBTOR:
10/13/2015	SMALL CLAIMS JUDGEMENT	FL	\$1,287	Altech Electro of Central Florida	Parliament House

BANKRUPTCIES

FILING DATE:	CASE NUMBER:	DISPOSITION:	DISPOSITION DATE:	DEBTOR:
10/13/2015	1408503	CLOSED	3/30/2016	Parliament House

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BUSINESS INSIGHT: UCCs – LIENS FILED AGAINST YOUR BUSINESS

WHAT IS A UCC-1 FILING?

A Financing Statement is filed to perfect a security interest in named collateral and establishes priority in case of debtor default or bankruptcy. Additionally, a UCC-1 notifies a potential buyer of your business that liens (debt) must be satisfied prior to the acquirer receiving a clear or clean title to your business.

After completion of your loans with previous lenders – contact them in writing requesting that they terminate their UCC-1s. Lenders often will not do this automatically. A UCC-1 will remain active for 5 years after the filing date.

CURRENT UCC FILINGS

ACTIVE UCC DETAILS:	FILING DATE:	FILING NUMBER:	SECURED PARTY:	DEBTOR:
	5/23/2016	51691110	NS LEASING, LLC	Bogdan Orthodontics, PA
	5/23/2016	51268897	CORPORATION SERVICE COMPANY, AS REPRESENTATIVE	Bogdan Orthodontics, PA
	5/23/2016	50959932	CT CORPORATION SYSTEMS, A REPRESENTATIVE ATTN: SPRS	Bogdan Orthodontics, PA
	5/23/2016	26218014	BANK OF AMERICA, N.A.	Bogdan Orthodontics, PA
	5/23/2016	26129952	BANK OF AMERICA, N.A.	Bogdan Orthodontics, PA

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Date Issued: ___/___/___

BUSINESS INSIGHT: PERSONAL CREDIT – EQUIFAX

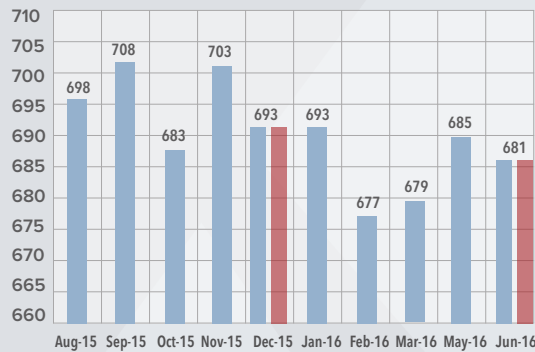
CREDIT HISTORY – LAST 12 MONTHS

Equifax
787

Excellent

350 850

▶ **Details**



CREDIT SUMMARY AS OF 5/15/2016

Open Accounts	Total # of Accounts	Balance	Available	Credit Limit	Debt to Credit	Monthly Payment	Accounts with a Balance
Mortgage	0	\$0	N/A	N/A	N/A	\$0	0
Installment	3	\$62,105	\$31,093	\$93,198	67%	\$1,562	3
Revolving	11	\$10,904	\$50,027	\$60,931	18%	\$156	3
Other	0	0	N/A	N/A	N/A	\$0	0
Total	14	\$73,009	\$81,120	\$154,129	47%	\$1,718	6

Usually it's a good idea to keep your oldest credit account open, as high average account age generally demonstrates stability to lenders. Also, especially if you have been managing credit for a short time, opening many new accounts will lower your average account age and may have a negative impact.

