



Consultants Biography

Franklind Lea, CIRA

**President, Managing Member
Tactical Financial Consulting, LLC**



Franklind Lea is the President of Tactical Financial Consulting. During his 30 years of education and professional experience in complex business and financial matters, Mr. Lea has developed broad experience and expertise in commercial finance, insolvency, real estate, real estate finance and valuation.

His experiences encompass business and project evaluation, damage claims/ lost profits, debt and equity structuring, feasibility analysis, financial analysis, investment management, lending and leasing, and valuation. He is also a nationally recognized expert in the areas of bankruptcy, financial restructuring, insolvency and workouts and is one of only approximately 1,000 individuals in the United States designated as a Certified Insolvency and Restructuring Advisor by the Association of Insolvency and Restructuring Advisors.

EXPERIENCE

Mr. Lea has been a financial consultant since late 2005 when he formed Tactical Financial. Since the creation of Tactical Financial, Mr. Lea has served as a financial advisor to debtor companies, investors, lenders and secured creditors, unsecured creditors' committees, and law firms. As an advisor, he has provided due diligence services and financial consulting as well as litigation consulting and expert testimony for a number of matters related to damage claims, feasibility, financing, and specialized bankruptcy issues such as Till interest rates, the 1111(b) election, indubitable equivalent, and 1129 confirmation requirements. Within these roles he participated in over 200 bankruptcy court hearings and provided testimony through depositions and direct examination within the courtroom.

Prior to forming Tactical Financial, he was a senior lender at Textron Financial Corporation for 11 years where he focused on specialty real estate lending and large account workouts for real estate, equipment leasing and commercial lending. During his tenure at Textron Financial, Mr. Lea held several senior roles within its specialty lending divisions and risk management department. He completed approximately 50 specialty loan transactions and conducted several multi-year, complex workouts and financial restructurings.



His other professional experiences include roles as a commercial real estate appraiser with national and regional appraisal firms and various positions at First Florida Bank, including Vice President of Commercial Lending and Regional Commercial Credit Manager.

Collectively, his experiences include direct lending of approximately \$500 million to businesses and commercial real estate ventures and credit review and approval of approximately \$1.5 billion. He has also led numerous workouts and financial restructurings saving debtors and/or creditors hundreds of millions of dollars of potential losses while working with companies with market capitalization ranging from \$1 million to in excess of \$1 billion.

EDUCATION

Mr. Lea graduated with a Bachelor of Science degree in Management from Florida State University in 1986, a Master of Business Administration from Florida State University in 1987 and a Master's Degree in Real Estate and Urban Analysis from the University of Florida in 1994.

SPECIALIZED EDUCATION

Mr. Lea completed formal credit training through the First Florida Bank Commercial Credit Training Program (a 120 hour training course focusing on commercial credit for commercial loans) achieving the bank's highest score of record on the program's exit exam. He also completed the First Florida Bank Commercial Loan Associate Program, a one-year training course focusing on all aspects of commercial credit and lending.

In 1994 he was granted credit for completion of all course work required by The Appraisal Institute: for the MAI designation through a joint education program with the University of Florida and separately completed the Uniform Standards of Professional Appraisal Practice and Report Writing and Valuation Analysis. He has also completed the Florida Real Estate Associate License Course, the ASTM Phase I Environmental Assessment Course, and attended the Florida Environmental Permitting Summer School.

Since 2002, he has completed in excess of 1,000 hours of continuing education and is routinely asked to speak at professional seminars on topics related to finance, real estate and insolvency.

