

DCA Capital in the News

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Superior Vision Acquired by Private Equity Firm

A private equity firm in Rhode Island has acquired a majority stake in Superior Vision Services Inc., one of the fastest-growing companies in the Sacramento region.

Nautic Partners LLC has acquired the holding company for the firm, in partnership with management, the two parties announced early Monday.

The deal bought out former investors and provides funding to continue aggressive growth but allows Superior Vision to remain an independent vision plan with the same management team.

No financial details were released, but two of the former investors — DCA Capital Partners in Roseville and ABS Capital Partners in Baltimore — invested a total of \$19.25 million in Superior Vision in 2007.

“The ride has been great,” said John Stobo, managing general partner at ABS Capital Partners. “The company grew significantly,” he added. “After five years, we decided to go ahead with this transaction. We’ve had a very good outcome that’s exceeded our growth targets.”

A low-profile competitor to vision-care giant VSP, Superior Vision provides vision insurance coverage to about two million members across all 50 states. It has the nation’s largest vision provider network, consisting of more than 46,000 providers, including ophthalmologists, optometrists and retail optical locations.

Superior Vision generated revenue of \$138 million in 2011. The company has a workforce of about 140; roughly 80 of them work at headquarters on White Rock Road in Rancho Cordova.

Membership is growing at a steady clip of more than 15 percent a year — and Superior Vision expects to add employees as it continues to expand.

“Within a five-year period, we expect employment in Sacramento will double,” chief executive officer Rick Corbett said. “What’s exciting about this announcement is Nautic has a lot of experience in the vision space,” he added.

Nautic Partners, with more than \$2.5 billion in capital, targets equity investments of \$25 to \$75 million, representing majority ownership in niche businesses with strong market share and growth potential. Areas of focus include health care, business services and manufacturing.

Other health care investments by the equity firm include American Imaging Management, Healthcare Payment Specialists, Medegen, Reliant Hospital Partners and Theorem Clinical Research.

“Superior Vision has an outstanding track record on growth,” Scott Hilinski, managing director at Nautic, said in a news release. “With its leading provider network and flexible plan design, the company delivers a compelling value proposition to its members, employer group clients and third-party owners.”

Curt Rocca, managing partner at DCA Partners, applauded Corbett for “building the company in an economy that stunk.”

“They continued to grow the company, execute well — and their customers love them,” Rocca said.