



Home Made Brand Foods, Inc.



Company Profile

HEADQUARTERS:

Newburyport, MA

INDUSTRY:

Specialized Light Manufacturing

TRANSACTION TYPE:

Buyout

INVESTMENT DATE:

May 2005

EXIT DATE:

April 2008

FUND:

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Overview

Home Made Brand Foods is a leading manufacturer of fresh prepared foods, prepared salads, hot food entrees, chilled entrees, and desserts. The Company manufactures over 150 different products, spread over 550 SKUs, and maintains customer relationships with substantially all of major grocery chains in the Northeast United States.

Transaction Dynamics

A partnership with management to acquire the company from a family owner.

Investment Thesis

- ▶ Leading regional market position and secure customer relationships
- ▶ Strong operating history and internal growth
- ▶ Changing demographics support niche market growth in prepared foods
- ▶ Diversified brand and product offerings
- ▶ Substantial growth in production capabilities

Incline Value Enhancement

- ▶ Hired new Chief Financial Officer, VP of Manufacturing, and Director of Food Safety to complete management team
- ▶ Successfully expanded manufacturing facility footprint to accommodate planned sales growth
- ▶ Expanded geographic reach of the business into southeast U.S. through logistics improvements
- ▶ Negotiated commodities purchase contracts to control price variations of key food ingredients
- ▶ Implemented formal food safety and product recall prevention protocols