

Client	Company Description	Industry	Ownership	Engagement Summary
Industrial Manufacturing Company	\$100M industrial manufacturer	Industrial / Manufacturing	Private Equity Group	Interim CFO services
Consumer Products Manufacturer & Distributor	\$100M manufacturer and distributor of juvenile products	Consumer / Manufacturing & Distribution	Public	Interim CFO services
Oil & Gas Distribution Company	\$115M gross revenue/wholesale distributor of oil & gas to dealer, commercial & residential mrkts	Manufacturing & Distribution	Private / Management Team	Turnaround plan for company in forbearance and refinancing; heavy pricing and customer profitability focus
Industrial Manufacturing Company	\$120M revenue manufacturer/distributor of aluminum and vinyl extrusions; multiple North American locations	Industrial / Manufacturing	Private / Family Owned	Multi-faceted including restructuring/turnaround; CRO; refinancing and recapitalization; sale of assets
Industrial Manufacturing Company	\$150M yarn manufacturer with 5 manufacturing facilities in 2 states	Industrial / Manufacturing	Private / Family Owned	Wind-down and liquidation services; coordination with secured and unsecured lenders; sale of assets
Uniform Product Supplier & Service	\$160M supplier of linens, uniforms and related products to the food service and hospitality industries	Business Services	Private	Restructuring/turnaround services; refinancing
North American Distributor	\$1B distributor; multiple North American locations	Manufacturing & Distribution	Private	Refinancing and recapitalization - asset-based revolver; placement of senior and junior term debt
Non-profit Educational Institution	\$20M revenue, 175 year old private college based in Southeast with 1,200 students	Education	Non-profit	Multi-faceted including restructuring/turnaround; CRO; refinancing and recapitalization; sale of assets
Construction Contractor	\$22M underground infrastructure construction contractor	Real Estate & Construction	Private	Restructuring/turnaround services; refinancing
Consumer Products Manufacturer & Distributor	\$295M revenue international manufacturer of baby care products	Consumer / Manufacturing & Distribution	Public	Management advisory services and CFO services
Government Technology Services Company	\$350M revenue government information technology services provider	Government Services / Technology	Private Equity Group	M&A and recap financings; arranged \$130 million senior secured credit facilities and subsequently arranged \$160 million senior secured credit facility for recapitalization
Government Technology Services Company	\$400M revenue government technical services provider	Government Services	Private Equity Group	M&A financing; arranged \$185 million senior secured first lien/second lien credit facility
Electrical Contracting Services Company	\$55M electrical contractor and engineering services	Business Services	Private / Management Team	Turnaround plan for company in forbearance
Regional Construction Contractor	\$5M regional paving construction contractor	Real Estate & Construction	Private	CFO services; restructuring services; refinancing
Government Technology Services Company	\$600M revenue government information technology services provider	Government Services / Technology	Private Equity Group	M&A financing; arranged \$200 million senior secured credit facility and \$100 million private placement of senior subordinated notes
Industrial Manufacturing & Distribution Company	\$80M distributor of textile fibers and by-products	Industrial / Manufacturing & Distribution	Private / Family Owned	Interim CFO Services; restructuring/turnaround; refinancing
Textile & Apparel Manufacturing Company	100 year old sock manufacturer	Textile & Apparel	Private / Family Owned	Orderly liquidation outside of bankruptcy
Regional Multi-unit Retail Store Chain	13-unit consumer electronic products retailer	Consumer / Retail	Private / Family Owned	Multi-faceted including restructuring/turnaround; refinancing and recapitalization; sale of assets
National Multi-unit Consumer Product / Service	300-unit nationwide outsourced consumer products supplier and brand	Consumer / Retail / Food & Beverage / Business Services	Private / Family Owned	Multi-faceted including transaction advisory; strategic planning; business development; refinancing and recapitalization; real estate refinancing
Regional Multi-unit Restaurant Chain	31 unit casual steakhouse restaurants in 4 mid-Atlantic states	Consumer / Retail / Food & Beverage	Private / Founder-Run	CFO services; restructuring services
Security Services Company	Alarm systems and related services provider	Business Services	Private Equity Group	Dividend recapitalization; arranged \$160 million senior secured credit facilities
Security Services Company	Correctional services provider	Business Services	Public	Refinancing and recapitalization; arranged \$150 million senior secured credit facilities and \$150 million public senior notes issue
Consumer Products Manufacturer & Value-Added Distributor	Craft and hobby supplier to big box retailers	Manufacturing & Distribution / Business Services / Consumer	Private / Family Owned	Multi-faceted including CFO Services; strategic planning; refinancing; transaction advisory