PAST & PRESENT PROFESSIONAL ACTIVITIES, CERTIFICATIONS, MEMBERSHIPS AND QUALIFICATIONS

American Bankruptcy Institute Member, 1999 to present

American Bankruptcy Institute,

Member of the Board of Directors, 2015

Member of the Board of Director's, Education Committee, 2015, 2016

Member of the Board of Director's, Nominating Committee, 2015, 2016

Asset Sales Committee, Co-Chair 2014, 2015, 2016



Financial Advisors and Investment Banking Committee, Committee Co-Chair 2012, 2013
Financial Advisors and Investment Banking Committee, Education Director 2010, 2011
Alexander L. Paskay Seminar on Bankruptcy Law & Practice Advisory Board Member, 2010-2015

Appraisal Institute, Affiliate Member

Association of Insolvency and Restructuring Advisors, 2004 to present

Certified Insolvency and Restructuring Advisor, Awarded 2005

CFA Institute, Affiliate Member

National Funding Association/Commercial Finance Association

Turnaround Management Association, 2005 to present

EXPERT TESTIMONY EXPERIENCE (LAST FIVE YEARS), TRIAL AND DEPOSITION TESTIMONY

In re: Marsh Hawk Golf Club, LLC (a/k/a Ford's Colony Country Club); U.S. Bankruptcy Court, Eastern District of Virginia (Newport News), Chapter 11 Case No. 10-50632, Judge Stephen C. St. John; February 2011 (Trial)

In re: Smithville Crossing, LLC; U.S. Bankruptcy Court, Eastern District of North Carolina (Raleigh), Chapter 11 Case No. 11-02573, Judge J. Rich Leonard; August 2011 (Trial)

In re: CABI SMA Tower I, LLLP; U.S. Bankruptcy Court, Southern District of Florida (Miami), Chapter 11 Case No. 10-49009, Judge A. Jay Cristol, May 2012 (Deposition)

In re: Waterford Hotel, Inc.; U.S. Bankruptcy Court, Eastern District of Michigan (Detroit), Chapter 11 Case No. 11-54788; Judge Thomas J. Tucker, July 2012 (Trial)

In re: Tarpon Lakeside Development, Inc.; (a/k/a Tarpon Lake Resort Hotel); U.S. Bankruptcy Court, Middle District of Florida (Tampa), Chapter 11 Case No. 11-17475, Judge Rodney May, September 2012 (Trial)

In re: Treasure Coast Hospitality, LLC. (a/k/a Holiday Inn Express & Suites – Port St. Lucie); U.S. Bankruptcy Court, Middle District of Florida (Jacksonville), Chapter 11 Case No. 11-00253, Judge Paul Glenn; November 2012 (Trial)

In re: Burcam Capital II, LLC (a/k/a 510 Glenwood); U.S. Bankruptcy Court, Eastern District of North Carolina (Raleigh), Chapter 11 Case 12-04729; Judge J. Rich Leonard; January 2013 (Trial)

In re: Ohana Group, LLC; U.S. Bankruptcy Court, Western District of Washington, Chapter 11 Case 12-21904; Judge Marc Barreca; November 2013 (Affidavit)

In re: West Airport Palms Business Park. LLC; U.S. Bankruptcy Court, Southern District of Florida (Miami), Chapter 11 Case 13-25728; Judge Robert Mark; March 2014 (Deposition and Trial)



In re: Azzan Bin Abdulla Al Ghurair (“Plaintiff”) vs Georgi ZacZac, Sr. et al; Circuit Court of the 11th Judicial Circuit In and For Miami-Dade County, Florida; Case No. #: 12-13796 CA-40; September 2014 (Deposition and Affidavit)

In re: Capital Road, LLC (Plaintiff) vs. RMP Enterprises, LLC et al; Circuit Court of the 11th Judicial Circuit In and For Miami-Dade County, Florida; Case No. #: 14-14381 CA-40; August 2015 (Deposition)

In re: Curatus Trust Company (Mauritius) Limited, (Plaintiff) vs. American Leisure Group, Ltd., et al (Defendant), Circuit Court of the Ninth Judicial District In and For Orange County, Florida; Case No. 2011-CA-001201-O; December 2015 (Deposition)

PRESENTATIONS AND RELATED PUBLICATIONS (LAST TEN YEARS)

Speaker, December 2015, Thirty-fifth Annual Seminar, Mississippi Bankruptcy Conference, “Its All About That ‘Till”

