

# PACIFIC COAST CAPITAL

INVESTMENT BANKERS

**PACIFIC COAST CAPITAL** is an investment banking firm that offers corporate finance services to both entrepreneurs and middle market companies. We specialize in the following activities:

## Acquisition Search

Pacific Coast Capital assists entrepreneurs, middle market companies and private equity firms in the identification and qualification of suitable companies for acquisition. We also assist with the analysis, valuation, deal structuring, letter of intent and other closing activities. We work only on a retained and dedicated basis.

## Acquisition Financings/Management Buyouts

Pacific Coast Capital assists the entrepreneur and/or operating management in the structuring of a transaction, the preparation of a business plan and the marketing of financing. We maintain relationships with various banks, asset-based lenders and mezzanine sources that focus on financing buyouts of companies in the size range of \$5 to \$50 million in sales.

## Business Valuations

We provide several types of valuations, depending upon the complexity of the project. Our most economical version, the "Buyout Valuation", emulates the actual process used by entrepreneurs, corporate buyers and private equity firms to determine value, and is offered at a cost of \$3,000.

## Corporate Finance Consulting

We act as Consultant/Coach to assist clients in various Corporate Finance and Mergers & Acquisition activities including Acquisition Search, Angel Financings, Bank Ask-Outs/Refinancings and Sale of Business.

Over the past twenty-four years the firm has completed 60 transactions. Most of our services are billed with a combination of an engagement fee plus a performance fee upon successful completion.

Pacific Coast Capital was founded in 1983 by Jim Herrmann. Jim previously was associated with the Lawrence Corporate Finance Group in San Francisco. He has served as a founder and director of two Small Business Investment Companies (SBICs). He has been president of two middle market companies in the film/communications industry, and also has held marketing management positions with Illinois Tool Works and Fansteel, Inc. Jim has a BS in Metallurgical Engineering from Michigan State University and an MBA from Harvard Business School.

