



OTCQB: CCNI



COMMAND CENTER®



INVESTOR PRESENTATION

September 2017



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Key Stats: CCNI (OTCQB)

Stock Price (8-25-17) **\$0.36**

52 Week Low/High \$0.29/\$0.44

Avg Daily Volume (3 mo.) 25,540

Shares Outstanding 60.6M

\$5M Stock Repurchase Program (Remaining) \$2.1M

Valuation Measures

Market Cap **\$21.8M**

Enterprise Value \$17.8M

EV/Revenue (ttm) 0.2X

EV/Adj. EBITDA¹ (ttm) 5.1X

Tangible Book Value/Share (mrq) \$0.26

Total Revenues (ttm) **\$99.3M**

Adj. EBITDA¹ (ttm) \$3.5M

Diluted EPS (ttm) \$0.02

Cash & Equivalents (mrq) \$4.1M

Total Assets (mrq) \$24.8M

Total Debt (mrq) \$0.1M

Total Liabilities (mrq) \$5.0M

Total Equity (mrq) \$19.8M



Stock Data Source: Capital IQ. Chart Source: Bigcharts.

(1) See appendix for the reconciliation of non-GAAP financial information to GAAP.

Who We Are...






- We are a nationwide provider of on-demand and temporary staffing solutions
 - **66 branch offices** in 22 states
 - **~34,000 employees** working for 3,200+ customers
- We deliver staffing solutions focused on **high-growth market sectors**
- We have a diverse customer base both geographically and vertically
- We have a strong national accounts business
- Our workers and our training programs are a key point of competitive differentiation



