

THE VILLAGE AT MANOR PARK



September 3, 2008

I thought I would share this interesting story with you:

In late 2007 The Village at Manor Park (the "Village") engaged a Milwaukee based, boutique investment banking firm by the name of Promontory Point Capital (PPC) to assist us with finding a new funding source. PPC helped the Village define its funding objectives both to replace our current provider and obtain capital to finance a significant amount of deferred maintenance and build out for our Trinity Village campus. PPC helped us determine our funding objectives then profiled several options under which we could achieve them including conventional financing, bond financing, sale leaseback and others. Given several possible funding strategies PPC developed a national search criteria comprised of nearly 80 funding groups including traditional banks, non-bank lenders, banks with health care practices, Reits, Healthcare Reits, pure Healthcare lenders and bridge lenders. PPC then put together a memorandum for distribution describing the funding opportunity, coordinated the flow of information, managed the communication to funding groups, managed and arranged site visits and converted interested parties into nearly ten proposals for comparison and review.

As a result of this process The Village at Manor Park was able to receive market feedback from a broad audience, achieve its funding objectives and competitively obtain funding at a considerable discount to our current financial provider. PPC even helped us navigate through the legal agreements and bank covenants guiding us through every step of the process including the closing and post-closing follow-up.

PPC demonstrated a very thorough understanding of our industry especially from the viewpoint of sourcing capital and sell/buy side assistance. I would strongly recommend contacting Promontory Point Capital next time you review your strategic options. I encourage you to take a look at their website www.promcp.com or contact the partner I worked with Steve Mayer at 414-225-0484.

Sincerely,

Al Runde
CFO
The Village at Manor Park
414-607-4100