

# **GCVA – Venture Capital Report**

## **May 15, 2007**

- **Venture Capital Funds**
  - **Ohio**
    - **Blue Chip Venture Company – Cincinnati**
    - **Draper Triangle – Cincinnati/Pittsburgh**
    - **River Cities Capital Fund – Cincinnati**
  - **Kentucky**
    - **Chrysalis Ventures – Louisville**
- **Funds of Funds**
  - **Fort Washington Capital Partners – Cincinnati**
- **Incubators / Economic Development / Validation Funds**
  - **BIO/START**
  - **Kentucky Science & Technology Corporation**

# RECENT HOLIDAY STRETCH

- Religious Holidays, then
- Administrative Professionals' Day, then
- Earth Day, then
- Mother's Day . . .

What about . . .

# VC DAY!

A day to celebrate your most loyal advocate,  
champion, ally, mentor and, of course,  
financial backer!

And how should a venture-backed company  
celebrate VC Day?

**A profitable exit?**

**A strong quarter?**

**A solid pipeline?**

**Software which is actually finished?**

**[Insert Punch Line Here]**



**HAPPY VC DAY!**



## VC Fund

## Activities

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### Blue Chip IV

#### **SaaS Capital – Cincinnati, OH**

- > Specialty finance company targeting hosted software vendors
- > Founded by former Blue Chip Director, Todd Gardner
- > Incubated at Blue Chip, launched with \$2.2M Series A round in January 2007
- > Co-investors included Reservoir, Village Ventures

#### **Endocyte – West Lafayette, IN**

- > Folate-based cancer and autoimmune disease therapies
- > Participated in follow-on \$15M Series C-3 round in March 2007
- > Co-investors included Sanderling, Burrill and Triathlon

#### **Trilogy – Louisville, KY**

- > Assisted-living and skilled nursing facilities in smaller markets
- > Participated in follow-on \$7.5M Series F round in May 2007
- > Co-investors included Frontenac, Salix and Ft. Washington

#### **Third Screen Media – Boston, MA**

- > **Mobile advertising network and campaign management**
  - > **Sold to AOL for >5x return, 255% IRR**
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## **VC Fund**

## **Activities**

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### **Draper Triangle**

#### **Entermedia Corporation – Pittsburgh, PA**

- > Fund II company
- > Online media company focused on social entertainment
- > Led \$1.5M Series A round

#### **COPD Partners – Pittsburgh, PA**

- > Fund II company
- > Home-based oxygen generation and treatment
- > Participated in \$3.5M Series A extension
- > Birchmere Ventures and Delaware Innovation Fund Co-Invested

## **VC Fund**

## **Activities**

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### **River Cities Capital Funds**

#### **PetSuites of America – Erlanger, KY**

- > Developer, operator and licensor of upscale pet lodging facilities
- > Currently serving Cincinnati, Indianapolis, Lexington and Louisville
- > RCCF led \$6MM Series A round in March 2007
- > Co-investors included First Avenue Partners of Nashville, TN

#### **SPS Commerce – St. Paul, MN**

- > Hosted supply chain integration platform
- > Links large retail and services enterprises with their trading partners via Electronic Data Interchange (EDI) and internet technologies
- > RCCF led \$7.5MM Series C round in April 2007

## **VC Fund**

## **Activities**

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### **River Cities Capital Funds**

#### **Health Pro Brands – Cincinnati, OH**

- > Maker of Fit Fruit and Vegetable Wash
- > Grocery distribution has grown to 15% of U.S. market since re-launch
- > RCCF led \$2MM continuation of Series A round (\$6MM total)

#### **Nielsen BuzzMetrics – New York, NY**

- > Measures “Consumer Generated Media” to help companies protect and promote their brands
- > Majority shareholder (VNU) to buy outstanding equity for \$110MM
- > 2.2x Return on Investment

## **VC Fund**

## **Activities**

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### **Chrysalis Ventures**

#### **Intechra – Jackson, MI**

- > Nation's largest IT asset disposal company
- > Participated in \$30M Series C round in January 2007
- > Co-investors included First Avenue Partners, Oxford Bioscience Partners and Richland Ventures

#### **Cybera, Inc. – Nashville, TN**

- > Next generation broadband wide area network solutions provider to multi-location businesses
- > Participated in \$18M Series C round in April 2007
- > Co-investors included Adams Street Partners and Claritas Capital

#### **Compliance & Ethics Learning Solutions (CELS) – Chicago, IL**

- > Holding company created to target compliance training sector
- > Acquired by SAI Global (ASX: SAI) for \$45M in January 2007
- > Initial co-investors included KB Partners, OCA Ventures, CID Capital

