



## Brian L. Davidoff

Chair, Bankruptcy, Reorganization & Capital Recovery

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Brian Davidoff tackles his clients' problems with experience, drive, and focus. He helps middle-market companies and their principals navigate difficult financial waters. Brian also guides lenders, creditors, and vendors seeking to maximize their recoveries, and represents buyers and sellers of distressed assets.

His early experience as a corporate attorney allows him to address both insolvency and business needs of his clients. Frequently, he acts as general counsel to both distressed and thriving businesses, advising them on their business growth, financings, and M&A activity.

### **Accomplishing your objective.**

"If you're having difficulty figuring out how to deal with your company's financial distress, seeking to recover funds from a financially troubled company, or looking to buy assets of a financially distressed seller, I work with you to devise the right strategy to accomplish your objective," he says.

"I often get involved in high-stress situations. Clients' livelihoods and their companies are at stake and they put a lot of trust in you. The process can be complex and uncertain. Helping my clients understand the component pieces of the process along the way is very important. It is also difficult at the outset to predict the final outcome of a restructuring, however, by working closely with my clients I build a partnership that dramatically increases the chances of a successful result."

For example, Brian knew what was at stake for a downtown Los Angeles furniture manufacturer and retailer that ran into financial distress. The company founder and owner knew that the livelihoods of over 200 workers depended on the ongoing success of the business. "We were able in the course of a chapter 11 reorganization to restructure the balance sheet and re-negotiate the senior credit facility with the lender. The company survived, the owner again has a successful business, and the jobs of the hundreds of workers were saved."

### **Restoring a level of confidence.**

Brian has succeeded for his varied clients—cutting across industries and objectives—by bringing a high level of skill, integrity, and commitment to the process.

“When representing a company going through a restructuring, you quickly learn that the client is often taking fire from different quarters because creditors have lost money and typically no one is happy. A critical aspect of a restructuring is to restore a level of confidence and integrity in the business operations,” he says. “This usually goes far in gaining the confidence of judges and other key stakeholders, including creditors, lenders, vendors and employees.”

With over thirty years’ experience in counseling his clients on their varied business issues, specifically in restructuring and bankruptcy, Brian has built a wealth of collegial relationships.

“In Southern California we repeatedly appear before the same bankruptcy judges and having credibility with the court is important, as is having credibility with other professionals in the restructuring and bankruptcy community with whom you may be adverse from time to time in client matters. In such a high-stress situation credible relationships can be vitally important and often enables you to work through difficult issues.”

### **Collaborating with other professionals.**

Also important in reaching the best results for his clients is the breadth and depth of Brian’s Greenberg Glusker colleagues in other practice groups.

“It is common in a bankruptcy or restructuring case that I collaborate with my corporate, real estate, employment, litigation, or entertainment partners. In this way I can bring the various legal skills needed to properly guide the client. Outside of my law firm, I often work with financial and operational restructuring professionals to bring a complete approach to addressing the client’s issues.”

Brian’s passion outside of the practice of law is competing in triathlons. He says, “This takes a significant level of dedication and commitment. I bring this same commitment to resolution of my client’s issues.”

Brian has been married over 30 years and has two adult daughters, who enjoy competing with Brian in his athletic endeavors.

### **Professional Affiliations**

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2019 Board of Directors, [The American Board of Certification](#)

- Past Board of Governors, [Beverly Hills Bar Association](#)
- Past Trustee, [Los Angeles County Bar Association](#)
- Past President, Westwood Bar Association
- Past Director, [Los Angeles Bankruptcy Forum](#)
- Past President, California Organization of Small Bars
- Bankruptcy Rules Committee Member, State Bar of California, Business Law Section
- Member, [American Bankruptcy Institute](#)
- Past Chair, [Primerus Business Corporate International](#)

### **Bar Admissions**

- California, 1982

### **Education**

- University of Witwatersrand, Johannesburg, South Africa (J.D., 1979)
- University of Miami (LL.M., 1981)

## **Representative Transactions**

- Represented textile company in the acquisition of a new business in a 363 sale
- Represented visual effects company in financing and sale through section 363 of the Bankruptcy Code
- Represented debtor in reorganization of construction company to create \$250 million trust to resolve asbestos liabilities
- Represented specialty lender in connection with a \$60 million refinancing
- Represented buyer of assets structured through a foreclosure
- Represented liquidating trustee in pursuit of claims against officers and directors
- Represented manager of LLC in dispute and dissolution of LLC
- Represented health and beauty supply company in connection with reorganization and sale of assets
- Represented companies with stock option plans
- Advised company in connection with \$10 million venture capital investment
- Represented hospital in connection with restructuring
- Represented independent movie company in connection with restructuring and sale of library
- Represented printing company in add-on acquisitions
- Advised investor in \$10 million investment into a media company
- Represented buyer of assets from insolvent company
- Advised company in connection with negotiation and documentation of an exclusive supply agreement
- Represented real estate debtor in the sale of over \$250 million of assets as part of restructuring
- Represented buyers in Section 363 bankruptcy sales and assignments for benefit of creditors