

BETTER MANAGE YOUR BUSINESS' POSITIVE WORKING CAPITAL

Managing your business' working capital is key to keeping your operation running smoothly and growing successfully. But what exactly is working capital? Simply put, it's the difference between your company's current assets (like cash, receivables, and inventory) and current liabilities (accounts payable, lines of credit, loan payments



coming due in the next 12 months). Positive working capital means you have enough resources to cover your short-term obligations—and invest in your future! “Helping

businesses calculate and manage their working capital is what we do every day. Use the Trusted Advisors at First Bank and take advantage of the decades of experience we have.” said David Murphy, First Bank Senior Vice President and Accredited Banking Professional.

Here are a few simple tips to make the most of your positive working capital:

- **Keep an eye on cash flow:** Make sure your cash is working for you, not sitting idle. If you have excess cash, consider using it to first pay down short-term debts and then to invest in growth opportunities.
- **Manage inventory wisely:** Avoid holding on to too much inventory. Too much stock ties up your cash and can cause cash flow issues later on.
- **Collect payments promptly:** Don't let uncollected receivables pile up. Set clear payment term expectations and follow up with customers when needed.
- **Negotiate better terms with suppliers:** Longer payment terms (such as net 60 days vs net 30 days on inventory purchases) can help maintain positive working capital while keeping flow of cash running smoothly.

Positive working capital is a sign of a healthy business but balancing it can be tricky. Whether you're facing challenges like high inventory costs or looking for ways to optimize cash flow, our advisors are here to help. Together, we'll make sure your working capital works as hard as you do!

2025 TURNKEY GRANT FOR HOUSING INFORMATION RELEASED

For more than 25 years one of First Bank's partners, FHLBank Topeka, has provided down payment and closing cost assistance to very low-, low- and moderate-income first-time homebuyers as part of their commitment to making housing accessible and affordable.

TurnKey, the suite of products FHLBank provides First Bank, is designed to provide assistance and address the challenges of attaining homeownership.

“Partnering with FHLB allows us to help our customers reach their goal of being able to purchase their dream home and our community's goal of providing quality housing,” said Marcia Diasio, Senior Vice President & First Bank Lender



HSP - Homeownership Set-aside Program

The Homeownership Set-aside Program provides down payment, closing cost and repair assistance to first-time homebuyers earning at or below 80% of the Area Median Income (AMI) for households purchasing or constructing homes.

HOPE - Homeownership Possibilities Expanded

The product provides access to the “missing middle” or homebuyers that do not traditionally receive support but need assistance with down payment, closing costs or other eligible repairs. HOPE is NOT limited to first-time homebuyers and household income must be at, or below 150% of the Area Median Income.

“Helping families find solutions to meet their needs is one of the most fulfilling parts of my position here at First Bank,” said Kimberly Owen, Vice President and First Bank Lender.



“I am happy to sit down with anyone to work a plan to meet their goals. The Turnkey is available until the funds are used up, so we advise those who are interested to submit their applications as soon as possible.”

Both of the programs open March 03, 2025, and will have up to \$15,000.00 available per household to be applied towards the home's down payment and/or closing costs. Interested parties can contact First Bank to find out if they qualify.