

# KENNETH J. DALTO & ASSOCIATES

## BUSINESS WORKOUTS 2010

AUTO, MANUFACTURING, DISTRIBUTION, SERVICE

[www.KenDalto.com](http://www.KenDalto.com)

<i>Auto Supplier</i> Taylor, MI <b>\$4,400,000</b>	<i>Building Materials</i> Utica, MI <b>\$7,870,000</b>	<i>Entertainment</i> Dearborn, MI <b>\$3,765,000</b>
<i>Restaurant Chain</i> Warren, MI <b>\$2,710,000</b>	<i>Electronic Manufacturer</i> Novi, MI <b>\$2,100,000</b>	<i>Contractor</i> Ann Arbor, MI <b>\$2,130,000</b>
<i>Auto Supplier</i> Grand Rapids, MI <b>\$1,478,000</b>	<i>Film/TV Post-Production</i> Southfield, MI <b>\$2,750,000</b>	<i>Food Processing</i> Detroit, MI <b>\$2,939,000</b>
<i>Staffing Company</i> Farmington Hills, MI <b>\$4,000,000</b>	<i>Retail Chain</i> Eastpointe, MI <b>\$2,600,000</b>	<i>Bank Porfolio Review</i> Farmington Hills, MI <b>\$6,000,000</b>
<i>Auto Repair Centers</i> Rochester, MI <b>\$2,500,000</b>	<i>Restaurant Franchise</i> Frasier, MI <b>\$3,000,000</b>	<i>Tire Wholesale</i> Redford, MI <b>\$1,800,000</b>
<i>Manufacturer</i> Bingham Farms, MI <b>\$5,000,000</b>	<i>Restaurant Chain</i> Novi, MI <b>\$2,000,000</b>	<i>Tire Wholesale</i> Flint, MI <b>\$3,200,000</b>
<i>Manufacturer</i> Sterling Heights, MI <b>\$1,000,000</b>	<i>Manufacturer</i> Southfield, MI <b>\$8,000,000</b>	<i>Retail</i> Farmington Hills, MI <b>\$1,700,000</b>

**Dollar figures represent the bank loan amount in default.**

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## TURNAROUND, MANAGEMENT AND FINANCIAL CONSULTANTS

### CRISIS & CASH MANAGEMENT

- Cash Budgeting & Management
- Crisis Management
- Creditor Standstill Agreements
- 13 Week Cash Flows
- Negotiation with Suppliers and Tax Agencies
- Analysis of Cash Burn
- Cost Cutting Implementation
- Interim Financial Management

### CAPITAL REFINANCING

- Troubled Company Refinancing
- Debt & Equity Refinancing
- Turnaround Financing
- Subordinated Debt Placement
- Debtor-in-Possession Financing
- Acquisition Financing
- Business Plans & Projections
- M&A Due Diligence

### TURNAROUNDS AND BANK WORKOUTS

- Chief Restructuring Officer
- Bank Negotiations for Debtor
- Automotive Supplier Workouts
- Unsecured Trade Creditor Workouts
- Debt Restructuring
- Secured Creditor Representation
- Out-of-Court Creditor Plans
- Insolvency Services Accounting
- Orderly & Forced Liquidations

### REAL ESTATE WORKOUTS

- Court Appointed Receiver
- Development of Workout Plans
- Representation of Secured Creditors
- Out-of-Court Workouts
- On-Site Property Management
- Lien Validity Analysis

### COURT-RELATED ACTIVITY

- Court Appointed Receiverships, Trusteeships and Facilitator
- Court Appointed Financial Analysis
- Chapter 7 Trustee and Chapter 11 Debtor-in-Possession
- On-Site Cash and Property Management
- Financial Investigation and Reporting
- Assignment for the Benefit of Creditors
- Liquidation of Assets
- Business Valuations

### MARKET REPOSITIONING

- Top Line Verification
- Market Repositioning Plans
- Market Feasibility Studies
- Market & Competitive Research
- Economic Impact Studies