

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

I 8ninths

911 Western Avenue
Seattle, WA 98104
www.8ninths.com

Stage: Seed

Industry: Information Technology, Software & Internet

8ninths is an R&D Lab and start-up Incubator founded in 2008 by two longtime Microsoft web veterans. The company takes its name from the concept that 8/9 of an iceberg is hidden below the surface; the entrepreneurs look for new, emerging, hidden, and 'non-obvious' investments. The two founders have been conceiving, building and leading product development on some of the largest and most revolutionary products Microsoft has ever produced since 1995. Until September 2008, Co-Founder Adam Sheppard, worked in Microsoft CTO, Ray Ozzies' team as Director of Strategic Business Development for Microsoft Live Labs building external partnerships and driving revenue through licensing programs. Co-Founder William Lai was a pioneer in the development of instant messaging, having led the development team that was nominated as 'Legendary Development Team of Microsoft' and releasing MSN Messenger. He grew the service to become a cornerstone of the Microsoft web offerings.

Portfolio companies include: Industri.us, Lolligift, OneSqr, Safe for Humans

Investment Team:

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VC Abell Foundation

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www.abell.org

Stage: Early

Industry: Education & Training, Energy & Clean Tech, Life Sciences & Healthcare, Real Estate & Construction

Founded a half century ago, the Abell Foundation awards dollars to various programs, including its own venture investments. Among the Foundation's investments are positions in companies that create jobs in Baltimore and promote various social objectives. The Foundation has seven broad program areas of interest: community development; workforce development; education; health and human services; conservation and environment; and arts and culture. In 2011, the Abell Foundation awarded over \$14 million in grants ranging from \$400 to \$500,000.

Portfolio companies include: Woofound

Investment Team:

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www.abscapital.com

Stage: Expansion, Growth, Middle Market

Industry: Business Services, Communications & Networking, Education & Training, Information Technology, Life Sciences & Healthcare, Media & Digital Media

ABS Capital Partners is a private equity firm that was founded in 1990 to invest in mid- to later-stage growth companies. The firm's investment strategy focuses on companies in the health care, technology, business services and media & communications sectors. ABS has \$2 billion under management and ten investing partners within offices in Baltimore, San Francisco and Boston. ABS typically invests \$10 to \$30 million in growth companies with substantial revenues, near-term profitability, solid customer bases and highly differentiated products or services in their focus industries. ABS provides a range of investment structures, including expansion financings, management buyouts and recapitalizations. The firm has invested in over 60 portfolio companies. ABS typically makes investments in U.S. based businesses. ABS has raised over \$2 billion since inception, including the \$420 million in ABS Capital Partners VI.

Portfolio companies include: Alarm.com, Aptegrity, Athletes' Performance, Avalere Health, Brown Advisory, Commerce5, Cyveillance, eFashion Solutions, FolioDynamix, Healthation, Ignite Media Solutions, INTTRA, InVision, ISO Group, iZotope, Modular Space, Pathology, Payformance, PaySpan, RedZone Robotics, Rosetta Stone, Skinit, Syncapse, Tarpon Towers, Teachscape, TechMediaNetwork, Whitney International, Workscape, Zoom Media Group

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PE Accel-KKR

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Stage: *Middle Market*

Industry: *Business Services, Communications & Networking, Information Technology, Software & Internet, Storage & Hardware*

Founded in 2000, Accel-KKR is a technology-focused private equity investment firm founded by venture firm Accel Partners and leveraged buyout firm Kohlberg Kravis Roberts & Co. (KKR). With over \$2.0 billion of capital under management, the firm's target investment size ranges from \$10 to \$100 million, although Accel-KKR has the ability to take larger or smaller stakes as appropriate. The firm targets investments in companies with annual revenues ranging from \$10mm to \$200mm. Accel-KKR focuses primarily on three types of transactions: buyouts of divisions, subsidiaries and business units from public companies; acquisitions and recapitalizations of closely-held private companies; and going-private transactions of small public companies. Although Accel-KKR pursues transactions across multiple segments, the firm is specifically active in a wide range of sub-segments, including enterprise and infrastructure software, vertical market application software, technical software, networking software, enterprise computing and data storage, storage networking, data communications, Internet services, business process outsourcing and professional IT services. Accel-KKR maintains additional offices in Menlo Park, CA.

Portfolio companies include: Accellos, Alexander Gallo Holdings, Alias, Applied Predictive Technologies, Applied Technologies, CRS Retail Systems, Endurance International Group, Infinisource, IntrinsicQ, iTradeNetwork, Kana Software, Kana, Layered Technologies, Model N, N-Able Technologies, North Plains, Opera Solutions, PageUp People, Paymentus, PinStripe, RiseSmart, Saber, Savista, Systems & Software, The Endurance International Group, YourEncore

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Stage: *Seed*

Industry: *Life Sciences & Healthcare*

Accelerator Corporation, founded in 2003, is a privately-held biotechnology investment and development company located in Seattle. Resources provided by Accelerator and its Affiliates - MPM Capital, ARCH Venture Partners, Alexandria Real Estate Equities, Inc., Versant Ventures, Amgen Ventures, OVP Venture Partners, and the Institute for Systems Biology - include committed investment capital, state-of-the-art facilities, world-class scientific and technical expertise and support, and experienced start-up management. Accelerator occupies an 18,000 square foot state-of-the-art space located within a 165,000 SF facility owned and developed by an affiliate of Alexandria Real Estate Equities, Inc. in the midst of the vibrant Eastlake life science cluster in Seattle. The facility includes a number of laboratory/office 'suites' as well as common space (reception, conference rooms, break room, etc.) and support infrastructure (autoclave/glass wash, DI water system, telecommunications/network, etc.). In the past nine years, twelve companies have been invested in through Accelerator. Five have emerged and raised follow on financings of more than \$164 million. Three remain under management at Accelerator. In all, Accelerator companies have raised in excess of \$221 million in initial and follow-on financings. Accelerator's investors have committed an additional \$22.5 million to enable Accelerator to continue to identify, capitalize, and develop the next-generation of exciting emerging biotechnologies.

Portfolio companies include: Acylin Therapeutics, Allozyne, Groove BioPharma, Integrated Diagnostics, Isocket, Mirina, OncoFactor, PharmSelex, Recodagen, Theraclone Sciences, VieVax, VLST, XORI

Investment Team:

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<http://accessmv.com>

Stage: *Early, Expansion, Growth*

Industry: *Medical Device*

Access Medical Ventures is a U.S based venture capital fund that focuses specifically on investing and advancing medical device start-ups. AMV's primary interest is investing in interventional and therapeutic medical device start-ups, along with the variety of all the medical disciplines. AMV aims to invest both in early-stage medical device start-ups with promising, ambitious entrepreneurs as well as later stage companies with strong management teams.

Portfolio companies include: CartiHeal

Investment Team:

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VC Accuitive Medical Ventures

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www.amvpartners.com

Stage: Early, Expansion, Growth

Industry: Medical Device

Accuitive Medical Ventures (AMV Partners) is a venture capital organization focused on early to expansion stage investments in highly proprietary, emerging medical device and technology companies. The fund is committed to a risk-reduced approach to venture investing, utilizing a proprietary pipeline of potential transactions through unique relationships with the industry's pre-eminent incubators and VC investors (including Atlanta's Innovation Factory). AMV Partners' first investment ranges from several hundred thousand dollars to about \$3 million, and generally between \$4-6 million dollars over the lifetime of the investment. AMV Partners has no geographic preferences and will invest nationwide. AMV has co-founded 20 companies, raised over \$230 million of committed capital and participated in private and public equity financings of well over \$750 million while creating over billions in shareholder value. The firm maintains offices in Atlanta, Palo Alto, CA, and Fernandina, FL.

Portfolio companies include: Acufocus, AqueSys, AxoGen, Cardiac Concepts, CardioFocus, Cellutions, Halscion, Inogen, Intuity Medical, LipoSonix, MyoScience, NeoVista, Neuronetics, Nevro, OsteoLign, Respicardia, Sadra Medical, Sebacia, SoftScope, Torax Medical, WaveTec Vision

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VC Ackerley Partners

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www.ackerley.com

Stage: Early, Expansion, Growth

Industry: Media & Digital Media, Sports & Entertainment

Founded in June 2002, Ackerley Partners, LLC is a privately held investment company with a focus on media and entertainment investment opportunities, including but not limited to: select investment banks, historical relationships from the media sector, entrepreneurs, institutional investors, private equity firms and venture funds. Ackerley seldom takes a leading investment/ownership position, preferring to assume a minority ownership position or teaming with other institutional financial backers. The firm considers development-stage companies with exceptional management teams that are targeting emerging markets in sectors in which the partners have experience; however, the primary focus is on companies that are in a later stage of fundraising, typically B or later, and have an established product and/or service that is generating revenue with a reasonable path to profitability.

Portfolio companies include: BuzzLogic, Cequent, CSTV, Elevation Partners, FastChannel, FlexPlay Technologies, Hidden City Games, Howcast, Jott, Judy's Book, Labrador Mobile, LicenseStream, Mobliss, Nascar Members Club, Plum TV, Screenlife, Twelfefold Media, Withoutabox

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FI Acorn

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www.acornllc.com

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Software & Internet

Acorn is a private equity investment company, providing angel financing to start up companies in the technology and bioscience industries. Since its establishment in 1996 and its incorporation in 1999, it has provided hands on investing to over 10 start-ups, primarily in the Washington DC and Atlanta metropolitan areas. It is also an investment partner in Blue Water Capital Venture Fund II, a growth stage private equity fund for infotech companies, and in the Maryland Angels Council, an organized group of angel investors providing financing and mentoring for technology and bioscience companies in the Mid-Atlantic Area. Acorn is the private equity investment vehicle for the Oakes Family, located in the Washington DC and Atlanta, Georgia areas. The principals are William Oakes Jr., William Oakes III, and Patricia Oakes Poulos. Acorn focuses on technology based products or services in Telecom, Software, IT, Internet, and E-Business; and in Bioscience based products or services such as Biotech, Pharmacia, Health Care, and Bioinformatics.

Portfolio companies include: Buildtopia, InfoEther, Maryland Angels Council, Max Pitch Media, Midtown Bank and Trust, Neurostar Solutions, Optiview, Stheno, Tosca, Universal Implant Systems, VideoNEXT Solutions

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Stage: *Early*

Industry: *Communications & Networking, Information Technology, Manufacturing & Industrial, Software & Internet, Sports & Entertainment*

Acorn Ventures is a Bellevue, Washington based Angel fund founded by Rufus W. Lumry in 1991 after his retirement as EVP/CFO of McCaw Cellular Communications (now AT&T Wireless). Acorn's mission is to find, fund and nurture early-stage companies that present extraordinary opportunities to make industry-changing leaps in technology and applications.

Portfolio companies include: Airbiquity, BigTip, BuddyTV, Centricity Records, Cheezburger, Digital Scirocco, Gigoptix, Paksense, Perlego Systems, SimplyFun

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www.atdc.org

Stage: *Seed*

Industry: *Information Technology, Life Sciences & Healthcare*

Formed in 1980, the Advanced Technology Development Center (ATDC) is a nationally recognized technology incubator that helps Georgia entrepreneurs launch and build successful companies. Headquartered at the Georgia Institute of Technology, ATDC has been recognized by Inc. Magazine as one of the nation's top non-profit incubators. ATDC provides strategic business advice and connects its member companies to the people and resources they need to succeed. More than 130 companies have emerged from ATDC, including publicly-traded firms such as MindSpring Enterprises. ATDC also manages a seed capital fund that invests in Georgia-based businesses pursuing innovation in bioscience and advanced technology. The fund collaborates with both local and national investors, investing \$1 of its own capital for every \$3 of private investment. The fund can invest up to \$1 million in any one company. Launched by a multi-year grant from the Charles A. Edison Fund, the Georgia Tech Edison provides seed funding for early-stage technology companies that have a close association with Georgia Tech. The Fund invests in companies that may be founded by Georgia Tech faculty, students and graduates; licensing technology from Georgia Tech; sponsoring research at Georgia Tech; or even hiring a large number of Georgia Tech alumni. Investments are generally less than \$250,000.

Portfolio companies include: AccelerEyes, AptiData, Axion Biosystems, BioAutomation Systems, BLiNQ Media, BrightWhistle, Celtaxsys, Clinigence, Digital Assent, InterCAX, KontrolFreek, LIFT Retail Marketing Technology, Lucena Research, Merlin Mobility, MessageGears, NeuroOp, OneCare, OpenStudy, Oversight Technologies, Patientco, Physiostream, Pindrop Security, Preparis, Profounder, ProviderWeb Capital, Proximus Mobility, Quellan, RideCell, SalesLoft, Scientific Intake, Senttrinsic, ShapeStart Measurement Systems, Sila Nanotechnologies, SimpleC, Skytree, Social Fortress, SoloHelath, Soneter, SportsCrunch, Sytheros Communications, Toomah, TripLingo, Urjanet, Vehcon, Visioneering, VoAPPs

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www.aeainvestors.com

Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Manufacturing & Industrial*

AEA is a pioneer in the private equity industry, having been founded in 1968 by the Rockefeller, Mellon, and Harriman family interests and S.G. Warburg & Co. With almost 40 years of investing experience, AEA has established a track record of achieving returns as a leading private equity partner to middle market companies. AEA focuses on control buyouts in four industry sectors: value-added industrial products, specialty chemicals, consumer products, and services involved in these sectors. With offices in New York, London, and Hong Kong, the firm focuses on buying businesses headquartered in the U.S. and Europe (and selectively in Asia). AEA's middle market private equity team currently manages over \$3.6 billion of invested and committed capital. In 2004, AEA formed AEA Small Business Fund as its principal investment vehicle for pursuing leveraged buyout investment opportunities in the United States small business market. The Small Business Fund has \$285 million of capital under management. In 2005, AEA formed the AEA Mezzanine Fund to pursue mezzanine debt investment opportunities in middle market companies. The Mezzanine Fund has \$600 million of capital under management. In 2007, AEA formed the AEA Middle Market Debt Fund to pursue senior secured

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debt investment opportunities in middle market companies. The Middle Market Debt Fund has over \$300 million of capital under management.

Portfolio companies include: Acosta, B.I. Incorporated, BOA Group, Brand Networks, China Automotive Holdings, Colony Hardware, Convenience Food Systems, CPG International, Garden Ridge, Hospitalists Management Group, Hospitals Management Group, Houghton, Industrial Acoustics, Industrial Acoustics Company, Industrial Controls Distributors, Lone Star, NES Global Talent, PLZ Holding, PPC Industries, Pregis, Reladyne, Shoes for Crews, Sparrows Group, Suhyang Networks, Suncoast, Swanson Industries, Unifrax

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Stage: Early

Industry: Communications & Networking, Information Technology

Agility Ventures specializes in financing and consulting for the Broadband Industry. The firm was founded by owners and managers of successful Wireless Internet Service Providers (WISPs) and technology finance companies. Since 2004, Agility has been providing venture debt funding to several of the largest independent broadband network operators in the United States.

Portfolio companies include: Air Canopy, Airband, Cache Broadband, Canyon Broadband, Central Oregon Wireless, CommSpeed, Compulinx, Digital Bridge, ERF Wireless, Frontier Broadband, Home Town, KC Nap, Keyon, Metrobridge, Michiana, MStar, Neighbor Networks, New Era, Omnicity, Pixius, Road 9, Sierra Advantage, Skyrider, SPITwSPOTS, Vaspian, Vroom Wireless

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Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

AGS Capital is an Indianapolis based company that invests, owns, and provides capital and financial resources to numerous private companies in the U.S. and Canada. With over \$200,000,000 raised through public offerings and \$75,000,000 in private capital arrangements, AGS' team has refinanced multi-million dollar companies in a variety of industries including aircraft, manufacturing, warehousing, real estate and more.

Portfolio companies include: 9850, LLC, Ace Mobility, AGS IT Services, deskPort, Destinations Press, Hoosier Trim Products, Morgan-Francis Flagpoles, Paws Aboard, Sams Technical Publishing, SMT Transportation, Superior Employee Services, Superior Metal Technologies

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Stage: *Expansion, Middle Market*

Industry: *Communications & Networking, Information Technology, Semiconductor, Software & Internet, Storage & Hardware*

Founded in the 1990's, Alerion Capital Group is a private equity and management advisory firm investing in later stage, mid-market businesses in the Mountain West, Southwest and Pacific areas. Alerion invests in the following technology industry sectors: hardware and devices, electronics, instrumentation, semiconductor, software, business technology services, and technology enabled services (non-technology industry). Potential companies should have a definable market, significant growth opportunities, demonstrated and sustainable profitability, an experienced management team, an established business model, and proprietary technology, processes or services. Potential investments should also have a gross enterprise value between \$5 million and \$50 million dollars, annual revenues between \$5 and \$100 million dollars, and a minimum EBITDA of \$1.5 million.

Portfolio companies include: Apex Microtechnology, BioVigilant Systems, Kiosk Information Systems, LumenIQ, Steton, Tiros, VTI Instruments, VXI Technology, Worldlink Integration Group

Investment Team:

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Stage: *Early, Expansion, Growth, Seed*

Industry: *Communications & Networking, Information Technology, Media & Digital Media, Software & Internet*

The \$95 million Alexander Hutton Venture Partners (AHVP) fund was inaugurated in December 1999. The venture fund builds on the performance of Alexander Hutton Capital, LLC, a regional investment-banking firm that has raised capital for technology start-ups since 1995. AHVP invests in companies from the seed stage to the mezzanine level. The Partners make initial investments as small as \$500,000, but expect the average investment over the funding lifetime of a company to be \$3-\$5 million. AHVP focuses on technology companies in Washington, Oregon and British Columbia, with a particular focus on streaming media, XML, Internet infrastructure, business-to-business E-commerce, telecommunications and data networking, and software.

Portfolio companies include: Accessline Communications, Max Viz, Metrika, Myrio, NetMotion Wireless, Netupdate, Performant, Shiplogix

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Stage: *Middle Market*

Industry: *Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution*

Alinda Capital Partners looks for infrastructure assets in North America and Europe that have a strong operating record or are under construction and can demonstrate a potential for: steady, growing and predictable cash flow; strategic competitive advantage; or limited commodity or merchant risk. Specific sectors of interest include transportation, energy, power, water and wastewater, and utility services for residential, commercial and industrial customers. The firm manages the Alinda Infrastructure Fund, an unlisted institutional fund with over \$7.8 billion in capital and approximately \$15 billion in purchasing power. Over the past 25 years, Alinda has been responsible for over \$150 billion of infrastructure investing. Alinda owns interests in infrastructure businesses that operate in 31 states in the United States, all 10 Canadian provinces, 6 European nations and Mexico.

Portfolio companies include: AC Biogas Group, Binnenlandse Container Terminals Nederland, Cambridge Water, Heathrow Airport Holdings, Heathrow Express, Houston Fuel Oil Terminal Company, Regency Intrastate Gas System, Santa Paula Water, South Staffordshire Water, SSI Services, Worsham-Steed

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<http://alliancehcapartners.com>

Stage: *Early, Seed*

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Industry: *Life Sciences & Healthcare*

Alliance Healthcare Fund focuses its investments on innovative, high-growth companies that are already making waves in the healthcare delivery-improvement space. Alliance Healthcare Partners are serial entrepreneurs and experienced in business development within healthcare. The fund focuses its investments on innovative technology and service companies that help healthcare providers deliver enhanced efficiency, improved outcomes and lower cost healthcare. The primary focus is on healthcare service companies that use new approaches and technologies to disrupt the healthcare status quo.

Portfolio companies include: Flower Orthopedics, INRange, IntelliBlast, Patient Conversation Media, Physician's Referral Network, PrivIT, Targeted Instant Communications, Vestagen

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A Alliance of Angels

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www.allianceofangels.com

Stage: *Early, Seed*

Industry: *Consumer Products & Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant, Software & Internet*

Since 1997, the Alliance of Angels (AoA) has connected a community of over 100 investors with the most promising early-stage companies in the Northwest to invest, mentor and enable their success. The AoA has provided over \$70 million of early funding for more than 180 Northwest entrepreneurs over the last dozen years and celebrated more than 30 exits. In 2009, the AoA launched a \$4.4 million Seed Fund which it invests alongside its members. Companies become eligible for a matching investment by the Seed Fund when the company is approved by the AoA Screening Committee and two or more AoA members invest in the company for at least \$100,000 in aggregate. The Seed Fund invests pari passu with the AoA members (dollars are matched on exact same terms) and the maximum investment in any single company is 10% of the Seed Fund, with a default maximum of \$250,000. Each year, AoA typically invests about \$10 million into 20 companies.

Portfolio companies include: 1000 Museums, Accium BioSciences, AppAttach, Apptentive, Battlefly, Billing Revoltion, Buddy TV, Cadence Biomedical, Claim-Maps, daptiv, DRY Soda Company, Earth Class Mail, Entomo, Food.ee, HomeGrocer.com, Illumigen, Impel NeuroPharma, Julep Nail Salons, Limeade, LiquidPlanner, Livebid.com, MailChannels, Mercent, Meteor Solutions, Microgreen, MobiSante, Modumetal, mPoria, nfluence, Overcast Media, Redfin, Zooppa

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www.allosventures.com

Stage: *Early*

Industry: *Information Technology, Media & Digital Media, Software & Internet*

Founded 2010, Allos Ventures raised \$20 million from investors and plans to focus on early-stage tech companies. Initial investments are expected to average \$1.5 million to \$2 million. The firm was formed by veterans of Blue Chip Venture.

Portfolio companies include: 7signal, Alung Technologies, AssureRx Health, BidPal Network, Blue Pillar, Revenew, Scale Computing, Weblink

Investment Team:

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PE Alterna Capital Partners

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Stage: *Middle Market*

Industry: *Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution*

Alterna Capital Partners is a private investment firm focusing on core capital assets that are vital to the transportation, industrial and energy sectors. The firm is managed by Citi's former core capital asset equity investment team and has over \$400MM of committed capital. Alterna looks for income producing assets in developed economies that are essential for expansion and maintenance of productive operations and have the following characteristics: Economically vital, Long useful life, and Stable technology. The team has more than 100 years of aggregate investment experience having successfully invested more than \$2 billion in core capital assets.

Portfolio companies include: Merom Generation Station, Mid Ocean Tanker, Springerville Generating Station Unit 1, Western Alterna Partnership

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VC Altitude Life Science Ventures

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Stage: Early

Industry: Consumer Products & Services, Life Sciences & Healthcare

The Southern Ute Indian Tribe has sponsored Altitude Life Science Ventures through its wholly owned private equity division, GF Private Equity Group, LLC. Altitude acts as the seed partner and investor in such funds, partnering with experienced management teams with differentiated value-added strategies and compelling track records in their field of expertise. Sectors of interest include: Life Sciences. Altitude's initial investment into a portfolio company is between \$1 to \$2.5 million with a reserve of significant capital for later rounds. The firm's strategy is to have a balanced portfolio of 15 early stage life companies selected from a portfolio Pool of 35 to 40 companies.

Portfolio companies include: Achaogen, Arete Therapeutics, Cambrios Technologies, Constellation Pharmaceuticals, Ikaria, Kythera, Limerick Neurosciences, Receptos, Siluria Technologies

Investment Team:

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www.altuscapitalpartners.com

Stage: Middle Market

Industry: Defense & Homeland Security, Financial Services, Manufacturing & Industrial

Altus Capital Partners is private equity firm investing in small to middle market manufacturing companies. To date, the firm has invested in eight portfolio companies with combined annual revenues of approximately \$500 million. Ideal companies are U.S. based manufacturing companies (located east of the Rockies) with an enterprise value between \$30 million and \$100 million and a minimum EBITDA of \$5 million. Altus Capital Partners types of transactions include buyouts, recapitalizations, divestitures, and consolidations.

Portfolio companies include: Aqua-Chem, Die Cast Holdings, DS Brown, Gichner Shelter Systems, Gulf Coast Machine & Supply Company, International Imaging Materials, Magnatech International, Mistras Group, Models & Tools, Thermafiber, Thomson Plastics

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Stage: Middle Market

Industry: Agriculture & Agricultural Science, Business Services, Communications & Networking, Consumer Products & Services, Defense & Homeland Security, Education & Training, Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Medical Device, Real Estate & Construction, Retail & Restaurant, Semiconductor, Software & Internet, Sports & Entertainment, Storage & Hardware, Transportation & Distribution

American Capital (NASDAQ:ACAS) is the largest U.S. publicly traded alternative asset manager with approximately \$117 billion in assets under management. The firm provides debt and equity to small and medium sized private and public companies and invests from \$10 million to \$750 million per company in North America and EURO10 million to EURO 100 million per company in Europe. American invests in businesses which typically have enterprise values of \$20 to \$500 million. American Capital typically targets new investments with at least \$4 million in EBITDA. In addition to providing financing for growth, liquidity and restructuring, the firm also participates in financing management and employee buyouts of corporations and subsidiaries, divisions and product lines of major corporations. American

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

has invested approximately \$31 billion in more than 550 portfolio companies. The firm's portfolio includes services, transportation, construction, wholesale, retail, health care, industrial, consumer, chemical and food products, but is typically focused on manufacturing, services and distribution companies. American has more than 90 investment professionals in 8 offices around the world.

Portfolio companies include: Aderant Holdings, Inc., Appleseed's, Inc., ASAP Industries, LLC, Avalon Laboratories, Cambridge Major Laboratories, Inc., CIBT Holdings, Consolidated Precision Products, Core Financial Group, Dynojet Research, Explorer Pipeline Company, Fleischmann's Vinegar, Flexera Software, Hallex, HALT Medical, iTradeNetwork, Miron Technologies, New England Confectionary Company, Nivel Parts & Manufacturing, Qioptiq Group, Renaissance Learning, Rug Doctor, Service Experts, Ilc, Survey Sampling International, Tomkins Air Distribution, Transtar Holding Company, Vision Solutions, WIS International, York Label

Investment Team:

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Craig Moore, Managing Director
Darin Winn, Senior Managing Director
David Steinglass, Managing Director
Douglas Kelley, Principal
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Stage: Seed

Industry: Information Technology, Life Sciences & Healthcare

The Angel Investor Forum (AIF), founded in 2004, is an organization located in Connecticut comprised of accredited investors, who are former CEOs, VCs, serial entrepreneurs, and active private equity investors. Due to the widening gap in the capital markets, there is a shortage of funding available at the seed stage (\$250K-\$5M). This funding gap represents a great opportunity for investment in companies and the group provides \$100K to \$2M for companies with substantial growth potential. AIF is not a fund; investment members collaborate on due diligence, but make individual investment decisions (under common valuation and terms). The typical company the group looks at is raising between \$750K and \$1.5 Million. Members typically put in between \$150K and \$350K as a group. The individual investment is typically \$25,000 but ranges from \$10,000 (if the deal permits) to \$100,000. The group's investment criteria includes: a clearly articulated market position, management team with a demonstrated track record, clear intellectual property strategy, defensible competitive position in an emerging or growth market, and an exit strategy for investors within 3-5 years.

Portfolio companies include: Autotether, Hadapt, innRoad, RuMe, SchoolChapters, SocialGenius, Sustainable Real Estate Manager, TracerPix

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Stage: Early, Expansion, Growth

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

Anthem invests exclusively in the Mid-Atlantic and seeks opportunities in IT/telecom and healthcare/life sciences industries including enterprise software or network management software companies. Medical investments tend to fall into three categories: medical devices, biotechnology or healthcare. Anthem seeks to invest between \$2 million and \$5 million in a company from the first private equity round through exit. Anthem invests in early to expansion stage opportunities. Anthem's initial investment is usually made in the Series A or Series B institutional venture capital round. Typically, the firm's initial investment ranges from \$1 million to \$2 million.

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Portfolio companies include: Corridor, Echo360, GlycoMimetics, Grab Networks, Sensors for Medicine and Science, Systech International, Triumfant

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Stage: Middle Market

Industry: Consumer Products & Services, Retail & Restaurant

Arbor is led by two partners who have worked together for more than fifteen years, Gregory Purcell and Joseph Campolo, who founded Arbor in 1999 to be the premier investment firm for growing food and beverage companies. Arbor has \$700 million of capital under management across three private equity funds, with investors including Goldman Sachs, Babson Capital Management, and the Kentucky Retirement Systems. The firm has developed three specialized teams that contribute to the management of each portfolio company. Arbor considers investments in companies with annual sales of up to \$300MM and EBITDA between \$5MM - \$50MM. The teams are comprised of experienced food and beverage professionals who have been directly involved in guiding middle market companies to maximize productivity, grow sales and improve profitability. Arbor maintains its headquarters in Chicago, IL.

Portfolio companies include: Allied Specialty Foods, Bradshaw International, Cooler Solutions, Dale and Gage Foods, Fieldbrook Foods, Five Star Sheets, Gold Standard Baking, Great Kitchens, ISI Commercial Refrigeration, J.L. DeGraffenreid & Sons, Mexican Accent, Midland Packaging & Display, National Deli, Nordon, Northern Neck Coca-Cola Bottling, Oven Fresh Banking Company, Rice Garden, Sam's Wines & Liquors, Sanford Coca-Cola Bottling Company, Shawnee Quality Snacks, Stone Gate Foods, Texas Premium Foods & Distributing, The Martin-Brower Company, Truco Enterprises, Trudeau Distributing Company, Ultra Products Company

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Stage: Expansion, Growth

Industry: Energy & Clean Tech

Arborview Capital was formed in 2008 to invest in established, rapidly growing energy efficiency and clean energy businesses in North America. Over the past 15 years, Arborview Capital's two founders have successfully managed nearly \$500 million of invested capital spanning four private investment firms, over multiple economic cycles, and have completed more than 20 transactions. Arborview seeks to invest in companies which: address a large market opportunity within one of three Industry Sectors: Energy Efficiency, Resource Efficiency, and Renewable Energy; targeting companies that have \$5 - \$30 million in revenue with significant market presence and customer relationships.

Portfolio companies include: Drexel Metals, Energy Automation Systems, Lighting Retrofit International, LRI Energy Solutions, Paragon Airheater Technologies

Investment Team:

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PE/ VC Arcapita

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www.arcapita.com

Stage: Expansion, Growth, Middle Market

Industry: Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial

Arcapita is a diversified investment firm with interests in Venture Capital, Corporate Investment and Real Estate. Arcapita Ventures is a \$200 million dedicated investment fund launched in October 2005. The firm focuses on growth stage enterprises primarily in the United States. Arcapita typically acts as the lead investor in companies operating in the (i) healthcare, (ii) information technology and (iii) industrial technology sectors. The investment team looks for businesses that have established technologies and customer bases, and where its investment capital, network and expertise can be applied to scale a proven business model. Typically, the Fund invests between \$4 and \$8 million in an initial round of funding, with the capability to invest up to \$20 million over the life of a portfolio company. In addition to providing growth capital, the Fund selectively considers venture buyouts of companies with enterprise values of less than \$40 million. Within Arcapita's targeted sectors, the partners look for companies that have at least \$2 million in revenues over the prior twelve months. Arcapita's corporate investment team operates out of its offices in Atlanta. Arcapita acts as a principal and arranger in the acquisition of controlling interests in established companies in the United States and Europe, focusing on growth-oriented corporate acquisitions with a total transaction value between \$300 million and \$1 billion. Smaller transactions are considered in certain high-growth situations or in circumstances where opportunities exist for strategic add-on acquisitions. Arcapita maintains additional offices in Bahrain, London and Singapore.

Portfolio companies include: 3PD, Alloptic, Aspen Aerogels, Bijoux Ternier, Cardiomems, Church Street Health Management, Compagnie Europeenne de

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Prestations Logistiques, Fidelis Senior Care, Framemax, Intellex, Jill Acquisition, Meridian Surgical Partners, PODS Demand Storage, Prenova, Southland Log Homes, The Tensar Corporation, Varel International Energy Services

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Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare, Software & Internet

Arch Venture Partners is a provider of seed and early-stage venture capital for technology firms with a special expertise in co-founding and building technology firms from startup. ARCH invests primarily in companies co-founded with leading scientists and entrepreneurs, concentrating on bringing to market innovations in life sciences, physical sciences, and information technology. ARCH currently manages seven funds totaling nearly \$1.5 billion and has invested in the earliest venture capital rounds for more than 150 companies. ARCH Venture Partners became a private venture partnership after separating from its predecessor company, ARCH Development Corporation. Formed in 1986 by the Trustees of the University of Chicago, ARCH Development Corporation was managed by ARCH founding partners. The first fund, ARCH Venture Fund I, was a \$9 million fund established in 1989.

Portfolio companies include: 908 Devices, Achaogen, Acylin, Acylin Therapeutics, Adesto Technologies, Adolor, AgBiome, Agios Pharmaceuticals, Ahura Scientific, Allozyme, Alnylam Pharmaceuticals, Array BioPharma, Aviron, BIND Biosciences, bluebird bio, Boreal Genomics, Caliper Life Sciences, Callisto Software, Cambrios Technologies, CEPTYR, Chiasma, CoolEdge Lighting, decode Genetics, Eichrom Technologies, EKOS, Ensemble Therapeutics, Fate Therapeutics, GPC-Rx, Ikaria, Illumina, Impinj, ImproveNet, Intelligent Reasoning Systems, ISB Accelerator, Lycera, MedVantx, Mirina, Nanophase Technologies, NearMe, NetBot, NeurogesX, NextCODE Health, Nioptics, PhaseRx, PixelEXX Systems, Plectix BioSystems, Quanterix, SAGE Therapeutics, Sapphire Energy, Semprius, Siluria, Siluria Technologies, Syros Pharmaceuticals, Theraclone, Theraclone Sciences, Therus, VLST, Xtera Communications

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Stage: Expansion, Growth, Middle Market

Industry: Business Services, Consumer Products & Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant

Ares Capital is a closed-end, non-diversified specialty finance company, and a subsidiary of Ares Management LLC, a global alternative asset manager and SEC registered investment adviser with offices in Los Angeles, New York, Washington DC, Chicago, and Atlanta. The company is publicly traded on the NASDAQ Global Select Market under ticker symbol 'ARCC.' The firm had roughly \$54 billion of total committed capital under management as of June 30, 2012. Ares Capital also co-manages with GE Commercial Finance Investment Advisory Services an unconsolidated senior debt fund, the Senior Secured Loan Fund, LLC. The SL Fund primarily invests in 'unitranche' loans (loans that combine both senior and subordinated debt, generally in a first lien position) of middle-market companies. The SL Fund was initially formed in December 2007 with approximately \$3.6 billion of committed capital. The firm acquired its interests in the SL Fund from Allied Capital in October 2009. In addition, Ares' portfolio company, Ivy Hill Asset Management, serves as manager or sub-manager to seven funds. As of December 31, 2009, Ivy

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Hill Management had total committed capital under management of over \$2.3 billion. Ares Capital and Ivy Hill Management collectively provide integrated private debt and non-control equity financing solutions to the middle market. Highly attractive sectors include basic and growth manufacturing, business services, consumer products, health care products and information technology services. More challenging or cyclical industries such as restaurants, retail, oil and gas, and technology are also considered. The firm's investments range from \$30 million to \$400+ million in companies with EBITDA of \$10 - \$250 million. For Venture financings, the firm will consider investments of \$1 - \$25 million. As of June 30, 2012 Ares Capital's portfolio was fair valued at approximately \$5.5 billion, invested in 144 companies and backed by 87 different private equity sponsors.

Portfolio companies include: 10th Street, ADF Restaurant Group, Air Medical Group Holdings, American Broadband Communications, American Commercial Coatings, Apogee Retail, Apple & Eve, Aquila Binks Forest Development, Athletic Club Holdings, Aviation Properties, AWTP, AWTP Environmental Services, BECO Holding Company, Blacksmith Brands, Border Foods, Bushnell, Callidus Capital, Campus Management, Cast & Crew Payroll, Digital VideoStream, Growing Family, Heartland Dental, Netsmart Technologies, Passport Health Communications, Soteria Imaging Services, United Row Towing, Web Service Company

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Stage: Middle Market

Industry: Energy & Clean Tech, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant, Transportation & Distribution

Argonne Capital Group is a dedicated team of professionals with extensive merger and acquisition, leveraged buyout, corporate finance, and real estate experience. Argonne seeks to acquire and grow companies in a variety of industries with up to \$750 million in sales that will benefit strategically from both Argonne's capital resources and its expertise in site selection, development and financing of real estate assets. Argonne partners with existing or identified management teams and prefers to acquire majority interests in cash flow positive companies. The firm's industry preferences are Restaurant, Retail, Manufacturing/ Distribution, Real Estate, Healthcare, and New Energy. Argonne targets companies with revenues between \$25-750 million; EBITDA between \$5-75 million; and makes equity investments of \$10-150 million.

Portfolio companies include: ACG Texas, Azalea Homes, Krystal Restaurant, Neighborhood Restaurant Partners, Peak Restaurant Partners, RCG, Stevi B's, Sunshine Restaurant Partners

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A Ariel Savannah Angel Partners (ASAP)

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Stage: Early

Industry: Information Technology

Ariel Savannah Angel Partners (ASAP) is a member-driven organization composed of experienced business, medical, legal and educational professionals from a wide range of industries working together to review, analyze, and invest in early-stage high-growth potential companies. Members are expected to contribute in different ways to suit their individual interests and time availabilities. Members can opt in or out of any deal depending on their personal interest, and can invest at any level in pre-determined funding increments. ASAP considers opportunities in high or low tech, new businesses to older expansion opportunities.

Portfolio companies include: Carbon Motors Corp.

Investment Team:

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A Arizona Technology Investor Forum

11445 E. Via Linda, Suite 2-511
Scottsdale, AZ 85259
Phone: 480-965-2825

<http://atif-az.org/>

Stage: Early, Seed

Industry: Life Sciences & Healthcare

Founded by Dr. Thomas Duening in 2007, the Arizona Technology Investor Forum (ATIF) is an investment community of accredited private equity investors, venture capitalists, corporate investors, and institutional investors. The group's investment focus is Arizona-based technology companies seeking \$100K to \$2M investment in a wide range of industry sectors, including software, medical devices and services, consumer Web, green technology, and biotechnology. The group will consider companies from outside the region, but have a preference for deals with strong ties to Arizona. ATIF members have invested in 29 companies, providing over \$7.2 million in capital. The members invest their own personal resources directly in companies and through ATIF Sidecar Funds. Launched in 2011, Sidecar I was ATIF's first fund/ Sidecar Fund I, now closed, invested in 8 companies in 18 months. Over 75 ATIF members, guests and partners attend four Investor Meetings a year in Tempe, Arizona to view presentations from leaders of the selected ventures. Three promising Arizona-based technology ventures are selected to present at each meeting. ATIF is a member of the Angel Capital Association (ACA), a professional alliance of angel groups.

Portfolio companies include: 4SmartPhone, 500 Startups, AdiCyte, Agility Ventures, Alert GPS Holdings, appsFreedom, Arkayne, BlogGlue, Cancer Prevention Pharmaceuticals, CareerTours, Celeritive Technologies, Eumedic, Fenzian by Eumedic, FireHost, Flypaper Studio, Global Recycling, GlyEco, Instant Bioscan, Kinetic Muscles, Post.Bid.Ship, Protein Genomics, Right Side Capital Management, Serious Integrated, Solar Pool Technologies, StrongWatch, SyCara, Tempronics, USuggest.com, Veebow, WebPT, Worldwide Education

Investment Team:

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Michael Hool, Director

PE Arlington Capital Partners

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www.arlingtoncap.com

Stage: *Middle Market*

Industry: *Business Services, Defense & Homeland Security, Education & Training, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media*

Arlington Capital Partners is a middle market private equity firm focused on buyouts and recapitalizations in targeted growth industries in partnership with management. With over \$1 billion of committed capital, the firm's strategy is to make investments in middle-market companies, primarily in the United States, with enterprise values of between \$50 million and \$500 million. Arlington typically invests between \$25 million and \$75 million of equity per company either at the initial acquisition or through add-on investments. The firm's current sectors of focus include: Business Services & Outsourcing; Aerospace/Defense; Federal IT; Media; Education and Training; Healthcare Services/Training; and Highly Engineered Manufacturing. Arlington targets opportunities primarily involving private companies and divisions of larger businesses.

Portfolio companies include: Ad Venture Interactive, Advanced Health Media, Aero-Metric, APOGEN Technologies, BrightStar Education Group, Cambridge Major Laboratories, Chandler/May, Cherry Creek Radio, Compusearch, Consolidated Precision Products, Data Technologies & Analytics, Iron Data, Main Line Broadcasting, New Vision Group, NLX Corporation, Novetta Solutions, SECOR International, SignalTree Solutions, Sports Information Group, TSI Group, Virgo Holdings

Investment Team:

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VC Ashby Point Capital

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www.ashbypointcapital.com

Stage: *Early, Expansion, Growth*

Industry: *Financial Services, Information Technology*

Ashby Point Capital is a private equity firm whose mission is to make investments in growth companies within the payment systems and financial services industries. Ashby Point is stage agnostic and will invest in both early and later stage growth opportunities, targeting investments ranging from under \$100,000 to over \$5 million. Prior to forming Ashby Point Capital, co-founders Bill Westervelt and Jim Leroux, received industry experience at First Annapolis Consulting. While they were with First Annapolis, they helped create Partners First, a credit card joint venture which sold to Wachovia Bank.

Portfolio companies include: C&E Acquisition Group, Convoke Systems, Credit Karma, InstaMed, Shanghai Harvest Network Technology, SVM, Trade Harbor

Investment Team:

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Julie Laun, Associate, uulie@ashbypoint.com
William J. Westervelt, Partner, bill@ashbypoint.com

PE Atlanta Equity Investors

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www.atlantaeq.com

Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant*

Atlanta Equity is a private equity firm with \$109 million of committed capital focused on investments in growth companies primarily in the Southeast. The firm focuses on control investments in middle market companies with revenues between \$20 million and \$200 million. Targeted industries include business and healthcare services, specialty manufacturing, technology, consumer products and services, and selectively retail. The firm was founded in 2007 by Pete Correll, Gerry Benjamin and David Crosland. Atlanta Equity targets companies with revenues of \$20-\$200 million; Operating Profits/EBITDA of \$5-\$20 million; and Transaction Sizes of

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\$25-\$150 million. Atlanta Equity is actively investing Atlanta Equity Fund, L.P., a \$109 million private equity fund that closed in August 2008.

Portfolio companies include: Empower Software Solutions, MESA Medical Group, Resolvion, VidSys

Investment Team:

A.D. (Pete) Correll, Chairman
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A Atlanta Technology Angels

75 5th Street, NW, Suite 325
Atlanta, GA 30308
www.angelatlanta.com

Stage: Early, Seed

Industry: Information Technology

Founded in 1998, Atlanta Technology Angels (ATA) is a private group seeking investments in early stage technology companies based in North Georgia. ATA has invested more than \$30 million in 40 Atlanta technology companies between 1999 and 2003. Today the group is comprised of approximately fifty Angels who meet monthly to evaluate presentations. ATA Seed Fund I was raised in December of 2001 to address the downturn in the market. ATA usually invests between \$250,000 and \$1,000,000, between \$50,000 and \$100,000 as a seed investment. The firm does not invest in service companies, real estate, consulting companies or reverse mergers.

Portfolio companies include: Aretta Communications, asankya, AuctionWorks, Beacon Software, BeyondBooks.com, BrightWhistle, CentaFuseAuto, Collector Dash, Connecture, Evgentech, GetOne Rewards, Global Crypto, HireIQ, Invirtus, Mowgli, Nexidia, OpenSpan, Oversight Systems, Pramana, Preparis, Pretty in my Pocket, Qcept Technologies, Sentinsic, Servigistics, Shotgun Ventures, SoloHealth, SPI Dynamics, StarMobile, TerraGo, Toomah, TripLingo, Variable, VerdeeCo, ZeeWise

Investment Team:

Bernice Dixon, Chairman
Greg Smith, Individual & Institutional Membership Committee
Jose Quintana, Member Board of Directors
Kate King, Operations Manager
Ken Gavranovic, Member Board of Directors
Lee Waters, Member Board of Directors
Melanie Leeth, Screening Leader
Michael Horten, Educational Programs Chair
Mike Eckert, Executive Chairman
Nat Milburn, Member Board of Directors
Richard Spencer, Screening Leader
Stephen J. Walden, Member Board of Directors
Steve Chaddick, Institutional Membership Chair

PE/ VC Atlantic Capital Group (ACG)

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Phone: 410-602-6020
www.atcapgroup.com

Stage: Expansion, Growth, Middle Market

Industry: Business Services, Consumer Products & Services, Information Technology, Real Estate & Construction, Software & Internet

Atlantic Capital Group (ACG), formed in January of 2005, is a private equity and real estate investment firm that invests in opportunities across multiple sectors all over the country. ACG generally invests in small, private companies or projects that fall under the radar screens of institutional investors and offer good returns at acceptable risk levels. ACG makes equity and mezzanine financing investments in smaller private businesses which are poised for scale and have a record of success, creativity, and cash flow. Periodically, ACG invites other accredited investors to invest along side of ACG in the opportunities it selects. In general, ACG will already have invested its capital in the investments in which other investor partners participate.

Portfolio companies include: Biometric Access Company, Carchex, Castlefield, Epic at Cub Run, F.T. Silfies, GigaTrust, Honest Tea, Lumiere Hotel/Condominium, Mariner Village, Miami Green, Noble Logistic Services, Oil Purification Systems, Residence Inn, Ziggs.com

Investment Team:

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James M. Bannantine, Managing Partner
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Stephen Cummins, VP of Finance & Controller
Steven B. Fader, Founder and Chairman

PE Atlantic Street Capital Management

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www.atlanticstreetcapital.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial

Formed in late 2006, Atlantic Street Capital Management is a special situations private equity fund investing in middle market companies that present challenges to typical investors. Atlantic Street is comfortable taking controlling equity positions in companies requiring significant operational improvements, including turnarounds and restructurings. Atlantic Street also focuses on 'deep value' investments or opportunities where investors face unique challenges which impact the valuation of the company. Atlantic Street targets sustainable businesses headquartered in the U.S. and Canada with revenues between \$25 and \$150 million that operate basic industries including: consumer products and services; manufacturing and distribution; business services; and, transportation and logistics. The fund seeks to invest between \$5 to \$20 million of controlling equity capital per deal. Atlantic Street was created in partnership with a \$5 billion New York based alternative asset management firm. The firm has over \$100 million under management.

Portfolio companies include: Alex Apparel Group, Double B Foods, EZE Trucking, Fleetgistics, Z Wireless

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Investment Team:

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VC Atlas Accelerator

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Bellevue, WA 98004
www.atlasaccelerator.com

Stage: Early

Industry: Communications & Networking, Information Technology, Manufacturing & Industrial, Software & Internet, Storage & Hardware

Founded in 1996, Atlas Accelerator teams with technology entrepreneurs and the Northwest venture community to bring products and solutions to market by leveraging experience in building technology companies. Named after one of the founders' pet Great Dane, the firm fills strategic and operational roles in Finance and Administration, Revenue Creation and Customer Development, Product Development and Technology. Atlas works closely with angels and early-stage venture capital investors to bring deals where Atlas takes operating roles and equity in the company. Atlas has raised over \$120MM in more than 45 funding rounds, investing in over 90 companies and actively participating in the angel community.

Portfolio companies include: Aevex, Appfolio, Bamboo Pipeline, BeDynamic, BizXchange, Capturx, ComedyTime, DataCaption, DataCastle, Enroute, Eoscene, Estalea, Gist, O Ecotextiles, Planetary Fuels, RIPL, Tenfold Organic Textiles, Vapore, Vuemed

Investment Team:

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VC Avogadro Partners

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www.avogadro.us

Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare

Avogadro is a Seattle based venture development and investment firm that focuses on building technology companies with a special focus on Small Technology: nano- and micro- technologies. Avogadro focuses on substantial market opportunities, with a particular emphasis on energy systems, biomedical devices and instruments, sensors and biosensors, and material sciences. Avogadro's contributions to building new companies include active seed and early-stage funding; active management participation during the start-up phase and beyond; as appropriate, developing a value-added business strategy with long-term investment horizons; and creating an investment syndicate for further rounds of financing. Avogadro operates through three distinct entities: Avogadro Investment Management, LLC; Avogadro Management Services, LLC; and Avogadro Capital, LLC.

Investment Team:

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Leonard R. Pritchard, Advisor
Lou Bianco, Founder and Advisor

VC Axiom Venture Partners

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185 Asylum Street
Hartford, CT 06103
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www.axiomventures.com

Stage: Early, Expansion

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Software & Internet

Axiom Venture Partners provides capital and strategic assistance to rapidly growing high technology companies. With over \$200M in capital under management, the firm seeks to consider investment proposals in two main industry areas. The first is High Technology which includes Communications, Software, Internet Infrastructure and Information Technology. Biotechnology constitutes the second area. Located in Hartford, Axiom invests actively throughout the United States in early or late stage companies. Approximately 15 Axiom portfolio companies have successfully completed IPO's in recent years and a number of others are positioned for IPO's when appropriate market conditions prevail. Axiom is actively investing its third Partnership, Axiom Venture Partners III.

Portfolio companies include: Aironet, Airwide Solutions, Alphion, CenterPost Communications, CiDRA, CipherOptics, LightSurf, Motia, Nufern, Tangoe, WellDog, WiDeFi, YDI Wireless

Investment Team:

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VC AZ Digital Farm

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www.azdigitalfarm.com

Stage: Early

Industry: Communications & Networking, Media & Digital Media, Software & Internet

AZ Digital Farm focuses investments on early stage technology companies in mobile commerce, mobile payment, online education, and digital signage sectors and acquisitions which compliment portfolio investments. In 2010 Robert Alpert formed AZ Digital Farm with Scott Hines and Mike Chadwick to underwrite technology

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start-ups and acquisitions. The firm offers guidance and support and understand the challenges of operating a business. The AZ Digital Farm team has extensive experience in managing public and private enterprises from start-ups to Fortune 100 companies.

Portfolio companies include: Campus Nation Network, Campus Wallet, nGage Labs

Investment Team:

Robert Alpert, Managing Partner

I AzCI (Arizona Center for Innovation)

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www.azinnovation.com

Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare, Media & Digital Media, Software & Internet

AzCI is a technology innovation center and business incubator located at the UA Tech Park that helps entrepreneurs transform their innovative ideas and discoveries into successful ventures through: business planning; customized training and workshops; events; individual mentoring and expertise; partnerships; plug-and-play office space; and access to high-quality equipment and laboratory facilities. In the Mentored Launch program, participants have the opportunity to explore and apply current business ideas relevant to their new project. The startup companies also receive individual coaching from mentors experienced in technology innovation, product development and business management.

Portfolio companies include: Artamus, ColloidalGen, D'Mention Systems, Dataware Ventures, DemeteRx Pharmaceuticals, JobKaster, Legionnaire Credit Solutions, Medipacs, New Bloom Pharmaceuticals, Property Management EZ, RallyUp, Smartrek, Ufree, Universal Bio Mining, ViewSpection, YourLabs

Investment Team:

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TT AzTE (Arizona Technology Enterprises)

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www.azte.com

Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare

Arizona Science and Technology Enterprises, LLC (AzTE) was established in 2003 as an Arizona Limited Liability company with the ASU Foundation as its sole member. Pursuant to agreements with Arizona State University, AzTE operates as the exclusive intellectual property management and technology transfer organization for ASU. AzTE also collaborates with other universities on technology transfer. AzTE has helped a number of promising technologies develop into successful start-up companies, a few of which have been acquired by larger companies. AzTE ranked in the top ten for invention disclosures, licenses and options, and startups formed per \$10 million in research.

Portfolio companies include: 4Blox, Axon Technologies, Biosense, Cantimer, constructNet International, Crawdad Technologies, EndoStim, Fluidic Fuel Cell, Intrinsic Bioprobes, NeuroVista, PetroAlgae, Restorative Biosciences, SynSonix, USuggest

Investment Team:

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VC B7

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www.b7inc.com

Stage: Early, Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

B7 provides market intelligence, assists in the capital raise with both east coast and west coast venture capitalists, recruits and hires talent for local companies and provides business intelligence to companies. The firm seeks to invest in early-stage companies with a focus in technology within the DC metropolitan area.

Portfolio companies include: CloudBolt Software, Optensity, Zoomdata

Investment Team:

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A Bellingham Angel Group

WA

www.bellinghamangels.com

Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Medical Device, Software & Internet, Sports & Entertainment

The Bellingham Angels are a group of accredited investors dedicated to providing equity capital to early and mid-stage entrepreneurial companies with a primary focus on companies based in the Pacific Northwest and a particular emphasis on those companies located in the Whatcom, Skagit and Island Counties of Washington State. Typically, the Bellingham Angels will invest between \$25,000 and \$250,000 to help companies grow to the next stage. To help ensure the success of investments, and the support of the local entrepreneurial environment, Bellingham actively works with entrepreneurs. Participation in Bellingham Angels is restricted

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to accredited investors able to invest a minimum of \$5,000 to \$25,000 in early stage, high-risk opportunities. The group's screening committee reviews all applications and selects two to four companies that meet the investment criteria to present at each meeting. The selected companies will receive a formal invitation to present to the Bellingham Angels members.

Portfolio companies include: Healionics, LiquidPlanner, Meridian, Tatango

Investment Team:

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FI Benaroya Capital

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www.benaroya.com

Stage: Early

Industry: *Communications & Networking, Financial Services, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction, Software & Internet*

Established in 1956, the Benaroya Company initially focused on real estate projects. In 1984, the Benaroyas sold their entire real estate portfolio, and changed their focus to philanthropy and to venture capital investments in promising Northwest enterprises. In 1995, the Benaroya Company reentered the Northwest real estate scene. Benaroya Venture Capital enters into active relationships with the companies funded. In prior years three Benaroya portfolio companies have gone public and over twenty have had private exits. Prior technology investments include: Tegic, Coinstar, Zones, Commquest, Peapod, Open Interface and Capital Stream.

Portfolio companies include: AdmitOne Security, Audiosocket, Avail Media, Avalara, buuteeq, Calico Energy Services, Carena, Concurix, Cozi Group, Delafield Hambrecht, DNA Response, Genoa Healthcare, Pacific Star Communications, Prepared Response, Scout Analytics, SparkBuy, Sunstream, Swype, Zipline Games, Zoomingo

Investment Team:

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VC Berman Venture Capital

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www.bermanvc.com

Stage: Early

Industry: *Consumer Products & Services, Energy & Clean Tech, Information Technology, Real Estate & Construction, Retail & Restaurant, Software & Internet*

Berman Venture Capital is an early stage venture fund looking to partner and invest in new business ideas, innovative products, and creative market solutions. A wholly owned subsidiary of Berman Enterprises LP, Berman Venture Capital leverages three generations of real estate experience, 6.5 million square feet of office and retail space, and entrepreneurial spirit to support its portfolio companies. The firm prefers industry sectors that overlap Berman's real estate expertise, including: Architecture, Engineering, and Construction software and technologies; Internet solutions; Retail and consumer businesses, in particular companies with one or a few performing units; Energy systems; Construction and materials solutions and products; Property management and facilities maintenance solutions; and Clean technology. Berman looks to invest between \$50,000 to \$500,000 in preferred stock or convertible debt, and requires investments from other venture or angel groups. Berman's target companies are valued from \$3 to \$12 million and have at least one customer.

Portfolio companies include: 42Floors, 6th Street Commerce, A Latte Fun Indoor Playground and Cafe, Canvas, Clean Currents, ClearEdge3D, Compstak, Latista, Vedero Software

Investment Team:

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VC BEV Capital

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www.bevcapital.com

Stage: Early

Industry: *Business Services, Consumer Products & Services, Information Technology, Media & Digital Media, Retail & Restaurant, Software & Internet*

BEV Capital is a specialized venture capital fund focused on consumer-oriented businesses. The core of BEV's business is investing in consumer companies. This includes retailers, Internet businesses, consumer products, consumer services, media, and restaurants. BEV also invests in supporting technologies for consumer companies such as marketing software and services, Internet technologies, retail IT, information services, and analytics. BEV initially invests \$1 million to \$5 million in a company and keeps at least that same amount in reserve against future financing needs. Past investments have been as small as \$1 million and as large as \$10 million.

