

Pathway Capital Arranges \$20,000,000 ABL for NY Based ESCO, Indra Energy (DBA)

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Pathway Capital Corp, in conjunction with eCapital, has announced the successful closing of a \$20 million asset-based line of credit for New York-based ESCO, Indra Energy (DBA).

Indra Energy is an energy service company that provides electric and gas power to residential and commercial customers throughout the Northeast and Mid-Atlantic United States. The company services over 70,000 customers in eight states and the District of Columbia. Indra Energy has been in business for over 60 years, starting as a heating oil service business based in Brooklyn. The company remains a family business and is currently run by a third-generation operator.

Dylan Thomas, Vice President, said: "It has been an absolute pleasure working with the folks at Indra Energy. CFO Michelle Hofstetter is a consummate professional and an expert in her business. Being able to work with such a stellar representative of the company such as Michelle makes our work all the more fulfilling."

Decades of experience with a consultative approach

Pathway Capital's Thomas has decades of experience working with business operators in countless industries, helping them to arrange debt financing for any capital needs including working capital, equipment, factoring, commercial mortgages, and more. During Pathway's 15

years of business, Thomas and the company have arranged hundreds of millions of dollars in financing for companies across the United States.

“What sets us apart is our approach to working with business operators. We are solution driven and consider ourselves as consultant partners rather than brokers. Pathway Capital works diligently with operators to find them the best financing option to help their businesses grow and run as efficiently as possible. We pride ourselves on transparency and thoroughness and extremely are proud of the relationships we have built with our clients over the past 15 years.”

Supporting bankers and financial institutions

Thomas started his career in equipment leasing over 30 years ago and has been cultivating relationships with bankers and financial institutions ever since. His vast network and ability to bring on new lending partners have been integral in the success of Pathway Capital. As is the case with his business clients, he treats those in his network more as business partners than as contacts.

“The success of Pathway is directly related to the success of our lending partners. Our network allows us to give our clients the attention they deserve because we know we can rely on those relationships when the time comes. It truly embodies a symbiotic relationship and we are so grateful for the support we have received throughout the years.”

To learn more about Pathway Capital, visit <https://www.pathway-capital.com>.

For those interested in partnering with its sister firm ASC for commercial real estate loans, contact Glenn Thomas at gthomas@pathway-capital.com or call (845) 445-6006.

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