

# KANBRICK

## **Kanbrick Announces 8<sup>th</sup> Cohort for its Build with Kanbrick Program**

Kanbrick, a long-term investment partnership focused on supporting midsize businesses, has announced the Fall 2024 Build with Kanbrick cohort. Build with Kanbrick is a free, three-month program designed to help midsize businesses reach their full potential. The seven companies were selected from more than 50 applicants across North America.

Since launching Build with Kanbrick in 2021, Kanbrick has worked closely with dozens of CEOs, founders, and owners to help take their companies to the next level. Participants have access to the Kanbrick team, program alumni, the diverse Kanbrick Community, and exclusive resources to help drive lasting value. The program has an average NPS of 94 and is rated a 9.7 out of 10.

“My Co-Founder, Brian Humphrey, and I created Build with Kanbrick to provide the kind of resource that we wish we had when we were running businesses” said Kanbrick Co-Founder Tracy Britt Cool. “We love meeting exceptional leaders and helping them reach their goals. This program is an opportunity to provide customized support and programming based on our proven business system.”

**The companies and leaders participating in the Fall 2024 Build with Kanbrick program are:**

### **American Wire Group (AWG) – Miami, Florida**

**President: Joshua Dorfman**

American Wire Group (AWG) is a leading supplier of wire and cable solutions dedicated to serving the energy and utility industries. With a strong focus on delivering high-quality products and exceptional service, AWG provides a comprehensive range of products tailored to meet the needs of renewable energy, electrical transmission, distribution, and substations. The company prides itself on its customer-centric approach, extensive inventory, quick turnaround times, and industry expertise, enabling it to support large-scale projects with efficiency and reliability. AWG offers competitive pricing and customized solutions, making it a trusted partner for utilities, EPC contractors, and OEMs across North America.

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## **CVF Racing – New Prague, Minnesota**

### **Founder & President: Nathan French**

CVF Racing is a premium manufacturer of high-performance automotive accessories for classic and modern vehicles. Known for its meticulous craftsmanship, the company's products are engineered to provide a perfect fit, exceptional durability, and improved engine efficiency, making them a top choice for car enthusiasts, restorers, and performance shops. With a commitment to customer satisfaction, CVF Racing delivers reliable support, easy installation guides, and lifetime warranties on many of its products. The company has built a reputation for its innovative designs, competitive pricing, and passion for automotive excellence, catering to a global customer base.

## **Halcyon Home – Austin, Texas**

### **Founder & CEO: Amy Sweet**

Halcyon Home is a leading care provider offering a full spectrum of personalized home care, home health, and hospice services. The company is known for its highly trained and experienced staff, who are committed to delivering exceptional care with a personal touch. Halcyon Home provides compassionate, professional care including skilled nursing, physical therapy, occupational therapy, and non-medical personal care, aimed at supporting seniors and individuals with medical conditions or recovery needs to live comfortably and safely in their homes. Halcyon Home strives to create a nurturing environment where clients can thrive while maintaining independence and peace of mind.

## **Keep Supply – Springfield, Missouri**

### **CEO: Josh Burch**

Keep Supply is a specialized distributor of HVACR (Heating, Ventilation, Air Conditioning, and Refrigeration) parts and supplies, focused on providing contractors and technicians with quick and easy access to the products they need to keep systems running efficiently. Known for its fast shipping, competitive pricing, and team of knowledgeable experts, Keep Supply is a reliable partner for industry professionals across the country, helping them deliver top-notch service to their clients. The company's commitment to convenience extends to its user-friendly online platform, where customers can easily search for products, check availability, and place orders.

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## **NC Custom – Hicksville, New York**

### **CEO: Lance Stier**

NC Custom is a premier manufacturer and supplier of 3,000+ custom promotional products, specializing in a wide range of items across confectionery, mints, chocolate, hard goods, health and beauty, wellness, premium apparel, and soft goods. Known for its commitment to innovation, quality, and service, NC Custom is a trusted partner for businesses looking to elevate their brand presence through memorable promotional products. The company delivers custom branded solutions that help businesses enhance their marketing efforts. NC Custom operates under several well-known brands, including Chocolate Inn, Taylor & Grant, and Lanco, allowing it to offer a diverse product lineup that meets the diverse needs of its customers.