Portfolio companies include: 1800diapers, Additech, Alloy Online, Bendon Publishing International, Big Enough, CarParts Technologies, ClassMates Online, Cool Cuts 4 Kids, Cyberian Outpost, eNR Services, Invoke Solutions, Le Gourmet Chef, LoveSac, MaxPreps, Nature Technologies, Private Quarters, ProfitLogic, Redfin, Retail Solutions, Swoozie's, The FeedRoom, Travel Holdings, Waterfront Media

Investment Team:

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FI Bezos Expeditions

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www.bezosexpeditions.com

Stage: Early, Seed

Industry: *Education & Training, Information Technology, Software & Internet, Sports & Entertainment*

Founded in 2003, Bezos Expeditions manages the personal investments of Jeff Bezos, the Founder, President, CEO, and Chairman of Amazon.com. Bezos

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Expeditions may invest as much as \$14 million as principal investor or in partnership with other investors.

Portfolio companies include: 37signals, Airbnb, Aviary, Blue Origin, ChaCha, Domo, Doxo, General Assembly, General Fusion, GlassyBaby, Juno Therapeutics, Kongregate, Linden Lab, Makerbot, MFG.com, Pelago, Qliance, Remitly, Rethink Robotics, Sapphire Energy, SkyTap, TeachStreet, Twitter, Uber, Workday

Investment Team:

Melinda Lewison, melinda@bezosexpeditions.com

VC Biltmore Ventures

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Phone: 480-510-5550

www.biltmoreventures.com

Stage: Early

Industry: Software & Internet

Biltmore Ventures is a Phoenix-based venture firm chartered to grow the Arizona private capital marketplace. The firm provides capital to local entrepreneurs focusing on high-growth businesses with an integral Internet component. Biltmore has a financial base of \$20 million and invests in early-stage companies, typically making initial investments of around \$1 million and typically up to \$10 million per project. Biltmore prefers to invest in companies specializing in social networking or decentralized distribution. Biltmore announced that Knightsbridge Capital Partners had acquired the general partner interests in 2007 FUND ONE LP.

Portfolio companies include: Adaptive Blue, CopperKey, GolfNow, LifeLock, My Job Chart, Mytrade, vSocial

Investment Team:

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FOF/ VC BioCrossroads

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www.biocrossroads.com

Stage: Early, Seed

Industry: Agriculture & Agricultural Science, Information Technology, Life Sciences & Healthcare, Medical Device

BioCrossroads is a collaborative effort among Indiana's corporate community, research universities, and public sector to grow the state's life sciences sector. BioCrossroads initiative seeks to strengthen Indiana's life science base by encouraging commercialization efforts, expanding access to capital, and supporting new business formation. Among several initiatives, the organization established in 2003 the Indiana Future Fund, a \$73 million fund-of-funds managed by Credit Suisse. In the fund-of-funds structure, investments are made in venture capital funds, which then invest directly into companies. Additionally, BioCrossroads has established the \$6 million, return-driven Indiana Seed Fund, launched in June 2005, and managed by BioCrossroads. The Seed Fund provides working capital in the range of \$50,000-\$500,000 to promising Indiana life sciences companies at the preliminary stages of operation. In December 2009, the \$58 million INext Fund, a venture capital fund of funds, was established with institutional investors Eli Lilly and Company, Indiana State Teachers Retirement Fund, Indiana University, Purdue University, University of Notre Dame and Richard M. Fairbanks Foundation. BioCrossroads organized the fund and Credit Suisse manages it. BioCrossroads formed the Indiana Seed Fund II in early 2012. The Indiana Seed Fund II is an \$8 million early-stage life sciences venture fund focused on identifying, creating and developing the next generation of leading Indiana-based companies. Managed by BioCrossroads, the Fund is a follow-on to Indiana Seed Fund I. The Fund makes investments of up to \$1 million in early-stage biotechnology, pharmaceutical, medical device, diagnostic, ag-biotech and health information technology products and platforms and will continue to focus on forming promising companies around innovative ideas.

Portfolio companies include: AgeneBio, CS-Keys, Endocyte, Fast Diagnostics, FlowCo, ImmuneWorks, SonarMed

Investment Team:

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Stage: Seed

Industry: Life Sciences & Healthcare, Medical Device

BioHealth Innovation, Inc. (BHI) is an innovation intermediary that translates market-relevant research into commercial success by connecting management, funding, and markets. It is a private-public partnership in the form of a 501 (c)(3) nonprofit that connects the Region's innovation assets to provide integrated technical knowledge, financial means and entrepreneurial/managerial expertise to turn promise into prosperity for the region while advancing human health. BHI will accomplish its mission by building an entrepreneurial ecosystem, working directly with federal and academic technology transfer offices, making various types of risk capital readily available to promising biohealth startups, strengthening and connecting the local supply of industry talent, developing a regional brand and reputation, and advocating for improved business and regulatory conditions in the industry. BHI's Entrepreneur-in-Residence (EIR) program is designed to be an active partner with research institutions to source, fund, and grow high-potential, early-stage products through project-focused companies. The entrepreneurs in the program support the formation of new companies based upon innovative discoveries in the areas of drugs, vaccines, therapeutics, diagnostics, and medical devices from the intramural research programs at the NIH and Food and Drug Administration (FDA), as well as from universities and businesses.

Investment Team:

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VC BIP Opportunities Fund

Piedmont Center

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

3575 Piedmont Road, Building 15, Suite 730
Atlanta, GA 30305
Phone: 404-495-5230
www.bipfund.com

Stage: Early, Expansion, Growth

Industry: Business Services, Financial Services, Information Technology, Life Sciences & Healthcare, Software & Internet

BIP Opportunities Fund, LP is an Atlanta-based investment firm focused on providing capital and operational support to emerging, high-growth companies. We seek to invest between \$2 million to \$5 million in companies with revenues up to \$10 million and may take a minority or majority position, depending on the situation. The firm seeks companies with a Differentiated product or service; High gross margin percentage contribution / low CAPEX requirements; Attractive long term free cash flow margin potential; and Revenues up to \$10 million / EBITDA up to \$2.0 million. Industry preferences are: Technology, SaaS (Software as a Service); Business Services; Franchising; Healthcare; and Specialty Finance.

Investment Team:

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601 Union Street
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Phone: 206-613-6700
www.blackrock.com

Stage: Early, Expansion, Growth, Middle Market

Industry: Business Services, Energy & Clean Tech, Financial Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction

Founded in 1999, BlackRock Private Equity Partners specializes in managing diversified private equity portfolios inclusive of primary, secondary and direct co-investments. BlackRock PEP's investment process is designed to identify successful private equity funds and direct co-investment opportunities through an assorted range of industries, geographies and investment strategies. Currently, BlackRock PEP's infrastructure and investment highlights include: a dedicated team of 54 professionals including 21 investment professionals; Locations in New York; Princeton, New Jersey; Durham, North Carolina; and London; Investment commitments in venture capital, growth capital, leveraged buyout, mezzanine financing and distressed private equity transactions and funds; and Assets under management of \$6.4 billion as of November 1, 2010.

Portfolio companies include: LS9, N/A., OptiMedica, Pelamis Wave Power, Progreso Financiero, SkyGrid

Investment Team:

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PE Blackstreet Capital Management

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Education & Training, Life Sciences & Healthcare, Medical Device, Retail & Restaurant, Transportation & Distribution

Blackstreet Capital is a Chevy Chase, MD based private equity firm with approximately \$200 million under management. Blackstreet focuses on control buyouts of under-performing corporate orphans with \$25-\$150 million of revenue, primarily located in the eastern half of the United States. To date, Blackstreet has invested in 30 companies with combined sales in excess of \$1.5 billion and over 8,000 employees. Blackstreet focuses on companies located primarily in the Mid-Atlantic, Southeastern and Midwestern United States in the industries of Niche Manufacturing, Value Added Distribution, Specialty Retail, Education and Training, Healthcare Services and Devices, Restaurants, Consumer and Industrial Products, and Business Services. The firm makes initial equity investment up to \$15 million (larger investments accomplished through co-investment of limited partners), in companies with total enterprise value up to \$75 million.

Portfolio companies include: ACCC, ACCC Acquisition, Alpha, American Combustion, Christopher Radko, Flow Dry Technology, FTCA, J&P, Pasta, Picture People, Rauch Industries, Scrubs AC, Swift Spinning, Swisher, Territory Ahead, WCR

Investment Team:

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

VC BLH Venture Partners

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Phone: 404-941-8780
<http://blhventures.com>

Stage: Early

Industry: Information Technology, Media & Digital Media, Software & Internet

BLH Venture Partners is an early-stage investment firm focused on funding innovation. The firm looks for capital-efficient companies within the technology-enabled services, enterprise IT, consumer internet and e-commerce markets. BLH does not maintain geographic limitations for investments.

Portfolio companies include: Acumen Brands, BetterCloud, Digital Assent, Half off Depot, KidsLink, KontrolFreek, SalesFUSION, SaveUp, Social Fortress, TripLingo, Vertical Acuity, Vocalocity

Investment Team:

Ashish H. Mistry
Billy L. Harbert

PE Blue Point Capital Partners

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www.bluepointcapital.com

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution

Founded in 2000, Blue Point manages over \$800 million in committed capital across two institutional funds. The firm seeks to invest \$10 million to \$50 million of equity capital in middle market companies. Blue Point targets companies with a revenue range of \$20 million to \$200 million that generate earnings before interest and taxes greater than \$5 million. Blue Point focuses on making control investments in situations that arise from: Management-led buyouts of private companies or divisions of larger companies; Recapitalizations of closely held or family-owned companies that provide liquidity to the sellers while allowing for continuing ownership; and Companies that need significant capital to fund internal growth or grow through completing add-on acquisitions. Blue Point has made investments throughout the United States, Canada, and Europe in the manufacturing, business services, and value-added distribution domains. The firm has additional U.S. offices in Charlotte, NC and Seattle.

Portfolio companies include: Alco Manufacturing, Apex Companies, AWP, Callison Architecture, Floral Plant Growers, Haya Retail, JTM Foods, Legend Brands, LineStar Services, MarketPoint Direct, Quality Synthetic Rubber Company, Selmet, The Cook and Boardman Group, The Lion Brewery, WDC Exploration & Wells

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VD Boone Opportunity Lenders

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www.BooneLenders.com

Stage: Early

Industry: Information Technology, Software & Internet

Boone Opportunity Lenders is an opportunistic, cash flow lender to high-growth public and private companies in need of time-sensitive capital. Founded in 2007 and managed by Randall P. Stern (who previously co-founded and managed a special opportunity fund with a similar strategy), Boone is backed by institutional investors and brings a hybrid approach to early-stage financing. Boone does not finance start-ups or companies which are not yet profitable. Boone Lenders is a resource for software and technology-based solution providers, as well as service-related businesses in need of growth capital that may be non-bankable because of billing practices, limited historical profitability, or simply overstretched ABL formulas. Boone targets companies with EBITDAs of less than \$7 million and located in North America. The firm invests \$1-\$10 million in a variety of industries, but does not invest in start-ups or real estate. The firm concentrates on lower/middle-market companies (\$2MM < EBITDA < \$10MM).

Investment Team:

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VC Boulder Ventures

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www.boulderventures.com

Stage: *Early, Growth, Seed*

Industry: *Communications & Networking, Information Technology, Life Sciences & Healthcare, Software & Internet, Storage & Hardware*

Formed in 1995, Boulder Ventures, Ltd. invests in start-up, early-stage and emerging-growth companies via five venture capital limited partnerships totaling over \$300 million. Boulder invests in early stage information technology and life science companies in Colorado and the Mid-Atlantic region, targeting companies in software, networking, data storage, drug discovery and tools, and technology enabled services. Boulder has office locations in the Mid-Atlantic and Colorado.

Portfolio companies include: Arca Biopharma, Array BioPharma, Barofold, Biopix, Broadhop, Cadre Technologies, CenterStone Technologies, Clarabridge, Cogent Communications, Compatible Systems, Datavail, Dharmacon, Entelos, Entevo, Era, Everest Software, Exactis.com, Federated Media Publishing, Finali, Genomica, iLumin Software, Intellinote, kSaria, LeftHand Networks, Lijit Networks, LineRate Systems, Market Force Information, Metron Aviation, Millennium Pharmacy Systems, miRagen, miRagen Therapeutics, Prostor Systems, Rally Software, SafeRent, TidalTV, Videology, Wall Street on Demand, Xifin, Zenoss

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PE Brandon Capital Group

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www.brandoncapital.com

Stage: *Middle Market*

Industry: *Business Services, Manufacturing & Industrial*

Brandon Capital Group seeks to invest in smaller, middle-market businesses in the Northeastern U.S. that have a defensible market position and opportunity for growth, either internally or through acquisition. Brandon Capital considers manufacturing, service or distribution businesses in most industries. Generally, the firm will not pursue retailers or companies in the biotech, construction or construction-related, real estate, or insurance and banking industries. Ideal companies should have EBITDA ranging from \$1,000,000 to \$3,000,000.

Investment Team:

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www.brightonpartnersllc.com

Stage: *Middle Market*

Industry: *Manufacturing & Industrial, Transportation & Distribution*

Brighton Partners is a private equity investment firm focused on smaller, middle-market companies with substantial potential for sales and earnings growth. The two founding principals, Daniel G. Broos and G. Kinsey Roper III, in partnership with Galbreath & Company, seek to acquire significant ownership positions in closely held companies. The firm's primary investment focus is on profitable companies with revenues of \$10 million to \$50 million (and less than \$5 million of EBITDA), including traditional acquisitions, management buyouts, and equity recapitalizations. Typical equity investments range up to \$5 million in transactions ranging in total size from \$5 million to \$25 million, only in the Southeast or Midwestern United States.

Portfolio companies include: Century Fire Protection, Lawn Dawg, Premier Performance

Investment Team:

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www.broadhaven.com

Stage: *Early, Expansion, Growth, Middle Market*

Industry: *Financial Services, Information Technology*

Broadhaven Capital Partners is an independent investment bank and growth equity investor serving the financial technology sector. The firm operates as a traditional merchant bank, where strategic and financial advisory services are offered alongside of its investment capital. With over \$100 million in capital dedicated to growth equity opportunities, Broadhaven seeks to forge long-term partnerships with exceptional companies and management teams in the financial technology sector.

Targeted investments are in businesses that are cash flow positive or with a clear path to profitability and who possess proven management teams. Broadhaven seeks to invest between \$5 and \$15 million with the ability to invest greater amounts through co-investments by its limited partners. The firm will also evaluate investments in early stage companies and buyout opportunities on a case-by-case basis.

Portfolio companies include: Binary Event Network, Mantara, UNX

Investment Team:

Daniel Milligan, Principal

Esther Tian, Vice President

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Gerard von Dohlen, Partner and Co-Founder
Greg Phillips, Partner and Co-Founder
James T. Denton, Partner
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MB Broadmark Capital

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Stage: Early

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare

Broadmark Capital is an established, boutique merchant bank that provides financing and management services, and direct investment to help emerging companies grow and create shareholder value. For 20 years, Broadmark has raised capital, invested and advised on transactions with an aggregate value of well over \$1 billion. Broadmark invests in a broad array of industries, including technology, life science, broadcasting, and travel.

Portfolio companies include: Bennett Environmental, Celanese, Cozi, hipcricket, Immune Control, MediQuest Therapeutics, MGT, Omeros, Sound Pharmaceuticals, SRS Medical, Vista Note Holdings, X Shares Advisors, Zixi

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MB Brockson Capital Partners

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www.brockson.com

Stage: Expansion, Growth, Middle Market

Industry: Business Services, Communications & Networking, Defense & Homeland Security, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Semiconductor, Transportation & Distribution

Brockson Capital Partners is dedicated to providing financial, investment and merchant banking services to middle market companies located in the Southwest region of the United States. Through BCP's private equity and participation funds, i.e. Brockson Fund III, and Brockson Capital Management respectively, and upon successful due diligence and continued interest, BCP will employ funds to invest in businesses. The firm targets companies in the industries of Manufacturing, Technology, Water, Information Technology, Communications, Defense-related Products, Optics, Life Sciences, Semiconductor, Distribution and Business Services in the \$10 - \$250 million annual revenue range. BCP generally makes investments between \$3 million to \$130 million on growth or later stage investments, defined as revenue generating companies with positive EBITDA. However, growth-stage financings will be considered with those companies that demonstrate quantifiable growth, such as contractual orders/backlog, significant and consistent revenue growth, market acceptance, etc.

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www.brookshoughton.com

Stage: Middle Market

Industry: Financial Services, Information Technology, Life Sciences & Healthcare

Formed in 1989, BHC is a merchant banking firm dedicated to providing corporate finance advisory services and direct investment to middle-market private and public companies, and emerging-growth companies. BHC targets its corporate finance services to middle-market privately owned to mid-sized public corporations with sales ranging from \$10 million to \$300 million seeking: senior debt ranging from \$15 million to \$100 million; needing subordinated debt or equity capital ranging from \$5 million to \$50 million; or desiring merger and acquisition advice in regard to transactions involving a purchase price in excess of \$10 million. The firm invests across many industries, but has a focus on technology and life sciences. BHC Interim Funding provides \$5 to \$25 million of interim and bridge capital to middle-market companies for acquisitions, recapitalizations, growth and time-sensitive fundings. The BHC Winton Fund, through its wholly owned subsidiary which is a member of Lloyd's of London, has been established to provide risk capital to selected underwriting syndicates operating in the Lloyd's insurance market.

Portfolio companies include: AND International Publishers, Chenango Valley Pet Foods, Chicago Miniature Lighting, CIG International, Competitive Technology, Deepwater Corrosion Services, Financial Structures Limited, FM Facility Maintenance, Hennessey Capital Solutions, MD Helicopters, Orion Seafood International, Revstone Aero, The Hay-Adams Hotel, York Telecom

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PE Brookside Equity Partners

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www.brooksidegrp.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial, Media & Digital Media

Established in 1977, Brookside Equity Partners makes controlling private equity investments in middle-market companies. Brookside Equity Partners is not a fund. The firm invests its own capital and Brookside's investment horizons are determined by the needs of the businesses in which it invests, rather than predetermined by outside limited partners. In addition to directly sponsoring leveraged buyouts, Brookside Equity Partners will also invest with other investment firms in both majority and minority positions. Brookside makes control equity investments in companies with revenue of at least \$15 million and EBITDA of at least \$3 million (up to \$25 million). Brookside does not have a specific industry focus, but generally invests in manufacturing, business services, media and consumer businesses. Brookside has experience in a broad range of industries including, but not limited to: Plastics, Food, Specialty building products, Publishing, Specialty chemicals, and Specialty manufacturing. The firm typically avoids private equity investments in early stage businesses, turn around situations, and high technology businesses. While Brookside has experience investing in Europe and Asia, the firm currently focuses on businesses headquartered in North America.

Portfolio companies include: American Furniture Manufacturing, Ampex, Compression Polymers Group, Dimex, Geneva Ingredients, MainStreet Media Group, McKenzie Sports Products, P&M Color Workshop, Precix, Seal Industries, Ultra Aluminum Manufacturing, Wicks Broadcast Properties

Investment Team:

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial, Retail & Restaurant

Founded in 1984, Brynwood Partners is a private equity firm that makes control investments in lower middle market companies over a long-term horizon. With over \$500 million of assets under management, Brynwood Partners is actively seeking new investments for its latest fund, Brynwood Partners VI L.P., with \$305 million of committed capital. The firm acquires companies with enterprise values between \$25 and \$125 million. While the fund will consider investments in a diverse range of industries, Brynwood's primary focus is on consumer products, light manufacturing in low capital intensive industries, service businesses and specialty retail companies. Brynwood targets companies that are underperforming and/or undervalued, failed leveraged buy-outs or companies that are under-financed and in need of an equity infusion.

Portfolio companies include: Back to Nature Foods Company, Balance Bar, Best Friends Pet Care, DeMet's Candy Company, G&T Conveyor Company, High Ridge Brands, IJS Global, Newhall Holdings, Pearson Candy, S. Walter Packaging, Sun Country Foods

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PE/ VC Buckhead Investment Partners

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Stage: Early

Industry: Information Technology, Software & Internet

Buckhead Investment Partners describes itself as a "Wealth Creation Engine, propelled by a blend of science-based investment methodologies." From wealth management to tax planning to private equities, the firm designs strategies to suit client goals.

Portfolio companies include: 2080 Media/ PlayOn! Sports

Investment Team:

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Eric Cramer, Chief Investment Officer
Mark Buffington, Managing Partner
Randy Carroll, Chairman

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Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare

The bwtech@UMBC Research and Technology Park began in 1989 as two trailers on the campus of the University of Maryland, Baltimore County (UMBC) and is now a 71 acre community engaged in research, entrepreneurship, and economic development. The Park provides Incubator and Accelerator programs to support early stage technology and bioscience companies. Incubator programs include the Life-science and Technology Incubator, the Cyber Incubator, Cync Program, and the Clean Energy Incubator. The Life-science and Technology Incubator offers high-potential, early-stage companies space, business advisory services, and access to the resources and capital that enable companies to commercialize their technologies and succeed in the marketplace. The Cyber Incubator@bwtech is a unique, innovative business incubation program that delivers business and technical support to early stage companies providing cybersecurity-related products and services. The Clean Energy Incubator is a joint venture with the Maryland Clean Energy Center and provides 18,000 square feet of office and wet lab space. The Northrop Grumman Cync Program is a unique partnership between Northrop Grumman and the Advantage Incubator@bwtech, with an eye towards commercializing technology to protect the nation from a growing range of cyber threats.

Portfolio companies include: AmbIOcore, Amethyst Technologies, Biomedica Management, EncephRx, Kydes Pharmaceuticals, Noxilizer, Pearl Lifescience Partners, ProSpect Pharma, PsychNostics, Quantum Medical Metrics, Spry Enterprises, Synaptic Research

Investment Team:

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PE C3 Capital Partners

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www.c3cap.com

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Manufacturing & Industrial

C3 Capital is a fund management company based in Kansas City, with satellite offices in Phoenix and Dallas. C3 currently manages three funds (C3 Capital Partners, L.P., C3 Capital Partners II, L.P. and C3 Capital Partners III, L.P.), with approximately \$430 million in assets that provide capital for businesses to finance later stage growth, strategic acquisitions, ownership transitions, and recapitalizations. C3 was founded in 1994 and has invested \$318 million in 63 small businesses. The funds make \$2 million to \$10 million investments in the form of subordinated debt or preferred equity, and are licensed as Small Business Investment Companies. C3 provides the layer of a company's capital structure between senior debt and common equity, often referred to as 'mezzanine' capital. C3 invests in established businesses with history of profitability and will not invest in early stage businesses or in turnarounds. The firm targets companies with earnings before interest and taxes of at least \$1.5 million in industries that include chemicals, plastics, energy, business services, distribution, and high value-added manufacturing. C3 will not invest in real estate, oil and gas exploration, financial institutions, or businesses involving a significant bet on the evolution of specific technologies or with a high risk of technological obsolescence. The firm's geographic focus is on the Midwest and South, but will consider investments nationally.

Portfolio companies include: American Apparel, Control Cam, Epolin, Equivalent Data, ETCC, Findett, Franchise Concepts, Hobbs Rental, KDA Holdings, Laclede Chain Manufacturing, Lakeview Health Systems, Lynn Roberts International, Marpac, Maverick Technologies, Metpar, PennHurst Group, Regal Kitchens, Reynolds Polymer Technologies, SantoLubes, Sothern California Waste Water, Sparhawk Laboratories, SuccessEd, Sweet Additions, The Great Frame Up, Traeger Pellet Grills, Tranter Radiator Products, Warne Scope Mounts, Wise Connect, Wiza Industries, Wolf Pack Energy Services

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Stage: *Early, Expansion, Middle Market*

Industry: *Energy & Clean Tech*

Founded in the early 1980s, Cadent Energy Partners is a private equity firm focused on energy opportunities. The firm is currently investing out of its \$223.9 million Cadent Energy Partners I, L.P., according to a regulatory filing. Cadent invests in small to medium-sized companies in the energy industry primarily throughout North America, with a second office in Houston, TX. Cadent provides expansion capital to firms that want to accelerate growth and build exceptional shareholder value in partnership with an experienced energy investor. Over the course of their careers, the Cadent principals have invested over \$890 million in privately negotiated equity or equity-like transactions across a broad range of energy sub-sectors. Cadent generally commits between \$25 million and \$50 million per investment, or more in syndication with investment partners. The companies Cadent typically invests in have a successful financial history, with annual revenues ranging from \$10 million to \$100 million and positive EBITDA. Occasionally, Cadent sponsors a proven management team in a de novo company. Cadent provides capital to fund development of new product lines, acquisitions, geographical expansion, and/or to provide partial liquidity to existing shareholders.

Portfolio companies include: Ardent Holdings, Argos Utilities, Array Holdings, Cactus Wellhead, Composite Energy Services, Logan International, NuCore Energy, Pipeline Supply & Service, PolyFlow Holdings, Probe Holdings, Sherwood Energy, SustainX, Torqued-Up Holdings, Vedco Holdings, Vermillion Resources, WestFire Energy

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Stage: *Early*

Industry: *Agriculture & Agricultural Science, Education & Training, Energy & Clean Tech, Life Sciences & Healthcare, Real Estate & Construction*

The Calvert Balanced and Equity portfolios, along with the Calvert International Equity Fund, Calvert International Opportunities Fund, Calvert Capital Accumulation Fund, Calvert Large Cap Growth Fund, Calvert Large Cap Value Fund, Calvert Social Index Fund, Calvert Global Alternative Energy Fund, and Calvert Global Water Fund, may choose to allocate a small portion of the assets for early, direct investments in companies run by visionary entrepreneurs who have identified profitable ways of addressing society's needs. The Calvert Special Equities Program invests in higher-risk, socially and environmentally responsible enterprises. These companies provide market-based solutions to some of the more difficult social, environmental, and health problems facing society today. We hope these long-term venture capital investments will generate a greater return not only for our investors but for future generations as well. Since 1992, Calvert has invested in many young enterprises through this unique venture capital program. The Special Equities' portfolio holdings are subject to change at any time based on the decisions of portfolio management.

Portfolio companies include: PresenceLearning

Investment Team:

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Stage: *Middle Market*

Industry: *Business Services, Manufacturing & Industrial*

Calvert Street Capital Partners, Inc. (CSCP) was founded in 1995 by Josh Hall, Brian Mahoney and Legg Mason, Inc., and was formerly known as Legg Mason Merchant Banking, Inc. The firm manages \$500,000,000 of private investment funds dedicated to serving the capital needs of lower middle market manufacturing and service companies. The firm does not invest in early stage companies, real estate, highly regulated businesses or companies with rapidly changing technology. The firm currently manages four funds: CSCP I, CSCP II, CSCP III, and Legg Mason Mezzanine Fund L.P., (LMMF). CSCP makes stand-alone 'Platform' company acquisitions of businesses with annual sales between \$20 million and \$100 million, and with annual operating profits between \$5 million and \$10 million. CSCP invests in companies with a minimum of \$5 million of EBITDA. CSCP's investments range from \$10 million to \$40 million per transaction, and the firm invests in companies located throughout the U.S. and Canada. Since inception, the firm has acquired more than 40 companies in a wide variety of industries.

Portfolio companies include: Atlantic Aviation, Group LMT, Inspection Oilfield Services, International Oilfield Services, Langiappe Health, Main Tape, Main Tape Company, Six Red Marbles, Specialty Professional Products, Universal Wilde

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Stage: Early

Industry: Business Services, Manufacturing & Industrial, Retail & Restaurant

Cambridge Capital Management Corp. is a closely held, private company specializing in the management of non-traditional sources of capital. The funds managed by Cambridge have provided over \$507 million to more than 1,194 companies. These companies include a variety of companies in the manufacturing, service and retail sectors. In addition to the funds currently under management, Cambridge was instrumental in starting similar funds in West Virginia and in the Cleveland, Ohio market. Among several initiatives, the firm manages Cambridge Ventures, a small business investment company that provides \$100,000 - \$1,000,000 to promising firms within 200 miles of Indianapolis. The funds may be used to subordinate debt and/or equity. Since its inception in 1991, Cambridge Ventures has provided \$22.2 million to 44 firms. Another initiative, Lynx Capital Corp., will provide growth capital to minority owned businesses in Indiana. For projects outside of central Indiana, there must also be another participating lender. The minimum project size is \$75,000 and the borrowing company should have at least five employees and three years of operating history. Cambridge Capital also has managed the Indiana Statewide CDC since the program's inception in 1983. Since that time, over \$2 billion in projects have been approved (ISDC provided over \$415 million), allowing more than 955 companies to expand. More than 26,000 jobs have been created or saved through ISDC financing.

Portfolio companies include: Fusion Gymnastics, TomKen Plastic Technologies

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Stage: Middle Market

Industry: Business Services, Education & Training, Life Sciences & Healthcare

Camden Partners is a Baltimore-based private equity firm providing growth capital to lower-middle market companies in our targeted sectors of education, healthcare, and business services. Since its founding in 1995, Camden has raised four funds that have deployed growth capital to over 60 companies, generating 9 IPOs and 16 sales to strategic and financial buyers. The firm maintains a narrow focus on the lower-middle market, which it defines as companies with enterprise values between \$25 million and \$250 million. The firm generally invests in profitable companies with \$10 million to \$100 million in revenue and up to \$10 million in EBITDA. Through Camden Private Capital, the firm also engages in Fund of Funds investing.

Portfolio companies include: American Public Education, AtriCure, BioMedical Enterprises, Bluefin Payment Systems, Calvert Education Services, CIBT School of Business & Technology, Essence Group Health, HemCon Medical Technologies, IncentOne, Infocrossing, Ingo Money, IPG, LipoScience, Lombard Medical, Medivance, MinSec Holdings, National American University Holdings, New Horizons Worldwide, PatientSafe, Planet Payment, Prolexic Technologies, Questar Assessment, Ranir, Santa Rosa Consulting, WageWorks, Winery Exchange

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Stage: Early, Expansion, Growth, Seed

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Medical Device

Founded in 1987, Canaan Partners has a team of investment professionals with extensive technology, infrastructure, communications and life sciences experience. Canaan currently manages roughly \$3.4 billion in investment capital across nine funds, and has invested in more than 250 companies. The firm maintains East Coast offices in Westport, CT, as well as offices in Israel and India. Canaan's investment capabilities range from \$1.0 million to \$20 million, and it is willing to invest in any stage of development from early through expansion stage. In the technology sector, the firm's focus is investments in digital media, communications and mobility, enterprise, and clean tech. In the healthcare sector, the firm looks for investments in biopharmaceuticals, medical devices and diagnostics. In January 2012, Canaan announced the closing of its \$600 million Canaan IX fund.

Portfolio companies include: Acme Packet, Adlyfe, adverCar, Altheos, Artspace.com, Arvinas, Associated Content, Axial Exchange, BiddingForGood, Blip, Blurb, Borro, Calibra Medical, Calixa, CallMyName, Cardlytics, Chakpak Media, Civitas Therapeutics, CytomX Therapeutics, Diffusion, e4e, Ebates, Elevation Pharmaceuticals, Equitas Micro Finance India Private, Everdream, FatWallet, FitLinxx, Gemvara, GenVec, GroundWork, Instacart, JobDirect, JOOR, Kabam, Kinecta, Labrys Biologics, Latitude, Lending Club, LiveU, Loylty Rewardz, Mariner Health, Marinus Pharmaceuticals, Match.com, mCarbon, Minimally Invasive Devices, Mino Wireless, Mobilitec, Motionbox, N-trig, Naaptol, NeedFeed, Novare Surgical Systems, Novira Therapeutics, Pavad Medical, Peer39, Qbiquity, ReVision Optics, Rocketrip, Sample6, ShopKeep POS, SilverRail Technologies, Skybox Imaging, SOASTA, Switchfly, Theraclone Sciences, Tremor Video, UrbanSitter, Vivox, WibiData, Xirus, Zoosk

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Education & Training, Energy & Clean Tech, Life Sciences & Healthcare, Manufacturing & Industrial

Capital Partners is a private equity investment firm, founded in 1982, that invests in and develops mid-sized, private, North American based companies with EBITDA of \$4 to \$25 million. Since its inception, the firm has invested in more than 60 companies, with an average investment term greater than six years. Capital Partners invests in and partners with highly committed management teams of successful, profitable companies in a broad spectrum of industries, including: food processing, consumer products, basic manufacturing, value-added distribution, out-sourced business services, healthcare services, for-profit education, crafts and hobbies, water infrastructure, and a number of other niche product and service areas. The firm targets private companies with revenues between \$20 million and \$250 million. Typically, Capital Partners will purchase a majority interest with management and, if desired, with other sellers maintaining a position. In 2008, the firm raised its third committed private equity fund, Capital Partners Private Equity Income Fund LP.

Portfolio companies include: American Leather, AMES, Dayton Parts, Derby Fabricating, Fintube, Harbor Linen, HTI, Lone Star Beef, Roll-Rite, Stoller, T-Y Group, Twitchell, Weaver Leather

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Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device, Retail & Restaurant*

CapitalSouth Partners was founded in 1998 to provide private equity capital and mezzanine capital to middle-market companies. Since its inception, CapitalSouth has closed over 80 transactions. With over \$700 million under management through multiple committed funds, CapitalSouth actively seeks to invest in lower middle-market companies located primarily in the South, but also throughout the U.S. CapitalSouth looks to invest between \$5 and \$25 million in companies that have historical earnings of at least \$2 million with positive revenue growth. The Fund does not invest in start-ups, high-risk situations, turnarounds or businesses located outside the United States. Mezzanine investments of up to \$40 million can be arranged through syndication, where CapitalSouth Partners will serve as the lead investor. The firm is headquartered in Charlotte and operates full-service offices in Raleigh, Dallas, Texas, Louisville, Kentucky, and Orlando, Florida.

Portfolio companies include: Advanced Composite Materials, Advanced Physical Therapy, Aerial Access Equipment, American Exteriors, Boot Barn, Caregiver Services, Corporate Visions, FURminator, Highwinds Software, Incentive Concepts, Intellitec, Interliltec Products, ISO Poly Films, Living Earth Technology, Market E's, Medical Modalities, Naples Lumber & Supply Co., Navis TubeTex, Newmar, Peak-10, Pickaway Plains Ambulance, Print Direction, Regal Kitchens, Southern Parts and Engineering, Southern Pump and Tank Co., Spartan Foods, Sparus, STX Healthcare Management Services, The Penray Companies, V12 Group, Venture Aircraft

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Stage: *Early, Middle Market*

Industry: *Consumer Products & Services, Financial Services, Information Technology*

Capricorn Holdings, Inc., is the private investment vehicle for Herbert S. Winokur, Jr. The first fund, Capricorn Investors, L.P., was formed in 1987 to invest in, or acquire, companies for long-term capital appreciation through financial and operation restructuring and/or industry consolidation. Currently, the firm is investing its fourth fund, Capricorn IV, LLC, and seeking to invest as lead or co-lead investor in transactions valued at \$50 to \$500 million. Investments at cost have ranged from \$3 million to \$35 million. Capricorn has invested in portfolio companies whose annual revenue exceeded \$3 billion. In addition to its control investments in middle-market companies, Capricorn Holdings also has taken investment positions in early-stage growth companies with significant potential to expand, either through use of new technology or growth in new markets.

Portfolio companies include: ACADEMI, American Premier Holdings, Americana Foods, Carbon Motors, CCC Information Services, CDG Environmental, Celerant Capital, DynCorp, Flare Investors, iMapData, MPX/Dynatech Holdings, Mrs. Fields Famous Brands, Nano-Terra, NATCO, NHP, On Demand Books, Process Technology Holdings, The WMF Group, Vinson Resolution Management, Whitestone Acquisition

Investment Team:

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Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Manufacturing & Industrial, Medical Device, Retail & Restaurant, Transportation & Distribution*

Cardinal Equity Partners is a privately owned partnership that seeks to acquire lower-and middle-market businesses located in the central portion of the United States. The firm's desire is to acquire controlling interests in solid, positive cash-flow businesses that need additional resources or expertise to reach their potential. John Ackerman and Jim Smeltzer, along with John's father James Ackerman, founded Cardinal Ventures in 1993 with the proceeds from the sale of a cable television business established in the early 1970's. Cardinal Equity Partners seeks to invest \$2 million to \$7 million of equity capital in businesses with most or all of the following characteristics: headquartered within the Midwest; niche manufacturing, distribution, or service businesses; associated with products and/or services that are unlikely to be displaced by rapidly changing technology; annual sales between \$5 and \$50 million; and earning \$1 million to \$5 Million in EBITDA.

Portfolio companies include: Angie's List, Aqua Systems, Contour Industries, ESSCO, FURminator, Guardian Pharmacy, Motion Tech Automation, Oak Security Group, Prairie View Golf Club, Williams Sound

Investment Team:

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Stage: Early, Seed

Industry: Life Sciences & Healthcare, Software & Internet

Founded in 1995, Cascade Investment LLC is a private investment and holding company controlled by Bill Gates and managed by Michael Larson. Cascade is the successor company to Dominion Income Management, the former investment vehicle for Gates' holdings, which was managed by Gates' longtime friend Andy Evans. The firm invests in the public equity, fixed income, and alternative markets of the United States. Cascade also makes venture capital investments.

Portfolio companies include: AutoNation, Berkshire Hathaway, Carpetright, Cox Communications, Ecolab, Four Seasons Hotels and Resorts, ICOS, Newport News Shipbuilding, OANDA Corporation, Otter Tail Power, Pan American Silver, Sapphire Energy, Schrodinger

Investment Team:

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Stage: Early, Expansion, Growth, Middle Market

Industry: Life Sciences & Healthcare, Medical Device

Cato BioVentures is the venture capital affiliate of Cato Research Ltd., a global contract research and development organization (CRO). For over 20 years, Cato BioVentures and Cato Research have partnered with entrepreneurs, academic institutions, and a broad base of biotech and pharmaceutical companies to advance a robust portfolio of successful product development programs. The firm focuses on early to mid-stage investment opportunities in private companies and undervalued public companies. Through strategic CRO service agreements with Cato Research, the firm has invested its 'CRO Service Capital' in innovative therapeutics, medical devices and stem cell technologies that improve Pharma's Research and Development productivity. Cato focuses on high value life science investment opportunities at all stages of development and across multiple therapeutic and technical areas. The firm is uniquely interested in product development opportunities in undervalued public companies that have gone off track or fallen out of favor with the investment community for technical reasons.

Portfolio companies include: Abeome, Advanced Pain Remedies, Alseres, BioMarck, Biothera, Cancer Advances, Catena, Compellis, CordexPharma, Cumberland Pharmaceuticals, Cytos, Echo Therapeutics, Emmaus Medical, EntreMed, etrials, FR, Hemodynamic, IMV, InnerOptic, Mithridion, Neuren Pharmaceuticals, SanoGene, Senesco, VistaGen

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Media & Digital Media, Retail & Restaurant

Founded 1989, Catterton Partners is a leading private equity firm with an exclusive focus on providing equity capital to growing middle market consumer companies in North America. The firm provides capital to companies to support acquisitions, management buyouts, recapitalizations, and turnarounds, as well as investment capital to support a company's continued growth and development. Catterton Partners considers investments across a number of targeted industry 'verticals' within the consumer industry: Food and Beverage, Retail and Restaurants, Consumer Products and Services, and Media and Marketing Services. Catterton Partners' sixth fund has over \$2.5 billion of equity capital under active management. Catterton Partners recently closed its seventh buyout fund, Catterton Partners VII, L.P., as well as its second growth fund, Catterton Growth Partners II, L.P. With the closing of these two funds, which include a combined \$2.1 billion of Limited and General Partner commitments, Catterton now has over \$4.0 billion under active management focused on growing well-positioned consumer companies. The firm has completed over 60 investments since its founding.

Portfolio companies include: Alasko, Aquasana, Baccarat, Bloomin' Brands, Breyers Yogurt, Bruxie, Cheddars, ClearChoice Holdings, CorePower, Cover FX, Edible Arrangements, ePrize, Farley's & Sathers, Fixtures Living, Healthy Advise Networks, Little MissMatched, Mendocino Farms, Mid-Atlantic Convenience Stores, Naya Waters, Noodles & Company, O.N.E., Outback Steakhouse, PatientPoint, PetVet Care Centers, PIADA, Restoration Hardware, Sweet Leaf Tea, TechTurn, The Nest Collective, Van's Foods, YoCrunch, Zeno

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Stage: Early

Industry: Communications & Networking, Information Technology, Media & Digital Media

Cava targets Go-to-Market stage investments (Series A and B) in next generation marketing solutions companies primarily in the Metro New York region. The firm focuses on companies at the intersection of Media, Mobile and Data Transformation. The firm likes to get involved early but is not a seed investor. The firm targets companies with clear, multi-dimensional revenue streams creating paths to sustainable profitability within 2 to 3 years. Cava typically invests up to \$3 million in the first round and reserves appropriately for follow-on investments. Total capital investment over the life of the business should be less than \$20 million.

Portfolio companies include: etouches, LocalResponse, Precision Health Media, Zadspace

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Energy & Clean Tech, Financial Services, Manufacturing & Industrial, Media & Digital Media

Cave Creek Capital Management invests in private enterprises in select industries. Cave Creek Capital Management invests in both mezzanine debt and equity, as either minority or majority partner. The firm seeks investments in companies with annual sales of \$10 million to \$100 million and an EBITDA of \$3 million. Ideal candidates are experiencing one or more of the following: (i) rapid growth, (ii) shifting competitive environments, (iii) owner liquidity needs or (iv) lending constraints. Cave Creek Capital Management's investments range from \$2 to \$10 million per transaction and substantially larger transactions may be funded in partnership with affiliated funds.

Portfolio companies include: Aerway Communications, Arcadia Financial, BasTech, Casella Waste Management, Catalina Lighting, Conroute, Eldorado Bancshares, Entercom Communications, GO Communications, Hickory Farms, HQ Office Solutions, InfoHighway, Integro, MariTEL, OneCoast Networks, Paula Financial, PECO Pallet, Peter Piper Pizza, PowerFone, QK Holdings, Sanitors, SportsTown, The VMC Group, Triad Software, Walker Financial, Western United Insurance

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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www.ccpequitypartners.com

Stage: Expansion, Middle Market

Industry: Financial Services, Life Sciences & Healthcare

CCP Equity Partners is a leading private equity firm providing growth capital to innovative financial services and healthcare services companies. CCP's primary investment interest is in growth equity situations in companies with \$5 to \$100 million in revenues. CCP looks for proven business models that are profitable or have near-term visibility to becoming profitable, and target returns of 2.5x to 5x with a focus on preserving capital. CCP invests \$5 million to \$20 million over the life of an investment, and the firm typically acts as a lead or co-investor. CCP currently manages more than \$500 million and offers scalable financial solutions.

Portfolio companies include: Bravo Health, Cogent Healthcare, Evolution Markets, GlobalView, InfoGlide, Intersections, Kinloch Holdings, Mezz Cap, MMV Financial, NY Magic, Prism Education Group, Vantage Oncology

Investment Team:

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Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Software & Internet

Cedar Grove Investments is a private venture capital firm comprised of former senior executives from leading wireless and Internet companies. The firm generally prefers to invest in the 'arms merchants' who supply the major combatants of the new economy. More specifically, Cedar Grove's focus is upon early stage electronic business software and services and next generation communication carriers and tools. Founded in 1997, Cedar Grove's typical investment generally ranges from \$250 thousand to \$2 million, but the firm will also seed and perhaps incubate promising young startups with as little as \$50 thousand until a concept is proven.

Portfolio companies include: Avenue A Media, Callvision, Collego, Cricket Comm, Digimine, Entricom, Epoch Internet, Essention, Go-Ahead Software, Greatfood.com, Halfbrain.com, Leap Wireless, Loudeye Technologies, Metawave Comm, nLight, Planet Recruit, Play Networks, Sierra Towers, Solant, Telephia, Vacationspot.com, Xtime

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I Center for Entrepreneurial Innovation (CEI)

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<http://ceigateway.com>

Stage: Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Software & Internet

CEI, the Center for Entrepreneurial Innovation, is a community-based facility at GateWay Community College. With funding from the US Economic Development Agency, City of Phoenix and Maricopa Community College District, CEI provides targeted business services and proactive business support to create a systematic link between: Technology development; Compelling markets and opportunities; Entrepreneurial and managerial talent development; Early stage capital sourcing; and Education and training, interns, coaching and business counseling. The 18,000-square-foot facility, located in the Discovery Triangle on the GateWay Community College campus, is a mixed-use, non-retail business incubator. Focused market segments include: Bio, life-science; Clean Technology; Software; and Technology Services.

Portfolio companies include: Arbsource, Cleanroom Clearance, DNA on a Shirt, Energy Conservation Management, Green Ideas, Inkumo, Jumpbox, Oculus Studio, Smart Phocus, Traklight, Voltmarc Technology

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Centerfield is a private equity firm that provides debt and equity capital to privately held companies in the Midwest. Centerfield Capital Partners was formed in 1998 by Tom Hiatt and Scott Lutzke. Centerfield provides capital to finance acquisitions, effect changes in ownership and support growth. Centerfield also partners with management teams and acquirers of companies seeking capital to purchase businesses. The firm's investments range in size from \$2 to \$15 million, and Centerfield currently manages \$249 million in two funds. Typically, the companies in which Centerfield invests have annual revenues between \$15 to \$100 million, EBITDA of \$2.5 to \$15 million, and a record of generating consistent earnings and cash flow. Industries in which the firm has a strong interest include: Healthcare services, Manufacturing, Business Services, Consumer Products and Services, Value-Added Distribution, Specialty Chemicals, Specialty Foods, Infrastructure Components, Education Services, and Healthcare Services. The firm does not engage in Early stage or developmental stage businesses, Public companies, Turnaround or distressed

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situations, Project oriented financings, Businesses with significant exposure to commodities or energy prices, Retailers or restaurants, and Investment real estate.

Portfolio companies include: A&D Environmental, Aero Systems Engineering, Alpha Imaging, AXS Imaging, Backyard Products, Bell Automotive Products, Dedicated Transport, Fresh Food Concepts, Gabriel Performance Products, Hunter's Specialties, Matilda Jane Clothing, RIO Brands, Roehm Marine, SCT, Sibond, Standard Locknut, Thermafiber, Trans-Coil, Venture Technology Groups, Wythe Will Tzetzto

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Stage: Seed

Industry: Information Technology

Founded in 1986, Institute for Technology and Business Development (ITBD) supports Connecticut businesses and organizations by providing training, technology and manufacturing process assistance, government procurement services, small business development and conferencing services, and business incubation. ITBD's Business Incubator offers affordable office space, shared services, educational programs, and business counseling services. Under the CBIN (CT Business Incubator Network) umbrella, statewide Business Incubator Programs are designed to accelerate the successful development of start-up companies. The ITBD Incubator Business Program is considered, 'mixed-use,' established in 1993. To date, the program has benefitted companies in various fields such as Accounting, Engineering, Financial Services, Healthcare, Energy, Promotional Products, Non-Profits, and others, totaling 50+ graduates with 20 businesses currently enrolled.

Portfolio companies include: Connecticut Breast Health Initiative, Eureka Consulting, Kenai Sports, Milton Jackson Creative

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A Centrosome Ventures

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Stage: Early

Industry: Life Sciences & Healthcare

Centrosome is a venture fund established by Dr. Dennis Liotta, an Emory faculty member for 30 years. In 1996, Dr. Liotta was an important early contributor to Triangle Pharmaceuticals in North Carolina, which went public one year after its founding in 1995, and was purchased in 2001 by Gilead Sciences for \$482 million. Dr. Liotta was also a co-founder of Pharmasset, Inc., a pharmaceutical company. Centrosome has often co-invested with Georgia Venture Partners.

Portfolio companies include: Curry Pharmaceuticals, Metastatix, NeurOp

Investment Team:

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Stage: Seed

Industry: Information Technology, Software & Internet

Formerly known as VC South, CEO Ventures operates as a holding company that starts, owns, and manages a portfolio of early-stage technology companies. The firm's typical entrance-to-exit cycle is 3-6 years and CEO Ventures prefers to start or enter ventures during economic troughs when valuations & cost of labor are low, talent is abundant, and new competitors are fewer. CEO Ventures focuses on seed stage companies in the Software as a Service space. The firm operates three technology angel funds: CEO Ventures Angel Fund, Corporate Innovation Fund, and AngelPool Co-Investment Fund. The CEO Ventures Angel Fund is a Southeast SuperAngel fund focused on local growth. This fund invests in B2B Software as a Service (SaaS) startups and spinouts. The Corporate Innovation Fund is a directed fund focused on driving further innovation for specific corporations. CEO Ventures is one of the chief organizers of AngelPool, which comprises 120 of the top 130 angel groups across North America. This fund co-invests along side the angel groups in the very best deals from this large network (about 24,000 tech startups apply and 700 are funded each year).

Portfolio companies include: BizCollections, BizSummits, CriticalFit, FieldCast, GoPresent, HiringSpring, ListK, LoudJob, MarketIntel, PlugMeIn, PR Watchdog, SurveyExecutives, TeamEx, VisitorLeads

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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Stage: Early, Expansion

Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction

CET Capital Partners is a private investment company, specializing in early and expansion stage biotechnology companies. The firm offers companies advice with mergers, acquisitions and capital raising strategies and is active in structuring a variety of real estate investments. CET's newer activities include investing in social business in the US and India.

Portfolio companies include: BEAT BioTherapeutics

Investment Team:

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Stage: Middle Market

Industry: Consumer Products & Services, Financial Services, Manufacturing & Industrial, Medical Device

Charter Oak has invested in private equity since 1992. The firm focuses on niche manufacturing, packaging, medical products & services, specialty chemicals, consumer products and financial services companies ranging in size from start up to \$150 million enterprise value. To date, over \$500 million in control-oriented capital has been invested in 27 portfolio companies through over 50 acquisitions. The firm maintains three investment vehicles: Charter Oak Capital Partners, LP, Charter Oak Equity, LP, and Charter Oak International Partners. Charter Oak Capital Partners, LP fund was formed in December 1997 with a matching investment by Charter Oak Partners for a total fund size of \$163 million. The fund was fully invested in nine portfolio companies, primarily in specialty manufacturing. Charter Oak Equity, LP (COE) was formed in 2006. The firm invests in niche manufacturing, medical products and financial services companies with enterprise values between \$20 and \$150 million. Charter Oak International Partners, LLC (COIP) was formed in 2005 by Anthony J. Dowd and Robert P. Sarrazin to advise, invest and actively manage small to mid-sized companies in niche manufacturing, medical products and services, consumer goods and services, and insurance and financial services. COIP targets companies with enterprise values of between \$2 and \$20 million.

Portfolio companies include: AxioMed, Brook & Whittle, Cirtex Medical Systems, CytoPherx, Daisy Manufacturing, Interactive Diagnostic Imaging, Milwaukee Gear, Ovation Polymers, ShelterLogic, Sinteris, Smart LLC, SnapStone

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www.chathamcapital.com

Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial

Chatham Capital is a mezzanine finance firm that concentrates on small to middle market companies with sustainable cash flow from operations. Chatham principally invests in health care, manufacturing, and service companies with revenues of at least \$10 million. The Chatham Investment Fund provides growth and acquisition capital to companies with annual revenues of at least \$10 million (and EBITDA of \$2M). Although the fund will consider investments located anywhere in the U.S., Chatham's principal activity is in the Southeast, Midwest and Mid-Atlantic. Chatham does not provide venture capital, make real estate investments or finance early stage companies with no history of revenue or cash flow. The fund typically makes an investment of \$2-60 million in the form of subordinated debt. Chatham typically leads or participates in transactions requiring less than \$30 million of mezzanine financing; however the firm has led mezzanine transactions up to \$60 million.

Portfolio companies include: Brookside Technology Holdings, Buffet Partners, Century City Doctor's Hospital, Crimzon Rose International, Custom Direct, DG3 America, Diversified Global Graphics Group, Empagio, Empower Software Solutions, Fresh Frozen Foods, Furr's Restaurant Group, Global Ship Systems, Golf & Tennis Pro Shop, GreenLeaf Auto Recyclers, Innotrak, Lakeshore Media, Mood Media, OmniSYS, Palm Beach Tan, Preferred Medical Claim Solutions, S&B Surgery Centers, San Diego Personnel & Employment Agency, Secured Products, Sunbelt Diversified Enterprises, SunLink Health Systems, Tecniflex, The Healthfield Group, Young Pecan, Z Wireless Holdings

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Stage: Early

Industry: Business Services, Defense & Homeland Security, Information Technology, Software & Internet, Storage & Hardware

The Chesapeake Innovation Center (CIC) creates a bridge between major users of security technology and small companies at the forefront of innovation. The Center enhances America's technological edge and helps propel the 'Informatics Corridor' centered in Anne Arundel County, Maryland. The Center and its member companies specialize in informatics, knowledge discovery, security, visualization, information assurance, homeland security, human capital development, and other technology areas. The CIC is located in a 24,000 square-foot facility. Partners engage the CIC to scout for a particular technology solution to address a mission critical or highly visible problem. CIC Partners' objectives are typically to find a technology to acquire, invest in, team with and/or implement within their own enterprise. CIC also mentors selected early stage technology companies and provides these Member companies a menu of services to help them address the needs of growing companies including customer contracts, funding, staffing, subject matter experts, clearances, government contracting issues, and office facilities.

Portfolio companies include: Atlantec, Authentik Solutions, BeCrypt, CINTT, ESnet, Exponential Storage, iNovex Information Systems, Kaulkin Information Systems, kloudtrack, MKS Innovations, Secure Decisions, SemaConnect

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Stage: Early, Seed

Industry: Life Sciences & Healthcare, Medical Device

CHL Medical Partners is a venture capital firm founded in 1990, managing funds with combined committed capital of more than \$300 million. CHL invests principally in start-up and early stage companies in the medical sector, defined to include: biotechnology, pharmaceuticals, genomics, proteomics, drug delivery technology, diagnostic devices, medical & surgical instrumentation, and healthcare services. CHL is looking to fund companies in the continental United States developing products or services for large and growing markets utilizing business models that offer substantial long-term competitive advantages, and to provide backing for experienced teams with successful track records in science and business management. Initial investment size ranges from \$250,000 to \$6 million, and up to \$12 million over the life of the investment. The firm has grown more than 80 start up companies and is currently investing from its sixth fund, CHL Medical Partners III, L.P., a \$120 million fund.

Portfolio companies include: American Renal, Bio Relix, Care Management Technologies, CareWell Urgent Care, Celula, Comprehensive Clinical Development, Dicom Grid, Dormir, Ella Health, Fidelis Seniorcare, Ivrea, Medicus, MedMark, Mevion Medical Systems, Millenium Pharmacy, OpGen, Oriel, Primera Dx, RxCentric, Sempercare, Still River, Threshold Pharmaceuticals, Valeritas, Vascular Pathways, Vertos

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Stage: Early, Seed

Industry: Life Sciences & Healthcare

CHV Capital, Inc. (CHV) is an early-stage venture capital fund guided by the strategic objectives of Indiana University Health, Indiana's largest health care system. The mission of CHV Capital, Inc. is to profitably facilitate the commercialization of activities within Indiana University Health - Indiana's largest health care system - and to invest in external business opportunities that directly benefit the mission of Indiana University Health. CHV Capital, Inc. invests in opportunities where the value of such an opportunity is immediately enhanced by the presence and resources of Indiana University Health and where Indiana University Health resources can provide an analytical advantage to its investment analysis. CHV will make an average initial investment in the amount of \$500,000 to \$1,500,000, with the capacity to invest up to as much as \$3 million over the life of a portfolio investment.

Portfolio companies include: Celleration, CS Keys, Endocyte, Health Catalyst, iScience Interventional, MedVentive, MindFrame, My Healthcare Manager, Neochord, NICO, Noxilizer, Perfectserve, Perfinity, University Health Management

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Stage: Early, Expansion, Growth, Middle Market

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Industry: Business Services, Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial

Founded 1981, CID Capital has invested in over one hundred companies throughout the United States. CID has managed over \$500 million in both Venture and Private Equity funds. CID's Venture division has raised a total of seven equity funds totaling more than \$280 million and has made equity investments in nearly 70 companies. CID Capital's venture team targets opportunities in the following sectors: Life Sciences, Manufacturing Technology, Information Technology, and Business Services. CID Capital's total investment amount may range from \$1 to \$3 million, usually over a number of financing rounds. Earlier stage investments may be as low as \$500,000. The firm also manages a pool of Private Equity capital and invests in lower middle-market companies with minimum EBITDA of \$2.0 million. CID targets companies with revenues of \$10-75 million. CID invests between \$2 million and \$10 million in portfolio companies, targeting the industry segments of Industrial Products and Services; General Distribution; Safety and Security Products; Branded Consumer Products; Medical Products and Services; Building Products; and Food Manufacturing and Distribution.