## **VC Fund**

## **Activities**

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### **Chrysalis Ventures**

#### **CWK Network – Atlanta, GA**

- > Multi-media company that creates and distributes reality-based programs focused on health and well being of children
- > Participated in \$250,000 Series AA round in April 2007
- > Co-investors included the Goldman Sachs Foundation, Diamond State Ventures, Cox Communications and The Walnut Group

#### **RAD Electronics, Inc. – Simi Valley, CA**

- > Outsource provider of electronics manufacturing services
- > Bridge loan for \$750,000 in April 2007

## **VC Fund**

## **Activities**

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### **Direct Investments: Fort Washington**

#### **Intranasal Therapeutics – Lexington, KY**

- > Nasally delivered pharmaceutical products
- > \$40M Series B tranced round in March 2007
- > Co-investors included SV Life Sciences

#### **OnTech – San Diego, CA**

- > Portable heat transfer containers designed to heat liquid or solids
- > Follow-on investment in March 2007
- > Co-investors included DFJ Frontier and GRP

#### **Mill Digital Media – London, UK**

- > Digital video post-production for the global advertising industry
- > Acquisition made in March 2007
- > Co-investors included Carlyle Europe Technology Partners

#### **Novarra – Chicago, IL**

- > Software infrastructure for Wireless Web applications
- > Follow-on investment in March 2007
- > Co-investors included JK&B Capital

## **VC Fund**

## **Activities**

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### **Direct Investments: Fort Washington**

#### **Advent Solar – Albuquerque, NM**

- > Manufacturer of low cost, high efficiency solar cells
- > \$65M Series D round in April 2007
- > Co-investors included Battery Ventures, DFJ and Globespan

#### **Earthstone International – Santa Fe, NM**

- > Manufacturer of abrasives and agricultural growing media
- > Follow-on Investment in January 2007

#### **Exagen Diagnostics – Albuquerque, NM**

- > Engaged in the discovery and sale of molecular diagnostics
- > Follow-on Investment round in January 2007
- > Co-investors included Tullis-Dickerson

#### **Laboratory Partners – Cincinnati, OH**

- > Full service regional diagnostic laboratories.
- > \$22M Series B round in March 2007
- > Co-investors included Oxford Bioscience, Chrysalis and CSFB

## **VC Fund**

## **Activities**

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### **Direct Investments: Fort Washington**

#### **HealthPro Brands, Inc. – Cincinnati, OH**

- > Marketer of FIT, a fruit and vegetable wash
- > \$7.75M Series C round in January 2007
- > Co-investors included River Cities

### **Exits: Fort Washington**

#### **IronPort – San Bruno, CA**

- > Enterprise security technology to thwart spam.
- > Sold to Cisco for \$830M
- > Co-investors included NEA, Menlo and Allegis Capital

## **Fund of Funds**

## **Activities**

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### **Investments:**

#### **Fort Washington**

#### **Apax Europe VII, L.P. – London, UK**

> 10 billion Euro global buyout fund

#### **Draper Fisher Jurvetson IX, L.P. – Menlo Park, CA**

> \$600 million early-stage technology venture capital fund

#### **Highland Consumer Fund, L.P. – Lexington, MA**

> \$300 million consumer-focused venture capital fund

#### **Silver Lake Sumeru Fund, L.P.. – Menlo Park, CA**

> \$1 billion technology-focused middle market buyout fund

#### **Sun Capital Partners V, L.P. – Boca Raton, FL**

> \$6 billion turnaround and restructuring buyout fund

#### **The Resolute Fund II, L.P. – New York, NY**

> \$3.5 billion middle market buyout fund

### **Other:**

**Christopher Baucom promoted to Managing Director**

**Rob Maeder hired as new Investment Manager**

## **Incubator**

## **Activities**

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### **BIO/START**

#### **P2D Inc.**

- > \$514,000 from the Michael J. Fox Foundation
- > \$1,000,000 in SBIR Funding

#### **Siloam Bioscience**

- > \$183,000 in SBIR Funding

#### **DanFoss AquaZ**

- > \$300,000 from Danish Strategic Partner

## **VC Fund**

## **Activities**

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**Kentucky Enterprise Fund**  
**\$1.5M invested in April 2007**

**MetroMojo – Louisville, KY**

- > Online social networking
- > Invested \$400K in \$1.1M Series A round in April 2007
- > Co-investors included local Louisville angels

**TapLogic – Murray, KY**

- > Agriculture software
- > Invested \$511K in \$1.1M Series A round in April 2007
- > Co-investors included local Kentucky angels

**Adaptive Technologies – Louisville, KY**

- > Personal fitness software
- > Invested \$200K in standalone Convertible Note in April 2007

**LDG Sleep – Louisville, KY**

- > Apnea diagnostic
- > Invested \$200K in standalone Convertible Note in April 2007

**ImmunoTheragnostic, Inc – Louisville, KY**

- > Infertility diagnostic
- > Invested \$200K in standalone Convertible Note in April 2007