

Real Estate Capital Markets & Asset Management

PROFESSIONAL INVESTMENT BANKING SERVICES



KRESHMORE GROUPSM

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Kreshmore Group (KG) started operations in 2009 through its predecessors and has grown to become Chicago's preeminent restructuring and M&A advisory company. The firm serves myriad niche industries while focusing on mid-market & emerging growth companies within the continental United States. KG assists clients in restructures/turnarounds, workouts, recapitalizations, M&A, real estate capital markets & real estate asset management, sell prep, senior and subordinated debt structuring, diligence services, c-suite advisory, outsourced analytics and modeling, and solving complex financial problems with unique solutions. Headquartered in Orland Park, Illinois, KG is known within the Chicagoland area as a tenacious and hyper-focused strategic consulting firm. Kreshmore Group consists of a creative, cohesive and diverse team with over 175 years of combined relevant experience.

Kreshmore Group's Capital Markets division is the real estate investment banking arm of the firm. As seasoned real estate professionals we have helped numerous clients procure capital in the form of debt, sub debt, bridge debt, preferred equity and equity/joint ventures for new construction, stabilized properties, and distressed situations. Kreshmore Group has a platform that is ready-made for entrepreneurial development shops and portfolio owners in need of access to institutional capital markets. The Kreshmore Group team can also assist in the asset management, leasing, rent collection, and the implementation of lease management software for its clients. For property owners and developers, no matter if your property is stabilized or distressed, Kreshmore can access capital to meet your needs.

PROVEN EXECUTIVE TEAM

KG's seasoned team has the expertise, wisdom, resourcefulness, focus and judgement that lenders and investors need and expect in today's real estate environment. Unlike many boutique lower and mid-market firms, KG consultants have 120 years of real estate capital markets and asset management experience. Our real estate capital team is comprised of industry veterans who have owned, managed, developed and have represented everything from REITS to real estate investment banks. Our team is equipped to handle transactions ranging from \$500,000 to \$50,000,000+. Strategically based in Chicagoland, KG has a strong reputation in the marketplace with a nationwide network of lenders and corporate relationships.

SERVICES OFFERED

- Procurement of bridge, construction, and permanent financing for our corporate and real estate clients.
- Advisory services for distressed, turn-around, and work-out real estate related projects and real estate intensive companies.
- Advisory services for real estate strategies for high net worth families and corporate clients
- Fee development management services for new construction projects for companies and individual investors
- Tenant improvement construction management





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Michael Heyse • Managing Director • (312) 209-9502 • MHeyse@Kreshmore.com

Michael Heyse's entrepreneurial spirit and business acumen have enabled him to put his mark on Chicago's real estate capital markets industry with significant transactions and material contributions to the firms for which he has worked and started. Michael's expertise in real estate and corporate finance, enables him to structure creative solutions so that his clients can make decisions that enhance their fiscal position. He has experience in a broad base of real estate disciplines including financing, development, brokerage, asset repositioning, and investment banking.

Most recently Michael was CEO of Lift Capital, a Chicago real estate development platform. Previously, Michael was the founding partner of Patriot Capital Advisors, a boutique real estate capital markets/investment bank headquartered in Chicago. He has also worked for Credit Suisse First Boston Realty Corp and Donaldson, Lufkin, Jenrette (DLJ) where he was in the Investment Banking Division, Savills Studley, a London based global real estate services firm, and The John Buck Company, where he was the leasing agent for the Sears (now Willis) Tower. In his 30-year career Michael has closed transactions valued in excess of \$5 billion in markets across North America.

Michael earned a Bachelor of Arts in economics from the University of Pennsylvania, where he lettered in football for two years.

Gregory A. Paulus • Managing Director • (312) 927-7552 • GPaulus@Kreshmore.com

Greg has spent the last 30+ years on almost every side of the table regarding operating businesses and real estate. With 15 years of banking experience and 16 years of company start up, rapid growth, operations, restructuring, real estate development, construction, investment and management experience, Greg has been a lender, borrower, investor, business founder, CEO, COO, CFO, developer, workout consultant, receiver and distressed borrower over the course of his career. After winding down from leading a series of teams working on the resolution, under a loss share agreement, of over 3,000 notes acquired from the FDIC when ShoreBank failed in 2010, Greg started targeting businesses for restructuring and growth opportunities as a hands on advisor and/or interim CFO/COO workout and investment through direct investment and the purchase of their debt. He has also worked with startups, guiding them from concept through fundings.

Greg's recent experience has focused on crisis management, operational and financial restructuring, out-of-court restructurings and workouts, and bankruptcy consulting services to lower middle market distressed companies, specializing in corporate turnarounds. Greg can serve as Chief Restructuring Officer (CRO), and/or Independent Director, developing and implementing business transformation strategies and financial/operational improvements, re-capitalizations or strategic asset or company sales.

Greg graduated Summa cum Laude from Emory University with a BA in Economics and from Kellogg Graduate School of Management with an MBA in Finance and Accounting.