What We Do

Supply Workers to Diverse & Established Industries

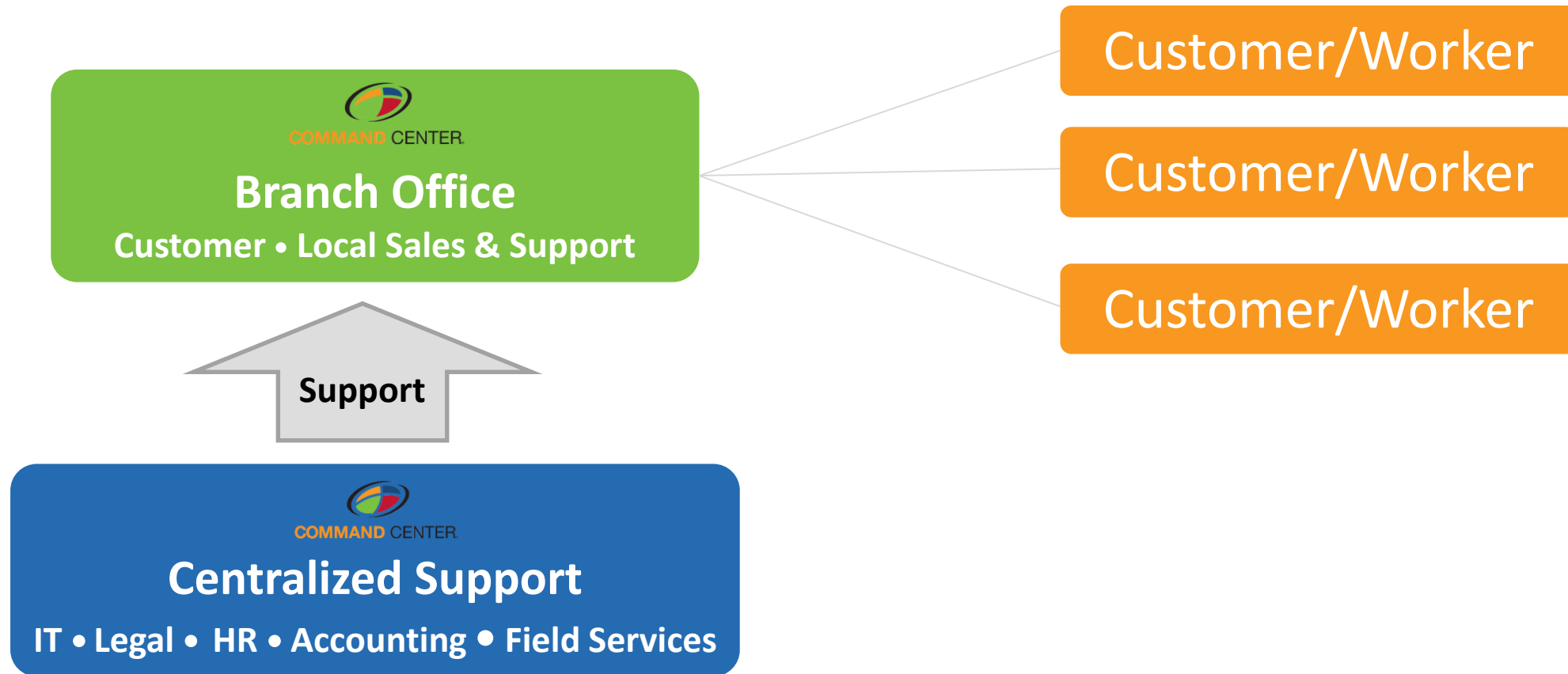


				
Retail	Construction	Warehousing, Manufacturing & Industrial	Transportation & Auto Auctions	Hospitality & Events
General retail staffing across numerous segments, including big-box stores.	General and skilled labor for commercial, industrial and residential construction projects.	General & cold storage warehousing workers (loaders, order fillers, forklift/line operators).	Primarily support staff, including movers and general laborers. Also, drivers for large auto auctions.	Food service personnel, setup/teardown staff & janitors, hospitality workers (front desk, house-keeping and maintenance).
Diversified Revenue Base				
20%	20%	20%	15%	25%

We are Really a Branch-Driven Organization



**Our Organization Supports the Branches and the Branches
Serve Our Customers AND Our Workers**



The Keys to Our Success

1. Sell good accounts
2. Increase margins
3. Service with excellence

Our Branch-Centric Approach

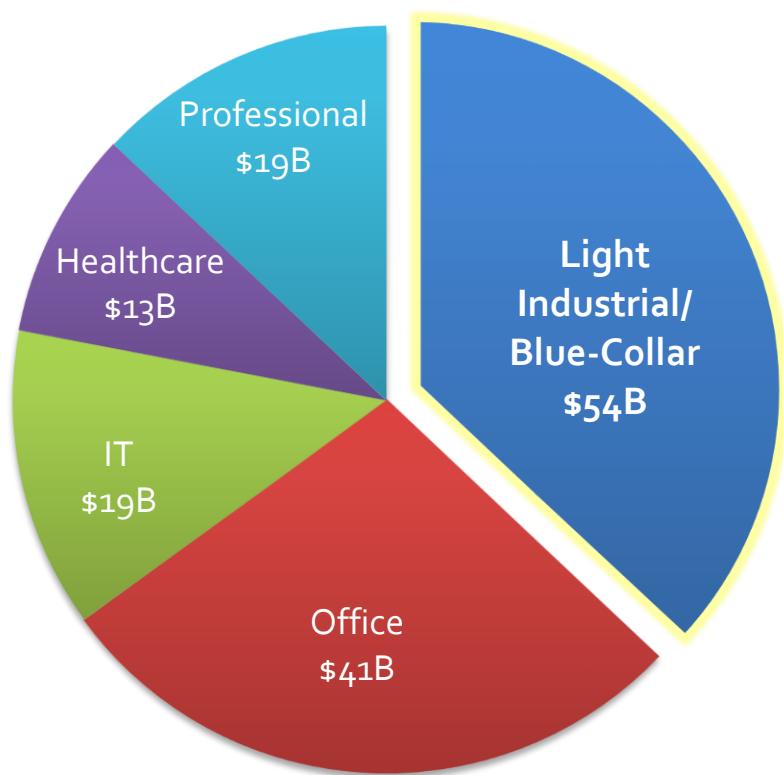
We are 100% focused on providing branch offices the support they need to foster high-quality, long-term customer and employee relationships