Moderator and Speaker, December 2015, American Bankruptcy Institute’s Winter Leadership Conference, “Perfecting the Pitch”

Publication, Their Voices Boomed Un-Till We Could Hear Them No More; American Bankruptcy Institute Journal, Volume XXXIV / November 2015

Speaker, July 2015, 2015 American Bankruptcy Institute, Southeast Bankruptcy Workshop “Its All About That ‘Till”

Speaker, April 2015 Central Florida Bankruptcy Association Annual Seminar, “*Real Estate Feasibility: Rates, Ratios and Reasonableness*”

Speaker, March 2015, Bankruptcy Battleground West Conference, “*The World of SARE Cases*”

Moderator and Speaker, December 2014, American Bankruptcy Institute’s Winter Leadership Conference, “*Till, Ten Years Later*”

Speaker, October 2014, American Bankruptcy Institute’s Midwestern Bankruptcy Institute & Professional Development Workshop, “*Getting Bang for Your Buck When Engaging Financial Advisors and Expert Witnesses*”

Speaker, June 2014, American Bankruptcy Institute Webinar Presentation, “*The §1111(b) Election: Advanced Mathematics and Strategies*”

Speaker, April 2014 Central Florida Bankruptcy Association Annual Seminar, “*I Want My Money Back: 1111b and Other Cramdown Issues*”

Publication, Why Till Works; American Bankruptcy Institute Newsletter I, Volume 11, Num. 1/ April 2014

Speaker, March 2014, Stetson University and American Bankruptcy Institute’s Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice, “*Understanding the §1111(b) Election*”



Speaker, March 2014, Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice, *"Business Session Part I: A Potpourri of Current Problems in Restructuring"*

Publication, Remembering How We Got to Till; American Bankruptcy Institute Journal, Volume XXXIII / January 2014

Publication (Reprinted), De-Complicating the §1111(b)(2) Election: There Is No Such Thing as an Undersecured Claim In a Cramdown; Best of the ABI: The Year in Business Bankruptcy (Book), American Bankruptcy Institute, December 2013

Speaker, August 2013, Jacksonville Bankruptcy Bar Association Annual Seminar, *"Facts, Fantasies and Findings of Fact"*

Moderator and Speaker, July 2013, American Bankruptcy Institute Webinar Presentation, *"The §1111(b) Election, Plan Feasibility and Cramdown Issues"*

Moderator and Speaker, April 2013, American Bankruptcy Institute Annual Spring Meeting, *"The §1111(b) Election, Plan Feasibility and Cramdown Issues"*

Speaker, March 2013, Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice, *"Feasibility: Facts, Fantasies and Findings – Part I"*

Speaker, March 2013, Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice, *"Feasibility: Facts, Fantasies and Findings – Part II"*

Speaker, March 2013, Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice, *"We Can Go 'Round and 'Round about That..."*

Publication, De-Complicating the §1111(b)(2) Election: There Is No Such Thing as an Undersecured Claim In a Cramdown; Financial Advisors and Investment Banking Committee, American Bankruptcy Institute Committee Newsletter, Volume 10, Number 1 / February 2013

Speaker, October 2012, Alston & Bird LLP 2012 CMBS Servicing Symposium, *"Chapter 11: Cramdown"*

Moderator, March 2012, Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice, *"DIP Financing: Is it Back, and if So, Who is Playing and On What Terms?"*

Speaker, December 2011, American Bankruptcy Institute Winter Leadership Conference, *"Why Is There Never a Single Answer for the Cost of Capital or Value in Bankruptcy Proceedings?"*

Speaker, December 2011, American Bankruptcy Institute Winter Leadership Conference, *"Fundamentals of Finance that All Insolvency Professionals Should Understand"*



Speaker, November 2011, Association for Insolvency and Restructuring Advisors, "Expert Witness Advanced Training Program: Phase I"

Speaker, March 2011, Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice, "Bankruptcy Litigation Tips for Trying a Real Estate Valuation, and Fraudulent-Transfer Actions"

