



REAL PROPERTY CONSULTING

MCENERYCO.COM



THE McENERY COMPANY



ACTION PLAN

How does our process work?

- Initiate confidential discussions to determine solutions and options
- Extensive review of all relevant documents including lease agreements, valuations, expert reports, loan agreements, and financials pertinent to the problem
- Engineer current value, projections, expenses, and form a strategic plan
- Intercede with any party, whether cooperative or adversarial, to remove the client from negotiations
- Conclude agreed upon and newly negotiated market-based terms reflective of the fair and well-supported impact of the pandemic on any one asset or deal



We engineer savings at every level for the client, and we earn our fee. Our program provides significant value to the client through our syndicated expertise sourced from real time negotiations and market insight we glean on a daily basis through our current and prior files. This is an ever-changing and extremely complex marketplace, and focused decision making with reliance on good counsel is critical to ensure long-term success coming out of this crisis.



THE TEAM ON POINT



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ASSOCIATE BROKER - THE MCENERY COMPANY

MARKET STRATEGIST & LENDER MANAGEMENT LEADER

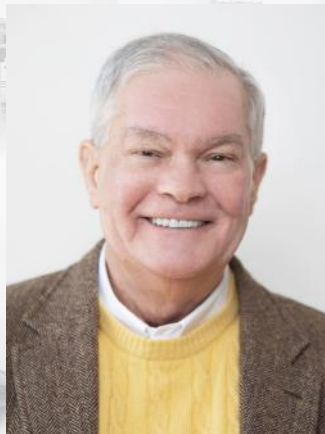
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The Covid 19 crisis is one of the toughest situations to affect commercial real estate in modern times. Ever changing dynamics have made the health and sustainability of markets and industries difficult to forecast; some are breaking records at the top and others at the bottom. The news of multiple vaccines certainly affords reason for optimism, but the uncertain ebb and flow of news, trends, and politics remains unparalleled.

Many of our clients are finding themselves in situations they've never faced, at no fault of their own.

The indeterminates of our time have led us to create a consulting platform centered around these challenges. One whose focus serves to comprehensively analyze, dissect, and tailor paths forward to resolution. Unique and often complex, the solutions and strategies we are partnering to generate are positioning our clients weather and ultimately excel in today's market.

Through representing owners, developers, tenants, borrowers, and lenders, our current efforts are broad and far reaching:

- Default within all realms of contractual obligations
- The breakdown of lodging and restaurant revenue and values
- Dependable and defensible valuation dynamics
- Debt restructuring across CMBS and balance sheet instruments
- Partnership disputes and amongst owners, operators, and managers
- Historic Tax Credit intricacies and prohibitions
- Fallout from the CDC's multifamily eviction moratorium
- Long term retail and office strategies for landlords and tenants
- Cash flow modeling and forecasting
- Governmental regulations and intervention
- General dispute resolution

Timing and the ability to stay ahead of trigger events is proving crucial to preserve options and remedies. Furthermore, our objective, third-party position enables perspectives and guidance difficult to obtain when internal communications become stressed. We welcome all conversations to discuss issues that are in place, on the horizon, or foreseeable to evolve.