BRG CORPORATE FINANCE

Chris Goodrich

Director – Corporate Finance

Boston

Contact
D 617.673.2171
M 774.239.7623
cgoodrich@thinkbrg.com

Industry Experience
Automotive
Financial Services
Real Estate & Construction
Retail & Consumer

Areas of Expertise
Business Plan Development
Capital Structure Assessment
Liquidity Management
Valuation

Experience

Chris Goodrich is a Director in the BRG Corporate Finance practice. Prior to joining BRG, he spent more than six years as an executive at the private investment arms of two family offices and a strategy consulting firm, Treacy & Company, that works with Fortune 500 clients to strengthen their organic growth discipline.

Mr. Goodrich specializes in liquidity and capital structure assessment, restructuring and performance improvement, business plan development and analysis, working capital management, and valuation. He is experienced across a range of industries including retail, specialty finance, investment management, commercial and residential real estate, brand management, software development, and outsourcing. A sample of consulting engagements includes:

- Financial advisor to a $265M retailer through Chapter 11 and §363 sale process
- Four wall profitability analysis and store portfolio restructuring scenarios for distressed retailers including a $2.5B large box retailer, $550M apparel retailer, and other retailers ranging from $120M to $350M
- Developed three statement and four wall models, liquidity forecast, and business plan for a $1.2B retailer
- Prepared pro forma financials for an $850M retailer to support bid for a $700M retailer in Chapter 11
- Thirteen-week cash flow development for distressed businesses including a $350M and a $150M retailer

Mr. Goodrich's industry background consists primarily of significant experience at two large family offices:

- From 2010 to 2015, CEO, President, and senior operating executive at a privately held auto finance lender; built the two-employee organization into a highly profitable lender that has originated $400M+ to date
- From 2015 to 2016, responsible for management of the investment portfolio of Cummings Foundation, a top national foundation and Massachusetts' largest charitable giver. Since Mr. Goodrich joined, strong investment performance has increased the foundation's net assets to nearly $2.0B from ~$1.2B
- From 2015 to 2016, served as a member of the executive team at Cummings Properties, an eleven million square foot commercial real estate company. Mr. Goodrich also managed a large portfolio of non real estate investments that is held by Cummings Properties and that is co-invested with Cummings Foundation.

Education and Affiliations

B.A., Economics and Political Science, Middlebury College, cum laude