

1 stored. Among other record keeping practices, the procedures in connection with the establishment
2 of a financing relationship are as follows: after the loan documents are signed by Siena and the
3 borrower, true copies of the original documents are placed in a separate file, labeled and stored
4 securely in Siena's offices. This occurs at or about the time that the documents are delivered to
5 Siena.

6 5. I have personally examined the documents in Siena's files relating to the lending
7 relationship between Siena and Debtor. I have caused true copies to be made of certain of these
8 documents. Those true copies are attached to the Motion as Exhibits 2 and 3.

9 **Financing Relationship with Debtor**

10 6. On or about October 30, 2017, Siena and Debtor (which was then known as B&B
11 Bachrach, LLC) entered into a Loan and Security Agreement (the "Loan Agreement"). A true
12 copy of the Loan Agreement is attached to the Motion as Exhibit 2. Pursuant to the Loan
13 Agreement, Siena made a term loan and agreed to make revolving loans to Debtor based upon a
14 formula that included, among other things, a percentage of Debtor's eligible accounts receivable
15 and inventory.

16 7. To secure repayment of the advances made under the Loan Agreement, Debtor
17 granted Siena a security interest in substantially all of Debtor's personal property, including
18 without limitation all of Debtor's accounts receivable, inventory, general intangibles and proceeds
19 (the "Collateral"). Siena's security interest in the Collateral was perfected through the filing of a
20 UCC Financing Statement with the Secretary of State of California (where Debtor is incorporated)
21 on September 29, 2017 as Filing No. 17-7608348236. On February 16, 2018, the Financing
22 Statement was amended to reflect Debtor's name change through the filing of a UCC Financing
23 Statement Amendment, Filing No. 18-76337939. True copies of the Financing Statement and
24 Amendment are attached collectively to the Motion as Exhibit 3.

25 8. Pursuant to the term loan, Siena loaned Debtor the principal sum of \$500,000, and
26 made further advances to Debtor from time to time under the revolving line of credit. As of the
27 February 16, 2018 Petition Date, the principal amount of Debtor's indebtedness under the Loan
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1 Agreement totaled \$6,219,779.91, plus accrued and accruing interest, attorneys' fees and other
2 costs and expenses to which Siena is entitled under the Loan Agreement.

3 9. On or about February 20, 2018, following Debtor's filing of its Chapter 11 petition,
4 Debtor and Siena entered into a Stipulation Regarding Continuance of Financing of Debtor and
5 Debtor in Possession, Priority of Advances Made, Modification of the Automatic Stay and
6 Adequate Protection (the "Stipulation") [pp. 23-164 of Doc. # 21]. Pursuant to the Stipulation,
7 upon the Court's approval of Debtor's motion for postpetition financing, the Loan Agreement was
8 amended pursuant to the Modification to Loan and Security Agreement (the "Modification")
9 attached as Exhibit 2 to the Stipulation. The Stipulation was amended pursuant to a Second
10 Amended Stipulation, which included the Official Committee of Unsecured Creditors as a party,
11 filed on April 26, 2018 as Document No. 141, to which the Modification also was attached. For
12 the Court's convenience, a true copy of the Modification that was attached to the Second
13 Amended Stipulation is attached as Exhibit 4 to the Motion.

14 10. Under the terms of the Modification, Siena has advanced Debtor substantial
15 additional funds in accordance with a Court-approved budget to enable Debtor to conduct its store
16 closing sales and otherwise operate in bankruptcy. The net proceeds of the liquidation sales
17 conducted during the course of this bankruptcy case have been applied first to the principal
18 amount of the prepetition indebtedness, and then to the principal amount of postpetition
19 indebtedness.

20 **Amount of Indebtedness**

21 11. Attached as Exhibit 5 to the Motion is a true copy of a report generated by Siena's
22 computerized accounting system titled Loan Ledger Report. The computer program used to
23 generate the report is designed to track the amounts due from Siena's borrowers. In general, at or
24 near the time an advance is made, accrued interest is charged, an expense is incurred, or a payment
25 or other credit is received on a loan made by Siena, Siena employees with the responsibility to do
26 so enter the amount of the advance, interest charge, expense, payment, or credit into the computer
27 program and information concerning the name of the borrower and the specific loan to which the
28 entry relates. At any given point in time, a Siena employee may cause the computer program to

1 generate a statement of the amounts due on a borrower's loans. Exhibit 5 is such a statement for
2 the revolving loans made by Siena to Debtor that are currently outstanding. Exhibit 5 constitutes a
3 business record of Siena and was automatically generated by Siena's computerized accounting
4 program based upon the entries made by Siena personnel relating to Debtor's account following
5 the procedures described above. Exhibit 5 accurately reflects that as of August 7, 2018, the
6 outstanding amount of Debtor's indebtedness to Siena under the revolving loans was
7 \$3,634,562.71, which includes interest accrued to such date. (Siena's computer system adds the
8 interest to the loan balance on an ongoing basis and does not separately break out the interest.)

9 12. In addition to the revolving loan balance, Debtor owes Siena the principal balance of
10 \$500,000 on a term loan. Attached as Exhibit 6 to the Motion is a true copy of the Loan Ledger
11 Report generated by Siena's computerized accounting system as described above that accurately
12 reflects that \$500,000 is outstanding as of August 7, 2018.

13 13. In addition to the loan balances, Debtor owes Siena a total of \$518,000 for various
14 charges, consisting of the \$50,000 loan fee for providing the postpetition financing and various
15 charges under the Loan Agreement, including a Collateral Monitoring Fee of \$93,000, a
16 Commitment Fee of \$150,000, and an Early Payment/Termination Premium of \$225,000.

