

BURKE

— ADVISORY —



CORPORATE ADVISORY SERVICES

Business Improvement
Loan Refi Assistance
Turnaround Strategies
Loan Workouts
Crisis Management
Family Business Solutions
Receivership/CRO Services
Bankruptcy Management
Interim Management
Real Estate Advisory

CORPORATE FINANCIAL & TURNAROUND ADVISORS

Frustrations Are Common!

If you have problems that will not go away by themselves; if you do not have the time, expertise or staff; if you need objectivity, credibility, financial and management knowledge, then you may need our assistance. These frustrations can usually be resolved quickly and inexpensively.

We Can Help

At BURKE ADVISORY, we help people to improve on their current situation and create value by listening, analyzing, simplifying and guiding. We provide turnaround, performance improvement and financial advisory services to management, investors and creditors. It will not cost you a thing to find out what we can do for you. 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 TMA strict Code of Ethics in all of our activities.

Who We Are

Burke Advisory Services 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 great success.

COMMON FRUSTRATIONS

Cash Flow Issues

Commercial Loan Problems

Bank Communication Problems

Inaccurate Financial Reports

Trade Payable & Creditor Issues

Poor Internal Communications

No Time for Personal Life

Inefficient Operations (Costs too High)

No Formal Strategic Plan or Vision

No Formal Exit Strategy for Owner

WE FIX IT

Initial (no charge) Consultation

Initial Assessment Report

Benchmark to Competition

Implement Cash Planning Tool

Restructure Debt

Reduce Costs & Expenses

Enhance Revenues

Improve Internal Communication

Improve Financial & Operations Reporting

Create Management Score Card

Business Improvement

Typical Client Issues

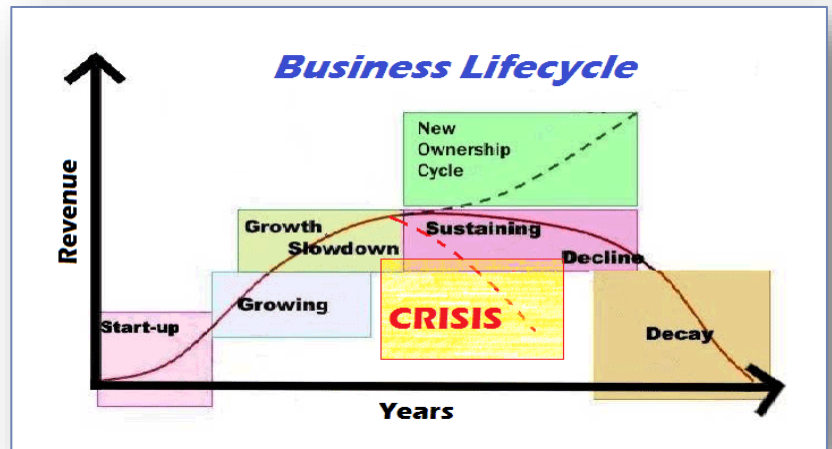
- Inaccurate or incomplete financial records
- Payroll and sales tax records are disorganized
- Distracted financial management
- Need bookkeeper or bookkeeper training
- Cash flow and creditor problems
- Need to Improve Profits
- How to Grow Your Business

Analysis and Strategic Advisory

- 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
- 1-Page Financial Report

Clarifying Best Practices

- Correct Cash on hand for optimal working capital
- Optimal Inventory level for best profits
- Correct amount and type of debt
- Best practices for collections and payables
- Straightforward leadership & communications system
- Streamline operations systems & reporting
- Highlight objectives & results accountability



Distress & Recovery

Loan Workouts

- Professional Credibility
- Former Banking Executive
- Cutting Edge Workout Strategies
- Experienced Creditor Negotiator
- Clear Financial Presentations
- Bottom-line Focus

Professional Crisis Management

- Professional and Accurate Reports
- Gain Breathing Room During Reorganization
- Implementing the Turnaround Plan
- Lender/Creditor Negotiations
- Interim Management
- Chief Restructuring Officer
- Court Appointed Receiver

Business Turnarounds

- Turnaround Management Association Member
- Experienced Turnaround Practitioner
- Stop Cash "Burn"
- Accurate Financial Position Reports
- Simple Increases to Net Margin
- Streamlined Processes

Recovery

- Implementation of Long Term Strategies
- Monthly Performance Monitoring
- Clear Exit/Business Goals
- Top-line Growth Techniques
- Tuning & Pruning Revenue Base
- Add Value to Existing Customers
- Simplifying Operating Procedures
- Implementation of Best Practices

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

Recommendations

The testimonials we have received highlight the level of attention and integrity we offer every client. CPA's love us. Attorneys recommend us. Our commitment to providing you with high quality service, and an excellent return on your investment in our services, is our driving force. Here is what people have had to say:

"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, Greenfield Commercial 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, Partner, Mantese Honigman Rossman & Williamson, 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

"Burke has provided expert advice and guidance to many of my clients; I can recommend him without reservation"

-Carla Marsh, Regional Accountant Specialist, ADP

"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.

"Kevin is very knowledgeable and has shown great leadership . . . in his role in corporate management."

-Frederick Sosa, MBA, Senior Real Estate Analyst, Sterling Bank & Trust

"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

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Creating Value!