- Allows services to be delivered through locally-focused teams
- Facilitates “hands-on” interaction with both customers and employees
- Fosters customer and employee loyalty
- Better identifies local market opportunities and trends
- Enables branch to have the autonomy of a small business with resources of a much larger corporate and operational infrastructure



\$54B, High-Growth Target Market¹

Out of the \$147B total U.S. staffing market, we target the largest segment, **light industrial/blue-collar**, totaling \$54B



\$147B U.S. Staffing Market

- While staffing industry growth has outpaced overall economic and employment growth, **it employs only 2% of the U.S. nonfarm workforce.**
- So our untapped potential market is quite large.

Dynamics of the On-Demand Labor Industry

On-demand labor offers employers:

- **Immediate** reaction and flexibility to changing staffing needs
- **Lower costs** associated with recruitment, interviewing and employment obligations
- **Elimination** of unemployment and worker's compensation exposure
- **Easing** of compliance burdens imposed by the ACA and other laws impacting employment
- **Access** to a large, diversified pool of experienced temporary staff members
- **On-the-job screening** for possible permanent workers



Why Customers Choose Command Center

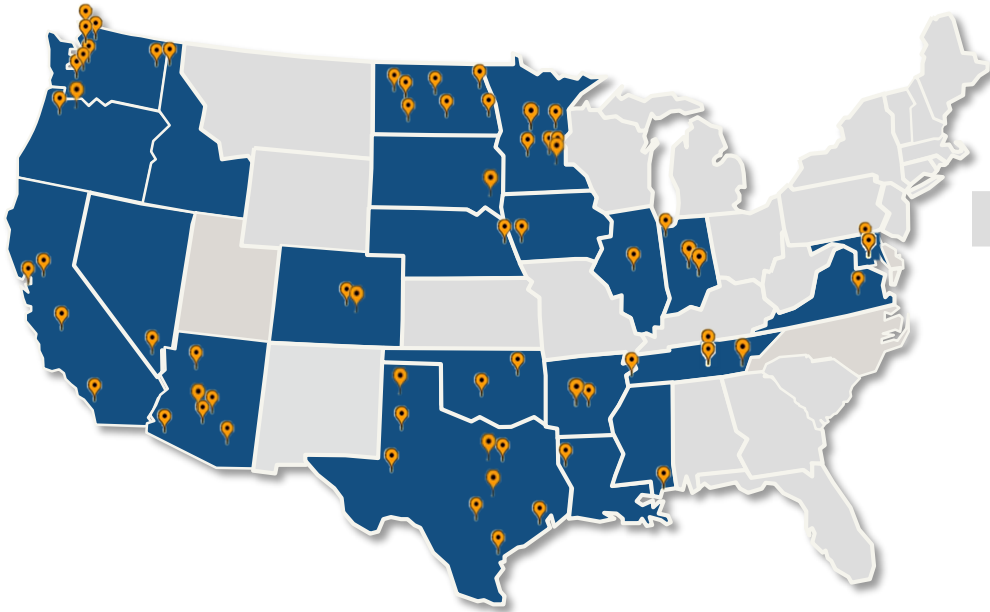


- **Customized Solutions:** Staffing tailored to the specific needs of our customers
- **Local & Industry Expertise:** Local market knowledge combined with extensive experience in multiple industries
- **Partner with Customers:** We gain insights as we work closely with our customers on their day-to-day staffing needs
- **Quality, Loyal Worker Pools:** Incentives for temporary employees, including paid vacation and safety programs create a strong workforce
- **Strong Capital Position & Infrastructure (People/IT) in Place:** Supports continued service capabilities, growth and expansion
- **Excellence-in-Service:** We deliver on solutions we promise
- **Experts in Industry Compliance:** Specialists in the ever-increasing federal, state and local employment laws and regulations



