



1501 Greer Lane ♦ Signal Mountain, Tennessee 37377
Tel: 423-517-0567
www.consulting-cds.com

MAUN-LEMKE was a key part of the professional team that won the prestigious 10th Annual M&A Advisor Award in 2011 for the Lower Middle-Market Deal of the Year (over \$25M to under \$50M) for the acquisition of Fairview Ministries, Inc. by Lifespace DG, LLC. Continuum Development Services' contracted with MAUN-LEMKE to work with the Fairview team to increase the Medicare/managed (MMC) census and the average Resource Utilization Group (RUG) payment to reach a goal of improving net margin by \$1.2 million.

With the assistance of Clint Maun and his staff, the MMC census improved in a six-week period from 22 at the beginning of June 2010 to 44 in mid-July. MAUN-LEMKE far exceeded CDS' net income targets during the six-month engagement. Clint Maun and his team provided Fairview staff with the capabilities to continue the positive performance and during the next year, the MMC census ranged between 38 and 48 while the community went through bankruptcy and sale to another senior living provider.

Our firm values Maun-Lemke's tried and true processes, Clint's humor, attention to details, celebration of successes, and exceptional results, which are all vital in a challenging turnaround. Over 25 years ago, I engaged MAUN-LEMKE to improve nursing staff recruitment and retention resulting in elimination of over \$1M in nurse agency expense.

Since 2003, CDS has completed almost 200 operation reviews. Over 80 of these clients have violated one or more covenants in their bond documents requiring management consultant reports. MAUN-LEMKE has been involved in over a dozen of these projects with the same excellent results.

CDS looks for every opportunity to engage MAUN-LEMKE to eliminate nurse agency, increase MMC census, and other work where creating high-functioning frontline teams is critical to success.

Dan Gray
President