Moderator, December 2010 American Bankruptcy Institute Winter Leadership Conference, "Out of the Frying Pan and into the Fryer: Today's Restaurant Industry and the Challenges Ahead in Surviving the Decay of Everything a Sector Needs to Stay Viable"

Speaker, June 2010, Association for Insolvency and Restructuring Advisors Annual Conference, "AIRA Court on the Beach"

Speaker, April 2010, American Bankruptcy Institute Annual Spring Meeting, "Small Business Bankruptcies: Getting Them through the Process"

Speaker, March 2010 Turnaround Management Association (Carolinas Area Chapter), "Riding the Rapids of Commercial Real Estate"

Speaker, September 2009, American Bankruptcy Institute Southwest Bankruptcy Conference, "Around Chapter 11 in 80 Days for Rapid Reorganizations or Liquidation"

Speaker, June 2009 Association for Insolvency and Restructuring Advisors Annual Bankruptcy and Restructuring Conference, "Recessions and their Effects on the Small and Middle Market"

Speaker, June 2007, Association for Insolvency and Restructuring Advisors Annual Bankruptcy and Restructuring Conference, "Small Lender Session"

CONTINUING EDUCATION

2015 Thirty-fifth Annual Seminar, Mississippi Bankruptcy Conference

2015 American Bankruptcy Institute's Winter Leadership Conference

2015 American Bankruptcy Institute, Southeast Bankruptcy Workshop

2015 Turnaround Management Association, Southeast Regional Conference

2015 Alston & Bird LLP, 2013 CMBS Servicing Symposium

2015 Turnaround Management Association, Southeast Regional Conference

2015 Central Florida Bankruptcy Association Annual Seminar

2015 American Bankruptcy Institute, Annual Spring Meeting

2015 American Bankruptcy Institute Bankruptcy Battleground West Conference

2015 Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice



2014 American Bankruptcy Institute Winter Leadership Meeting

2014 American Bankruptcy Institute, American Bankruptcy Institute's Midwestern Bankruptcy Institute & Professional Development Workshop

2014 National Conference of Bankruptcy Judges

2014 Central Florida Bankruptcy Association Annual Seminar

2014 American Bankruptcy Institute, Annual Spring Meeting

2014 Southeastern Bankruptcy Law Institute, Seminar on Bankruptcy Law and Rules

2014 Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice

2013 American Bankruptcy Institute Winter Leadership Meeting

2013 National Conference of Bankruptcy Judges

2013 Alston & Bird LLP, 2013 CMBS Servicing Symposium

2013 France Media, Commercial Real Estate Investment & Finance Conference

2013 Crittenden Real Estate Finance Conference

2013 Jacksonville Bankruptcy Bar Association Annual Seminar

2013 American Bankruptcy Institute, Southeast Bankruptcy Workshop

2013 American Bankruptcy Institute, Annual Spring Meeting

2013 Southeastern Bankruptcy Law Institute, Seminar on Bankruptcy Law and Rules

2013 Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice

2012 American Bankruptcy Institute Winter Leadership Meeting

2012 National Conference of Bankruptcy Judges

2012 Alston & Bird LLP, 2012 CMBS Servicing Symposium

2012 IWIRC-AIRA, Radlax: What Will the Supreme Court Decide and How Will We Cram Down From Here?

2012 American Bankruptcy Institute Annual Spring Meeting

2012 Southeastern Bankruptcy Law Institute, Seminar on Bankruptcy Law and Rules

2012 Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice



2011 National Conference of Bankruptcy Judges

2011 France Media, Commercial Real Estate Investment & Finance for 2012

2011 American Bankruptcy Institute Annual Spring Meeting

2011 Stetson University and American Bankruptcy Institute's Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice

2010 American Bankruptcy Institute Winter Leadership Conference

2010 AIRA Annual Conference (Association for Insolvency and Restructuring Advisors)

2010 American Bankruptcy Institute Annual Spring Meeting

2010 TMA Charlotte March Meeting

2010 Stetson University and American Bankruptcy Institute Judge Alexander L. Paskay Seminar on Bankruptcy Law and Practice

