




GetzlerHenrich
MANAGEMENT & FINANCIAL CONSULTANTS

 A Hilco Global Company

Real Challenges. Real Solutions.

Navigating Clients' Complex Commercial Real Estate and Hospitality Challenges Today

Rising costs and continued high interest rates have led to significant stress and distress at the property and portfolio levels. How are these issues impacting your business, clients or portfolio?

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 and to serve as consultants, operators, and financial advisors. This vast and deep experience enables us to develop and execute solutions quickly and completely.



Diagnostic
Phase



Realistic
Action Plan



Measurable
Achievable
Results

Our Process Creates Real Value

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

- 1. Diagnostic Phase:** Identify issues critical to the situation
- 2. Action Phase:** Improve financial and operational performance

Implementation Management: In keeping with our goal to help companies identify and implement the best solutions, Getzler Henrich consultants can assume direct responsibility for, guide, or monitor the recommended steps, during the action phase.

Our Range of Services:

- **Financial Advisory:** Workouts, Restructuring, Business Plan Analysis, Liquidity Management
- **Interim Management:** CEO, CFO, COO, CRO, and Board Representation
- **Bankruptcy Advisory:** Preparation/Negotiation of Plan of Reorganization, and Statutory Reporting
- **Litigation Support:** Expert Reports and Expert Witness Testimony
- **Fiduciary Services:** Receiverships and Liquidating Trustee
- **Transaction Advisory Services:** Due Diligence and Post-transaction Transition
- **Real Estate Investment Banking:** Refinancing and Recapitalization
- **Appraisals**
- **Note Sales**
- **Property Sales & Dispositions**
- **Lease Restructuring**
- **Tax Advisory Services**

Uncertainties remain as a result of the continued impact of remote working policies, shifting consumer behavior/ spending patterns, economic volatility, and labor and supply chain constraints. These factors are impacting the degree of stress and distress now being observed in the market.

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 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 Two Affiliated International Funds with Ten Suburban Office Properties in Four States

GH was retained by the company's counsel to guide the investor group through an adversarial negotiation with its lender. The scope of work included analysis of the operating forecast and underlying assumptions, as well as the valuation of the properties in collaboration with Hilco Real Estate Appraisal, a GH affiliate. GH is in active discussions with the lender to restructure approximately \$260 million of debt out of court, and is advising the company on strategic alternatives, including takeout financing and/or sale of some or all of the properties.



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. Allow one of our senior level consultants to demonstrate the breadth of our expertise.

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