Portfolio companies include: AxioMed, BrainScope, Bridge Semiconductor, Celleration, ee4, EKOS, Endocyte, Exacq Technologies, Lamina, MedVantx, Neptun, PinStripe, RedPath, RedSky, Scale Computing, SPS Commerce

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VC Clear Fir Partners

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Stage: Early

Industry: Defense & Homeland Security, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Software & Internet

Clear Fir Partners is a private, early-stage limited partnership, based in Seattle, with a history of early-stage investments in small and growing companies in emerging markets. Its portfolio includes InfoSpace (NASDAQ: INSP), Audience Science (formerly Revenue Science), Insitu, MInfo, Qliance Medical Management, Pet Holdings, Inc., Lydian Trust, and Petra Growth Funds I & II.

Portfolio companies include: Audience Science, BuddyTV, Cheezburger Network, Insitu, MInfo, ooBible, Pet Holdings, Qliance Medical Management, Seeq

Investment Team:

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www.clearviewcap.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Manufacturing & Industrial

Clearview Capital, LLC is a private investment firm specializing in the acquisition and recapitalization of North American companies with operating profits of \$4-20 million. In aggregate, Clearview's current portfolio has sales and operating profits in excess of \$500 million and \$100 million, respectively. The firm invests in companies with a history of profitable growth, achieving operating profit margins of at least 10 percent. The types of transactions facilitated by Clearview include: Ownership transition for closely-held or family-owned companies, Management buyouts, and Corporate divestitures. Clearview will consider investments in a wide variety of industries, but has a particular interest in manufacturing, specialized services and branded products. The firm is currently investing through Clearview Capital Fund II, LP, a \$250 million committed fund raised in March, 2008.

Portfolio companies include: Air Cooled Exchangers, All Tech Inspection, Battenfeld Technologies, Color Path Technologies, Compression Polymers Group/VYCOM, EN Engineering, GCR, Inc, Hettinger Welding, Hillsdale Furniture, Pediatric Health Choice, Pyramid Healthcare, Rowmark, Senior Care Centers of America, The Results Companies

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PE/ VC Cloquet Capital Partners

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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www.cloquetcapital.com

Stage: Expansion, Growth, Middle Market

Industry: Communications & Networking, Information Technology, Software & Internet

Cloquet Capital Partners is a private equity firm whose mission is to acquire and build a portfolio of exceptional businesses in niche markets. Cloquet invests in venture-stage communication software companies, management buyouts, growth equity investments and special situations. Formed in 2002, Cloquet seeks to enter into close operating partnerships with the managers of portfolio companies, with Cloquet's resources providing support to help them achieve their strategic objectives and growth. Cloquet invests its own private capital, not that of third parties. Cloquet seeks to make initial investments in companies with revenues up to \$50 million. Transaction values typically range between \$5 and \$30 million. The firm prefers companies in non-turnaround situations to have at least \$1 million of operating profit, although this is not a requirement.

Portfolio companies include: Aeris Communications, Cad Sciences, Contractors Wire & Cable, Corente, eStara, Micromatic, MSA Aircraft, Napoleon Stone, Quest Specialty Chemicals, Searchandise, uReach, UVP, Visionael, Weldmation

Investment Team:

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PE/ VC CNF Investments

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www.clarkenterprisesinc.com/portfolio/private_equity

Stage: Early, Growth, Middle Market

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare

Established in 1972, Clark Enterprises, Inc. (CEI) is a diversified investment company headquartered in Bethesda, Maryland. CEI is one of the largest privately held companies in the Washington, DC metropolitan area with holdings in real estate; financial markets, construction; and venture capital, private equity and other investments. Established in 1997, CNF is the CEI affiliate that actively invests in venture capital and private equity. CNF, led by Robert Flanagan, manages over \$280 million in capital with current investments in life sciences, oil and gas, technology, telecommunications, and alternative energy. CNF focuses on early and growth stage companies, but will consider investments in later stages and selective public investments as well. CNF looks to partner with other venture capital and private equity firms and is an active investor providing strategic advice to its management teams.

Portfolio companies include: Acentia, Aldagen, American Honors College, Angel Medical Systems, Digital Bridge Communications, Eagle Oil & Gas, FlyBy Media, HelloWallet, ILD Telecommunications, Innovative Biosensors, MediaMath, Neotract, Orchestro, Overture Technologies, Pathology, ReelGenie, Snag Films, Speak, Svelte Medical Systems, Tarp Worldwide, TerraGo, Terrago Technologies, Verax Biomedical, Viridis, Vision Chain

Investment Team:

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VC Collina Ventures

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<http://collinaventures.com>

Stage: Early, Seed

Industry: Education & Training, Information Technology, Software & Internet

Collina Ventures, LLC, is a private investment firm focusing on technology companies in Central Indiana. The investments have taken various forms, including angel investments in companies like Aprimo (www.aprimo.com), to angel investments with board membership, such as Pan Testing, which was acquired by Talx (www.talx.com) and Angel Learning (www.angellearning.com), acquired by Blackboard (www.blackboard.com). A number of investments are Collina Venture companies, where Collina provides majority funding to a seasoned management team. These companies would include Bluelock (www.bluelock.com) and Cantaloupe (www.cantaloupe.tv). Collina is affiliated with the Halo Capital Group (www.halocapitalgroup.com).

Portfolio companies include: Apparatus, Bidpal, Bluelock, Cantaloupe, Cine-tal, Compendium, Courseload, Duramark, Endgenitor, ExactTarget, Indigo Biosystems, Infinias, iSalus, NICO Neuro, PatronPath, PolicyStat, Scale Computing, Symbios, TinderBox, Weblink

Investment Team:

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VC Concur Technologies

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<https://www.concur.com/en-us/perfect-trip-fund>

Stage: Early, Seed

Industry: Consumer Products & Services, Transportation & Distribution

Concur Technologies' The Perfect Trip Fund is built on creating a travel ecosystem that responds to the needs of business travelers, the companies that they work for and the suppliers that serve them. Through the Perfect Trip Fund, Concur supports a community of emerging travel and expense sector companies by helping them accelerate their growth. Concur Technologies is a leading provider of integrated travel and expense management solutions. Founded in 1993 on the premise of helping drive costs out of businesses through innovation, Concur's™ services are trusted by over 20,000 clients around the globe with over 25 million users.

Portfolio companies include: buuteeq, Nor1, Room 77, Trover, Visage, Yapta

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

ED/ I Connecticut Center for Advanced Technology (CCAT)

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www.ccat.us

Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device, Software & Internet

CCAT functions as a economic development organization that combines expertise in technology with specialized centers of excellence in manufacturing, education, training, energy and entrepreneurialism. CCAT's business incubator offers start-ups access to essential resources such as CCAT's offices, laboratories, light manufacturing and R&D space. Incubator companies at CCAT also have access to conference and meeting facilities and the expertise of strategic partners. CCAT's collaborative environment enables start-ups to more easily develop both the business and technology elements of their companies. Technology based incubator participants are potentially eligible for grants of up to \$30,000 through the state-funded Small Business Incubator Program.

Portfolio companies include: Agrivida, Biorasis, Conversion Energy Enterprises, Evergen, LifePharms, MakScientific, MysticMD, New Ortho Polymers

Investment Team:

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I Connecticut Enterprise Center

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www.cwresources.org/about-CEC.php

Stage: Seed

Industry: Information Technology

The Connecticut Enterprise Center is a small business incubator, a facility in which a variety of new and growing businesses operate; sharing services, equipment and experiences with other startup entrepreneurs. CEC has admission criteria, support services and encourages graduation from the incubator. CEC is a member of the international incubator's trade group, the National Business Incubation Association and CT's Business Incubator Network. The incubator is a safe, secure, and newly renovated facility with ample parking and has a six-bay loading dock and warehouse. The incubator has 164,000 square feet of building space with room for companies to grow. Since its inception, 25 businesses have created 100 jobs in the community.

Portfolio companies include: Ariston Specialties, Dolce Vita Gelato, Lastool, Maxim Tool, Mega Manufacturing, Rebuilding Together New Britain, RK Machine, Rosie & Blake's Chocolates

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VC Connecticut Innovations

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www.ctinnovations.com

Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare

Created by the Connecticut Legislature in 1989, Connecticut Innovations provides strategic capital and operational insight to push the frontiers of high-tech industries such as energy, biotechnology, information technology, and photonics. Over the years, CI has helped over 100 emerging companies research, develop, and market new products and services. CI supports: Early-stage technology companies; University/business research collaborations; Bioscience start-ups; Biotech companies in need of lab and office space; State residents, businesses, towns, cities and organizations interested in clean energy use and development; and Stem Cell Research, through the State Department of Public Health Stem Cell Research Program. This activity has attracted over \$1 billion dollars in additional investments from private equity providers. CI is currently undertaking statewide efforts to provide state residents with clean energy alternatives for their homes and businesses through the Connecticut Clean Energy Fund.

Portfolio companies include: Achillion Pharmaceuticals, Affomix, Arvinas, Axerion Therapeutics, AxioMx, Campus Connect, Cara Therapeutics, Cardiopulmonary, CGI Pharmaceuticals, CiDRA, Cogenics, Continuity Control, Continuity Engine, CYA Technologies, CyVek, Emme E2MS, eNR Services, Environmental Energy Services, EpiEP, Equity Health Partners, etouches, ExeCue, FMP Products, frevvo, Helix Therapeutics, HistoRx, hopText, i-MARK, iDevices, Ikonisys, interactive MOBILE @vertising, Ipsogen, LegiTime Technologies, Liquifix, MediaCrossing, Metagenomix, MyCare, New Ortho Polymers, NLP International, NovaTract Surgical, Oil Purification Systems, Optiwind, Payveris, Perfect Third, Perimeter eSecurity, Post-N-Track Retail Optimization, Rib-X Pharmaceuticals, ShopText, Skystream Markets, SmartEquip, Soft Tissue Regeneration, Standing Stone, Sustainable Real Estate Solutions, Transaction Methods, Weston Software, Xlerant

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Stage: Early, Growth, Seed

Industry: Communications & Networking, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction

Founded in 1989, Cordova invests in privately-held companies at varying stages of development, including seed and start-up, early-stage and later-stage growth in amounts ranging from \$1 to \$5 million. Cordova invests a minority stake in companies with a defined exit strategy within five years. The firm invests primarily in the Southeast in a wide variety of companies with concentration in information technology, communications, industrial technologies, healthcare services, telecommunications, financial services and real estate development equity financing. Cordova Ventures, with its combined seven funds, has over \$250 million under management. Cordova's funds include Industrial Technology Ventures, Cordova Enhanced Fund, Cordova Technology Partners, and Cordova Intellimedia Ventures, all of which are fully invested.

Portfolio companies include: Accu-Tech, Argos Therapeutics, ASPEX, Axonn, Constructw@re, DemandPoint, Digital Envoy, Directo, EcoSMART Technologies, Ecovation, Five Star Technologies, FundRaisingInfo.com, Hartford Steel Technologies, Inhibitex, Ivivity, Lynk Systems, Magnet Communications, Market Velocity, Nexidia, PCDI, LLC, Quellan, Rehab Associates, Revenue Technologies, Servigistics, Skybitz, Synageva BioPharma, Tissue Products Technology

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Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial

Since 1984, the professionals of Cornerstone Equity Investors, LLC have raised over \$1.2 billion in committed capital. Cornerstone focuses on middle market leveraged buyouts of corporate divisions, closely held private companies and small capitalization public companies. Cornerstone's transactions average \$100 million, with a range of \$50-\$350 million in enterprise value. The firm focuses on business services, healthcare and specialty manufacturing. The firm invests in companies with a minimum of \$5 million of EBITDA. The Transaction Range for the firm is \$15 - \$250 million in enterprise value.

Portfolio companies include: ArrayComm, Auspex, Card Establishment Services, Centurion Wireless, Comdata, Commodities Corp., Dell, Equitrac, Inflow, Keystone, Linear Technologies, LionBridge, NEPTCO, PictureTel, Specialty Healthcare Services, StorMedia, TrueTemper Sports, Vestcom, VIPS

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www.croft-bender.com

Stage: Early, Expansion, Growth, Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device, Retail & Restaurant, Software & Internet, Transportation & Distribution

Founded in 1996 by Ed Croft and Ted Bender, Croft & Bender is a leading provider of investment banking services focused on small- and mid-sized growth companies. C&B Capital manages multiple funds that selectively invest in privately-held, small-, and mid-sized, high-potential growth companies located primarily in the Southeast, the fastest growing region in the United States. The firm's funds invest alongside experienced lead investors, either in opportunities generated by Croft & Bender in the course of our investment banking business or in select situations where the lead investor introduces C&B capital to the transaction. C&B's investments may include venture capital for emerging growth companies, growth capital for more established companies, and leveraged acquisitions and recapitalizations for growth-oriented companies with strong cash flows.

Portfolio companies include: Access Integrated Networks, Alimera Sciences, All Web Leads, AppForge, Brand Group Holdings, Brightree, LLC, Buyers Protection Group, Cartera Commerce, cbanc Network, ControlScan, Focus Inc., FX Bridge, Gevity HR, GlobalCare, Healthcare Solutions, Liaison Technologies, Navitas Lease Financing, nuBridges, Payerpath, PeopleMatter, PODS Enterprises, Prommis Solutions, Q2ebanking, REACH Health, snagajob.com, SPI Dynamics, Stratos Management Systems

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www.ctech-ct.org

Stage: *Early, Seed*

Industry: *Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet*

CTech is an initiative of the Connecticut Innovations Pre-Seed Fund. In addition to providing incubator space to start-up technology ventures through CTech incubators, the Pre-Seed Fund provides start-ups with access to experienced investment managers, partnerships and a track record of success. Connecticut Innovations is the State's leading investor in technology start-ups. CTech has locations in New Haven, Bridgeport, and Farmington, with CTech in New Haven serving as the first technology incubator. Initially home to four tech companies, demand outpaced supply and CTech quickly outgrew its space. CTech IncUBator@University of Bridgeport (2,400 sq. ft.) is Fairfield County's first university-based incubator intended to hasten the growth of start-up technology companies. The UConn Technology Incubation Program (TIP) provides incubation opportunities to businesses that are developed around technologies or intellectual property developed by UConn faculty, staff or students.

Portfolio companies include: Applivate, BeCaid, C8 Sciences, Campus Connect, CMD Bioscience, Continuity Control, Exerscript, goBlue, Hadapt, IQusic, KnockMedia, Mark My Media, Notifiyi, NovaTract Surgical, SecureRF, Seldera, Shizzlr, WhyScience

Investment Team:

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<http://cultiviansbx.com/>

Stage: *Early, Expansion, Growth*

Industry: *Agriculture & Agricultural Science, Energy & Clean Tech, Life Sciences & Healthcare*

Cultivian Sandbox is a venture capital firm focused on building next-generation disruptive agriculture and food technology companies. The firm typically invests between \$5.0 and \$15.0 million in each portfolio company over the lifetime of the investment in a preferred security starting with the Series A round of financing. Cultivian Sandbox will also consider later rounds of financing. Cultivian Sandbox's first fund, the Midpoint Food & Ag Fund I, has established itself as a leading agriculture and food focused venture fund in the U.S. To date the firm has invested in ten companies, with one exit and one Initial Public Offering. Cultivian Sandbox seeks investment opportunities in companies with a technology-based innovation across a wide range of areas, including: Animal Health & Protein Production; Crop Production; Foods & Food Safety; Cleantech & Renewables; and Water Technologies.

Portfolio companies include: EnEvolv

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<http://cultivian.com>

Stage: *Early*

Industry: *Agriculture & Agricultural Science, Energy & Clean Tech, Life Sciences & Healthcare*

Originally known as the Midpoint Food and Ag Fund, Cultivian Ventures, LP, is a venture capital fund focused on high technology opportunities in the food and agricultural sectors. Cultivian operates from the Midwest, which hosts the planet's greatest concentration of public and private R&D spending for food and ag markets. Cultivian seeks investment opportunities across a wide range of technologies addressing large opportunities in the food or agricultural markets, but has a particular focus in the following areas: Animal Health, Biobased Products and Processes, Environmental Technologies, Food Safety, Human Wellness, and Production Technologies. Cultivian typically invests between \$1.0 - 3.0 million in each portfolio company, in a preferred security starting with the Series A round of financing. Cultivian will also consider later rounds of financing - Series B & subsequent rounds of financing.

Portfolio companies include: Allylix, AquaSpy, Aratana Therapeutics, Divergence, Environmental Operating Solutions, Harvest Automation, Proterro Secures, Rivertop Renewables, Sample6

Investment Team:

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VC Curious Office

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Stage: Early, Seed

Industry: Information Technology, Software & Internet

Curious Office is both a seed stage investment firm and a software development company. The firm makes early investments in the web sector, building its own companies at the same time. Curious Office was formed to provide seed stage investment as well as assistance in Software development, Graphic design, Marketing, Business plan development, and Subsequent fund raising assistance. Curious Office has incubated ImageKind internally with its own investment and development staff. Besides this company, the founders have developed other businesses, raised millions of dollars, delivered countless business plan presentations and endured all the same challenges that entrepreneurs face while building companies.

Portfolio companies include: Bonanza, buuteeq, Contour, CoolSpotters, Fanzter, FeedDigest, Imagekind, Inkd, netConcepts, ooBible, Rouxbe, Scoutzie, SEOmog, Shelfari, SparkBuy, Wishpot, Zapd

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VC Davenport Resources

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Stage: Early

Industry: Energy & Clean Tech, Information Technology

Formed in 1995, Davenport Resources, LLC manages private equity funds and makes early stage venture capital investments in innovative technology and energy opportunities in the United States and Europe. Davenport invests in early and development stages in the following areas: clean technologies, infrastructure, and renewable power development. Davenport Resources comprises Davenport Power Projects, Private Equity Funds, and Direct Investments. The firm is focused on renewable electric power projects and regenerative technologies in the rapidly changing electric energy sector.

Portfolio companies include: Canatxx British Gas Storage, CASTion, CyGene, Demegen, I/Scribes Transcription, Interactive Retail Management, Mensch & Natur AG, Mycotech, Room Temperature Superconductors, ROOTS

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VC Denny Hill Capital

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Stage: Early, Growth

Industry: Communications & Networking, Consumer Products & Services, Education & Training, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Medical Device, Retail & Restaurant, Software & Internet

Denny Hill Capital is a venture capital firm that specializes in investments in early stage and positioned for mature growth companies. The firm is industry agnostic.

Portfolio companies include: BuildersCloud

Investment Team:

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A Desert Angels

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www.desertangels.org

Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare

The Desert Angels is a Tucson based, non-profit organization of accredited investors who seek opportunities to invest in regional startups, or early stage, no tech, low tech, or high tech companies. The organization itself serves only as a forum for its members who individually invest from their personal funds. The organization has over 80 members, many of whom have invested in a significant portfolio of companies. The primary focus of the Desert Angels is the funding of entrepreneurial ventures, and to that end, the group reviews over 100 companies per year as possible investments. The Desert Angels encourages co-ventures with venture capital funds, other angel groups, and individual investors. Since 2000, Desert Angel members have invested over \$23 million in more than 60 presenting companies.

Portfolio companies include: 4Blox, Acudora, AdiCyte, AlertStar Safety, Amplimed, appsFreedom, APTA, ARM Aerospace, AttachSTOR, BioVidria, BioVigilant Systems, Calimmune, Cancer Prevention Pharmaceuticals, Carb-BOOM, CellzDirect, CenOp, Chadwick Enterprises, CopperKey, Desert Tech, Distinctive Brands, Eco Pool Technologies, Education Funding Partners, Engineering Synthesis Design, High Throughput Genomics, ImaRx, Instant Bioscan, KeyWare/ PG Key, Light Sharp, LiPoint, Medipacs, Microblend Technologies, MSDx, PlayAbility Toys, Post.Bid.Ship/ TruckItNow, Pria Diagnostics, Protein Genomics, Regenesi Biomedical, REhnu, Salutaris Medical Devices, Stimwave Technologies, StrongWatch, SynCardia, Tempronics, Thacker Manufacturing, TruTouch Technologies, uGallery, Veebow, Video Internet Broadcasting, Virginia Communications, Webhound, Yapert

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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A Dingman Center Angels

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Stage: Early, Seed

Industry: Information Technology, Medical Device, Software & Internet

The Dingman Center Angels are a group of more than 40 angel investors who, as a group, review pitches from four DC-area startups every 2nd Wednesday of the month. The Angels work together, pool due diligence but invest separately as individuals. The network is organized by the RH Smith School of Business's Dingman Center for Entrepreneurship at the University of Maryland in College Park. Since their inception in 2005, the Dingman Center Angels have invested \$4 million in start-up companies in the Mid-Atlantic region (Maryland, Washington D.C., Virginia, and Delaware). The Dingman Center Angels target companies seeking \$150,000 to \$1 million of equity financing. Each year, over 150 companies submit applications to the Dingman Center Angels.

Portfolio companies include: 6th Street Commerce, B4Health, Brain Sentry, Brazen Careerist, Eco Armour, Gold Lasso, Goozex, Hook & Ladder Brewing Company, Interaction Labs, LearnZillion, Lemur Technologies, MAX Endoscopy, MeMeMe, mySBX, Nexercise, Ringio, Seguro Surgical, Sensics, SevaCall, SitScape, Social Tables, Social Toaster, Spinnakr, Target Entertainment Properties, Tista Games, uKnow, Veenome, YouEye, Zymetis

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Stage: Early

Industry: Communications & Networking, Information Technology, Software & Internet

Divergent Ventures invests in early-stage companies, with an emphasis on software, Internet infrastructure and information technology enabled services. In addition to investment capital, Divergent actively provides business management consulting services to portfolio companies, supplying strategic and tactical advice, helping to recruit key employees, and assisting with fundraising efforts. The firm has been investing since 1994 and has a geographic focus on the Northwest and West Coast U.S.

Portfolio companies include: FlashSoft, HyperQuality, Piston Cloud, Piston Cloud Computing, Pliant Technologies, Proximal Data, RNA Networks, Shippable, SpaceCurve, TempoDB

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PE Dubin Clark

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Stage: Middle Market

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Real Estate & Construction

Dubin Clark & Company, founded in 1984, is a private equity investment firm whose sole activity is buying and building businesses in partnership with their management teams. Dubin Clark is a long-term investor, dedicated to creating value by helping companies grow. The firm does this through a coordinated approach that includes providing the capital necessary to support internal growth, completing add-on acquisitions to build market share, and helping to develop new strategies for the future, while protecting the independence, culture and values that made the company successful.

Portfolio companies include: Action Target, Artromick International, B&M Racing & Performance Products, Classic Party Rentals, CompUSA, Merex, Reel Power, Reel Power International, Sentient Medical Systems, Signature Systems, Southland Log Homes, Trim Parts, Tulsa Power

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PE E&A Industries

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Stage: Middle Market

Industry: Consumer Products & Services, Manufacturing & Industrial, Medical Device, Retail & Restaurant

E&A Industries is a \$100 million, privately held corporation that has been successfully acquiring and growing companies throughout North America and Europe

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since 1977. E&A's goal is not to buy and 'flip' companies. Instead, the firm pursues systematic growth through strong management techniques and investments in sales, marketing, and human resources. E&A is industry agnostic; however, the firm possesses experience in the following industries: Branded Specialty Food; Light Manufacturing / Low-Tech Manufacturing; Sales / Distribution; Specialty Chemical; Retail, Commercial, Industrial Lighting; and Medical Equipment and Devices. Target revenues of acquisition are typically \$2 to \$20 million, with target EBITDA of \$500,000 to \$5 million.

Portfolio companies include: Con-Tech Lighting, Udi's Healthy Foods, Ultra Solutions

Investment Team:

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VC Eastven Venture Partners (EVP)

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Stage: Early

Industry: Communications & Networking, Information Technology

Eastven Venture Partners (EVP) is a communications technology venture capital firm. Eastven benefits from its heritage as the exclusive venture capital vehicle for Ericsson for Europe and North America. Today, as an independent venture capital firm, Eastven leverages deep industry experience and its relationships with Ericsson, Sony-Ericsson, enterprises such as Merrill Lynch, and operators around the world to add value to its portfolio companies. Eastven seeks investments in companies with exceptional management teams, that have unique and proprietary technology, and that seek to capitalize on sizeable market opportunities. EVP prefers to lead or co-lead early stage investments but will source and execute transactions across all stages. Eastven is focused on the communications technology market and will invest in network infrastructure, software, semiconductor, and enabling technology companies. The firm is particularly interested in next-generation IP-based infrastructure, and systems and applications in the service network layer.

Portfolio companies include: Atrua, Bytemobile, kirusa, Photobucket, RadioFrame Networks, Reefedge, Vallent

Investment Team:

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VC Eclypse Investment Group

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Stage: Early

Industry: Consumer Products & Services, Life Sciences & Healthcare, Manufacturing & Industrial

Launched in September 2001, Eclypse Investment Group (EIG) is a diversified financial services firm offering traditional investment banking services as well as principal investing. EIG has invested approximately \$16 million in five separate companies since 2003. The firm makes equity and subordinated debt investments in situations where it believes the firm's operational assistance and strategic advisory capabilities can complement the skills of entrepreneurs. Eclypse seeks profitable businesses with current pro forma annual operating profit of at least \$500,000. The fund also operates Eclypse Development Partners (EDP), a community economic development fund managed by Eclypse Ventures and Alacom Finance. EDP's mission is to stimulate capital investment in promising manufacturing, distribution and service businesses operating in distressed, rural areas throughout the Southeast. EDP's investments often are made in conjunction with complementary economic development funding programs sponsored by private organizations and federal, state and local government agencies.

Portfolio companies include: Aladin, American Family Care, Clipper, Crider Corp., Eastern Technologies, Ennis, Sunbelt Hotels Georgia Bathware, Sunshine Mills

Investment Team:

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Steve Ielasi, Vice President
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PE EDG Partners

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www.edgpartners.com

Stage: Middle Market

Industry: Business Services, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

EDG Partners, LLC is an active, growth and buyout oriented private equity investment firm founded by Stephen Eaton, Alan Dahl and Michael Gaffney. The Founders have worked together since 2002. EDG invests in cash flowing businesses across the healthcare segment including clinical services, people and business services, manufacturing and distribution and insurance services. Target company characteristics include: Delivering improvements in Quality and Cost; Implementing IT and Medical Technology to create value; Leveraging consumerism's impact on healthcare; Improving companies beset by capital and balance sheet issues; and Pursuing growth in global market ('BRIC' countries particularly). EDG pursues companies with positive earnings and no biotech or FDA development risk. The firm has an additional office in Atlanta.

Portfolio companies include: Caresite Pharmacy, DiabetesAmerica, FirstCall Ambulance Service, Gemino, HealthPRO Rehabilitation, Housecall Medical

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Resources, National HME, Navigator Group Purchasing, NDC Holdings, Peak Health Solutions, Regency Healthcare Group

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I Edson Entrepreneurship Initiative

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Stage: Seed

Industry: Consumer Products & Services, Education & Training, Information Technology, Life Sciences & Healthcare, Software & Internet

The Edson program provides funding, office space, and guidance to teams of students within all university disciplines. This accelerator gives student entrepreneurs the opportunity to develop their innovative ideas and launch viable businesses. As an integral program of ASU Venture Catalyst, students in the Edson accelerator have access to seasoned entrepreneurs, industry mentors, and other Catalyst programs that allows students to advance their enterprises. The accelerator provides a total of \$200,000 annually in seed funding. Each year up to 20 ventures are granted up to \$20,000 to help subsidize expenses for developing their new venture.

Portfolio companies include: AboutMyCare, AlphaStripe, AsymSolutions, Custom Aeroionics, Duo Kitchenware, Ebook Glue, Grimhardt Brewery, Hydrogene, Innovative Healthcare Technology, Late Living, Link, Loqui, Onvard, Parahealth Solutions, PhycoLogical, Seymour Innovative, SmrtEn, Solar Stream Innovations, UP:The Elevating Wheelchair, Vantage Realized

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VC eFund

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www.efundllc.com

Stage: Early

Industry: Communications & Networking, Software & Internet

eFund is an investment partnership focused on early-stage investments in communications and Internet companies. The firm has invested in over 60 high-tech companies in the past few years which have a combined equity today of over \$20 billion. eFund provides support by lending companies strategic relationships, operation support, business planning, network, finance, and management/HR as well as providing technical, marketing, legal, and accounting support. eFund, LLC, directs all of the investments' 'upside' return to the Kirlin Foundation, which funds programs for children and education. The Foundation makes grants available to a variety of children's organizations and educational programs. The goal is to put \$100 million to work for kids.

Portfolio companies include: BarterTrust.com, CampusCE, CitySeats.com, Djangos, Enthusiasm.com, Exem, Global Market Insite, iMove, KnowledgePoint, Learning.com, MForma, NetMotion Wireless, NetReflector, Reality Based Learning, RevX, Sightward, Superstar Investor, Talisma, Translation Technologies, Trevalon, XCache Technologies

Investment Team:

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VC EGL Holdings

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Stage: Expansion

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare

Founded in 1988, EGL Venture Capital Group provides private equity capital to later stage growth companies in the Southeastern U.S. EGL will invest in companies in a broad range of industries, but focuses on Information Technology, Telecommunications and Healthcare sectors. The firm looks for investment opportunities where it can invest \$1-3 million over the life of the investment. EGL Ventures IV will be formed as a Small Business Investment Corporation (SBIC) and is targeting \$90 million in assets. EGL Ventures focuses mainly on the Southeast, with possible extension into adjacent states.

Portfolio companies include: ZSoft

Investment Team:

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CVC/ VC El Dorado Ventures

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www.eldorado.com

Stage: Early, Expansion, Growth

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Software & Internet

Founded in 1986, El Dorado Ventures is a venture capital partnership that invests across the technology sector and focuses primarily on datacenters & cloud

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computing, consumer internet, cleantech, communications, software and services. El Dorado Ventures typically invests at the early stage of a company's development. In some cases, the firm will consider investments in companies that have made further progress than a 'typical Series A.' While initial investments takes place at the early stage, El Dorado reserves sufficient capital to be a major investor in each portfolio company as it grows and raises subsequent financing rounds. El Dorado makes an average of six investments per year with its seed round investments ranging between \$250,000 and \$1 million, and its Series A financings typically ranging between \$3 million and \$5 million. In addition to California, the firm makes investments in the mid-U.S., particularly in Minnesota and Texas.

Portfolio companies include: Allegiance, Ampulse, Atlantis Computing, Badgeville, Bridgelux, Catalog Spree, Compellent Technologies, Convio, Cortina Systems, Coupa Software, CrossLoop, Edgewater Networks, Enstratus, FusionOne, Gateway Data Sciences, InsideTrack, Jigsaw, Joyent, Lithium Technologies, LockPath, Luxury Link, Motista, Nanosys, Phonzoo.com, Proofpoint, Rapid Engines, RGB Networks, Sport Ngin, Tower Cloud, TST Media, Webtrends, Zolo Technologies

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Stage: Early, Seed

Industry: Communications & Networking, Defense & Homeland Security, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Software & Internet

Elevate Ventures nurtures and develops emerging and existing high-potential businesses into high-performing, Indiana-based companies. The three funds managed by Elevate Ventures provide startup capital to Indiana companies in the life sciences, information technology and advanced manufacturing industries. The Indiana Community Development Fund is dedicated to supporting community-interested assets focused on early-stage businesses in Indiana with high growth potential. This program is initially available in the Northern Indiana regions, but will be expanded to Southern Indiana as this region becomes part of Elevate Ventures' statewide network. The ICD Fund's maximum investment size is \$50,000 per company. The Indiana Angel Network Fund is a source of seed capital dedicated to discovering and nurturing emerging, high-potential, innovation-based companies within the State of Indiana. The IAN Fund's maximum investment size is currently \$125,000 per company. The goal of the 21st Century Fund is to support the resolution of next-stage capital formation issues by co-investing with institutional investors in order to further build innovative, high-impact, high-growth companies. The 21 Fund's maximum investment size is \$1 million per company.

Portfolio companies include: Aarden, Applied Biotherapeutics, Ash Access, BioVitesse, CloudOne, Companion Diagnostics, CS-Keys, Curvo, Emerging Threats, Endocyte, Fast BioMedical, FlowCo, Immune Works, Indiana Nanotech, Kylin Therapeutics, Marcadia Biotech, MaxTradeIn, Morris Innovative, Nanovis, OBS Medical, OrthoPediatrics, ParaPRO, PartTec, PDS Biotechnology, Perfinity, Prosofia, Schwartz Biomedical, Semafore, Sites Medical, SonarMed, Symbios, Therametric Technologies, VitaCyte, Wolfpack Chassis

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VC Elm Street Ventures

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Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

Elm Street Ventures' principal strategy is to create and initially operate life sciences companies founded on intellectual property developed at Yale University and other research institutions in the region (from New York City through Southern New England). Elm Street Ventures helps scientists build significant technology companies from the seed and early stages. Its partners include successful serial entrepreneurs and experienced corporate managers, who may serve as the interim CEOs or operating chairmen of a number of the companies formed. While Elm Street Ventures expects to be co-founders of companies in some circumstances, the firm is also interested in hearing from entrepreneurs, scientists, and engineers who have already formed or plan to form new ventures in the life sciences. Elm Street Ventures' investments range from several hundred thousand dollars to \$1 million or more, with substantial capital reserved for follow-on investments. The firm will consider companies in the following industries: Life Sciences (including therapeutics, medical devices, diagnostics, research tools and services, materials, healthcare, and healthcare services); Clean technology, with an emphasis on green chemistry; and Information technology including mobile and social web.

Portfolio companies include: Accelerated Orthopedic Technologies, Affomix, Arvinas, AxioMx, BioRelix, Desmos, Iconic Therapeutics, Kolltan Pharmaceuticals, Occam Sciences, P2 Science, Retail Optimization, Samara Innovations, ScrollMotion, ShareGrove

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PE/ SEC/ VC Endeavor Capital Management

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Stage: Expansion, Growth, Middle Market

Industry: Business Services, Communications & Networking, Energy & Clean Tech, Manufacturing & Industrial, Software & Internet

Founded in 1988, Endeavor Capital Management invests in businesses that offer proprietary products or services in large, growing or changing industries. Endeavor typically acquires its equity ownership through direct investments in promising companies (both buyouts and venture investments). In addition, Endeavor purchases

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small venture portfolios, (direct secondaries), acquiring ownership interests in multiple businesses from a selling individual or institutional shareholder. On the venture side, the firm's target investments are often considered too small (in investment size) or 'unpolished' by larger private equity funds. In general, Endeavor's targeted investments already sell products to existing customers, but have not yet penetrated markets sufficiently to realize their full valuation potential. Endeavor also pursues small to mid-size buyouts (transaction sizes up to \$50 million), where the initial business can be used as a platform company pursuing both organic growth and consolidating acquisitions in a specific industry. The firm is particularly interested in out of favor industries or special situations where valuations are relatively low and a company can take advantage of technology to materially alter its operating economics. Endeavor's average investment ranges from \$500,000 to \$5 million, but the firm has invested \$10 million over the life of an investment, and, with limited partners and co-investors, over \$20 million. The firm is somewhat opportunistic in terms of industry-focus; however, Endeavor is currently pursuing investments offering products or services that are technology-oriented in the following industries: Environmental Technologies, Energy and Utilities, Communications, Software, Business Processes Outsourcing, and Special situations in which manufacturing or service businesses alter a company's operation economics and competitive strength through technology. Endeavor works with companies in North America and European Union.

Portfolio companies include: Apx, Clean Air Power, Enerwise Global Technologies, NWP Services, Nxtphase, Perfect Commerce, Sawgrass Technologies, SmartSynch, SoftSwitching Technologies

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Education & Training, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

Founded in 1991, Endeavour is currently investing its sixth fund with \$675 million in equity. Endeavour partners with management teams to help provide growth equity capital, industry consolidation, management acquisitions, recapitalizations, and ownership transfers. Within its investment parameters, Endeavour makes investments in service and manufacturing companies with 'franchise value' headquartered in the Western United States. Endeavor focuses on five primary industry areas, including food and consumer services, transportation and logistics, education and training, niche manufacturing and business services. The firm may also invest in real estate, project finance, or emerging technology companies outside of its investment parameters. Endeavor can invest \$25 to \$100 million in one company, and with partners can commit over \$100 million in equity for larger transactions. Endeavor maintains offices in Portland, Seattle, Denver, and Los Angeles. Endeavour Structured Equity And Mezzanine Fund (SEAM) (<http://endeavourseam.com>) was formed in 2009 to invest \$5 to \$25 million of mezzanine and equity capital in sponsored and non-sponsored lower to middle-market companies located in the Western U.S. SEAM is a sister Fund to Endeavour Capital's private equity funds, and focuses on complementary junior debt opportunities that are outside the parameters of Endeavour's primary equity focus.

Portfolio companies include: Alpha Broadcasting, Arizona Nutritional Supplements, ATM Equipment, Barrett-Jackson Auction Company, Bi-Mart, Bristol Farms, Columbia Distributing Company, Columbus Foods, eGlobal, Garden Grow, Grand Canyon Education, Grant Victor, K2 Insurance Service, Legend Brands, Little Red Services, MTI-Andrews, National Frozen Foods, Network Global Logistics, New Seasons Market, Nor-Cal Products, Northland Transportation Company, Providien Medical, Southern Careers Institute, The Aladdin Group, Tidewater Holdings, Vigor Industrial

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Stage: Early, Growth, Seed

Industry: Energy & Clean Tech, Information Technology, Software & Internet

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Enhanced Capital Connecticut provides equity and debt financing to small businesses that exhibit excellent growth prospects in Connecticut. The firm is actively seeking new investment opportunities across industries that broadly include Manufacturing, Information Technology, Healthcare, Business Services and Green Technology. The firm can offer equity investments in the \$500,000 to \$2,000,000 range; Debt investments in the \$500,000 to \$3,000,000 range; and Pre-seed investments up to \$150,000. Eligible business must meet the following eligibility criteria: Business must have its principal business operations in Connecticut and satisfy one of the following: 1. At least eighty percent of the business organization's employees must reside in Connecticut, or 2. At least eighty percent of the business payroll is paid to individuals living in Connecticut. A business must have fewer than two hundred and fifty employees. A business must have less than ten million dollars in net income in the previous year. For pre-seed investments, a pre-seed company must meet following eligibility criteria: 1. has been in operation less than seven years, 2. has technology that is in the development stage, 3. has non-recurring revenues from non-grant sources of less than \$2 million, and 4. has fewer than 25 employees. The firm is affiliated with Enhanced Capital, a nationwide network of offices.

Portfolio companies include: Autotether, Broad Star Energy, Floop, Greenleaf Biofuels, Hadapt, iDevices, Innovatient Solutions, Optiwind, Queralt, Two Roads Brewing, YouRenew.com

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PE Enlightenment Capital

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www.enlightencap.com

Stage: Middle Market

Industry: Defense & Homeland Security, Manufacturing & Industrial

Founded in 2012, Enlightenment Capital is a Washington, DC area based private investment firm that provides senior debt, mezzanine debt, and minority equity to small and mid-sized companies in the Aerospace, Defense & Government (ADG) sector. The firm partners with management teams, equity sponsors, and those businesses that provide vital services, protect critical infrastructure, innovate aerospace solutions, and safeguard national security. Enlightenment Capital seeks to invest between \$1 million and \$10 million per deal. February 2014, Enlightenment Capital announced the final closing of its first fundraising process with \$80 million in assets under management.

Portfolio companies include: Opera Solutions, REI, Vistronix

Investment Team:

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PE Equinox Capital

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www.equinox-capital.com

Stage: Middle Market

Industry: Information Technology, Life Sciences & Healthcare

Established in 1998, Equinox is a Connecticut-based private equity firm specializing in making equity and equity-related investments in small to medium-sized companies. Equinox primarily acquires controlling interests in quality companies at the lower-end of the middle-market with enterprise values in the \$10 to \$50 million range, a history of operating profitability and strong growth prospects. Equinox invests in a wide range of industries, and typically focuses on companies that can benefit from a partnership with the firm. Equinox manages approximately \$75 million in committed capital and is licensed as a Small Business Investment Company by the U.S. Small Business Administration. Equinox's transactions are typically in one, or a variation, of the following forms: Owner Recapitalization, Outright Purchase, Add-On Acquisition, Growth Capital, Management-led Buyout, Management-led Public to Private Transaction, and Turnarounds.

Portfolio companies include: Care Management Technologies, Comprehensive NeuroScience, Cushcraft, Diamond Communication Products, Medical University of the Americas, Saba University, Sierra Education Finance Corp., St. Matthew's University

Investment Team:

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PE Evergreen Pacific Partners

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Stage: Middle Market

Industry: Consumer Products & Services, Manufacturing & Industrial, Media & Digital Media, Transportation & Distribution

Evergreen Pacific Partners (EPP) is a \$700 million private equity fund based in the Pacific Northwest investing in private, traditional, middle-market companies in Western North America. Evergreen Pacific Partner investments include traditional buyouts, management led buyouts, and growth equity investments in companies with greater than \$50 million in revenue and requiring a minimum equity investment of \$15 million. Consistent with the Partners' experiences, EPP's industry investment focus is manufacturing/distribution, specialty packaging, consumer products and cable television/radio.

Portfolio companies include: Gene Juarez Salons and Spas, Good Source Solutions, Haney Truck Line, NCM Demolition, Nuprecon, PAC Stainless, Radiant Zemax, Thermal Dynamics, Western Broadband

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www.expansioncapital.com

Stage: Expansion

Industry: Energy & Clean Tech

Founded in 2002, Expansion Capital invests venture capital exclusively into expansion-stage, Clean Technology enterprises. The firm targets companies that offer dramatic improvements in resource efficiency and productivity, while creating more economic value with less energy and materials, or less waste and toxicity. The firm targets Clean Technology companies in the areas of Energy, Water & Wastewater, Manufacturing, Advanced Materials, and Transportation. Clean Technology Fund II, LP, invests in U.S. and Canadian enterprises with current customer revenues of \$5-30 million, combined with solid prospects of attaining \$30-\$100 million of revenues within 3-5 years. The fund makes initial investments of \$2 million to \$7 million, with its three Partners taking active, value-add board roles. Expansion Capital has offices in San Francisco and New York.

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Stage: Early, Middle Market

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Medical Device

Fairview Capital Partners, Inc. is an independent firm that provides investment management services to the Fairview family of diversified venture capital and private equity fund-of-funds. Founded in 1994 and headquartered in West Hartford, Connecticut, Fairview Capital designs and manages fund-of-funds investment vehicles for public and corporate pension funds, and other institutional investors. Fairview's portfolios reflect a range of industry expertise among partnerships, including information technology, communications, health care and life sciences. Geographically, most are national in scope, while some are more regionally focused. The firm's venture capital investments are primarily focused on top tier, experienced venture capital firms. The firm now serves 27 clients and has \$3.3 billion of committed capital under management. Fairview Capital also maintains an office in Andover, MA.

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Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Formed in 2011, Farragut Capital Partners is a privately-held investment management firm providing mezzanine debt and equity capital to finance leveraged and management buy-outs, generational transfers, growth capital financings (internal growth and acquisitions), and recapitalizations. Over the last 55+ years the firm's partners have deployed close to \$1 billion across 90+ investments. The firm invests \$2-\$8 million total investment, with the ability to accommodate larger transactions through its network of strategic partners. The firm looks for profitable companies with established revenues of at least \$10 million.

Portfolio companies include: Advanced Call Center Technologies, Ambient Air, Angelle Concrete Group, AVL Digital Group, B&M Racing and Performance Products, Blake and Pendleton Holdings, Blueberry Broadcasting, Canopy Construction, eServices, Industrial Piping, Industrial Services Group, Roberts-Gordon, Simulyze, Traffic Control and Safety Corporation, Tulsa Inspection Resources, Venn-Corp., Wholesale Floors

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PE Ferrer Freeman & Company

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Stage: Middle Market

Industry: Life Sciences & Healthcare

Founded in 1995, Ferrer Freeman & Company, LLC is a private equity firm located in Greenwich, CT that invests exclusively in healthcare and healthcare-related companies. Unlike generalist private equity investors for whom healthcare is one of many sectors of interest, FFC is completely dedicated to the industry. Within the healthcare industry, FFC invests in Healthcare Services, Clinical Products, and Outsourcing/Infrastructure. FFC manages approximately \$900 million, primarily in three institutional funds: FFC Partners I, FFC Partners II, and FFC Partners III. FFC Partners I and II are fully invested and FFC is currently investing from FFC Partners III. FFC seeks to invest between \$15 million and \$45 million in equity in each portfolio company. FFC invests in growth capital and buildups as well as selectively in buyouts.

Portfolio companies include: AeroCare Holdings, Aerocare USA, AgaMatrix, Amerita, Ancillary Advantage, Arcadia Solutions, Ardent Health Services, Biotix, Drive Medical, Ernest Health, Genova Diagnostics, Informed Medical Communications, K2M, Preferred Care Partners Holding, Reliant Renal Care, Vitalize, Webmedx

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Stage: Growth, Middle Market

Industry: Business Services, Consumer Products & Services, Education & Training, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Real Estate & Construction, Retail & Restaurant, Software & Internet, Sports & Entertainment

Fifth Street (NYSE: FSC) is a leading alternative asset manager that provides financing solutions up to \$500 Million to private, small and mid-sized growing businesses. With a track record of over 15 years, Fifth Street Management LLC manages two publicly-traded Business Development Companies-- Fifth Street Finance Corp. and Fifth Street Senior Floating Rate Corp. The firm's investments generally range in size up to \$75 million and are principally in the form of first and second lien debt investments, which may include an equity component. Fifth Street seeks to invest in established companies with sound historical financial performance. The firm does not intend to invest in start-up companies or companies with speculative business plans and looks for companies with a target EBITDA of \$5 million to \$50 million. Target industries include Healthcare, Manufacturing, Business Services, Education, Retail & Consumer, Construction & Engineering, Food & Restaurants, and Media & Advertising.

Portfolio companies include: ADAPCO, Advanced Pain Management Holdings, Affordable Care, BenefitMall, Best Vinyl, Blue Coat Systems, Bojangles Restaurants, Caregiver Services, Cenegenics, Charter Brokerage, CoAdvantage, Connolly, CPA Site Solutions, CRGT, CTM Group, Digi-Star, DISA, Discovery Practice Management, Dominion Diagnostics, Eagle Hospital Physicians, Enhanced Recovery, Epic MedStaff Services, eResearch Technology, Filet of Chicken, Fitness Edge, Genoa Healthcare, Goldco, Gundle/SLT Environmental, HealthEdge Software, Huddle House, I DRIVE SAFELY, Ikaria, Insight Pharmaceuticals, Martini Park, MedKnowledge, National Spine & Pain Centers, Nicos Polymers Group, Nixon, OLSON, PC Helps, Platform Advertising, Plato Learning, Re-Bath, RTMH, Securus Technologies, SolutionSet, Specialized Education Services, Stackpole International, TBA Global, Titan Fitness, Trident Health Services, Trident USA Health Services, Vention Medical, World50, YETI Coolers

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Stage: Expansion, Middle Market

Industry: Business Services, Defense & Homeland Security, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

First New England Capital (FNEC) invests in mezzanine and equity securities of middle market companies, seeking to invest in a diverse portfolio of securities to achieve attractive risk-adjusted rates of return for its investors. It will act as lead investor or participate in syndicates with other investors depending on investment circumstances. Since its inception in 1988, FNEC has invested approximately \$100 million in over 60 companies. Managing a pool of capital in excess of \$120 million, the firm's investment team focuses on middle market businesses with a history of cash flow stability, consistent top-line growth and experienced management teams. FNEC also considers investments in dynamic, fast-growing companies with a demonstrated ability to execute on well-defined operating strategies. FNEC is currently investing its third fund, First New England Capital III, L.P., which has approximately \$50 million in assets under management. The firm invests between \$2 million and \$5 million in businesses throughout the United States with annual revenues between \$10 million and \$150 million and minimum EBITDA of \$2 million in a wide range of industries. FNEC prefers investments in the areas of aerospace and defense, business and consumer services, manufacturing, value-added distribution, technology and healthcare.

Portfolio companies include: Awareness Technologies, Cecilware, Dayton Parts, Direct Mail Holding, Harvard Bioscience, Jewell Instruments, Ranger International Services Group, Simoniz, Stonewall Kitchens, VaultLogix

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Stage: Middle Market

Industry: Energy & Clean Tech

First Reserve is an independently owned firm whose current management team, in place since 1983, collectively has more than 300 years of energy investment experience. The firm has invested \$18 billion and made over 100 platform acquisitions. First Reserve is the oldest and largest buyout group to focus exclusively on a strategy of diversified energy investments. First Reserve invests in a broad range of segments within the energy industry including: (i) Oilfield Services, such as drilling service providers and wellhead equipment manufacturers; (ii) Energy Infrastructure and Power, such as firms that engineer LNG and natural gas processing facilities or produce power; and (iii) Energy Reserves, such as oil, natural gas, coal producers, as well as uranium, iron ore and other minerals. First Reserve's partnership, First Reserve Fund XI, closed with approximately \$8 billion in July 2006. First Reserve funds have completed principal transactions with an aggregate total value of over \$10 billion. First Reserve generally targets investments in global energy companies with enterprise values of up to \$10 billion. First Reserve maintains additional offices in Houston and London.

Portfolio companies include: 9Ren Group, Abengoa, Accord Nuclear Resources, Acteon Group, AMCI Capital, Amromco Energy, Ansaldo Energia, Bahamas Oil Refining Company International, Brand Energy and Infrastructure Services, CHC Helicopter, China Coal Energy, Cobalt International Energy, Connect Resource Services, Dof Subsea, Energy Credit Partners, First Caribbean Power and Midstream, First ECA Midstream, Fort Detrick Energy, FR Midstream Holdings, Genpower Holdings, Glencore International, Kenersys Group, KrisEnergy, Midstates Petroleum, Mountaineer Keystone, Osage Bio Energy, Remora Energy, Southern Cross Coal Holdings

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Stage: Middle Market

Industry: Financial Services, Real Estate & Construction

Five Mile Capital Partners, LLC is an alternative investment and asset management company established in 2003. The firm specializes in investment opportunities in real estate, debt products, structured finance, asset-based lending and financial services private equity. Five Mile has approximately \$2 billion in assets under management. Five Mile's Principals have significant experience, knowledge and skills relevant to the financial services industry. The firm recently announced a deal with an asset management firm controlled by Mitsubishi.

Portfolio companies include: Lakeforest Mall, Prime Group Realty Trust

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Stage: Early, Expansion, Growth, Middle Market

Industry: Business Services, Communications & Networking, Information Technology, Life Sciences & Healthcare, Real Estate & Construction

Founded in November 1994, FLAG Capital Management manages eleven limited partnerships. Through these partnerships, qualified individuals and families as well as their trusts and affiliated foundations invest in a diversified portfolio of high-quality venture and private equity funds. FLAG offers investors three distinct and complementary venture capital and private equity fund-of-funds strategies. FLAG's mandate is to generate superior performance by providing investors access to a strategically diversified group of top-tier fund managers. FLAG annually commits over \$350 million to general partners worldwide in venture capital, private equity and real assets. FLAG invests through four different fund strategies: Venture Partners, Private Equity, International partners, and Real Assets Partners. Since inception, FLAG has been trusted with over \$4.6 billion in client commitments.

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I Flashpoint

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Stage: Seed

Industry: Communications & Networking, Information Technology, Media & Digital Media, Software & Internet

Flashpoint is a startup accelerator program based at Georgia Tech in Atlanta, Georgia. The newly launched incubator follows the typical format for programs like this, offering seed funding, mentorship, support, shared workspace and more, in return for a 6% share of the startup. Sig Mosley of Imlay Investments, working with some of the most prominent Atlanta angels, created the Flashpoint Investment Fund (FIF) as a vehicle to fund Flashpoint teams. This accelerator is especially interested in investing in early stage startups in the technology, medical device and biotech industries. With its \$1 million fund, the organization typically provides between \$15,000 and \$25,000 in funding to the companies accepted into the program. Flashpoint is unique in implementing startup engineering, a business creation and innovation process developed by Dr. Merrick Furst at Georgia Tech.

Portfolio companies include: Badgy, Billfold, Bismark, CodeGuard, CollectorDASH, eCommHub, Enhanceworks, Excelegrade, IdeaString, LandSpec Pro, Lucena Research, MedMatch, PhysiHome, Pindrop Security, RideCell, SavingGrace, Simmer, Social Fortress, Soket, Sports Crunch, Synapp.io, Telesofia, ThundrLizard, Trimensional

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VC Fluke Venture Partners

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Stage: Expansion

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare

Founded in 1982, Fluke Venture Partners has a long tradition of assisting Pacific Northwest entrepreneurs in building successful and enduring companies. The firm's mission is to fund a deliberately diverse portfolio of the most promising high-growth technology, healthcare, and consumer-oriented opportunities in the Pacific Northwest. Fluke limits its portfolio size so that its partners can work to actively support the management team of each of its investments. Fluke Partners prefers to invest in later-stage profitable businesses, but enjoys building long-term relationships with successful entrepreneurs at any point, and is interested in meeting them even if initial financing is not in the immediate future. Initial investment size can be as low as \$500,000, but the firm typically invests from \$2.5 to \$4 million per company, inclusive of follow-on rounds of financing. Fluke Venture Partners' current fund, with approximately \$65 million, was closed in 2004.

Portfolio companies include: Calidora, Carena Inc, Concordia Coffee Systems, Fios, NetMotion Wireless, Pacific Star Communications, PayScale, Phoseon Technology, Vantos

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Stage: Middle Market

Industry: Business Services, Communications & Networking, Manufacturing & Industrial, Media & Digital Media, Software & Internet

Fogel International is an investment/merchant-banking firm dedicated to assisting companies throughout the United States in the fulfillment of their business and personal strategies, and goals. Fogel International is very active in the private placements of both growth capital and restructured balance sheets, with placements ranging from \$2 million to in excess of \$100 million. In growth capital, a portion of the firm's fees is in equity. Fogel prefers to invest in companies in the seed, early and mature stages.

Portfolio companies include: AFS Technologies, Lombardo Imports, Trefoil Financial Services

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Stage: Middle Market

Industry: Business Services, Communications & Networking, Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction, Sports & Entertainment, Transportation & Distribution

Founded in 1998, Fortress Investment Group is a leading global alternative asset manager with approximately \$58 billion in assets under management as of September 30, 2013. Fortress is headquartered in New York and has affiliates with offices in Atlanta, Chicago, Dallas, Frankfurt, Charlotte, London, Los Angeles, Munich, New Canaan, Philadelphia, Rome, San Francisco, Sydney, Tokyo and Toronto. Fortress's Private Equity Funds focus primarily on control-oriented investments in cash flowing, asset-based businesses in North America and Western Europe. The firm's investments have focused on capital intensive sectors in which it has specialized expertise: transportation, financials, senior living/healthcare, real estate, media & telecommunications, leisure and energy infrastructure. Fortress's Private Equity business was launched in 1998 by Wes Edens, Randy Nardone and Rob Kauffman. Since inception, Fortress has invested approximately \$22 billion of equity capital in 18 private equity investment funds/vehicles on behalf of many of the largest pension funds, university endowments and foundations, and other institutional investors.

Portfolio companies include: Aircastle, Alea Group Holdings, AMRESKO, Boxclever, Brookdale Senior Living, Capstead Mortgage, Capstead Mortgage Corporation, CW Financial Services, Eurocastle Investment Limited, Flagler, Florida East Coast Railway, GAGFAH, GateHouse Media, Global Signal, Green Tree Servicing, Holiday Retirement, Intrawest, Italfondiaro, Jawbone, Kramer Junction, Mapeley, Mapeley Limited, MBS Holdings, MS Hub, Nationstar Mortgage, Penn National Gaming, Prime Retail, RailAmerica, Seacastle, Simon Storage

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Stage: Early

Industry: Life Sciences & Healthcare, Medical Device

Foundation Medical Partners is a leading national, independent, healthcare venture capital investment firm. Foundation was formed in 2001 with the vision of bringing together cutting edge life science expertise with deep company-building experience. Foundation specializes in early stage investments in the medical device, biopharmaceutical, and predictive medicine technology sectors. Foundation Medical Partners was an early, active venture investor in such now-public companies as AtriCure (NASDAQ: ATRC), CardioNet (NASDAQ: BEAT), Combinatorx (NASDAQ: CRXX), and Northstar Neuroscience (NASDAQ: NSTR), as well as a portfolio of other market-leading privately held firms. Foundation actively manages over \$200 million in venture capital, with a current market capitalization of its healthcare investments totaling over \$2 billion. Foundation Medical Partners' strategic limited partner, Cleveland Clinic, is one of the most widely recognized and innovative medical centers in the world. Foundation's special relationship with Cleveland Clinic allows the firm and its portfolio companies to directly access and work closely with physicians, surgeons, and scientists throughout Cleveland Clinic.

