NIGHTINGALE & ASSOCIATES, LLC Financial Advisor to the Debtors And Debtors-in-Possession 1233 East Main St. Stamford, CT (202) 359-3855 Michael R. D'Appolonia Principal

UNITED STATES BANKRUTPCY COURT FOR THE SOUTHERN DISTRICT OF NEW YORK

| In re: | Chapter 11 |
|---------------------------------------|--------------------------|
| · · · · · · · · · · · · · · · · · · · | Case No.: 02-40667 (BRL) |
| Guilford Mill Inc. et. al. | |
|) | Jointly Administered |
| Debtors. | • |
| ,) | |
| , | |

FINAL FEE APPLICATION BY NIGHTINGALE & ASSOCIATES, LLC FOR ALLOWANCE OF COMPENSATION AND REIMBURSEMENT OF EXPENSES

Nightingale & Associates, LLC (hereafter either the "Applicant" or "Nightingale"), hereby requests that this Court enter an order, as and for its final application for allowance of compensation for professional services rendered and for reimbursement of expenses incurred in connection with such services. In support, Applicant submits:

I. FEES AND EXPENSES FOR WHICH ALLOWANCE IS SOUGHT

1. This Application is made by Nightingale pursuant to sections 330 of title 11 of the United states Code (the "Bankruptcy Code"), the Final Retention Order (as defined below) and Rule 2016(a) of the Federal Rules of Bankruptcy Procedure (the "Bankruptcy Rules") for allowance of compensation for services rendered to the Debtors in the amount of

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application \$1,484,825.00 and for reimbursement of \$125,825.28 for expenses incurred in connection

with the services rendered to the Debtors, for the period March 13, 2002 to September 20,

2002, (the "Application Period").

2. On March 13, 2002 Debtors filed a voluntary petition under Chapter 11 of the

Bankruptcy Code.

3. On March 13, 2002 the Debtors filed an Application to Employ Nightingale &

Associates, LLC (hereafter "Nightingale") as financial advisor and provide such services as

the Debtors may require to confirm its plan of reorganization.

4. On April 3, 2002 this Court entered an order approving the retention of

Nightingale as financial advisor to the Debtors.

5. In connection with its retention, Nightingale was authorized to receive and

received a retainer of \$350,000.

6. On April 3, 2002, this Court entered an Administrative Order Establishing

Procedures for the Interim Compensation and Reimbursement of Expenses of Professionals

and this is the First and Final Application by Applicant pursuant to Paragraph (j) of said

Order.

7. No prior applications have been filed by this Applicant and this Application for

payment of fees in this case covers only the period stated above.

8. As set forth in the Certification of Mr. Michael R. D'Appolonia, a principal of

Nightingale, attached as Exhibit A, all of the services for which compensation is sought

herein were rendered for and on behalf of the Debtors in connection with their Chapter 11

case and no other individual creditor, or any other persons.

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application -2-

9. The amount of fees and expenses are \$1,610,650.28 for the period March 13,

2002 through September 20, 2002 (the Confirmation Date). The Debtors, U.S. Trustee,

Counsel for the Secured Lenders, and Counsel for the Unsecured Creditors Committee have

received the statements attached to this Application detailing these fees and expenses.

10. During the period March 13, 2002 to September 20, 2002 Applicant has

performed necessary, reasonable and valuable financial advisory services for the Debtors

with a total of 4,173.9 hours expended, as more fully described below. The specific

timekeeper's name, title, hours worked, hourly rate and total fee amounts for the periods

March 13, 2002, to September 20, 2002 are shown in Exhibit B, attached hereto and hereby

incorporated by reference.

II. BACKGROUND

11. Debtors initially retained Nightingale on September 4, 2001, to assist in the

financial restructuring of the Debtors operations, identify under performing operations, and

assist management in the implementation of the operational changes necessary to return to

profitability. Nightingale was also retained to assist in negotiations with Debtors secured

lenders on the restructuring of the secured lenders debt. During the period September 4,

2001, to January 31, 2002, Debtors, with the assistance of Nightingale, identified a number

of under performing operations and took such steps as were necessary to either restructure,

plan for the closure or close the unprofitable ("non-core") operations.

