REALIZING VALUE IN HIGHER EDUCATION THROUGH ASSETS

The B. Riley Financial platform offers a diverse set of capabilities to assist institutions as they work to navigate shifting market conditions and rapidly changing financial obligations. From a broad suite of financial and capital markets advisory services to a comprehensive real estate, machinery & equipment, and inventory liquidation practice, B. Riley can be a steadfast partner providing solutions across the range of capital and liquidity challenges facing institutions during these unprecedented times.

B. RILEY REAL ESTATE SERVICES

- **Sales/Dispositions**: Asset valuation services and a comprehensive property marketing platform for sales of surplus or non-core owned properties and land holdings
- **Sale-Leasebacks**: Owned asset[s] can be sold and leased back, allowing institutions the ability to generate liquidity through the real estate sale while retaining property control
- **Rent Reductions**: Negotiate rent reductions and term adjustments on leased real estate. BRRE also has extensive experience negotiating terminations on unwanted leases.
- **Advance Capital**: Ability to advance capital quickly to help institutions avoid rushed property sales and maximize real estate values

B. RILEY ADVISORY & LIQUIDATION SERVICES

- **Valuation Advisory Services**: Valuations to assist with financing, insurance, tax, financial reporting and sale/purchase of assets and intellectual property
- **Fixed Asset Planning**: New asset procurement, CapEx and maintenance planning and projection studies, economic and normal useful life study
- **Fixed Asset Management**: Fixed asset policy/procedures review or development, asset condition and remaining useful life assessments, physical fixed asset inventory, tagging, and management system reconciliation
- **Compliance, Risk & Resilience**: Research compliance with federal cybersecurity requirements, business continuity planning, security and vulnerability assessments, emergency and crisis management program audits and development.
- **Tax Reduction Services**: Property tax advisory services to identify/support reductions or exemptions, cost segregation studies, renewable energy segregation, R&D and predominant use studies to identify/obtain refunds and savings
- **Furniture, Fixtures & Equipment Liquidation**: Disposition planning, strategy and pricing analysis, comprehensive marketing, sale, and liquidation of surplus inventory and FF&E

B. RILEY SECURITIES & CORPORATE FINANCE SERVICES

- **Financial Advisory Services**: Execution of stakeholder/lender negotiations for waivers/ covenant amendments, balance sheet restructuring, and cash flow projections and analyses
- **Mergers & Acquisition Advisory Services**: B. Riley can advise/facilitate on the sale of an entire institution or the divestiture of specific divisions/joint ventures
- **Capital Markets Advisory Services**: Can provide institutions assistance in raising debt and/or equity and exchange offers

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