

ADVANTAGE CAPITAL PARTNERS

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Advantage Capital News

Advantage Capital awarded \$56 million federal allocation in New Markets Tax Credit program

Community Development Financial Institutions (CDFI) Fund Director Donna Gambrell and Congressman Elijah Cummings announced the 2010 New Markets Tax Credit (NMTC) program allocation awards at a ceremony in Baltimore on February 24th, 2011. [Advantage Capital](#) was one of 99 organizations selected out of a total of 250 that applied for the eighth round of allocations in June 2010.

"We are gratified by the Treasury Department's long-standing confidence in our firm's ability to foster entrepreneurship in low-income communities," said Steven T. Stull, president of Advantage Capital. "This latest allocation round will allow us to deploy capital where it is needed most, enabling new and existing businesses to create and retain jobs, driving economic recovery and revitalizing neighborhoods." To read more about the \$3.5 billion CDFI allocation [go here](#).

To date, Advantage Capital has invested private capital in 126 businesses through the federal and state New Markets programs, thereby retaining and creating thousands of jobs. The Advantage Capital Community Development Fund will focus its most recent New Markets allocation in geographic areas in which the firm has previously invested, and will also consider opportunities to serve distressed communities in other markets. To read more about the Advantage Capital allocation [go here](#).

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Advantage Capital invests \$5.7 million in Kansas City manufacturer Barton Nelson

[Advantage Capital](#) has provided \$5.7 million in Missouri New Markets Development program financing to Barton Nelson, Inc. [Barton Nelson](#), ranked as one of the top 25 manufacturers of specialty advertising products nationwide, is known for rebranding the original sticky note as a self-adhesive marketing tool. The new funding, which provides the company with working and growth capital, will enable the company to retain 73 jobs in Kansas City and help to drive future job creation in Missouri.

"We were struggling to maintain the business when we partnered with Advantage Capital," said Bart Nelson, CEO of Barton Nelson. "Their willingness and ability to provide funding when conventional lenders had turned us away means that we can continue to serve our customers, meet our financial objectives, grow our business and provide stable jobs during a challenging time for the industry."

[program](#)

Ticker Tape Update:

To date, Advantage Capital has partnered with its portfolio companies to help create more than 15,000 jobs nationwide and our investments have resulted in more than \$6 billion in follow-on capital.

Enacted in 2007, the Missouri New Markets Development program encourages investment in promising small businesses located in distressed communities throughout the state. To read more about this investment [go here](#).

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Advantage Capital adds principal; Rick Hummell brings extensive banking and managerial background

[Advantage Capital](#) is proud to announce the addition of a new firm principal, Richard "Rick" Hummell. Initially, Hummell will be managing the firm's rapidly expanding guaranteed lending business, BizCapital. Hummell comes to Advantage after building an impressive banking and lending career with a number of regional banks.

"Rick Hummell's considerable banking experience, as well as his managerial expertise, will provide depth to the firm's growing practice areas," said senior managing director Scott Zajac. "Rick is a terrific addition to our team." To read more about Rick Hummell [go here](#).

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Portfolio Company News

Advantage portfolio company GridPoint selected for nation's largest zero-energy school

[GridPoint Inc.](#), an established leader for smart energy solutions, was selected by the Irving, Texas Independent School District to design, engineer and install a solar panel system at the largest net zero-energy school in the United States. A zero-energy building is one that produces as much energy as it consumes. GridPoint will be installing Solyndra, a unique cylindrical solar panel specifically designed for commercial rooftops, to maximize the school's roof space and ensure generation exceeds consumption. The roof-mounted solar energy system will also feature an intelligent monitoring solution to record and display the current and historical energy production. To read more about this innovative project [go here](#).

[Advantage Capital](#) first invested in GridPoint in 2005 with funds raised in connection with the Washington D.C. Certified Capital Companies program. Since the company's inception in November 2003, GridPoint has raised more than \$240 million in equity capital.

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Xiolink, a Missouri New Markets investment, featured by New York Times in article highlighting the growth of IT firms in St. Louis

[Xiolink LLC](#), a provider of managed hosting and high-availability managed services to businesses and enterprise clients worldwide, was featured in a New York Times article highlighting the recent resurgence of IT firms in downtown St. Louis. Xiolink acquired a 100,000-square-foot building on Olive Street which formerly housed the St. Louis Post Dispatch printing presses and had sat vacant for nearly a decade. To read more about this story [go here](#).

[Advantage Capital](#) invested in Xiolink in 2008 with funds raised in connection with the federal and state New Markets programs.