12. In connection with the retention of Nightingale on September 4, 2001 Nightingale

received a retainer of \$200,000. At the commencement of these cases, in accordance with the

Nightingale's Retention Order, the prepetition retainer rolled over to the retainer approved by

this Court under the terms of Nightingale's Retention Order.

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application -3-

13. On or about February 12, 2002, the Debtors' Chief Financial Officer, Treasurer

and the President of the Automotive Group resigned from the Debtors. As a result of these

resignations, the financial condition of the Debtors, and the status of negotiations with the

secured lenders Nightingale was requested by the Debtors to assume additional consulting

services in connection with the day-to-day operations of the Debtors business. Among the

responsibilities assumed was oversight of the treasury operations. Nightingale personnel had

responsibility for developing financial projections for use by the secured lenders in

connection with both the financial restructuring, and securing the Debtor-in-Possession

financing.

14. During the period of October, 2001, to February, 2002, the Debtors, along with its

counsel, Weil, Gotshal & Manges LLP and Togut, Segal and Segal, LLP, and Nightingale

met frequently with the secured lenders, and with their counsel and financial advisors for the

purpose of communicating those actions being taken to reduce the secured debt though the

sale of certain of Debtors assets. In addition during this time period Rothschild, LLP,

investment banker to the Debtors, began negotiations with the secured lenders on a plan to

restructure the secured debt. Nightingale provided input to Debtors and Rothschild on the

debt restructuring based on operational changes and "non-core" assets available for sale. On

or about February 28, 2002, Debtors and the secured lenders reached agreement in principal

on the restructuring of the secured lenders debt, necissating that the Debtors file for

protection under Chapter 11 of the federal bankruptcy code.

15. Debtors filed for protection on March 13, 2002, (the "Filing Date").

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III. SERVICE RENDERED BY NIGHTINGALE DURING THE APPLICATION

PERIOD

16. A complete and accurate accounting of the time summarized by billing code is

itemized in Exhibit D, attached hereto and hereby incorporated by reference. Detail time

records by associate are also attached as Exhibit E hereto and incorporated by reference.

17. In the interest of economy, a brief overview of the services provided by

Nightingale is provided in support of this Application.

18. Nightingale, both prior to and subsequent to the filing of these cases, rendered

significant necessary and valuable services to the Debtors. During the period covered by this

Application, Nightingale personnel provided valuable assistance to the Chief Financial

Officer by overseeing the operations of the Debtors' treasury function; negotiated with

prospective buyers of certain assets of the Debtors that Nightingale and Debtors'

management identified as being non-core to the reorganized company; acted as an interface

between Debtors and financial advisor to the secured lenders, financial advisor to the

unsecured creditors committee, and financial advisor to certain of Debtors customers;

assisted Debtors' management in expeditiously confirming a plan of reorganization under the

terms negotiated with the secured lenders; assisted Debtors in securing Debtor-in-possession

financing; assisted counsel in the preparation of the Disclosure Statement and Plan of

Reorganization; worked with the management of the Debtors to insure that day-to-day

management of the operations were not diverted by the bankruptcy filing or that the impact

of the bankruptcy filing was minimized; assist the Debtors in their reporting obligations

under the terms of the DIP facility; negotiate with the Debtors trade creditors to secure post

petition credit and payment terms; under the supervision of the Chief Financial Officer,

manage the weekly cash disbursements so as to minimize the borrowing under the DIP

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application -5-

facility (During the course of the case Debtors did not borrow under the DIP facility except

for a one day borrowing of \$2 million.); and consulted with Debtors' management on a

number of employee benefit issues to insure that the retention of key employees by the

Debtors. (During the pendency of the case Debtors did not lose any key employees.)

19. A summary of hours by individual by matter code is provided in Exhibit D. Detail

hours by individual by matter code are provided in Exhibit D. Briefly summarized below are

the tasks and responsibilities handled by each Nightingale associate.

20. Michael R. D'Appolonia ("MRD" on the time sheets), a principal of Nightingale,

had overall engagement responsibility. Working with the senior management of the Debtors

and the board of directors of the Debtors, Mr. D'Appolonia advised on business strategy,

operational changes including the identification of money losing operations that were closed

and the assets sold, personnel issues as they were impacted by the bankruptcy filing, and

negotiations with the secured lenders on the restructuring of their debt is such a manor as to

effect a confirmable Plan of Reorganization. As a direct result of Mr. D'Appolonia's efforts,

Debtors took those steps necessary to complete an orderly closing of its apparel operations in

Mexico. This resulted in significant working capital and cash savings and provided

additional assets for the Debtors to liquidate.

