



Duane Street Capital LLC  
105 Duane Street Suite 46H  
New York NY 10007  
Telephone 212 227 9091  
Fax 646 706 7273  
www.duanestreetcapital.com

## About Duane Street Capital

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Duane Street Capital is a private investment firm focused on providing equity capital to small and middle market growth businesses. We are company builders who invest in and work alongside growing businesses.

## Why Duane Street Capital

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Our team consists of seasoned industry professionals with decades of experience growing businesses. Our Advisory Partners can help companies develop and execute their plans or assist a business owner's transition to new management without jeopardizing the legacy he/she has created.

- We know how to address and resolve the issues that inevitably arise when considering a change in ownership
- We maintain strict confidentiality, professionalism, and integrity
- We pay owners a fair value for their business interests
- We take special care in helping owners work through tax and estate planning issues
- We develop relationships based on trust, honesty, and fairness

## What We Look For

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Duane Street Capital's investment strategy is both disciplined and opportunistic. We focus on fundamental business criteria, but we also depart from convention to pursue compelling situations.

### General

- At least 3 years of continuous profitability (no start-ups)
- Recurring revenues from a diverse customer base
- Defensible market position
- Multiple growth opportunities

### Financial

- EBITDA of \$2-\$8 million
- Healthy operating margins
- Low capital intensity

### Seller

- Owners seeking to exit or reduce their involvement in the business
- Owners needing capital for growth
- Corporations looking to divest non-core assets

### Situations

- Buyouts
- Recapitalizations
- Growth Capital Investments



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## Our Team

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Our team consists of seasoned operators and investors with a diverse set of functional and industry expertise. Our Founder works in close collaboration with Duane Street Capital's Advisory Partners to make investment decisions and assist in the growth and development of our companies.

### Andrew Saltoun

FOUNDER

Prior to founding Duane Street Capital, Mr. Saltoun was an investment professional at Vestar Capital Partners, a \$7 billion private equity firm. While at Vestar, he invested over \$100 million of equity capital and was responsible for evaluating and executing new investments. As well, he worked with many of Vestar's portfolio companies. Before Vestar, Mr. Saltoun was an Investment Banker at Goldman Sachs, & Co., where he advised on mergers and acquisitions with an aggregate value of over \$11 billion. He also has significant experience raising capital in the public markets where he completed over \$500 million of equity offerings and \$600 million of debt financings. Mr. Saltoun holds an MBA from Stanford's Graduate School of Business and a Bachelor's degree from Emory University.

### William P. Egan

ADVISORY PARTNER

Mr. Egan is a founding partner of Marion Equity Partners, a Boston based investment firm. Prior to Marion Equity Partners, he identified and backed several of America's leading growth companies in the information technology, life sciences, and communications industries as a founding partner of Burr, Egan, Deleage & Co. He is the past President and Chairman of the National Venture Capital Association, a Trustee of the University of Pennsylvania, and an Overseer of The Wharton School. Mr. Egan serves on the boards of directors of Cephalon, Inc. and CRH plc, as well as on several boards of directors of privately held companies. Mr. Egan received a Bachelor's degree in Economics from Fairfield University and an MBA from The Wharton School at the University of Pennsylvania.

### James Ellis

ADVISORY PARTNER

Mr. Ellis is a Lecturer at the Graduate School of Business at Stanford University. His teaching focuses on new venture formation and the effective management of small to mid-sized enterprises. Prior to teaching, Mr. Ellis co-founded Asurion, the world's largest handset insurance company, with Kevin Taweel. He currently serves on the boards of a number of companies including BUILD, Service Source Inc., Memento Press, Half Moon Bay Brewing Company, and Southern California Risk Management Associates. Mr. Ellis holds an MBA from Stanford University and a Bachelor's degree with high honors in Economics from Dartmouth College.

### Gary S. Furst

ADVISORY PARTNER

Mr. Furst has thirty years experience running family businesses. Currently, a managing partner at Generation Equity Partners, he has led turnarounds and growth at many legacy family businesses. He was the first, non-family, CEO to manage both Weston Nurseries, an 80 year old family business, and Kryptonite Locks, a 25 year old family business. Mr. Furst began his career at American Brush Company as a fourth generation owner and CEO. Mr. Furst has served on the board of directors and board of advisors for numerous family business concerns. Mr. Furst earned his B.A. from Clark University, and is a graduate of Harvard Business School's Advanced Management Program.