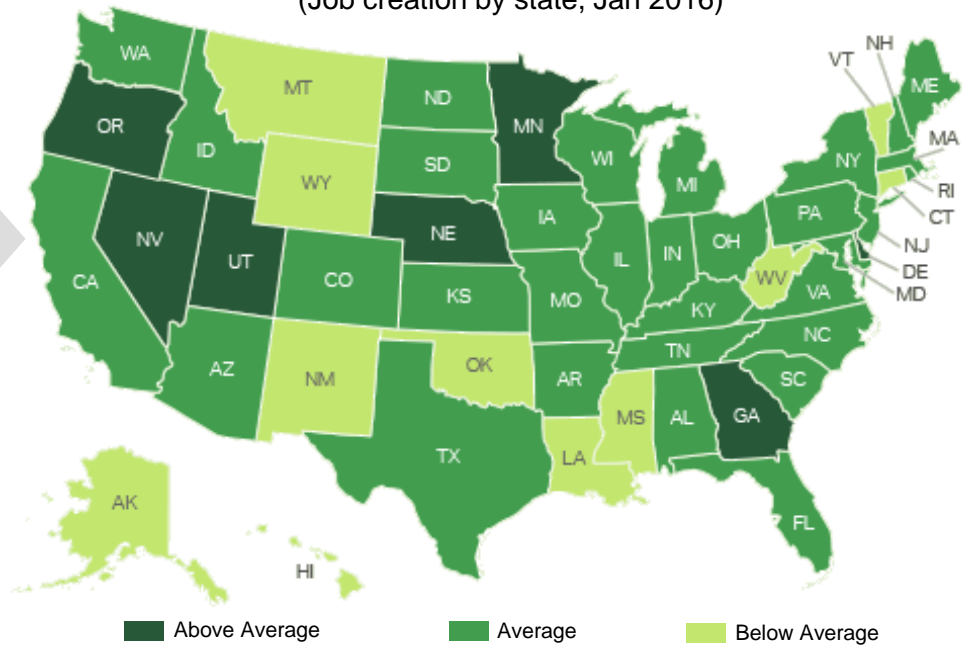
Our Branch Offices are Located in High-Growth Job Markets

Our Branch Locations



High Job-Growth States¹

(Job creation by state, Jan 2016)



- We maintain a strong concentration of offices in established and emerging regions with growing employment opportunities

- Our branches are concentrated in many states with average or above average job growth

The Competitive Landscape



100s of small “Mom
& Pop” Firms



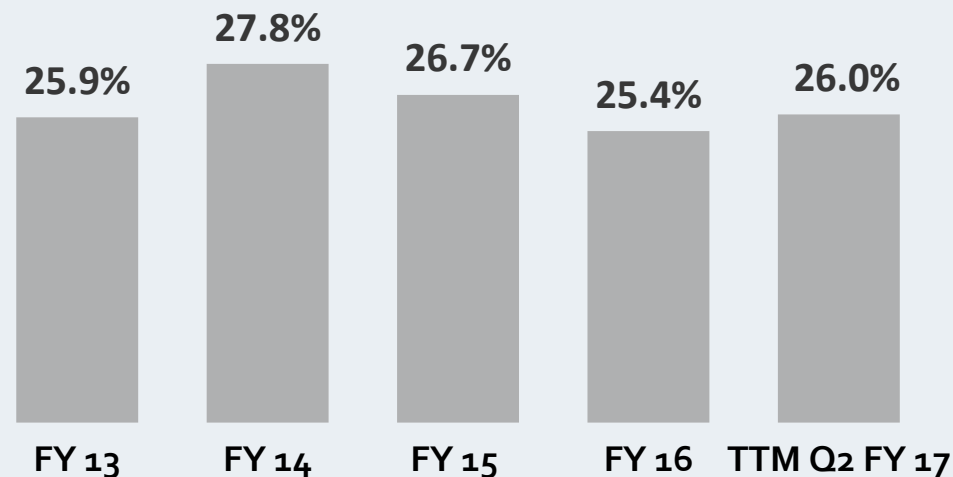
- The temp and casual employment industry is highly fragmented, with many privately owned, small family run agencies.
 - These firms provide good service but are not large enough to meet many customer needs.
 - It is increasingly difficult and costly to comply with regulatory requirements.
- We’re not always the lowest cost provider, but distinguished by our...
 - Unparalleled service
 - Greater flexibility
 - Highest quality of employees
 - Unique, hands-on customer focus
 - We are perfectly positioned to meet customer needs and provide excellent customer service.
- The largest companies in the semi-skilled and unskilled on-demand labor industry focus on meeting the needs of large national accounts along with other vertical markets and are driven by high volume and low margins.

