



ABOUT US

KCB Management, founded in 1986, is a long-term, control investor in growing small to medium sized businesses. KCB's long-term investment perspective and our commitment of personal capital rather than third-party capital differentiate us from traditional buyout and private equity firms. We offer sellers significant liquidity today while providing long-term continuity to their businesses. This philosophy allows KCB to build strong relationships with management and nurture solid, growing portfolio companies without the pressures of a short exit timeframe.

KCB REAL ESTATE

KCB's sister fund, KCB Real Estate, will partner on acquisitions with significant real estate holdings. We are a buy-and-hold investor with a portfolio containing over 1 million square feet of leasable area, including shopping centers, multi-family residential, and healthcare facilities. We acquire properties where redevelopment, repositioning, and/or retenanting can create significant value.

Building On Success

www.kcbm.com

**117 E Colorado Blvd, Suite 400
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Private Equity•Real Estate•Family Office

INVESTMENT FOCUS

- \$1 to \$5 million of EBITDA with margins of greater than 10%
- \$10 to \$50 million in recurring revenue
- Strong management willing to stay with the business and retain an equity stake
- Significant and identifiable organic and/or acquisition growth potential
- Highly differentiated business model, products and/or services
- Strong market position with identifiable barriers to entry
- Limited customer concentration
- Require control (economic or voting) with substantial participation by management
- Public and private companies as well as divisional divestitures will be considered: Turnaround, bankrupt, and distressed situations will not be considered

INDUSTRY FOCUS

- Retail
- Consumer products and services
- Business services/outsourcing (including technology and software tools)
- Healthcare services (especially skilled nursing facilities)
- Education and training services (for profit) and products
- Light manufacturing
- Value-added distribution

GEOGRAPHIC ORIENTATION

Preference given to companies located in the Western U.S., however, we will consider exceptional opportunities throughout North America.

INVESTMENT PROFESSIONALS

HARVEY G. KNELL Harvey has over 35 years of operating experience, which includes serving as the founding CEO and Chairman of STØR, President and CEO of Grace Home Centers West, which operated 90 home improvement centers in the Western U.S., and President and CEO of Ole's Home Centers, Inc., which was one of the largest home improvement chains in the U.S. when it was sold to WR Grace in 1984. Harvey has also served on the boards of several portfolio companies. His current real estate portfolio contains over 1 million square feet of leasable area, including 48 skilled nursing facilities. Harvey earned his MBA from Columbia University.

BOB BLAIR Prior to joining KCB, Bob was a Principal for five years with Dubin Clark, a leveraged buyout firm with over \$150 million under management. Bob actively served on the boards of three portfolio companies. Additionally, Bob worked for six years as a Manager with Arthur Andersen where he worked extensively with middle-market companies as a consultant, auditor, and financial advisor. Bob graduated from the University of Delaware with a BS in Accounting with high honors. Shortly afterwards, he earned a CPA license. Bob received an MBA from the University of Virginia's Darden Graduate School of Business Administration where he earned the Faculty Award for Academic Excellence.

LORIN KNELL Lorin has over ten years of experience directly managing retail operations for national as well as growing chains. Previously, Lorin has served as the CEO of a 14-unit discount furniture chain, the founding COO of BeatStreet.com, a start-up business that provided online financial information, and a manager of four PetSmart stores in the Los Angeles market. Lorin received a BA in Mathematics and Economics from Colby College and an MBA from the University of Virginia's Darden Graduate School of Business Administration.

PETER KNELL Peter manages KCB's real estate portfolio (shopping centers and multi-family properties) and leads KCB's efforts to grow its portfolio of 48 skilled nursing facilities. Recently, Peter led the formation of a \$50 million fund focused on acquiring skilled nursing facilities across the U.S. Peter earned a BA, with highest honors, from Princeton University, a Master's of Music degree from The Juilliard School and a Doctorate in Music Composition from the University of Texas. Peter was also the recipient of a Fulbright Fellowship.

JULIAN CHICHA Julian supports our portfolio companies and is responsible for deal origination and diligence. Prior to joining KCB Management, Julian was in the Investment Banking division of Wachovia Securities, where he advised consumer and retail clients across a variety of transactions including mergers and acquisitions and debt and equity financings. He earned a BA from the University of California, Berkeley.



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Founded in 1986, KCB is a family-owned firm with a proven track record of partnering with management teams and supplementing management's skills with KCB's operating expertise to generate long-term success.

“We looked long and hard to find the right partner with financial and business expertise and a long history of operational success. With KCB you get the complete package and we are thrilled to have them as partners!”

Toby Wiltse, former CEO/owner of Kadel's Auto Body

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CURRENT PORTFOLIO COMPANIES



Kadel's Auto Body (Portland, OR)
The tenth-largest independent auto body service provider in the United States.



Ulta Cosmetics (Chicago, IL)
A leading chain of specialty retail stores focused on salons, cosmetics, and fragrances. This company went public under the symbol ULTA on the NASDAQ.

SNRE (Pasadena, CA)
With 48 skilled nursing facilities throughout the United States, SNRE provides services to the elderly and other people in need of care.

HISTORY OF INVESTING IN DIVERSE NICHES

Our professionals have significant previous experience with such companies as W.R. Grace, Ole's Home Centers, STØR, PetSmart, and Dubin Clark & Co. Since 1986, KCB's principals have invested in the following industries:

- Retailing—big box, furniture, pet supplies, soft goods, etc.
- Direct to consumer marketing
- Consumer products
- Luxury cosmetics retailing and services
- Business services
- Skilled nursing facilities operations
- Community newspapers
- Branded food products
- Specialty trailers
- Architectural and remodeling services
- Business outsourcing