Portfolio companies include: AtriCure, BridgePoint Medical, Cardiomems, CardioNet, CircuLite, CombinatoRx, Direct Flow Medical, EndoGastric Solutions, Functional Neuromodulation, Histogenics, i1 Biometrics, IlluminOss, IlluminOss Medical, Immunicon, Marinus Pharmaceuticals, NeuroVista, Northstar Neuroscience, Predilytics, Semprus Biosciences, SetPoint Medical, Spine Wave, SynapDx, Vertos Medical, Visiogen

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Stage: Early, Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

Founder's Co-op is an angel investment fund, led by Andy Sack and Chris DeVore, which has raised a new \$8 million fund from some of the top names in the Seattle technology community. The group plans to bankroll as many as 20 new startup companies in the Pacific Northwest. Founder's Co-op invests between \$50,000 and \$250,000 in early-stage startups. Backers of Founders Co-op include Concur president Raj Singh; Ontela co-founder Dan Shapiro; Swype CEO Mike McSherry; AdReady CEO Karl Siebrecht; angel investor Vijay Vashee and more than 50 others from the technology community.

Portfolio companies include: Appature, Appfrog, AppStoreHQ, Apptentive, Apsalar, Array Health, Beamit Mobile, BigDoor, Bonanza, Clipboard, Cooler Planet, Deal Co-op, Dealer Planet, Estatefy, EveryMove, FlexMinder, Frugal Mechanic, Giant Thinkwell, Group Talent, Habit Labs, Haiku Deck, Highlighter, LendUp, Lighter Capital, Massively Fun, MobilDevHQ, Nearlyweds + OneWed, Remitly, Shippable, SimplyMeasured, Smore, SPARQ.me, Thinkfuse, tINDIE, Tred., Unbounce, Urban Airship, Zipline Games

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Stage: Early, Expansion, Growth, Seed

Industry: Life Sciences & Healthcare, Medical Device

Founded in 1991 and with more than \$1.8 billion of capital under management, Frazier Healthcare is one of the nation's leading providers of venture and growth equity capital to emerging healthcare companies. The firm has invested in more than 100 emerging healthcare companies, focusing on the biopharma, medical device and healthcare service sectors. Within the venture program, Frazier invests in biopharma and medical device companies across the entire spectrum of their development from seed to late stage and PIPEs. Within the growth equity program, Frazier invests in healthcare companies that have already achieved positive cash flow and that have the potential for high growth. Frazier expects to support their venture investments over the duration of their development with total investment amount per company averaging \$15 to \$50 million. Frazier primarily invests in companies located in all the major healthcare clusters across the United States: Bay Area, San Diego, Seattle, Boston and North Carolina. The firm also maintains a Seattle office. Frazier is currently investing out of a \$600 million fund formed in 2008.

Portfolio companies include: Adobe Healthcare, Alchaogen, Alcresta, Alexza, Alnara, Amicus, Amicus Therapeutics, Anaptys, Atterocor, Bariatric Partners, Bravo Health, Cadence Pharmaceuticals, Calixa Therapeutics, Cardiac Dimensions, Chimerix, Collegium Pharma, CVRx, DSI Renal, Elements Behavioral Health, Geron, Informed Medical Communications, InnerPulse, LabSCo, Marcadia Biotech, MedPointe, Nuon Therapeutics, OraPharma, Pentec Health, Portola Pharmaceuticals, PowerVision, ppoNEXT, Prezio Health, QUATRx, Rempex Pharmaceuticals, Rigel, Silence Therapeutics, SilverGate Pharmaceuticals, Stromedix, Tobira Therapeutics, Trident USA Health Services, Trubion Pharmaceuticals, Tularik, VentiRx Pharmaceuticals, ViroPharma, Vivus, XenoPort, Zonare, Zymogenetics

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Stage: Early

Industry: Communications & Networking, Information Technology, Software & Internet

Frazier Technology Ventures invests in entrepreneurs interested in building category-defining software companies in the Internet, wireless, communications, and next-generation-enterprise sectors. FTV maintains a primary investment focus in the Pacific Northwest, but will invest in the greater Pacific Northwest and California when a company matches the firm's investment strategy and the partnership's prior experience. Frazier makes investments in the early stages of company development, such as the Series A and Series B stages. FTV has \$150 million in capital under management and, together with an operating relationship with Frazier Healthcare Ventures (see above), the two fund groups comprise the Pacific Northwest's largest venture franchise.

Portfolio companies include: Aprimo, Control4, DocuSign, DSIQ, Finsphere, Medio, Smilebox, SNAPin, Socrata, Wetpaint

Investment Team:

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PE/ VC Fulcrum Equity Partners

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Stage: Expansion, Growth, Middle Market

Industry: Business Services, Information Technology, Life Sciences & Healthcare, Software & Internet

Fulcrum Equity Partners is an Atlanta-based private equity firm focused on providing expansion capital to rapidly growing companies. The firm provides equity investments of up to \$5 million initially for a wide variety of industries with a special emphasis on healthcare, information technology, business services, and technology enabled operating companies. Fulcrum provides financing to meet a wide range of needs, including internal growth initiatives, acquisitions, shareholder liquidity buy-outs, recapitalizations, and divestitures. The firm believes a significant gap exists in the financial markets for smaller growth companies (companies with \$2 to \$75 million in revenue that are profitable or nearing profitability) seeking capital ranging from \$1 to \$5 million.

Portfolio companies include: Bright Light Systems, Bruder Healthcare Company, Contact at Once!, Digital Assent, EnduraCare Acute Care Services, Gemino Healthcare Finance, GetOne Rewards, Medical Direct Club, MESA Medical Group, MFG.com, Partners Healthcare Group, Path-Tec, Prepara, Red Bag Solutions, Regenesys Biomedical, RivalHealth

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Stage: Seed

Industry: Electronics & Advanced Materials, Information Technology, Life Sciences & Healthcare, Software & Internet

The Furnace Technology Transfer Accelerator is an innovative startup accelerator designed to form, incubate and launch new companies. Each company is created to license technology and intellectual property from Arizona's premiere research institutions, in partnership with Dignity Health Arizona, NAU Innovations, University of Arizona's Tech Launch Arizona, Thunderbird School of Global Management, and BioAccel. Furnace is an intensive, nine-month accelerator experience for startups that provides seed funding, office space, and access to top industry mentors to commercialize discoveries made in Arizona laboratories.

Portfolio companies include: Attometrics, Dataware Ventures, Fast PCR Diagnostics, IMANIN, MIXX Systems, Rarus Innovations, Redox Diagnostics, RehabDev, SiO2 Nanotech, Traken Technologies

Investment Team:

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www.galen.com

Stage: Expansion, Growth

Industry: Information Technology, Life Sciences & Healthcare, Medical Device

Galen Partners is a Stamford-based, private equity firm focused on healthcare information technology/outsourcing, medical devices and specialty pharmaceutical companies. The firm recently raised \$250 million for its fifth investment fund. Since 1990, Galen has built an investment portfolio with an aggregate market value of over \$10 billion-and helped 70 of its portfolio companies navigate through the paths of public offerings, debt financings, and mergers and acquisitions. The firm typically invests \$15 to \$25 million in transactions, with a minimum initial investment of \$10 million, but has led transactions requiring upwards of \$100 million of equity. Galen seeks to invest in healthcare growth equity companies with proprietary products or services that have attained a revenue run-rate above \$10 million and have near-term prospects for positive cash flow. Galen currently has nearly \$1 billion under management.

Portfolio companies include: Acura Pharmaceuticals, Aperio, Cambrooke Foods, Cardiva, Dakim, Derma Sciences, EchoServe, Integrated Diagnostic Centers, International Medical Group, InTouch Health, LifeImage, MedAssets, National Rehab Equipment, Nautilus Neurosciences, ONI Medical Systems, PeriGen, Quotient Biodiagnostics, Quotient Biodiagnostics Holdings, Sharecare, SonaCare Medical, Soteira, Tactile Systems Technology, Tech Pharmacy Services, Unisyn Medical Technologies, USHIFU

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Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare, Media & Digital Media, Software & Internet

The Gathering of Angels is a monthly meeting of private, high net-worth investors, venture capitalists and merchant bankers. The event is hosted by Tarby Bryant, Chairman of the Anasazi Capital Corporation. The Gathering of Angels is an Angel Investor Forum where six companies present with PowerPoint for 20 minutes each followed by 2-5 minutes of Questions & Answers. Accredited Angel Investors, VCs and Investment Bankers receive complementary admission to the group's events. Each GOA presenter pays a \$2,500 presentation fee with no % of angel capital raised. Included in the GOA presentation fee is 3 hours of virtual coaching, mentoring and consulting from GOA CEO Tarby Bryant to insure that each presentation is clear, concise and defensible. GOA helped 17 young companies find capital in 2006 and had 10 success stories in 2007.

Portfolio companies include: AOI Medical, BioTech Medics, Carbon Motors, Centurion Investment Partners, CPT Medical, Deep Liquidity, Feel Golf, FrontLine Promotions, Green Panel Corporation, HyperWex, Nextronics, Rubber Recycling, Solar Breeze, Three Dog Bakery, Tow Truck in a Box, Vanguard Mortgage, Viaja Travel, ViajaTravel

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Stage: *Early*

Industry: *Communications & Networking, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial*

Gazelle TechVentures, Inc. was created when a number of senior Indiana business leaders assembled to address the funding gap as a business opportunity. The firm's objective is to be the hub of venture capital activity in Indiana and one of the most respected, leading funds in the Midwest. Managing \$60 million, Gazelle focuses on companies in the following industries: information technology, health care, communications and advanced manufacturing.

Portfolio companies include: AuthorHouse, eTapestry, Mezzia/VFA, Practical Engineering, Renal Solutions, Rubicon, UNX

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www.gcatt.org

Stage: *Seed*

Industry: *Communications & Networking, Software & Internet*

Formed in 1991, GCATT is a program of the Georgia Research Alliance, a public/private partnership fostering technology-based economic development across the state. Although GCATT is based at Georgia Tech, it supports research programs in advanced telecommunications at the Georgia Research Alliance's six research universities. The GCATT Building houses a variety of research programs with a national and global presence. Inside the 150,000 square foot facility are 70 laboratories for over 400 researchers. The Advanced Technology Development Center (ATDC) start-up incubator is home to new companies that together employ approximately 100 people at any one time. The research centers that make up GCATT range in focus from core telecommunications technologies, such as wireless, optical, signal and image processing, to cutting-edge applications such as e-commerce, wearable computing, telemedicine, and enhanced distance learning, as well as compression technologies that have gone on to define cellular telephony, voice over IP, MP3, and HDTV.

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Stage: *Middle Market*

Industry: *Communications & Networking, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction, Software & Internet, Sports & Entertainment*

GE Capital is a leading global financial services business. GE Capital offers a wide range of financing solutions including Commercial Lending and Leasing, Energy Financial Services, Consumer Financing, Real Estate Financing, and GE Capital Aviation Services. Among several investment vehicles, the Peacock Equity Fund is a partnership between GE Commercial Finance (Media, Communications & Entertainment) and NBC Universal. Peacock Equity is a \$250 million global fund focusing on companies developing technologies, platforms or business models with strong strategic synergies with NBC Universal in a wide-range of areas, including advertising, digital content and communities, health, technology and wireless/online. Individual investments range from \$3 million to \$25 million. GE Energy Financial Services builds relationships with private and public energy and water customers that have compelling business models and well-defined strategies by structuring investments and financings to meet their needs. The firm invests globally with a long-term view, across the capital spectrum to help our customers and GE grow. GE offers structured, common and second- and third-stage venture equity, debt, including arranging services, leases, partnerships, project finance, and broad-based commercial finance.

Portfolio companies include: Adify, Bobcap, CardioDx, Chromatin, Duckhorn Wine Company, FireBrand, Healthline, IGA Worldwide, JetBlue, Ochsner, Pivotal Software, Polaris, SunPower, Teradata, Trion, Triumph

Investment Team:

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Stage: *Early*

Industry: *Life Sciences & Healthcare, Medical Device*

GE Ventures combines capital, technical and commercial expertise, infrastructure, and the GE global network of businesses and partners to scale great ideas while driving growth for the firm's start-up partners and GE. With a focus on software, healthcare, energy, advanced manufacturing and financial & digital services, GE

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Ventures offers a tailored approach, from partnering to investing and advising. GE Ventures invests primarily in early to mid-stage companies. While historically focused on Series B and C rounds, GE Ventures has expanded participation to include support of accelerators and investing seed and Series A capital.

Portfolio companies include: Acutus Medical, Alta Devices, Arctic Sand, Ayasdi, Beyond Compliance, C8 MediSensors, CardioDx, Check-Cap, Ciris Energy, Codexis, Consert, Cool Planet Energy System, Labcyte, NanoString, Oblong Industries, On-Ramp Wireless, Predixion Software, Quantum Health, Stem, Sungevity

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Stage: Expansion, Growth, Middle Market

Industry: Business Services, Consumer Products & Services, Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Software & Internet

Founded in 1980, General Atlantic has provided equity financing to private and public companies globally. General Atlantic has invested in over 160 companies and currently has approximately \$17 billion in capital under management. General Atlantic's investments range from \$50 million to \$500 million for growth, expansions, buy-outs, consolidations and build-ups. With nine offices located around the world, the firm makes investments globally in the following sectors: Financial Services, Healthcare, Energy & Resources, Business Services & Technology, and Media & Consumer. General Atlantic invests in 8-12 companies per year.

Portfolio companies include: Aceco, Acumen Brands, Affinio Group, Affinio Group, AKQA, Alibaba Group, Align Networks, Altair Engineering, Amedes Group, Appirio, Asian Genco, Axel Springer, Bazaarvoice, BM&F Bovespa, BM&FBovespa, Box, Citco, Compugroup, Critical Path, Dice Holdings, Exp, Facebook, FNZ, Fourcee, Gavillon, Gavilon, Genpact, Getco, Gilt, Gilt Groupe, Groupalia, Grupo Qualicorp, Hexaware, IBS Software Services, Indusind Bank, Infotech Enterprises, Insight Express, Ivalue, Jubilant Life Sciences, Kaspersky, Klarna, LatAm Pensions and Investments, Linx, MarkIt, MedExpress, MStar, Mu Sigma, national Stock Exchange, Net1, Oak Hill Advisors, Peixe Urbano, Pierpont Securities, Privalia, Quality Technology Services, Red Ventures, RedVentures, Renren, Saxo Bank, Service Source, ServiceSource, Smiles, SouFun, Studio Moderna, Sun Art Retail Group, Sura Asset Management, TASC, Tenfu, Torex Retail, Tory Burch, Trinet, Web.com, XChanging, xiabu xiabu, XP Investimentos, Yemeksepeti, ZhongSheng Group

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Stage: Expansion, Growth, Middle Market

Industry: Business Services, Communications & Networking, Information Technology, Life Sciences & Healthcare, Media & Digital Media

Founded in 1996, Generation Partners is a private investment firm managing \$345 million of capital focused on providing equity capital to technology-oriented growth companies through buyout, growth equity, and venture capital investments. The firm targets investments between \$10 and \$40 million in three broadly-defined industry areas: Business & Information Services, Media & Communications, and Healthcare Services & Tech-nology. The firm has offices in Greenwich, CT, Austin, Texas and San Francisco, CA and has invested in over 50 companies.

Portfolio companies include: American Cellular Corp, Demand Media, DiscoverMusic.com, High End Systems, HotJobs.com, iCrossing, Johnny Rockets, LVI Services, MedVance Institute, Muzak, New Wave Broadcasting, PartMiner, Post University, Promatory, Revcube, Scientific Games, ShopWiki, Sterling Infosystems, the Platform, Virtual Radiologic Corporation

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Stage: Middle Market

Industry: Information Technology, Real Estate & Construction

Georgetown Capital Partners invests entrepreneurial capital in two asset classes: Private Growth Companies, Residential Developments. For Private Growth companies, Georgetown sees companies with Revenue: \$5-20 Million; EBITDA of \$1-5 Million; and an Investment of \$2.5- 10 Million. Georgetown Capital Partners provides short-term mezzanine capital to the residential development community. The firm's mezzanine capital bridges the gap between a residential project's cost and the amount funded by a construction loan. Georgetown works with medium sized residential developers who are frequently overlooked by larger institutions, investing in projects where value can be created and realized within 12 months. Targeted mezzanine loan amounts typically range from \$250,000 - \$2,500,000, primarily in the Washington DC metropolitan area.

Investment Team:

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Stage: Seed

Industry: Agriculture & Agricultural Science, Defense & Homeland Security, Energy & Clean Tech, Life Sciences & Healthcare, Manufacturing & Industrial

The Centers of Innovation (COI), an official part of the Global Commerce division at the Georgia Department of Economic Development, is a program designed to accelerate the growth of technology-based companies. Formed in 2003 by Governor Sonny Perdue, COI is comprised of six centers: agribusiness, aerospace, energy, life sciences, logistics and manufacturing. Located in Atlanta, Augusta, Gainesville, Savannah, Tifton and Warner Robins, each center provides statewide strategic industry expertise by being a complete source of information. Tangible services include access to university-level research and development, product commercialization, industry-specific business counsel, matching research grants for qualified companies, significant networking opportunities and connecting clients to potential investor networks.

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Stage: Seed

Industry: Life Sciences & Healthcare, Medical Device

The Georgia Health Science University (GHSU) Business Development Center is a business incubator that encourages, nurtures and fosters entrepreneurial enterprises related to biomedical science. The center is managed by the Georgia Department of Economic Development's Center of Innovation for Life Sciences and hosted by the Georgia Health Science University. Gov. Sonny Perdue launched the Center of Innovation for Life Sciences in 2003 with funding from OneGeorgia Authority. The center, centrally located on MCG's main campus in Augusta, Georgia, has approximately 1,600 square feet of space that can house up to five entrepreneurial businesses in the life sciences (bioinformatics, genomics, medical devices, diagnostics, etc.). Each unit includes a large wet lab, a separate clean room or culture room and two offices. Each room includes benches, sinks, desks, tables, chairs, storage shelves and file cabinets.

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Stage: Early, Seed

Industry: Life Sciences & Healthcare, Medical Device

Established in 2000, The Georgia Medical Center Authority (GMCA) is a statewide authority established by the Georgia General Assembly to advance the life sciences industry based in the State of Georgia through the provision of research, development and manufacturing facilities and programs. The Georgia Medical Center Authority helps advance the life sciences industry state-wide by providing up to \$300 Million in revenue bonds for research, development, and manufacturing facilities, and by managing BioBusiness Centers, which serve as business accelerators for established, startup and post-incubator life sciences companies. The Georgia Medical Center Authority's vision is to advance the growth of Georgia's life sciences industry by facilitating the creation and retention of biomedical jobs, having substantial impact on Georgia's economy and the health of its citizens. The Georgia Medical Center Authority conceptualized the creation of business accelerator facilities in 2005 as a result of strong demand for space by post-incubator and start-up entrepreneurs in the Life Sciences industry (medical device, bioinformatics, medical software, telemedicine, and biotech). The Augusta BioBusiness Center (ABBC), the authority's flagship business accelerator facility, is located in historic, downtown Augusta, Georgia. This 17,000 sq. ft. facility, which features wet and dry laboratories and offices, currently hosts three life sciences companies, two of which were 'born' at the Medical College of Georgia.

Portfolio companies include: HealthTronics Laboratory Solutions, Integrated Science Systems, REACH Call

Investment Team:

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Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Georgia Oak Partners (GOP), founded in 2011, is a highly differentiated investment platform focused on growth private equity investments in the Southeast U.S. GOP seeks to partner with the management teams of businesses experiencing some form of transition or challenge, that can benefit from the firm's strategic approach and operational philosophy. The firm expects to invest from \$5 to \$20 million in a single transaction. These businesses will typically have: Revenues of \$15 to \$150 million (co-investments into transactions up to \$1 billion+); Enterprise values of up to \$50 million (co-investments into transactions up to \$250 million+); and EBITDA of up to \$10 million (co-investments into transactions up to \$50 million+). Target sectors include: Business services (including transportation and logistics); Consumer products and services, including restaurants; Manufacturing, typically specialty/niche in nature; and Packaging and materials, including value-added building products.

Portfolio companies include: TeamOne Logistics, Your Pie

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Stage: Early

Industry: Information Technology, Life Sciences & Healthcare

GRA operates as an independent not-for-profit entity governed by leaders from industry and academia. While GRA receives a state appropriation for investment in university-based research opportunities, its small staff and lean operations are funded through foundation and industry contributions. In its first 19 years, GRA leveraged \$525 million in state funding into \$2.6 billion of additional federal and private investment. VentureLab is GRA's signature technology commercialization program. Launched in 2002, VentureLab helps build high-growth companies around laboratory discoveries at GRA's partner universities. VentureLab seeks out university-based research innovations, evaluates their commercial potential and provides resources to address the management, market and technology risks that come with new ventures. Each participating university -- Georgia Tech, Emory, the University of Georgia, Georgia State University and Georgia Health Sciences University -- has an active technology incubator with which VentureLab can partner. In the last five years through VentureLab, GRA has evaluated the commercial potential of more than 260 university inventions or discoveries and awarded VentureLab grants to form 107 active companies. At the end of 2010, these companies employed more than 640 professionals, had attracted \$460.2 million in private equity investment and generated nearly \$77 million in revenue.

Portfolio companies include: ArunA Biomedical, Axion Biosystems, Body Surface Translations, Cardiomems, Damballa, Digital Vision, Elevar, GeoVax, Innovolt, InsectiGen, MedShape, MedShape Solutions, NeurOp, Pramana, REACH Health, Scintigra, Sentrinsic, Suniva

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www.gsu.edu/collabtech

Stage: Early

Industry: Life Sciences & Healthcare, Medical Device

Formed in 2001, the Collaborative Technology Program (CollabTech), working together with the Technology Development Center of the College of Arts & Sciences'

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Center for Biotechnology & Drug Design, represents Georgia State University's commitment to economic development in the Atlanta region through the incubation of, and collaboration with, early-stage biotechnology companies. The CollabTech Research Facility, completed in July 2008, is located in heart of downtown Atlanta at the Suntrust bank complex. The building is on Edgewood Avenue, standing four (4) stories tall with about 20,000 square feet per floor. It is located across the street from Georgia State University's existing research and teaching facilities and associated faculty/staff. Also across the street from the CollabTech facility are the Georgia Research Alliance offices, as well as the Georgia Cancer Coalition offices.

Portfolio companies include: American Process, Cell Constructs, Haplomics, NeurOp, ProDa BioTech

Investment Team:

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Stage: Early, Seed

Industry: Life Sciences & Healthcare

Georgia Venture Partners (GVP) was established in 2004 to make seed and early-stage investments in life sciences enterprises related to Georgia. The Fund's purpose is twofold: 1) to achieve superior investment returns, primarily in the form of capital gains, by building and investing in debt and equity securities of a portfolio of companies, and 2) to increase economic development of life sciences in Georgia by seed or early-stage investments in life science entities. The firm invests through Georgia Venture Partners (the GVP Seed Fund), the largest seed-stage, Georgia-focused life sciences fund in the state with the major academic universities as its Limited Partners. The initial investment of the fund is between \$100,000 and \$500,000 with a total investment in a single company of \$1 million. The firm's partners are also advisors to the State of Georgia Bioscience Seed Fund, a separate source of capital for companies. Established in 2000 by the Georgia State Legislature, the State of Georgia Bioscience Seed Fund invests side-by-side with accredited early-stage investors in life science companies based in Georgia.

Portfolio companies include: Abeome, AerovectRx, Altiris, Arterain Medical, ArunA Biomedical, AxoTect, Biofisica, CytoDome, ICON Interventional, Iconic Therapeutics, InsectiGen, Neorop, Physiostream, Scientific Compliance, Scientific Intake, Stheno, Visioneering Technologies

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www.gilbertglobal.com

Stage: Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Financial Services, Manufacturing & Industrial

Gilbert Global is an institutional investment firm that makes private equity and equity-related investments in both public and private companies around the world. Since 1984, Gilbert Global's principals have financed over 130 successful companies in 17 countries around the world. Gilbert Global Equity Partners was formed in 1997 upon the investment team's departure from Soros Capital L.P., the principal private equity vehicle of the Quantum Group of Funds. Today, Gilbert Global has a capital base of \$1.2 billion. The firm's principal investors are Fortune 500 corporations, State and corporate pension funds, university endowments, insurance companies and financial institutions. Individual controlling or non-controlling direct investments are generally expected to range from \$20 million to \$150 million. For over 22 years, Gilbert Global has been an investor throughout the United States, Europe, Latin America and Asia-Pacific. The firm's experience spans a wide range of industries, including telecommunications equipment and services, financial and business services, as well as traditional industrial and consumer-related businesses.

Portfolio companies include: Amkor Technology, CPM Holdings, Montpelier Re Holdings, Olympus Re Holdings, True Temper

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Stage: Early

Industry: Energy & Clean Tech, Life Sciences & Healthcare, Transportation & Distribution

Global Environment Fund (GEF) is an international investment firm that invests in emerging markets, clean technology and forestry. The firm manages private equity funds totaling approximately \$1 billion and limited partners include prominent endowments, foundations, family offices and pension funds. GEF was established in 1990 to provide financing and management support to companies that contribute to efficient use of energy, human health and the sustainable management of natural resources. The firm's target industries include: Clean Technology; Sustainable Forest Products; Clean Energy; Water/ Wastewater Treatments; Efficient Transportation; Integrated Waste Management; and Healthcare.

Portfolio companies include: Blue Ridge Numerics, Cantaloupe Systems, Chainalytics, ComRent International, Greenergy, Greenko Group, Haverfield, Integrated Cleanroom Technologies, Knight and Carver Wind Group, Red Ambiental, Sensicast Systems, Signature Control Systems, SPG Solar, Unirac, UPC Renewables China

Investment Team:

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www.graventurefund.com

Stage: Seed

Industry: Information Technology

The GRA Venture Fund, LLC is a private investment fund created to help finance promising companies. The GRA VentureFund invests exclusively in companies that participate in GRA's VentureLab commercialization program. The fund's investors are the State of Georgia, private individuals, corporations and foundations. The state's commitment includes \$7.5 million in capital investment and two types of income tax credits for investors: the first \$30 million of private investment in the Fund will qualify for a 25% Georgia income tax credit; and the first \$75 million of private investment invited to co-invest with the Fund in its portfolio companies will qualify for a 10% Georgia income tax credit. VentureLab companies seek to commercialize technologies developed at one of the state's six research universities: Georgia Institute of Technology, Emory University, The University of Georgia, Medical College of Georgia, Georgia State University, and Clark Atlanta University. The minimum investment amount for any single accredited private investor is \$250,000. The maximum investment is \$2.5 million.

Portfolio companies include: asankya, Clearside Biomedical, Damballa, Pindrop Security, Sentrinsic, StarMobile, Urjanet

Investment Team:

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Stage: Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

Gravity Ventures is a member managed seed capital fund based in Indiana and Arkansas, investing in early stage technology and tech-enabled businesses across a variety of industries. Gravity Ventures began in 2008 with only a handful of investors managing a single seed capital fund in Indiana. Gravity has quickly become an accomplished investment group of more than 60 members overseeing a growing portfolio of early stage technology businesses. Today, Gravity Ventures operates five seed capital funds based in Indiana and Arkansas, and remains dedicated to supporting the endeavors of ambitious entrepreneurs. Gravity administers its portfolio cooperatively, and makes investment decisions as a group.

Portfolio companies include: Acumen Brands, Apparel Media Group, Btiques, Compendium, DataRank, Formspring.me, Formstack, Giggil, HomeDx, Jada Beauty, Lesson.ly, MineWhat, MobileFWD, NanoWatt Design, reBounces, redclay, RTF Logic, StackSearch, The ARK Challenge, TinderBox, Treatsie, Valor Medical, VIC Growth Fund, Vontoo

Investment Team:

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www.grayghostventures.com

Stage: Seed

Industry: Education & Training, Information Technology, Software & Internet

Gray Ghost Ventures (GGV) is an impact investment firm dedicated to providing market-based capital solutions to entrepreneurs who are addressing the needs of low-income communities in emerging markets. Depending upon the need and opportunity, GGV serves as creator and manager, sole funder, lead investor, co-investor, general partner or limited partner in operating companies or investment funds. GGV's focus areas include: microfinance, social venture investment and affordable private schools. First Light Ventures (FLV) is an independent fund within the Gray Ghost Ventures' family of initiatives. The fund serves as an incubator and investment partner to seed-stage, for-profit social ventures. FLV's unique investment strategy is designed to accelerate the successful development of scalable and sustainable social enterprises that provide goods and services to low-income customers in emerging markets around the world. Gray Ghost manages a \$69 million microfinance portfolio.

Portfolio companies include: Antares, Balkans, Banex, Bellwether, Bioceptive, Blue Orchard Microfinance Securities, BookBox, CareGo International, Catalyst/ASA International, Centurion Fund, CloudCurrencies, Co2 Impact, Cooler, d.light, Drop the Chalk, Emergency Liquidity Fund, GCMC, Global Microfinance Equity Fund, Gray Ghost DOEN Social Ventures, Gray Matters Capital, IFIF, Jack and Jake's Local and Organic Market, Kopo Kopo, Life City, Liga Masiva, LocFund, MobileWorks, New Avenue Homes, ParaLife, Promethean Power Systems, Prospero, RainSaucers, RentBureau, SABRAS, Short-Term Liquidity Fund, SMV Wheels, Solidus, TerViva BioEnergy, The Hoop Fund, Under the Mango Tree, v-shesh, Who Gives a Crap, Windhorse

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Stage: *Early, Expansion, Growth*

Industry: *Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Semiconductor*

Founded in 1995, the Grayhawk Venture Fund has over \$500 million in total assets under management and typically invests in early to later stage companies. Grayhawk makes investments between \$1 million and \$4 million in companies located in the Southwestern United States. Grayhawk generally invests in the form of preferred stock with dividends. In earlier stage situations, the firm will typically invest \$1.0 million to \$2.0 million in the first round. Grayhawk invests in the software, Internet, Technology-Enabled Services, Healthcare IT, Financial Services, and Clean Tech. Grayhawk is the successor to Cornerstone Equity Partners, a private equity investment company that invested \$25 million over a five year period and generated a 84% internal rate of return on its investments.

Portfolio companies include: AccountNow, Alianza, appsFreedom, Camstar, Carefx, CellzDirect, Clear Technology, Contatta, Cypress Golf Solutions, Emergent Respiratory Products, ESS, Health Outcomes Sciences, Innovasic Semiconductor, Intesource, ITAX Group, MX Logic, NetRegulus, Response Analytics, Siverion, The B Equal Company

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www.greatcirclecapital.com

Stage: *Expansion, Middle Market*

Industry: *Business Services, Transportation & Distribution*

Great Circle Capital is a private equity investment firm dedicated to buyout and expansion capital opportunities within the global transportation network. Great Circle was founded in 2001 and is based in Stamford, Connecticut. The firm is focused mainly on the countries of the former Soviet Union, Southeastern Europe, Turkey, and the Baltic Seas. However, all emerging markets are open to consideration. Great Circle Capital and affiliates are the General Partner and Investment Manager of the Great Circle Fund, LP. The fund's primary focus is on the following sectors: Transportation Infrastructure, Shipping, Transportation Operating Companies, Logistics/Freight Forwarding/Warehousing, Energy Services, and Transportation Assets. Great Circle targets existing businesses with free cash flow in excess of \$5 million. The firm participates in transactions where the maximum investment by the Fund is up to \$30 million.

Portfolio companies include: Balnak Logistics, Batumi Oil Terminal, Caspian Services, Far East Shipping Company, Izmir Logistics, Russian Logistic Service, STS Logistics

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Stage: *Early, Growth*

Industry: *Consumer Products & Services, Life Sciences & Healthcare, Software & Internet*

Greenline Ventures, LLC is a financial services company that specializes in capital markets solutions for economic development activities nationwide. With approximately \$1 billion of assets currently under management, Greenline provides debt and/or equity capital for projects and operating businesses that are capable of generating strong risk-adjusted returns for its investors as well as a positive impact on the local communities. Greenline was formed in 2011 as part of the management-led buyout of Capmark Financial Group's New Markets Tax Credit division. Greenline is 100% owned by the former employees of this division, which remained very successful and active throughout the recent economic downturn and subsequent bankruptcy filing by its parent, Capmark, in 2009. Since its inception in 2004 as an operating division within Capmark, the Greenline team has raised over \$1.3 billion in capital and invested in over \$2.5 billion of projects and businesses throughout the country. The Greenline Community Growth Fund (GCGF) is a Greenline-managed community development venture capital fund with a national footprint that targets small operating businesses with less than \$5 million of capitalization. GCGF is currently capitalized with \$2 million of Greenline's proprietary capital and is expected to grow over time. Investments typically range from \$5,000 to \$500,000 depending on the size/needs of the business. Approximately \$500,000 of existing funds are targeted toward the smaller end of the range (less than \$100,000) to ensure a significant number of 'main street' businesses gain access to funding.

Portfolio companies include: Bode Tree, BodeTree, CO2Nexus, Industry Office, Men's Health, MyForce

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Stage: Early, Expansion

Industry: Information Technology, Life Sciences & Healthcare, Software & Internet

Founded in 2000, Greenspring Associates (formerly known as Montagu Newhall) manages five venture capital fund-of-funds with a combined total of \$2.2 billion in committed capital. Greenspring's strategy of investing in venture capital funds is complemented by its direct investment strategy. Generally, the Fund looks to invest in later stage, private companies with experienced management, innovative technologies, profitable and sustainable business models, and clearly defined exit strategies. The firm invests primarily in the technology, life sciences, and technology-enabled services sectors. The firm has an additional office in Maryland.

Portfolio companies include: @Task, Accel, AtTask, Balderton Capital, Barrx Medical, Battery Ventures, Benchmark Capital, Bessemer Venture Partners, Bravo Health, Cameron Health, ChannelAdvisor, Charles River Ventures, Clarus Ventures, Cloud Sherpas, CloudFlare, Cologix, Columbia Capital, Cvent, Delphi Ventures, Digital Chocolate, Domain Associates, Entellus Medical, Exact Target, ExactTarget, Exinda, FairHaven Capital, Founders Fund, Foundry Group, Gemini Israel Funds, Gigya, GlassHouse, GrubHub.com, Intarcia Therapeutics, Intrinsic Therapeutics, Intronis, Kareo, Lightspeed Venture Partners, Lithium, Lithium Technologies, Meritech Capital Partners, Nutanix, Ocera Therapeutics, Orexigen, Paracor Medical, Photobox, Proofpoint, QuestMark Partners, Redpoint Ventures, Roundbox, Scale Venture Partners, SkinMedica, Split Rock Partners, TeamViewer, Tethys Bioscience, Turn, Verus Pharmaceuticals, Zayo Group, Zonare, zulily

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www.greystonecapitalgroup.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial

Greystone Capital Group is the manager of GCG Investors, LP and GCG SBIC Investors, LP, a combined \$200 million investment partnership. Greystone provides mezzanine debt and equity to finance buyouts, recapitalizations and internal growth needs of middle-market companies. Formed in 2002, its principals have over 135 years of collective experience, and led a middle-market corporate finance business for Bank of America's Commercial Finance Division and its predecessors. Over a seventeen-year period they have invested subordinated debt and equity in over 100 companies in a wide range of industries including manufacturing, consumer wholesale, building materials, industrial equipment and service businesses. Greystone's preferred investment size ranges from \$3 million to \$15 million, targeting companies with revenues of at least \$10 million and EBITDA in excess of \$2 million. Greystone invests nationwide through offices in San Francisco, Chicago and Westport, CT.

Portfolio companies include: Alaven Pharmaceutical, Allen Technologies, Allstar Magnetics, Andrews International, Aqua-Chem, Arrowhead Brass Products, Backyard Leisure, Bock & Clark, Brittany Corporation, CAPCO Tile & Stone, Cherry Creek Tree Farms, Collection Associates, Data Source, DecisionQuest, Dickinson Frozen Foods, Halo Industries, Hunter's Specialties, IAB Solutions, Information Innovators, International Imaging Materials, ITerpSOFT, Loftware, Monroe Engineering, Mountain High Resorts, Mozzarella Fresca, MWA Intelligence, National Mobile Television, Novolyte Technologies, OpenFirst, Paragon Products, Pharmaco, Phillips Tile, Rennhack Marketing Services, SoftWriters, Syrgis Holdings, Tecta America, Tewa Moulding, Thomson Plastics, Turbonetics, Wellington Cordage, World Dryer

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Stage: Middle Market

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Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial

Gridiron Capital, LLC, headquartered in New Canaan, Connecticut, is a private equity firm focused on creating value by acquiring and building smaller middle-market manufacturing, service, and specialty consumer companies in the United States and Canada. Gridiron seeks control equity investments in manufacturing, service and specialty consumer businesses with Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA) of \$5 million to \$30 million. In general, Gridiron will not pursue investments in real estate, media and telecommunications and natural resources.

Portfolio companies include: Apex Engineering, Electronic Systems Protection, Executive Cabinetry, H.M. Dunn Company, Lakeshore TolTest, McKenzie Sports Products, Motion Recruitment Partners, Quality Solutions, Ramsey Wince, Schutt Sports, TharpeRobbins, Tokyo Joe's, Yellowstone Landscape Group

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www.grotech.com

Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Communications & Networking, Information Technology, Media & Digital Media, Software & Internet

Founded in 1984, Grotech Ventures is the largest private equity firm focusing exclusively on the Mid-Atlantic and Southeastern United States. The firm invests in classic venture capital transactions and is equally comfortable financing recapitalizations, restructurings and management buyouts. With \$1 billion in capital under management, and offices in Maryland and Northern Virginia, Grotech originates and leads investments in emerging and traditional industries such as communications & IT infrastructure, software & services, and internet & digital media. The firm will not consider companies in life sciences, biotech, and foreign entities. The firm's typical investment in early stage companies ranges from \$500 thousand to \$5 million, and the typical investment in later stage companies and management buyouts ranges from \$10 million to \$40 million.

Portfolio companies include: 6fusion, Advertising.com, AnyPresence, Aztek Networks, Biotix Fluid Innovation, BlogFrog, Booker, BroadSoft, buySAFE, Clarabridge, Collective Intellect, First Service Networks, FullTilt Solutions, Fusient Media, Giveo, Global Software, GramercyOne, HelloWallet, Hillcrest, iBiquity, Intellinote, Invoicea, Lagrange Systems, Living Social, LogRhythm, NexGen Storage, Omnilink Systems, OpenQ, Optoro, Overture, Parse.ly, PassportParking, Personal, Plink, Rebit, RollStream, Spotright, Syncrologic, TapInfluence, The Royalty Exchange, UrbanBound, Urjanet, WiserTogether, Zenoss, Ziptronix, Zonoff

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Stage: Middle Market

Industry: Manufacturing & Industrial

Grove & Mercer is an equity sponsor funded by committed private capital and specializing in middle-market chemical companies. The firm is seeking investments in chemical businesses with EBITDA greater than \$5 million and sales exceeding \$25 million. Grove & Mercer's investment strategy is the time-honored approach of 'buy, improve, build and hold.' Over time, the firm's objective is to build a \$200- to \$300-million chemical business. The firm has the capacity to invest up to \$20 million in equity in a single transaction.

Investment Team:

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www.gvcapital.com

Stage: Middle Market

Industry: Consumer Products & Services, Retail & Restaurant

Founded in 2006, GVG Capital Group invests operating expertise and capital across the retail sector. GVG is focused exclusively on the multi-channel retail sector: store, catalog, Internet and direct. GVG principals have built and led Macys, Fingerhut, Zales, Wilson's Leather, Whitney Automotive Group, and companies that include 2 of the top 10 multi-channel retailers, 5 of the top 100 catalog and Internet retailers, and the #1 store retailers across multiple categories and formats. The firm is flexible in structuring growth equity investments, recapitalizations buyouts, management buyouts, partial roll-overs, public-to-private, and carve outs. GVG targets retailers with revenues of at least \$100 million and EBITDA margin of 2% or greater. The firm's investment sizes range from \$25-\$40 million in companies with enterprise values of \$25-\$250 million, and EBITDA of \$5 million+. GVG is pursuing investments in North America, Europe and Asia. The firm has invested \$2 billion in 30 platform companies with digital and/or global thesis.

Portfolio companies include: BarterBee.com, Sheplers, Whitney Auto Group

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Stage: Early, Growth, Seed

Industry: Business Services, Communications & Networking, Information Technology, Media & Digital Media, Software & Internet

The Gwinnett Innovation Park provides an instant home with flexible lease terms for growing companies whether in start-up or growth mode, corporate spin-off, or looking for a short-term landing pad in the Gwinnett County area of suburban Atlanta. Sponsored by Intelligent Systems Corporation, the Gwinnett Innovation Park provides an affordable environment in which new and growing companies can succeed. Since 1990, the incubator has been home to almost 60 innovative and dynamic companies and has been ranked in the Top 10 among U.S. Technology Incubators. The incubator is located in a five building complex with almost 150,000 square feet. Gwinnett Innovation Park companies have access to office & manufacturing space, telecommunication and network infrastructure, a community of entrepreneurs, business advice and planning, a network of professional services, 'just-in-time advice,' and financial capital. Occasionally, Gwinnett has made investments in some of the incubator companies and the firm often assists companies in connecting with other sources of capital.

Portfolio companies include: AfterBOT, Archerpoint, CatchMedia, CoreXpand, MobileStrat, Viewcentrix

Investment Team:

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Leland Strange, Chairman & CEO, lstrange@intelsys.com

Marcy Powers, General Manager

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Stage: Early, Seed

Industry: Communications & Networking, Consumer Products & Services, Education & Training, Energy & Clean Tech, Information Technology, Media & Digital Media, Software & Internet

H-FARM is a Venture Incubator focused on accelerating the development of Internet startups via a combination of seed investment and incubation services. The Venture Incubator is a hybrid model that reflects the dual soul of H-FARM: that of Venture Capitalist and that of Incubator. As a VC, H-Farm invests seed capital, granting the finance necessary for early stage activities; as an incubator H-Farm provides a series of services to speed up the business development: an inspiring workplace, centralized general administration, press office, human resources, legal and financial consultancy; H-Farm partners support the portfolio startups throughout their incubation assisting them defining commercial strategies, business plans, partnerships and exit strategies. H-Camp and H-Ack are H-Farm's two programs. H-Camp is a three month acceleration bootcamp, where participants receive \$15,000 in exchange for a 10% equity stake. H-Ack is a 24hr hackathon created with the goal of helping traditional businesses find new ideas and new market approaches through digital tools. Since its inception in 2005, H-FARM has invested 14.5 million euro in 52 startups. Around 10 million euro of investments are expected over the next four years.

Investment Team:

Luca Marzotto, Chair Boardman

Maurizio Rossi, Chair Boardman

Nicola Riello, Chair Boardman

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Stage: Early, Expansion, Growth, Middle Market

Industry: Business Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial

Founded in 1993, H.I.G. Capital is a leading global private investment firm with over \$8.5 billion of capital under management. H.I.G.'s family of funds includes private equity, venture capital, distressed debt, real estate and public equities. HIG invests in companies throughout the U.S. and Europe and has offices in Miami, Atlanta, Boston, New York, and San Francisco in the U.S., and affiliate offices in London, Hamburg and Paris in Europe. The firm invests across a wide range of investment opportunities, from growth/development capital for minority stakes to control buyouts, and from profitable market leaders to underperforming businesses facing unique challenges. HIG's Private Equity division has acquired more than 200 companies with combined revenues of more than \$8 billion. The firm specializes in providing capital to small and medium-sized companies with \$50-500 million of enterprise value. H.I.G. Growth Partners is the dedicated growth capital investment affiliate and invests \$5 million to \$30 million in equity targeting profitable growth oriented businesses with between \$10 million and \$100 million in revenues. The firm focuses on technology, internet and media, healthcare, consumer products and technology-enabled financial and business services. Another division, H.I.G. BioVentures, invests in a broad range of life science opportunities across sectors and stages.

Portfolio companies include: 7(S) Personal, A10 Capital, Abacus Software, Accupac, Accupak, Adscape Media, AERT, Agere Systems, AIRCOM, AirNet, AirNet Systems, Albertville Quality Foods, Alder BioPharmaceuticals, Align Networks, All American Group, Allegient Services, Alligent Services, Alligent Systems, Allion Healthcare, American Hardwood Industries, Amerijet International, Anvis, Anvis Group, APS Healthcare, Arctic Glacier Holdings, Avera, Batanga, Beacon Industrial Group, Bezier, Binder & Binder, Capston Logistics, Cardell Cabinetry, CardioFocus, Cincinnati Test Systems, Claymont Steel, Community Intervention Services, Converge, Connor AGA, Connor AGA Sports Flooring, Cornerstone, Cornerstone Chemical, Dent Wizard, Desa, Diam International, Die Cuts with a View, DynaSteel, Easy Gardener, eMedicine, Encompass, Encompass Group, Epic Production Technologies, Escalate Media, Europa, Fanlib, Fibercore, First Capital, Flight Options, FNZ, FNZ Holdings, Framemax, Funambol, Gemin X, GeminX, Gienow, Gould & Lamb, Group CTI, Groupe CTI, Halterman, Haltermann, Hanlo, Hart Intercivic, Harvard Drug Group, Health Company, HealthSTAR, HealthSTAR, HFI, Higher Gear Group, Hyperbranch, Ideal Image, Innovative Building Systems, Insight Global, Johnstown, Lancopex, Lexmark Carpet Mills, Linden Lumber, LOC-AID, Looping, Losberger, Lucas Group, Magnacare, Matrixx, MSC, National Asset Recovery Services, National Product Services, NeurAxon, Nexidia, Next Generation Vending, NorthStar, Novadag, OASIS, Pendum, Personal Optics, Pinkerton, Plastic Fabricating, PlasticFab, PMSI, Potpourri, Pressed Petals, Pro-Pet, Progrexion, Protocol Global Solutions, Ready Pac Produce, Redfish Rentals, Rennhack, REVShare, Rotorcraft Leasing, RxStrategies, Safe-Guard, Safe-Guard Products International, Savvion, Securus, ServiceCraft Logistics, Signature Aluminum, Silentnight Group, Source Electronics, Souther Quality Meats, Southern Quality Meats, SpotXChange, Stant, Stream, Suniva, Sunshine Media, Surgery Partners, SVC, Synseal, Teleflex Marine, TestAmerica, Texas Honing, Thane International, The Engine Group, Thermal Industries, Thermo Fluids, Thermo Fluids TLC Vision, Top Chick, Total Safety, TRAKAmerica, Transtar Metals, Transtar Metals True North Custom Publishing, Tranzyme Pharma, Triad Digital Media, Vantage Specialty Chemicals, VAS Aero Services, Vaupell, Vertice 360, Viaysys, VNU Media, Walter Services, Warrantech, Warrantech Corporation, Wexler Video, Witex Flooring Products

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Stage: Early, Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

A marketing technology data holding company, Hadron focuses on connecting dots through data analytics to unlock value by identifying opportunities and insights that drive growth and scale for its portfolio of companies and that of its clients across many categories. Hadron specializes in providing data technology and

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marketing solutions to our client companies. In addition, Hadron finds companies that can be scaled when adding it to its group. The sub-markets that guide Hadron in its selection of portfolio companies and the products and services offered to the market are: Data Strategy, Data Collection, Analytics, Data Storage, Activation and Intelligent insights.

Portfolio companies include: ClubsGalore, HipLogiq, MineTech, Proximo

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Stage: Seed

Industry: Information Technology, Software & Internet

HALO Capital Group (Hoosier Angels Looking for Opportunities) is a central Indiana based seed funding organization. We are a formal group of more than 20 former and current executives who are interested in investing their time and money into new, cutting edge, startup companies. The group has collectively seeded dozens of companies. HALO members have founded companies and been senior executives at Fortune 500 companies. HALO meets every other month to formally consider two startups selected plans that are screened each month by the Halo deal selection process. HALO is primarily focused on seed stage high growth companies with strong teams, proprietary technology, and big markets. HALO invests in the range of \$300k to \$750k and may syndicate with other groups. Valuation depends on many things but few companies successfully raise financing from the HALO at valuations greater than \$5M.

Portfolio companies include: Bidpal, Bluelock, Cine-tal, Compendium Blogware, Emerging Threats, EndGenitor Therapeutics, Nico Neuro and Spine, PolicyStat, Weblink

Investment Team:

Jim Jay, Managing Director
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PE Hamilton Robinson

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Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Manufacturing & Industrial

Hamilton Robinson (HRCO) is a private equity firm that specializes in serving small to middle size companies seeking equity capital for management buyouts, corporate growth, and recapitalizations for shareholder liquidity. Since 1984, the firm and its principals have organized and managed investments involving over 40 companies, representing more than \$1 billion of value. HRCO is investing from its second fund. Investments range in size from \$5 million to \$50 million of equity capital for individual transactions with portfolio company revenues ranging in size from \$25 million to over \$200 million, and with EBITDA of at least \$3 million. HRCO has actively invested in the United States and Canada and, through add-on acquisitions to portfolio companies, in Europe. The firm has special interest in industrial processes and engineered products, service businesses, energy and utility services, and environmental services and renewable technologies. The firm does not make early stage investments.

Portfolio companies include: All Island Media, Black Clawson, Custom Engineered Wheels, Davis Standard, Lifestyle Media, MegTec, The Fitzpatrick Company, W-Technology

Investment Team:

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Stage: Early

Industry: Information Technology, Media & Digital Media, Software & Internet

Hamilton Ventures recently launched its first fund, focused on building early-stage technology companies poised for high growth. The past 10 years the firm's partners have invested in Atlanta's technology community in a variety of industries including healthcare, ecommerce, and interactive media. Hamilton's investment portfolio includes companies: BrightWhistle, Pindrop Security, PlayON! Sports, and Digital Assent.

Portfolio companies include: 2080 Media/ PlayOn! Sports, BrightWhistle

Investment Team:

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Stage: *Middle Market*

Industry: *Business Services, Defense & Homeland Security, Energy & Clean Tech, Manufacturing & Industrial, Medical Device*

Founded in 1903 as a merchant/investment bank, Hammond, Kennedy, Whitney & Company Inc. (HKW) is a private capital firm focused on sponsoring management buy-outs of privately owned businesses, subsidiaries and divisions of corporations and public companies, with revenues between \$20 million and \$200 million. HKW has completed several types of transactions including industry consolidations, corporate divestitures, generational changes in ownership, growth equity, management buy-outs and recapitalizations. The firm targets companies with EBITDA between \$3 million and \$30 million (no minimum for add-on acquisitions), with low risk of technological obsolescence. The firm has offices in Indianapolis and New York, and invests in companies headquartered in North America. HKW is currently investing HKW Capital Partners III, a \$202 million fund.

Portfolio companies include: Aero-Metric, airWorx, Arnold Engineering, Canadian Hospital Specialties Limited & Benlan, Contract Land Staff, Corporate Visions, Crane Rental, Duncan Systems, Flutes, FURminator, K. R. Drenth Trucking, NaturMed, Qualis Automotive, Special Application Technology, Visioneering

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Stage: *Early, Middle Market*

Industry: *Business Services, Communications & Networking, Education & Training, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Medical Device, Real Estate & Construction, Semiconductor, Software & Internet, Sports & Entertainment, Transportation & Distribution*

Harbert Management Corporation (HMCSM) is a diversified investment firm. Harbert's committed capital and assets under management have grown from \$1.5 billion in 2002 to approximately \$3 billion as of March 1, 2013. Harbert invests across 11 alternative asset classes in three areas of concentration: real estate, private capital and absolute return strategies. In private equity, Harbert focuses on leveraged buyouts, recapitalizations, expansion capital investments, and select distressed opportunities, seeking to invest in companies which have an enterprise value between \$10 million and \$100 million, with a particular emphasis on transactions between \$20 million and \$50 million. In venture capital, Harbert provides growth capital to early stage information technology and healthcare companies in the Mid-Atlantic and Southeastern U.S., typically investing in the first or second institutional rounds, with initial investment amounts between \$500,000 and \$3 million. Particular sectors of investment interest include: Information Technology (Communications software and services, Enterprise/ applications software, Communications equipment, Semiconductors, Transaction processing); and Healthcare (Therapeutics, Biotechnology platforms, Diagnostics and medical devices, Healthcare IT, and Healthcare services and outsourcing). The firm's mezzanine capital group typically provides \$3 million to \$15 million in subordinated debt to companies in need of capital for organic growth, acquisitions, recapitalizations, or management buyouts. Harbert Private Equity provides equity capital to lower middle-market companies in a variety of industries. Harbert Private Equity has raised over \$247 million in committed capital and has made nineteen platform investments and twenty one add-on acquisitions. HMC's investment teams are located in Birmingham, Alabama; New York, New York; Nashville, Tennessee; Richmond, Virginia; Atlanta, Georgia; San Francisco, California; London, United Kingdom; Madrid, Spain; Melbourne, Australia and Paris, France.

Portfolio companies include: Agility Healthcare Solutions, AireWire, Aldagen, Atlantic Coast Media, Broadsource, Cambridge Home Health Care, Caregiver Services, Child Health Holdings, Clarabridge, Clinipace, Community Hospices of America, ControlScan, D&S Residential, Delta CompuTec, Dent-A-Med, ECA Holding, ECI Merger Sub, Funambol, GAHH, Highwinds Capital, Innovative Biosensors, Intelliject, Invicea, Ion Healthcare, JackBe, Keystone Printed Specialties, MaxCyte, Mobile Posse, Modus eDiscovery, Movero, nContact Surgical, Netsertive, NovaMin Technology, Oliver Street Dermatology Holdings, On-Site Fuel Service, Onward Behavior Health, Onward Behavioral Health, OpenQ, Optical Experts Manufacturing, Optimal Reading Service Group, PeopleMatter, PFC Acquisition, Precision Alloys, Privaris, PWI Holdings, Racemi, RegisterPatient, RegisterPatient.com, STX Healthcare Management, STX Healthcare Management Services, TapRoot Systems, TBT Holding Company, Travis Body and Trailer, TSF Holdings, Unitrends Software, WellCentive, WindChannel Communication, Winnercomm Holdings, Wyndham Jade, Yap

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Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial

The Mezzanine and Private Equity Group of Hartford Investment Management is an active provider of capital to private equity markets. The Group provides direct mezzanine debt and equity, and can provide equity on a stand alone basis in support of leveraged transactions. In addition to its direct investment activities, the firm seeks to invest in top-performing, middle market private equity and mezzanine funds that will provide a source of co-investment opportunities. The Group typically invests between \$5 million and \$30 million in mezzanine financing and up to \$10 million in equity financing within the United States and Canada. Selectively, the firm will also invest in top performing funds that target investments outside of its middle market focus. As of December 31, 2012, the firm managed approximately \$1.8 billion in mezzanine and private equity assets and commitments.

Portfolio companies include: David's Bridal, Dayton Parts, DeMet's Candy Company, Express Oil Change & Service Center, HD Vest Financial Services, Implus, IronData, Performance Health and Wellness Holdings, Resource LabelGroup, Sadler's Smokehouse, SBP Holding, Singer Equities

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Stage: Early, Expansion

Industry: Business Services, Energy & Clean Tech, Financial Services, Information Technology, Manufacturing & Industrial, Transportation & Distribution

Hartford Ventures is the strategic investment group of The Hartford Financial Services Group Inc. (NYSE: HIG). As the only dedicated corporate venture capital group in the insurance sector, Hartford Ventures provides its portfolio companies and co-investors with unique insights into the insurance industry. Hartford Ventures seeks to make minority equity investments in early stage and expansion stage companies. Hartford's initial investment size typically ranges from \$1 million to \$3 million. Investment focus areas include: Tele-matics/Sensor products and services (Vehicle, Home, Industrial); Clean Tech, Data Security/Identity Theft, Substitute or adjacent products (Peer-to-peer, Derivatives, etc); and Alternative distribution.

