

## Biography:

# STEVEN WALKER

## MANAGING DIRECTOR



### Contact:

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[vCard](#)

### Industries

Auto Dealerships  
Logistics/Wholesale  
Restaurant  
Sports/Fitness  
Telecommunications

### Specialties

Cash Flow Projections  
Due Diligence  
Interim Management  
M&A  
Principal Investments/Financings  
Turnaround/Restructurings  
Valuation

Mr. Walker joined GlassRatner as a Managing Director in the Restructuring & Turnaround Consulting practice with a focus on engagements with complex operational issues and multiple business lines. He is experienced in negotiating leases, management services contracts, joint venture terms as well as other transitional agreements arising from a restructuring or reorganization.

In addition, Mr. Walker is skilled in conducting business enterprise valuations and preparing fresh start accounting reports. His management experience spans multiple industries as an executive in operations, finance, strategy and business development with start-up, growth stage and turnaround companies. His investment banking experience includes securing private debt financing from institutional investors, advising and executing M&A transactions, and structuring asset-backed securities financing. Mr. Walker's financial and accounting skills paired with his leadership and team building skills serve him well in navigating difficult business situations. Prior to joining the firm, Mr. Walker was the Chief Strategy Officer of a software-as-a-service (SAAS) education technology company where he led strategy, planning and business development. Other full time or mid-term leadership management experiences include:

- Chief Executive Officer of a STEM charter high school where he spearheaded reorganizing the school to expand enrollment, leverage strategic partnerships and secure financing for a new facility. He was responsible for the operating and financial management of the school and the implementation of policies established by the governing board;
- President of Information Management Systems, Inc., an international information technology training and consulting company that specialized in OEM certifications in network technology. Mr. Walker oversaw the expansion of the company's operations to South Africa and Malaysia;
- Chief Financial Officer and Chief Operating Officer of Run N' Shoot Athletic Centers, two mega indoor fitness facilities in Atlanta, GA (85,000 square feet) and District Heights, MD (115,000 square feet) with a focus on basketball, weightlifting and aerobics. The athletic centers leveraged discounted rent rates on sites in urban centers where big box retailers had failed. Mr. Walker negotiated the leases, secured financing, managed the buildouts, trained and supervised the site managers, created standard operating policies and procedures, advised managers on marketing and promoting the facilities, and conducted facility audits; and
- Chief Operating Officer of a start-up toy company. Mr. Walker sourced and managed contract manufacturing in China, implemented back-to-back letters of credit to manage cash flow, and oversaw all logistics functions including quality assurance, ocean freight, land transportation, warehousing and drop shipping.

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In addition to the roles listed above, Mr. Walker was an Investment Banking Officer for Bank of America's predecessors, NationsBank Securities and NCNB Investment Banking, where he structured and executed transactions in the Corporate Finance and Private Placements groups.

Highlighted below are some of Mr. Walker's investment banking transactions and consulting engagements:

- Assisted in structuring and executing a \$100 million asset-backed security (Repurchased Certificates of Participation - RECOP) financing for a fortune 500 electronics retailer;
- Secured private placement financing for a large fast food franchisee ownership group;
- Secured private placement financing for a family owned furniture manufacturer to facilitate the buyout of passive family shareholders;
- Performed a valuation report and advisory services for an automotive parts company;
- Advised a holding company of insurance and reinsurance operations on the financing cost of privately placing subordinated debt;
- Evaluated and conducted due diligence services on mid-market acquisition targets in the southeast for Red Clay Capital Holdings;
- Calculated damages and testified as an expert witness on behalf of franchisees in a supply chain dispute;
- Developed a tactical strategic plan for a \$30 million flexible packaging company driven by a detailed profitability analysis of its customers and the review of the structure of its sales incentive program; and
- Streamlined processes for a franchise performance management service company and developed a collaborative coaching system for franchisees emphasizing metrics and accountability.

Mr. Walker earned a BS degree in Electrical Engineering from Duke University and he holds a MBA in Finance and Business Policy from The University of Chicago Booth School of Business.