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## Our Team (Continued)

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### Tom Gordon

ADVISORY PARTNER

Mr. Gordon has over 20 years of experience managing medical organizations. Currently SVP of Cedars-Sinai Health System, he oversees the organization's Medical Delivery Network of over 700 primary care and specialist physicians, 150,000 patients, fee-for-service and managed care operations, and approximately 600 staff. He is also CEO of Cedars-Sinai Medical Network Services, Cedars-Sinai Medical Care Foundation, Cedars-Sinai Medical Group, and Cedars-Sinai Health Associates (IPA). Tom is dedicated to serving the entire health care community and sits on a variety of boards that include: the California Association of Physician Groups, the Wilshire Foundation, the Beverly Hills Chamber of Commerce, LivHome, Inc., Medical Group Management Association and the Healthcare Financial Management Association as well as the Cedars-Sinai Medical Care Foundation and Cedars-Sinai Medical Group. Tom promotes and participates in the preceptorship role for the Graduate Program in Health Care Administration at UCLA and USC. Mr. Gordon holds a Bachelor of Arts degree in Economics from UCLA.

### Robert Meers

ADVISORY PARTNER

Mr. Meers has spent his career building brands and businesses. He served as the CEO of Lululemon Corp. from December 2005 to June 2008, building a small, yoga apparel business into a billion dollar public enterprise. Before that, Mr. Meers served as President and CEO of Syratech Corp., a Thomas H. Lee portfolio company. Prior to these roles, he spent over 15 years at Reebok, where he built significant shareholder value by establishing the Greg Norman and Rockport brands, as well as others. At Reebok, he served in various positions, including President and CEO from 1996 to 1999. Mr. Meers graduated from the University of Massachusetts at Amherst's School of Hotel, Restaurant and Travel Administration.

### Bob Oster

ADVISORY PARTNER

Mr. Oster began his career as a professional economist and corporate banker with Bank of America in 1967. In 1983, he joined Oracle Corporation as VP-Finance and Administration and was responsible for Oracle's IPO in 1986. Since 1987, he has been a private investor working in all phases of the venture investing process. Mr. Oster has been an investor and director in many successful companies including LifeUSA, Asurion, and Pacific Pulmonary Services. He received a BA in Economics with honors from Occidental College and an MA and Ph.D. in Economics from the University of California, Berkeley.

### Joel Peterson

ADVISORY PARTNER

Joel Peterson is the founder of private investment funds managing over \$400 million of equity capital and has been a lecturer at Stanford University's Business School since 1992. Between 1973 and 1991, he was treasurer, CFO, Board member and CEO of Trammell Crow Company, one of the world's largest real estate development firms. He has served on dozens of public and private boards over the past 35 years, including Asurion, the Dallas Market Center, and Texas Commerce Bank and is currently Chairman of the Board at JetBlue Airways, Lead Director at Franklin Covey, and an Overseer at the Hoover Institution. Mr. Peterson holds a Bachelor's degree from Brigham Young University and an MBA from Harvard Business School.



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## Our Team (Continued)

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### Dr. Carole Robin

ADVISORY PARTNER

Dr. Carole Robin has been an organization development consultant for over 20 years, working with a wide range of business, government, and nonprofit clients. Specializing in leadership development, executive coaching, and executive team building, she is an experienced facilitator in whole system change and numerous organizational improvement and decision-making processes (including G.E.'s Work-Out®). Dr. Robin is currently a full-time lecturer at Stanford's Graduate School of Business and holds a PhD in Human and Organization Systems and a Master's Degree in Organization Development.

### Kevin Taweel

ADVISORY PARTNER

Mr. Taweel is the current Chairman of Asurion, the world's largest handset insurance company, a business he co-founded 1994 with James Ellis. Managing this business for close to 15 years, Asurion has experienced exponential growth. Prior to launching the company, he was the president of Mill River Corporation, a private investment firm. Before this, Mr. Taweel was an investment banker with Salomon Brothers in the Mergers & Acquisitions division. He earned a Bachelor's degree in Mechanical Engineering from McGill University and holds an MBA from Stanford's Graduate School of Business.