

MAINSTREAM MANAGEMENT

Creating Value, Driving Results

*We help clients creatively address
their challenges, see a better future
and realize the possibilities*

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Who We Are

We are operators. We are investors. We have a singular objective – create a positive return.

MainStream has helped leaders answer the questions “What’s next?” And “What can we do about it?” Seeing the possibilities is the first step to restoring confidence and achieving extraordinary outcomes. It requires perspective, creativity and proven expertise to solve some of the most complex situations. This is the MainStream team.

MainStream clients include some of the most respected business leaders, family offices, private equity firms, lenders and attorneys in the United States. While the majority of our work is focused on the Middle Market, our engagements range from guiding small start-up companies to advising the US Air Force on the reorganization of their nuclear weapons program.

Founded with the vision of providing Middle Market businesses with

the very best in consulting and operating expertise that previously was available only to larger corporations, MainStream has been in the business of helping organizations achieve their performance goals since 1999. Whether guiding a company through a challenging issue or architecting a corporate growth strategy, we provide a range of financial and management consulting services that are designed to increase the enterprise value of our clients.

Using our team of industry leaders, we’ve created bold strategies that have enabled our clients to achieve improved profits and sustained performance in uncertain times.

Why Mainstream

We are a different kind of consulting company. It’s about you and your bottom-line.

We are experienced leaders who have run Middle Market enterprises. We are senior business professionals and industry experts with significant operating experience. We are doers, and no matter the task, we roll-up the sleeves to get the job done.

We have an exemplary track record in creating value for our clients. For over 15 years, we have delivered substantial return. Ranging from the implementation of strategic growth initiatives to the divestiture of assets, the return derived consistently exceeds expectations. The testimony to our results – a customer base, which is solely referral and repeat client projects.

We combine our operational know-how with capital markets expertise. Our preparation process of ‘getting the house in order’ has enabled clients that are exiting businesses to capture the greatest value. If acquired growth is the strategy, our job one is selecting the right target at the right price, but successfully integrating that entity into your business assures the greatest return – and that’s where we excel.

We dig into the facts with business analytics and comprehensive market research. Our research and use of technology rapidly correlates discrete parameters to get to the heart of the matter. It is this with situational



insight that the right solutions to the most difficult problems can be deployed with speed and effectiveness.

We believe in partnerships. Our engagements begin and end with your interests in mind. When we say “were in it together,” we mean it. As consultants, operators and investors, this philosophy has set us apart – it’s the outcome that matters most, not the billable hour.



What We Offer

MainStream strives to redefine the consulting experience with solutions that are timely, creative and unique to each situation.



Corporate Strategy & Revenue Growth

Developing strategies for growth is fundamental to long-term corporate success. This may include tactics for organic growth, including sales, marketing and product positioning, or implementing plans for targeted acquisitions. We help our clients achieve a pathway to sustained, profitable growth by leveraging their core business assets and building strategies that strengthen the core. The net result: a business centered on what it does best and one that has the freedom to excel in doing what matters most.



Business Advisory Services

There are specific points in the life cycle of a business where substantial value can be created. If you believe now is the time to take advantage of opportunities to expand your business through acquisition, or you want to capitalize on market expectations to create an exit, our team is ready to guide you through the process. Whether it is analyzing a potential merger or acquisition, preparing information for a sale or financing, or integrating a newly acquired entity, the processes from start to close are filled with complexities.



Operations Improvement

MainStream’s performance improvement program uniquely anchors new processes in the organization by leading our clients through stages of transformation. Our distinction is looking at the operation with an “outside in” perspective. Using the customer perspective as the vantage point, MainStream’s Continuous Process Improvement (CPI) program identifies root causes with the objective of standardizing best practices and eliminating non-essential activities – all with an eye toward building customer-valued efficiency.



Corporate Turnaround

When setbacks occur, MainStream’s restructuring team brings the operational know-how to guide your organization back to financial health. Our work includes assessing and improving cash flow, stabilizing operations, communicating with key stakeholders, exploring all strategic options and implementing a comprehensive renewal plan. In some cases, distressed clients are faced with the need to reorganize or liquidate. Our clients have maximized recovery values based on our orderly processes for dispositions and wind-downs, which move at a carefully orchestrated pace based on an up-front recovery value analysis and liquidation cash flow budget. Our capabilities include Interim Management, Restructuring, Chapter 11 and 7 reorganization, receivership, foreclosure and forensic accounting.

Excellence Delivered

We bring fresh perspective and a sense of urgency to the development and execution of new strategies.

Since 1999, MainStream has been a trusted advisor to large financial institutions, private equity investors, family offices and Middle Market companies.

	Company	Expertise and Results
 HARVEST MANOR FARMS	Harvest Manor Farms, LLC Industry: Food & Beverage Size: \$200 million	MainStream provided interim management and developed and deployed a perpetual growth plan for this snack and nut producer. MainStream also facilitated the successful sale of the company to a strategic buyer.
	Westclox (General Time Corp.) Industry: Consumer Products Size: \$100 million	MainStream performed an assessment, operational restructuring, and facilitated the sale of the world's largest manufacturer of clocks.
	Ducane Gas Grills Industry: Consumer Products Size: \$50 million	MainStream provided business restructuring and disposition services on behalf of the owners and creditors to this leading supplier of upscale outdoor gas grills. The company was successfully sold to Stephen-Weber.
	Eddie Bauer Industry: Retail Size: \$800 million	MainStream facilitated a strategic planning session with senior management. Client demographics were analyzed and a root cause analysis completed to identify the best opportunities for growth. A 30-60-90 day action plan was designed and deployed to renew the business.
	BAE Systems Industry: Heavy Manufacturing Size: \$1.5 billion	MainStream provided advisory services to create a long-term armor manufacturing strategy, supervised new plant construction, and initiated an overhaul of the supply chain.
	Armour-Eckrich Meats Industry: Food & Beverage Size: \$1 billion	MainStream created and managed a performance improvement process for this branded meats company. The assignment was to improve performance through increasing productivity and reducing product defects.
	Airstream Industry: Manufacturing Size: \$250 million	MainStream conducted an assessment of operations and led a change initiative at this iconic manufacturer of travel trailers. Processes were restructured and efficiencies derived, which contributed to a record year of revenue and profit growth.
	Seco Products Industry: Light Manufacturing Size: \$120 million	MainStream provided turnaround services to this cafeteria and food service manufacturer through a business assessment and interim management.
	GLC Limited Industry: Retail Size: \$100 million	MainStream unraveled a high profile Ponzi scheme by following the cash trail of more than 150,000 transactions across 28 bank accounts. Financial statements were rebuilt and lost investor funds pursued through a combined disposition, litigation and Chapter 11 process.
	ENSEC SA Industry: Electronics & High Tech Size: \$100 million	MainStream provided this Brazilian electronic security company with transaction advisory services including pre-acquisition due diligence and M&A advisory.