21. Donald C. Knezovic ("DCK" on the time sheets), a managing director of

Nightingale, was responsible for the oversight of the disposition of those assets deemed to be

"non-core" assets of the Debtors. Mr. Knezovic negotiated with prospective buyers, worked

on details of sales contracts, provided updates to Debtors management regarding the possible

sales and seeking their concurrence on the tack to be used in negotiating with the prospective

buyers. These assets sales have been present to this Court for approval. The proceeds

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provided to the estate were in excess of \$50 million from these asset sales. Mr. Knezovic also

assisted in the winddown and orderly liquidation of the Debtors Home Fashion business that

was begun prior to the filing of these Cases. Additionally, Mr. Knezovic acted as the

interface between the auctioneers used by the Debtors and Debtors' management to insure

that auctions were conducted in such a manor as to maximize the proceeds to the estate.

22. Charles F. Kuoni ("CFK" on the time sheets), a managing director of Nightingale,

assisted the Chief Financial Officer ("CFO")¹ in working with the financial advisors to the

secured lenders, certain customers and the unsecured creditors committee. Much of Mr.

Kuoni, time was devoted to preparing financial models used by the CFO and third parties in

evaluating the prospects for the business and reaching agreement with the secured lenders of

the components of the liquidating trusts. These financial models were also used by Debtors'

management in the preparation of the Disclosure Statement. Mr. Kuoni work initially was

used in assisting the Debtors secure its Debtor-in-possession financing. Mr. Kuoni also

oversaw the work preformed by Nightingale associates related to the preparation of the

liquidation analysis that was used in Debtors' Disclosure Statement. Additionally, Mr. Kuoni

was the primary contact with the secured lenders financial advisor in the negotiations of

financial covenants for the exit facility and the replacement notes. Mr. Kuoni also oversaw

the work of John Frishkopf and Christopher Rossi.

23. Michael C. Yeager ("MCY" on the time sheets) assisted the Chief Financial

Officer by insuring that the day to day cash management systems were kept in place and

operated in accordance with the CFO's instructions. Mr. Yeager in advance of the petition

¹ David Taylor became Acting Chief Financial Officer on or about February 16, 2002, less than a month before these

cases were filed.

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application -7-

date developed and instituted the use of a detailed weekly cash flow reporting and forecasting process that enabled the company to identify in advance any potential liquidity problems. The weekly cash flow process was used extensively by senior management in key decision making situations both before and after the bankruptcy filing. Furthermore, the company during the bankruptcy used the cash flow process to report and forecast results to both the secured and unsecured creditor's committee advisors. At the direction of the CFO, Mr. Yeager held numerous discussions with vendors and suppliers of the Debtors, negotiating deposits, post-petition credit and payment terms. Working with the Debtors' accounts payable employees, Mr. Yeager insured that post petition obligations of the Debtors were paid on a timely basis. Additionally, employees of the Debtors were instructed to contact Mr. Yeager when a vendor would not provide credit or would not ship without being paid in advance, and request that Mr. Yeager contact the vendor to resolve. As a result of Mr. Yeager's actions, Debtors did not borrow under the DIP facility. Without Mr. Yeager's efforts in working with the vendors, Debtors' operations would have been significantly and negatively impacted, resulting in the potential loss of customers. Mr. Yeager devoted substantial time to the analysis of unsecured claims and the oversight of Debtors responsible for reconciling the unsecured creditor claims. Mr. Yeager's efforts in this area resulted in rejecting duplicate or unsupported claims, thus saving the Debtors substantial cash. Mr. Yeager insured that the Debtors rejected non-essential leases and returned the related equipment to in sure that Debtors post petition obligation were reduced. Debtors received from Mr. Yeager a schedule of substantial all leased equipment, (copiers, fax machines, computers, etc.) so that Debtors can manage its equipment leases.

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application 24. John J. Frishkopf ("JJF" on the time sheets), an associate of Nightingale, was

tasked with preparing a financial model of the "non-core". This information was used by the

financial advisors to the secured lenders to monitor the "wind-down" of the operations.