COLLECTION INFORMATION

LAST REPORTED	STATUS	CLASS	BALANCE
7/18/2016	Unpaid	Med/Health	\$105.00
6/30/2016	Unpaid	Med/Health	\$75.00
12/2/2015	Unpaid	Med/Health	\$524.00
6/12/2015	Paid	Med/Health	-

CREDIT INQUIRIES – LAST 12 MONTHS

11/24/2015	CR	91OUT42490	Comcast-Philadelphia	Telephone Companies
10/27/2015	CR	496ZB00558	Universal Credit Ser	Misc. Reptg. Agencies
10/21/2015	CR	234FP04622	Springleaf Fin Svcs	Personal Loan
10/15/2015	CR	496ZB00954	Universal Credit Ser	Misc. Reptg. Agencies
4/1/2015	CR	496ZB00954	Comcast-Philadelphia	Telephone Companies
2/20/2015	CR	496ZB00954	Credit Plus	Misc. Reptg. Agencies

MORTGAGE INFORMATION

	Active	Status	Lender	Last Reported:
Mortgage	YES	Current	Great MDWest Bank	9/30/16
HELOC	YES	Late	US Bank	7/31/16

CREDIT ACCOUNTS

Total Accounts	19
Late Accounts	4
Charged Off Accounts	2

ARF CREDIT SCORE POWERED BY EQUIFAX

Equifax Contact Information:

Toll Free: (800) 685-1111 | www.equifax.com/fcra

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Date Issued: ___/___/___

BUSINESS INSIGHT: PERSONAL CREDIT – EXPERIAN

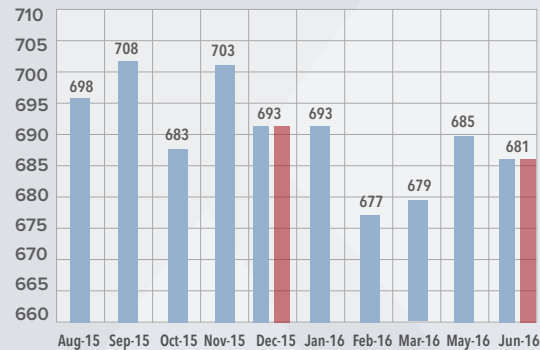
CREDIT HISTORY – LAST 12 MONTHS

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787

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▶ Details



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ARF CREDIT SCORE POWERED BY EXPERIAN

EXPERIAN CONSUMER ASSISTANCE:

701 Experian Pkwy. | PO Box 2002 • Allen, TX 75013

Toll Free: (800) 685-1111 | www.experian.com/reportaccess

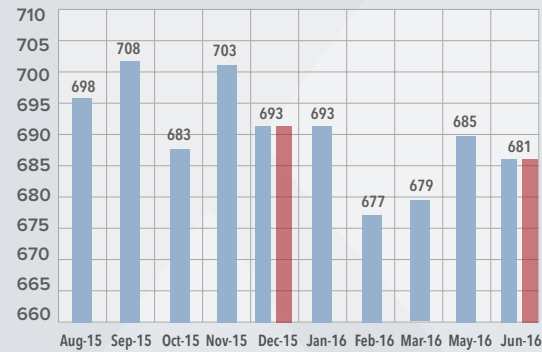
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Date Issued: ___/___/___

BUSINESS INSIGHT: PERSONAL CREDIT – TRANSUNION

CREDIT HISTORY FOR LAST 12 MONTHS

TransUnion
799
Excellent
350 ————— 850
Details



CREDIT SUMMARY AS OF 5/15/2016

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ARF CREDIT SCORE POWERED BY TRANSUNION

Toll Free: (800) 680-7289

www.dispute.transunion.com

Business Services to Drive Future Performance

Brought to you by ARF Financial

WEBSITE DEVELOPMENT



bentobox

Bento's beautifully designed websites attract more guests and allow you to stay connected with them long after the meal.

Drive Revenue

BentoBox knows how to get guests in the door and makes it easy to grow your business online through reservations, gift cards, event bookings and more.

- More Reservations
- Integrate Online Ordering
- Electronic and Plastic Gift Cards
- Lead Forms for Private Event
- Lead Forms for Catering
- Promote Ticketed Events
- Sell Merchandise, Cookbooks & Tickets

Call Us at 877-353-2447 or visit our website at: www.getbento.com

Annual Subscriptions to Boost products are offered by ARF for free in connection with a loan promotion. Substantial discounts may also be available for ARF customers on Boost products and services for purchase. Please contact your ARF Loan Consultant for details.

