



ACG[®] Los Angeles

DEAL SPOTLIGHT!



“Deals Happen Here!”

Deal Spotlight

Three ACG Los Angeles Members Share the Passion, Put Deal Together for Business Expansion

When treating eating disorders such as anorexia nervosa, bulimia, binge eating disorder and exercise addiction, a healing environment and a top-notch treatment program is the order of the day. But to achieve resounding success in the field requires pure, unadulterated passion. That's why Monte Nido & Affiliates (a leading provider of residential treatment and outpatient services in California and Oregon for adults afflicted with eating disorders) has attained a position of leadership in the burgeoning field. The company's founders, Carolyn Costin, Executive Director, and Bruce Martin, CEO, consider the critically important work they do to be a calling.

It was in this spirit that the founders began last year to plan to expand their footprint and open new facilities on a national level. To make that plan a reality, the Costin-Martins recognized they needed to raise growth capital. For help in achieving their aggressive growth plans, they sought advice from their longtime legal counsel and ACG Los Angeles member, Larry Braun of Sheppard, Mullin, Richter & Hampton. Mr. Braun knew one crucial requirement of his clients: whomever Monte Nido & Affiliates ultimately chose as a capital partner, it was imperative that the financier shared the company's values.

"Carolyn Costin and Bruce Martin have built Monte Nido & Affiliates' reputation in the Behavioral Health space by not only generating a tremendous success rate; they take it upon themselves to treat everyone involved with the organization with respect and gratitude," said Mr. Braun. "Not only was it key that a partner understand the space but, more importantly, embrace the owner's philosophy."

After a thorough search and evaluation of potential investment bankers to facilitate the transaction was conducted, one company emerged as the perfect choice for the Costin-Martins: Greif & Co., headed by longtime ACG Los Angeles supporter Lloyd Greif. With a strong track record of helping entrepreneurs achieve their dreams, and a history of success in the Behavioral Health sector, Mr. Greif knew the space, what his clients wanted and how best to make it a reality.

Because, like investment banking, Behavioral Health is a referral-based industry, Mr. Greif knew firsthand that companies in the field were successful because they were, above all else, client-centric. "Carolyn and Bruce are great people who truly care about the clients they serve and developed a unique treatment protocol to assist their clients during their time of need. As a result, Monte Nido has the best treatment efficacy and the highest patient census in the country."

As such, for the fundraising effort to be successful, Mr. Greif's goal was to identify and secure an investor who understood, appreciated and was passionate about Monte Nido's capabilities and strategy. After a comprehensive search and winnowing process to come up with the optimal investor, valuation and transaction structure for the Costin-Martins, the selection was made: ACG Los Angeles member Nishad Chande of the private equity firm Centre Partners. The investment transaction closed in December 2012 and, this past June, Monte Nido successfully opened its first east coast facilities in Boston and New York. With the capital, expertise and partnership of Centre Partners, Monte Nido is evaluating more sites throughout the country, riding to the rescue of eating disorder sufferers coast-to-coast. And three ACG Los Angeles member firms made it happen.