

# Frequently Asked Questions

## PROJECT CONSIDERATION CHECK LIST

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- a. Is it equipment?
- b. Is the equipment essential to the business?
- c. Is it for an existing business? (i.e. not a startup)
- d. Is it in the USA or Canada?
- e. Is the need \$50k or more (annual capital need)?
- f. Does the business have good cash flow or a strong balance sheet?
- g. Does the business have good credit history?

## STRATEGIC DEVELOPMENT PROJECT CANDIDATES?

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- a. Strong credit but low residual collateral
- b. Challenged credit but strong cash flow
- c. Strong balance sheet but low cash flow
- d. Young company with aggressive growth and cash flow growth
- e. Strong collateral but medium cash flow and okay balance sheet
- f. FF&E and other types of equipment that the banks won't fund
- g. Aggressive growth opportunities where time to close is important
- h. Cash flow is important
- i. Traditional "B Paper" equipment projects
- j. Unique business models with strong credit and good cash flow

## STRENGTHS OF STRATEGIC DEVELOPMENT

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- 1. A great capital source for flexible customized transactions in cash flow sensitive situations
- 2. Experienced at building vendor specific equipment finance models
- 3. Open to non-traditional equipment finance opportunities
- 4. Also specialize in progress funding (i.e. when a lease requires periodic disbursements to vendors for a percentage of the equipment or work completed).

## WHY YOU SHOULD WORK WITH STRATEGIC DEVELOPMENT ?

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- a. You keep and manage your relationships and Strategic Development does the financing.
- b. You make more money working with Strategic Development than other equipment finance firms
- c. Strategic Development has more experience with financial engineering and underwriting equipment than other companies
- d. Strategic Development offers loyalty, flexibility, customization, and a wide range of capital availability with a quick turn around

## WHAT IS STRATEGIC DEVELOPMENT 'S FUNDING RANGE?

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- a. \$50K to \$150MM per project funding
- b. Typical funding range of \$500k to \$20MM

## WHAT IS THE TIMING TO CLOSE FOR FUNDING?

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- a. Once a complete application is received it typically takes two to three weeks to close
- b. More complex projects may take additional time

## CAN STRATEGIC DEVELOPMENT FUND EQUIPMENT FOR YOUNGER COMPANIES AND NON-TRADITIONAL PROJECTS?

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- a. Yes. Strategic Development's investors include alternative investment partners that allow for more flexibility for structure and young businesses.

## ARE STRATEGIC DEVELOPMENT'S RATES COMPETITIVE?

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- a. Yes, we provide the best rate possible given the project details and credit
- b. Strategic Development specializes in cash flow leases that match a company's needs

## CREATIVE EQUIPMENT TYPES STRATEGIC DEVELOPMENT CONSIDERS?

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- a. FF&E
- b. Software
- c. Cannabis equipment
- d. Any equipment that is essential for your business

## I DON'T NEED FINANCING BUT MY CUSTOMERS DO, CAN STRATEGIC DEVELOPMENT HELP?

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- a. Yes! We can help your business grow by giving you the edge of offering your customers in-house financing. Strategic Development can customize an in-house financing option for your customers so you can close more sales and take better care of your customers.



## FROM STRATEGY FORMATION TO EXECUTION

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Teri Klug founded her consulting practice Strategic Development, LLC in 2014. Her company focuses on creating meaningful partnerships while assisting its clients in all facets of business creation and expansion, and provides meaningful and timely relationship management, proposal development, and implementation, as well as, strategy and resource management.

*Teri Klug*  
Chief Executive Officer