EMAIL MARKETING SERVICES



Local email marketing is one of the most effective and efficient ways to reach consumers in your area. aDealio has thousands of email addresses of households in your area who are interested in trying new restaurants and exploring their home town, so they are especially receptive to offers from local businesses.

- Choose the scope of your campaign (local area or citywide)
- Choose the frequency of your email drops
- Design and launch your own campaign or aDealio will assist you with designing and launching your campaign

Visit our website at: www.adealio.com

Boost products are offered by ARF for free in connection with a loan promotion. Substantial discounts may also be available for ARF customers on Boost products and services for purchase. Please contact your ARF Loan Consultant for details.

MANAGEMENT APPLICATION FOR MULTI-UNIT OPERATORS



Restaurant Management Software

Our platform was designed to help you run Better, Safer, and more Profitable restaurants by providing you with more manager accountability and location visibility.

- Works on phones and tablets (all operating systems)
- Occasionally connected (inspect off-line)
- Custom report builder
- Takes photos

The Only Way to Grow Restaurant Sales is through Better Operations

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ABOUT ARF FINANCIAL



The Industry Leader in Restaurant - Hospitality Financing

For more than 16 years, ARF Financial has been offering a wide variety of financial solutions to restaurant-hospitality businesses that feature the flexibility they want with out the hassles they don't. In fact we've helped over 6,000 businesses obtain approvals on more than 12,000 loans with proceeds in excess of \$600,000,000. The company is managed and staffed by industry veterans with extensive experience in restaurant-hospitality finance.

ARF has built relationships with community banks around the country, so you can acquire a true bank loan quickly, without collateral and with limited paperwork. That means the interest you pay is tax deductible, rates are fixed, and you know the terms ahead of time. Our clients get the financing they need with manageable payments that won't increase as revenue grows.

- Loans from \$5,000 to \$1,000,000 per location
- Collateral is not required on amounts up to \$725,000
- Flexible terms up to 36 months
- All loans come with an optional, 24 hour accessible Line of Credit
- Approvals are normally granted within 48 hours
- Fundings in as little as 3 to 5 business days
- Repayment is not tied to your credit card transactions
- The interest is tax deductible, and we offer early payoff options

DISCLAIMERS:

*The information contained in this Insight Report has been obtained from you, credit bureaus and other third party service providers which you have authorized us to obtain on your behalf (i.e. banking and credit information about you and your business), as well as public record searches. No assurances are provided as to the accuracy or completeness of the information contained herein. Before acting on any information, you should consider the appropriateness of the information provided and the nature of the general advice which has been provided, with regard to your objectives, financial situation and needs. You should seek independent financial advice before implementing the recommendations contained in this report. ARF Financial, LLC ("ARF") and its employees do not receive any specific remuneration for this report which is provided as a free service. However, sales consultants may receive commissions on loan products and Boost products offered to you as part of this report. Other than business loan products offered to you by ARF or one of ARF's bank partners, all other services and product offerings contained in the Boost section of this report are provided by third party vendors. Neither ARF nor its employees are responsible for the availability and quality of the services provided by such vendors or any representations and warranties made by such vendors. ARF is not a party to any agreement between you and such vendors for its services. However, if ARF has offered to "bundle" any services provided by such vendors, you may pay ARF directly for such services and ARF will pay the vendors. ARF has negotiated promotional discounts on behalf of ARF's customers for consideration of the services offered by such vendors. Such discounts may be discontinued after the first year of service or if you continue to receive the service after you are no longer an active ARF customer. No representation is made by ARF as to the suitability of a particular product or service for your business. Your obligations under any loan product obtained by or through ARF are independent of your rights or obligations under any service agreement with such third parties or payment agreement for such services with ARF.

**Boost products and services may not be combined with any other promotional offers or discounts.