2010 American Bankruptcy Institute Caribbean Bankruptcy Conference

2009 American Bankruptcy Institute Winter Leadership Conference

2009 National Conference of Bankruptcy Judges

2009 American Bankruptcy Institute Southwest Bankruptcy Conference

2009 American Bankruptcy Institute Southeast Bankruptcy Workshop

2009 AIRA Annual Bankruptcy and Restructuring Conference (Association for Insolvency and Restructuring Advisors)

2009 Southern Bankruptcy Law Institute Seminar

2009 American Bankruptcy Institute Annual Spring Meeting

2009 TMA Distressed Investing Conference

2008 National Conference of Bankruptcy Judges

2008 American Bankruptcy Institute Southwest Bankruptcy Conference

2008 American Bankruptcy Institute Southeast Bankruptcy Workshop

2008 IMN Distressed Real Estate Conference

2008 American Bankruptcy Institute Annual Spring

2007 American Bankruptcy Institute Southwest Bankruptcy Conference

2007 AIRA Annual Bankruptcy and Restructuring Conference (Association for Insolvency and Restructuring Advisors)

2007 American Bankruptcy Institute Annual Spring Meeting



2006 American Bankruptcy Institute Winter Leadership Conference

2006 National Conference of Bankruptcy Judges

2006 American Bankruptcy Institute Complex Financial Restructuring Program

2006 American Bankruptcy Institute Southeast Bankruptcy Workshop

2006 American Bankruptcy Institute Annual Spring Meeting

2005 American Bankruptcy Institute Winter Leadership Conference

2005 Bankruptcy Accounting, Reporting and Taxes ((Association for Insolvency and Restructuring Advisors)

2005 National Conference of Bankruptcy Judges

2005 American Bankruptcy Institute Southwest Bankruptcy Conference

2005 Bankruptcy Plan Development (Association for Insolvency and Restructuring Advisors)

2005 Bankruptcy Nuts and Bolts Course

2005 American Bankruptcy Institute Annual Spring Meeting

2005 Managing Turnaround and Bankruptcy Cases (Association for Insolvency and Restructuring Advisors)

2004 Chapter 11 Finance (American Conference Institute)

2004 American Bankruptcy Institute Southwest Bankruptcy Conference

2003 American Bankruptcy Institute Southwest Bankruptcy Conference

2002 ALI-ABA Fundamentals of Bankruptcy Law (American Law Institute/American Bar Association)

2001 Commercial Loan Workouts (Executive Enterprise Institute)

2001 Commercial Bankruptcy Workshop (Executive Enterprise Institute)

2001 The Workouts and Restructuring Course (Fulcrum Information Services)

2001 Southeastern Bankruptcy Law Institute Annual Seminar on Bankruptcy Law and Rules

1998 Effective Negotiating (Karrass)

1996 Environmental Permitting Summer School (Florida Department of Environmental Protection and the Florida Environmental Assessors Association)

1995 Environmental Site Assessments for Commercial Real Estate Course - Phase I Site Assessment and Transaction Screening/ASTM E 1527 & E 1528 (American Society of Testing and Materials)

1994 Georgia Survey Issues: Recognition and Remediation (National Business Institute, Inc.)



1994 Resolving Property Line Problems (National Business Institute Seminar)

1994 USPAP - Uniform Standards of Professional Appraisal Practice - Standards 410 & 420 (The Appraisal Institute)

1990 Florida Real Estate Sales License Course (certified Florida Real Estate Commission course)

1989 Loan Documentation (Business Training and Consulting Company)

1989 Commercial Loans to Businesses (Robert Morris & Associates)

1988 Commercial Analysis for Lenders (Financial Proformas, Inc.)

1988 Understanding Business Cash Flow (Robert Morris & Associates)

1988 Financial Accounting (Robert Morris & Associates)