Defense Industry Electronics Manufacturer	Defense industry electronics manufacturer	Aerospace & Defense / Manufacturing & Distribution	Public	M&A financing for acquisition of division of public company; arranged \$240 million in senior secured credit facilities

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Commercial Real Estate Developer	Developer and owner of general and medical office buildings	Real Estate & Construction	Private / Family Owned	Multi-faceted CFO/COO engagement; loans for individual projects; restructuring of residential land development construction loans; obtaining institutional equity for new medical office projects
Engineering Services Company	Engineering services provider	Business Services	Private Equity Group	Recapitalization and refinancing; arranged \$140 million senior secured credit facilities
Government Technology Services Company	Government Information technology services provider	Government Services / Technology	Public	Series of M&A financings; arranged 4 consecutive senior secured credit facilities ranging from \$100 million to \$190 million
Government Technology Services Company	Government information technology services provider	Government Services / Technology	Public	Recapitalization; arranged \$485 million senior secured credit facilities and managed \$150 million senior subordinated notes offering
Textile & Apparel Manufacturing Company	Manufacturer of ladies tee shirts	Textile & Apparel	Private	Orderly liquidation outside of bankruptcy
National Auto Warranty Provider	National provider of extended auto warranties and services	Consumer	Private / Founder-run	Transaction advisory
IT Services and Consulting Company	National provider of IT services and consulting	Business Services	Private / Management Team	Transaction advisory
Communications Services Company	Outsourced provider of business and conference presentation services	Business Services / Media	Private Equity Group	Refinance bankruptcy exit financing; arranged \$120 million senior secured credit facility
Telemarketing Services Company	Outsourced telemarketing & customer support services	Business Services / Technology	Private	Interim CFO engagement. Budgeting, sales forecasting re-engineering, cash forecasting, accounting treatment and recordkeeping of stock options
Communications Company	Owner/operator of radio station, talk-radio format in local market	Media	Private / Partnership	Wind-down and liquidation services; coordination with secured and unsecured lenders; sale of assets
Real Estate Partnership	Owner-occupied real estate partnership	Real Estate	Private / Family Owned	Refinancing
Software-as-a-Service and Technology-enabled Services Company	Patented cost optimization software for the land development industry	Technology / Real Estate	Private / Management Team	CFO services; capital raise advisory
Financial Services Software Company	Provider of data processing and information management software and related services to financial institutions	Business Services / Technology	Public	M&A financing; arranged \$380 million senior secured first lien/second lien credit facility
Hardware Services Distributor	Provider of mission critical hardware and related services	Business Services / Technology	Private / Management Team	Private capital raise
Beverage Company	Health and Wellness beverage company	Consumer / Food & Beverage	Private / Founder-run	Multi-faceted including financial management; strategic planning; business development; licensing and transaction advisory
Regional Multi-unit Restaurant Chain	Regional multi-unit restaurant chain	Consumer / Retail	Private / Partnership	Strategic planning; financial management; profitability improvement; management advisory
Wind Turbine Services Company	Services company for wind turbines	Business Services / Energy	Private / Management Team	CFO Services including financial reporting/budgeting; software and cost accounting system implementation
Software Services Company	Software and services provider to non-profit organizations	Business Services / Technology	Public	Refinancing; \$75 million senior secured credit facilities
North American Consumer Products Distributor	Sporting goods distributor	Consumer / Distribution	Private / Founder-run	Multi-faceted including restructuring/turnaround; refinancing and recapitalization; sale to strategic
International Consumer Products Distributor	Sporting goods distributor	Consumer / Distribution	Private / Management Team	Multi-faceted including CFO; restructuring/turnaround; refinancing and recapitalization; transaction advisory
Auto Repair Software Company	Technology and software solutions for auto collision insurance and repair providers	Business Services / Technology	Private Equity Group	Recapitalization financing; arranged \$140 million senior secured first lien/second lien credit facility
Financial Services Software Company	Technology and software solutions for insurance and brokerage industry	Business Services / Technology	Private Equity Group	Recapitalization financing; arranged \$365 million senior secured first lien/second lien credit facility
Telecom Company	Telecom operator comprised of 15+ rural telephone companies	Media / Telecom	Private	Debt financing for newly acquired subsidiaries; recapitalization including \$200MM high yield debt offering
Technology and Communications Company	Wireless software and services company	Technology	Public	CFO services