25. Christopher Rossi ("CR" on the sheets), also an associate of Nightingale, was

tasked with preparing the detail liquidation analysis that was used by the Debtors in the

Disclosure Statement.

IV. THE COMPENSATION REQUESTED

26. There a numerous factors to be considered by the Court in determining

allowances of compensation as detailed in section 330(a) of the Bankruptcy Code.

27. The professional services rendered by Nightingale, and for which Nightingale

seeks compensation, during the Application Period total 4,173.9 hours.

28. The hourly rate charged by the Applicant are the standard rates charged on

routine, non-complicated matters, and is the same rate that Applicant charged the Debtors

pre-petition. Base on the hourly rate charged, the value of the professional services rendered

during the period of this application totals \$1,484,825. The average hourly rate for the hours

worked equals \$355.74. To minimize the expense of the services provided, Applicant has,

whenever possible, avoided duplication of effort and utilized the employees of the Debtors.

29. Time and labor devoted, however, is only one of several criteria to be considered

by the Court in awarding compensation to professionals. The hours expended should be

viewed in the light of the (i) amount involved and the results achieved; (ii) difficulty of the

issues raised during the course of the case; (iii) the skill and experience to perform the

services; (iv) the customary fee charged to other clients; (v) the nature and length of the

relationship with the client.

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30. Nightingale respectfully submits that the application of the standards as detailed

in section 330(a) of the Bankruptcy Code to the results achieved by Nightingale more than

justifies the compensation requested.

31. As the Court is aware, the Debtors business was large and complex. It included

multiple domestic and foreign operations (the foreign operations were not part of this case)

that operated in different businesses with over 3,000 employees worldwide.

32. The Debtors capital structure was also complex involving multiple secured

Noteholders and a revolving credit facility that included four financial institutions. Debtors

were a New York Stock Exchange listed company (before it was delisted) with thousands of

shareholders.

33. No agreement or understanding prohibited by Section 504 of the Bankruptcy

Code exists between Applicant and any other person or entity for the sharing of

compensation or reimbursement received or to be received for service rendered in connection

with this case.

VI. <u>REIMBURSEABLE EXPENSES</u>

34. Applicant has incurred expenses during the period covered by this Application in

the amount of \$125,825.28 that are summarized on Exhibit C.

35. Because the Debtors operations include locations in upstate New York,

Pennsylvania, multiple locations in North Carolina, as well as the foreign operations, and the

requirement to be at the corporate headquarters of the Debtors on a weekly basis to discharge

its duties, substantial travel was required of Nightingale. With respect to travel, Applicant

used only "coach class" when traveling by air. Use of one's personal automobile was billed

at the standard mileage allowance set by the Internal Revenue Service. Working at

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application -10-

theCompany's locations, attending court hearing in New York, or meeting with the secured

lenders required Nightingale to stay overnight. Overnight accommodations were typically

mid-level business class hotel, such as the Hampton Inn whenever possible.

36. Nightingale charges for "Office Expenses" relate to charges for photocopying,

overnight delivery services when time was of the essence and outside the control of

Nightingale, postage and long distance charges on calls made from Nightingale's Stamford,

CT. office. Included in Office Expenses are certain office staff charges related to Guilford

matters attended to by Nightingale's office staff and totaled \$993.06. Nightingale does not

"mark-up" reimbursable expenses; expenses are billed in the amount incurred. Office

Expenses totaled \$3,370.72, for the period covered by the Application Period.

VII. REQUEST FOR APPROVAL OF FEES AND EXPENSES

37. The services provided by Nightingale summarized in this Application during the

Application Period have been both necessary to the operation of the Debtors and have

provided significant value to the Debtors' estate. As noted above, Nightingale is seeking

approval for actual and reasonable time expended by Nightingale personnel totaling

\$1,484,825, and reimbursable expenses that were actually incurred totaling \$3,370.72. In

evaluating Nightingale's request in this Application against the criteria prescribe in the

Bankruptcy Code, including the complexity of the Debtors and this case; results achieve; and

special expertise required, Nightingale's request for 100 percent of its fees and expenses is

reasonable, fair and permitted under the Bankruptcy Code.

38. Applicant received from Debtors, in accordance with the Order on the

Compensation of Professionals, 80 percent of the professional fees or \$1,187,960, plus 100

percent of Expenses or \$125,825.28. The unpaid balance due Nightingale is \$296,965.