Portfolio companies include: buySAFE, CEU.com, Co3 Systems, Coulomb Technologies, DriverSide, GreenRoad Technologies, Insurance.com, Intellex

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Stage: Early

Industry: Communications & Networking, Real Estate & Construction

Hawkeye Investments, LLC is a privately-owned equity firm investing in primarily telecommunications and real estate ventures. John Chapple is President of Hawkeye Investments, and frequently works in conjunction with Rally Capital (see profile). The firm is also actively involved in a number of philanthropic endeavors with the Chapple Family and the Grandview Foundation. Prior to forming Hawkeye, John Chapple worked to organize Nextel Partners, a provider of digital wireless services in mid-size cities and smaller markets throughout the U.S. He became the President, Chief Executive Officer and Chairman of the Board of Nextel Partners and its subsidiaries in August of 1998.

Portfolio companies include: Jobvana, TeleSphere

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MB Headwaters MB

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Stage: Growth, Middle Market

Industry: Agriculture & Agricultural Science, Business Services, Communications & Networking, Consumer Products & Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Sports & Entertainment

Headwaters MB is a middle market merchant bank headquartered in Denver, Colorado. The firm has completed over \$8 billion in transactions the past five years, including raising over \$1 billion of equity and completed over fifty M&A transactions in the financial services industry. It provides its client companies with investment banking functions, including merger and acquisition services, capital formation services, and financial advisory services. Its affiliated equity fund, Rio Grande Investment Partners LP, invests solely in the firm's investment banking clients. Headwaters looks for opportunities nationwide across a broad spectrum of industries including healthcare, consumer products and services, gaming, entertainment and leisure, technology, telecommunications, business services, energy, and natural resources. The firm also maintains offices in California, Pennsylvania, Idaho, Colorado, Florida, Ohio, New York, Connecticut, and DC.

Portfolio companies include: American Asphalt & Grading Company, Aurora Organic Dairy, Freeze.com, H2X, MedUnite, Oberon Fish Meal Replacement, Ross Aviation

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Stage: Early

Industry: Life Sciences & Healthcare

Healthcare Royalty Partners (CHRP) is a leading global healthcare private equity firm with over \$2 billion in capital under management. The firm invests principally in commercial stage healthcare companies and products through the purchase of traditional passive royalties, the creation of Synthetic Royalties: and structured debt and equity instruments. Healthcare Royalty Partners seeks to structure investments that create long-term value for the firm's investors and its three distinct groups of counterparties: (i) healthcare product companies; (ii) academic, research and non-profit institutions; and (iii) inventors. The firm was founded in January 2007 and closed its inaugural fund, Healthcare Royalty Partners, L.P., in July 2008 with over \$500 million in capital commitments. CHRP invests in healthcare companies and products across a broad range of therapeutic areas predominately in the U.S. and European Union. The firm targets investments between \$20 million and \$150 million, but will invest in excess of \$100 million under certain circumstances. In December 2011, the firm closed the largest private equity fund dedicated to healthcare royalty investments, HealthCare Royalty Partners II, L.P. and an affiliated fund.

Portfolio companies include: Aeterna Zentaris, Astellas Pharma, Dyax, Fosamprenavir Royalty, Galderma, Invuity, Ledgemont Royalty, LifeCycle Pharma, NeurogesX, Nuron Biotech, Pfizer, Raptor Pharmaceuticals, Suveva Medical, TCD Royalty, TearScience, Zogenix

Investment Team:

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Stage: Middle Market

Industry: Manufacturing & Industrial, Transportation & Distribution

Founded in 1999, Heartland Partners is a private equity firm based in Greenwich, Connecticut that targets aerospace, industrial, and auto parts companies. The firm's investment strategy of buy, build, and grow suits the needs of the companies in its target sectors by allowing them to become a focal point for industry consolidation. The company also invests in chemicals, plastics, and metal working sectors. According to published reports, the firm was founded by former Reagan budget director David Stockman, Timothy Leuliette and Daniel Tredwell. In 2001, the firm completed fundraising for its first and only private equity fund with approximately \$1.4 billion of investor commitments.

Portfolio companies include: Metaldyne, Springs Global US, TriMas

Investment Team:

Daniel P. Tredwell, Senior Managing Partner
David Stockman, Founding Partner
Steve Lamb, Chief Financial Officer

VC Hercules Finance

P.O. Box 2235
Sedona, AZ 86339
Phone: 480-773-4960
www.herculesfinance.com

Stage: Early, Seed

Industry: Information Technology

Hercules Finance is a corporate finance firm in Arizona that raises equity capital for emerging growth companies and also invests its own capital. The firm operates a quantitative hedge fund which has achieved returns of at least +75% each year since inception in 2004. Hercules typically invests in technology companies in the early stages of development. Investments are \$200,000 or less per portfolio company. Hercules Finance arranges seed capital and series A stage equity investments from \$50,000 to \$30,000,000 from external institutional investors based in London, England and throughout the U.S.

Portfolio companies include: Ulthera, USuggest

Investment Team:

Oliver Sommer, CEO, oliver.sommer@herculesfinance.com

PE High Ridge Capital

672 Oenoke Ridge Road
New Canaan, CT 06840
Phone: 203-972-3982
Fax: 203-972-3986
www.highridgecapital.com

Stage: Middle Market

Industry: Business Services, Financial Services

Founded in 1995, High Ridge Capital, LLC is a private equity firm that is focused exclusively on the middle market segment of the insurance industry. The firm will also consider investments in related financial and service businesses. High Ridge has invested in both insurance and reinsurance companies as well as in insurance brokers, claims management companies, captive managers, and other service providers. From 1996 to 2005, the firm invested approximately \$200 million in 15 transactions, acting as general partner of several limited partnerships and special purpose vehicles on behalf of institutional investors. Since 2006, the Firm has been investing for its own account. The firm is currently targeting investments of up to \$5 million per transaction but has the ability to arrange substantially larger commitments for appropriate transactions.

Portfolio companies include: Acordia, Axis Capital, Eastern Insurance Holdings, Front Royal Group, Insurance Data Systems, Integro, James River Group, Max Capital, Mitchell International, Mutual Risk Management, Old American Holdings, RamRe, SelectQuote, Standard American, Wilton RE

Investment Team:

James L. Zech, Co-Founder and President, jlz@highridgecapital.com

VD Horizon Technology Finance

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312 Farmington Avenue
Farmington, CT 06032
Phone: 860-676-8654
Fax: 860-676-8655

www.horizontechfinance.com

Stage: Early, Expansion

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Software & Internet

Horizon Technology Finance, LLC is an independent venture debt finance company that offers creative financing solutions to development-stage technology companies in the life sciences, health care, IT, cleantech, and software industries. The firm provides Senior and Subordinated Venture Loans, Senior Revolving Loans, Bridge Loans and Equipment Loans. Over the last four years, Horizon has committed more than \$800 million in loans to more than 100 companies. Horizon's investments range from \$2 million to \$25 million. The terms are generally between 24 and 48 months.

Portfolio companies include: Acuity, Ambit Biosciences, American Fiber, American Fiber Systems, Authoria, Avalanche, Big Band, BigBand, Bitband, Bowstreet, Bridge Pharmaceuticals, Brix Networks, Calypso, Cardiac Dimension, Cedar Point, Cellerant, ClearCube, Concentric Medical, CryoCor, Decisyon, DriveCam, Ekahau, Entropic, Franklin & Seidelmann, Inotek Pharmaceuticals, Ivivity, Lotame Solutions, Mall Networks, Managed Objects, Mederi Therapeutics, Mitralign, Nanocomp Technologies, Neterion, New Haven Pharma, NewRiver, NexPlanar, NorthStar, Odyssey Thera, OmniSonics, Overture, Pixel Optics, Placemark

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Investments, Raydiance, Razorsight, SimpleTuition, Softek, Softrax, StreamBase Systems, TolerRx, VidSys, Xoft

Investment Team:

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A/ FOF HOTventures

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Tuscon, AZ 85750
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www.hotventures.com

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Media & Digital Media

HOTventures is the investment vehicle for Rick Gibson, who has had a 35-year career building businesses. He founded and co-founded several successful technology companies and has advised over (75) others. 2000, Rick has served as Managing Director of HOTventures, a 'mentor capital fund' for the Southwest U.S., which invests in and advises fast-growth companies, specializing in Information Technology, BioSciences, GreenTech and Media. The firm is also a limited partner in Solstice Capital and a shareholder of Idealab. Gibson is on the Executive Board and Screening Committee of the Desert Angels and on the board and a mentor for UA's Arizona Center for Innovation (AZCI). For several years, was Adjunct Instructor and then Practitioner Faculty for UA's Eller School Entrepreneurship Program, and also served on the MBA Advisory Council.

Portfolio companies include: Air2India, Avisere, BioWheat, Bourque Industries, CopperKey, Elite Desert Ventures, FlyPaper, FundingUniverse, High Throughput Genomics, Idealab, InkNimbus, LifeBot, MDS, Medipacs, Medsphere, MSDx, Octopi, Real Time Companies, Regenesys Biomedical, Solstice Capital, StrongWatch, USU2India

Investment Team:

Rick Gibson, Co-Founder, rick@hotventures.com

PE Howard Industries

136 Main Street
Westport, CT 06880
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www.howardind.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial

Howard Industries enables exceptional family and privately held companies in transition with guidance and committed capital. Preferred opportunities have a strong competitive position in a mature industry with industry-proven and accepted products and services. The firm's experience makes Howard especially well-suited for investing in companies with operations in the United States, Europe and China, in industries including: Metal processing or treatment, Primary and Fabricated metal products, Electric and electronic equipment, Plastic processing and manufacturing, Niche home products, Gift products, Specialty foods & distribution, Value-added service providers, Electrical components, and Mechanical components.

Portfolio companies include: Colorflex, Comair Rotron, Continental Structural Plastics, Engineered Data Products, Tri-Optic

Investment Team:

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PE ICV Partners

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<http://icvcapital.com>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Life Sciences & Healthcare, Manufacturing & Industrial

ICV Partners was founded in 1998 as 'Inner City Ventures.' The firm's goal was to create a world-class, ethnic minority-owned private investment company. Over a decade later, ICV is a leading private investment firm with over \$440 million in capital. ICV is focused on partnering with management teams of companies in the lower end of the middle market. ICV invests in leading companies with sales of \$25 - \$250 million. ICV's principals have invested more than \$235 million in 19 companies. ICV targets companies with revenues between \$25 - \$250 million and EBITDA between \$5 - \$30 million (with EBITDA margins of 13% or greater). Target industries include: Manufacturing, Consumer Goods and Services, Business Services, Food and Beverage, Commercial Services, and Healthcare.

Portfolio companies include: American Alliance Dialysis Holdings, Cargo Airport Services, Mallet & Company, Marshall Retail Group, SAFE Security, Stauber Performance Ingredients, The PFM Group

Investment Team:

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VC Ignition Partners

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www.ignitionpartners.com

Stage: Early

Industry: Business Services, Communications & Networking, Consumer Products & Services, Information Technology, Software & Internet

Ignition is a venture capital firm dedicated to helping entrepreneurs seize opportunities. Ignition invests in emerging and future leaders in communications, Internet, software, and services across business and consumer targets. Ignition works in partnership with Qiming Venture Partners in China. Ignition's partners are business leaders who have built some of the world's most successful businesses of the last two decades, including Microsoft Windows and Office, McCaw Cellular Communications, AT&T Wireless and Starbucks.

Portfolio companies include: Airband, Airbiquity, Appature, Appfog, Apprenda, Avogadro, AVST, avvo, Azaleos, BlueData, BlueStacks, Bromium, Chef, ClearCycle, Cloudmark, Coho Data, Continuity, Couchbase, DataSphere, Datasphere Technologies, DocuSign, Enclarity, FIREapps, fotopedia, GlobalScholar, Gylmpse, Hipmunk, Ice.com, InstallFree, Keas, MarketRange, Message Bus, mFoundry, Motif Investing, Onehub, Opscode, PagerDuty, Prosodic, ScaleXtreme, Scout Analytics, SkyTap, SnapLogic, Spoken Communications, StrongLoop, Tipbit, Vastrm Fashion, WePay, Whiptail, WhipTail Secures, Xamarin

Investment Team:

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Chris Howard, Principal

Frank Artale, Partner

Jack Ferry, Chief Financial Officer

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FI Imlay Investments

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<http://theimlayfoundation.org>

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Software & Internet

Imlay Investments is an Atlanta-based venture/angel capital firm founded by John P. Imlay, Jr., former Chairman of Dun and Bradstreet Software. The firm was created to encourage the development of high technology companies based predominantly in the Atlanta area. Imlay has investments in more than 30 companies with the average investment ranging between \$100,000 and \$500,000. Mr. Imlay is the retired Chairman and CEO of Management Science America Inc. (MSA), which, until it was acquired by Dun and Bradstreet, was one of the top ten software companies in the world with 60 offices worldwide. Mr. Imlay serves on several business boards, including The Atlanta Falcons, IMS Health, Metromedia International Group, Gartner Group, System One Technical, Inc., and World Access. In 1994, he was inducted into the Technology Hall of Fame for Georgia and in 1997 received the Entrepreneur of the Year Lifetime Achievement Award. Imlay Investments is co-located with the Imlay Family Foundation.

Portfolio companies include: 2080 Media, 2080 Media/ PlayOn! Sports, AuctionWorks, CodeGuard, Damballa, Digital Assent, ezGov, FiPath, Invistics, OpenSpan, Overture Networks, Qcept Technologies, SportsCrunch, Synchrologic, Urjanet, Whisper Communications

Investment Team:

Barbara Brooks, Executive Assistant, bbrooks@theimlayfoundation.org

I. Sigmund Mosley, President, ismosley@imlay.net

John P. Imlay, Founder & Chairman

VC Indiana 21st Century Research & Technology Fund

Indianapolis, IN

www.21fund.org

Stage: Early, Seed

Industry: Agriculture & Agricultural Science, Communications & Networking, Defense & Homeland Security, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Software & Internet

The Indiana 21st Century Research and Technology Fund was created in 1999 by the General Assembly to stimulate the process of diversifying the State's economy by developing and commercializing advanced technologies in Indiana. The 21 Fund provides financial support for new companies making the transitional leap from general R&D to product development. Awards are disbursed to early stage development projects over a period of two years or less. The dollar amount of the award may be up to \$5 million, although awards greater than \$2 million are extremely uncommon. The Fund makes awards based on peer reviewers comprised of science and technology researchers. Previous awards have been made in companies specializing in Aerospace/Defense/Security, Manufacturing/Engineering, Communications/Electronics, Energy/Environment/ Agriculture, Information Technology/Software Development and Life Sciences/Health Care. As of April 2011, Indiana's 21st Century Fund became managed by Elevate Ventures, under contract with the IEDC and the State of Indiana. To learn more about the 21st Century Fund and other services that Elevate Ventures provides, visit the Elevate Ventures profile.

Investment Team:

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Carla Phelps, Financial Manager

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Steve Hourigan, Managing Director

Ting Gootee, Deputy Director, tgootee@indiana.edu

I Indiana University Emerging Technologies Center (IUETC)

351 West Tenth Street

Indianapolis, IN 46202

Phone: 317-278-4100

Fax: 317-278-4102

www.iuetc.org

Stage: Seed

Industry: Life Sciences & Healthcare

Established March 2003, the IUETC incubates and accelerates life sciences, biotechnology and bioinformatics companies in Indiana. The IUETC is a state-of-the-art facility that accommodates clients' needs for office space, wet laboratories, dry laboratories and light manufacturing. With over 50 client companies, currently 26

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tenant companies occupy the facility in addition to receiving support services. The IUETC is owned and operated by the Indiana University Research & Technology Corporation, a 501(c)3 of Indiana University that is responsible for the university's technology transfer and new business development.

Portfolio companies include: Aarden Pharmaceuticals, BehNeem, CDI, EndGenitor Technologies, Fast Diagnostics, Hontz Healthcare Associates, ImmuneWorks, Indiana Nanotech, Logical Semantics, Muroplex Therapeutics, Pivotal Strategies, PowerHouse Proteomic Systems, Prosolia, Qtrac Software

Investment Team:

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TT Innovate Indiana Fund

351 W. 10th Street
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Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare

To harness Indiana University's creativity and to strengthen Indiana's economy, IU created the \$10 million Innovate Indiana Fund. The fund provides equity capital for company formation and to support these new ventures at early stages, when funding is most difficult to obtain. This evergreen fund--available to individuals with an IU connection-- provides seed capital to start, nurture, and grow technology start-ups, giving faculty and entrepreneurs a new resource for the support they need. Prior to funding, the Innovate Indiana Fund will coordinate with the founders/company to identify and agree upon the commercialization strategy and specific R&D milestones to ensure that a clear road map is articulated at the earliest stages. Pre-seed investments are funds dedicated to technologies that are on a defined development path or that seek to answer a very specific commercial question. Seed investments support product finalization, customer acquisition, and activities for scaling up your start-up business.

Portfolio companies include: Aarden Pharmaceuticals, ApeX Therapeutics, Courseload

Investment Team:

Brian Anderson, Analyst, 317-278-1912, jbander@iu.edu
Ken Green, Managing Director, 317-278-1910, kengreen@iupui.edu

A/ ED Innovate Washington

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Phone: 206-685-1920
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Spokane, WA 99202-1665
Phone: 509-358-2000
Fax: 509-358-2019

Tri-Cities Research District
350 Hills St., Suite 104
Richland, WA 99354-5411
Phone: 509-372-5146
Fax: 509-372-5153

www.innovatewashington.org

Stage: Early

Industry: Defense & Homeland Security, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare

Formerly known as the Washington Technology Center (WTC), Innovate Washington is an economic development group that accelerates technology-based innovation through a collaborative ecosystem. The organization brings together entrepreneurs, large companies, state government, investors, and industry leaders. Innovate Washington develop strategies for Washington's important business sectors: aerospace, agriculture, life sciences, information & communication technology, and advanced materials/manufacturing. The group operates three separate innovation centers: the Innovate Washington Building (12,000 square feet of contemporary office space); Spokane Technology Center (mixed-use facility that offers 28,000 square feet of wet lab, light manufacturing and office space); and APEL (Eastern Washington technology business startup center with engineering and manufacturing scale space, as well as wet labs, bio labs, and electronic laboratories). Innovate Washington actively works with Boeing's Technology Sourcing, Evaluation and Integration team to identify new technologies that address a variety of Boeing's current and future technology needs. The group assists with raising capital through introductions made to regional investment groups, loans from the Technology Growth Fund (TGF), awards through the Energy Innovation Fund, or research grants from the federal SBIR/STTR program.

Portfolio companies include: Aculight, Barlean's Organic Oils, Cadence Biomedical, Carbon Nanoprobes, Heartstream, IntelliSense, Northwest Neuroscience, Orca Photonics, VisionGate, Vizua

Investment Team:

Anna Marlis Burgard, Director
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Dave Wilson, Business Consultant
Donald Klein, Director
Elaine Kong, Business Consultant, elainek@innovatewashington.org
Gary Morgan, Executive Entrepreneur
Ingrid Bell, Director
John Beck, Manager
Jules Bailey, Regional Director
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Menrit Francis, Manager

VC Integra Ventures

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www.integraventures.net

Stage: Early, Expansion, Growth, Seed

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Industry: Life Sciences & Healthcare, Medical Device

Integra's strategy is to develop a portfolio of outstanding regional and national biomedical companies chosen within the framework of the partner's extensive biomedical, service and device expertise. Integra Ventures seeks to make investments of \$.5 million to \$2 million in Life Science companies in three principal areas: Drug Development, Medical Devices, and Healthcare Services. This strategy is executed through classic venture investing in seed through A & B rounds and later stage and workout investing through Series C and D rounds of financing, growth equity investments and recapitalizations. Though Integra seeks opportunities on a national basis, the firm focuses on the West coast, particularly in the Pacific Northwest. The firm prefers to invest as part of a syndicate, partnering with firms that also have technical or market expertise, capital depth, and/or strategic influence.

Portfolio companies include: Amnis, Ampla Pharmaceuticals, Blue Heron Biotechnology, Calypso Medical Technologies, Cardax Pharmaceuticals, ClearMedical, Hawaii Biotech, MediQuest, PLx Pharma, Targeted Growth, Tepha, Wellpartner

Investment Team:

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VC Intellectual Ventures (IV)

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Bellevue, WA 98005
Phone: 425-467-2300
www.intellectualventures.com

Stage: Early

Industry: Consumer Products & Services, Energy & Clean Tech, Information Technology, Media & Digital Media, Medical Device, Software & Internet, Storage & Hardware

Founded in 2000 by Nathan Myhrvold and Edward Jung of Microsoft, Peter Detkin of Intel, and Gregory Gorder of Perkins Coie, a Seattle-based law firm, Intellectual Ventures is built on the belief that combining capitalism and invention will benefit the world with more and better inventions as well as create financial rewards for investors. Intellectual Ventures is an 'Invention Capitalist.' While venture capitalists and private equity investors typically seek out existing ideas and companies for investment opportunities, IV focuses on funding the creation of new inventions and introducing a variety of new models for monetizing invention as a stand-alone asset. IV conceives and patents inventions from within the firm, invests in the inventions of others, and also partners with select university and research labs. The firm works on a global scale and across more than 30 technology areas including: hardware, software, consumer electronics, digital imaging, medical devices and energy. Strategies will include licensing, spin outs, and joint ventures and are dependent upon the technology, the culture of the specific industry and, most importantly, market timing and opportunity. To date, the firm has raised more than \$5 billion. Intellectual Ventures and SAP AG (NYSE: SAP) recently announced they have entered into a long-term license agreement. As part of the agreement, SAP will obtain a right to access IV's patent portfolio for defensive use. The firm launched the Intellectual Ventures Laboratory, a 27,500-square-foot facility in Bellevue, Washington, that allows the IV to extend capabilities for advanced research and prototyping to its inventor partners.

Investment Team:

Edward Jung, Founder & Chief Technology Officer
Greg Gorder, Founder & Vice-Chairman
Nathan Myhrvold, Founder & CEO
Peter Detkin, Founder & Vice-Chairman

I Intelligent Systems Corporation

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www.intelsys.com
Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Software & Internet

Founded in 1973, Intelligent Systems focuses on the creation, growth and operation of early stage technology enterprises. Most of the firm's partner companies are involved in the information technology industry (Internet, B2B, e-commerce, software), although Intelligent Systems has also teamed with new ventures in wireless and biotechnology. The firm also operates the Gwinnett Innovation Park, an incubator (see profile). Since the mid-1980's, Intelligent Systems has partnered with more than 50 emerging companies and currently has over 15 partner companies.

Portfolio companies include: American Screen Art, ChemFree, CoreCard Software, CoreXpand, Kabbage, Lancopé, Silverpop

Investment Team:

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J. Leland Strange, Chairman, lstrange@intelsys.com
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Stage: Expansion, Middle Market

Industry: Business Services, Information Technology, Manufacturing & Industrial, Retail & Restaurant

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

InvestAmerica is a nationally recognized private equity/venture capital investment management group with over 100 cumulative years of fund management experience. The Principals founded the InvestAmerica brand in 1985 with the establishment of InvestAmerica Venture Group, Inc. Since 1985, the Principals have successfully managed and grown the InvestAmerica related private equity/venture funds with investments throughout the United States. The InvestAmerica group is headquartered in Cedar Rapids, Iowa with regional offices in Kansas City, Missouri; Vancouver, Washington; Fargo, North Dakota and St. Paul, Minnesota. Since 1985, funds managed by InvestAmerica have provided private equity financing of over \$100,000,000 to more than 120 companies. The InvestAmerica group currently manages the following private equity/venture capital funds: L&C Private Equities II, LP, (L&C II), established in 2009; Lewis & Clark Private Equities, LP (LCPE), a Small Business Investment Company (SBIC); North Dakota Small Business Investment Company (NDSBIC), established in 1995, a Debenture SBIC, to make equity investments nationally, with a particular emphasis on the state of North Dakota; MorAmerica Capital Corporation (MACC), established in 1959 and managed by InvestAmerica since 1985; and Invest Northwest, LP (INW), established in 2004 with a focus in Idaho, Iowa, Minnesota, Montana, North Dakota, Oregon, South Dakota and Washington. All InvestAmerica related funds invest in middle-market growth and later-stage businesses, diversifying investments by funding portfolio companies across many industries and geographic locations. InvestAmerica funds make investments across a range of manufacturing, service, distribution and technology companies, typically investing \$1-\$2 million in the first round of financing and acting as a member of a syndicate that may be providing \$3-\$10 million of financing.

Portfolio companies include: Architectural Art Manufacturing, High Sierra Energy, Mama Rosa's, Orthman Manufacturing, Pacific Star Communications, Spectrum Products

Investment Team:

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John G. Cosgriff, Manager
Michael H. Reynoldson, Vice President, mike@investam.com
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PE Ironwood Capital

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

With over \$300 million of capital under management, Ironwood Capital serves as a value-added partner for middle market transactions. The firm invests in subordinated debt and equity securities in amounts ranging from \$4 million to \$12 million to support business owners and financial sponsors in leveraged buyouts, growth financings and recapitalizations. Over 25 insurance companies, banks and other institutional investors, along with Ironwood Capital's principals, provide the firm's investment capital. Ironwood Capital has acted as principal in over 40 transactions since 2002. The firm's geographic preference is east of the Mississippi River (but will selectively consider companies beyond this area), targeting companies with annual revenues of \$10 million to \$200 million and EBITDA margins of approximately 10% or better. Ironwood has a particular interest in woman- and minority-owned business and businesses located in low- and moderate-income areas. As a generalist firm, Ironwood Capital will consider most industries. It has direct experience and a particular interest in the following sectors: Recurring revenue business service models, Value added manufacturing, Environmental services, Healthcare products and services, Specialty distribution, and Consumer products. The firm has an additional office in Boston.

Portfolio companies include: ACCT Holding, C.O.P.S., Cornserstone On Demand, Genesis Solutions Holdings, iPacesetters, Katahdin Industries, LiquidHub, My Alarm Center, New England Linen Supply, New York Merchants Protective Company, NOVA Records, Payveris, St. George Warehouse Group Holdings, TAS Messaging, Tulip Molded Plastics

Investment Team:

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MB JDB Capital Partners

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Stage: Middle Market

Industry: Consumer Products & Services, Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant

JDB Capital Partners LLC (JDB) is a boutique investment and merchant bank focused on emerging growth and middle-market companies throughout North America. The firm's services include corporate finance, mergers & acquisitions and financial advisory assignments. JDB's merchant banking activities include investing alongside entrepreneurs, management teams and business owners to fund growth and pursue opportunistic development. JDB seeks companies with recurring revenue (generally > \$5 million) and good earnings visibility. The firm's investment size ranges from \$100,000 to \$3 million.

Investment Team:

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A Jed Stremel

Seattle, WA
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Stage: Early, Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

Jed Stremel is the former Director of Mobile at Facebook (2005-2009). He is an investor in mobile and web technology companies. Stremel received his Bachelor Economics from Duke University and J.D. from Santa Clara University.

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Portfolio companies include: Asana, Flipboard, Practice Fusion

Investment Team:

Jed Stremel

PE/ VC JMI Equity

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www.jmiequityfund.com

Stage: Early, Expansion, Growth, Middle Market

Industry: Business Services, Information Technology, Life Sciences & Healthcare, Software & Internet

JMI is a private equity/venture capital firm focused on software, internet, healthcare IT and business services companies. John J. Moores, the founder and former Chairman of BMC Software, founded JMI in 1992. With over \$2.1 billion of committed capital under management, the firm is flexible as to the form, size, and structure of its investments, having partnered with management teams to fund growth, acquisitions, recapitalizations and buyouts. Typical JMI investments range from \$10 million to \$100 million. The firm's primary focus is on North America, and JMI has made investments in companies in 22 U.S. states and Canada. JMI has an additional office in San Diego. The firm has invested in over 100 companies; and more than 65 of JMI's portfolio companies have achieved successful outcomes, including sales to strategic acquirers or initial public offerings.

Portfolio companies include: Activant Solutions, Adknowledge, AirClic, Apparent Networks, AppNeta, Appriss, Arrowhead, Arrowhead GIA, Attachmate, AtTask, Autotask, Axeda, BigMachines, BrightLine, Business.com, Capsule Tech, Catapult Learning, ClickSquared, CompuSearch Software Systems, CouponCabin.com, Courion, DoubleVerify, DriveCam, Ellucian, Eloqua, Empathica, Global 360, Granicus, Halogen Software, Harmony Information Systems, Innovative Interfaces, Intellitactics, Internet Brands, Jobing.com, Kronos, Navicare, Panorama Software, Paradigm, PointClickCare, PowerPlan, Service-now.com, ServiceNow, SiriusDecisions, Studer Group, StuderGroup, The Search Agency, Triple Point Technology, Trustwave, Undertone, Undertone Networks, Vocalocity, Vocus, WhiteHat Security, xMatters

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A Jones, Scott A.

IN

www.scottajones.com

Stage: Seed

Industry: Information Technology, Software & Internet

Scott Jones is an accomplished inventor and entrepreneur who has been involved in the creation of several important companies. Forming his first company, Boston Technology, he invented the voicemail system that is now used by nearly all telephone companies around the globe. In the mid-1990s, he created Escient, which later became Gracenote- one of the first companies to develop music recognition software that is now at the heart of several Internet music products. Scott diversified once more in 2005, founding IndyRobotics, LLC (now known as Precise Path Robotics) and creating Indiana's Robotic Vehicle (IRV), a self-driving vehicle. Mr. Jones more recently developed ChaCha, a search engine that leverages the power of human intelligence. He is also the founder of Gazelle TechVentures (see profile).

Portfolio companies include: ChaCha, Gazelle Techventures, Gracenote, MOG, PowerFile, Precise Path Robotics, Tunesat

Investment Team:

Scott A. Jones

PE JPB Capital Partners

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www.jpbcapital.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial, Transportation & Distribution

JPB Capital Partners is a private equity partner for lower-middle market companies located throughout the Mid-Atlantic and Southeast region of the United States. Within this market, JPB acquires closely held or family-owned companies, non-core divisions or subsidiaries of larger corporations, and small-cap publicly traded companies. JPB Capital Partners was launched by JPB Enterprises, Inc. (JPBE), a Columbia, Maryland based merchant bank, to expand upon the prior successes of JPBE and the fund's Managers in making private equity and equity-related investments in established lower-middle market businesses. JPBE was incorporated in 1995 by J.P. Bolduc, the former President and CEO of W.R. Grace & Co. and presidential appointee to three U.S. Presidents. Since 1995, JPB has acquired over 25

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companies through 11 platform holdings. JPB Capital Partners typically makes its investments through controlling or strategic minority positions in profitable companies/non-core subsidiaries with annual revenues between \$10 million and \$100 million. The firm's preferred industries include Distribution, Business services, Food & beverage, Manufacturing, and Specialty contracting. JPB targets a total equity investment of \$5 to \$15 million in companies with revenues less than \$100 million and EBITDA greater than \$2 million.

Portfolio companies include: Baja Fresh, Baja Metrology, Cardiovascular Systems, Caribou Coffee, Chauncey Group, CityGate, ClaimHub, Colorado Greenhouse, Controlled Infrared Networks, Corners, CRI Distribution, Crowe Rope Industries, DisplayWorks, Educational Tools Company, Exhibit Effects-East, Friction Free Technologies, General Electric Instrumentation Services, Gladding Braided Products, Gourmet Coffees of America, Halston Apparel, Health Pet, Hi-Tech, Ilex Consumer Products, Kenny Rogers Roasters, La Madeleine, Liberty Propane, Lookout Knitwear, Maine Poly, Marketcraft, Millenium Communications Group, Moss Software, Northwest Calibration Systems, On-Site Calibration Services, Performance Sports, PetroQuest Energy, Precision Metrology, Pyramid Process Controls, RailAmerica, Roadhouse Grill, Schafer Engineering Labs, St. Josephs Health Products, Sunshine Instruments, Sutton Place Gourmet, Temperature Standards Laboratories, The Green Turtle, WatchWorld, Wolfgang Puck, Wythe-Will

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VC jVen Capital

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Stage: *Early, Growth*

Industry: *Life Sciences & Healthcare, Medical Device*

jVen is a privately held life sciences investment management company. jVen is a venture capital and growth equity investor with a focus in the areas of personalized medicine, genetics, and medical devices. The firm was established in 2007 by Evan Jones, a successful entrepreneur in the life sciences and molecular diagnostics fields. Prior to forming jVen Capital Mr. Jones was co-founder, Chairman and CEO of Digene Corporation, a publicly traded biotechnology company focused on womens health and molecular diagnostic testing.

Portfolio companies include: CAS Medical Systems, Fluidigm, OpGen, Signature Genomic Laboratories, SuperDimension, VeracYTE

Investment Team:

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PE KarpReilly

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Stage: *Growth*

Industry: *Business Services, Consumer Products & Services, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant*

KarpReilly, LLC is a private investment firm, founded by Allan Karp and Chris Reilly, whose primary mission is to partner with premier small to mid-size growth companies and help them achieve their long-term vision. Over the past 15 years, the principals of KarpReilly have invested in, sat on the boards of, and nurtured over 25 growth companies. Unlike most private equity investors, who invest between 1-2% of their own capital in each deal, KarpReilly invests 20% of its own money, which ensures that the firm will act like true owners, not asset managers. KarpReilly currently manages funds and affiliates with initial capital commitments totaling over \$500 million. The firm generally invests in small to mid-size growth companies with strong managers that need equity capital of \$10 to \$75 million. KarpReilly's experience has been in the following industries: Building Products, Business Services, Consumer Brands, Retail, and Restaurants.

Portfolio companies include: Abby Z, Adrianna Papell, Bob's Discount Furniture, Burger Lounge, Cafe Rio, Cafe Zupas, Comark, EbLens, Elephant Bar, Hooters, Miller's Ale House, Norcraft Companies, Ollie's Bargain Outlet, Stio, The Habit Burger Bar, Tommy Bahama, Trina Turk, XS Cargo, Z' Tejas Southwestern Grill

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www.kaynecapital.com

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

Kayne Anderson Capital Advisors has engaged in alternative investing since its inception in 1984. The firm manages approximately \$17.8 billion in alternative investments through partnerships, closed-end funds and offshore funds as of October 31, 2012. The firm engages in Energy Private Equity, Growth Equity and Mezzanine investing. Kayne Anderson has engaged in private energy investing since 1991. The firm manages a series of investment partnerships dedicated to private equity financings for high-growth exploration and production, midstream and oilfield service companies. Energy Private Equity target investments are generally \$20 million to \$100 million, but the firm can arrange larger financings through its extensive network of co-investors. Through a number of funds, Kayne's Growth Private Equity Group has completed numerous deals over the past 15 years with both public and private companies in various forms, including secured debt, convertible preferred and direct equity investments. Kayne Anderson Mezzanine Credit Partners makes investments in middle market companies that have demonstrated an ability to generate stable and measurable cash flows. The firm invests in middle market companies (\$100-\$500M sales and \$10-\$50M of EBITDA), with a typical investment size of \$10-35M.

Portfolio companies include: 3C Interactive, 3Cinteractive, Addison Oil, Adventure Exploration, Adventure Exploration Partners II, Alamo Resources II, Andover Healthcare, Aparc Systems, Augustus Energy, Axia Energy, Beacon E&P, Beacon E&P Company, Bonaire, Caddo Resources, Calyx Energy, Camcor Oil Sands Opportunity Fund, Cantera Energy, Canyon Midstream Partners, Catamount Energy Partners, Clipper Energy, Coldlight, Conserve, Convercent, Corlena Oil Company, Cross Creek Energy, Crown Energy Resources, EM Systems, EMSystems, Endless Mountain Energy Partners, Endless Mountain Energy Partnes, FaceFirst/Airborne Biometrics, Four Hands, Great Plains Operating, Grenadier Energy Partners, Grenadier Energy Partners II, Hayden Harper Energy KA, Highland Oil & Gas, HighPoint Solutions, HRM Resources, KA Henry, KA VOC Resources, Katy Resources ETX, KMD Operating, Kraken Oil & Gas, Laricina Energy, Learn.com, Legal Zoom, legalzoom, Lyco Energy, Matris Exploration, MD7, MDLIVE, Millbrae Energy, Momentum Oil and Gas, Name Drive, Newton Energy Partners, PAK Development, Pedernales Production, Petris, Plano Petroleum, Plymouth Exploration, Quintana Minerals, Rage Frameworks, Raptor Petroleum, Riverbend Exploration & Production, Sagebrush Resources II, Santa Maria Pacific, Savanna Energy, Silver Hill Energy, Smarsh, The Camcor oil Sands Opportunity Fund, The Right Thing, Three Forks Reserve, Three Forks Reserves, Treadstone Energy Partners, Vada Griyo, Vada Group, XOG, Zone Energy

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Stage: Early

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Real Estate & Construction

Keiretsu is a community of private equity investors, business leaders and entrepreneurs that provides invaluable contacts, serves on boards, and provides strategic alliances to entrepreneurs. Keiretsu Forum members provide early-stage capital in the range of \$250,000 to \$2 million. Members of the Forum are CEOs, VCs, active private equity investors and serial entrepreneurs. Keiretsu stands for collaboration, the culture in which the forum thrives. Keiretsu Forum is the largest North American angel network with 23 chapters and over 850 accredited investor members. Since September 2000, Keiretsu Forum members have invested more than \$265 million in 285 companies in technology, healthcare/life sciences, consumer products, real estate and other segments with high growth potential. The Seattle/Northwest community is strengthened through education on angel investing, as well as charitable and social activities through the Keiretsu Forum Charitable

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Foundation. Keiretsu Forum Seattle/Northwest is not a fund and does not invest as an LLC. Members bring investment deals forward, collaborate on due diligence, but make individual investment decisions. The group also operates a Bellevue/Eastside chapter.

Portfolio companies include: 4-Tell, Adapta Medical, BroVo Spirits, Carbon Nanoprobes, Condo Compare, Connect.me, CrowdCompass, Energy Aware, Focal Point Energy, GoPhoto, Healionics, Just Cause, Loantek, Paksense, Porous Power, Prolin, Redstone Resources, Sampa, Splat.TV, The Lough Road, Vibrant Games, Your Local Market

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PE Key Bridge Partners

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Stage: Middle Market

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Manufacturing & Industrial, Software & Internet, Storage & Hardware, Transportation & Distribution

KeyBridge Partners is a results-oriented group of former Fortune 500 executives focused on acquiring and developing manufacturing and service companies with revenues between \$5M and \$150M. Key Bridge Partners acquires medium-size businesses from family, private, and corporate owners and maximizes their potential with the proper financial structure and management. Key Bridge Partners is actively pursuing acquisitions in targeted industries: Niche industrial and commercial machinery; Engineered electro-mechanical products and systems; Electronic and electrical equipment and components. Key Bridge does not invest in companies in commodity chemicals and natural resources, high technology, real estate or retail. Key Bridge targets companies with \$5M to \$150M in revenue and EBITDA above 5%. The firm targets companies headquartered in the U.S.; an international presence is preferred, but not required.

Portfolio companies include: Magic Wand, U.S. Para Plate

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SEC/ VC KG Investments

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Stage: Early, Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

KG Investments is a private venture fund focused on providing seed stage investments in early stage technology companies as well as acquiring direct secondary secondary investments in emerging growth companies around the globe. KG Investments typically invests between \$200,000 and \$2,000,000 per transaction and will play a lead in syndicated transactions up to \$20M. KG managing partner, Allan Kaplan, was a Co-founder of Limelight Networks, an Internet platform and services company venture backed by Goldman Sachs and Oak Venture Partners. Prior to Limelight, Mr. Kaplan was a founder of Entera, an Internet Infrastructure company backed by ComVentures, Crescendo Ventures, and Spectrum Technology. Entera was sold to Cacheflow, Inc. in Q4 2000 for \$440 million dollars.

Portfolio companies include: Acronis, Adzzup, Bazaarvoice, Digital Caddies, Frequency, iMemories, iqZone, Proofpoint, Purple Letter, Unicorn Media

Investment Team:

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www.kiancapital.com

Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Kian Capital is a private investment firm focused on making mezzanine and equity co-investments in lower middle market companies. Kian employs a flexible investment strategy that encompasses a wide range of transaction types, structures and industries. The firm's investment size ranges from \$3 million to \$15 million, targeting companies with revenues of \$15 million to \$150 million with EBITDA of \$2 million to \$15 million. Industries of interest include Business Services, Distribution / Logistics, Healthcare services, and Niche manufacturing.

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Stage: Middle Market

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Medical Device

Kidd & Company is the private investment arm of the Kidd Family Office. The firm traces its roots to 1976 when Bill Kidd made his first private equity investment. Kidd & Company is a principal investment firm that utilizes an investment model developed in 1996 called 'transformation strategy.' Through research, the company identifies unmet customer needs in large markets and develops differentiated solutions that change the way business is done in that industry segment. In most cases, the firm acquires several companies to form the platform business and works closely with management to integrate the business and improve the ability to serve the customer. The firm's focus is on strategy-led investments in the lower end of the middle market (\$2M to \$20M of EBITDA).

Portfolio companies include: Access Point, Chatham, Empower Health, Infinity Bio-Energy, iPacesetters, Klinger Advanced Aesthetics, MedSource, NUMET, Reladyne

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www.kineticventures.com

Stage: Early, Growth, Seed

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Semiconductor

Since 1985, Kinetic Ventures has organized and managed eight venture funds and invested in over 100 companies. Kinetic invests primarily in early stage companies, selectively considering seed and growth stage companies as well. The firm invests in three major areas: Communications, Information Technology and Power/Clean Technology. The size of investment ranges from \$2 million to \$7 million. Kinetic invests in companies across the United States, and selectively in Canada and outside of North America. For larger investments, Kinetic will arrange a syndicate of investors.

Portfolio companies include: 9Lenses, Alereon, Altierre, Ample Communications, AnyPresence, Apx, Aztek Networks, BroadWare, BroadWare Technologies, Calix, Cardlytics, Caymas Systems, Cerent, Clear Standards, ClearSource, CORAID, Covega, Cyan, Cyan Optics, Epoch Internet, Grande Communications, Ivivity, Kwarter, LeaseTerm, Nayna Networks, NetCore Systems, NYSE Blue, Optical Capital Group, Pathfire, Peace Software International, PlaceWare, Proficient Systems, Ramp Networks, Red Book Connect, SmartSynch, SwiftTest, Tower Cloud, Vertical Acuity, VerticalOne, Weather Analytics, Zift Solutions

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Stage: Early

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant, Software & Internet

Kirlan Venture Capital is a Seattle-based private venture capital firm providing equity financing and supportive business expertise to promising young companies with talented entrepreneurs who have a vision of the future. Over the years KVC has invested in early to mezzanine stage companies in the Healthcare, Life Sciences, Internet, Software, Communications, Specialty Retail, Manufacturing and other technology sectors. The firm focuses primarily on companies located in the Puget Sound area of Washington, although KVC has often invested in opportunities in other parts of the country or even abroad. KVC was founded in 1992 and is the General Partner of two private venture investment funds. Investment amounts depend on many factors, including the company's development stage, and typically range from \$100,000 to \$1,000,000 per round, although KVC limits the total investment in any one company to approximately \$2,000,000. Although KVC has occasionally served as the lead investor, the firm prefers to co-invest with a lead venture capital firm who has expertise in the company's market segment.

Portfolio companies include: Avenue A, Boston Biomedica, Columbia Baking System, Health Systems Technologies, HomeGrocer, Loudeye Technologies, Novariant, Point.com, Proxim, Tioga Energy

Investment Team:

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VC LaunchCapital

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Stage: Early, Seed

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Medical Device, Software & Internet

Founded 2008, LaunchCapital is committed to providing the capital needed for businesses in the initial stages of development. Targeting seed stage investment opportunities that typically require between \$50k and \$150k, LaunchCapital leverages two distinct investment vehicles allowing for start-up businesses to optimize their capital structure. LaunchCapital Ventures follows the traditional venture capital model of equity investing in exponential growth opportunities. A separate funding vehicle, LaunchCapital Small Business, provides a blend of equity and debt financing for businesses that will generate near-term revenue, have linear growth expectations and generally have a local or regional reach. LaunchCapital has a core focus in technology, consumer and medical businesses. LaunchCapital has offices in Boston, New York, New Haven, and San Francisco.

Portfolio companies include: Aerin Medical, Affinimark Technologies, AI Exchange, Apparel Media Group, Apperian, Bloom, Bluetrain Mobile, CardioPhotonics, CardStar, Carsala, Case Continuum, CMD Bioscience, Copiun, CustomMade, Daily Grommet, Dekko, Draker Laboratories, EpiEP, EyeIC, Faraday, FashionPlaytes, FMP Products, Freight Farms, Ginger.io, Green Bride Guide, Hadapt, Helium, Hodo Soy Beanery, HyperInk, Incentive Targeting, Intelligent Clearing Network, Invino, iTeam, Kibits, Launchpad Ignition, Liquor.com, Little Borrowed Dress, Localytics, Loci Controls, NovaTract, Nutrivise, OurStage.com, Ovuline, ParElastic, Petnet, Project Decor, Promethegen, Promoboxx, RentJuice, SafePorch, Semantifi, Skystream Markets, SocialSci, The Green Bride Guide, Tonic, VIGIX, Xconomy, Your Mechanic, YouRenew, Zadspace, Zagster, ZOZI

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Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Founded in 2009, Leading Ridge Capital Partners is a private investment firm headquartered in the Washington DC area. Leading Ridge, formed by a seasoned leadership team with extensive experience in growing product manufacturing and distribution firms, specializes in acquisitions, investments and recapitalizations of small and middle market businesses. The firm's primary industry focus is distribution and manufacturing companies in the Mid-Atlantic region, but is open to a variety of industries nationwide that possess many of the following characteristics: EBITDA of \$1-\$5 million, stable revenue between \$10 and \$50 million, above industry-average margins, and element of recurring revenue.

Portfolio companies include: Damage Recovery Systems, Great Western, Marjack Company, ReverTech Solutions, Rugby Architectural Building Products, The Supply Source

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Stage: Early, Expansion, Growth

Industry: Communications & Networking, Defense & Homeland Security, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Software & Internet

Founded in 1983, Leasing Technologies International is an organization of innovators dedicated to meeting the financing and equipment needs of emerging growth companies. LTI's Venture Leasing and Lending Division targets both early and later stage, venture backed companies located in the U.S. Most of these companies are involved in high technology or information services, software, telecommunications, energy, healthcare/medical, security, Internet or other technology markets. Since its inception, LTI has provided over \$300 million of equipment financings to more than 500 early stage and emerging growth companies. Relationships are built around transactions consisting of equipment leases and secured loans, ranging in size from \$250,000 to \$1,000,000. LTI arranges lease lines in excess of \$1,000,000 on a lease syndication basis. Terms vary from 24 to 36 months depending on equipment type and credit strength. Pricing options are typically offered without warrants.

Portfolio companies include: HyPerformix

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VC Legend Ventures

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www.legendventures.com

Stage: Early

Industry: Communications & Networking, Information Technology, Media & Digital Media

Legend Ventures is an early stage venture capital fund focused on New Media, Information Technology and Telecommunications opportunities. Legend takes an entrepreneur-centric approach and looks to partner with leading teams to help them build the most innovative companies in their industries. Legend makes

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investments of \$500 thousand to \$2.5 million across North America.

Portfolio companies include: Arxan Technologies, Atrica, Aztek Networks, Bitauto Holdings, Building B, ideeli, Invoice Insight, Overture Networks, PaySimple, Sezmi

Investment Team:

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VD Lighter Capital

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Stage: *Early*

Industry: *Information Technology, Media & Digital Media, Software & Internet*

Lighter Capital provides revenue-based financing to small businesses to fund growth in return for a small percentage of future years' revenues. Lighter Capital's revenue-based financing of 25K-500K is intended for early-stage businesses that have established success and are primed for growth, but are cash-constrained and need access to capital. As a pioneer in providing revenue-based loans to startups, Lighter Capital is responsible for bringing the funding application and negotiation process online - enabling applicants to have complete visibility into every aspect of the evaluation process. Additionally, Lighter Capital provides its portfolio companies with access to a set of support resources, such as executive counsel and marketing assistance. The firm's 'RevenueLoan' was created to be a light-weight and flexible financing option with entrepreneur-friendly terms. With no dilution, no loss of control, and no fixed repayment schedule, entrepreneurs can stay focused on growing their businesses. The firm's financing model is best suited for companies that are currently generating at least \$200,000 in annual revenue. Lighter Capital is affiliated with Founder's Co-op (see profile).

Portfolio companies include: TomatoBattle

Investment Team:

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Stage: *Early, Expansion, Growth*

Industry: *Information Technology, Life Sciences & Healthcare, Medical Device*

Lilly Ventures is the venture capital arm of Eli Lilly and Company, a leading innovation-driven pharmaceutical company. The fund's primary goal is to facilitate the success of companies in Lilly's areas of focus through early to expansion stage investments and value-adding resources. Lilly Ventures currently has \$200 million under management and focuses on three major areas of interest: Biotechnology, targeting investments in biotechnology companies that leverage proprietary drug discovery or development technologies to build a robust pipeline; Healthcare IT, targeting investments in start-up companies with innovative network technologies that promise to have a transformational impact on the current pharmaceutical business model; and Medical Technology, targeting investments in companies focusing on the convergence of pharmaceuticals, devices or diagnostics. The fund also has a sister fund, Lilly Asian Ventures, which was established in 2007, and has a geographic focus on the emerging life science businesses of east and south Asia, particularly China and India.

Portfolio companies include: Aileron, Aileron Therapeutics, Avid Radiopharmaceuticals, Cerulean Pharma, CGI Pharmaceuticals, Cyline Pharmaceuticals, Forma Therapeutics, GlobeImmune, HemaQuest, Hydra Biosciences, InCube Ventures, InnoCentive, Intradigm, Nimbus Discovery, Protagonist Therapeutics, Receptos, Serenex, Sutro Biopharma, Viamet Pharmaceuticals

Investment Team:

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Stage: *Expansion, Middle Market*

Industry: *Energy & Clean Tech*

Founded in 1998, Lime Rock Partners is a creative, value-adding, and long-term investor of growth capital in energy companies worldwide. With nearly \$5.0 billion of private capital under management and \$4.0 billion in the Lime Rock Partners funds, the firm brings its experience investing in energy service, oil service technology, exploration & production, and other companies worldwide to all of its portfolio companies. The team seeks to make growth capital investments ranging from \$50 million to \$150 million in portfolio companies with enterprise values up to \$500 million. Lime Rock Partners also selectively invests in high-growth, entrepreneurial companies in other sectors of the energy sector, such as developers of midstream assets, downstream technologies, or renewable energy projects.

Portfolio companies include: Archer, Arena Exploration, Augustus Energy Partners, Black Shire Energy, Braden Exploration, Bridge Energy, Caledus, Chinook Energy, CrownRock, DHS Oil, Enermech, EV Remote Video, Expert Petroleum, Gas2, Global Energy Services, Iracore International, ITS Energy Services, KRI, Lafayette Workboat Holdings, Laricina Energy, OilServ, PDC Mountaineer, Pngeo Subsea, ReelWell, Revelation Energy, RMP Energy, RXT, Serimax Holdings,

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Siuxa, SmartSynch, TAW Energy Services, Tercel Oilfield Products, Terraspark Geosciences, Tesco, Tiway Oil, Twister, TWMA, UTEC International, Vantage Energy, Vedco Holding, VES International, Xtreme Coil Drilling

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Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution

Formed in 1999, LINX Partners is an equity investment firm that partners with management to acquire and grow middle-market industrial companies. The Partnership focuses primarily on industrial manufacturers, specialty distributors and industrial technology companies with annual revenues between approximately \$20 and \$125 million. Within these verticals the firm focuses on areas such as energy and logistics. LINX Partners also maintains an office in New York.

Portfolio companies include: ADS Logistics, Cimarron Energy, Grammer Industries, Gullett & Associates, Metaltech Service Center, R. Thompson Trucking, Skyline Windows, Tidewater Equipment

Investment Team:

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PE Littlejohn & Co.

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www.littlejohnllc.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Defense & Homeland Security, Life Sciences & Healthcare, Manufacturing & Industrial

Founded in 1996, Littlejohn & Co. is a control oriented private equity firm that makes investments in mid-sized companies undergoing a fundamental change in capital structure, strategy, operations or growth that can benefit from its operational and strategic approach. The firm is based in Greenwich and manages three funds with committed capital of approximately \$2.4 billion. The firm is currently investing the \$1.3 billion Littlejohn Fund IV. As of June 30, 2010 Littlejohn and its predecessor funds have made equity investments of approximately \$1.7 billion in 32 platform portfolio companies and many add-on acquisitions. Cash proceeds of more than \$2.7 billion have been realized on approximately \$1.0 billion of the equity investments realized to date. Littlejohn implements two investment strategies. For control investments, it seeks to invest between \$50 million to \$100 million of equity per transaction. For non-control positions, the firm will take minority equity positions as well as purchase debt and other junior securities in the secondary markets. Due to the intensive hands-on nature of its investment approach in control investment, Littlejohn generally undertakes no more than two or three transactions per year. At any one time, the control portfolio will typically consist of five to ten companies. The firm has particular interest in industries in which the principals have considerable experience, including industrial equipment, packaging, chemicals, automotive and transportation parts and equipment, food and food processing, healthcare, plastics, aerospace/defense, distribution, environmental and infrastructure services, and consumer products. Littlejohn avoids investments in fashion and retail industries, as well as real estate and highly sophisticated technologies. The firm targets mid-sized companies with revenues in the range of \$150 million to \$800 million. Generally, the firm focuses on investments in the U.S., but will consider opportunities in Canada and Europe.

Portfolio companies include: Broder Bros. Co., Clean Earth, CoActive Technologies, Contech Engineered Solutions, Cosmetic Essence, CTI Foods, DCLI, Henniges Automotive, Howard Berger Co., Installed Building Products, Kenan Advantage, Latham International, Newgistics, Penda, Soundview Maritime, SunSource, Synchronous Aerospace Group, Synventive Molding Solutions, Van Houtte

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A Lobodos Ventures

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www.lobodos.com

Stage: Seed

Industry: Information Technology

Lobodos is an Angel investor in successful high technology ventures. Michael Wolf is the General Partner of Lobodos Ventures. Mr. Wolf has over 26 years of operational experience in the software industry with Vitrix, VIASOFT, Computer Associates, Capex, and EDS. He has served in various roles, including president, CEO, chairman, and CTO. As a co-founder of VIASOFT, he helped drive the software company from startup, through a successful IPO, and to over \$1 billion in capitalization. Mr. Wolf is a long time member of the Arizona Angels (see profile), and serves as the chairman of its Selection Committee.

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www.longitudecapital.com

Stage: Early, Expansion, Seed

Industry: Life Sciences & Healthcare, Medical Device

Longitude Capital Management Co., LLC is a private equity and venture capital firm specializing in investments in all stages of development, from privately-held seed stage to publicly-traded later stage life sciences companies. The firm also invests in PIPEs. It primarily invests in the medical devices, biotechnology, specialty pharmaceuticals including drug-device combinations, and pharmaceutical development sectors. In medical devices, the firm has a preference for early stage companies, and in the case of the biotechnology sector, it prefers to invest in more mature companies. Longitude seeks to invest \$10 million to \$30 million over the life of each portfolio company, but its initial investment can be much smaller, particularly in early stage opportunities. It prefers to lead or co-lead its investments and requires a seat on the Board of Directors of its portfolio companies. Longitude Capital was founded in 2006 and is based in Menlo Park, California with an additional office in Greenwich, Connecticut.