## **Team UIS – Ann Arbor, Michigan**

### **CEO & Owner: John Patry**

Team UIS is a leading provider of specialty electrical services to organizations where downtime due to power or control failure is not an option. With a team of over 100 engineers, electricians, technicians, and support staff, Team UIS serves a diverse range of customers, including data centers, hospitals, water and wastewater facilities, manufacturers, commercial buildings, universities, utilities, airports, landfill sites, and religious centers. The company's critical services, which include electrical acceptance testing, electrical maintenance, calibration, SCADA, and emergency electrical services, ensure that customers' power and control systems are safe, reliable, and compliant with regulatory requirements.

## **The Liberty Company – Gainesville, Florida**

### **CEO, Chairman, & Founder: Bill Johnson**

The Liberty Company is a prominent insurance brokerage firm offering a comprehensive range of insurance services to individuals and businesses. Known for their expertise in commercial, personal, employee benefits, and specialty insurance, The Liberty Company offers high-quality, tailored solutions designed to meet the needs of its diverse clientele. The firm prides itself on its client-focused approach, with a team of experienced professionals who deliver strategic risk management and personalized service. With a commitment to excellence, innovation, and integrity, The Liberty Company has earned a reputation as a trusted leader in the insurance industry, dedicated to delivering exceptional value and service.

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## **The Fall 2024 program kicked off with virtual programming that includes:**

- A proprietary Kanbrick Business System diagnostic to assess strengths, weaknesses, areas of improvement, and desired areas of focus for the program.
- Deep dives into key aspects of the Kanbrick Business System, including people, strategy, KPIs, problem solving, budgeting and cost management, operating cadence, and more.
- Structured 1:1 sessions with key members of the Kanbrick team, which are customized for each company's needs.
- Collaborative group sessions for shared learning with other CEOs and owners.
- Guest Speakers across a variety of leadership and business topics. Past speakers include executives and founders from Nike, Keurig Green Mountain, TransDigm, Glassdoor, Blue Apron, The Honest Company, Athletic Greens, Wayfair, and more.
- Exclusive tools, resources, and tactical frameworks.

**For more information about Build with Kanbrick or to apply, visit [Kanbrick.com/Build](https://kanbrick.com/build).**

## **About Kanbrick**

Kanbrick is a long-term investment partnership founded by Tracy Britt Cool and Brian Humphrey that is focused on buying, building, and growing great businesses. Kanbrick partners closely with CEOs, founders, and owners, taking a hands-on approach to empower people and companies to reach their full potential. Kanbrick is known for its commitment to supporting family- and founder-owned companies through its [Kanbrick Community](#) and programs like [Build with Kanbrick](#), a free, three-month program for midsize companies. For more information visit [Kanbrick.com](https://kanbrick.com).

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## About the Participants in the Eighth Build with Kanbrick cohort



### **Joshua Dorfman**

#### **President, American Wire Group (AWG)**

Joshua Dorfman, President of American Wire Group (AWG), is a standout leader in the electric utility and renewable energy industries. His role involves working closely with clients and leading the company's daily operations and strategic efforts in the electric utility, renewable energy, electric vehicle (EV) charging infrastructure, and commercial construction industries. He oversees all sales, marketing and procurement operations, and has designed and implemented comprehensive training programs for his team to share his decades of industry expertise.

Over his 20-year career at AWG, Joshua has held several roles, including Director of Renewable Energy, Vice President of Sales and Marketing, and Chief Operating Officer. He is recognized across the industry as an expert in power system wire and cable design, manufacturing, and applications, contributing significantly to the company's growth and supporting clients through energy transition.

Joshua has been heavily involved in projects generating over 1GW annually in utility-scale PV, wind power and BESS projects since 2008. He prioritizes cable engineering, schedule control, project management, and engineering solutions tailored to the customer's needs, leading to cost-saving and risk-reduced solutions in renewable generation facilities and transmission projects.

Joshua holds an MBA from Loyola University Quinlan School of Business, specializing in Entrepreneurship & Operations Management, and earned a Bachelor of Business Administration in Finance and International Marketing from George Washington University.

As a newly appointed board member at Solar Energy Industries Association (SEIA), Joshua lends his decades of expertise to associates across the industry, primarily focusing on global supply chain management. He lives in the greater Chicago area with his wife and two children.

