

## **M. Keith Huzyak**

### **Principal**

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Keith has 35 years of business experience with 25 active years of varied health care experience in general management, marketing, sales, business development, early stage ventures, and joint ventures. Keith has experience in acquisition analysis, negotiation, due diligence and integration, and has a proven track record managing decentralized health care service businesses.

Keith retired in 1996 after 25 years in the healthcare business, only to acquire Tollycraft, now NorthStar Yachts where he is now the CEO and owner. NorthStar builds motor yachts from 92-120' with capabilities beyond that size on a custom basis. He also continues to be an advisor to early-stage, usually venture capital funded companies and in numerous occasions has served on the Board of Directors.

Keith was formerly the founder, Chairman and CEO of CareLine, one of the three consolidators in the Emergency Medical Services (EMS) business, now American Medical Response (AMR). In this capacity, he built this national company to approximately \$250 million and over 4,000 employees through a series of 36 acquisitions over a 40 month period, including: 1) venture funding of approximately \$40 million by Bankers Trust New York (now Deutsche Bank) and Austin Ventures (over \$3 billion under management), 2) two public offerings totaling \$160 million by Alex Brown (now Deutsche Bank) and Robertson Stephens, 3) over \$150 million in syndicated bank financing, and 4) the sale to Laidlaw in 1995 for approximately \$358 million with Lehman Brothers as advisors.

Prior to founding CareLine in 1992, Keith was President and COO of LifeFleet, at that time the nation's largest EMS provider. LifeFleet was built through a series of acquisitions and had seven Divisions/Operations and 1,400 employees nationally. LifeFleet was subsequently acquired by CareLine for \$95 million.

Prior to LifeFleet, Keith founded and managed Healthcare Ventures ("HVI") for five years. HVI was a consulting firm specializing in business planning and development for new ventures. While there, Keith consulted to a number of highly successful hospital/physician joint ventures, HMOs and PPOs, and he has completed many development assignments in the chemical dependency treatment, home healthcare and preterm birth prevention and other distributed healthcare service markets.

Prior to 1984, Keith was President of a \$250 million distribution services division of Whittaker General Medical where he had responsibility for three Divisions, consisting of 27 operations, a 200 person sales force, and over 1000 employees.

Keith was Executive Vice President and General Manager of Biosynergy, an early stage medical device company during 1980-1981; Marketing Manager with Abbott Laboratories from 1977-1980; and Sales representative, Sales Manager, and Product Manager for the Davol Division of C.R. Bard from 1972-1977.

Keith graduated with honors from Lehigh University with a B.S. degree in Business and graduate studies at the University of Rhode Island.