

**SENIOR CONSULTING, LLC**

**823 West Park Avenue, #256**

**Ocean, NJ 07712**

**Telephone: 732-233-4625**

**Fax: 631-498-0026**

**Web site: [www.thebusinessplanconsultants.com](http://www.thebusinessplanconsultants.com)**

**E-mail: [tim@thebusinessplanconsultants.com](mailto:tim@thebusinessplanconsultants.com)**

**Case Study-ABC SNF Transaction**

This complex transaction involved 11 locations, 11 separate landlord entities, 11 separate operating entities and one management entity. While there was a common general partner, the 25 plus year old partnerships had many diverse parties that had differing collective interests and perceptions regarding valuation. Working as the lead negotiator, Senior Consulting addressed the needs of buyer, seller, appraiser and lender expectations.

This complicated transaction needed a Business Plan, but more so needed a unique approach to simplify and address stand-alone items including the Physical Plants (average 80% of valuation depending on facility) and Operations (the remaining 20% of valuation). Operations had distinct items to address, including financial, marketing, insurance, and compliance that suggested a unique approach, namely a series of Executive Summaries and supporting Exhibits.

The structure of the Business Plan, as well as forecasts supporting Real Estate and Business Values, positioned Senior Consulting to conduct a three-fold RFP for deal structure: i) Debt/Equity ii) HUD-Insured Debt and iii) Sale/Leaseback. Over 30 parties signed Non-Disclosure Agreements as part of this process, and after many different comparative financial analyses, our client, Exemplar Health Services, LLC received a \$75 Million commitment with these initial facilities representing a \$43 Million draw down.