Financial Highlights

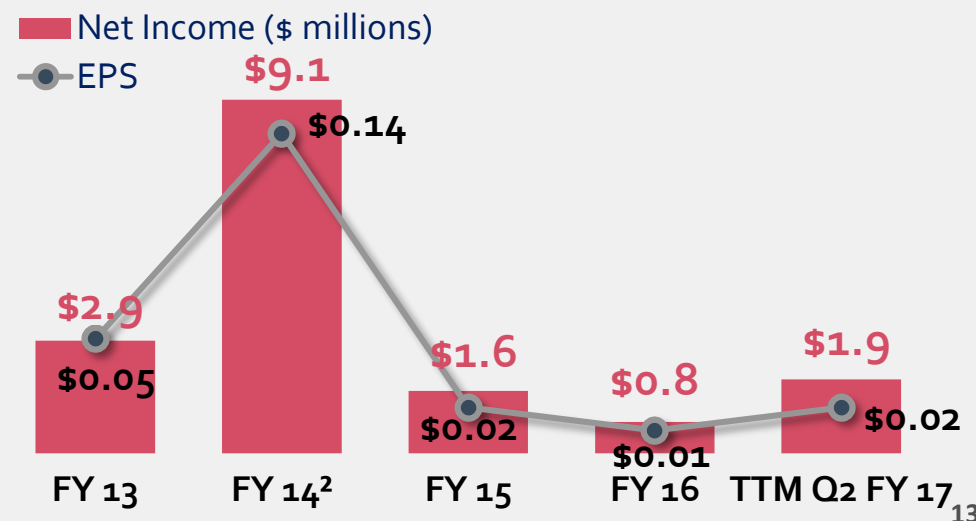
Revenue & Adj. EBITDA¹



Gross Margins



Net Income & EPS



- FY13-FY14 revenue decline due to closing of unprofitable stores
- Revenue in our oil-driven North Dakota branches has returned to positive growth following declines in FY-15/16.
- TTM margins have increased again due to aggressive actions being taken to improve field-level operations and return margins to industry-leading levels.

¹ See appendix for the reconciliation of non-GAAP financial information to GAAP
² FY 2014 Net Income includes a \$0.8 M non-cash good will impairment charge and a \$4.3 M non-cash tax credit

Hancock Acquisition

- In June 2016, we acquired Hancock Staffing with cash
- Hancock operated two branches:
 - Little Rock, AR
 - Oklahoma City, OK
- Annual revenue of \$8M
- Immediately accretive to earnings
- Strategic rationale
 - ✓ Hancock provided services in our same general market segments
 - ✓ Highly experienced management team that shares our focus on the customer
 - ✓ Strengthened our market presence in these two important markets
 - ✓ Leveraged our existing human capital infrastructure (no additional corporate headcount needed)



Our Strategy: Balance Growth with Profitability



- **Increase same-store sales**

- Extensive training and support for local branches
- Focus on quality customer service
- Sell good accounts that recognize our value
- Understand customer needs and local conditions to maximize margins

- **Add branches in existing & new markets**

- Focus on high growth regions
- Build off success with existing customers
- Hire local staff and train in line with our philosophy

- **Evaluate all assets for performance**

- Can underperforming assets be fixed or remedied?
- Do supporting resources exceed asset's value?
- Should asset be mothballed, closed, etc.?