Portfolio companies include: Alphatec Spine, Amarin, Aptus Endosystems, Apytus, AqueSys, Cadence Pharmaceuticals, CardioDx, Civitas Therapeutics, Collegium, Collegium Pharma, Collegium Pharmaceutical, Concept, Concept Therapeutics, Esperion Therapeutics, InfaCare, InfaCare Pharmaceutical, Jazz Pharmaceuticals, NxStage, NxStage Medical, PixelOptics, Practice Fusion, Precision Therapeutics, Rapid Micro Biosystems, Solta Medical, SoltaMedical, Velomedix, Xanodyne

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I MAC6

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Stage: Early, Seed

Industry: Consumer Products & Services, Energy & Clean Tech, Information Technology

MAC6 is an early stage business incubator accelerating Conscious Capitalism through collaboration, creativity, community and change. With a view that placing people and planet before profits, paradoxically increases profits, our mission is to foster free enterprise/ social venture business models in support of individual and community self reliance, worldwide. The businesses we support seek to affect positive change in the world, while growing and sustaining long-term profitable business models. After completing an application process, select candidates will begin an intensive 3-month program designed to build investable businesses, teams, business plans and pitches. This period concludes with the 'MAC6 Conscious Capital Call' where Incubees pitch to qualified and active investors. Finally, Incubees participate in the 6-month incubation program geared towards the closing of financing and implementation of spending. Prospective businesses must aim to make a difference in the world, both financially and socially. In pure financial terms, MAC6 is looking for entrepreneurs with business ideas that have the potential to achieve \$20 million to \$50 million in annual revenue within 5 years. MAC6 will play a small part in funding each company with initial working capital and then play a larger role in matching investor funding, dollar for dollar, for each Incubee that closes funding during the MAC6 Conscious Capital Call. Matched investor funding is at MAC6 discretion, as Incubees meet incubator guidelines.

Portfolio companies include: AlphaStripe, KVZ Sports, Seymour Innovative

Investment Team:

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Julie Newell, Operations Support
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VC Madrona Venture Group

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Stage: Early

Industry: Information Technology, Media & Digital Media, Software & Internet

Founded in 1995, Madrona Venture Group seeks to build the next generation of leading technology companies in the Pacific Northwest. The Group has more than \$950 million under management, funded by large endowments, foundations, government entities, strategic corporations, and high net-worth individuals. Madrona seeks out early-stage technology-driven companies that solve customer problems in innovative, groundbreaking ways in the areas of Consumer Internet, Commercial Software and Services, Digital Media and Advertising, Networking and Infrastructure, and Wireless. The firm has a long-term approach and works closely with portfolio companies as they move from product development to early customers and revenue traction, and then to profitability and liquidity.

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Portfolio companies include: 2nd Watch, A Place for Rover, Animoto, Appature, Apttio, Avelle, Bag Borrow or Steal, Bizible, Bocada, BuddyTV, buuteeq, Cedexis, Cheezburger, Context Relevant, Decide.com, Evocalize, ExtraHop, GraphLab, Haiku Deck, Impinj, Intrepid, iSpot.tv, Jama Software, Jobaline, LUMO BodyTech, PayScale, PetraVM, Placed, Play-i, Qumulo, ResolutionTube, Rover.com, Seeq, Shippable, SinglePoint, SkyTap, SNUPI Technologies, ThisLife, WildTangent

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Life Sciences & Healthcare, Manufacturing & Industrial

Maranon Capital invests in a wide range of securities including leveraged loans and equity co-investments in partnership with management teams and private equity firms in the lower middle market, with \$5 to \$50 million in EBITDA. Currently, the professionals at Maranon Capital are investing \$557 million across two funds. Maranon's team has worked on many different types of transactions and seeks to provide senior debt, mezzanine debt, and equity co-investment capital to private companies for leveraged buyouts, recapitalizations, refinancings, growth initiatives, acquisitions, and ESOPs. The firm's partners have experience in several broad industries including: business services, consumer products and services, distribution, healthcare services, and manufacturing. The firm offers a broad product line including: Revolving Lines of Credit (\$10 to \$50 million); Second Lien Term Loans (\$10 million-\$50 million); Mezzanine Debt (\$5 million-\$30 million); and Equity co-investments (up to \$10 million in conjunction with mezzanine). The firm does not provide capital for early-stage or project based transactions, short term financing bridges or operationally distressed businesses.

Portfolio companies include: B&H Education, Emergency Communications Network, HealthPort, Joby, Keane, Kettle Cuisine, Lowepro, McKenzie Sports Products, Neptune-Benson, One Call Medical, Pathgroup, PKWare, Royall & Company, SumTotal, Tharpe Robbins, Thermo Fluids, Tidi Products, Veritext, VRS Vericlam, Young America

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Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Software & Internet, Storage & Hardware

The Maryland Center for Entrepreneurship (MCE) is an initiative of the Howard County Economic Development Authority. The MCE provides an interactive community of innovators, entrepreneurs, investors and advisors collaborating to successfully ignite innovation and launch high-growth, technology-based companies in an entrepreneurial ecosystem abundant with resources. The Maryland Center for Entrepreneurship's Innovation Catalyst (iCat) program, formerly the NeoTech Incubator, provides emerging technology and IP-based companies with new and innovative programs providing them access to an ever-expanding set of resources and growing community of entrepreneurs, investors, service providers, and mentors. Based in Columbia, Maryland, the 25,000 square foot facility that houses the MCE provides space for startups to work, meet, and connect.

Portfolio companies include: 10-20 Media, 212 Business Mastery, 4Box Sciences, Advance Park, AIMSTAR, Altimax Solutions, CenGen, Command-Control, COMPASS Global Solutions, CrispTek, Dresner Group, Emerald Sky Technologies, Enterprise Portal Software System and Security, Fixmo, Geeks-on-Call, Group Z, Joshua Partners, SoftTech Solutions

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Stage: Early

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Industry: Life Sciences & Healthcare, Medical Device

Maryland Health Care Product Development Corporation (MHCPDC) is a supporting organization of the Tech Council of Maryland (TCM). Its goal is to stimulate growth of the biomedical industry in the state through early stage investment with promising Maryland biomedical and medical technology companies. The corporation will support TCM's work in Maryland and the region by assisting emerging companies with management advice, market research, technical assessments and early stage financing. The corporation's investments range in amounts from \$250,000 to \$1 million. MHCPDC expends significant efforts to identify and secure matching investments from commercial and state financing entities. MHCPDC's partnership approach to working with investment candidates is reflected in its ongoing, direct participation in the business development of its portfolio companies.

Portfolio companies include: Arginetix/Corridor Pharmaceuticals, Gliknik, NeoDiagnostix, Noxilizer, Plasmonix

Investment Team:

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Jerry L. Parrott, Chairman & President

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Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device

The Maryland Industrial Partnerships (MIPS) program accelerates the commercialization of technology in Maryland by providing matching funds for collaborative R&D projects between companies and University System of Maryland faculty. With more than 400 Maryland companies participating in project awards since 1987, worth over \$180 million, MIPS-supported products have generated more than \$25.2 billion in sales. MIPS matching grants are awarded on a competitive basis for projects based on proposals submitted jointly by Maryland companies and re-searchers from any of the thirteen University System institutions. The maximum MIPS award for any single project is \$100,000 per year for large and small companies and \$90,000 for start-up firms.

Portfolio companies include: AHPharma Technology, Aparna Biosciences, Autonomy Engine, Berkeley Springs Instruments, BIKETOO, Biomedica Management, Brain Biosciences, CARE-2, Feature Flooring Products, Fish Pro Grow, Genovation Cars, GlycoPure, GreenSpacers, HughesNet, HY-TEK Bio, Information Technologies Curves, InstantLabs Medical Diagnostics, Leadership Health, Martek Biosciences, MedImmune, Optical Diagnostics, Quantum Sail Design Group, SilcsBio, Synagis, Vasoptic Medical

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www.choosemaryland.org/businessresources/pages/marylandventurefund.aspx

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device, Software & Internet

The Division of Business and Enterprise Development works with companies across the state, throughout the U.S., and around the globe to help them succeed in doing business in Maryland - with the end goal of creating, attracting, retaining, and expanding job opportunities for Marylanders. The Department's Maryland Venture Fund is a state-funded seed and early-stage equity fund; an evergreen fund that receives annual allocations from the Maryland State Legislature. The Fund makes direct investments in technology and life science companies and indirect investments in venture capital funds. Approximately 60 percent of the Fund is invested in technology companies in the areas of software, communications, and IT security, and 40 percent of the Fund is invested in life sciences companies in the areas of therapeutics, medical devices, and diagnostics. The Challenge Investment Program provides financing for seed-stage companies to cover a portion of the initial costs associated with bringing new products to market. Initial investments of \$50,000 to \$100,000 are made up, with incremental investments to a maximum of \$150,000. The Enterprise Investment Fund Program makes direct equity investments in emerging technology companies, usually at the first round of institutional financing and works with emerging companies to move them into their next stage of development as a viable business. The amount of investment ranges from \$150,000 to \$500,000. Enterprise investments are generally in the form of equity, but follow the terms of the lead investor.

Portfolio companies include: AVIcode, Bambeco, BrainScope, Cylex, NexTone, Qovia, ReelGenie

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Stage: Early

Industry: Communications & Networking, Consumer Products & Services, Education & Training, Information Technology, Retail & Restaurant, Software & Internet, Sports & Entertainment

Maveron was born in January 1998 and within six months, the company raised \$75 million. Starbucks CEO, Howard Schultz, was a Co-Founder of the firm. Maveron's name was coined from the words 'maverick' and 'vision.' Maveron partners with entrepreneurs in the creation of extraordinary companies across what the firm calls the 'Consumer Continuum.' Partners might have only three stores, or a fantastic idea, or a technology that has yet to launch, but Maveron can see that there's tremendous potential for growth. Maveron has nearly \$800 million under management. Maveron makes initial investments of \$3 to \$10 million in its portfolio companies and looks to partner with a small number of new companies each year. The firm raised its fourth fund of \$240 million in 2008. Maveron maintains an

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

additional office in San Francisco.

Portfolio companies include: AllConnect, August, Blend, CircleUp, CitizenHawk, CourseHero, Cranium, Decide., Decide.com, General Assembly, Gigi Hill, Groupon, How2Media Inc./ Panna, Julep, Julep Beauty, KidZui, Kinetix, Koru, Lemon, Lemon Wallet, Live!y, Livemocha, Madison Color, Madison Reed, Mozes, My Lively, Newsle, NextFoods, On Request Images, PayNearMe, peerTransfer, Pinkberry, Potbelly Sandwich Works, Red Tricycle, SAY Media, Shutterfly, Terrapass, Trupanion, Vacation Listing Service - Vacatia, zulily

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Tucson, AZ 85718
Phone: 520-615-6700

www.mdavp.org

Stage: Early, Seed

Industry: Life Sciences & Healthcare

MDA Venture Philanthropy (MVP) is the Muscular Dystrophy Association's drug development program, which operates within MDA's Translational Research program. MVP is exclusively focused on funding the discovery and clinical application of treatments and cures for neuromuscular diseases. MVP seeks to utilize scientific and business best practices to drive the market for therapeutic development in the following target areas: Amyotrophic lateral sclerosis (ALS, or Lou Gehrig's disease); Duchenne muscular dystrophy; Spinal muscular atrophy; and other neuromuscular diseases (Friedreich's ataxia, myotonic muscular dystrophy, limb-girdle muscular dystrophy, etc.). MVP evaluates and makes targeted investments in for-profit and not-for-profit companies and academics developing therapeutics for neuromuscular diseases. MDA Venture Philanthropy (MVP) does not provide traditional grants, but rather makes targeted investments in drug development for neuromuscular disease. Projects will be milestone-driven, contract-mediated and a return on investment will be negotiated. MVP utilizes a professional diligence process and is committed to a 16-week turnaround on investment decisions.

Portfolio companies include: Acceleron Pharma, ALS Biopharma, ALS-TDI, ARMGO Pharma, Catabasis Pharmaceuticals, Glialogix, Reveragen Biopharma, Summit Plc, Tivorsan Pharmaceuticals, Valerion Therapeutics

Investment Team:

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Jane Larkindale, Director of Translational Research, 520-615-6702, jlarkindale@mdavp.org

CVC MedImmune Ventures

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<http://medimmuneventures.com>

Stage: Early, Expansion, Growth

Industry: Life Sciences & Healthcare

As a wholly-owned venture capital fund within the AstraZeneca Group, MedImmune Ventures (MV) invests in private companies which develop small and large molecules, vaccines, pharmaceutical technologies and platforms. The firm also seeks investments in medical devices, diagnostics, imaging and healthcare IT which pertain to the discovery, development and commercialization of pharmaceutical products. MV's therapeutic scope is broad, as is its geographic interest. While MV had initially focused on North America, the firm will currently consider companies anywhere in the world where it has strong local relationships. Stage-wise, MV invests in companies with early to late stage products and technologies, in early (e.g. seed) to late (e.g. mezzanine) rounds of financing. With \$400M under management in an evergreen fund, MV has invested in over 30 companies since 2002.

Portfolio companies include: AGTC, Ambit Biosciences, Applied Genetic Technologies, Applied Genetic Technologies (AGTC), Arginetix, BrainCells, Catabasis, Cerapedics, Coferon, CorridorPharma, Elusys, G1 Therapeutics, Hydra Biosciences, Inotek Pharmaceuticals, Ligocyte Pharmaceuticals, Micromet, NeuProtect, NKT Therapeutics, Rib-X Pharmaceuticals, Synovex, Vaxinnate, VentiRx Pharmaceuticals, VLST, Xencor

Investment Team:

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Samuel Wu, Managing Director
Tyrell Rivers, Senior Associate

VC Meridian Management Group

826 E. Baltimore Street
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www.mmgroup.com

Stage: Early

Industry: Business Services, Communications & Networking, Consumer Products & Services, Information Technology, Manufacturing & Industrial, Software & Internet

Meridian Management Group, Inc. MMG is a professional asset manager for economic development and private equity funds. MMG Ventures, LP seeks to invest in small businesses that are at least 51% owned, controlled and managed, on a daily basis, by a person or persons whose participation in the free enterprise system is hampered because of social or economic disadvantages. The Fund is regionally focused, seeking investment opportunities in the Mid-Atlantic region. MMG Ventures' investments generally range from \$500,000 to \$1,500,000. The firm also manages the Community Development Ventures, Inc. (CDV), a non-profit 501 (C)(3) company that utilizes 'socio-economic' investing as a means to improve the well being of economically or socially disadvantaged individuals and businesses located in distressed urban communities throughout the State of Maryland. CDV's investments/loans typically range from \$100,000 to \$500,000.

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Portfolio companies include: Core Enterprises, EEC, EZCertify.com, Great Gourmet, Kennedy Fire Protection, MidAtlantic Broadband, NavTrak, Odyssey Technologies, Stella May Contracting

Investment Team:

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China

Microsoft Berlin
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Berlin, 10117
Germany

Central Working
6-8 Bonhill Street
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UK

Microsoft Paris
6 rue du Sentier
Paris, 75002
France

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<https://www.microsoftventures.com/>

Stage: Seed

Industry: Electronics & Advanced Materials, Information Technology, Media & Digital Media, Software & Internet

Microsoft Ventures is a strategic partner for worldwide startups focused on business growth and development, industrial strength technology, and usable products. The firm takes a special interest to partner with proven young B2B startups looking to leverage their global routes to market. Since 2008, more than 85,000 startups in 165 countries have received access to tools and resources through Microsoft Ventures' BizSpark program. BizSpark offers three years of free software and support for startups. The firm has accelerators across the world and has also created the Bing Fund in 2012 to make seed investments.

Portfolio companies include: Ranku

Investment Team:

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PE Mill Road Capital

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<http://millroadcapital.com>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial, Retail & Restaurant

Mill Road Capital was founded by a group of highly experienced investment and operating professionals as a 'Berkshire Hathaway for small companies.' The firm was founded in 2004 by Thomas Lynch and a core group of former Blackstone investment professionals. The firm focuses on friendly investments in high quality, publicly-traded companies under \$250 million in size. Mill Road's portfolio consists of companies in a broad range of industries, including retail, manufacturing, business services, and consumer products.

Portfolio companies include: Destination Maternity, Galaxy Nutritional Foods, Kona Grill, National Technical Systems, Physicians Formula, Physicians Formula Holdings, Rubio's, Vision7 International

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

PE/ VC Miller Group

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www.themillergroup.net

Stage: Expansion, Middle Market

Industry: Financial Services, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

Established in 1972 and headquartered in Scottsdale, Arizona, The Miller Group is comprised of the following affiliate companies: Miller Capital Corporation, Miller Capital Markets, LLC, Miller Investments, Inc. and Miller Management Corporation. Through these affiliates, Miller provides financial and strategic advisory services to public and private middle-market companies located throughout the United States. Among the various activities and services the firm engages in are: venture capital and private equity investing, financial advisory and management consulting, business valuations, fairness opinions, investor relations and investment banking. Miller typically invests in manufacturing, service, insurance, financial, real estate and distribution businesses. Potential investments should have revenue in excess of \$5 million, a diversified customer base, an experienced management team, positive operating margins, a defensible market share, and business operations in the Southwest. The firm does not consider investments in oil, gas, mining, energy, and biotechnology.

Portfolio companies include: America West Airlines, American Architectural Products, Central Hockey League, Delstar Companies, Fusion Partners, Stinger Mac Accessories, Sunrise Preschools

Investment Team:

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Ronald E. Warnicke, Vice Chairman Special Projects Committee, rwarnicke@themillergroup.net

Rudy R. Miller, Chairman, rmiller@themillergroup.net

PE/ VC MissionPoint Capital Partners

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Stage: Expansion, Middle Market

Industry: Energy & Clean Tech

MissionPoint Capital Partners is a private investment firm focused on accelerating the transition to a low carbon economy by providing growth capital, knowledge and a broad network of relationships to companies focused on the clean energy, energy efficiency and environmental finance sectors. The firm's first investment vehicle, private equity fund MPCP Fund I, closed in January 2007 with \$335M in investment capital. MissionPoint invests in the following situations: Expansion-stage financing, including equity to fund new product introductions, capital asset purchases, and add-on acquisitions; Shareholder liquidity, including fund-to-fund secondaries, founder net worth diversification, and recapitalizations; Management buyouts, including take-privates, corporate divestitures; and Business development, including corporate joint ventures, greenfield business launches (typically associated with financial services). MissionPoint supports companies with strong fundamentals that offer 'platforms' for explosive growth through new product introductions, add-on acquisitions, joint ventures, or geographic expansion. Target sectors include: Low-Carbon Energy, No-Carbon Energy, Environmental Finance, and End User Efficiency.

Portfolio companies include: Amonix, Apx, Hannon Armstrong, NYSE Blue, RE Community Holdings, SunEdison, Trilliant, Upwind Solutions, Voltaix

Investment Team:

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PE MML Capital Partners

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Stage: Middle Market

Industry: Information Technology

MML Capital Partners is an independent investment firm, with over twenty years of history, focused on providing capital to businesses for expansion/acquisitions, management-led equity deals, recapitalizations and buy-outs. MML provides an alternative to conventional private equity by structuring investments using many levels of capital from equity through to mezzanine. This allows management teams to retain greater control of their business and typically more of the equity. The firm is a leading pan-European and transatlantic investor with offices in the UK, U.S., Germany and France with an affiliated Central European Fund. MML has invested over EUR 1.5 billion in 83 companies across 11 countries over four funds, making both minority and majority investments, ranging between EUR 10 - EUR 50 million. The firm has European offices in Paris and London.

Portfolio companies include: Arena Group, Argyle Security, Carre Blanc, Clyde Bergemann, Coventya, EIC Group Holdings, France Geothermie, Frontier MEDEX, Hawkpoint, Industrial Accoutics Company, MineTech International, PaR Systems, Precision Valve, The Regard Partnership, TNT Crane & Rigging, Vanguard Healthcare Solutions, Vulcanic, WIS Group, Xserv, Yonkers Racing

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c/o Montgomery County Department of Economic Development

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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www.mcinnovationnetwork.com

Stage: Early, Seed

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare

Montgomery County Business Innovation Network operates five business incubators (Germantown Innovation Center, Rockville Innovation Center, Shady Grove Innovation Center, Silver Spring Innovation Center, Wheaton Business Innovation Center) throughout the county which offer more than 150,000 square feet of office space, laboratories, clean rooms and conference and meeting rooms. Part of the Montgomery County Department of Economic Development, the Innovation network offers build-to-suit facilities which offer low-cost rental space and a network of technical and business support services. The incubators are fully-secured facilities with offices and wet labs, including work and lab benches, sinks and fume hood, and office space equipped with telephones and wired for broadband Internet connection. The project was initiated in 1999 and managed by Montgomery County Department of Economic Development. It was developed, financed and constructed as a joint partnership between the County and the State of Maryland.

Portfolio companies include: 3CLogic, Advanced Biomimetic Sensors, Advent InfoSystems, AE Works, Affinity Network Solutions, Alliance Infotech, Alper Biotech, American Gene Technologies, Aparna Biosciences, Applied Wireless Local Area Network, Aqleo, Arraystar, AscentGene, Blue Torch Medical Technologies, BlueNovo, Capital Biosciences, CC BioTech, Celek Pharmaceuticals, Clarassance, Clark Concepts, Clean Currents, Cogent, CombiMab, Daewoong America, DeHorn, Deltares USA, Four Gates, Fuzbien, GenProMarkers, Growing Company Solutions, HAVA Partners, Jupiter Bioscience, Kelea Professional Services, Keygene, Kinetic Analysis, MobiLaps, Nexercise, On the Marc Media, PBF Global, Peer2Peer Tutors, Pure Testing Systems, Rafagen, Rana Bioscience, Real New Energy, Repar Corporation, SamaraTech, Segma, Sinq Systems, Social Solutions International, SW Creatives, Technology Digest, TFC Consulting, WISE Comprehensive Solutions, Zane Networks, ZemiTek

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www.montlakecapital.com

Stage: Expansion, Growth, Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Information Technology, Life Sciences & Healthcare, Retail & Restaurant

Montlake Capital, formerly Buerk Dale Victor, LLC, is a venture capital and private equity investment firm specializing in growth capital and early stage investments. It has approximately \$100 million in assets under management. The firm also makes recapitalizations and leveraged buy-out investments. It prefers to invest in business or consumer products and services, health and wellness, retail, growth technology, and financial services industries. The firm invests in companies based in the Pacific Northwest and Rocky Mountains. Montlake primarily invests in growth-stage opportunities, with annualized revenues of \$5-\$50 million and \$1 to \$10 million of EBITDA. The firm serves as a proactive board member in its portfolio companies. It typically takes a minority stake in its portfolio companies. Montlake Capital was founded in 1999 and is based in Seattle, Washington with additional offices in Portland, OR, and Bozeman, MT.

Portfolio companies include: Blue Dog Bakery, Callaway Golf, ClearAccess, ClearMed, Coastal Community Bank, Commerce Bank, Contour, Door to Door Storage, escapia.com, Fresca Mexican Foods, Gymboree, i4cp, Intrepid Learning Solutions, Max-Viz, Oak Patch Gifts, PayScale, Rally Marketing Group, Relion, Sensaria, Shurgard Storage, VeriWave, Wellpartner

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PE Monument Advisors

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www.monumentadv.com

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Monument Advisors, Inc. is an Indianapolis-based private equity firm focused on management buy-ins, management buyouts, leveraged buyouts, and recapitalizations in the lower middle (microcap) market. The firm partners with Midwest management teams to acquire and help build companies within the service, distribution and manufacturing industries with enterprise values between \$8 and \$20 million. The partners manage Monument Capital Partners 2, L.P., a \$22.5 million private equity fund raised in 2000, investing the fund in increments from \$1 million to \$3 million in the equity portion of management-led and other leveraged acquisitions. The firm also makes follow-on investments in its portfolio companies to support additional acquisitions and expansion. Monument Capital Partners 1 makes mezzanine oriented investments (sub-debt with warrants) of \$750,000 to \$2 million.

Portfolio companies include: Felins USA, Foam Rubber Products, HETSCO, Instrument Development, Insurance Auto Auctions, Mountain Muffler, Nationwide

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Distribution, Separators

Investment Team:

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VC Moshir Venture Partners

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www.moshir.com

Stage: Early, Seed

Industry: Information Technology, Media & Digital Media

Moshir Venture Partners (MVP) is a specialized, early stage, private equity investor providing seed capital funding in the unique range of \$250,000 to \$1 million. Headquartered in Scottsdale, Arizona, the firm focuses on mobile/wireless software and security, online media and entertainment broadcasting, and other technology start-ups.

Portfolio companies include: CellTrust, PrimeMessage

Investment Team:

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PE MSouth Equity Partners

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www.msouthequity.com

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

MSouth Equity Partners is a private equity investment firm which supports management teams in acquisitions and recapitalizations of lower middle-market companies, typically involving transactions valued between \$25 - 125 million. Based in Atlanta, Georgia, the firm invests primarily in the Southern U.S. MSouth is a successor to Cravey, Green & Wahlen as three of its four founding partners have worked together for many years at this prior firm. MSouth will continue with a substantially similar investment strategy as Cravey, Green & Wahlen utilized. The partners have worked with lower middle market companies in the South for nearly 30 years and in total have invested more than \$645 million in 34 companies.

Portfolio companies include: BC Technical, Capstone Logistics, Coastal Sunbelt, Community & Southern Bank, Eagle Quest International, Eco-Site, Education Networks of America, EnergyCo. Holdings, Fischbein, GaiaTech, GalaTech, Holding Company, LMS Intellibound, PetroLiance, Technical Innovation, Thompson Industrial Services, United Telephone Company, Vectorply

Investment Team:

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PE Mt. Weather Capital

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www.mtweathercapital.com

Stage: Middle Market

Industry: Life Sciences & Healthcare

Mt. Weather Capital is a private equity firm focused on growth equity, recapitalizations and buy-outs of profitable and growing healthcare services companies. Mt. Weather targets companies with annual revenues of more than \$5 million and less than \$50 million; and annual EBITDA of more than \$1 million. Mt. Weather Capital takes a lead role in structuring and syndicating investments, having participated in transactions ranging in enterprise value from \$6 million to \$75 million. The firm will invest as little as \$2 million and as much as \$15 million in each portfolio company.

Portfolio companies include: Chipwrights, DCL Medical Laboratories, Drugscan, Pathology

Investment Team:

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Richard Harris, General Partner and Founder
Tim Johnson, General Partner and Founder

I/ VC MTECH Ventures

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Stage: Early, Seed

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Industry: *Communications & Networking, Energy & Clean Tech, Information Technology, Manufacturing & Industrial, Media & Digital Media, Software & Internet*

MTECH Ventures is the Clark School of Engineering's vehicle for entrepreneurship education for technology creators, and venture creation services and resources for entrepreneurs committed to bridging the gap between technical ideas and viable companies. MTECH operates a VentureAccelerator to form and grow companies based on university innovations; as well as a Venture incubator (TAP) to provide funding support, expertise, resources, and infrastructure to regional entrepreneurs. TAP's state-of-the-art incubation headquarters provides emerging companies over 20,000 square feet of fully-furnished office, wet-laboratory, and meeting space. MTECH at the University of Maryland also recently announced the launch of the Chesapeake Bay Seed Capital Fund. The fund, supported by the Maryland Department of Natural Resources and administered by MTECH, will invest \$250,000 annually over a three-year period into Maryland-based startup companies with innovative technologies that may help improve air and water quality in the Chesapeake Bay area.

Portfolio companies include: AccuStrata, Affiliate Classroom, CosmosID, Energy Dense Power Systems, FlexEl, Goozex, OmniSpeech, Pixelligent Technologies, Prognosis, Remedium Technologies, Renova Life, Resensys, StreamCenter, VisiSonics, Zymetis

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Stage: *Middle Market*

Industry: *Consumer Products & Services, Energy & Clean Tech, Sports & Entertainment*

Najafi Companies is an international private investment firm based in Phoenix, Arizona. Najafi Companies was originally operated as a unit of Pivotal Group, a Phoenix-based real estate investment and development company. In 2006, the partners transitioned to operate the private equity investment unit independently from Pivotal Group to better position the firm for growth. The firm makes highly-selective investments up to \$1 billion in transaction value in companies with strong management teams across a variety of industries, and often in industries out of popular favor. Najafi funds investments with internally generated capital, not through a fund. The firm typically acquires controlling ownership interests in established businesses across the globe with strong management teams generating positive cash flows.

Portfolio companies include: 1K Studios, Actissia, Cinram, Direct Brands, DirectGroup-France, Innovative Brands, K-Digidata, MeeGenius, Pasta Pomodoro, Phoenix Suns, Resolution, Saffron, SkyMall, Snowflake Power, Trend Homes, West Wing Mountain

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VC Nano Holdings

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Stage: *Early, Seed*

Industry: *Energy & Clean Tech*

Founded in 2000, Nanoholdings focuses exclusively on nanotechnology-based energy solutions. The firm works with the scientists on their home ground, within the university infrastructure, utilizing the unique, cutting-edge resources available there-- Yale University, the Georgia Institute of Technology, the University of Cambridge, and the University of Singapore are home to just a few of its portfolio companies. Nanoholdings is focused on developing nano-tech solutions across the four sectors of the energy economy-- Generation, Transmission, Storage and Conservation-- turning nanotech breakthroughs into commercially viable products and solutions. In 2009 Nanoholdings established an office in Singapore, to focus more closely on the growing nano-research in the area.

Portfolio companies include: eBox, Military Tech NeutronWand, NanoComposites, nFishgill, NIRVision, nRadiance Composite Systems, nRadiance Energy Systems, nRadiance NanoSystems, nSolgel, nVerPix, Paramata

Investment Team:

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Stage: *Middle Market*

Industry: *Energy & Clean Tech*

Founded in 1988, Natural Gas Partners manages \$10.8 billion in a family of funds that invests private equity capital in oil and gas production, midstream and oilfield service companies. The NGP platform consists of a series of ten private equity funds with cumulative commitments exceeding \$10.5 billion since inception. The firm

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also manages \$350 million in two co-investment funds that invest in direct oil and gas property interests alongside NGP portfolio companies. Natural Gas Partners is an affiliate of NGP Energy Capital Management, LLC, a \$13 billion firm based in Irving, Texas that invests in all sectors of the energy industry.

Portfolio companies include: Bluestone Natural Resources Holdings, CH4, Classic Hydrocarbons Holdings, Crimson Pipeline, Crow Creek, Crown Energy Partners, Eagle Rock Energy Partners, Goldking Energy, Memorial Production Partners, NorthStar, Petrus Resources, PSI Midstream Partners, Quatro Resources, Renewable Energy Group, Resolute Holdings, Rice Energy, Samson Investment, TEAK Midstream

Investment Team:

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TT NAU Ventures

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Stage: Seed

Industry: Information Technology

NAU Ventures is a partnership between the NAU Office of the Vice President for Research and the Northern Arizona Center for Emerging Technologies (NACET) established to implement and manage NAU's technology transfer program and to incorporate Arizona Board of Regents (ABOR) intellectual property policy into NAU practice. The primary mission of NAU Ventures is to create and foster productive, appropriate, and mutually beneficial, collaborative research relationships and the transfer of technology between the NAU Research Community and the private sector.

Portfolio companies include: PathoGene

Investment Team:

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Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial

Navigation Capital Partners (NCP) is an Atlanta-based private equity that makes control growth equity and buyout investments in lower middle market niche business services companies primarily in the Southeastern U.S. and Texas. Navigation's portfolio companies typically have initial enterprise values below \$75 million and revenues of under \$150 million. The managers of NCP formerly founded and managed Mellon Ventures, the private equity investment arm of Mellon Financial Corporation. Mellon Ventures invested over \$1.4 billion in private equity investments between 1995 and 2006. In December of 2006, NCP acquired the private equity portfolio of Mellon Ventures. NCP manages \$375 million of invested and committed capital. The firm targets \$10 million to \$30 million of equity investment per transaction. The firm invests in niche manufacturing and services businesses with \$20 to \$200 million in revenue. These are typically established businesses with leading, defensible market positions attained through meaningful and long-standing customer relationships, proprietary manufacturing processes, the provision of critical services, or territorial dominance or exclusivity. Primary Target Sectors: Specialty Finance and Payments, Digital / Media, Intelligent Infrastructure, Industrial Services, Transportation and Logistics, and Value-Added Distribution.

Portfolio companies include: A.H. Harris, BrightWell Payments, Brown Trucking, Definition 6, Exeter Finance, FiveStar Food Service, Metadigm Services, NDS, Pecora, Technical Innovation, WS Packing Group

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<http://nayaventures.com>

Stage: Early

Industry: Communications & Networking, Information Technology, Software & Internet

Naya Ventures is an early-stage venture capital firm focused mainly on U.S. and India-based companies, targeting companies that offer products and services in the Mobile and SaaS arenas that have the potential to tap into global markets. In many cases, Naya will be the initial largest investor and act as an incubator to the companies and their technologies. The firm has offices in Seattle, Texas, and India.

Portfolio companies include: Altia Systems, Boxfish, Boxfish Beta, GlobalOutlook, Glympse, Minetta Brook, Mixaroo, Motivity Labs, nfluence, SinglePoint, Zoomingo

Investment Team:

Dayakar Puskoor, General Partner
Gowri Shankar, Venture Partner
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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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Stage: Early, Growth, Seed

Industry: Electronics & Advanced Materials, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Medical Device

Founded in 1978, NEA manages over \$13 billion of committed capital across 14 funds, including a \$2.6 billion close on its latest fund in 2012. NEA has invested in 175 companies that have gone public and 290 that have successfully been merged or acquired. The firm concentrates on early stage companies in the areas of information technology, healthcare, and energy technology, typically investing in 20 to 30 new companies each year. NEA's first investment can range from \$200,000 up to \$40 million. NEA invests at all stages, but is especially interested in providing start-up capital, or the first outside funds a company raises. Although the majority of NEA's investments are in the United States, the firm invests internationally and is particularly interested in China and India.

Portfolio companies include: 10gen, 1bog, 23andMe, 3-V Biosciences, 3Com, 3jam, 42Floors, Acclarent, Acxiom, Acorn Cardiovascular, Actelis, Actelis Networks, Add This, Advertising.com, Aerohive, Aerohive Networks, Aerospike, Agni, Alexza Pharmaceuticals, Alien Technology, American Pathology Partners, Antenna Software, Anulex, Apnex Medical, Apprenda, ArchRock, AstroWatt, Availink, Axys, Azuray, BandGap Engineering, BeachMint, Bedrocket Media Ventures, Belly, BenchPrep, BENU, BioPure, Blend, Blend Therapeutics, Bloomenergy, BloomReach, Blue Jeans Network, BlueJeans, BlueJeans Network, BOKU, Boulder WindPower, Box, Braintree, BrightKite, BusLogic, BuzzFeed, Buzzmedia, Cadence, Cardima, CardioThoracic Systems, Cardioxyl Pharmaceuticals, Care.com, CareerBuilder.com, Carewise Health, Carticept Medical, Cartiva, CascadeWorks, Cassatt, Causes, Centerbeam, ChannelAdvisor, CHG Healthcare, ClearSpring, Cleave Biosciences, Cleversafe, CloudFlare, Cohere Networks, Compass Labs, CompassLabs, Conviva, Coursera, CreekPath Systems, CruiseWise, Curalate, CVRx, Cydan, Data Domain, DataCore Software, Deeya Energy, Denali Medical II, Dermira, Desire2Learn, Determine, DeveloperAuction, Diapers.com, dreamfactory, Drobo, Duolingo, EchoGlobal Logistics, Echopass, Edimer Pharmaceuticals, Edmodo, Elance, Elements Behavioral Health, Embrace, Embrane, Engine Yard, enVerv, Epizyme, ESP Pharma, Eucalyptus, Eucalyptus Systems, Euclid, Eventup, EverFi, Evernote, Exent, Exent Technologies, ExploraMed IV, Fanhattan, Fantasy Shopper, Financial Software & Systems, Firebase, FiscalNote, Fisker, Fisker Automotive, Force, Fulcrum, Fusion.io, Future Retail, Gaikai, Galera Therapeutics, Gilt, Glu, GoodGuide, GraphLab, GridPoint, Groupon, Grub, Gtel, GuideSpark, GumGum, Hearsay Social, Hearsaysocial, HelioVolt, hillecrestlabs, Houzz, Huddler, HydraBiosciences, Illumitex, innerworkings, Intarcia, Intarcia Therapeutics, inTarvo, Intellisys, ISGN, Ivantis, jobfox, Kaazing, Konarka technologies, Koozoo, Kumu Networks, Lattice Engines, Leyden Energy, LineKong, Lithium, Lithium Technologies, LiveLoop, Loopt, Lumena Pharmaceuticals, Luxtera, Lytro, Mashape, MaxiScale, mediabank, Mersana Therapeutics, Mirna Therapeutics, MongoDB, Motion Computing, Motricity, Movius, Moximed, MuleSoft, Neottract, Neuralieve, NeuroPace, Nevro, newBrandAnalytics, NewScale, NexChem, Nginx, Nicira, NordicWindPower, Nova Medical Centers, NovaTorque, Nurien, Omada Health, Opower, PatientKeeper, peihuo.cn, Pentaho, Pharms, PhaseBio, PhaseBio Pharma, Picaboo, Plaid, Pluribus Networks, Poggled, Popdust, Primary Health, Prostor Systems, Proteostasis, Qbotix, Rapid Mobile, Rhythm, Rockhealth, Roka Bioscience, SatoriPharmaceuticals, SAY Media, ScienceLogic, Scisolutions, Scopely, Scratch Music Group, Sierra Atlantic, SiTime, Skyline Solar, SmartDrive Systems, Solar Junction, SolFocus, SolidFire, Sonatype, Soraa, SproutSocial, Stormpath, Subtext, SugarCRM, SuVolta, Swifttype, Tabbedout, TalentBin, TargetRx, TechForward, TeleAtlas, Teneros, Terrajoule, TESARO, testmart, ThirdLove/MeCommerce, Tintri, Tivli, Topera, TrackMaven, Traina Interactive DBA IfOnly, TriVascular, Videology, Vuclip, WellTok, WibiData

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Stage: Early

Industry: Information Technology, Retail & Restaurant, Software & Internet

New Kent Capital LLC is a family-run private investment company, created to generate returns via socially conscious, community sensitive investments -- primarily in the Southeast -- but occasionally elsewhere in the United States and abroad. Doug Curling is the Founder of New Kent Capital and is also a Managing Principal at New Kent Consulting. Doug is the retired President, COO and Director of ChoicePoint Inc, a NYSE technology company acquired by Reed-Elsevier in late 2008 for more than \$4 Billion.

Portfolio companies include: KidsLink

Investment Team:

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www.newmarketsvp.com

Stage: Early, Growth

Industry: Education & Training, Information Technology, Life Sciences & Healthcare

New Markets Venture Partners is a leading, early stage venture capital fund in the Mid-Atlantic region that invests in and actively assists innovative information technology, education and healthcare companies. It actively assists in building successful companies, and syndicates deals with the region's top venture funds. New Markets Venture Partners is an active investor and is looking for early stage growth companies. Desired venture characteristics are: experienced management teams, sustainable competitive advantages, breakthrough technologies, large market opportunities, strong value proposition with large ROI to customers, and credible exit alternatives.

Portfolio companies include: Aldagen, Andera, Apangea Learning, Apei, Apex Learning, BDMetrix, BetterLesson, BioSet, Calvert Education Services, Civitas Learning, ConnectEDU, CSA Medical, eCoast, Innovative Biosensors, K2Global, Kickboard, Kroll Bond Ratings, Lightningcast, Mashable, MediaSolv, MoodleRooms, NavTrak, Orchestro, Presence Learning, PresenceLearning, Questar, Questar Assessment, SnappCloud, Starfish, The American Academy

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www.newspringventures.com

Stage: Expansion, Growth, Middle Market

Industry: Business Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device

NewSpring Capital is a family of targeted private equity funds focused on the Mid-Atlantic region of the United States. Since the group's founding in 1999, NewSpring has grown from a single, \$90 million venture fund to a family of three funds, representing more than \$800 million of capital under management. The NewSpring Capital family of funds includes: NewSpring Growth, a venture fund providing equity capital to growth- and expansion-stage companies focused on enabling technologies, business services, and information technology; NewSpring Healthcare, a diversified health care private equity fund that invests in biopharmaceutical, health care services, and medical device companies; and NewSpring Mezzanine Capital, a mezzanine private equity fund focused on late-stage and buy-out opportunities in business services, information technology, health care, and specialty manufacturing. NewSpring has offices in New Jersey, Pennsylvania, Washington DC, and Baltimore.

Portfolio companies include: 3Pillar, Aisthesis, Apptec Laboratory Services, Atlantic Diagnostic Laboratories, Bluenog, Bulova Technologies, Core Essence Orthopaedics, CorrectNet, Corridor Pharmaceuticals, EKR Therapeutics, Exegy, eXelate, Fiberlink, Fiberlink Communications, FirstBest Systems, GCA Services, GCA Services Group, GCA Services Solutions, Habit Opco, Internet Pipeline, LifeShield, LiquidHub, Immune Control, Message Systems, MinSec Holdings, Nitric BioTherapeutics, Precyse Solutions, ProfitPoint, Putney, Quintiq, Realtime Media, RedPath Integrated Pathology, Salveo Specialty Pharmacy, Smart Destinations, Songbird Hearing, Sopherion Therapeutics, Southeast Directional Drilling, Thermacore International, Transcend United, VelociData, VidSys, XoS Digital, XOSDigital, York Telecom, Zentech Manufacturing

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FI Nonami Investments

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Stage: Early

Industry: Information Technology, Real Estate & Construction

Nonami Investments is a private company owned by the Cousins family. Tom Cousins is Chairman Emeritus and Founder of Cousins Properties Inc., a leading real estate company in Atlanta.

Portfolio companies include: Springbot

Investment Team:

Tom Cousins, Founder

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Stage: Early, Expansion, Growth

Industry: Business Services, Financial Services, Information Technology, Life Sciences & Healthcare

With five limited partnership funds totaling approximately \$580 million in capital and investments in over 170 companies, NMP invests in high growth companies from early to expansion stages, but also start-ups. NMP seeks to invest initially \$3 million to \$6 million in early stage companies and up to \$10 million in growth companies. NMP has the ability to provide follow-on financings of up to \$20 million in any single transaction. The firm will participate in financings over the life of the company, and the firm has a history of participating in follow-on investments. NMP has invested primarily in the Southeastern U.S., focusing on Technology, Healthcare, and Business Services.

Portfolio companies include: Acumen, Adaptivity, Appia, Broadsource, Change Healthcare, Clearleap, Cormir, Damballa, Diabetes Care Group, FrontStream Payments, Gas Components Group, Half off Depot, Hospicelink, InComm, knowlagent, Lanx, LearnSomething, Liaison, Movero, Navitas, Navitas Lease Finance, PeopleMatter, PGA Tour Superstore, PlayOn Sports, RemitDATA, SalesFUSION, Tower Cloud, Valor Healthcare, Virtustream, Vocalocity, WellCentive

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PE North Castle Partners

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www.northcastlepartners.com

Stage: Middle Market

Industry: Consumer Products & Services, Life Sciences & Healthcare, Retail & Restaurant, Sports & Entertainment

Formed in 1997, North Castle is a leading private equity firm focused exclusively on consumer-driven product and service businesses that benefit from 'Healthy Living and Aging' trends. The firm targets high-growth, middle market companies in Aesthetics & Personal Care, Consumer, Health, Fitness and Recreation, Home & Leisure, and Nutrition located in North America. North Castle invests in companies with enterprise values ranging from \$50 million to \$500 million, with revenue ranging from \$10 million to \$200 million. Target markets often include industries that are highly fragmented providing opportunities to build market leaders and create value through leveraged buyouts, growth capital infusions and strategic acquisitions.

Portfolio companies include: Atkins, Bora Bora, Cascade Sports, Flatout, gloProfessional, Ibex, Ignite USA, Mineral Fusion, Octane Fitness, Performance Bicycle, Red Door Spas, The Messier Project, World Health

Investment Team:

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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I Northeast Indiana Innovation Center

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Fax: 260-492-0452
www.niic.net
Stage: Seed

Industry: Information Technology, Life Sciences & Healthcare

The Northeast Indiana Innovation Center, Inc. was formed in December 1999 as a private-public partnership between the City of Ft. Wayne, IPFW, the County of Allen, the Greater Fort Wayne Chamber of Commerce, and local community stakeholders who were and are committed to growing a more vibrant regional economy. The Innovation Center nurtures technology businesses by developing the venture during start-up, early development, and the growth stages. NIIC's Certified Technology Park, a 55 acre innovation campus, provides new ventures a turnkey package of physical facilities, amenities, and services all bundled together in one affordable program fee/investment. NIIC Launch Pad is an iCARE investment vehicle designed to attract unemployed and underemployed engineers, technologists and post high school students and their ideas to NIIP with a combination of investment and business incubation. For promising new ventures NIIC, subject to underwriting and LEAP program compliance, will provide the following: 1) Idea Stage: Up to \$10,000 of capital investment for development of a prototype including shared workspace for up to 6 months in the Launch Pad suite at the Northeast Indiana Innovation Center; 2) Pre-Launch Stage: Up to an additional \$15,000 of investment after the first 6 months to continue product development, marketing and commercialization planning efforts based on success and milestone completion of idea stage; 3) Venture Launch Stage: Up to an additional \$25,000 of direct investment by accessing a LEAP investment for acquisition of key resources; protection of IP; and other start-up expenses. Ventures must be located in the incubator facility to be eligible for this special assistance and ventures must attract at least a \$100,000 total commitment in angel, grant, or friends and families capital.

Portfolio companies include: Allied Payment Network, American Axle, BBK Group, BioDuct, BioPoly RS, Blue Water Mortgage, Cirrus ABS, Cornerstone Solutions, Digital Hydraulic, DP Sonics, GooRoo, LifeLink Technologies, Midwest Quality, Purdue TAP, Salljank, Stahl Engineering & Failure Analysis

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www.nacet.org
Stage: Seed

Industry: Energy & Clean Tech, Information Technology

Northern Arizona Center for Entrepreneurship and Technology (NACET) is a business incubator program founded to assist entrepreneurs and technology start-ups succeed in Northern Arizona. NACET manages a state-of-the-art, high-tech incubator facility (10,000 square-foot) on McMillan Mesa, located in the City of Flagstaff's new Innovation Park, next to the U.S. Geological Survey campus. The program offers consulting to non-retail businesses, high-tech, science and renewable energy firms. According to published reports, three northern Arizona businesses tied to the NACET have recently received more than \$2.4 million in new grant funding. The Arizona Department of Commerce, which was given the stimulus money, issued the grants. NACET assisted all three clients in applying for the funding. The Northern Arizona Technology & Business Incubator was founded in 2001 by community and business leaders intent on diversifying the greater Flagstaff economy. Funds for this project came from the City of Flagstaff, the Arizona Department of Commerce, and community investors, including Northern Arizona University, Coconino Community College, the Flagstaff Chamber of Commerce, the Coconino County Board of Supervisors, Arizona Public Service, Bank of America, McCoy Motors, LNN Enterprises, and others.

Portfolio companies include: Ask The Judge, Electric Blue Motors, Flagship Biosciences, Foresight Renewables, Form Magic, Four Peaks Wealth Management, MagDrive, PathoGene, Protein Genomics, Quantance, Sedona Energy Labs, Solar Mosaic, Southwest Windpower-Dealer Training Center, Stat Coordinations, SunWind Solutions, Sustainable Packaging Solutions/Kind Vines

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www.northernlightsventures.com
Stage: Early

Industry: Financial Services

Northern Lights Capital Group is a multi-boutique asset management group dedicated to identifying and collaborating with the brightest boutique investment managers poised for success. The private equity firm will help small money management teams spin out of larger companies or invest in groups of money managers that have recently stepped out on their own. Northern Lights closed on \$50 million for its initial fund. The firm plans to do between four and six deals per year, in the \$3 million to \$5 million range. The Northern Lights' investment horizon is long-term at 15-30 years.

Portfolio companies include: Aether Investment Partners, AlphaShares, BME Investment Partners, Del Rey Global, Elessar Investment Management, Goodhart

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Partners, Nereus Capital, Raven Capital Management, Redwood Group Asia, Seizert Capital Partners, TAMRO Capital Partners

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www.nwcap.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Manufacturing & Industrial, Media & Digital Media

Northwest Capital Appreciation (NCA) is a Seattle-based private equity firm with the mission to acquire and build profitable middle market companies located on the West Coast of the U.S. and Western Canada. NCA partners with proven management teams to build value by making investments in the business and industrial service industries. NCA is a leading provider of private equity capital to Northwest-based companies, having invested \$80 million of equity through over \$200 million in total transaction value in the region. NCA has built value by making investments in leveraged buyouts, consolidations, recapitalizations and growth financings of smaller middle market companies, defined as companies with enterprise values generally from \$25 to \$250 million. The firm has been active since 1992, and has invested and committed over \$190 million of equity capital in ten investments. The current team has been successfully investing together since 2004.

Portfolio companies include: Frontier Packaging, Maxum Petroleum, Northern Crane Services

Investment Team:

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VC Novak Biddle Venture Partners

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Stage: Early, Expansion, Growth, Seed

Industry: Communications & Networking, Defense & Homeland Security, Education & Training, Information Technology, Media & Digital Media, Software & Internet

Novak Biddle Venture Partners was established in 1997 to provide equity financing and assistance to the management of young, information technology companies located in the Mid-Atlantic region. NBVP has over \$580 million under management. The firm prefers to be the first institutional capital brought into a business with a desired investment range of \$100,000 to \$10,000,000. While Novak focuses on information technology companies in the very early stage through first round, the firm will consider financing later stage opportunities and spinouts where it can add significant value.

Portfolio companies include: 2Tor, 2U, AddThis, AnswerLogic, Appfluent Technology, Appian, Approva, Avail Media/TVN, Blackboard, Capital Schools, Centice, Centrifuge Systems, Clear Standards, Copiu, CounterStorm, Digital Signal, Digital Sports, Educational Initiatives, Emotive Communications, Fiberzone Networks, Fidelis Education, Giga Information Group, InfoBlox, Intelliworks, LifeMinders, LifeShield Security, LogicLibrary, Luna Technologies, Matrics, ObjectVideo, Panasas, Paratek, Parchment, PlaySay, Princeton Optronics, SolidFire, Tantivy Communications, Torrent Systems, Trusted Edge, UniversityNow, Vision Chain, WealthEngine, Woodwind Communications

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Stage: Early, Middle Market

Industry: Business Services, Communications & Networking, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial,

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Media & Digital Media, Retail & Restaurant

Oak Hill Capital Partners is a private equity firm with more than \$8 billion of committed capital from leading entrepreneurs, endowments, foundations, corporations, pension funds and global financial institutions. Robert M. Bass is the lead investor. Oak Hill Capital Partners is one of several separate Oak Hill partnerships, each of which has a dedicated and independent management team. These Oak Hill partnerships comprise more than \$25 billion of investment capital across multiple asset classes, including private equity, special situations, high yield and bank debt, venture capital, real assets, public equity and hedge funds. During a period of over 20 years, the professionals at Oak Hill Capital Partners have invested in more than 60 significant private equity transactions. Oak Hill Capital invests primarily in middle-market companies across broad segments of the U.S. economy, which the firm organizes into six sectors: Basic Industries, Business and Financial Services, Consumer Retail and Distribution, Healthcare, Media and Telecom, and Technology.

Portfolio companies include: Ability, AccentCare, Align Technology, American Savings Bank, American Skiing Company, Anchor Media Investors, Ariel Holdings, Atlantic Broadband Group, Avolon Aerospace, Bell + Howell Company, Blackboard, Butler Schein Animal Health, Caribbean Restaurants, Cincinnati Bell, Duane Reade, eGain Communications, Exl Services, Financial Engines, Firth Rixson, GATX Logistics, Genpact, Hillman Group, Intermedia.net, IPWireless, Jacobson Companies, Local TV, MeriStar Investment Partners, Metrika, Monsoon Commerce, NSA International, OH Aircraft Acquisition, Oversee.net, Primus International, Progressive Moulded Products, RSC, Security Networks, Southern Air Holdings, SVTC Technologies, SWS Group, Telecty Group, The Container Store, TravelCenters of America, Vantage Oncology, Vertex Data Science, ViaWest, WideOpenWest, Williams Scotsman, Wometco Cable

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Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Business Services, Communications & Networking, Consumer Products & Services, Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant, Software & Internet, Storage & Hardware

Oak Investment Partners is a multi-stage venture capital firm with a total of \$8.4 billion in committed capital. The primary investment focus is on high growth opportunities in clean energy, communications, information technology, Internet new media, financial services information technology, healthcare services and consumer retail. Since 1978, Oak has achieved a strong track record as a stage-independent investor funding more than 498 companies. Oak has been involved in the formation of companies, funded spinouts of operating divisions and technology assets, and provided growth equity to mid- and late-stage private businesses (and to public companies through PIPE investments). Oak XIII will seek both minority and majority ownership levels. Investment amounts will typically range from \$25 million to \$150 million.

Portfolio companies include: 1life/One Medical, 2Wire, Aavid Thermal, Aavid Thermal Technologies, Acculynk, Actel, Adkeeper, Affinity Media, Agile Networks, Airgo Networks, Airspan Networks, Allos Therapeutics, Allies Information Technology, Allies Information Technology, Allies Information Technology, American Esoteric Laboratories, aQuantive, Argus Information & Advisory Services, Artimi, AS, Aspect Software, athenahealth, Attivio, Auror Algae, Aurora Algae, AVECOR Cardiovascular, Avici Systems, Baja Fresh Mexican Grille, Beacon Capital Strategies, Benefitfocus, Bleacher Report, Bonds.com Group, Boston-Power, Brit + Co, Campus Pipeline, Captura Software, Cardiac Pathways, CareMedic Systems, Caribou Coffee Company, Castlight Health, CBORD Group, Cedar Grove Investments, Celestica, Centric Software, Cephalon, Chamate, Cheddar's Casual Cafe, CLARiENT, Cloud Technology Partners, Cobalt Group, Cogent Communications, Collabera, CommQuest Technologies, CommVerge Solutions, CommVerge Solutions Limited, Compaq, CoreTek, Cosmetics & Fragrance, Dallas Semiconductor, Demand Media, Diamond Lane Communication, Diamond Lane Communication Corporation, Dick's Sporting Goods, DSL.net, Endwave, Entropic Research Laboratory, Epic Media Group, EquaTerra, eSolar, Esperion Therapeutics, Esprit Pharma, Exodus Communications, Fastclick, Federated Media Publishing, Fiber Optic Network Solutions, FiberTower, Filene's Basement, firstRain, FRS, Gazillion, GENBAND, Genzyme, Geotrace Technologies, Giosis Gmarket International, Good Technology, GreenVolts, GTS CE Holding, Harbor Payments, Health Dialog Services, HuffingtonPost, I-Logix, HuffingtonPost.com, iCrossing, iHealth Technologies, iHealth Technoogies, Illustra, Index Ventures, Inktomi, Inktomi Corporation, Interconnectix, Internap Network Services, iTouch PLC, Jamba Juice, Jamba Juice Company, Kayak Software, Kineto Wireless, Knowledge Networks, Kratos Defense & Security Solutions, Kuaipay, Lavastorm, Leapstone Systems, Level 5 Systems, Lianlian Pay, Limelight Networks, Lingtu, LoopNet, lucy activewear, LumaSense Technologies, Major League Gaming, Media Metrix, Meritech Capital Partners, Milyoni, Misfit Wearables, mobiTV, Mobius Management Systems, Movik Networks, Moxie, MyLife, MyLife.com, NanoH2O, Netopia, NetSpend, Network Equipment Technologies, Newport Media, Nexant, NextG Networks, nLight Photonics, Nomorerack.com, Norse, OakTree Health Plan, Oberon Media, Odyssey Healthcare, Office Depot, Omnicell, One Medical/1Life, OraPharma, P.F. Chang's China Bistro, Pacific Dental Benefits, Parametric Technology, Parlano, PayFlex Systems USA, PaySys International, PetSmart, PharMEDium Healthcare, Phononic Devices, PictureTel, PictureVision, Pivotal, Plastic Logic, Point

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Carbon, Polycom, Potbelly Sandwich, Potbelly Sandwich Works, Presidio Networked Solutions, Protean Electric, Psychiatric Solutions, PulsePoint, QPass, Qtera, Radiant Research, Radisphere National Radiology Group, Razorgator, Rearden Commerce, RebelMouse, Relion, Resonext Communications, Revolution Foods, SanDisk, Seagate Technologies, SeaPoint Ventures, Securant Technologies, Semiconductor Manufacturing International, Sentient Networks, Shop.com, SmartDrive Systems, SNAPin Software, SolarFlare Communications, Sports GG, Spring tide, Sprint Tide, Stretch, Sundrop Fuels, SunSun Lighting, Sutherland Global Services, Sybase, Synaptics, Synopsys, Talisma, Technology Crossover Ventures, Tegic Communications, Tele Atlas, Telica, Tellium, Tensilica, The Collaborative Group, The Sutherland Group, Thomas Weisel Partners, Tikona Digital Networks, Torrent Systems, Trapeze Networks, TxVia, UltraSalon, United BioSource, United Devices, US Auto Parts Network, Vesta, Vicinity, Virata, ViroPharma, VisionChina Media, Vitesse Semiconductor, Wavestream, Wellfleet Communications, Whole Foods Market, Wonga.com, Worldview Technology Partners, Xiotech, Ybrant Digital, Yoyi Media, Zayo

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Stage: Middle Market

Industry: Agriculture & Agricultural Science, Business Services, Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution

Oaktree Capital Management, LLC was founded in April 1995 by Principals of Trust Company of the West who had directed TCW's high yield bond, convertible value, distressed debt, principal investment and distressed real estate activities. The founders were joined at Oaktree by 90% of their former TCW investment staff, including 100% of the senior investment professionals. Oaktree is comprised of nine Principals and over 550 staff members in Los Angeles, New York, London, Frankfurt, Singapore, Tokyo, Hong Kong, and Stamford, Connecticut. The firm's Private Equity strategy is to invest in companies in which it can obtain control or substantial influence, often (although not necessarily), through the medium of distress. The firm's use of leverage is very limited. In 2001, Oaktree established a new strategy in mezzanine investments with a targeted investment size of \$20-\$75 million, addressing the need for capital to help finance leveraged buyouts, recapitalizations, acquisitions or corporate growth. The firm's GFI Energy Group, which executes the Power Opportunities investment strategy, seeks to make controlling equity investments. Formed in 1995 as GFI Energy Ventures LLC, the team has originated and financed over seventy transactions, deploying over \$2 billion of equity capital in the electricity and natural gas sectors.