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Advantage portfolio company TomoTherapy presented with "Corporate Distinguished Visionary Award" by the American Cancer Society

[The American Cancer Society](#) recognized TomoTherapy with their Corporate Distinguished Visionary Award. The award is traditionally given to companies that have illustrated exemplary public service. [TomoTherapy Incorporated](#) (NASDAQ: TOMO) develops, markets and sells advanced radiation therapy solutions that can be used to treat a wide variety of cancers, from the most common to the most complex. Since receiving FDA 510(k) clearance to market its ring gantry-based treatment system in 2002, the company has shipped more than 350 systems to cancer centers in 24 countries. To read more about the award [go here](#).

[Advantage Capital](#) first invested in TomoTherapy in 2000 with funds raised in connection with the Wisconsin Certified Capital Company program. Since then, the Madison-based company has combined an initial public offering with private capital to raise an additional \$220 million. TomoTherapy continues to grow rapidly, and today has more than 650 employees.

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Advantage People

Advantage Capital, BizCapital promote team members

[Advantage Capital](#) and its small business lending arm, [BizCapital](#), are pleased to announce the internal promotions of several key staff members in New Orleans, St. Louis and New York.

"We are pleased to recognize these talented employees for their ongoing efforts and leadership," said firm president Steven Stull. "Each of them exhibits a commitment to our mission - seeking excellent investor returns and making a significant community impact in the places where we do business."

To read more about the Advantage Capital promotions [go here](#). To read more about the BizCapital promotions [go here](#).

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Jonathan Goldstein speaks at Mississippi New Markets Tax Credit event

[Advantage Capital](#) managing director Jonathan Goldstein served as a panelist at a CDFI banking event on February 3rd. The full day event in Jackson, Mississippi was co-sponsored by the Community Development Financial Institutions (CDFI) Fund, the [Mississippi Development Authority](#) and the [Community Development Bankers Association](#).

Goldstein's panel, facilitated by CDFI Fund Associate Manager Rosa Martinez, focused on how to effectively utilize the New Markets Tax Credit.

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Advantage's Justin Oblatz is featured speaker at Gulf Coast Patent Association program



Justin Oblatz, senior vice president of [Advantage Capital](#), was a featured speaker at the [Gulf Coast Patent Association](#) event on Thursday, February 3rd. The event was sponsored by the Lafayette Economic Development Authority ([LEDA](#)) and was held at the University of New Orleans. Oblatz addressed what IP professionals can do to attract funding sources like venture capital and angel investment in the Gulf region.

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About Us

About Advantage Capital Partners

[Advantage Capital Partners](#) is a leading small business finance firm focused on providing growth capital and other investments supporting state and local economic development efforts. The firm's typical forms of investment include venture capital, expansion equity, mezzanine financing, senior and subordinated loans and government-guaranteed lending. With offices and partners in New Orleans, St. Louis, Chicago and other U.S. cities, Advantage Capital has raised more than \$1.3 billion in institutional capital since 1992 and invested in companies located in geographic areas underserved by traditional capital.

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About the federal New Markets Tax Credit program

The [New Markets Tax Credit program](#), administered by the U.S. Department of the Treasury, encourages private-sector investment in economically distressed communities through tax incentives. In a highly competitive allocation procedure, the Treasury Department awards the tax credits based on applications submitted for each tax year. Advantage has participated in the New Markets program since 2003, raising private capital for investment in low-income communities. These investments have spurred economic growth through innovative business ventures and job creation throughout the United States.

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About the state New Markets Development program

In addition to the federal New Markets Tax Credit program, Advantage Capital also participates in a number of [state-level New Markets programs](#), which attract investment in low-income communities through a state tax credit modeled after the federal program. The tax credits are only available to highly qualified investors who have been accredited under the federal program. The goal of these initiatives is to attract large, long-term investors to a state's low-income communities, promoting new expansion, creating new job opportunities and building on existing growth in the state. To date, the following states have passed a state-level New Markets Development program: Louisiana, Missouri, Mississippi, Illinois, Florida, Ohio, Oklahoma and Kentucky.

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About the Certified Capital Company program

[Advantage Capital Partners](#) is a leading participant in the [Certified Capital Company](#) (CAPCO) program, a state economic development tool designed to strengthen state economies by stimulating the flow of investment capital to local small businesses, creating high-paying jobs and increasing state tax revenues. Under a CAPCO program, insurance companies are encouraged to invest in certified capital companies; the state allows the

insurance companies to claim tax credits for qualified investments in CAPCO funds. Taken over time, the tax credits generate large pools of private venture capital to be invested in the state. CAPCOs leverage the funds received from insurance companies to invest in qualified small businesses.

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