

corporate **advisory** services

Corporate Financial & Turnaround Advisors

Business
Improvement

Loan Refi
Assistance

Turnaround
Strategies

Loan
Workouts

Crisis
Management

Family Business
Solutions

Receivership/CRO
Services

Bankruptcy
Management

Interim
Management

Real Estate
Advisory



BURKE
— ADVISORY —

Who **We** Are

Burke Advisory is a full-service management consultant and financial advisory firm, specializing in turnaround and corporate renewal work. The firm was founded by Kevin Burke, CTP. Mr. Burke has decades of uniquely applicable experience and training and is a Certified Turnaround Professional.

Our mission is to assist privately owned businesses in avoiding the most severe pitfalls of the business world while guiding them toward significant success.

We **Can** Help

At Burke Advisory, we guide companies as they improve their financial situation. We create value by listening, analyzing, and simplifying. We provide turnaround, performance improvement and financial advisory services to management, investors and creditors.

Initial consultations are complimentary and always informative and helpful. As a Member in good standing of the prestigious Turnaround Management Association, we proudly adhere to the strict TMA Code of Ethics in all of our activities.



Formally Trained - Professional - Objective - Experienced

We Identify Business Problems:

- Cash Flow Issues
- Ineffective Management
- Over Leveraged/Under Capitalized
- Communication Problems
- Inaccurate Financial Reports
- Trade Payable and Creditor Issues
- Inefficient Operations
- No Strategic Plan or Vision
- Failure to Quickly Develop Solutions
- Economic Sector Downturn

We Work With You to Fix Them:

- Conduct Initial Consultation
- Serve as a Stabilizing Influence
- Deliver Transparent Communications
- Conduct Financial Assessment
- Initiate Cash Planning
- Craft a Turnaround/Exit Plan
- Restructure Balance Sheet and Debt
- Reduce Costs and Expenses
- Enhance Revenues
- Improve Financial and Operations Reporting

Burke Advisory

www.BurkeAdvisory.com

Kevin M. Burke, CTP

Kevin M. Burke has over 35 years of experience in business management, finance, and professional services to businesses, courts and lenders.

Prior to his corporate restructuring work, Kevin spent over fifteen years in commercial banking/lending. As a member of Senior Management, he has directed Special Assets Groups and lending departments at two commercial banks. This is accompanied by expertise in commercial credit, loan review and loan operations.

Mr. Burke has also managed several privately-owned companies. His experience includes distribution companies, real estate organizations, multi-generational family businesses, manufacturing and service concerns.

In his capacity as a Turnaround Professional he has functioned as interim CEO, Receiver, Chief Restructuring Officer, trusted advisor to management and other critical restructuring roles.

Additionally, he has experience in land development, hotel, industrial, residential, commercial and multi-family real estate and has purchased and sold over 400 individual properties.

Kevin began his career at Michigan National Bank (Bank of America) after graduating from the Villanova School of Business, at Villanova University in Villanova, PA.

Whether representing an entrepreneur, a court, shareholders, a lender, or arranging financing and running a corporation, Kevin Burke has gained a wealth of diverse knowledge that has resulted in an extensive skill set.

Kevin is a Certified Turnaround Professional who is credentialed through the globally recognized Turnaround Management Association.



Certified Turnaround Professional

Bringing a Certified Turnaround Professional (CTP) to the table can significantly smooth out the process and eliminate much of the stress of a loan workout with a lender. A CTP adds value to all aspects of corporate renewal for companies in crisis, especially during trying times. We are adept at working with over-stressed business owners with little experience in workouts and restructuring.

Initially, a CTP provides a stabilizing influence. Our communications are informative, clear, and transparent with pertinent and timely information. We address cash flow immediately and put into place an initial plan, agreed upon by both the lender and borrower to increase liquidity. Our priority is to manage possible additional downside issues and liability. We work together to proactively resuscitate the borrower and minimize losses.

Whether acting as a professional receiver, chief restructuring officer, trustee or advisor to management, a CTP can materially improve the outcome and shorten the duration of corporate crises.



