OVERVIEW
Dark Horse Comics was founded in 1986 by Mike Richardson as an off-shoot of his pop culture retail chain, Things From Another World. Dark Horse was founded on the belief that comics creators should have ownership in their original works. Dark Horse has been an industry leader in the publication of licensed comics and graphic novels. Its product divisions, Dark Horse Deluxe and Dark Horse Direct, produce a variety of pop culture toys and collectibles. Sister company, Dark Horse Entertainment, has produced over three dozen films and series since its inception, including “The Umbrella Academy”, “Hellboy”, and “The Mask”.

CHALLENGE
Dark Horse Comics has been historically profitable and had a relationship with a large national bank for many years. In 2016, the company experienced the loss of three levels of the bank’s management who had been familiar with Dark Horse and were key to the relationship. The bank’s corporate management became involved, but did not understand the Dark Horse business model with regard to intellectual properties, rights, and the entertainment business. As a result, they demanded Dark Horse pay off its loans and move its banking business. Over the course of several months, Dark Horse entertained term sheets from numerous banks that were ultimately delayed or withdrawn.

SOLUTION
Northrim Funding Services took the time to meet with Mr. Richardson and his senior management staff, learn about their industry, understand the events leading to their situation, and developed a plan to keep the company profitable. Northrim then implemented an accounts receivable and inventory funding line, while providing Dark Horse with the working capital it needed. Northrim was able to quickly approve and implement their solutions, pay off the bank, and keep Dark Horse moving forward.

RESULTS
Northrim's efforts were instrumental in helping Dark Horse remain profitable, achieve record growth, and continue to grow its multimedia empire around the world.

Northrim Funding Services is proud to play a small part in their continued success.
If your business is in peril, Northrim Funding Services is only a phone call away.

Two of Dark Horse creations include original superhero comic “Project Black Sky”, and television series “The Umbrella Academy” produced by sister company Dark Horse Entertainment.