Portfolio companies include: Bristol Farms, Energy Solutions International, GoodCents, Infrastructure & Energy Alternatives, Integrated Pipeline Services, Nordenia International, OpTerra Energy Group

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www.okigolf.com

Stage: Early

Industry: Consumer Products & Services, Retail & Restaurant, Sports & Entertainment

Oki Developments, Inc. is the corporate entity behind Oki Golf, a collection of 11 golf properties in Washington state. Oki Developments has other for profit and non-profit ventures, including the Nanny & Webster baby blanket company, Nishino's Japanese Restaurant and the Oki Foundation. The firm was founded by Scott Oki, a former Microsoft executive. According to published reports, when Oki retired in 1992 from Microsoft, he reportedly cashed in stock options estimated at \$100 million.

Portfolio companies include: Nanny & Webster, Nishino's, Oki Golf, Rain City Cigar

Investment Team:

David Hein, Vice President of Sales and Business Development
Mark Christ, Chief Financial Officer
Nancy Cho, President & CEO
Scott Oki, Founder & Chairman
Vicki ACourt, Controller

PE/ VC Olympus Partners

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Stage: Expansion, Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Information Technology, Life Sciences & Healthcare, Software & Internet, Transportation & Distribution

Olympus Partners is a private equity firm focused on middle market management buyouts and later stage venture capital deals. Founded in 1988, Olympus manages over \$3.1 billion on behalf of corporate pension plans, public retirement systems, university endowment funds, and executives of Olympus' portfolio companies. Olympus is currently investing from its fifth fund, Olympus Growth Fund V, which has committed capital of \$1.5 billion. The firm purposely limits the number of investments it makes to five or six each year and looks to invest larger dollar amounts in each company. The preferred investment size ranges from \$20 million for venture capital deals to \$300 million or more for buyouts. Rather than investing in companies focused on capturing a small piece of a large market, the firm looks for companies that have established a dominant position in a defensible niche. While Olympus will continue to invest opportunistically, it has developed particular interest and expertise in the following industry sectors: Business Services, Healthcare Manufacturing and Services, Financial Services, Consumer Products and Services, Software and IT Services, and Logistics and Transportation Services.

Portfolio companies include: Ann's House of Nuts, Ariel Re, Churchill, Client Distribution Services, Club Staffing, Entrust, FFR-DSI, FrontierVision, Homax Products, K-MAC, New Vision Television, Newtex Communications, Norwesco, NPC International, Pennant, Pepper Dining, Phoenix Services, Plaze, Prime Advantage, Professional Service Industries, Ritedose, Shemin, Snyder Industries, Symmetry Medical, Vignette, Waddington North America, Woodcraft

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www.opus8.com

Stage: Early, Middle Market

Industry: Business Services, Information Technology, Media & Digital Media, Software & Internet

Opus8 is a private investment firm involved in middle-market buyouts and in opportunistic venture capital situations. Opus8 is actively seeking middle-market acquisitions in Business services; B2B New Media and E-commerce; and Datacenter and cloud technologies and services. Opus8 seeks platform companies in consolidating industries with upside potential via off-shoring labor, improving CRM (customer acquisition, retention and lifetime value), adding management talent, business process outsourcing & reengineering, and the sale/licensing of intellectual and other assets. The firm makes early stage capital investments up to \$1 million per transaction in companies located in the Mid-Atlantic region of the U.S. and coastal regions of China.

Portfolio companies include: Allpoint, CEEBIZ.com, China Springboard, Harvest Bank of Maryland, Lincoln Healthcare Events, Lore Internet Systems, LTC 100, Magnify.net, Prague Business Journal, Terracycle, Transactis, Trusted Edge, Warsaw Business Journal

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Stage: Middle Market

Industry: Financial Services

Orca Bay Partners is a private equity firm specializing in growth financings, buyouts, and recapitalizations in the financial services sector. Founded in 1998 by John E. McCaw Jr., Ross Chapin and Stan McCammon, the firm is based in Seattle, WA and is an affiliate of Orca Bay Capital. Orca Bay Partners manages money for institutional clients ranging from fund-of-funds to commercial banks, and for wealthy individuals. Orca Bay's areas of expertise include asset management and wealth management firms as well as companies that distribute financial products. Its current list of financial services investments includes Parametric Portfolio Associates of Seattle, WA and EnvestnetPMC of Chicago, IL.

Portfolio companies include: 1838 Investment Advisers, EnvestnetPM, Parametric Portfolio Associates

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John E. McCaw, Principal & Co-Founder

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PE/ VC Otto Capital

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ottocapital.com

Stage: *Early, Seed*

Industry: *Energy & Clean Tech, Life Sciences & Healthcare, Real Estate & Construction*

Otto Capital was formed in October 2008 by David M. Otto. Otto Capital evaluates and structures various business initiatives and provides and secures private equity, venture capital and equity and debt financing to start-up and emerging growth companies. Otto Capital has helped to identify and finance businesses in the following sectors: real estate; oil and gas services; recycling and "clean tech"; and over-the-counter health care products. The firm applies the Business Assessment Matrix in its analysis and execution of mergers, restructuring, acquisitions and financings. The "BAM" is a diagnostic methodology that enables one to ascertain the relative strengths or weaknesses of a start-up, early-stage or venture-backed business proposition and, in turn, the likelihood of success or failure from an operational and financial perspective. The BAM involves the following four factors: an operational team, financing, a business plan, and corporate structure.

Portfolio companies include: Nifti

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Stage: *Early*

Industry: *Communications & Networking, Defense & Homeland Security, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Semiconductor, Software & Internet*

Established in 1983, OVP Venture Partners invests capital in new companies in growing markets-digital biology, clean tech and information technology. OVP's initial investment is typically about \$1 million to \$5 million, usually in partnership with other venture capital firms, and grows to \$8 million to \$15 million over the life of the deal. The firm's three investing partners manage over \$750 million. Out of more than 103 investments over 25 years, OVP has produced 23 IPOs and 32 acquisitions. OVP focuses on companies located in the Pacific Northwest, and also has an office in Seattle, Washington.

Portfolio companies include: Accelerator III, Acylin Therapeutics, Adapx, Aggregate Knowledge, Allozyne, Collaborative Software, Complete Genomics, CradlePoint Technology, DataSphere, Datasphere Technologies, EnerG2, GainSpan, GenoLogics, Groove BioPharma, LeMond Fitness, Limerick BioPharma, Lucid Commerce, Max-Viz, NanoString Technologies, Novomer, OncoFactor, Precision Demand, RedSeal, Scout Analytics, Serus, Symform, Talyst, Tigo Energy, Vantos, Verdezyn, Viral Logic Systems Technology

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Stage: *Early, Growth*

Industry: *Life Sciences & Healthcare, Medical Device*

Pacific Horizon Ventures is a Seattle-based, early-stage venture capital firm concentrating on commercial development of novel technologies for biopharmaceutical and biomedical products. PHV prefers validation-phase investments to be in the Northwest so that the firm can devote substantial time and energy to the company's development. Other early and mid-stage investments can be in companies across North America. The firm maintains an active interest in biotechnology, drug development, therapeutic and diagnostic medical devices, computational biology and selected healthcare.

Portfolio companies include: Argos Therapeutics, CareWise, Diametric Medical, Focal, Inc., Inhibitex, iScience Interventional, Koronis Pharmaceuticals, NeoPath, Proxim, RTIME, SleepMed, Tandem Medical, Tissue Repair Company, TransMolecular, ViaCyte

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Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Manufacturing & Industrial, Transportation & Distribution*

PacStar Capital Partners is a specialty investment banking firm focusing on mergers and acquisitions, capital raising, and financial recapitalizations for middle market

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companies. PacStar Capital Partners concentrates its investment banking services on small to medium size transactions ranging in value from \$10 million to \$200 million. PacStar Capital Partners has merchant banking operations and its investment strategy is to identify companies that have achieved solid positions in their markets and have the potential to improve revenues and/or profitability through one or more specific initiatives. PacStar pursues investment opportunities in a variety of industries including: Business Services, Consumer Products, Consumer Services, Distribution, Manufacturing, and Retail. The firm does not invest in start-ups or in companies involved directly in real estate, banking, gaming, high technology or biotechnology.

Portfolio companies include: AP Crafters Kitchen & Bar, BoomBozz Famous Pizza, Comfortline

Investment Team:

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I Paparelli Ventures

c/o Advanced Technology Development Center (ATDC)

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www.paparelli.com

Stage: Seed

Industry: Business Services, Information Technology, Software & Internet

Paparelli Ventures is an Atlanta-based technology incubator specializing in service company startups. As a privately funded incubator since 1993, Paparelli has funded over 16 Atlanta startups. Paparelli provides portfolio companies Startup Services, Business strategy development, Market Positioning, Investment at pre-angel round, and Capital structure advice among other services.

Portfolio companies include: Application Partners, Bentson Clark, BT Group, Classic Real Estate, Continuous Health, EC Index, Fitability.com, Insight Management, iPartners, Roundtable Partners, Small Biz Planet, Tax Partners, Team One, Torad Engineering, UniLink Group, WuliWeb

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Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Parkway Capital Investors (PCI) provides a flexible capital alternative to middle market companies in the form of 'mezzanine' financing. Situations PCI targets include: Business Expansion, Corporate Acquisition, Leveraged Buyouts, Recapitalizations, and Ownership Transfer. Commitments can range in size between \$3 million and \$15 million, with PCI as the sole underwriter, or investing in conjunction with other investors. PCI invests in a broad range of industries including manufacturing, distribution, business services, and healthcare. Typical investments are in companies with revenues in excess of \$15 million, and EBITDA in excess of \$2 million.

Portfolio companies include: American Changer, American Dryer, Aspect Automation, Budco, Camino Modular Systems, Easley Custom Plastics, Fab-Tech, i2S, Jones & Frank, MedPlast, Models & Tools, Potter Electric Signal Company, Salon Grafix, Thompson Industrial Services, TS3 Technology, Westone

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Stage: Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Education & Training, Information Technology, Manufacturing & Industrial, Software & Internet, Transportation & Distribution

Patriot Capital provides growth capital for middle-market companies seeking to finance business expansion, acquisitions, management buyouts or balance sheet recapitalizations. Patriot Capital II and its predecessor funds, Allegiance Capital and Patriot Capital I have over \$270 million of capital under management. Patriot Capital's investments typically range from \$3.0 million to \$15.0 million in size and usually take the form of subordinated debt with a current coupon combined with warrants, preferred stock and/or common stock. The firm focuses on investment opportunities in small and medium-sized privately-held companies, typically with annual revenues of \$10 to \$200 million. The firm focuses on growth companies in the business and consumer services, consumer products, niche manufacturing and distribution, education, e-commerce, application software, transportation and telecom services industries located in the Mid-Atlantic, Midwest, and Southern U.S.

Portfolio companies include: 1757 Golf, ALON, Auburn Armature, AWS Convergence Technologies, Center Manufacturing, Chandler Industries, CommutAir, CSP Business Media, CSS Antenna, Custom Control Concepts, Cutex, Cyalume Technologies, eServices, Gayesco, Home Health Holdings, Inspection Oilfield Services, Instrument Sales and Service, International Development, KLMK, Mimeo.com, PPI-Time Zero, PW Stephens Environmental, R&D Circuits, R&H Supply, Southeast Directional Drilling, STX Healthcare Services, Terracare Associates, The Motley Fool, Towne Park, Vantage Media

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Stage: *Middle Market*

Industry: *Business Services, Financial Services, Manufacturing & Industrial*

Founded in 1997, Peachtree Equity Partners is a \$110 million, Atlanta-based private equity fund formed to acquire the private equity portfolio of legacy Wachovia Corporation, and to make investments in profitable, middle-market companies located primarily in the Southeast. Peachtree pursues structured equity investments in established, profitable companies with at least \$20 million of revenue and a minimum of \$3 million of operating income and an EBITDA of \$2 million - \$10 million. A typical investment will range from \$3 million to \$10 million and can be in the form of debt, equity or a combination of both. Peachtree seeks an equity position of 20%-49%. Peachtree typically invests in the fields of business and financial services, as well as government contracting and specialized manufacturing.

Portfolio companies include: American BioCare, Consumer Financial Services, CV Holdings, DiversiTech, DTL Transportation, EmTec, Future Tech Holdings, Grindmaster-Cecilware, ImagiMed, Marlin Business Services, Resolvion, Mertz Manufacturing, National P.E.T.Scan, Resolvion, Technical Innovation

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Gaithersburg, MD

www.psvf.com

Stage: *Early*

Industry: *Agriculture & Agricultural Science, Life Sciences & Healthcare, Medical Device*

Pearl Street Venture Funds invests in early stage, Indiana based, life sciences companies in the biotech, medical device, pharmaceutical and agri-bio sectors. The fund seeks therapeutic product companies, 'best of breed' enabling technologies, and technologies that add value to the drug discovery process. Pearl Street Venture Funds expects to make a majority of its investments in early stage venture rounds including initial rounds of funding for corporate spin-outs.

Portfolio companies include: Apex Life Sciences, BioVigilant, Colucid, FlowCo, Muroplex Therapeutics, Serenex

Investment Team:

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PE/ VC Pharos Capital Partners

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Phone: 214-855-0194
Fax: 214-855-1230

www.pharosfunds.com

Stage: *Expansion, Middle Market*

Industry: *Business Services, Information Technology, Life Sciences & Healthcare, Media & Digital Media*

Headquartered in Dallas and Nashville, Pharos Capital Group has \$600 million in capital under management through three private equity funds. Founded in 1998, the firm's latest partnership is a \$400 million fund focused on providing later stage equity funding for internal growth, acquisitions, leveraged buyouts, management buyouts or recapitalizations across industry sectors, with particular focus on healthcare, business services and technology. Pharos typically takes \$10 to \$30 million equity positions through staged investing in undercapitalized businesses in underserved regions across the nation. The firm has an additional office in Baltimore.

Portfolio companies include: Alereon, American Beacon Advisors, Atherotech, Aurora Imaging Technology, Back Yard Burgers, Clearwire, Continuum, Converge, Egenera, Gordian, Handango, Homeland Security Corporation, IASIS Healthcare, iOnosphere, LifeTrust America, Medfinders, Medical Care Consortium, Netsize, Pioneer Surgical Technology, Psychiatric Solutions, Reel FX, Rush Tracking Systems, SmartDM, StreamServe, Telecommunication Systems, Time Domain, TotalTrax, Travel Holdings, Tritel, VeriCenter, Windsor Health Group

Investment Team:

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Tina Hahn, Senior Vice President of Investor Relations
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PE/ VC Pioneer Venture Partners

520 Pike Street
Suite 2200
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Stage: Early, Growth

Industry: Information Technology, Software & Internet

Pioneer Venture Partners (PVP), is a Pacific Northwest technology-focused fund. As a private family venture fund, Pioneer takes an active role in assisting the leadership of its portfolio companies to drive corporate growth and value, ultimately leading to profitable businesses and increased shareholder value.

Portfolio companies include: Binary Fountain

CVC/ VC Point B Capital

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www.pointbcap.com

Stage: Early

Industry: Energy & Clean Tech, Financial Services, Information Technology, Retail & Restaurant, Software & Internet, Transportation & Distribution

A division of Point B, which is a management consulting firm, Point B Capital leverages its knowledge, track record and network of relationships to deploy not only capital, but also the business expertise and relationships that produce new value in the marketplace. Point B Capital makes equity investments and manages complex deals that capture value and leverage the rich relationships that Point B has developed since 1995. The firm's network includes more than 300 clients across 27 industries.

Portfolio companies include: AppAttach, BusyLife Software, Calico Energy Services, ClearEdge Partners, IDInteract, Inovus Solar, Post.Bid.Ship., QwikCart, RoundPegg, Sales Portal, SignalSet

Investment Team:

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Hans Lundin, Investment Advisor
Henry Lin, Managing Director
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FOF/ PE Portfolio Advisors

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www.portad.com

Stage: Middle Market

Industry: Financial Services, Real Estate & Construction

Portfolio Advisors, LLC is an employee owned firm founded in 1994 to provide a full range of private equity and private real estate investment advisory and portfolio management services to sophisticated institutional investors. Portfolio Advisors focuses on three complementary lines of business: Investment Advisory Services (providing separate account Investment Advisory Services on both a discretionary and non-discretionary basis), the firm has committed more than \$30 billion of private equity and private real estate on behalf of its advisory clients; Funds Management (the firm is a Commingled Fund of Funds manager as well as a Specialized Fund manager for clients that wish to accomplish specific investment objectives, with over \$7 billion of such assets under management); Portfolio Administration and Reporting (providing Portfolio Administration and Reporting Services for clients, representing in excess of \$60 billion in private equity and private real estate assets). Fund of Funds sector choices generally include: Buyout/Corporate Finance (including large and mid-market funds in different geographies); Venture Capital (including seed, early, late and multi-stage funds); Special Situations (including distressed securities, mezzanine/structured equity and secondary funds); Real Estate (including opportunistic and value added funds); and Secondaries (multiple strategies). The firm closed Fund VII in April, 2013 at \$1.085 billion.

Investment Team:

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FI Pritzker/Vlock Family Office

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Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device, Software & Internet, Sports & Entertainment

The Pritzker/Vlock family office is managed by Karen Pritzker and Michael Vlock. This enterprise owns and manages a broad portfolio of public equities, consumer, biotech, industrial, medical equipment and technology businesses, several seed capital and venture funds, real estate, and has substantial private equity ownership of Global Hyatt Corporation, TransUnion LLC, Triton Container International Corporation and the Marmon Group. KLP is a trust formed by the Pritzker/Vlock family office that makes seed investments. KLP's subsidiary, Alopexx Enterprises, is a health-care company that invests in and develops preclinical and early clinical compounds. Karen Pritzker is an heir to the Hyatt Hotel fortune. She is one of the five children of billionaire Robert Pritzker, a co-founder of hotel chain Hyatt. Pritzker/Vlock is an investor in LaunchCapital of New Haven, CT and Boston (see profile).

Portfolio companies include: 4s3 Bioscience, Alopexx Enterprises, Happy Giant, Provenance Biopharmaceuticals, Retia Medical, Vascular Insights, ZOZI

Investment Team:

Karen Pritzker
Michael Vlock

PE Prometheus

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www.prometheuspartners.com

Stage: Middle Market

Industry: Retail & Restaurant

Founded in early 1996, Prometheus is a private equity fund established to invest in smaller middle market nationally-franchised restaurant businesses. Prometheus's Principals have 15 years of experience investing in Tier-One, nationally-franchised restaurants (companies with valuations of approximately \$10 to \$30 million). Prometheus is one of the largest franchisees in each of the Taco Bell, Pizza Hut and IHOP systems. Prometheus's preferred investment amount for portfolio companies ranges from approximately \$5 to \$20 million. The firm prefers companies headquartered in the United States, with a primary focus in the Southeast.

Investment Team:

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PE Prudential Capital Group

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www3.prudential.com/pcg/main/pru_cap_grp_main.html

Stage: Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Energy & Clean Tech, Financial Services, Information Technology, Manufacturing & Industrial, Transportation & Distribution

Prudential Capital Group purchases up to \$10 billion, annually, of senior and subordinated debt through its global office network (Atlanta, Chicago, Dallas, Frankfurt, London, Los Angeles, Newark, New York, Paris and San Francisco). Prudential Capital Group manages nearly \$62 billion (as of 6/30/12) in outside non-affiliated

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assets through its Institutional Asset Management unit and three mezzanine funds, Prudential Capital Partners, L.P., Prudential Capital Partners II, L.P. and Prudential Capital Partners III, L.P. The second fund, which is currently making new investments, is a \$775 million middle-market fund. Prudential Capital Partners III, L.P. is a \$965 million middle-market fund.

Investment Team:

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A Puget Sound Venture Club

Bellevue, WA
Phone: 425-635-0797
www.pugetsoundvc.com
Stage: Early, Seed

Industry: Communications & Networking, Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Software & Internet

Puget Sound Venture Club was started in 1985 with the sole purpose to provide a forum to review venture opportunities. Members represent personal interests and there is no pooling of funds. Meetings are held on the second Tuesday of each month, noon to 2:00 PM. Present and past members have invested in over 700 companies with a main focus on seed and early-stage companies. Members invest in companies that have the potential for 10X returns in five years. Membership in the Puget Sound Venture Club is limited to 35. Requirements for individuals are a minimum net worth of \$1,000,000 and some history of venture investing, or a serious desire to make venture investments.

Investment Team:

Gary R. Ritner, Administrator, grritner@msn.com

I/ TT Purdue Research Foundation

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Phone: 765-588-3485
www.emerginginnovationsfund.org
Stage: Early, Seed
Industry: Information Technology

On behalf of Purdue, the Research Foundation: 1) manages gifts, bequests and endowments; 2) makes funding available to faculty, staff and students to aid in scientific investigation, research or educational studies; 3) acquires, constructs and improves Purdue's facilities, grounds and equipment; and 4) manages intellectual property developed at Purdue. In 2008, the Purdue Research Foundation introduced the Emerging Innovations Fund, an integrated approach to research innovation, development and commercialization. A partnership between the Purdue Research Foundation and the Burton D. Morgan Center for Entrepreneurship, the Emerging Innovations Fund is an initiative that brings together ideas, management and money accelerate the commercialization of early-stage technologies in the Purdue community. New ventures formed by Purdue faculty, staff and students that are based on Purdue discoveries and Purdue Research Park companies are eligible to apply for development funding in amounts from \$20,000 to \$150,000. Funding can be used to develop prototypes, perform critical commercially-relevant development, and improve the probability of attracting the next level of funding. With four locations, the Purdue Research Park network has sites in West Lafayette, Indianapolis, Merrillville and New Albany. The park network has more than 200 companies that employ about 4,100 people. A 2011 independent study reports that the park network provides an annual economic impact of \$1.3 billion to the State of Indiana. Between 1999 and 2010, \$256 million has been invested in facilities and infrastructure for the park network.

Portfolio companies include: Endocyte, Indy Audio Labs, Scale Computing, Tymora Analytical Operations

Investment Team:

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<http://qwcap.com>
Stage: Early, Seed

Industry: Defense & Homeland Security, Electronics & Advanced Materials, Life Sciences & Healthcare, Manufacturing & Industrial, Semiconductor

Quantum Wave Fund is a venture capital firm focused on seeking out early stage private companies with breakthrough quantum technology. Targeted segments include: Cryptography and other quantum tricks (telecom, security, military, data storage and data mining, microprocessor and microcontrollers); Sensitive detectors

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(automotive, aerospace, security, health care, telecom); and New materials.

Investment Team:

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VC QuestMark Partners

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Stage: Early, Growth

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

Founded in late 1998 by former Alex Brown bankers, QuestMark Partners has over \$750 million under management in three funds. The firm's third fund, raised in 2007, followed a 2003 vintage fund of \$233 million and an inaugural \$222 million fund raised in 1999. The firm is currently investing in QuestMark Fund III, a \$300 million fund. The firm invests \$5 to \$15 million in emerging growth companies in software, medical device, and Internet-based businesses, as well as enterprises in broader technology, healthcare and consumer areas. QuestMark covers the 48 continental states, with current investments headquartered in New England, California, Texas, the Southeast and Mid-Atlantic.

Portfolio companies include: Adara, AngioScore, Ceres, Courion, Discover Books, Enpirion, Ensenda, Guavus, Ingenuity Systems, IntegenX, iStreamPlanet, Kodiak Networks, mFormation Technologies, Naviscan Pet Systems, NComputing, Nimblefish, Overture Networks, RF Code, Rhythm NewMedia, ServiceMax, Thrift Recycling Management, TrialPay, uTest, Vapotherm, Vidyo, Virtustream, Xirrus, Yub

Investment Team:

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A Rally Capital

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Stage: Seed

Industry: Communications & Networking

Rally Capital, LLC is a private investment firm that specializes largely in the communications industry, with a direct focus on wireless and next-generation telecommunication technologies and services. Rally Capital was founded in early 2005 by executives from Craig McCaw's Eagle River investment firm. Dennis Weibling, one of the firm's partners and its Managing Director, has been involved in the communications industry since the early 1980s and is both an attorney and CPA. He currently serves on the boards of Telesphere Networks, Ltd, Telecom Transport Management, Inc., Sotheby's Holdings, Inc., and various non-profit boards including Seattle Pacific University.

Portfolio companies include: Jobvana, Pirq, TeleSphere

Investment Team:

Dennis Weibling, Managing Director

VC Red Abbey Venture Partners

10751 Falls Road, Suite 300
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Phone: 410-494-7401
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www.redabbey.com

Stage: Early

Industry: Life Sciences & Healthcare

Red Abbey Venture Partners was founded in 2004 and has invested in 15 privately-held and nine publicly-traded life science companies. Red Abbey Venture Partners is the second generation of a life sciences investment program that Frank A. Bonsal, Jr. and Philip Goelet, PhD began in 1997 with an investment in RiboTargets Holdings. The Partnership's primary investment objective is to generate superior, risk-adjusted returns by investing in high-quality life sciences companies that are developing novel therapeutics and other products based on distinctive technologies. The firm expects to capitalize on the advances in molecular biology, drug discovery and medical treatment that have permanently changed the treatment and management of disease. Red Abbey has a select group of family offices and individual investors who have committed \$50 million to its fund.

Portfolio companies include: Advanced Biohealing, Aegerion Pharmaceuticals, Alba Therapeutics, Anacor Pharmaceuticals, Arginetix, CoGenesys, Concentric Medical, Corridor Pharmaceuticals, Cyclacel Pharmaceuticals, Cytokinetics, Dynavax Technologies, Favrilite, Inhibitex, Insulet, Iomai, Kanisa Pharmaceuticals, Kemia, MacroGenics, Metabasis Therapeutics, Nereus Pharmaceuticals, NicOx, Oxagen, Santarus

Investment Team:

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PE Red Clay Capital Holdings

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<http://www.redclaycapital.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Red Clay Capital Holdings is a private investment firm focused on investing in and supporting the long-term development of growth-stage companies, particularly companies located in the Southeastern United States. The firm prefers to make control investments in established manufacturing and business services companies with a marketing-driven opportunity to achieve above average business growth and with operating cash flows in excess of \$1.5 million annually. Red Clay targets companies in Niche Manufacturing, Transportation, Infrastructure Services, Value-Added Business Services or Distribution, with revenues of \$10 million - \$50 million, and cash flows of \$1,500,000 to \$7,000,000.

Investment Team:

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Stage: Early

Industry: Life Sciences & Healthcare, Medical Device

Founded in 1987, Research Corporation Technologies in Tucson, Ariz., is a technology investment and management company that provides early-stage funding and development for promising biomedical companies and technologies. RCT focuses on technology investments with origins from universities and research institutions worldwide. The RCT BioVentures program is the vehicle through which RCT invests in start-up or early-stage companies with technologies that promise patented biomedical products with a clear competitive advantage. RCT has assets of more than \$200 million to advance technology development through flexible, long-term investment options. The firm's initial financial commitment to its portfolio companies usually ranges from several hundred thousand dollars to several million dollars, and the firm reserves additional funds for the subsequent funding of successful companies. Within the United Kingdom and Australia, RCT BioVentures invests through Cambridge Research BioVentures Ltd. (CRB) and BioVentures Australia Pty. RCT launched CRB with Cambridge-based Emerging Technology Services Limited (ETS) in 2000 to support early development of promising biomedical and life sciences discoveries in the United Kingdom. Start-up Australia and RCT formed BioVentures Australia in March 1999 to invest in life science and medical technologies originating in Australia. Current interests include new life-sciences platforms, and preclinical and clinical-stage therapeutics, devices and diagnostics.

Portfolio companies include: Aeson Therapeutics, Alerion Biomedical, APT Pharmaceuticals, BioCision, Catalyst Biosciences, Clear Catheter Systems, Cyline Pharmaceuticals, Esperance Pharmaceuticals, Fullerene International, Jenrin Discovery, Kerberos Proximal Solutions, Lacoste & Romberg Scintrex, Leto, NP Photonics, OncoGenex Technologies, Option 3, Option3, OrthAlign, ParinGenix, Peptech Ltd., Sertoli Technologies, Spirogen Ltd., Therapeutic Human Polyclonals, Varix Medical, VasoNova

Investment Team:

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PE RFE Investment Partners

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Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant

RFE Investment Partners is a private equity investment firm focusing on smaller, middle-market service, manufacturing and Health Care Service businesses. Since its founding in 1979, RFE has made investments in more than 120 companies operating in a wide variety of industries. The firm's investment capital has spanned six partnerships, amounting in the aggregate to more than \$750 million of invested and available capital. The firm is currently investing from RFE Investment Partners VII, L.P. RFE Investment Partners V, LP and RFE VI SBIC, LP are Federal Licensees under the Small Business Investment Act of 1958. RFE can provide between \$10 million and \$25 million of equity capital in acquisition transactions, management led buy-outs and recapitalizations. Prospective investment opportunities should be businesses with attractive growth potential, at least \$5 million of annual cash flow, and tend to be concentrated in business services, niche manufacturing, and healthcare services. The firm invests in North American small market companies with initial enterprise values of \$20 million to \$100 million. RFE does not invest in turnaround situations or businesses whose products or services are subject to a substantial risk of rapid technological obsolescence.

Portfolio companies include: AbelConn, ATS, Baxter, Brook & Whittle Limited, Catron Group, CBT Technology, Commonwealth BusinessMedia, Consolident, DelStar, Extrusion Technology, Flow Solutions, Great Clips, iMedX, Kenan Advantage, Lectrus, McKenzie, Metalico, Nudo Products, Oki, Plantation Products, PureRed, ResCare, Scandura, ShelterLogic, Sun Healthcare, WIS International, XTech

Investment Team:

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Stage: Early

Industry: Information Technology, Media & Digital Media, Software & Internet

Rhodes Partners, LLC is a private investment partnership based in Bethesda, Maryland. Its principals are Alice and David Rubenstein. David Rubenstein is a Founder and Managing Director of The Carlyle Group (see profile) in Washington, DC. Alice Rogoff Rubenstein is the former chief financial officer at U.S. News & World Report. The firm focuses on Internet related companies.

Portfolio companies include: Scene7, Starbase, Worldweb

Investment Team:

Alice Rubenstein, Co-Founder and Managing Director

David Rubenstein, Co-Founder and Managing Director

PE River Capital

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www.river-capital.com

Stage: Middle Market

Industry: Manufacturing & Industrial, Transportation & Distribution

Founded in 1983, River Capital is an Atlanta-based private investment firm that provides capital for management buyouts, recapitalizations and the growth capital needs of well-established middle market companies. Typically, the firm invests in transactions with purchase prices of \$10 million to \$50 million. River Capital is one of the oldest firms of its type in the Southeast and has acquired or invested in companies in a broad range of industries with combined revenues of \$600 million. Typically, River invests \$3-7 million, and is capable of investing in excess of \$10 million per transaction in the fields of light manufacturing, distribution, and selected service industries. River Capital does not invest in companies involved in real estate, oil and gas, or financial services. The firm prefers Southeastern investments but will consider other opportunities.

Portfolio companies include: American Threshold Industries, Blue Wave Products, Can-Do National Tape, Decor Gravure, Five Star Manufacturing, Hometown Communications, Lara's Crafts, New CPE, Piedmont Aviation, The New Image Group, Tronair, Winston Furniture

Investment Team:

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www.riversidecompany.com

Stage: Middle Market

Industry: Agriculture & Agricultural Science, Business Services, Communications & Networking, Consumer Products & Services, Education & Training, Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Medical Device, Retail & Restaurant, Software & Internet, Transportation & Distribution

Founded 1988, Riverside is one of the leading private equity firms investing in companies at the smaller end of the middle market, focusing on industry-leading companies valued under \$200 million. The firm has more than \$3 billion in capital under management and over 180 professionals in offices in Atlanta, Brussels, Budapest, Chicago, Cleveland, Dallas, Hong Kong, Los Angeles, Luxembourg, Madrid, Melbourne, Munich, New York, Prague, San Francisco, Seoul, Stockholm, Tokyo, and Warsaw. Riverside considers acquisitions of companies with diversified customer bases (without undue concentrations), headquartered in North America, and in operation for at least five years. Since inception, Riverside has completed more than 230 transactions. The Riverside Capital Appreciation Fund (RCAF) traces its lineage to 1988. It invests in North American-based platform companies with EBITDA of \$5 million to \$20 million. Riverside Europe Fund (REF) began making investments in 1997. This investment fund family invests in leading companies from Portugal to Scandinavia with EBITDA of between 3 million euro and 20 million

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euro. Riverside Micro-Cap Fund (RMCF) made its first investment in 2005. This investment fund family seeks fast-growing North American 'micro' companies with up to \$5 million in EBITDA. Riverside Asia-Pacific Fund (RAF) was launched in 2007. This investment fund family targets the developed economies of the Asia-Pacific region, focusing on companies with less than \$15 million in EBITDA.

Portfolio companies include: ActivStyle, Adventures In Advertising, Agens, Align Networks, American Hospice, Anitox, Arena Group, Avatar, Baby Jogger, Camelot Education, Capol, Centiv Services, Connor Sport Court, DentalPlans.com, DuBois Chemicals, Eemax, Express Courier, FLA Orthopedics, GreenLine Foods, Lumen Dynamics Group, MNX, Monessen Hearth Systems, Novamed, OnCourse Learning, QualServ, Sentinel Performance, The Dwyer Group

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www.rljequitypartners.com

Stage: Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Defense & Homeland Security, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant, Transportation & Distribution

RLJ Equity Partners is a middle market private equity firm founded by Robert L. Johnson and The Carlyle Group. The RLJ Companies, founded by Robert L. Johnson, is an innovative business network that provides strategic investments in a diverse portfolio of companies. Within The RLJ Companies portfolio, Johnson owns or holds interests in businesses operating in hotel real estate investment; private equity; financial services; asset management; insurance services; automobile dealerships; sports and entertainment; and video lottery terminal (VLT) gaming. RLJ Equity makes control investments in North American companies with enterprise values between \$50 and \$250 million. RLJ Equity's typical investment size is between \$20 million and \$45 million per transaction and the firm has the ability to pursue larger transactions in collaboration with strategic partners. Preferred industries include: Aerospace & Defense, Automotive & Transportation, Business Services, Consumer & Retail, Media & Telecom, and General Industrial. As of November 2013, RLJ Equity Partners had seven portfolio companies.

Portfolio companies include: CVC Tur, Enhanced Recovery Company, Fleischmanns Vinegar, LAI International, Media Source, Operaodra e Agencia de Viagens, Tok & Stok

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Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Retail & Restaurant*

Roark Capital Group is an Atlanta-based private equity firm that acquires majority positions in family-owned businesses. Roark's primary target is consumer and business services companies, with a focus on the franchise, food and restaurant, specialty retail, direct marketing and waste management sectors located throughout the United States. The firm, with more than \$3 billion of equity capital under management, specializes in companies with attractive growth prospects and revenues between \$20 million - \$500 million. Roark has acquired 22 franchise/multi-unit brands that collectively have more than 50,000 points of distribution, 2,000 franchises, and \$10 billion in system-wide revenues across 50 states and 56 countries.

Portfolio companies include: Arby's, Atkins, Auntie Anne's, Authentic Italian Restaurant and Bakery, BatteriesPlus, Bosley's, Carvel, Cinnabon, Corner Bakery, FastSigns, Focus Brands, GFL, Home Service Stor, Massage Envy, McAlister's Deli, Moe's Southwest Grill, Money Mailer, NSA Services, PeachTree Business Products, Petvalu, Primrose Schools, PSC Info Group, Qualawash, Schlotzky's, Seattle's Best, Waste Pro, Wing Stop

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www.sachscapital.com

Stage: *Early*

Industry: *Business Services, Information Technology*

Founded in 2007, Sachs Capital targets private investment opportunities that are too small or do not meet the investment criteria for, or are otherwise overlooked by, larger, institutional venture capital and private equity funds. Sachs Capital is a patient and value-add investor that acquires equity positions in private operating companies in the Mid-Atlantic region. The firm makes investments of \$2 million to \$10 million in a range of industries except biotech and real estate. The companies have between \$10 million to \$100 million in revenue.

Investment Team:

Andrew Sachs, Managing Member

VC Salem Halifax Capital Partners

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www.salemhalifax.com

Stage: *Early*

Industry: *Business Services, Communications & Networking, Consumer Products & Services, Information Technology, Retail & Restaurant, Software & Internet, Transportation & Distribution*

Founded in 2007, Salem Halifax Capital Partners is a \$105 million private venture capital fund with offices in Washington, DC, and Atlanta. The firm seeks long-term capital appreciation with privately held companies located in the Southeastern U.S. Salem bridges the gap between pure equity funds and traditional senior bank financing by providing companies with subordinated, mezzanine debt and equity investments. Salem Halifax invests primarily in management and leverage buyouts, acquisition financing, and growth funding in companies with a minimum of \$1.5 million of EBITDA, and \$10-75 million of revenue. The firm's typical investment ranges from \$2 million to \$10 million and often co-invests with some of its strategic investment partners for those transactions requiring larger amounts of capital. Salem prefers traditional manufacturing, distribution and/or service businesses employing low to medium technology.

Portfolio companies include: Bowlin Group, eCoast Sales Solutions, Focus Technology Consulting, Future Tech, Good Health Natural Foods, Industrial Services Group, Inland Container Express, K2 Industrial Services, LA Digital Post, Murray Supply Company, NeoSystems, Nutrition Physiology, Premier Performance Products, Private Label Cosmetics, Professional Systems, S&R Cabinets, Scent Air Technologies, Service Champ, Treasure Valley Business Group, Tulsa Inspections Resources

Investment Team:

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Stage: Early, Middle Market

Industry: Financial Services, Information Technology, Life Sciences & Healthcare, Transportation & Distribution

Martin S. Sands and Steven B. Sands organized Sands Brothers Asset Management, LLC in 1999. Sands Brothers is a provider of investment management and advisory services to institutional and high net worth clients around the world. Sands Brothers has been registered as an investment advisor with the U.S. Securities and Exchange Commission since the firm's founding in 1999. As of April 30, 2008 Sands Brothers assets under management totaled \$140 million across equity, venture, credit and alternative investment strategies. Sands Brothers currently provides investment advisory services to Genesis Merchant Partners, an asset based lending fund; Vantage Point Partners, a distressed asset fund; the Select Access Funds, a group of fund of hedge funds; and the Venture Funds, a group of venture capital funds. The Venture Funds generally seek to invest at an inflection point in a company's development when the company is at a juncture that should create an opportunity in the future for an investment realization. Investments are made in a number of sectors, including technology, healthcare, business services, finance and transportation.

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www.saugatuckcapital.com

Stage: Middle Market

Industry: Manufacturing & Industrial

Founded in 1982, Saugatuck Associates serves as the investment advisor to the Saugatuck Capital Company Limited Partnerships. Saugatuck Associates is a private investment firm specializing in middle market acquisitions and growth equity investments and is in the process of investing its fourth fund, an SBIC with \$125 million in capital. Saugatuck provides capital for LBOs, MBOs, recapitalizations, consolidations and growth. Buyouts range from \$15 million to \$200 million in purchase price. Though the firm is the lead investor in the majority of its investments, it will co-invest with other lead investors who share the investment philosophy. Saugatuck invests in middle market companies with revenues of \$15 to \$100 million (\$3 million if add-on acquisition) in fragmented service and manufacturing industries. The firm does not invest in high tech, real estate, or financial businesses, start-ups or early stage investments, or turnarounds.

Portfolio companies include: American Pipe & Plastics, Exocor, FEMCO Machine, Floor & Decor, PPI/Time Zero, Tharpe Company, TradeSource, Tulip Corporation, Waterloo

Investment Team:

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Stage: Seed

Industry: Energy & Clean Tech, Information Technology

Science Foundation Arizona (SFaz) was created in 2006 through the collaboration of three statewide CEO business organizations: Flagstaff 40, Greater Phoenix Leadership and the Southern Arizona Leadership Council to help diversify the Arizona economy with strategic research and development investments. In June 2006, the Arizona Governor and State Legislature appropriated \$35 million to Science Foundation Arizona through the Arizona 21st Century Competitive Initiative Fund. Science Foundation Arizona (SFaz) is helping ensure Arizona's competitive future by investing in areas of strategic importance to the state including: Information and Communications Technology (ICT), Sustainable Systems (SUS) & Renewable Energy, and Biomedicine. To date, investment grants from state monies totaling \$110 million. By incentivizing researchers to do work with high-impact commercial potential, SFaz grants have been directly responsible for: 24 new companies created; 207 patents applied for and/or issued; and 23 technology licenses granted empowering entrepreneurs to build upon public research. The organization also launched its Arizona STEM Network in 2012 that is designed to integrate STEM learning into classroom and school districts, develop and deploy a predictive analytics system to measure impacts, strengthen teacher effectiveness and create opportunities for business to create meaningfully engagement.

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Stage: Early, Seed

Industry: Communications & Networking, Information Technology

SeaPoint Ventures was formed in 1997 as a 'point fund' for three national venture firms. From August 1997 through September 1999, the firm sourced, negotiated and directed Pacific Northwest investments for Oak Investment Partners, Sevin Rosen Funds and Venrock Associates. In 1999 the firm raised SeaPoint Ventures I and in 2001 raised SeaPoint Ventures II. SeaPoint continues to invest in seed and early stage technology companies located primarily in the U.S. SeaPoint invests in early stage communications companies in the wireless, broadband and network transactional infrastructure sectors.

Portfolio companies include: Airspan, aQuantive, Entomo, Hubspan, Internap, Kineto Wireless, Modiv Media, NetMotion, Ontela, PhoneSpots, PowerTech Group, QPass, SinglePoint, SNAPin Software, Talisma, Telecom Transport Management, Trumba, Zumobi

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Stage: Early

Industry: Information Technology, Software & Internet

Formed February of 2000, Second Avenue Partners is a Seattle-based provider of management, strategy, and capital for early stage companies. The firm's venture fund, funded by the partners' own capital, is directed at emerging Internet businesses in the high-tech field. The firm seeks strong entrepreneurial teams, innovative concepts with market-disruptive opportunities, and models that take advantage of cutting-edge technologies.

Portfolio companies include: Azaleos, Celebrated Chefs, CoolSpotters, Fantasy Moguls, Front Desk, GotVoice, ICE Energy, Inkd, Insitu Group, JeNu Biosciences, Market Leader, Modumetal, Pressplane, Qliance, RealSelf, Rubicon Interactive, Seeq, WaveMarket

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A Seraph Capital Forum

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Stage: Early, Seed

Industry: Agriculture & Agricultural Science, Communications & Networking, Consumer Products & Services, Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction, Retail & Restaurant, Software & Internet, Transportation & Distribution

Seraph Capital Forum consists of a network of active women angels in the Puget Sound region and is the first and longest running all-women's angel organization in the United States. Seraph increases women's access to broader deal flow sourced from the Pacific Northwest, enables women to learn more about angel investing, and affords a positive, collaborative environment for members to network and learn from each other. Seraph Capital members are strategic investors whose individual investments and counsel drive the development of new ventures by providing capital, providing expertise on Boards and through business connections, building relationships beneficial to investors and to business growth, and exchanging knowledge regarding the viability of business opportunities. Generally, the group is partial to companies that reside in the Northwest portion of the United States, however a broad and diverse set of organizations are of interest. Investments generally range \$10,000 to \$50,000 per member and to date, Seraph Capital has invested in over 40 businesses.

Portfolio companies include: Acadia, Accium BioScience, Blazing Saddles, Dominion Nutrition, Dry Soda, eMarket, Greatfood.com, inSpa, Mach Energy, Magna Force, Microgreen, Neah Power, Netupdate, Nodelogic, Oh! Shoes, Pacific Biosciences, Sengware, SimplyFun, TigerStripe, TraceDetect, Willows Lodge

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Stage: Early, Seed

Industry: Consumer Products & Services, Information Technology, Software & Internet

Seraph Group is an investor network of accomplished business and technology leaders that share a passion for investing and supporting entrepreneurs to build successful enterprises. Formed in 2003, Seraph Group is able to evaluate and invest in venture scalable opportunities across most industries. Investments range from \$50K to \$1.5 million and can participate along any financing stage of the company. While Seraph Group is comprised solely of angel investors, the investment process mimics a traditional venture capital firm where there is a fund managed by a small investment team. The group's investor network reaches 21 cities and spans three continents. Seraph Group's internal team receives investment proposals from the member network in addition to industry peers. The Investment Committee, made up of former venture capitalists and seasoned investors, screen and select investments on behalf of members. Seraph's internal team conducts in-depth due diligence, negotiates, structures and closes investments.

Portfolio companies include: Adina, Appbistro, Apsalar, asankya, BringIt, Charles Chocolates, Crowdnetic, Fundly, Gamesthatgive, Garrison Enterprises, HMicro, Honestly.com, ICON, IMVU, Ironkey, iSpionage, Life360, MixRank, Neurotic Media, Pago, PBworks, People Power, RallyOn, Second Genome, SendHub, Silver Tail Systems, SiteJabber, TalentBin, TastingRoom.com, Triptrotting, UCT Coatings, UrbanTag, Victrio, Wi-FiSlam

Investment Team:

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Stage: Expansion, Growth, Middle Market

Industry: Business Services, Consumer Products & Services, Education & Training, Life Sciences & Healthcare, Retail & Restaurant, Software & Internet

Slate Venture Group is a private equity investment group based in Baltimore, Maryland. Slate invests at all stages of a company's life cycle, from growth equity investing to leveraged buyouts, and is focused on companies headquartered in the Mid-Atlantic region (but will consider companies with headquarters located East of the Mississippi River). The principals of Slate have significant experience in both running small-to-mid-sized companies and investing in venture capital and leveraged buyout transactions. Slate's approach is to acquire/invest in one or two new companies per year and focus on their success, rather than striving for a larger volume of deals and a 'portfolio' return. Slate targets manufacturing, distribution and service businesses; all industries will be considered except banking, real estate, and natural resources; preferred industries include business services, distribution, light manufacturing, direct marketing, food & beverage, and consumer and retail investments. Slate will focus on companies with annual EBITDA of \$2-10 million.

Portfolio companies include: AllTrust Networks, American Public Education, Bariatric Partners, BioPay Paycheck Secure, Coastal Business Machines, DoublePositive, eCoast Sales Solutions, First Equity Card, Let's Dish!, Pickaway Plains Ambulance Service, Questar Assessment, Social Solutions, Wythe Will Tzetzto

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Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial

Smith Whiley and Co. is an institutional investment advisory firm specializing in identifying, structuring, closing, managing and liquidating private equity and mezzanine debt investments. Smith Whiley & Company was formed through a strategic relationship with Aetna, Inc., one of the first such alliances in the investment management industry. Black Enterprise Magazine ranks Smith Whiley among the largest African-American owned private equity firms in the country. Smith Whiley specializes in providing mezzanine debt and private equity to small and middle market companies nationwide. The team collectively has a track record in excess of almost 200 years in the asset class, including \$21 billion in managed assets and \$9 billion in new investments. Smith Whiley currently manages three mezzanine and private equity partnerships called the SW Pelham Funds. The firm invests in companies with enterprise values of \$25 million to \$250 million, and invests \$3 million to \$15 million per transaction, with the ability to arrange larger transactions. Smith Whiley invests in the following sectors: food and beverage, consumer products and services, business services, health care products and services, industrial products and services, and communications and media technology. Smith Whiley has managed in excess of \$500 million in alternative investments since its formation in 1994, and also maintains an office in Evanston, IL.

Portfolio companies include: Acme Industries, Aerovox, Brook & Whittle, C&M Corporation, Connors Bros, Neat Wireless, Process Equipment Company, Spencer Enterprises, Tooling Tech Group, TouchPoint Print Solutions, VanDeMark, VSA Partners, Western Express

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VC Social Leverage

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Stage: Early

Industry: Information Technology, Software & Internet

Social Leverage is a partnership that invests in exceptional entrepreneurs in the technology space, actively investing across the U.S. Social Leverage's typical investment size is \$100,000 to \$500,000. The partners of Social Leverage have invested in over 30 early stage web businesses and have served as founders and executives of numerous companies.

Portfolio companies include: AdStruc, Altly, Apptentive, Assistly, BillGuard, bit.ly, Bitium, Blog Talk Radio, Buddy Media, Colingo, Copius, DailyWorth, Embarke, Embed.ly, Etoro, Foodzie, GiveForward, Laffster, Life360, Mobiplug, PlaceIQ, Quick18, Robinhood, Scopely, Seamless Receipts, SendHub, StationCreator, Stipple, StockTwits, Ticketfly, TweetDeck, Virgin Gaming, Wallhogs, WeGame, Ycharts

Investment Team:

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Stage: Early, Middle Market, Seed

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant, Transportation & Distribution

Source Capital was founded in 2002 to invest in the lower end of the middle market generally underserved by the private equity community. Source Capital is an Atlanta and San Francisco-based private equity firm that makes equity investments in mature, lower middle-market U.S. companies across a range of industries. Investments are primarily in the form of management-backed leveraged acquisitions, recapitalizations and growth financings. Source Capital's investment strategy targets both healthy growing companies seeking a growth-oriented partner and distressed businesses that are over leveraged and/or operate in out-of-favor sectors. Source Capital has invested in a wide range of industries including business services, consumer products & services, distribution & supply (value-added), healthcare, industrial and light manufacturing. The firm targets companies with greater than \$1.5 million of EBITDA.

Portfolio companies include: Aerial Access Equipment, Backyard Products, Human Capital Institute, Industrial Emergency Services, Nelbud, Penray Companies, Pickaway Plains Ambulance Service, Precision Manufacturing, Pro Care EMS, S&S Industries, Source Recycling, Sparus Holdings, Surftech, Vita Nonwovens, VSM Management, Weiss Instrument

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www.southfieldcapital.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant, Sports & Entertainment, Transportation & Distribution

Southfield Capital Advisors is an operationally driven private investment firm focused on buying and building premier lower middle-market businesses in partnership with management. Founded in 2005 as the successor company to the private investment firm Levison & Company, Southfield Capital Advisors provides capital for majority recapitalizations and management-led buyouts of privately owned businesses. With \$150 million of committed capital, Southfield makes investments in North American companies generating \$5-15 million in EBITDA with proven business models, attractive growth and profitability trends, and solid leadership. The firm targets transactions in companies with \$25-125 million in enterprise value, making investments of \$10-40 million of equity. Industries of interest include: Business Services, Consumer Products & Services, Distribution & Fulfillment, Energy, Healthcare, Media & Entertainment, Niche Manufacturing, Power & Infrastructure, Specialty Finance, and Specialty Retail. The firm has additional offices in Greenwich, CT and Washington, DC.

Portfolio companies include: Hallcon, RCR Internations, RPS, Total Fleet Solutions, TS3 Technology

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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www.southpointeventures.com

Stage: *Middle Market*

Industry: *Business Services, Manufacturing & Industrial, Transportation & Distribution*

SouthPointe Ventures, LLC invests private equity capital and professional management expertise in small, established companies in the Southeast U.S. The firm targets businesses with revenue between \$5 million and \$50 million, and EBITDA of \$1 million to \$5 million. SPV invests in a variety of industries (manufacturing, distribution, business services) where the capital and expertise provided will have a significant impact on the company. The firm does not invest in start-ups, turnarounds, or real estate. The target companies the firm pursues will typically be for sale because the owner has reached retirement age, has health problems, needs additional management expertise beyond his capability, is 'burned-out' and wants to move on, or is capital constrained and needs to bring on a financial partner to achieve his business objectives.

Portfolio companies include: Aerial Access Equipment, Covington Industries, Southern Parts & Engineering, Sunbelt Packaging, Tucker Architectural Millworks

Investment Team:

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www.spencertrask.com

Stage: *Early, Growth*

Industry: *Communications & Networking, Information Technology, Life Sciences & Healthcare*

Spencer Trask is a private equity firm that operates essentially as a network of accredited investors who pool resources. Through the firm's collaborative network of business leaders and co-investors - the Spencer Trask Network - Trask provides entrepreneurs with both intellectual and financial capital. The Spencer Trask Network includes CEO's, individuals, institutional investors, and corporate investors. The firm has offices in Connecticut and New York.

Portfolio companies include: Aperture, Ciena, CyberSettle, DFMSim, Health Dialog, Immune Response, Inno360, InnoCentive, InVivo Therapeutics, Metavana, Myriad Genetics, Next Level Communications, Organovo, Osiris Therapeutics, Precyse Technologies, Prolor Biotech, Vodafone

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Stage: *Early, Expansion, Growth, Middle Market*

Industry: *Communications & Networking, Consumer Products & Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant, Software & Internet, Transportation & Distribution*

Spring Capital was established in 1999 and has over \$185 million invested or under management. The firm provides capital to small and medium-sized private companies, with annual revenues in the range of \$10 million to \$150 million, and projected earnings growth of at least 15%. While most investments are in middle and later stage companies, the firm will consider early stage companies that can prospectively service debt. Spring Capital does not focus on any particular industries, but has a geographic focus on the Mid-Atlantic region. A typical Spring Capital financing is \$2 million to \$7 million in size, in the form of subordinated debt with detachable warrants to purchase common stock.

Portfolio companies include: Access Northeast, Air Chef, BodyMedia, Brigham's, Composite Technology, Cross MediaWorks, Cybera, DigitalBridge, Drew Foam, Enefco, eServices, GI Plastek, InPhonic, Internet Fitness, iPacesetters, Mathsoft Engineering & Education, Metron, MP Pumps, Numet Machining Techniques, Ockham Development Group, Portadam, Preferred Systems Solutions, Quantum Global Technologies, Rock-it Cargo, Swiss Farm Stores, The Virginia Food Group, Vocollect, Wythe Will Tzetzo

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Stage: *Early*

Industry: *Information Technology, Life Sciences & Healthcare*

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Spring Mill Venture Partners is an early stage venture capital firm focused on investing in high-growth information technology and life sciences companies located in Indiana and the surrounding Midwest region. Spring Mill targets companies in Indiana, Illinois, Kentucky, Michigan, and Ohio, as well as select opportunities elsewhere.

Portfolio companies include: Akoya, BioStorage Technologies, Cine-tal, CS-Keys, Ifbyphone, Perfectserve, Perfinity, QuadraSpec, Scale Computing, SonarMed, Weblink International

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Stage: Early, Expansion, Growth, Seed

Industry: Communications & Networking, Consumer Products & Services, Information Technology, Software & Internet

Staenberg Ventures is a Seattle-based firm focused on venture capital funding, strategic consulting and entrepreneurship in the technology, business social media, and consumer products arenas. By leveraging an extensive partner network in the Silicon Valley, the Pacific Northwest, New York and South America, Staenberg provides a unique and important bridge between these business centers. Staenberg invests at all stages of a company's development from concept to maturity. The firm can invest as little as \$100,000 or as much as \$3,000,000. Staenberg's funds are fully invested, but the firm continues to look at deals for Rustic Canyon Partners as well as Angel deals for Staenberg Ventures.