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## **Nathan French**

### **Founder & President, CVF Racing**

Nathan French is the founder and owner of CVF Racing, a company known for its high-performance parts for classic American muscle cars. His journey into mechanics started humorously at age 12 when he took apart the family lawn mower, only to reassemble it with a few extra parts left over. This early curiosity laid the groundwork for his future in automotive engineering.

After high school, Nathan pursued a degree in mechanical engineering, diving into automotive systems and design. Following this, he spent five years in United States Coast Guard, where he developed discipline, precision, and teamwork—qualities that would later prove vital in running CVF Racing.

Nathan’s career then took him to Eaton Hydraulics for 12 years, where he gained valuable experience in hydraulic systems and large-scale manufacturing. During this time, he also earned an MBA from the Carlson School of Management.

In the early 2000s, Nathan identified a market gap for high-quality, American-made performance parts and founded CVF Racing. Starting from his basement, he grew the company into a respected name in the automotive industry. The initials “CVF” stand for Courtney and Vivian French, his daughters, reflecting the family values that drive his business. CVF Racing initially focused on pulley systems and brackets for Ford, Chevrolet, and Mopar vehicles, and has since expanded to offer a wide range of performance parts.

Under Nathan’s leadership, CVF Racing has become synonymous with quality and passion, ensuring that classic American cars continue to thrill enthusiasts for years to come.

Outside of work, Nathan enjoys hunting and international travel. He has been married to his wife, Linda, for almost 30 years.

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**Amy Sweet**

**Founder & CEO, Halcyon Home**

Amy Sweet, a dedicated Physician's Assistant, founded Halcyon Home in March of 2012 after struggling to find personalized care for her family members and patients. Determined to make a difference, Amy hired her own team and established Halcyon Home with a clear purpose: to prioritize people—both the clients they serve and the care team that provides those services.

The name "Halcyon" was chosen for its meaning, a period of happiness and calm, which perfectly encapsulates the peace and serenity Amy aims to bring to others. Halcyon Home has won numerous awards and Amy was ranked the 5th largest woman-owned business in Austin in 2023 and won Austin's Women's Way Best CEO in Healthcare. In 2021 Amy won Ernst & Young Entrepreneur of the Year. Halcyon Home has won best places to work in the US, and also best home care, home health, and hospice over the past 10 years. Halcyon Home has continued to support senior living communities in Central Texas throughout the pandemic and remains active in 19 senior living communities.

As Chief Executive Officer, Amy has been at the helm since the company's inception. She is a very active CEO, engaging with both external and internal stakeholders. Amy takes pride in being a servant leader, demonstrating her commitment to fostering a supportive and compassionate environment for everyone at Halcyon Home.

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## **Josh Burch**

### **CEO, Keep Supply**

Josh Burch is a Houston, Missouri native who believes that successful organizations are customer-led, insights-driven, fast, nimble, innovative and connected across departments to their mission, vision, guiding principles and cultural sentiment.

Josh currently holds the position of CEO at Keep Supply, a distributor of parts and equipment for the industrial refrigeration systems industry based in Springfield, Missouri. Over the last seven years, Keep Supply has successfully made a name for itself as a disruptive force in the industry, resulting in exceptional top line growth, unique market positioning, and best in class NPS.

Josh has been featured in an article on 21Hats.com, has served as a panelist at the Spin66 Innovation Conference, and will be a featured speaker at this year's Great Game of Business Annual Conference in Dallas, TX.

Josh holds a bachelor's degree in business administration from Drury University where he played basketball. He is married to his high school sweetheart, Christy, they are proud parents of six children who certainly manage to keep things lively.



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## **Lance Stier**

### **CEO, NC Custom**

Lance Stier is the CEO of NC Custom, Nassau Candy's customization business, and the Co-Head of M&A and Product Development at Nassau Candy. As CEO of NC Custom, Lance has led the growth of NC Custom's business from a local chocolate customization business to a top-20 supplier of promotional and custom products across North America. As Co-Head of M&A, he has led investments / acquisitions across 20+ companies, growing the Nassau Candy / NC portfolio. As Co-Head of Product Development, he has helped lead innovation across multiple categories, including confectionery, apparel, hard goods and specialty packaging and printing.