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application -11-

39. Applicant received and holds a retainer for its post petition services in the amount

of \$350,000.

VII. <u>REQUEST FOR PERFORMANCE FEE</u>

40. Under the Order approving the retention of Nightingale in these cases, in

accordance with Nightingale's engagement letter dated March 13, 2002, Nightingale in

section VII of its engagement letter discuss performance fees. In Exhibit I section II to the

engagement letter, Nightingale addressed the contingent performance fees and outlined that

"If Nightingale determines that a performance fee is appropriate we will submit a separate

engagement letter to the Bankruptcy Court for approval."

41. Nightingale has discussed the value of the services provided to the

Debtors with Debtors management. Debtors endorse Nightingale's request for a

performance fee.

42. In addition to approval of the fees and expenses detailed above,

Nightingale is seeking approval of this Court for a performance fees related to the

disposition of "non-core" assets without which, the confirmation of the Debtors Plan of

Reorganization would have been significantly more difficult and may have taken

significantly longer to obtain the necessary votes to confirm the plan.

43. Prior to the commence of these Cases, Nightingale initiated plans to

liquidated certain inventory, equipment and real estate deemed to be non-essential to the

Debtors "core" operations. Subsequent to the filing, Nightingale planned the liquidation

process, oversaw its implementation, negotiated with various buyers and worked with

Debtors' counsel to close the sale of several "non-core" assets. Without Nightingale's

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application efforts the proceeds received from the liquidation of Debtors "non-core" assets would have been significantly less.

44. During the pendancy of the Case, Nightingale was involved in the following transactions:

| | Date of Sale | | |
|---|-----------------|----------|-------------|
| <u>Asset</u> | Approved | <u>N</u> | et Proceeds |
| Mayer Equipment | Mar-02 | \$ | 10,390,000 |
| Greenberg Real Estate | Jul-02 | \$ | 11,000,000 |
| Twin Rivers Real Estate | Jun-02 | \$ | 1,580,000 |
| Unger, LLC | Jun-02 | \$ | 1,900,000 |
| Fishman Real Estate | Sep-02 | \$ | 1,050,000 |
| Herkimer Equipment | Aug-02 | \$ | 1,077,000 |
| Herkimer Real Estate | Sep-02 | \$ | 5,150,000 |
| Lumberton Equipment | Sep-02 | \$ | 202,000 |
| Cobleskill Equipment and IFD, Fishman & | | | |
| Greenberg | Sep-02 | \$ | 2,957,000 |
| Total Net Proceeds | | \$ | 35,306,000 |

- 45. A total of \$ 35,306,000 of net proceeds was generated from the sale and liquidation of certain assets from the commencement of the case through confirmation (except \$ 5,150,000 for the sale of Herkimer real estate which was approved October 31, 2002 and an escrow on the sale of the Greenberg real estate of \$1,800,000). This amount is significantly greater than the low end of the expected recovery range for these assets.
- 46. The net proceeds from the above referenced sales far exceeded the expectation of the parties in the case. In addition, the timely closing of the assets sales contributed significantly to the Debtors ability to confirm its Plan of Reorganization and emerge from Bankruptcy in 205 days. Exiting bankruptcy in this amount of time is substantially quicker than companies of similar size and complexity.

47. This case is unique in that shareholders retained 10 percent interest in the

emerged Company, the unsecured creditors received 100 percent of their prepetition claim,

and the secured lenders received equivalent value of their secured claim, a substantial portion

of which was in cash. None of which could have occurred if either the asset sales were not

completed or completed at lesser amounts.

48. Nightingale has historically received performance fees in those situations where

the results have significantly exceeded expectations and contributed significant value to the

client.

49. In this case Nightingale is requesting a performance \$350,000 fee based on the

calculation of 1 percent of the \$35.3 million rounded down to the nearest \$10,000.

50. Nightingale's contribution to the Debtors quick and successful emergence from

Bankruptcy, and the results achieved in the liquidation of Debtors "non-core" assets, justifies

Nightingale's request for a performance fee.

WHEREFORE, Applicant respectfully requests that this Court enter an order (a) approving

Applicant's request to 1) approve 100 percent of the fees \$1,484,825 and expenses

\$125,825.28 sought by Nightingale; 2) approve Nightingale's request for a performance fee

of \$350,000 or such lesser amount as this Court may deem appropriate; and (b) directing

payment by the estates of the amounts approved by this Court, reduced by payments already

received by Nightingale.

