

3K

LIMITED PARTNERSHIP



CREATIVE, PATIENT CAPITAL

# About 3K

---

- 3K is a unique private investment firm whose principals invest their own personal capital in partnership with owner/operators
- We commit our time and resources to a very limited number of investments
- Our investment timeline is unlimited
- We partner with owners/operators/managers to acquire and grow niche businesses
- We are active investors with decades of experience investing, operating and growing businesses
- We have 70+ years of proprietary relationships

# What Makes Us Different

---

- We are NOT an institutional private equity fund:
  - No outside investors - our capital is our own and is permanently funded
  - We do not charge transaction or management fees
  - We do not over-leverage our partner companies with debt
- The success of our partnerships is very personal – unlike professionally managed PE funds, we have real “skin in the game” and are truly committed to our partners
- We will only invest where we can make a difference and create value
- You deal directly with the 3K principals – no committees or approvals
- We work creatively to achieve your transactional goals in a timely and confidential manner
- We intimately understand the challenge of transitioning to a professional enterprise

# Who We Are

---

- **Peter Kamin:** Peter is the Founder and Managing Partner of 3K Limited Partnership. As an owner/operator of several businesses, Peter has a unique base of operating and investing experience that has translated into a proven track record of value creation over three decades. Peter has invested in and advised many companies across numerous industries and has served as a board director for many public and private companies.
- **Phil Livingston:** Phil is a Managing Director of 3K Limited Partnership and has extensive experience as an operating executive and board member. Mr. Livingston has served as CEO of Ambassadors Group and LexisNexis Marketing and Business Solutions as well as President of Financial Executives International (FEI). Phil has served as a director of The Tile Shop, Rand Worldwide, Cott, Broadsoft, Catalina Marketing, Seitel, Insurance Auto Auction, Nexsan Technologies, MSC Software, and World Wrestling Entertainment. Phil has also served on several non-profit boards including the Saratoga Performing Arts Center and The Guardsmen of San Francisco. He holds an MBA from University of California, Berkeley and a BS and a BA from University of Maryland.

# Who We Are (continued)

---

- **Dave Schneider:** Dave is a Partner of 3K Limited Partnership and has over 23 years of business experience including 18 years of investing in and advising private businesses. Previously, Dave was a partner with Main Street Resources, a private equity firm focused on investing in and growing middle market businesses. Dave has advised numerous businesses working closely owners/operators in his capacity as a director/advisor/investor. Prior to Main Street, Dave spent time with J.H. Whitney & Co and MCG Global. Dave started his career as a CPA with Price Waterhouse LLP.

# Our Capital

---

- Every dollar we invest is our own – no outside investors
- Our capital is permanently funded providing for an unlimited investment horizon
  - Allows for significant investment flexibility
  - Empowers management to build long term strategic value
  - Ability to weather macroeconomic cycles
- Significant internal capital resources to fund future growth

# Our Approach

---

- Partnership based on mutual respect
- Work together to achieve the personal goals and objectives of our partners
- Complete transactions quickly with no disruption to the business
- Entrepreneurial approach to building businesses over the long term
- Work together to develop and implement sound strategies that lead to enduring value creation while preserving company legacy and culture
- Implement equity incentives for key management
- Conservative Use of Leverage

# Our Value-Add

---

- We serve as strategic partners to assist with:
  - Strategic Planning
  - Owner/Management Transitions
  - Mentoring and Management Development
  - Identification and Recruitment of Senior Level Personnel
  - Driving Performance Improvement through Best Practices
  - Internal and External Growth Analysis
  - Identifying and Consummating Add-On Acquisitions
  - Business Development Initiatives that Leverage our Extensive Network of Contacts
  - Sourcing, Structuring, and Negotiating Attractive Financing
- Proven track record of success with a historical investment return in excess of 20%

# Investment Criteria

---

- We seek to partner with outstanding owners, executives and management teams with strong chemistry and cultural fit
- We look for businesses that have: (i) differentiated themselves from their competition, (ii) a track record of innovation and growth, and (iii) the potential for sustainable growth
- General Criteria –
  - **Revenues:** > \$10 million
  - **Investment:** \$3 - \$25 million Equity, or Debt under certain circumstances
  - **Ownership:** Control or minority position in privately held businesses
  - **Industries:** No formal industry mandate yet we are well versed in numerous industries including manufacturing, specialty distribution, business services, industrial services, IT services, technology, software, consumer products and services. We will consider turnaround situations.

# Contact Us

---

- Please contact us if you are an owner or manager and are evaluating strategic alternatives for your business
- We welcome the opportunity to work with independent sponsors, business intermediaries as well as executives seeking a financial partner to acquire a business
- For additional information please visit our website at [www.3klp.com](http://www.3klp.com)
- References and Case Studies available upon request
- All inquiries and correspondence should be directed to:

Dave Schneider

3K Limited Partnership

161 Worcester Rd – Suite 401, Framingham, MA 01701

(203) 873-0063 or [dschneider@3klp.com](mailto:dschneider@3klp.com)