

Michael J. Kucha
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Mike Kucha is a multi-functional, multi-discipline business advisor. He has over thirty years of business experience with both public and private companies as a CEO, board member, corporate lawyer, venture capital investor, and operator of his own company. At various times, Mike has found himself on one side or the other of the investment table, and the sale and acquisition table. His perspective includes that of those looking for money, investing it, buying companies, and selling companies. From first-hand experience, he knows the elements that affect value received for companies, what can influence the ability to sell a company, and the level of preparation required to effect a sound exit plan.

He has found that selling a company for most owner-operators is a painfully inefficient, demanding, time consuming process fraught with risk, uncertainty, and negative consequences. He formed Timeline Advisers to address that problem by guiding business owners through the exit planning process and counseling management and owners in anticipation of the sale of their companies to better allow them to proceed through the exit planning and selling processes in a more efficient and time-reduced fashion.

As a co-founder of Timeline Ventures, a San Diego based, high-tech venture capital firm, Mike provided a strong focus on operations and execution. Here Mike served as working chairman and interim CEO of Del Mar Datatrac, acquired by Fiserv (NYSE); Del Mar Datatrac grew from \$3.4 million in 2001 to over \$11.8 million in revenues in 2004, and yielded a 2.7X return for investors within 3 _ years.

Under the umbrella of Timeline Advisers, Mike had responsibility for overseeing the active investments in the portfolio of Timeline Ventures. These included: VizionWare, Inc., which designed, manufactured, and sold digital interconnect devices for use in the HDTV space; NexPrise, Inc., which designed and sold a suite of supply chain management software; Emagia Corporation, which designed and sold credit and cash management software; and TechnoCom Corporation, which provided operations software and services in the wireless telecom location-based services market.

In addition, Mike, during his career:

- On two occasions, was turnaround CEO of Iomega Corporation (NYSE), a disk drive manufacturer; Iomega grew from a startup to over \$1 billion in annual revenues and at one point attained a market cap in excess of \$5 billion; it yielded almost \$300 million and a 100X return to the venture capital firm of which Mike was a partner.
- Managed the turnaround of Micro Automation, Inc., a semiconductor capital company, acquired by General Signal Corporation (NYSE); Micro Automation grew from a startup to a profitable business that yielded a 5X return for investors in six years.
- Was Chairman of GateField Corporation, a fabless semiconductor company, acquired by Actel Corporation (NASDAQ).
- Was acting CEO in the restructuring of a startup tape drive company, Exabyte Corporation.
- Was interim CEO of ERISS Corporation, an information services company.
- Served as chairman of PowerPlan Corporation, a budgeting and planning software company.
- Purchased and became CEO of the Dill Company, one of the two principal U.S. based manufacturers of generic price marking labels for the retail industry.
- Was a partner with Idanta Partners, a San Diego based, diversified investment and venture capital firm.
- Was chief legal counsel for Hydromation Filter Company (NASDAQ), a worldwide manufacturer of liquid filtration systems for the metalworking industry.

BOARD EXPERIENCE

Iomega Corporation (NYSE listed), developer and manufacturer of disk drives
Executive Industries (AMX listed), motor home manufacturer
Hydromation Filter Company, (NASDAQ) developer and manufacturer of industrial filters
Cosmederm Technologies, Inc., a developer of topical anti-irritants
Del Mar DataTrac, Inc. (Chairman), developer and supplier of enterprise software
Dep Corporation, health and beauty aids manufacturer
Emagia Corporation, designs and sells cash management software
ERRISS Corporation, provider of information services
Gatefield Corporation (Chairman), developer and supplier of semiconductors
InfoPrise, Inc., developer and supplier of enterprise software
M.C. Dill Company (Chairman), paper converter
Micro Automation, Inc., manufacturer of semiconductor production equipment
PowerPlan Corp. (Chairman), developer and supplier of enterprise software
TechnoCom Corporation, provides operations software and services in the wireless telecom location-based services market
Timeline Venture Management, LLC, (Chairman), venture capital investment management firm
VizionWare, Inc., developer and manufacturer of digital interconnects for HDTV installations

EDUCATION

Ohio State University - Columbus, OH
Juris Doctor, summa cum laude

Ohio State University - Columbus, OH
Bachelor of Civil Engineering, cum laude
Master of Science, Civil Engineering

AFFILIATIONS

Corporate Directors Forum, San Diego
Chairman's Roundtable, San Diego
Association for Corporate Growth, San Diego
