

# Real Estate Capital Markets & Asset Management

PROFESSIONAL INVESTMENT BANKING SERVICES



KRESHMORE GROUP®

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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 lower-middle & mid-market 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 Lemont, 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 company's real estate vertical that sources and structures senior, bridge, and junior debt, as well as preferred equity, and equity/joint ventures for new construction, stabilized properties, and distressed situations. Our firm has an established platform to source and structure capital, with relationships that span from Main Street banks to Wall Street titans. We execute transactions for our clients as small as \$500,000 and as large as \$500,000,000. KG's client list includes individual owner/developers, banks, private capital providers, and large real estate institutions. Our firm's platform is ready-made for entrepreneurial developers and portfolio owners in need of access to institutional capital markets expertise.

## PROVEN EXECUTIVE TEAM

Unlike many boutique mid-market firms, KG's advisors have amassed over 100 years of real estate capital markets and asset management experience within the industrial, retail, office/commercial, multi-family, and owner-occupied property categories. Our real estate team represents Private and Institutional Investors, and we provide significant advisory expertise within areas such as asset management, institutional change, risk analysis, loan document negotiation, finance structure, loan restructure, and much more. Our robust background in performing portfolios coupled with our restructuring roots provide an unparalleled level of depth in expertise to our clients. As a high-touch institution, we pride ourselves on deal execution, specialized knowledge, and strong relationships which have collectively led to our continued trend of repeat business. 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, turnaround, and workout real estate related projects and real estate intensive companies.
- Advisory services for real estate financing strategies for entrepreneurs, high net worth families and corporate clients.





KRESHMORE GROUP®

TRIED AND TESTED. MEET OUR COMMITTED EXPERTS.

**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.

**Jacob J. Pechukas • Vice President • (708) 476-6520 • JPechukas@Kreshmore.com**

Jacob is a Vice President with Kreshmore Group, reporting directly to the Executive Vice President of the company. His primary responsibilities include project management, financial modeling, lender solicitation, and business development. He is a Level II CFA Candidate.

Jacob's professional experience is rooted in capital markets transactions with a heavy emphasis on real estate and asset-based lending. Jacob has worked on many transactions and projects across myriad industries including transportation, construction, recycling and waste disposal, and commercial real estate. He has considerable experience with both bank and non-bank lenders and has worked to construct creative financing arrangements to best suit the client's needs. In his five years with Kreshmore, Jacob has both assisted on and lead the closing of transactions totaling over \$300MM for clients. Jacob has also built the foundation of project management services for client's construction endeavors in addition to his work in capital markets.

Jacob earned a Bachelor of Science in Finance and Business Analytics from the Kelley School of Business at Indiana University where he was a member of the professional fraternity Alpha Kappa Psi.

To learn more about our firm please visit [www.Kreshmore.com](http://www.Kreshmore.com) or call a KG advisory expert, today.