



## CASE STUDY

# Senior Living Financial Turnaround



## CHALLENGES

- Declining financial performance
- Weak close & lack of vendor spend visibility
- Overextended staff & control weaknesses
- Limited board visibility

## CLIENT PROFILE

- ▶ \$200M in Revenue
- ▶ Independent Living, Assisted Living, Nursing, and Memory Care Communities
- ▶ 50+ Locations in Five States

## SOLUTIONS

### REFINED STRATEGIC DIRECTION

Assessed business model, exited non-core areas, & focused on high-margin growth.

### ENHANCED CLOSE & REPORTING

Automated close, strengthened vendor controls, standardized reporting for accuracy & speed.

### PROVIDED INTERIM LEADERSHIP

Deployed interim CFO & key leaders to drive turnaround.

### IMPROVED BOARD REPORTING & LEADERSHIP

Established transparent board reporting process.

## IMPACTS



Enhanced margins by focusing on core business & divesting low-performing areas.



Reduced monthly close cycle by ~65%, streamlined vendor list by retaining key partners & removing underperformers.



Established financial management & discipline across organization.



Coached the permanent leadership team, provided transparency to the board, positioned organization for sustainable growth.

## TESTIMONIAL

*"The BGS team has been an instrumental partner in the financial recovery of our company and communities, positively impacting our valued residents and shareholders alike. BGS has set us up for continued growth. The team has guided us through the most exciting, high-growth, and turbulent period in our 75-year history, using its financial acumen to wisely assess risks and strengthen financial operations. This partnership has allowed us to continue our mission of delivering for our residents, placing us on the correct trajectory for years to come! Thank you BGS!" -Board Chair*