



BAY GROVE CAPITAL LLC – Associate Internship Description

Opportunity: Bay Grove Capital LLC (“Bay Grove” or the “Firm”) is currently accepting applications for a fall and winter term internship position at the firm’s headquarters in San Francisco. This opportunity is only available to Dartmouth students. Candidates should submit a cover letter, transcript, SAT scores and resume as soon as possible for the fall opportunity and by October 15th for the winter opportunity to:

Geoff Colla | Director
Bay Grove Capital
750 Battery Street
Suite 700
San Francisco, CA 94111

Company: Bay Grove Capital is a private equity firm based in San Francisco. The Firm is focused on making \$2 million to \$50 million opportunistic, high-return investments in U.S.-based companies. The Firm uses its diverse and influential network to source and execute proprietary leveraged buyouts and growth equity investments as well as co-investments with other leading firms.

The Firm has a broad mandate and flexible model to creatively invest on behalf of its sophisticated high net worth investors. Bay Grove fills a specific need for this select group of individuals and families to deploy capital in value-based and special situation opportunities. The Firm will invest across domestic industries and is focused on cash-flow-positive companies with resilient business models.

Bay Grove was co-founded by Kevin Marchetti and Adam Forste in January 2008. Prior to forming the firm, Adam focused on power, energy, consumer and retail investments at Kohlberg Kravis Roberts & Co (“KKR”). Kevin spent a number of years working with Ron Burkle and the Yucaipa Companies where he focused on retail, consumer, and logistics investments. Kevin spent his last two years managing all of Mr. Burkle’s non-fund investments and served on the board of the Pittsburgh Penguins. Adam and Kevin met during their tenures in the banking division of Morgan Stanley where they covered financial sponsors and focused on M&A.

Since inception, Bay Grove has evaluated hundreds of transactions, but has been patient to deploy capital. The turmoil in the capital markets and dramatic changes in valuations have created a unique opportunity for Bay Grove to invest productively over the coming years.

In late December 2008, Bay Grove made its first investment when it acquired Seafreeze Cold Storage, the largest public refrigerated warehouse in the Port of Seattle, from Toyo Suisan, a Japanese food conglomerate. Seafreeze was acquired via a leveraged buyout. As a result of this transaction, cold storage and third party logistics will be a vertical where the firm spends time in the coming years.

Position Overview: The Associate Intern will be a key member of the Bay Grove team and will play a central role in the diligence and execution of investments. The Associate Intern will be



involved in the day-to-day activities of the Firm as well as the monitoring of portfolio investments. Bay Grove is an entrepreneurial environment and all employees are expected to play multiple roles.

Primary Responsibilities:

- Support diligence and financial underwriting of new investment opportunities:
 - Industry analysis
 - Operating due diligence
 - Financial modeling
- Support and assist in the activities of portfolio investments
- Support fundraising and investor relations and CRM activities
- Conduct general industry research and special projects
- Support management of office resources and operations

Requirements for Education and Experience:

- Two years towards a degree
- Any prior investment banking and/or investment experience a plus
- Experience with Excel and PowerPoint; Salesforce.com a plus

Important Skills:

- Excellent quantitative abilities
- Detail-oriented
- Strong written and verbal communication skills
- Responsible, proactive, trustworthy and ambitious individual who enjoys taking ownership of projects and being held accountable for results
- High level of professionalism and ability to work independently
- Able to thrive in an entrepreneurial environment

Compensation and Benefits:

- Unpaid internship; stipend available in certain situations

To Apply: Email your resume and a cover letter, which outlines how your skills and experience meet the requirements for this position as well as how you learned about the position to: geoff@baygrovecapital.com. Please title the email “Associate Intern Position”.