



**GetzlerHenrich**  
MANAGEMENT & FINANCIAL CONSULTANTS

A Hilco Global Company

# Real Challenges. Real Solutions.

## Navigating Clients' Complex Commercial Real Estate and Hospitality Challenges Today

*Residual impacts of the pandemic and higher interest rates have led to significant continued stress and distress at the property and portfolio levels. How are these issues impacting your business, clients or portfolio?*

**Getzler Henrich's comprehensive suite of services** is structured to assist stakeholders involved in stressed and distressed situations across a variety of asset classes. Our team has extensive experience in commercial real estate and hospitality, both as advisors and operators, and **successfully resolves complex and contentious situations.**

### Our Process Creates Real Value

We combine best-in-class financial advisory practices with real-world operational experience, resulting in better outcomes.



**Diagnostic  
Phase**

#### **Rapid & Pragmatic**

*Our experts evaluate your unique situation to develop a solution customized to your needs.*



**Realistic  
Action Plan**

#### **Efficient & Effective**

*Our Plans are based on sound business best practices backed by real-world experience.*



**Measurable  
Achievable  
Results**

#### **Agile Leadership**

*Our team focuses on achieving timely results with integrity and honesty.*

### Our Range of Services

- Bankruptcy advisory
- Fiduciary Services
- Financial Advisory: Workouts, Restructuring, Business Plan Analysis, Liquidity Management
- Interim Management
- Lease Restructuring
- Litigation Support
- Expert Testimony
- Note Sales
- Property Sales & Dispositions
- Tax Advisory Services
- Transaction Advisory Services
- Appraisals, Due Diligence

*Getzler Henrich leverages the Hilco Global platform to provide a comprehensive range of advisory services to stressed and distressed businesses and their stakeholders across the U.S.*

**While the Commercial Real Estate and Hospitality industries are rebounding with some vigor**, uncertainties remain as a result of the continued impact of remote working policies, shifting consumer behavior and spending patterns, economic volatility, and continued labor and supply chain constraints. These factors are impacting the degree of stress and distress now being observed across both of these industries.

## Representative Engagements



### Financial Advisor to the owner of a flagged downtown hotel

This 100-year-old, full-service, 300-room hotel with approximately \$75 million of debt was renovated and on a steady growth path two years prior to the pandemic. The hotel remained open and operating during the pandemic due to PPP funding, forbearance from its senior lender, and use of reserve funds. GH was retained to guide the owners through a workout process with its senior lender, address and avert a looming liquidity crisis, prepare and implement a restructuring plan, and evaluate strategic options, including possible incremental funding and/or sale of the property. The hotel's performance has rebounded strongly.



### Chief Restructuring Officer of Metroplex on the Atlantic, LLC, a privately held real estate company whose primary asset was a 130-unit apartment building

Taking over from a receiver, GH was retained during the bankruptcy process to guide the company through the confirmation of a plan in an adversarial situation and implement the plan post-confirmation. GH guided the company through a successful §363 sale process and testified during the contested confirmation hearing to successfully confirm the plan. Subsequently, GH served as Plan Administrator and monetized remaining assets, reconciled claims, made distributions to creditors, and wound down the estate.



### Financial Advisor to a publicly traded SPAC

A SPAC seeking to acquire a group of real estate investment funds that invested in hotel, multifamily, office, self-storage, and residential assets retained GH with Hilco Global to conduct due diligence on the transaction. The scope of work included analysis of the operating forecast and underlying assumptions, reported and adjusted EBITDA, revenue recognition policies, and the underlying real estate assets.



### Litigation Support/Expert Witness

GH was retained by the owner of a multifamily property to opine on the commercial reasonableness of the UCC sale of the property to support a temporary restraining order and preliminary injunction, which bought the owner time to pursue a refinancing of the property.

## Contact Our Experts for an In-depth View

*We're committed to tailoring the right team with the right skills and track record for each client. Contact one of our senior-level consultants to demonstrate the breadth of our expertise.*

**Mark Podgainy** Managing Director  
917-742-7480  
[mpodgainy@getzlerhenrich.com](mailto:mpodgainy@getzlerhenrich.com)

**Robert A. Kuhn** Managing Director  
917-816-0807  
[rkuhn@getzlerhenrich.com](mailto:rkuhn@getzlerhenrich.com)

**Rod Olivero** Senior Director  
917-991-8425  
[rolivero@getzlerhenrich.com](mailto:rolivero@getzlerhenrich.com)

**Charvi Gupta** Director  
929-215-1526  
[cgupta@getzlerhenrich.com](mailto:cgupta@getzlerhenrich.com)