Lance was previously a private equity investor with Paine + Partners and Wellspring Capital, and completed investments in the consumer, food & retail sectors investing over \$1 billion of equity capital, including Vistar and Performance Food Group, forming the 3rd largest broadline foodservice distributor (NASDAQ: PFGC). Prior to entering private equity, he was an investment banker at Lehman Brothers, where he completed over \$20 billion of M&A / LBO transactions in food, retail & consumer.

Lance is a graduate of the University of Pennsylvania. He is a member of Young President's Organization and a member of the SAS Ambassador Council of the University of Pennsylvania. He is a multiple time winner of Acquisition International's Consumer M&A Award and DealMaker Award. He was named 40-under-40 by LIBN, Griffin Report, Blank Slate Media and YJP. He received Finance Monthly's Game Changer Award, and is a member of ASI's Power 50 and Axial's Top 50 Consumer Investors. His most important role is of father to his three children Lizzie, Ethan, and Lucy, and husband to his wife, Rachel Stier who he met at University of Pennsylvania.

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## **John Patry**

### **CEO & Owner, Team UIS**

John Patry brings over 30 years as a CEO, and has learned invaluable lessons from his successes and mistakes, as well as Vistage speakers and great business books. The collective wisdom from these experiences has cultivated John's leadership style, which emphasizes the desire to foster a caring culture that attracts and retains both talent and clients.

John grew up in the small steel town of Welland, Ontario. He earned degrees in Mechanical Engineering and an MBA from York University in Toronto. At the age of 29, John became the CEO of EXEL Industries' North America unit, where he had the privilege of leading the organization for over 20 years. During that time, he managed operations in the U.S. and Canada, established a new office in Mexico, expanded EXEL's distribution network across the continent, facilitated acquisitions, and relocated part of EXEL's manufacturing to North America. Driven by a strong entrepreneurial spirit, he eventually decided to step down and acquire his own company, Team UIS, a specialty electrical service firm. Over the past 14 years as CEO and owner, John has expanded the business into two states, increased sales sevenfold, and quadrupled the Team UIS team.

At Team UIS, John has established a strong approach to leadership, which is centered around three key pillars: human resources, training, and continuous improvement. This philosophy has cultivated a caring team, which is committed to serving with urgency. In 2023, Team UIS was named a National Best and Brightest Company to Work For. John and his team provide the largest NETA and SCADA field teams in Michigan and Ohio, combining the minds of engineers with the hands of skilled technicians.

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## **Bill Johnson**

### **CEO, Chairman, & Founder, The Liberty Company**

Bill Johnson is a visionary leader and accomplished entrepreneur who has significantly impacted both the insurance and film industries. Born in Chicago, Bill excelled in athletics as a two-time All-American tennis player at California State University, Northridge, where he also graduated Magna Cum Laude with a degree in Computer Science. He later pursued film studies at the University of Southern California, blending his analytical mind with creative passion.

In 1987, Bill founded The Liberty Company Insurance Brokers, originally named William J. Johnson Insurance Brokers, Inc., with nothing more than a desk and a phone. Under his leadership, the company quickly flourished, establishing itself as a prominent player in the industry. Bill served as CEO until 2003, when he chose to step back from day-to-day operations to pursue his passion for film production.

Over the next 14 years, Johnson produced more than 30 films, collaborating with top Hollywood talent, including Brad Pitt, Tom Hanks, Keanu Reeves, Duane "The Rock" Johnson, Johnny Depp, Nicole Kidman, and Margot Robbie. His work extended beyond creativity; he honed his business acumen by raising approximately \$800 million in project financing and negotiating distribution deals with major studios such as Warner Brothers, Disney, Sony, Universal, Netflix, and Lionsgate.

After a year of global travel with his wife and young twins, Bill returned to Los Angeles in 2018. Motivated by a renewed sense of purpose and a commitment to servant leadership, he rejoined The Liberty Company as CEO. With a focus on fostering a culture of well-being and entrepreneurship, Johnson has led the company to unprecedented growth, with revenues increasing by over 700% within just three years.

Currently residing in Los Angeles with his wife Leah, Bill is a proud father to three children: Skyler, Jett, and Jade. His life's work continues to be driven by a passion for creating positive change, whether in the boardroom, on the film set, or within the broader community.