

Creating Value in Small California Businesses

Pacific Community Management (PCM) is a venture and private equity investment firm focused on investing in small, high growth California businesses. PCM focuses on building, developing and maximizing value within these organizations for the benefit of all owners, management and employees. PCM's experienced team works closely with companies, providing hands on strategic and operational guidance in addition to capital.

Our Advantages

Investment Approach

PCM's Investment team has been focused exclusively on building small businesses in California for the past two decades. We know small business – from our personal experience as founders, senior executives and investors. This combination of financial, operational and entrepreneurial experience results in an investment approach of true partnership. Our depth of knowledge allows PCM to work with management to successfully grow small businesses, in addition to providing capital.

"PCM was more than a financial partner to Beacon. Their focus on people helped us build and train the stable workforce that has been critical to our success. PCM was also active in targeting and completing strategic acquisitions that enabled us to profitably scale our operation..."

- Pratap Mukherjee, Beacon CEO

A Different Kind of Network

PCM has close relationships with a variety of venture capitalists, entrepreneurs, CEOs, investment bankers, commercial bankers and professional service providers committed to supporting the development of our portfolio companies. In addition, we have a dedicated limited partner group with access to substantial resources for the benefit of PCM companies.

Additionally, through our parent organization, Pacific Community Ventures, we have access to a network of dynamic small enterprises across the state of California, which provides PCM and our companies with an invaluable perspective on emerging trends and opportunities.

"While PCM has been a relatively new addition to the Suviana story, their impact has already been felt – through their networks they were able to find a senior financial executive we've added to the team, identify additional debt financing sources and assist with site selection for our new store – their input has been priceless."

- Albert Lujan, Suviana CEO

Building Wealth

PCM's priority is to build wealth for all of the stakeholders in a transaction – owners, management and employees. PCM has a track record of working with our portfolio companies to implement innovative employee ownership programs that increase employee productivity, retention and morale – which translates to better economic results for all parties.

"After 10 years without an external investor, Timbuk2 was cautious to find the right partner. PCM's focus on holistic wealth creation – for investors, management and employees – had a huge positive impact on our performance. The results speak for themselves – a greater than 4x return to investors, increased valuation for manager-owners and employee cash bonuses of as much as 2x annual salaries..."

- Mark Dwight, Timbuk2 CEO

Our Investment Criteria

PCM is a generalist fund seeking small, high growth companies in need of capital and strategic assistance. We will opportunistically invest across a broad spectrum of companies, but are specifically interested in investments that fit the following profile:

Investment Size:	\$1 to \$5 million
Geography:	California, with focus in Bay Area, Los Angeles, San Diego and Central Valley
Transaction Types:	<ul style="list-style-type: none"> • Growth equity • Management led buy-outs <ul style="list-style-type: none"> ◦ Liquidity for family-owned or closely-held companies ◦ Opportunity for wealth creation with next generation of manager-owners • Recapitalization/restructuring to facilitate growth • Venture equity
Primary Industry Focus:	<ul style="list-style-type: none"> • Food products & distribution • Low capital-intensive manufacturing • Consumer & business services • Other high growth sectors, including: <ul style="list-style-type: none"> ◦ Sustainable & "Green" business ◦ Alternative energy ◦ Health & wellness ◦ Trade schools/for-profit education
Characteristics:	<ul style="list-style-type: none"> • Seasoned and proven management team • Strong revenue growth, near or beyond profitability • Substantial gross margins • Defensible competitive advantages • Portion of workforce from low/moderate income communities

Our Background

PCM is an investment firm focused on venture and private equity investment in small, high growth businesses in California. We manage over \$60m, and are currently investing out of PCV III, a \$40m fund that closed in mid-2007. PCM has made ten investments since 1998.

PCM is a subsidiary of Pacific Community Ventures, whose mission is to provide resources and capital to businesses that have the potential to bring significant economic gains to low-income communities throughout California.

Please contact us for information or to refer an investment proposal:

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