Respectively submitted:

By: <u>/s/Michael R. D'Appolonia</u>

Michael R. D'Appolonia

A Principal

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application -14-

NIGHTINGALE & ASSOCIATES, LLC Financial Advisor to the Debtors And Debtors-in-Possession 1233 East Main St. Stamford, CT (202) 359-3855 Michael R. D'Appolonia Principal

| UNITED STATES BANKRUTPCY COURT SOUTHERN DISTRICT OF NEW YORK | Hearing Date: 11/26/02 Hearing Time: 10:00 a.m. |
|--|--|
| In re: | Chapter 11 Case No.: 02-40667 (BRL) |
| Guilford Mill Inc. et. al. | Jointly Administered |
| Debtors. |)) |

CERTIFICATION

TO THE HORORABLE BURTON R. LIFLAND, BANKRUPTCY JUDGE

Michael R. D'Appolonia, on behalf of Nightingale & Associates, LLC ("Nightingale"), financial advisor to the above-captioned debtors-in-possession herein ("Debtors"), hereby certifies, pursuant to this Court's Administrative Orders ("Administrative Orders") setting forth guidelines for fees and disbursements for professionals practicing before this Court ("Guidelines"), that:

1. I am the professional designated by N&A with the responsibility in the Debtors' cases for compliance with these Guidelines.

- 2. I have read N&A's final fee application for compensation for services rendered to, and for reimbursement of expenses incurred in behalf of, the Debtors for the period March 13, 2002 through and including September 20, 2002 ("Application").
- 3. To the best of my knowledge, information and belief formed after reasonable inquiry, the Application complies with the mandatory Guidelines set forth in the Administrative Orders.
- 4. To the best of my knowledge, information and belief formed after reasonable inquiry, the fees and disbursements sought fall within the Administrative Orders' Guidelines.
- 5. The fees and disbursements sought in the Application are billed at rates and in accordance with practices customarily employed by N&A and generally accepted by N&A's clients.
- 6. Copies of the Application have been sent to: (i) the Debtors; (ii) the United States Trustee; (iii) counsel to the Secured Lenders; and (iv) counsel for the Creditors' Committee at least twenty (20) days before the hearing at which the Application will be considered by the Court.
- 7. To the best of my knowledge, information and belief, with respect to the services and disbursements for which reimbursement is sought: (i) N&A does not make a profit on such services or disbursements; (ii) N&A does not include in the amount for which reimbursement is sought the amortization of the cost of any investment, equipment or capital outlay; and (iii) N&A requests reimbursements only for the amount billed to N&A by the third-party vendor and paid by it to such vendor.

- 8. With respect to photocopying and facsimile transmission expenses, N&A's charges do not exceed the maximum rate set by the Fee Guidelines. These charges are intended to cover N&A's direct operating costs of photocopying and facsimile facilities, which costs are not incorporated into N&A's hourly billing rates. Only clients who actually use photocopying, facsimile and other such office services are separately charged for the same. The effect of including such expenses as part of the hourly billing rates would impose these costs upon clients that do not require photocopying, facsimile, and offices services.
- 9. The time constraints frequently imposed by the circumstances of this case has required N&A personnel at times to devote substantial amounts of time outside "normal" business hours to the performance of N&A's duties and fulfill its obligations to its client. In addition, N&A personnel in order to provide the services contracted were required to be at the Company and to travel to the Company's operating locations overnight. N&A's personnel that traveled to the Company and its operating locations were reimbursed for their reasonable meal costs and their cost for transportation to and from their home. N&A's regular practice is not to include components for those charges in overhead when establishing billing rates and to charge its clients for these and all other out-of-pocket disbursements incurred during the regular course of the rendering of N&A's services to its clients. The reimbursement of these requested disbursements are consistent with the provisions set forth in the Fee Guidelines.
- 10. In addition, overnight delivery of documents and other materials was often required as a result of deadlines set by others and necessitated the used of such overnight

services. These disbursements are not included in N&A's overhead for the purpose of setting

billing rates.

N&A has made every effort to minimize its disbursements in this case. The actual 11.

expenses incurred in the providing professional services were absolutely necessary, reasonable,

and justified under the circumstances to serve the needs of these cases.

