WHAT we do best

**CHB Capital Partners** was founded with one objective — provide closely held and family owned businesses with the equity capital and expertise required for smooth ownership transitions and sustained growth.

We know that to succeed we must understand the complex characteristics of ownership transitions within closely held businesses. We must forge strong partnerships with ongoing management teams and shareholders, and we must bring financial resources and expertise to support achievement of the company’s growth objectives.

The principals at CHB have, together, more than 50 years of investing, management consulting and operating experience. We have direct personal knowledge of closely held and family owned business environments. We have a strong track record of working with management teams in manufacturing, distribution and service industries. And, we have the ability to commit significant amounts of investment capital.

Investing in and working alongside management teams and shareholders to achieve ambitious objectives is what we do best. We actively seek opportunities to put our resources to work for management teams and shareholders who know what they do best.
When David Jacobs, president and founder of Spyder Active Sports, Inc., began looking for capital to support his ambitious growth plans, his financial advisors introduced him to CHB Capital Partners.

“I had a lot of trepidation about bringing a private equity firm into my business because of the stories I had heard about strong arm tactics and loss of control,” says Jacobs. CHB ended up making a significant minority investment in Spyder that allowed Jacobs to maintain control of his company. “They are great partners,” says Jacobs. “They suggest instead of demand and they are ready and willing to help.”

CHB also added a new dimension to Spyder. “They bring a level of expertise in financial negotiations, strategy, business planning and market analysis that we have not had access to before,” says Jacobs.

Spyder Active Sports, Inc. is a leading supplier of technical apparel and accessories for skiing, snowboarding and other active outdoor activities. They have sponsored the U.S. Ski Team since 1988 and their signature web print racing suits can be seen on World Cup and Olympic ski racers around the world.

**WE LOOK FOR OPPORTUNITIES** to back strong management teams and shareholder groups in successful businesses. These businesses may require outside equity capital for a variety of reasons. At CHB we focus on two – ownership transition and growth. Ownership transition situations include providing capital to the business to buy in shareholders, supporting a management team in buying out existing owners and recapitalizing the company to allow some owners to exit and new management owners to come in. Growth situations include providing capital for acquisitions, funding new product development or new market entry, supporting increased capital expenditures and providing additional working capital.

Although most of our transactions would fit into one of these two categories (and in many cases include aspects of both), we occasionally partner with companies whose needs extend beyond the boundaries of our traditional investment focus. Every investment CHB makes is tailored to fit the specific needs of the business, its owners and its management team.
“THIS YEAR OUR SALES ARE UP 27% IN A MARKET WHERE OVERALL SALES ARE DOWN 20%. SO WE’VE TAKEN SIGNIFICANT MARKET SHARE FROM OUR COMPETITORS. WE COULD NOT HAVE DONE THAT WITHOUT CHB’S INVESTMENT OF CAPITAL AND EXPERTISE.”

DAVID JACOBS, FOUNDER AND CEO
SPYDER ACTIVE SPORTS, INC.
BOULDER, CO
human and
managers of closely held and family owned businesses
as an active partner with considerable financial and
management expertise. This participation can take
many forms. In one situation, we worked with key
managers to develop an approach for entering a new
market. In another situation, we worked with plant
level production staff to re-engineer production
processes to free up additional capacity. In yet
another situation, we worked with a small team of
senior managers to develop and implement an
acquisition strategy. And, in most situations, we
work to bring more attractive bank financing to the
table to support the company’s growth objectives.

Like our management partners, we have seen and
done a lot. Look at our experience. It differs from a
lot of private equity firms for a reason. At CHB we
are fully prepared to get our hands dirty. We expect
to do whatever it takes to support our partners in
achieving their objectives. However, we do not plan
to participate in day-to-day operations. Instead, our
partners view us as an extra resource to help make key
strategic, operating and financial decisions. We work
hard to make sure we do not let them down.

At the end of the day, our success comes from our
partners’ success. By bringing to our investments
years of strategic, operating and financial expertise,
in addition to capital, we hope to help make
one plus one equal at least three.
"CHB adds depth to our organization. For example, they helped us design a successful strategy for entering a high growth market that we lacked the resources to do ourselves."

DICK KALLAGE, CEO
CHAMPION TECHNOLOGIES, INC.
FRANKLIN PARK, IL
AT CHB WE SEEK INVESTMENT opportunities where we can back strong management teams and shareholder groups in well-established businesses that have successful track records. We will invest in either privately owned or publicly traded companies. We do not have strict industry preferences but will avoid industries where management has limited control over the elements that drive financial success. We invest between $2 million and $10 million in equity capital, although we have the ability to invest above this level if needed. Under most circumstances, CHB acquires between 20 and 80 percent of a company’s equity, with managers and other shareholders retaining the rest. We normally hold our investments for a period of three to six years.

The ideal profile for a CHB partner includes the following:

- **Annual revenues in excess of $20 million**
- **Strong management in place**
- **Consistent earnings history**
- **Potential for above-industry-average growth**
“THEY ARE HARD WORKING, HONEST, ASTUTE AND POSSESS THE HIGHEST DEGREE OF PERSONAL INTEGRITY, BUSINESS KNOWLEDGE AND PROFESSIONALISM.”

DICK ROTTO, FOUNDER AND CEO TRUSSWAY, LTD. HOUSTON, TX
PLEASE FEEL FREE TO CALL US
to discuss an investment opportunity on a preliminary basis. Subsequently, we will want to review additional information about the opportunity such as:

- A description of the company and its industry
- Recent financial statements and projections
- A short summary of the business’ strategy and prospects
- An outline of the proposed uses for the capital sought

We will keep all material submitted strictly confidential and return it upon request. We will respond quickly to all proposals received.

We encourage principals, advisors and intermediaries to contact us with appropriate investment opportunities.