Formally Trained - Professional - Objective - Experienced

The globally recognized Turnaround Management Association states,

“The designation of Certified Turnaround Professional represents the highest order of professionalism in the turnaround industry.

Administered by the Turnaround Management Association (TMA), it provides a benchmark for practical experience, knowledge, and ethical conduct. CTPs have a proven track record and years of experience in working with companies or large business units that are in financial crisis. CTPs must be or must have held positions such as, but not limited to, turnaround practitioners, consultants, or emergency managers and must demonstrate knowledge in the legal, financial and management aspects of a turnaround.”

The Turnaround Management Association is the premier organization of professionals dedicated to corporate renewal and turnaround management.

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“A rudderless ship will waste time and energy on its way to eventual destruction.”

Distress & Recovery

Loan workouts

- Professional credibility from former banking executive
- Cutting edge workout strategies
- Experienced creditor negotiator
- Clear financial presentations
- Bottom-line focus

Business turnarounds

- Turnaround Management Association member
- Experienced turnaround practitioner
- Strategies to stop cash “burn”
- Accurate financial position reports
- Simple increases to net margin
- Streamlined processes

Professional crisis management

- Utilize professional and accurate reports
- Gain breathing room during reorganization
- Implement the turnaround plan
- Confidently negotiate with lenders/creditors
- Serve as interim management, Chief Restructuring Officer, court-appointed receiver

Recovery

- Implement long-term strategies
- Monitor monthly performance
- Establish clear exit/business goals
- Gain top-line growth techniques
- Tune and prune revenue base
- Add value to existing customers
- Simplify operating procedures
- Implement best practices

Business Improvement

Typical client issues

- Inaccurate or incomplete financial records
- Disorganized payroll and sales tax records
- Distracted financial management
- Lack of bookkeeper or bookkeeper training
- Problematic cash flow and creditor issues
- Inability to improve profits
- Lack of knowledge of how to grow your business

Clarifying best practices

- Correct cash on hand for optimal working capital
- Optimal inventory levels for best profits
- Correct amount and type of debt
- Best practices for collections and payables
- Straightforward leadership and communications system
- Streamlined operations systems and reporting
- Highlighted objectives and results accountability

Analysis and strategic advice

- Financial analysis and assessment report
- Long-term cash flow and viability analysis
- Industry benchmarking analysis report
- Financial projections
- Business valuations
- Strategic business and exit planning
- One-page financial report

Burke Advisory

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Our customer testimonials shine a spotlight on the level of attention and integrity we offer every client.

CPAs love us.

Attorneys recommend us.

Our driving force is our commitment to providing you with high quality service, and an excellent return on your investment.

BURKE
— ADVISORY —

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Recommendations

“We were the lender to a firm that Kevin Burke was involved in. Kevin proved himself to be a strong crisis manager and worked with integrity and honesty which resulted in our firm’s loan being paid in full.”

- Edward Lewan, President, mBank Business Credit

“Having worked with Kevin and his associates on dozens of complex business transactions over the years, they impress me with their mastery of the detail and in developing creative solutions. Burke’s extensive background in business management and commercial banking creates significant advantages in negotiation, litigation, due diligence, and problem solving in the context of business dealings.”

- Mark C. Rossman, Attorney & Partner, Rossman & Saxe, P.C.

“Kevin Burke’s knowledge of real estate financing and the inner workings of banks is encyclopedic.”

- Jeffrey Goldfarb, Attorney at Law, Real Estate Developer

“Kevin is intelligent, detailed and aggressive, all of the attributes of a superstar, and that is exactly what Kevin is.”

- Brent Dreyer, VP eCommerce, Direct Services Inc.

“We found Kevin Burke to have an impressive understanding of how banks work. He speaks their language and was able to save us hundreds of thousands of dollars.”

- Asaad Faraj, Financial Advisor & Former Client

“Kevin is industrious and creative. I am pleased to recommend him and to utilize his skills and services.”

- David Wilkins, Vice President, St. James Capital

“Kevin’s guidance has been a Godsend. He has saved our company a small fortune over the years, not to mention his contributions to our top-line growth!”

- Anthony Eckrich, Business Owner & Former Client



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