

Client Success

Business Planning

Overview:

Client owns and operates several skilled nursing facilities. Client was considering the replacement of certain of its facilities and the addition of ancillary services to its current business lines.

Customer Pain Points

Client was concerned about the ability to finance the replacement facilities and whether sufficient resources existed to undertake the additional ancillary service business lines.

Services Offered:

The Lancaster Group was engaged to evaluate the financial projections of the replacement facilities and of the proposed ancillary service business lines.

Results:

The Lancaster Group provided the requested services and met with the Client and its lender to present the financial projections for the replacement facilities. The Client was able to successfully finance the replacement facilities. Additionally, The Lancaster Group recommended that the Client's existing resources were not sufficient to undertake the proposed ancillary service business lines and offered recommendations regarding the changes that would need to be made in preparation for undertaking the new business lines.