

## **Ken R. Drossman**

Mr. Drossman is President of Lakeview Business Consulting, LLC (LBC). LBC works principally with privately-owned and entrepreneurial businesses in implementing or improving process, planning and management. LBC's clients are diverse, including among others, companies in the manufacturing, wholesale distribution, technology and B2B services sectors.

Client work has included, among other activities:

- Acting as a sounding board for ownership
- Preparation for and assistance with mergers and acquisitions opportunities
- Development of short- and long-term operating budgets and forecasts
- Providing and executing/managing turnaround strategies
- Negotiation and restructuring of financing with banks and other credit sources
- Development of cash flow projections; improvements in cash/working capital management
- Assisting ownership in preparing business plans for new offerings
- Design of financial/operating system flows and processes; system implementation/conversion

Prior to founding Lakeview, Mr. Drossman fulfilled roles as CFO, COO and/or CEO for 5 privately-owned, entrepreneurial companies over an 18-year period, which included a primary role in 18 business acquisition and disposition transactions. Previously, he was a Partner at Grant Thornton, where he spent 14 years in the firm's Management Advisory Services group.