

Gregory S. Apter

President

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A deft strategist and negotiator, Greg founded Hilco's lease mitigation practice. Greg's work in lease restructuring on behalf of hundreds of tenants as well as owned property dispositions over more than 20 years has earned him broad respect and admiration as a real estate expert.

Among the many clients Greg has represented are well-known names in retailing, manufacturing and business services such as Wal-Mart, WorldCom, Starbucks, Talbots, Ahold/Stop & Shop, HD Supply, Samsonite, Biomet, Bally Total Fitness, Michael's Stores, Claim Jumper Restaurants, A&P, Yucaipa, Select Comfort, Centerbridge, Bain & Company, Angelo, Gordon & Co., TPG and others.

Prior to joining Hilco in 2002, Greg was a senior vice president and the head of the retail tenant representation group at Jones Lang LaSalle. In that role he was responsible for directing, managing and facilitating lease portfolio restructuring services as well as market analysis, site selection, asset management, consulting, acquisition and disposition services. Prior thereto, Greg served as General Counsel for Syndicated Equities Corporation where he managed all corporate business and legal matters, including site valuation and evaluation, negotiation of contracts, oversight of loan commitments and review of lease, zoning, title and environmental issues. Earlier, Greg served as President of Water Tower Bank in Chicago, where he was responsible for all commercial and consumer lending operations, business development and legal matters.

Sought after as a speaker/lecturer in trade association educational programs, Greg has also authored numerous articles on lease restructuring and the art and science of lease negotiations for companies in every stage of health or financial condition. Greg is a member of the American Bankruptcy Institute, the American Bar Association, the National Restaurant Association and the Turnaround Management Association. He holds a Juris Doctor degree from IIT Chicago-Kent College of Law and a Bachelor of Arts degree from the University of Illinois at Champaign-Urbana.
