

Real Challenges. Real Solutions.

Getzler Henrich: Helping Clients Navigate a Changing Restaurant Industry

The restaurant industry today confronts an extremely challenging environment:

- Ingredients, food, wages, and delivery fee inflation
- Rising interest rates
- Increased omnichannel competition
- Supply chain challenges
- Historical leases that are not viable
- Retention of front- and back-of-house associates
- Decreased in-store traffic

The Getzler Henrich Difference - A Full Range of Services, From a Team of Dedicated Industry Experts

The Getzler Henrich team has the industry expertise to help with both operational and financial issues. For more than 50 years, we have assisted companies to navigate challenges, serving as consultants, operators and financial advisors. This vast and deep experience enables us to develop and execute solutions with speed and competence.



Our Process Creates Real Value:

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

Our Range of Services

Operational Improvements:

- Diagnostic and Analytical Support — Four-wall EBITDA assessment, footprint analysis
- Cost Management — Labor optimization, sourcing and procurement, business process outsourcing
- Sales Growth — Menu mix and pricing optimization, marketing, promotional effectiveness
- Overhead Assessment — Organizational effectiveness
- Supply Chain and Working Capital Optimization
- Lease Analysis and Landlord Negotiations
- Transaction Support — Operational due diligence, valuations

Turnaround and Restructuring:

- Workouts — 13-week cash flow forecasts, business plan preparation and assessments, forbearance agreement negotiations, lender communications
- Operational Restructuring: Footprint and cost rationalization, lease restructuring, plan development and implementation
- Financial Restructuring — Debt restructuring, refinancing / recapitalization, distressed M&A
- Crisis Management — Interim CEO, CFO, COO, and CRO
- Bankruptcy Advisory — Preparation/negotiation of plan of reorganization, statutory reporting, expert witness
- Monetization — Company, brand, and IP liquidation
- Board Representation

Representative Engagements



Four Seasons Restaurant

Getzler Henrich (GH) was retained to evaluate the options of an orderly wind-down versus a liquidating chapter 11. GH was further involved in the wind down process, negotiating a peaceful surrender of the location, dealing with union, mechanic lien issues and general unsecured creditors. This included the liquidation/sale of fine wine.



1,300 Franchise Quick-Service Restaurant

GH was engaged as interim Chief Executive Officer during a liquidity crisis. GH developed a turnaround plan and guided the board of directors through negotiations and the successful sale of the business, avoiding a potentially costly bankruptcy filing. The transaction resulted in a 100% recovery for both investors and lenders.



Steakhouse Chain

GH was retained to guide the company in reducing store-level operating costs, general bankruptcy advice, and to assist with intensive negotiations with the company's landlords. GH also worked on reporting requirements by the lenders as well as guided the management team in the preparation of long-term cash-flow forecasts to support the company's parallel reorganization and sale process tracks.



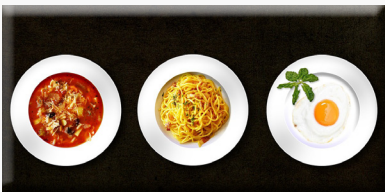
Michelin Star/3-Star NY Times Restaurant

GH was engaged to negotiate rent reduction, ultimately achieving significant savings annually. Additionally, the team identified improvements resulting in significant reductions in operating losses.



Sustainable Restaurant Group - Subchapter V

GH was brought in to assess the situation and identify strategic alternatives for a restaurant group that was suffering due to the Covid-19 pandemic. GH also advised the company and helped it to navigate the Subchapter V bankruptcy process to minimize administrative expenses and maximize creditor recoveries



Toojay's

GH was engaged to guide this regional restaurant chain through the Chapter 11 bankruptcy process and to provide assistance with reducing store-level operating costs. GH restructured 31 leases. GH also guided the company to a successful sale to its senior lender under Section 363 of the Bankruptcy Code.

Contact Our Experts for an In-depth View

Mark Samson Managing Director
631-553-8228
msamson@getzlerhenrich.com

Charvi Gupta Director
929-215-1526
cgupta@getzlerhenrich.com

Ryan Gross Director
248-202-3898
rgross@getzlerhenrich.com

Recognized by
Turnarounds &
Workouts Magazine
"Outstanding
Turnaround
Firm 2023"



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