

Solutions for

Businesses



Selected Clients

ARC Wheeler
Arcadia Properties
Ballard Spahr
Brandywine Realty Trust
Carlyle Group
Center City District
Covington & Burling
Fox Rothschild
Goldenberg Group
HFL Corporation
Hill International
K. Hovnanian Homes
Liberty Property Trust
Lower Merion Township, PA
Mason-Dixon Resorts
Meadowlands Management
Oliver Tyrone Pulver Corporation
Oren Brothers
Parkway Corporation
Radnor Property Group
Renaissance Plaza Associates
Tower Investments
World Trade Center of Philadelphia

Specialized Services

Our team has advised private agencies for special projects, ordinary business operations, and when they are undergoing strategic changes. ESI has developed a variety of services to assist clients in deciding the best direction and options to address critical operational issues, to support the negotiation and to ensure the feasibility of projects. Our services include:

- **Financial Feasibility** We create, evaluate, and critique project proformas and prepare independent profitability/feasibility analyses.
- **Asset & Business Valuation** We have the technical and analytical expertise to conduct in-depth assessments of the value of a business, business unit, or asset.
- **SWOT Analysis** Our expertise allows us to deliver the precise analysis of a project and provide clear recommendations on how to approach potential opportunities and risks.
- **Market Study** We investigate supply and demand and determine whether a project can be supported by current economic conditions.
- **Capital Structure** We analyze and review capital structures of projects, including Debt Coverage Ratio, Loan to Value & Loan to Cost rates, and recommend the most cost-effective loan and term options.
- **Tax Policy Impacts** We evaluate how taxes and fees affect the value or profitability of projects.
- **Presentation** We assist with additional necessary documentation preparation in addition to presenting in front of internal and external stakeholders.

Our experts include: **Richard Voith, PhD, CRE** who advises clients in real estate and provides economic analysis in support of litigation; **Peter Angelides, PhD** who has consulted for businesses, providing valuation and financial analysis for nearly 20 years; and **Stephen Mullin**, who is currently on the advisory board of Philadelphia-based real estate investment firm The Arden Group, has previously served as a City Representative, Director of Commerce, and Director of Finance for the City of Philadelphia as well as having taught graduate level State and local public finance for over 30 years.

Contact

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