



STEVEN C. BERSTICKER

As chair of the firm's Corporate Practice Group, Steve advises buyers, sellers and investors in mergers and acquisitions, private equity and commercial financing transactions. He has represented clients in both public and private transactions in a range of industries that include manufacturing, distribution, technology, real estate, transportation, energy, banking and consumer products.

Steve takes a comprehensive approach to his work for clients, offering them assistance with all facets of the planning, structuring, financing and operations of their businesses. He serves as outside general counsel for several of his clients, and sits on several of their boards to help them ensure corporate governance compliance.

One of Steve's specialties is guiding private equity groups, including independent sponsors, in their investments, then assisting in the management of portfolio companies including debt and equity financings, recapitalizations, follow-on acquisitions, restructuring and liquidity events. In these types of transactions and others, Steve has expertise in representing both buyers and sellers.

Prior to joining KJK in 1989, Steve served as law clerk to Ohio Supreme Court Justice Ralph S. Locher, a former mayor of Cleveland. Steve was raised in Spain and enjoys international travel and scuba diving.

CONTACT

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PRACTICE AREAS

- Private Equity
- Corporate & Securities
- Banking & Finance

EDUCATION

- Case Western Reserve University School of Law, J.D., 1986
- The Colorado College, B.A., History and Political Science, 1983

PROFESSIONAL AFFILIATIONS

- American Bar Association
- Cleveland Metropolitan Bar Association
- Ohio State Bar Association

“ My father ran a Fortune 500 company, and I learned from his example of being calm and collected in challenging situations. I bring a cool head to my work, because that's the most constructive way to solve problems and achieve success for our clients. ”

STEVE BERSTICKER
PARTNER

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REPRESENTATIVE EXPERIENCE

Representing private equity groups in such transactions as:

- The \$140 million sale of an aviation logistics business with international operations
- Acquisitions of portfolio companies involved in the distribution of pet supplies, pipeline products, industrial batteries and travel products
- Structuring of a group's investment in a \$124 million acquisition of heavy duty gear and gearbox manufacturer
- The \$44 million acquisition and related financing of a leading provider of airport ground handling services to the air cargo industry
- A \$49 million leveraged buyout, \$40 million refinancing and \$17 million dividend recapitalization for a direct marketer of apparel, cosmetics and health-related merchandise
- The acquisition of the assets of a leading manufacturer and Internet retailer of ventilation hoods for commercial kitchens for approximately \$30 million
- A \$28 million acquisition of an Illinois repackaging and distribution company, including related senior and mezzanine financings

Negotiating such mergers and acquisitions as:

- A publicly held manufacturing company with net sales in excess of \$300 million in the formation and strategic acquisition of businesses located in the United States and several foreign countries and the \$94 million sale of a primary business segment
- A leading regional beer and wine distributor with over \$100 million of acquisitions of competing distributors
- A \$90 million sale and recapitalization transaction for the stockholders of a company providing billing services to the health care industry
- A privately held holding company in the acquisition of several steel foundries with combined assets valued at more than \$80 million
- Representing the owners of a direct marketer of women's apparel, cosmetics and accessories, health-related merchandise and discount buying clubs in a \$49 million leveraged buyout

“ Steve has served as our trusted counsel since we began our first fund in 2007. He and KJK have been involved in all legal aspects of our business, including entity formation, providing ongoing regulatory compliance and handling the acquisition and legal needs of many of our portfolio companies. Steve provides outstanding service, high-quality advice and a balanced approach to solving problems. His deep knowledge of the transactional aspects of the private equity business has been truly appreciated. I heartily recommend him and his firm. ”

JAY GREYSON

PARTNER | SUPPLY CHAIN EQUITY PARTNERS

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