KEVIN M. BURKE, CTP



**PROFESSIONAL ADVISOR TO MANAGEMENT
CERTIFIED TURNAROUND PROFESSIONAL
RECEIVER/CHIEF RESTRUCTURING OFFICER**



Kevin M. Burke is a Certified Turnaround Professional who has over 35 years of experience in business management, finance, real estate and providing professional services in the Southeastern Michigan area and is a member in good standing of the internationally recognized Turnaround Management Association.

Kevin has spent over fifteen years in commercial banking/lending. As a member of Senior Management, he has directed Special Assets Groups and construction lending departments at two commercial banks. This is accompanied by expertise in commercial credit, loan review and loan operations. Mr. Burke has managed several privately-owned companies. His experience includes sales organizations, distribution companies, real estate organizations, multi-generational family businesses, manufacturing and service concerns. As a licensed real estate broker, he has bought and sold over 400 individual pieces of real estate. Additionally, he has experience in land development, hotel, industrial, residential, commercial and multi-family properties. Kevin began his career at Michigan National Bank (Bank of America) after graduating from the Villanova School of Business, at Villanova University in Philadelphia, PA. Whether representing an entrepreneur, a court, shareholders, a lender, arranging financing or running a corporation, Kevin Burke's business career has afforded him the opportunity to gain a wealth of diverse knowledge that has resulted in an extensive skill set. Mr. Burke's professional management consulting firm, "Burke Advisory Services" maintains a network of many professionals and analysts that are brought to bear on various engagements and situations as they occur.

Certified Turnaround Professional (CTP)

The designation of Certified Turnaround Professional (CTP) 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 designation also provides an objective measure of expertise related to workouts, restructurings and corporate renewal. Company managers, executives at troubled businesses, lenders, bankruptcy courts and other professionals rightly demand that turnaround professionals meet an objective standard. Because of this, the CTP designation is increasingly important as a credential for engagement. The CTP designation requires the candidate to pass a rigorous three-part examination on management, accounting and law. Additional requirements include five years of experience plus a bachelor's degree, or ten years of consulting or senior management experience. Also required are professional recommendations, client engagement write-ups, adherence to the TMA Code of Ethics, and review by the TMA Standards Committee. CTP credentials are maintained by completing a minimum of 30 hours of continuing professional education every two years. The TMA is the premier organization of professionals dedicated to corporate renewal and turnaround management. This independent, nonprofit corporation preserves the integrity and confidentiality of the CTP application, examination and approval process.

POSITIONS HELD:

- Chief Restructuring Officer (CRO)
- Court Appointed Receiver
- Turnaround Practitioner
- Chairman, Unsecured Creditors Committee
- Practitioner & Certified Turnaround Professional (TMA)
- Interim CEO
- Managing Director of Bank Special Assets Groups
- Senior Bank Lending Officer
- President/CEO/Managing Partner
- Executive Vice President, COO
- Director, Construction Lending Groups
- Vice President - Manager Commercial Lending
- Vice President, Corporate Financial Officer
- Director of Secondary Marketing, Commercial Loans
- Commercial Loan Officer/Credit Manager/Community Banker

PROFESSIONAL DEVELOPMENT:

- Completed, State of Michigan Emergency Manager Training
- Member, Turnaround Management Association
- Completed CTP Body of Knowledge Law & Bankruptcy Curriculum
- Completed CTP Body of Knowledge Management Curriculum
- Completed CTP Body of Knowledge Finance & Accounting Curriculum
- Past Recipient of Building Industry Assoc. Associate of the Year Award
- Past Board Member, Michigan Association of Home Builders (MAHB)
- Past Chair, MAHB Licensing & Lien Law Committee, Associates Council
- Past Chair, Michigan Mortgage Bankers Assoc. Income Property Committee ('87-'88)
- Licensed Real Estate Broker (inactive), State of Michigan
- Licensed Builder (inactive), State of Michigan
- Certified Review Appraiser (inactive), Senior Member, NARA/MU
- Graduate, Loan Officer Development School, American Institute of Banking

AREAS OF EXPERTISE

- | | | |
|-------------------------|---------------------------------|-----------------------|
| • Workout Negotiations | • Cash modeling & Planning | • Property Management |
| • Business Turnarounds | • Mergers and Acquisitions | • Real Estate Sales |
| • Expense Reduction | • Insolvency Management | • Conflict Resolution |
| • Margin Growth | • Litigation Management/Support | • Marketing & Sales |
| • Creditor Negotiations | • Liquidation of Major Assets | |

BUSINESS SCHOOL

Villanova School of Business, Villanova University, Philadelphia, PA.,

- Bachelor of Science in Business Administration, May 1981



VILLANOVA
School of Business

INDUSTRY EXPERIENCE

Industrial Equipment Sales & Service • Commercial & Industrial Real Estate • Self-Storage • Urban Renewal • Neighborhood Redevelopment • Conveyor Company • Senior Living Facilities • Art Gallery & Framing Company • Real Estate Sales Company • Residential Builder • Remodeler • Regional Equipment Rental Company • Tool & Die Company • Hotel & Motel • Real Estate Development • Construction Management • Car Wash • Special Assets Groups • Home Owner Associations • FHA Mortgage Company • Retail Centers • Gas Stations & Convenience Stores • De Novo Bank • Commercial Lending Department • Construction Lending Departments • Modular Building Company • Restaurant • Various Industrial Companies