DATED: New York, New York November 5, 2002

NIGHTINGALE & ASSOCIATES, LLC

Financial Advisor to Debtors and

Debtors-in-Possession,

By:

/s/ Michael R. D'Appolonia

A Principal of

Nightingale & Associates, LLC

1266 East Main St.

Stamford, CT 06902

(203) 359-3855

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Nightingale & Associates, LLC Guilford Mills Inc. Fee application

Exhibit B

Summary of Billing Rate, Hours Billed and Total Fees by Nightingale & Associates, professional:

| | | | | <u>Hours</u> | | |
|---------------------|-------------------|----|-------------|---------------|----------|------------|
| <u>Name</u> | <u>Title</u> | R | <u>late</u> | <u>Billed</u> | <u>T</u> | Total Fees |
| Michael D'Appolonia | Principal | \$ | 525 | 453.4 | \$ | 238,035 |
| Charles Kuoni | Managing Director | \$ | 400 | 1,024.4 | \$ | 409,760 |
| Donald Knezovic | Managing Director | \$ | 350 | 1,274.7 | \$ | 446,145 |
| Michael Yeager | Senior Associate | \$ | 275 | 1,181.6 | \$ | 324,940 |
| John Frishkopf | Associate | \$ | 275 | 186.3 | \$ | 51,233 |
| Christopher Rossi | Associate | \$ | 275 | 53.5 | \$ | 14,713 |
| Totals | | | | 4,173.9 | \$ | 1,484,825 |

Nightingale & Associates, LLC Guilford Mills Inc. Fee application

Exhibit C

Summary of Nightingale & Associates, LLC Expenses by Category

| Transportation | \$ 80,416.39 |
|-------------------|------------------|
| Lodging | \$ 25,749.88 |
| Meals | \$ 11,934.75 |
| Telephone | \$ 5,592.95 |
| Office Staff Time | \$ 993.06 |
| Postage | \$ 629.21 |
| Photocopies | \$ 509.04 |
| | \$ 125,825.28 |

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application

Summary of Hours by Category

| Billing Code | <u>Description</u> | <u>Hours</u> |
|--------------|---|--------------|
| 110 Total | Review of Hist. Fin.Data | 25.7 |
| 115 Total | Prep. Of Financial Model | 402.1 |
| 120 Total | Mtg. W. Bus. Unit Mgmt. | 140.2 |
| 125 Total | Balance Sheet Issues | 27.3 |
| 130 Total | Cash Flow Issues | 31.6 |
| 140 Total | DIP Loan Support Sched. | 22.7 |
| 150 Total | Review of Non-core financial model | 2.6 |
| 155 Total | Prep.of Materials Out. F.A. | 33.5 |
| 160 Total | Discont'd Asset Liquida'n.Anal. | 46.0 |
| 170 Total | Review of June actual results | 2.5 |
| 190 Total | Business Plan Document | 2.0 |
| 199 Total | Prepare Business Plan Document | 47.8 |
| 200 Total | Treasury Management | 8.2 |
| 210 Total | Vendor Calls Meeting | 180.5 |
| 220 Total | Wkly. Cash Flow Forecast. | 247.9 |
| 230 Total | Payables Mgmt. | 121.2 |
| 240 Total | Employee Issues | 86.9 |
| 250 Total | Mtg. With Management | 12.3 |
| 260 Total | DIP Loan Report | 0.5 |
| 265 Total | DIP Negotiations | 1.5 |
| 290 Total | Review of emails, correspondences and voice mails | 165.2 |
| 300 Total | Business Restructuring | 15.3 |
| 310 Total | Mtg. With Management | 39.2 |
| 312 Total | Preparation for Board of Directors meeting | 1.8 |
| 320 Total | Evaluation of Bus. Units | 5.8 |
| 330 Total | Employee Comp. Issues | 21.6 |
| 340 Total | Corporate Strategy | 10.7 |
| 350 Total | Customer Issues/Mtgs. | 4.2 |
| 360 Total | Historical financial analysis | 6.6 |
| 365 Total | Work on offering memorandum data | 1.5 |
| 400 Total | Asset Dispositions | 140.5 |
| 403 Total | Altamira Shutdown | 132.2 |
| 404 Total | Altamira Real Estate | 57.2 |
| 405 Total | Altamira M&E | 22.9 |
| 410 Total | Greenberg Real Estate | 21.5 |