17 14. Siena also has incurred a total of \$127,354.42 of attorneys' fees as of June 30, 2018
18 that is not included in the loan balances on matters relating to the financing. Accordingly, as of
19 August 7, 2018, the total amount of Debtor's indebtedness for prepetition and postpetition
20 financing totaled \$4,779,917.13, plus additional charges, costs, and attorneys' fees provided for
21 under the terms of the Loan Agreement and Modification.

22 15. Attached collectively as Exhibit 7 to the Motion are true copies of the Loan Ledger
23 Reports for the months of February through July, 2018 that were generated by Siena's computer
24 system as described above. These reports accurately show, among other things, all payments
25 credited by Siena on the prepetition and postpetition loans since the inception of bankruptcy.
26 These credits represent proceeds of the ongoing liquidation sales.

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1 **Value of the Collateral**

2 *Inventory*

3 16. Debtor is in the final stages of its store closing sales. According to Debtor's Third
4 Status Report, as of the week ending July 27, 2018, Debtor had inventory totaling \$754,603.
5 Based upon the sales history during the liquidation sales, which I have closely monitored, as well
6 as the projections of the liquidation consultants and our own analysis, it is extremely unlikely that
7 all of this inventory will be sold when the store closing sales conclude in September 2018. The
8 remaining inventory will have to be disposed of through wholesale channels at even lower prices
9 than the store liquidation prices. Based upon my extensive experience with workouts and
10 liquidations and my personal experience in monitoring the liquidation sale activities in this
11 bankruptcy case, I believe that inventory remaining as of July 27, 2018 will yield no more than
12 \$384,000.

13 *Retail Store Fixtures, Furniture, Equipment, and Leasehold Improvements*

14 17. Debtor's Schedule A/B, a true copy of which is included in Exhibit 1 attached to the
15 Motion, lists retail store fixtures, furniture, equipment, and leasehold improvements with a book
16 value of \$2,259,660 and an unknown current value. As of the Petition Date, Debtor was operating
17 in 14 retail stores. Pursuant to the Court's order authorizing the liquidation sales, Debtor has been
18 selling or otherwise disposing of the fixtures, furniture, equipment, and leasehold improvements
19 associated with each store along with the inventory during the course of the store closing sales, so
20 the majority of these assets no longer are property of Debtor's estate. Debtor currently is operating
21 in only three locations, and the fixtures and associated assets in each of these locations similarly
22 will be sold or otherwise disposed of as the stores close. It is my understanding that these assets
23 account for a negligible portion of total sales proceeds from the store closing sales. Accordingly,
24 Siena attributes no value to this category of assets, which in any event will be disposed of by
25 Debtor by the conclusion of the liquidation sales.

26 *Office Furniture, Fixtures and Equipment*

27 18. Debtor's Schedule A/B lists office furniture, fixtures and equipment, primarily in its
28 distribution facility and corporate headquarters (which it has now vacated according to Debtor's

1 Third Status Report), with a book value of approximately \$109,000 and an unknown current value.
2 Under the agreement with the liquidations consultants, these assets will be sold or otherwise
3 disposed of by the end of the liquidation sales. In my experience, office furniture, fixtures and
4 equipment do not yield appreciable value, especially in small facilities such as those of Debtor,
5 because of depreciation, the often specialized nature of such assets, and costs of moving. Further,
6 the liquidation consultants receive 15% of sales proceeds plus reimbursement of out of pocket
7 expenses incurred in selling these assets. Based upon these considerations and my experience in
8 workouts and liquidation sales, I believe that these assets have negligible value.

9 *Accounts Receivable*

10 19. Debtor's Schedule A/B listed accounts receivable with a face value of approximately
11 \$66,500, the overwhelming majority of which was more than 90 days past due as of the Petition
12 Date. I do not believe that any remaining receivables will be collected.

13 *General Intangibles, Including Intellectual Property*

14 20. Debtor owns certain intellectual property consisting of the Bachrach registered
15 trademark and the bachrach.com website and associated goodwill and customer lists. Debtor's
16 Schedule A/B does not attribute a current value to these assets. In light of the fact that Debtor's
17 business failed and it is in liquidation, I do not believe that these intangible assets have appreciable
18 value. Again, based on my extensive experience with workouts and liquidations, which has
19 included the sale of intellectual property and other intangible assets, I estimate the sale of such
20 intangible assets would yield no more than \$200,000, and probably substantially less than that
21 amount.

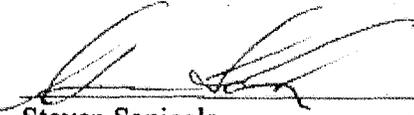
22 **Lack of Equity in the Collateral**

23 21. Based upon the foregoing, it is my conclusion that Debtor has no equity in the
24 Collateral because the value (in my opinion no more than \$584,000) is substantially less than the
25 approximately \$4.8 million Debtor owes to Siena. Even if (i) Debtor's statement of remaining
26 inventory existing as of July 27, 2018 (approximately \$755,000) were adopted as the total value of
27 the inventory, (ii) the accounts receivable were valued at their full face amount, and (iii) my
28 estimates of the value of the other collateral turns out to be too low, which I believe is unlikely,

1 under no reasonable scenario could Debtor have any equity in the Collateral given the substantial
2 amount of Debtor's remaining indebtedness to Siena.

3 Executed this 8th day of August, 2018 at Stamford, Connecticut.

4 I declare under penalty of perjury under the laws of the United States of America that the
5 foregoing is true and correct.

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7 Steven Sanicola

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