- **Strategic acquisitions to:**

- Address new vertical markets
- Expand into new geographic markets

- **Stock Buyback Program**

- \$5.0 million 3-year program implemented in May 2015
- \$2.1 million remaining in the buyback program

Key Takeaways

- **Proven management team** focused on building financial strength with increased profitability
- **Proven, highly-scalable, branch-office business model** provides operating leverage
- **Strong growth outlook** in diverse and emerging regional markets
- **Strong balance sheet** supports the strategic deployment of capital (i.e., stock buyback, investment in employee training/infrastructure, selective acquisitions)
- **Focus on profitable operations** and prudent allocation of capital

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APPENDIX

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Board of Directors

	Years of Experience	Relevant Experience
Bubba Sandford <i>CEO & President</i>	30+	<ul style="list-style-type: none"> Former U.S. Navy SEAL and independent consultant to the Silicon Valley VC community 30+ years experience building and exiting successful technology & clean tech companies, including The Environmental Trust (2005), Private Security Enterprise (2002) and Liquid Waste Company (1995) MBA, Cornell University; B.A. in Psychology, University of Massachusetts at Amherst
John Stewart <i>Chairman</i>	30+	<ul style="list-style-type: none"> President of Glacial Holdings, Inc., a private multi-family residential and commercial real estate holding company, and of Glacial Holdings Property Management, Inc. Served as chair of the Advisory Board of the Bank of North Dakota A member of the board of trustees of Investors Real Estate Trust (NYSE – IRET) since 2004
John Schneller <i>Director</i>	25+	<ul style="list-style-type: none"> Partner and senior investment banker at Scura Paley and Company in New York Former money manager at Knott Partners, a multi-billion dollar, value-based, New York hedge fund
JD Smith <i>Director</i>	20+	<ul style="list-style-type: none"> Since 1982, worked in real estate investment, construction and development In 1990, formed his first operating company to buy and maintain residential rental properties Currently owner of Real Estate Investment Consultants, LLC Serves on board of directors of iMedicor, a publicly-held New York-based company
Richard Finlay <i>Director</i>	20+	<ul style="list-style-type: none"> Currently EVP & CFO of BNB Builders, Inc. Previously served as CEO/CFO of: Pet's Choice, a veterinary hospital group; Fluid Marine, a boat manufacturer; Kinetix Living, a fitness and nutrition company; Carena, an early stage healthcare company. Former director, strategic development at The Boeing Company.
Rimmy Malhotra <i>Director</i>	14+	<ul style="list-style-type: none"> Partner of The Nicoya Fund, a value-based hedge fund focused on companies undergoing inflections Former co-founder of GoalMine, a pioneer of making investing products simple for the mass market
Steven Bathgate <i>Director</i>	35+	<ul style="list-style-type: none"> Founder of GVC Capital, an investment bank focused on undervalued microcap companies Former CEO of Denver-based securities firm Cohig & Associates Serves on board of directors of Global Healthcare REIT and Bluebook International

Reconciliation of Non-GAAP Financial Measures

- In addition to the results prepared in accordance with generally accepted accounting principles ("GAAP"), the company also presents Adjusted EBITDA, a non-GAAP term defined as net income before interest expense, income tax benefit (expense), depreciation and amortization, non-cash compensation and certain non-recurring charges.
- The company uses Adjusted EBITDA as a financial measure since management believes investors find it a useful tool to perform more meaningful comparisons of past, present and future operating results, and as a complement to net income and other financial performance measures.
- Adjusted EBITDA is not intended to represent net income as defined by GAAP, and such information should not be considered as an alternative to net income or any other measure of performance prescribed by GAAP.
- Reconciliations of Adjusted EBITDA to GAAP net income for the periods presented are available in the company's quarterly and annual reports filed with the SEC on Forms 10-Q and 10-K, which can be accessed at www.sec.gov or on the company's website.