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application

| Dilling Code | Description | Цонга |
|---------------------------|---|----------------------|
| Billing Code 412 Total | <u>Description</u> Cobleskill M&E | <u>Hours</u> 73.8 |
| 414 Total | Cobleskill Real Estate | 35.6 |
| 416 Total | Pine Grove M&E | 3.2 |
| 420 Total | Fishman Real Estate | 21.9 |
| 430 Total | Herkimer Bus. & Inventory | 200.0 |
| 432 Total | Herkimer Real Estate | 133.2 |
| 433 Total | Apparel Other | 0.3 |
| 434 Total | IFD Real Estate | 5.5 |
| 440 Total | Hornsday Real Estate | 13.7 |
| 442 Total | Lynch Bldg. & Real Estate | 28.1 |
| 446 Total | Lumberton Real Estate | 9.7 |
| 447 Total | Lumberton M&E | 13.3 |
| 448 Total | Twin Rivers Bus.& Inventory | 70.3 |
| 449 Total | Review of Liquidation status | 1.5 |
| 450 Total | Liquidating Trust Issues | 63.6 |
| 460 Total | Prepare materials for buyers | 14.4 |
| 490 Total | Discussion with Counsel on asset sales | 1.5 |
| 499 Total | Asset Liquidation Status Review | 18.9 |
| 500 Total | Debt Restructuring | 6.4 |
| 510 Total | Negotiations W. Lenders | 7.0 |
| 520 Total | Negot. W. Unsecured Cred. | 2.4 |
| 530 Total | DIP Facility Nego. | 4.0 |
| 540 Total | Exit Revolver | 19.6 |
| 545 Total | Exit Revoler Covenants | 9.6 |
| 550 Total | Conf Call Secured Lenders | 5.3 |
| 560 Total | Revised Note Agreement | 1.2 |
| 565 Total | Revised Note Covenants | 7.5 |
| 600 Total | Plan of Reorganization | 28.7 |
| 610 Total | Prep./Review-Disclosure St. | 21.8 |
| 620 Total | Prep./Review-Plan of Reorg. | 37.2 |
| 625 Total | Prep of Liquidation Analysis | 83.3 |
| 626 Total | Preparation of Financial Details | 66.6 |
| 627 Total | Discussion with Management Sources & Uses | 0.6 |
| 630 Total | Mtg. W. Debtor's Counsel | 19.0 |
| 640 Total | Claims Reconciliaiton | 164.9 |
| 650 Total | Claims Administration | 36.0 |
| 651 Total | Claim Settlement Nego. | 1.3 |
| 655 Total | Claims Analysis | 9.9 |
| | | |

Nightingale & Associates, LLC Guilford Mills Inc. Fee Application

| Billing Code | <u>Description</u> | <u>Hours</u> |
|--------------------|--|--------------|
| 660 Total | Equipment Lease Review | 22.5 |
| 665 Total | Claims review | 0.5 |
| 670 Total | SOFA/Bankruptcy Schedules | 6.9 |
| 710 Total | Employee Retention | 4.5 |
| 720 Total | Severance Programs | 19.1 |
| 730 Total | Employee Benefit Issues | 19.5 |
| 770 Total | General Operations Issues | 42.9 |
| 780 Total | Sources and Uses Review | 0.5 |
| 810 Total | Travel | 359.7 |
| 820 Total | Job Administration | 111.3 |
| 830 Total | N&A Office Administration | 2.8 |
| 910 Total | Crt. Hearings & Testimony | 12.8 |
| 915 Total | Preparation For Testimony | 2.0 |
| 920 Total | Mtg. W. Unsec.Cred. Com. | 16.0 |
| 925 Total | Prep.For Mtg.W.Unsec.Cred. | 18.1 |
| 930 Total | Mtg. W. Secured Creditors | 82.1 |
| 935 Total | PrepMtg. W.Secured Cred. | 75.2 |
| 940 Total | Meetings with outside Financial Advisors | 33.0 |
| 945 Total | Prep for meeting with BBK | 1.6 |
| 950 Total | Meeting with BBK | 11.4 |
| 960 Total | Meeting with Unsecured Creditors financial Advisor | 1.7 |
| Grand Total | | 4,173.9 |
| | | |