Portfolio companies include: Airbiquity, Appvance, Aprimo, Business.com, Cafepress, CafePress.com, Care2, CaseCentral, Command Audio, Corrigo, Education Networks, Ezboard, Hand of God Wines, Intrepid, Lydian Trust, Mimio, MInfo, NapaStyle, New Vine Logistics, RivkaSimone Wines, VetCentric.com, Vista Broadband Networks

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www.stelluscapital.com

Stage: Middle Market

Industry: Business Services, Defense & Homeland Security, Energy & Clean Tech, Manufacturing & Industrial, Software & Internet

On January 3, 2012, Stellus Capital Management was established in connection with the spin out of the Direct Capital Unit of the D. E. Shaw group. Stellus focuses on the middle market, providing private credit financing to businesses in a wide range of industries, and private equity capital to energy-focused companies in North America. The Stellus team deployed more than \$5 billion during their years investing together at the D. E. Shaw group. Stellus currently provides investment advice in respect of approximately \$740 million in private credit and energy private equity investments generated while at the D. E. Shaw group. In Private Credit, Stellus focuses on the direct origination of debt for middle market companies, typically with modest corresponding equity co-investment. For Private equity and equity-linked debt investments, the firm targets small and middle market energy businesses (making investments of \$10 million to \$50 million). Stellus Capital Investment Corporation (NYSE: SCM) is an externally managed, closed-end, non-diversified management investment company. Stellus Capital Investment Corporation's investment objective is to maximize the total return to its stockholders in the form of current income and capital appreciation by investing primarily in private middle-market companies (typically those with \$5.0 million to \$50.0 million of EBITDA through first lien, second lien, unitranche and mezzanine debt financing, often with a corresponding equity investment. Stellus is headquartered in Houston, Texas, and also maintains offices in the New York City area, San Francisco, California, and Washington, D.C. area.

Portfolio companies include: Colford Capital, ConvergeOne, Livingston International, ProPetro Services, Securus Technologies, Telular

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Stage: *Expansion, Middle Market*

Industry: *Business Services, Education & Training, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial*

Founded 1983, Sterling Partners is a private equity firm founded by entrepreneurs. With nearly \$4 billion of capital under management, the firm's investment strategy is to invest up to \$175 million of equity in each company with which it partners. Sterling's funds are divided among two investment groups: SCP Funds, which acquire controlling interests in operating companies with enterprise values from \$25 million to over \$150 million; and SVP Funds, which make investments in companies seeking expansion stage and growth capital. For SVP Funds, the team initially deploys between \$5 million to \$25 million of equity in each portfolio investment, typically assuming a non-controlling interest. The firm's industries of focus include education, healthcare, business services, direct marketing, specialty manufacturing and distribution, and technology.

Portfolio companies include: Active Day, Ameritox, Artromick International, Ashworth College, Atlantic Premium Brands, Avectra, Centerre Healthcare, Cognitive Concepts, Connections Academy, Continental Case, Cornerstone Records, Desert NDT, Ecovation, Educate Online, First Choice Emergency Room, Foundation Partners Group, Foundations Recovery Network, GEM Mobile Treatment Services, IO, Laureate Education, Liberty Propane, Livingston International, Meritas, Mosaid, Optimer Brands, Pacific Interpreters, Paradigm Management Services, Progressus Therapy, Prospect Mortgage, Remedi SeniorCare, Rittenhouse Senior Living, School of Rock, SecureNet, Select Comfort, The Becker Group, The InfiLaw System, The Leman International School, The SAVO Group, Tribeca Flashpoint

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Stage: *Middle Market*

Industry: *Financial Services*

Stone Point Capital, manager of the Trident Funds, is a global private equity firm based in Greenwich that has raised more than \$9 billion in committed capital. Stone Point Capital primarily targets investments in the insurance and financial services industries including, insurance underwriting, distribution and services, benefits and healthcare, asset management and retirement savings, and banking and depository institutions. Stone Point Capital manages the Trident Funds and is currently investing its fifth fund, Trident V, L.P., which has \$3.5 billion of committed capital. Prior funds include Trident IV, a \$2.25 billion fund raised in 2007, Trident III, a \$1.1 billion fund raised in 2004, Trident II, a \$1.4 billion fund raised in 1999, and The Trident Partnership a \$667 million fund raised in 1994. The Trident Funds target investments with aggregate commitments generally between \$50 million and \$400 million, although the fund has the ability to make much larger investments. Trident generally seeks a control or substantial minority position in its portfolio companies, with board representation and customary shareholder rights.

Portfolio companies include: Access Point Financial, AloStar Bank of Commerce, Amherst Holdings, Asset Allocation & Management Company, Atlantic Capital Bancshares, Aution.com, Automobile Protection, C3/ContactChannels, Cunningham Lindsey Group, Cyprexx Services, Eagle Point Credit Management, Edgewood Partners Insurance Center, Freepoint Commodities, GENEX Services, Grandpoint Capital, HCBF Holding Company, Higginbotham Insurance, MerchCap Solutions, NEBCO Insurance Services, NXT Capital, OneWest Bank Group, Pierpont Securities, Prima Capital Advisors, Securis Investment Partners, Sedgwick CMS Holdings, StoneRiver Holdings, Symbion, The ARC Group

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Stage: *Middle Market*

Industry: *Communications & Networking, Consumer Products & Services, Energy & Clean Tech, Financial Services, Transportation & Distribution*

Strategic Management Partners advises corporations and individuals on the strategic and mechanical issues of corporate development. The firm also purchases control of companies, divested divisions or subsidiaries, or underperforming assets for its own portfolio. Strategic considers companies where management and marketing expertise, coupled with capital can make a difference and produce returns. The firm targets sectors such as telecommunications, light industrial manufacturing, natural resource-related companies, distribution, financial services and consumer products and services. The size of an investment in a particular enterprise will range from \$5 to \$15M. The firm makes invests in companies with revenues ranging from \$10 to \$100 million.

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Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Financial Services, Manufacturing & Industrial, Transportation & Distribution*

Strength Capital Partners (SCP) is a Birmingham, Michigan based private equity firm that specializes in acquiring or providing late stage growth capital to Middle Economy businesses located throughout the Midwest. The firm targets operations with \$5 - \$20 million in annual EBITDA that have continued prospects for growth, relatively low fixed asset bases and a strong brand name or market presence. SCP's specific areas of interest include Manufacturing, Distribution, Industrial and financial services, Infrastructure, and Consumer products. The firm avoids high technology/ Internet ventures and deteriorating old line businesses. Strength Capital primarily invests in healthy companies, but will consider turnaround situations.

Portfolio companies include: Conifer, Dascom Systems Group, Davler Media Group, Inland Industrial Services Group, Inland Pipe Rehabilitation, Postle Aluminum, Propane Services, Robert Rothschild Farm, Smith Mountain Industries

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VC Swiftsure Capital

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Stage: *Expansion, Growth*

Industry: *Software & Internet, Storage & Hardware*

Swiftsure Capital is a Seattle-based private equity firm that invests in, and provides investment banking services for, mid to late stage private growth companies. Swiftsure's professional team has operational and financial expertise as well as extensive relationships with private and institutional investors. The firm focuses its investments in the software and hardware technology sectors.

Portfolio companies include: Concordia Coffee Systems, Geospiza, Viableware, Yapta

Investment Team:

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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Stage: *Early, Growth*

Industry: *Communications & Networking, Information Technology, Media & Digital Media, Sports & Entertainment*

Established in 1977, SYNCOM combines more than two decades of entrepreneurial spirit and venture capital management experience in providing early stage growth capital to minority entrepreneurs and/or under-served market sectors. SYNCOM has invested in over 110 telecom and media companies that have addressed communications needs all over the world. Syncom typically invests in all companies along the growth stage continuum with a targeted investment range from \$5 million to \$15 million. Currently, SYNCOM manages a group of media & telecommunications venture capital funds that have capital in excess of \$400 million.

Portfolio companies include: AppTap, DubMeNow, El Dorado Communications, Heatwave Interactive, Indoor Direct, Iridium Satellite, LikeList, Media Platform, OutSpark, Proclivity Systems, ShowUhow, Thought Equity Motion, TMX Interactive, V-ME Media, Voyages, Weather Decisions

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Stage: *Early, Seed*

Industry: *Communications & Networking, Information Technology*

The T-Mobile Venture Fund is particularly geared towards wireless pioneers in the expansion phase. Emphases are on infrastructure as well as applications/ services for mobile communication providers. The investments are mainly intended to support important partnerships of T-Mobile with innovative suppliers.

Portfolio companies include: BelAir Networks, Blue Jeans Network, deCarta, Flash Networks, LevelUp, MindMatics, Mobile Commerce, Nomad Digital, RoamWare, Telecom Transport Management, Ubiquisys

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Stage: *Early*

Industry: *Information Technology, Life Sciences & Healthcare, Medical Device, Retail & Restaurant*

Established in June 2006, the Tacoma Angel Network is a non-profit alliance of accredited investors, who are successful entrepreneurs, retired executives, and other business leaders in the greater Tacoma and South Puget Sound area. TAN investors provide investment capital, strategic advice and mentoring to early-stage companies or companies embarking on major expansion efforts. TAN activities seek to improve the economic quality of life in the Tacoma and South Puget Sound region by supporting local entrepreneurs in building strong businesses that create new jobs and stimulate the regional economy. The founding sponsor for TAN is the Tacoma Pierce County Chamber of Commerce. Individuals who apply for TAN membership should do so with the intention of either making at least two investments, or investing \$50,000 in early stage businesses, per year.

Portfolio companies include: Aventail Software, Bioenvision, Donation Depot, Escapia, Festival Media, Healionics, HiddenCity Games, inSpa, Lumencor, PBJ Holdings, Screenlife Games, The Naccarato Restaurant Group, Translink Software, Warp Speed, Ziopharm Oncology

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Stage: *Middle Market*

Industry: *Business Services, Manufacturing & Industrial*

Taiyo Pacific Partners was founded in 2001 to capitalize on investment opportunities in the Japanese market by utilizing the strategic consulting, investment management and Japanese business skills of the managing partners. The Taiyo Fund was launched in June 2003 with an initial equity investment of \$200 million by CalPERS, the State of California Public Employees Retirement System. The Fund currently has over \$2.0 billion under management. The Fund is co-managed by Taiyo Pacific Partners, LP and by WL Ross & Co. The fund aims to achieve significant performance by investing in a concentrated number of publicly listed, Japanese small-cap companies. Wilbur Ross Jr. is a member of the investment committee along with the managing partners from Taiyo Pacific Partners. The Taiyo Fund is currently closed to additional capital. The Taiyo Pearl Fund was launched in October 2007 and aims to achieve significant performance by investing in publicly listed, Japanese micro-cap companies and Japanese private equity companies. The Taiyo Cypress Fund, launched in April 2008, aims to achieve significant outperformance by investing in publicly listed, Japanese mid-cap companies and Japanese private companies.

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Portfolio companies include: Lintec, Nabtesco, Nissha Printing, Roland DG Corp.

Investment Team:

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Stage: Early, Expansion

Industry: Communications & Networking, Defense & Homeland Security, Energy & Clean Tech

TDF is a Washington DC based venture capital fund focused on the communications sector. TDF has over \$80 million in capital under management and offers financing in the form of equity investments ranging from \$500,000 to \$5.0 million per initial investment in early and later stage communications and technology companies. Approximately 75% of the firm's investments share similar characteristics: Series A, pre-revenue, and TDF-led with board representation. The fund makes investments in preferred equity and is focused on investment opportunities in the Communications sector. Current areas of focus include: Digital Television and High Definition (HD) technology and services; Public Safety, Disaster Recovery; Wireless Technology and Services; Urban and Rural Communications; Homeland Security; Broadband Access; Convergence; Spectral Efficiency; Compliance; and Energy Efficiency.

Portfolio companies include: AppMesh, Arxan, Aztek Networks, Booker, Colubris Networks, Cyan, EdgeConnex, HelloWallet, Inlet Technologies, MindSHIFT, ooma, Outbox, Overture Networks, Quantance, Sezmi, SkyeTek, Spectrum Bridge, Valencell, Virtustream

Investment Team:

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Linda J. Nickell, Foundation Director
Neal Douglas, Venture Partner
Randall W. Brouckman, Entrepreneur in Residence
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VC TechOperators

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www.techoperators.com

Stage: Early

Industry: Business Services, Information Technology, Software & Internet

TechOperators was formed in 2008 by successful technology entrepreneurs and executives. The firm's ideal company will typically have developed and launched its first product or service and have more than \$1 million of sales in its target market. TechOperators is usually the first institutional investor and is an active board member. The firm targets equity investments up to \$4 million. The firm has raised over \$580 million in venture capital offerings and has taken three companies public.

Portfolio companies include: Endgame, Endgame Systems, HireIQ Solutions, Immunet, Interactive Advisory Software, Ionic Security, JouleX, Springbot, Vocalocity

Investment Team:

David Gould, Operating Partner
Glenn McGonigle, General Partner
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ED/ TT TEDCO

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www.marylandtedco.org

Stage: Early

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Software & Internet

Maryland Technology Development Corporation (TEDCO) was created by the State legislature in 1998 to facilitate economic growth in the state. TEDCO Capital Partners (TCP) manages a family of specialized venture capital funds. Among many programs, TEDCO operates the Technology Commercialization Fund (TCF), which provides up to \$100,000 to support projects that advance a technology toward commercialization. Another program, the University Technology Development Fund, provides grants of \$50,000 to Universities, which are obliged to share revenues with TEDCO on intellectual property created or developed with a UTDF grant. A University must pay TEDCO 25% of all revenue received for rights to intellectual property developed with UTDF capital until it has repaid two times the UTDF funding provided. Another initiative, the Incubator Development Fund program, provides funding for capital expenditures in the development of new and the renovation of existing technology incubators in the state. The Chesapeake Regional Innovation Fund (CRIF) invests in early-stage companies which intend to create significant commercial enterprises based on potentially game-changing technologies developed at the region's federal research labs and major research universities.

Portfolio companies include: Allovue, Authentik Solutions, Brain Sentry, BuddyCast, Clear Guide Medical, Common Curriculum, ConverGene, Cordex Systems, Diagnostic Biochips, Firejack, Integrated BioTherapeutics, Ionova, Magpie Sensing, Next Development, Pregmama, SameGrain, Social Toaster, TimberRock Energy Solutions, TRX Systems, Vasoptic Medical, Weinberg Medical Physics, Woofound

Investment Team:

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PE/ VC Tengram Capital Partners

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www.tengramcapital.com

Stage: Expansion, Middle Market

Industry: Consumer Products & Services

Tengram Capital Partners (TCP) is a private equity firm formed to invest in companies in the branded consumer products and retail space. TCP seeks to invest in consumer or retail companies with underdeveloped or growing brands at attractive valuations in strong segments in the consumer space. These include companies operating in the following spaces: apparel, sporting goods, consumer electronics, home furnishings, health and beauty, spirits, and food and beverage. TCP targets small-cap growth companies and restructuring opportunities with a focus on companies that generate stable cash flow.

Portfolio companies include: Carlos Falchi, Cloudveil, Design Within Reach, Field and Stream, Laura Geller Beauty, NEST Fragrances, Robert Graham, Sequential Brands Group

Investment Team:

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PE The Branch-Shelton Company

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www.branch-shelton.com

Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Formed in 1998, the Branch-Shelton Company provides investment banking services and manages the Nancy Creek Capital mezzanine and equity fund. The firm works across business sectors, including real estate. In 2005, Branch-Shelton formed the \$40 million Nancy Creek Capital mezzanine and equity fund to address unmet capital needs among small to medium-sized private companies in the Southeast, primarily by working through commercial banks. The fund makes investments of \$1 million to \$5 million in small to medium-sized private companies and real estate projects, and will syndicate transactions of up to \$20 million. The fund focuses on companies in manufacturing, distribution, services, and healthcare with growth, acquisition and recapitalization needs. Nancy Creek is now investing capital from its \$100 million Fund II, which had an initial close in 2009, and targets companies with \$10 million in revenues, \$1 million in EBITDA, and three years of profitability.

Portfolio companies include: Automatic Power, Exact Rentals, One Point Financial, S&S Industries, Sunbelt Thread & Packaging, Tech Rentals, Telematch, TWR Lighting

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PE The Compass Group

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www.compasstrust.com

Stage: Middle Market

Industry: Business Services, Information Technology

Compass Group Management is an investment advisor to Compass Diversified Holdings (NASDAQ: CODI), as well as to Compass Group Investments Ltd. (CGI), an indirect subsidiary of the Kattagat Trust, a Bermudian trust whose sole beneficiaries are philanthropic entities. The Compass Group's relationship with CGI and Kattagat dates back to 1998 and has spanned a broad range of investments types, including investments in publicly and non-publicly traded equity and debt instruments in U.S. and non-U.S. companies, as well as limited partnership interests in private equity, venture capital and distressed debt funds. CODI seeks to provide its shareholders with superior risk adjusted returns, as well as stable and growing cash distributions, through the acquisition and management of North American middle market businesses (with minimum EBITDA of \$8 million). CODI acquires interests in companies in a broad range of industries, with a preferred transaction size of \$50 million to \$250 million in value.

Portfolio companies include: Advanced Circuits, American Furniture Manufacturing, ERGObaby, Fox Racing, Halo, Liberty Safe, Staffmark, Tridien Medical

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I The Georgia BioBusiness Center

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Stage: Early, Seed

Industry: Agriculture & Agricultural Science, Life Sciences & Healthcare, Medical Device

Founded in 2000, the Georgia BioBusiness Center is a program sponsored by the University of Georgia Research Foundation (UGARF) and is in partnership with the Center for Applied Genetic Technologies (CAGT). The Georgia BioBusiness Center is currently affiliated with several startup bioscience companies with research and technology ties to UGA. The GBBC is primarily interested in companies in the biotechnology, agribusiness, biofuels, pharmaceutical, therapeutic, diagnostic, medical device or other bioscience field. Prospective companies should make a commitment to hiring between 4 and 20 employees in the Athens area within one year of assuming GBBC residency status.

Portfolio companies include: Abeome, Argent Diagnostics, Aruna Biomedical, Bacterial Barcodes, BioInquire, Evirx, Glycoscientific, Glycosensors and Diagnostics, InsectiGen, IS3D, Molecular Therapeutics, Natural Science Enterprises, Planteco Environmental Consultants, rPeptide, Synageva BioPharma, ViaCyte, Vitamin Derivatives

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I/ VC The Georgia Electronic Design Center (GEDC)

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Stage: Seed

Industry: Communications & Networking

Founded in 1999, The Georgia Electronic Design Center (GEDC) supports world-class research, active and solution-oriented industry collaboration, intellectual property generation and revenue generating commercialization efforts. GEDC also attracts funding support from both federal laboratories and industry partners. GEDC's research is broadly focused on communication applications including: wireless/RF, wired/copper and fiber channels. The State of Georgia created the \$5 million Seed Capital Fund to support the overall GEDC initiative and catalyze the development of broadband infrastructure companies. The fund can invest up to \$500K at the first professional round, and the investment must be matched at a 3:1 ratio (minimum) by the private equity community. The fund assists in creating the syndicate of investors for each seed investment that it makes. In addition to taking equity, the fund requires board observation rights in all of its investments. The Seed Capital Fund is managed by the Advanced Technology Development Center (ATDC), which is based in Atlanta near the Georgia Institute of Technology (see profile). The center has generated more than \$32 million in federal and industry investment.

Portfolio companies include: Broadcom, GTronix, Ivivity, Kipper Technologies

Investment Team:

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I The Innovation Factory

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www.tif.net

Stage: Seed

Industry: Life Sciences & Healthcare, Medical Device

Founded in 1999, The Innovation Factory acquires or licenses technology from laboratories, inventors, and clinicians around which it builds life science ventures. The firm provides all of the necessary business services and support for medical life science start-ups. Unlike the other medical-related 'incubators' nationwide, The Innovation Factory creates, launches and manages its offspring businesses. The Innovation Factory provides the companies it founds with product invention, business formation, financing, staffing, product development, intellectual property development, prototyping, regulatory assistance, and clinical testing. A consortium of venture capital firms has allocated \$30 million for The Factory's start-up enterprises. As the start-ups mature, mezzanine financing is available. The firm's venture capital consortium consists of Accuitive Medical Ventures, Versant Ventures, and SV Life Sciences. The Innovation Factory is interested in hearing ideas for therapeutic medical technologies, including the fields of cosmetic surgery, cardiovascular health, orthopedics, neuroscience, and women's health.

Portfolio companies include: Acufocus, AqueSys, Cellutions, Cerebral Vascular Applications, Halscion, LipoSonix, NeoVista, Neuronetics, NovaLign, Sebacia

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A The Northwest Energy Angels

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Stage: Early, Seed

Industry: Energy & Clean Tech

Founded in 2006, the Northwest Energy Angels is a membership organization of successful entrepreneurs, retired executives, and other business leaders in the Pacific Northwest who provide investment capital, strategic advice and mentoring to early-stage companies or companies embarking on major expansion efforts to help them achieve market leadership. The Northwest Energy Angels is unique in that it focuses only on the energy industry, including alternative sources of energy, improved distribution, or efficient transmission. Funds are not pooled; each member makes her/his own investment decisions but shares due diligence duties. To date, members have invested over \$8.6 million in 38 companies.

Portfolio companies include: ADI Thermal Technologies, Banyan Energy, BioVantage Resources, Brammo Motorsports, Columbia Green Technologies, Delaware Power Systems, EdTek Technologies, EMMÉ, Empower Micro Systems, EnerG2, EnergySavvy.com, Ethical Electric, Farm Power Northwest, Fledge, Flux Drive, Full Circle Farm, Greenwood Technologies, Novinium, Propel Biofuels, Ridgeline Energy, Saltworks Technologies, Skyline Innovations

Investment Team:

Byron McCann, Co-Chairman

Jeff Morris, Founder

Lars Johansson, Co-Chairman

Martin Tobias, Founder and Chairman Emeritus

PE/ SEC The Ropart Asset Management Funds

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www.ropart.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Information Technology, Life Sciences & Healthcare, Software & Internet

The Ropart Asset Management Funds (RAM) is a private equity firm that invests directly in small to midsize companies. The firm pursues a flexible strategy, investing throughout the capital structure and in multiple industries, including Business Services, Healthcare Services, Consumer Products, Financial Services, and Software/Technology. The current portfolio is composed of platform/control investments - usually leveraged buyouts (LBOs), mezzanine lending, and growth capital investments. RAM also makes opportunistic investments in distressed or special situations (e.g., secondary market purchases of private equity fund LP interests). RAM generally seeks to invest \$3-15 million of equity in deals with transaction value ranges of \$10-100 million, but has and will lead or participate in deals requiring as much as \$35 million in equity with values up to \$200 million.

Portfolio companies include: Crexendo, DeerTech, Digital Traffic Systems, FragMob, GRP Partners, HTI Holding, iCentris, iMergent, Interactive Motorsports and Entertainment, MediaTrust, NorthStar Systems International, OfficeWorksRX, Ooyala, Protein Sciences, QCL Holdings, Root Wireless, SkiSpace.com, Solution X Global, ViSalus Sciences

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Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Life Sciences & Healthcare, Medical Device

Thomas, McNerney is a health care venture capital firm with approximately \$600 million under management, currently making new investments from a \$375 million fund that closed in August 2006. The firm targets investments in the pharmaceutical, medical device, biotechnology and diagnostic sectors, as well as in other areas utilizing medical technology innovation. Companies developing therapeutic products for life threatening or costly, chronic conditions are of particular interest. Thomas, McNerney invests in companies at all stages of their development. In addition to seed and early stage funding, the firm provides growth capital to emerging companies to advance clinical development or for product commercialization. The partnership also is involved in spinning out products and divisions from major medical device and pharmaceutical companies, consolidating companies through roll-up strategies and participating in structured financings for public companies as well as recapitalizations. Since 1988, Thomas, McNerney & Partners' members have invested over \$800 million in 65 health care companies. Of these portfolio companies, 31 have become public companies or been acquired. The firm has offices on the East Coast, in the Midwest and on the West Coast. The partnership seeks opportunities in which more than \$5 million and up to \$50 million may be invested in one or more rounds of financing, with an average commitment over the lifetime of an investment targeted at more than \$15 million. Initial investments may be as small as \$1,000,000. The firm prefers to lead the financing round in which it first participates.

Portfolio companies include: Altair Therapeutics, Amarin, Apptec Laboratory Services, ArKal Medical, Asante Solutions, Atritech, Auspex, Auspex Pharmaceuticals, AxioMed Spine, Bausch & Lomb, Cebix, Celator, Celator Pharmaceuticals, Clarus Therapeutics, CNS Therapeutics, Coley, Coley Pharmaceutical, Galil Medical, InnoPharma, Intuity Medical, InVitae Corporation, Locas Development, Locus Development, NeuroTherapeutics Pharma, NeXstar, Ocera Therapeutics, Oriel Therapeutics, Osteobiologics, Oxford Glycosciences, Quinova, SG Biofuels, Softscope Medical Technologies, Solstice, Tioga Pharmaceuticals, Torax Medical, Tranzyme Pharma, VertiFlex, Virdante Pharmaceuticals, Visible Genetics, Zogenix

Investment Team:

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A Thunderbird Angel Network

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Stage: Early, Seed
Industry: Information Technology

Established in the fall of 2010, the Thunderbird Angel Network was born from the vision of people associated with Thunderbird School of Global Management's Walker Center for Global Entrepreneurship to develop a robust network of investors and entrepreneurs among Thunderbird's network of alumni, students and friends. The Thunderbird Angel Network is a medium through which individual investors can consider investments in early-stage companies having the potential to grow rapidly. Such companies may be based in Arizona or in other Southwestern states. The group meets approximately every other month over dinner and listens to presentations from candidate companies. If members show interest in a presenting company, further due diligence and deal terms are developed. Members act on their own behalf and make their own individual investment decisions.

Investment Team:

Chris Lopez, Managing Director
Steve Larsen, Chairman
Tanaha Hairston, Managing Director

A TiE Angel Group Seattle (TAGS)

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<http://tieangelsseattle.org/default.html>
Stage: Early, Seed
Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

TiE Angels Group Seattle (TAGS) is an angel investment group formed by Charter Members of TiE Seattle in 2013 to cater to the funding needs of startups primarily in Seattle and the Northwest region. TAGS provides early stage investment and support, by leveraging the invaluable experience and network of TiE Charter Members. TAGS invests in early stage, typically seed or Series A round, companies. Areas of focus areas include Software/Infrastructure, Internet, Mobility, Clean Tech, Healthcare, Education & eLearning, and Medical Devices/Technologies.

Portfolio companies include: Minetta Brook, Versium

Investment Team:

Haresh Ved, Chair

PE Timepiece Capital

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Stage: Middle Market
Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Timepiece Capital works with select institutional investors to act as a principal in the acquisition of companies with revenues of \$5 million to \$50 million. Timepiece acquires companies with strong, defensible industry niches in the lower middle market. Potential investments should have a history of steady income, and revenues of at least \$1.25 million. Companies with a special niche in the manufacturing, distribution, and service sectors are given top priority. The firm is not interested in restaurants, real estate opportunities, or companies with a significant degree of technology risk.

Portfolio companies include: American Lighting Supply, Center Rock, Colorado Components, Justice Services Holdings, Vanderveer Industrial Plastics, Wake Research Associates

Investment Team:

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VC Total Technology Ventures

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Stage: Early, Expansion, Growth
Industry: Financial Services, Information Technology, Software & Internet

Founded in May of 2000, Total Technology Ventures (TTV) provides capital primarily to early to late-stage financial technology companies. TTV targets companies where the firm can leverage its close relationships with strategic partners such as Synovus Financial Corp., TSYS, and CheckFree Corporation. The firm's initial investment ranges in size from \$250,000 to \$1.5 million. The firm expects to invest \$2 to \$3 million over the life of the investment. TTV invests in technology driven companies in the Financial Services area including, but not limited to: Financial Services Software and Infrastructure Solutions; Payment Technology/ E-commerce enablers; Authentication/Security; Cash and Asset Management; and Investment Technology. TTV prefers private companies with a sustainable business model and a minimum of \$5,000,000 in annualized revenues.

Portfolio companies include: 3V, Ali Solutions, Bill.com, Bluepoint Solutions, Cardlytics, Connecture, ControlScan, CRE Secure, E-Duction, EquityLock Solutions, eWise, FTrans, FxBridge, Green Dot, Interactive Advisory Software, IP Commerce, KnowledgeStorm, Magnet Communications, MicroBilt, Neovest, PayCycle, Perimeter, Perimeter eSecurity, ShopKeep, Silverpop

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Stage: Early, Expansion, Growth
Industry: Life Sciences & Healthcare

Founded 2004, Triathlon Medical Ventures is a Midwest-based venture capital firm that invests exclusively in the life sciences. The firm provides equity capital to early and expansion stage companies with proprietary biomedical technology platforms or products addressing significant human healthcare needs. Triathlon is geographically focused on early stage opportunities in the Midwest, but will also invest in later stage companies nationwide. Triathlon will invest from \$0.5 to \$3 million in the initial round and up to \$7 million total per company in subsequent rounds. The firm is headquartered in Cincinnati, with offices and partners in Indianapolis and Louisville.

Portfolio companies include: Aerpio Therapeutics, Akebia, Akebia Therapeutics, Biovex, Cardio Polymers, Celleration, Colucid Pharmaceuticals, CS-Keys, Endocyte, Expanding Orthopedics, Hydrocision, Juventas Therapeutics, Kereos, Mitralighn, Mitralign, Pironrx Therapeutics, Pradama, Remon Medical Technologies, Renal Solutions, SironRX Therapeutics, Suturtek, Tolera Therapeutics

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VC Trilogy Partnership

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Stage: Early
Industry: Communications & Networking, Information Technology

Trilogy Partnership is a financial organization founded by successful veterans of the wireless industry, including the executive team that founded Western Wireless and VoiceStream. Trilogy's partners have started new companies in emerging industries and have built enduring businesses across four continents. Trilogy's portfolio companies benefit from its operational expertise and its global network of relationships in addition to its financial investment. Current businesses include operating wireless carriers in the Caribbean and Latin America as well as investments in multiple early stage application and infrastructure companies.

Portfolio companies include: Bevy, Crescendo, Discovery Bay Games, FIREapps, Frengo, Haiku Deck, InstallFree, Lookout, Medio, Mobilisafe, Networks, Pelago, Remitly, Xeround, ZON Networks

Investment Team:

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Stage: Early, Expansion
Industry: Agriculture & Agricultural Science, Energy & Clean Tech

True North is an early stage venture capital company founded by Mike Ahearn, who guided First Solar (NASDAQ:FSLR) from start up to an S&P 500 company. True North Venture Partners invests in and supports early stage businesses that have the potential to transform, expand and lead global industries. The firm is focused on industries such as energy, water, agriculture and waste, where the need for disruptive innovation is great and the challenges faced by entrepreneurs are daunting. While True North prefers to be the first investor in a portfolio company, it also will consider later stage investments in certain circumstances. Total investment in a given company will generally range from \$100,000-\$25 million, with the capability to invest beyond that amount when appropriate.

Portfolio companies include: BCR Environmental, Harvest Power

Investment Team:

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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www.twjcapital.com

Stage: Early, Expansion, Growth, Seed

Industry: Communications & Networking, Retail & Restaurant, Software & Internet

TWJ Capital makes growth equity investments in expansion stage companies which need 'acceleration capital' to achieve growth inflection, and venture capital investments in start-up and early stage companies. The firm's portfolio composition is approximately 70% growth equity investments and 30% start-up and early stage investments. TWJ's investments are generally in the range of \$500,000 to \$5 million, and are generally in transactions up to \$25 million in size. TWJ has a medium term investment horizon of three to four years. The firm's portfolio concentrations include retail, telecommunications software, acoustical electronics and devices, and internet business to business services. TWJ will invest in pre-revenue startup ventures with compelling product concepts and market opportunities

Portfolio companies include: Acoustic Technologies, eData Source, Email Data Source, Floor & Decor Outlets of America, Game Trust, KoolSpan, MVP Group International, NetNumber, OnDialog, Tango Networks, VIRxSYS

Investment Team:

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Thomas W. Jones, Senior Partner, twjones@twjcapital.com

TT UM Ventures

University of Maryland, Baltimore
620 W. Lexington St.
Baltimore, MD 21201
Phone: 410-706-1935
<http://umventures.org>

Stage: Early, Seed

Industry: Education & Training, Information Technology, Life Sciences & Healthcare

Launched in 2012 by the University System of Maryland Board of Regents and the Governor of Maryland, University of Maryland Ventures (UM Ventures) is accelerating technology commercialization and advancing industry collaboration by integrating the entrepreneurial programs of the University of Maryland, Baltimore and College Park. UM Ventures is organized to move research outcomes into products and services, tools and diagnostics that will benefit society by mining the research fields at both the Baltimore and College Park campuses in search of collaborative projects with commercial value; and via mentoring and business advisory services with expert Entrepreneurs in Residence based at each campus and a team of technology licensing advisors targeting industry interest. The UM \$75K Business Plan Competition promotes the commercialization of innovative ideas and University-created technologies by offering faculty, students, and alumni cash prizes for the best new venture plans.

Portfolio companies include: A&G Pharmaceuticals, BioAssay Works, Fina Biosolutions, Plasmonix, Rexahn Pharmaceuticals

Investment Team:

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VC Unitus Seed Fund

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<http://usf.vc/>

Stage: Seed

Industry: Agriculture & Agricultural Science, Education & Training, Electronics & Advanced Materials, Life Sciences & Healthcare

Unitus Seed Fund (USF) is an \$11 million fund that has invested in 30-40 early-stage startups in India. The fund invests in BoP startups who serve the needs of large, underserved low-income populations. USF invests in multiple sectors including education, healthcare, agriculture, livelihoods, technology for development, and necessities. USF has two investment funds: Unitus Seed Fund India, an India-based SEBI-registered Venture Capital Fund, and Unitus Seed Fund, LP, an offshore venture capital fund. Typical initial investment sizes range from 25 lakh to 75 lakh (USD\$40,000 to \$150,000) with the potential for additional investment capital. The fund is currently the most active impact investment investor in India, building on its portfolio of four investments completed in 2012, USF anticipates making 7-10 new investments in 2014.

Investment Team:

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ED/ I/ TT University of Connecticut Office of Economic Development

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<http://innovation.uconn.edu/>

Stage: Seed

Industry: Information Technology, Life Sciences & Healthcare, Software & Internet

The Office of Economic Development (OED) was created to expand opportunities for inventors, entrepreneurs, existing businesses, faculty and students in the UConn network, among industry partners and alumni, and in the region. OED offers flexible spaces through the Technology Incubation Program (TIP) at three sites; access to technology for licensing and business development through Technology Partnerships and Licensing (TPL) group; access to other businesses' capabilities, university capabilities and faculty and researcher expertise through Technology Exchange Portal (TEP). UConn Ventures (known until recently as UConn R&D) was formed in 1984 and repositioned in 2002 as a for-profit subsidiary of the UConn Foundation. Its sole mission is to create new business startups based on innovative technologies developed by faculty and staff.

Investment Team:

Gloria Kolb, Director of Venture Development
Hadi Bozorgmanesh, Senior Director Engineering & Physical Science Ventures
James H. Heym, Senior Director Life Sciences Ventures
Lisa Pichnarcik, Business Development Coordinator
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www.ups.com/sef/sef_home.html

Stage: Early

Industry: Communications & Networking, Information Technology, Software & Internet, Transportation & Distribution

Established in 1997, the Strategic Enterprise Fund (SEF) is the private equity, strategic investment arm of global delivery company, UPS. The Fund focuses on products, services and technologies (including Radio Frequency Identification) that can reshape industries and expand UPS' ability to provide its customers with business solutions that synchronize the flow of goods, information and funds. UPS' preferred investment is \$250,000 to \$1,500,000 in early stage private companies. The group considers investment opportunities in all geographic locations of the U.S. and in select foreign locations. A member of the SEF will also be assigned to monitor each company's progress and assist it in developing an appropriate relationship with UPS.

Portfolio companies include: Cold Pack System, DemandPoint, Deposco, Docufree, eCommHub, Impinj, Kabbage, nuBridges, SensorLogic, Skytree, Truviso, United Villages

Investment Team:

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Leo Svoboda, Portfolio Manager
Robert Gasway, Director of Private Markets

VC Valley Ventures

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www.valleyventures.com

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Semiconductor, Software & Internet

Valley Ventures is an institutionally funded venture capital partnership seeking to invest in southern California, Arizona, New Mexico, Utah, Colorado, and Texas. Committed capital in all current and past funds exceeds \$95 million. The firm invests in a broad spectrum of industries, including life sciences, semiconductors, systems and software. The Fund seeks a balanced portfolio consisting of both early and late stage investments. Valley Ventures seeks to invest up to \$5 million in each portfolio company. Early stage investments are financed to performance milestones, with as little as \$500,000 being invested in the first round of financing.

Portfolio companies include: Amplimed, Andigilog, Ascent Healthcare Solutions, HTG Molecular Diagnostics, Innovasic Semiconductor, OrthoLogic, Quasar, Regeneris Biomedical, Vital Therapies

Investment Team:

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VC Value Plus Ventures

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Stage: Early

Industry: Information Technology

Value Plus Ventures' mission is to identify and invest, both time and capital, in unique opportunities presented by young companies navigating the chasm between early stage and institutional funding. The firm plans to engage with 4-5 new companies each year. Value Plus Ventures will provide a limited amount of capital to the companies with which it engages.

Portfolio companies include: MedLien, TALENThire

Investment Team:

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VC Vault Capital

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Stage: Early

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

Vault Capital proactively seeds break-through innovations or nascent ideas that have promise as market-making opportunities. Vault invests in early-stage technology companies located in the Pacific Northwest. Vault Capital is currently looking at local companies working with new materials, ubiquitous computing solutions, wise chips, information visualization, embedded intelligence solutions, reflective monitoring, consumer, enterprise wireless applications, entertainment, communications, wireless operating systems, bio-tech, predictive technologies, analog technologies, informatica, medical devices, pharmaceuticals, genomic research, polemics, lasers, fluidics, energy storage, adaptive sensors, and diagnostics.

Portfolio companies include: eProject, HouseValues.com, MForma, Ramgen, Seattle Biodiesel, Singingfish.com, TeraBeam

Investment Team:

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FOF/ VC Venture51

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www.venture51.com

Stage: Early, Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

Venture51 invests in high technology companies and is based on the premise for a new, modern venture capital firm that supports the most promising founders in high-growth markets. The firm focuses on investments after the Seed Round but prior to the Series A Round, in a niche Venture51 calls the 'Traction Gap.' Venture51 has made Fund of Funds investments in: Social Leverage, EchoVC, The Designer Fund, and 500 Startups. The firm's sector focus includes the following themes: Digital Household, Mobile Ecosystem, Edge Enterprise, New Commerce, Health & Self, Professional, Plumbing, and Edu-Tech. The firm makes an average initial investment of \$750K, ranging from \$500K to \$1M, with selective follow-on reserves. The initial ownership target is 7 - 10%. Venture51 focuses on investments in the Bay Area, New York and Southern California. However growing markets like Austin and Boulder are also interesting.

Portfolio companies include: Betable, Clarity, Colingo, Dekko, DoubleDutch, ecomom, Etoro, Life360, Ripple, Ripple Labs, Space Monkey, Videolicious

Investment Team:

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Stage: Early, Growth

Industry: Information Technology, Semiconductor

VentureTech Alliance was founded in 2001 as a venture investment management company targeting early-stage business investment in the semiconductor industry and other emerging technology areas. VentureTech currently manages funds totaling \$165 million. VentureTech Alliance has a strong strategic partnership with TSMC, the IC foundry industry leader. However, VentureTech's investment activity is managed independently of this strategic partnership. VentureTech's focus is on early stage companies in the semiconductor industry and other emerging technology areas. VentureTech primarily invests in companies that require early to mid-stage funding with typical initial investments in the range of \$1-3 million.

Portfolio companies include: 5V Technologies, Aiconn Technology, AMCC, Apache, Auramicro, axiom, Beceem, Bridgelux, Exclara, Gemfire, Ikanos, InvenSense, MediaTek, Mutual-Pak, NetLogic, NextIO, Nvidia, Optichron, Pixim, Powervation, RichWave, SiRF Technology, Teknovus, Tiler, YoBon

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Software & Internet

Established in 1990, Veritas is an Israeli based venture capital firm. The firm typically leads investments in companies at the earliest, highest-risk phase of their development, and expects to continue working closely with the entrepreneurs and to provide financial support throughout the portfolio company's funding cycle. Veritas is currently investing primarily from its VVP Fund II, raised in late 2001. Veritas has invested in companies in diverse technology fields, although the current focus is in enterprise software, network communications and healthcare. The company typically invests several million dollars, and expects portfolio companies to go public in four to six years. With a base in Raanana, Israel, and an office in Atlanta, Veritas focuses on opportunities originating in (or related to) Israel, or along the East Coast of the U.S.

Investment Team:

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Rann Marom, Partner

Yadin Kaufmann, Founding Partner

VC Village Capital

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Stage: Seed

Industry: Agriculture & Agricultural Science, Energy & Clean Tech

Village Capital is a nonprofit that operates business accelerator programs for game-changing entrepreneurs worldwide. Village Capital also operates an affiliated investment fund that invests capital using a unique peer selection model where the entrepreneurs themselves choose who will receive catalytic funding in their cohort. Village Capital recruits entrepreneurs focused on innovation in a particular geographic area (e.g. Brazil, New Orleans, East Africa) or a specific sector (e.g. mobile, energy, education). A select group of approximately 15 entrepreneurs goes through a 12-week program focused on building their businesses. The curriculum covers: (1) customer discovery/development, (2) team-building, (3) product refinement, (4) financials, and (5) scaling and impact, and (6) exit strategy. At the end of the program, the entrepreneurs vote on the top ventures to receive Village Capital's pre-committed capital. In the past four years, Village Capital has launched seventeen programs worldwide, supporting over 275 entrepreneurs. Participants have raised \$30 million, created over 5,000 jobs, and served 4 million customers.

Portfolio companies include: EcoFuels Kenya, Lipisha, Save Energy Systems

Investment Team:

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www.vitalfin.com

Stage: Early, Expansion

Industry: Financial Services, Information Technology, Medical Device, Software & Internet

Vital Financial was formed in 2007 under a predecessor name to invest in Certicom, Inc., a publicly-traded encryption software company based in Mississauga, Ontario, Canada. Vital Financial became one of the largest shareholders of Certicom and interacted with both Certicom management and other large shareholders. Vital Financial completed a successful exit of its Certicom investment in early 2009 through its sale to Research in Motion. In early 2009 the firm adopted the name 'Vital Financial' and formally began to seek additional venture capital investments. The firm now consists of five principal investors, with offices in: Simsbury, CT; Bethesda, MD; Newark, DE; Philadelphia, PA; Naples, FL; and Lincolnshire, IL. The Principals' own funds constitute the majority of each Vital Financial investment. The firm also has a number of individual and institutional co-investors that join Vital Financial in its investments. Vital Financial's preferred industries include software, selected technology segments, financial services, and businesses with patents that Vital can value. The firm's target investment size is \$1-3 million for early-stage companies and \$2-5 million for later-stage firms.

Portfolio companies include: 10X Technologies, AxioMx, Booker Software, CD Diagnostics, Certicom, Clinverse, CR Certification Corp./CardioReady, Halfpenny Technologies, HealthTell, Lookingglass Cyber Solutions, Mobeam, NovaTract Surgical, Pervacio, QuantaLife, SchoolChapters, ShoeFit, Sparq

Investment Team:

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www.voyagercapital.com

Stage: Early, Expansion, Growth

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Media & Digital Media, Software & Internet

Demo VENTURE CAPITAL and PRIVATE EQUITY Database

Founded in 1997, and based in Seattle, WA, Portland, OR, and Silicon Valley, Voyager invests primarily in digital media, software and services, wireless and SmartGrid companies. The firm focuses on funding first venture rounds in early and growth stage opportunities in the Pacific Northwest and California. With \$370 million under management, Voyager focuses on seed to late-stage companies, with the majority of investments in early-stage companies.

Portfolio companies include: AboutUs, Act-On Software, Alliance Health Networks, AutoGrid, AutoGrid Systems, Ayla Networks, Blue Box, Blue Box Group, Bonanza, ChargePoint, Chirpify, ClearCare, Coulomb Technologies, Covario, Elemental Technologies, GoAhead Software, Ground Truth, Kryptiq, Lighter Capital, Lytics, Medify, Melodeo, MindSumi, MindSumo, Mobile Intelligence Solutions, nfluence, Ontela, Photobucket, Placecast, Qazzow, Revenue Loan, Sensys, Sensys Networks, Trailfire, Tropos Networks, Vidder, WellnessFX, Yapta, Zebra Imaging, Zettics

Investment Team:

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Stage: Early, Expansion, Growth, Middle Market

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Software & Internet, Sports & Entertainment

Microsoft Co-Founder, Paul G. Allen, founded Vulcan Inc. in 1986 with Jo Allen Patton to manage his business and charitable endeavors. Those endeavors include the creation of innovative technologies, award-winning films and vibrant new neighborhoods. Vulcan oversees various business and charitable projects including real estate holdings, investments in more than 50 companies (including Charter Communications, DreamWorks SKG, Digeo Broadband, the Sporting News, the Seattle Seahawks NFL and Portland Trail Blazers NBA franchises, First & Goal Inc., Vulcan Productions, the Seattle Cinerama theatre, Experience Music Project, the Science Fiction Museum & Hall of Fame, Mojave Aerospace Ventures), and the Paul G. Allen Family Foundation. The firm recently opened a Palo Alto office that will focus on making investments in the \$10-million to \$100-million range in internet and technology companies, including mid- to late-stage venture capital, growth equity, recaps, buyouts and strategic public market block investments.

Portfolio companies include: Applied Proteomics, Calxeda, Context Relevant, Decide.com, Freedom Financial Network, Redfin, Shippable, Siluria Technologies, TrueCar.com, Zuora

Investment Team:

Abhishek Agrawal, Managing Director
Dave Stewart, Executive Vice President and General Counsel
Jody Allen, President & CEO
Paul G. Allen, Founder & Chairman
Paul Ghaffari, Chief Investment Officer

PE Warwick Group

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www.warwickgroup.com

Stage: Middle Market

Industry: Business Services, Financial Services

Warwick Group, Inc. is a private equity firm specializing in the acquisition and recapitalization of profitable businesses with revenues up to \$100 million. The Warwick Group prefers to purchase established companies with proven records of earnings growth whose senior management team desires to remain active in the business. Founded in 1970, the firm considers investments in manufacturers of proprietary products, service companies and value-added distributors. Warwick targets companies with EBITDA of \$2 million to \$10 million. Warwick's team takes an active role on the board of directors of portfolio companies, focusing on financial matters and long-term strategy. The firm helps secure additional financing for working capital, expansion, and acquisition needs. In partnership with operating management, the firm also helps develop long-term financial, marketing, and operating plans. Warwick has the ability to close transactions with enterprise values of up to \$50 million.

Portfolio companies include: CMG Holdings, e-Government Solutions, Laurel Technical Service, National Renal Alliance, Peerless-Premier Appliance, Premier Kids Care, The Douglas-Michaels Corp.

Investment Team:

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VC WestRiver Capital

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Stage: Early

Industry: Communications & Networking, Life Sciences & Healthcare, Software & Internet

Founded in 2002, WestRiver Capital is an early-stage venture capital firm that seeks investments in biotechnology, software and telecommunications companies. The firm's President, Erik Anderson was previously chief executive officer for Matthew G. Norton, Co., a private investment company, and Trillium Corporation, and has served tenures as both a partner at the private equity firm of Frazier & Company, LP, and as a vice president of Goldman, Sachs & Co.

Portfolio companies include: 2Tor, Ascentium, Catalist Homes, Corus Pharma, DocuSign, Nervana, Symform, Tachyon Networks

Investment Team:

Erik Anderson, President

PE/ VC Wexford Capital

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www.wexford.com

Stage: Middle Market

Industry: Business Services, Communications & Networking, Energy & Clean Tech, Information Technology, Real Estate & Construction

Wexford Capital LP is an SEC registered investment advisor with over \$4.5 billion of assets under management. The firm, which was formed in 1994, manages a series of hedge funds and private equity funds from its Greenwich, CT headquarters. Wexford manages three hedge funds with approximately \$2.3 billion in AUM: the opportunistic/global macro Wexford Spectrum Fund, the multi-strategy credit oriented Wexford Credit Opportunities Fund and the energy, natural resources and industrials focused Wexford Catalyst Fund. Wexford also manages a series of private equity funds and has invested over \$5 billion in private equity investments.

Portfolio companies include: Ellipse Technologies, Epiphany Biosciences, GlobeImmune, Infinia, Invuity, Reverse Medical, Sophono

Investment Team:

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PE White Oak Group

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Stage: Middle Market

Industry: Defense & Homeland Security, Energy & Clean Tech, Life Sciences & Healthcare

The White Oak Group, Inc. is an Atlanta, Georgia based private investment firm. White Oak focuses on opportunities to make investments in situations that arise from: Management-led buyouts of private companies or divisions of larger companies; Recapitalizations of solely held family owned companies that provide liquidity to the sellers while allowing for continued ownership; and companies that need capital to fund internal growth or growth through add-on acquisitions. Typical target company characteristics include: Large, sustainable, defensible market; Proven technologies & solutions; \$5 - \$100M in revenue; and minimum EBITDA of \$500,000. White Oak is primarily focused on investing in the following industries: Aerospace & Defense, Healthcare Technologies, and Power & Alternative Energy. The White Oak Guggenheim Aerospace & Defense Fund, LP (WOGAD) is a fund managed by The White Oak Group. The fund was created in 2006 to capitalize on White Oak's industry experience, and is currently deployed in a variety of technology companies in the aerospace and defense industry.

Portfolio companies include: DLN Holdings, EOIR Technologies, MissionMobility

Investment Team:

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David W. Ingram, Principal, dwingram@thewhiteoakgroup.com

Elise Vetula, Controller

A WINGS

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www.medtechwings.com

Stage: Early, Seed

Industry: Medical Device

Formed in 2009, WINGS (Washington Medical Technology Angel Network) is a non-profit angel network that facilitates seed and early stage investments for medical technology companies in Washington State. The firm's mission is to close the gap in early stage funding to accelerate the translation of medical technology innovation from the lab bench to patients. WINGS considers Medical Technology opportunities in the areas of Therapeutic and Diagnostic Devices, Healthcare IT, Healthcare Delivery Models, and unregulated biotechnology development tools. WINGS meetings are held four times a year, during which three to four business opportunities are presented. WINGS has facilitated the investment of nearly \$7M in 11 Washington companies since our formation in 2010.

Portfolio companies include: Cadence Biomedical

Investment Team:

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Demo VENTURE CAPITAL and PRIVATE EQUITY Database

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www.woodsidemanagement.com

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Media & Digital Media

Woodside Capital is focused on investing in middle market companies that can benefit from strategic re-direction, operational enhancements or balance sheet realignments. The firm focuses on companies with sales between \$15 million and \$150 million investing \$2 million to \$20 million of debt or equity in individual transactions. Woodside also purchases pools of distressed sole-lender or syndicated loans. While Woodside will consider investments in many industries, the firm typically targets manufacturing, media, distribution, and service companies. Woodside's primary focus is on commercial and industrial companies and Woodside generally will not pursue real estate or short product life-cycle driven ventures.

Investment Team:

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Stage: Seed

Industry: Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Medical Device, Retail & Restaurant, Software & Internet

Washington Research Foundation (WRF) was founded in 1981 to help Washington State research institutions capture value from emerging technologies through intellectual property management and start-up investment activities. WRF is an independent private foundation whose operational revenue comes from retained funds from licensing and investing activities. WRF Capital manages Washington Research Foundation's (WRF) seed venture fund by creating and investing primarily in technology-based start-up companies that have strong ties to the University of Washington and other non-profit research institutions in Washington State. WRF Capital invests in two types of companies: (1) WRF founded companies in which WRF Capital and an entrepreneur create a business concept and start a company and (2) Non-WRF founded companies in which WRF Capital invests in a company opportunity presented by an entrepreneur. In both cases, WRF Capital actively seeks co-investors, investing up to \$2 million in the firm's portfolio companies with proceeds from investments used to make financial gifts to Washington State research institutions. WRF invests only in companies located in Washington State with ties to not-for-profit research institutions. The industry focus includes IT, Life Sciences, and Physical Sciences. In addition to providing seed capital through WRF Capital, the WRF leases office space to technology-based start-ups through the WRF Venture Center. The WRF Venture Center offers entrepreneurs short-term, flexible office facilities and business support in a desirable location on Lake Union, midway between the University District and downtown Seattle.

Portfolio companies include: Accelerator Corp., Accium BioSciences, Alder BioPharmaceuticals, Amnis, Arzeda, Cardeas Pharma, EKOS, EnerG2, Farecast, FlexMinder, GlobImmune, Groove Biopharma Corp., Hyperion Therapeutics, Lumera, MicroGREEN Polymers, Mirador Medical, MobiSante, Modumetal, nLight, OncoFactor, Qazzow, Resolve Therapeutics, Sigby, Targeted Growth, TeachTown, TraceDetect, Uptake, UptakeMedical

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Stage: Seed

Industry: Energy & Clean Tech, Life Sciences & Healthcare, Medical Device, Software & Internet

The Yale University Office of Cooperative Research (OCR) was founded in 1982 and charged with extending and expanding Yale University's interaction with the private sector. The duties of the OCR include oversight for patenting and licensing activities, university inventions, and contractual relationships between faculty and industry. OCR staff work with Yale researchers to identify inventions that may ultimately become commercial products and services useful to the public. OCR staff also engage in industrial partnerships to license Yale inventions. The Office of Cooperative Research helps launch several new ventures every year. Today there are over 40 ventures commercializing technologies out of Yale that range from new medicines and medical devices to cleantech products and software.

Portfolio companies include: Access Scientific, Achillion Pharmaceuticals, Advanced Orthopedic Technologies, Ancera, Axerion Therapeutics, BioRelix, C8 Sciences, CardioPhotonics, ContraMed, CoolSpine

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Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology

Yaletown Venture Partners is headquartered in Vancouver, Canada with offices in Calgary and Seattle. Yaletown is backed by leading institutional investors and by a network of successful technology entrepreneurs, executives, and angel investors. Yaletown leverages an extensive on-the-ground network to seek out the most promising early stage Cleantech and IT companies. Founded in 2002, Yaletown is led by a team that brings together an extensive network of industry relationships and more than 120 years collective experience building and financing technology companies. The firm has CDN\$160M under management.

Portfolio companies include: Chaordix, CoolEdge Lighting, DunAn, Endurance Wind Power, EnerG2, Equicare Health, Foodee, GenoLogics, GrowLab, Indicee

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Stage: Middle Market

Industry: Manufacturing & Industrial, Sports & Entertainment

Your Source Partners, part of the Your Source family of companies, is a private equity fund that invests in unlisted securities of private companies and other alternative investments. Your Source Partners seeks to provide investors with a diversified investment strategy in previously inaccessible capital markets that may provide higher overall returns, significant current income, lower volatility, and minimal correlation to typical public market investments. Your Source Partners seeks to invest in portfolio companies in Arizona with experienced management, strong revenues, attractive and sustainable margins, competitive advantage, barriers to entry, intellectual property, scalable potential to increase market share, and defined exit strategies.

Portfolio companies include: Augusta Ranch Golf Club, Cling's Manufacturing, Dreambrands, LMM Sports

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Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Retail & Restaurant

ZINO Society is a membership, business and social network that connects accredited investors with entrepreneurs seeking funding. To help facilitate successful angel investing for ZINO Society members and entrepreneurs, ZINO Society cultivates camaraderie in the world of business and wine with people and experiences, crafting insider events, access to vintners, chefs and unique venues. With more than 300 active members, ZINO Society is not the traditional angel investment group. ZINO Society's unique investment meetings and social events provide entrepreneurs an opportunity to showcase their businesses, and investors and business leaders a chance to a network and invest in a relaxed and supportive environment. ZINO Society's active investor network has invested \$30 million in angel financing to date and hosted over 500 presenting companies.

Portfolio companies include: Children's Music Foundation, Enroute, Hydrovolts, Impel NeuroPharma, J&D's Foods, Limeade, Low Fidelity Film, Microgreen, NterraCon, Oasis Diagnostics, Urban Enoteca

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