



## December 2007

### Advantage Capital News

- Advantage receives 2007 Greater St. Louis Top 50 Award
- Advantage invests in Austin-based SensorTran through CAPCO and New Markets programs

### Portfolio Company News

- GridPoint
- Singulex
- Tomotherapy

### Advantage People

- Tony Toups selected to serve on Louisiana Hurricane Recovery Advisory Council

### About Us

## **Advantage Capital receives 2007 Greater St. Louis Top 50 Award**

Advantage Capital Partners has been selected by the [St. Louis Regional Chamber & Growth Association](#) (RCGA) and the St. Louis office of Deloitte as one of the recipients of the 2007 "Greater St. Louis Top 50 Businesses Shaping Our Future Award." The award recognizes companies that have made significant contributions to the St. Louis region and have positively affected the future of the business community.

This year's Top 50 "represents a rich cross section of entrepreneurs, mid-cap companies, long-established headquarter companies, and civic institutions that provide the backbone to St. Louis' economy and enhance the region's quality of life," said RCGA President and Chief Executive Officer Richard C.D. Fleming.

Advantage Capital supports the St. Louis region by investing in promising companies, often in connection with local, state and federal economic development initiatives. Advantage's St. Louis investments have created hundreds of jobs, strengthened the local tax base and spurred economic activity in the region. In 2006, Advantage invested nearly \$20 million into the Missouri economy through six new investments.

This is the 12th year for the awards program. Winners of the 2007 Greater St. Louis Top 50 were recognized and presented an award at the annual awards dinner on December 17, 2007 at the Hyatt Regency St. Louis. To read more about the award, go [here](#).

## **Advantage Capital invests in Austin-based SensorTran through CAPCO and New Markets programs**

[SensorTran Inc.](#), the developer of the world's most advanced distributed temperature sensing (DTS) technology, has raised \$8 million from Advantage Capital and other investors. The funding will be used to support the company's continued growth.

"SensorTran has developed an outstanding product line and the company offers exceptional customer service support on a global basis," said Tim Cockshutt, an Advantage Capital managing director in Austin. "As a result, the company has experienced significant growth over the past year. This financing will accelerate the growth and provide economic benefit to the Austin area."

SensorTran develops DTS solutions that offer real-time, high-resolution, and continuous temperature measurements along optical fibers. The technology is the result of extensive research, development, field experience and proprietary know-how, and can be applied in power cables, downhole oil and gas wells, high temperature vessels, pipelines, storage tanks and environmental projects. SensorTran's customers include Baker-Hughes, Core Lab, Tyco, N-Star, BC Hydro and as well as numerous Fortune 1000 companies.

Advantage Capital's investment in SensorTran was made in connection with Texas' Certified Capital Company program and the federal New Markets Tax Credit program. To read more about the SensorTran investment, go [here](#).

## PORTFOLIO COMPANY NEWS

### **DC CAPCO investment GridPoint Named a *Red Herring* 100 Global Award Winner**

[GridPoint Inc.](#), a leading clean tech company, has been selected as a winner of the *Red Herring* 100 Global Award. The award recognizes the top 100 tech start up companies in the world. Past award winners include Google, Yahoo!, Netscape and YouTube, among others. The winners were announced on December 4th at the *Red Herring* Global 2007 Awards Ceremony in Seattle, Wash.

"We are pleased to be named among this innovative group of global companies delivering value in many sectors," said Peter L. Corsell, president and CEO of GridPoint. "This is an exciting time in the energy industry, where GridPoint is working to transform the electric grid into a more intelligent and efficient delivery network."

GridPoint's innovative [smart grid platform](#) applies information technology to the electric grid to provide utilities with an intelligent network of distributed resources (e.g., advanced load control devices, batteries, solar systems) that reside at the home or business. Additionally, the platform's modular, scaleable and upgradeable architecture enables utilities to integrate new clean energy technologies (e.g., plug-in hybrid electric vehicles and fuel cells).

GridPoint also announced last month that it has been selected by the World Economic Forum as a Technology Pioneer 2008. Technology Pioneers are companies that have been identified as developing and applying highly transformational and innovative technologies in the areas of energy, biotechnology and health, and information technology. To be selected as a Technology Pioneer, a company must be involved in the development of life-changing technology innovation and have the potential for long-term impact on business and society. In addition, it must demonstrate visionary leadership, show all the signs of being a long-standing market leader – and its technology must be proven. Previous Technology Pioneers have included Business Objects, Cambridge Silicon Radio, Corel Corporation, Encore Software, Google, Mozilla Corporation and Napster.

Advantage Capital first invested in GridPoint in 2006 with funds raised in connection with the Washington, D.C., Certified Capital Company program. Read more about GridPoint's latest announcements [here](#).

## **Singulex collaborates with Washington University and receives NCI grant to enhance biomarker assay development**

St. Louis-based [Singulex](#) has announced two collaborations to advance biomarker assay development for use in research and development. The company is working with researchers at Washington University School of Medicine to increase the clinical utility of both validated and recently discovered biomarkers in human disease. In addition, Singulex will receive a \$900,000 contract from the National Cancer Institute (NCI) to create biomarker assays to predict patient response to and efficacy of cancer drugs in development.

"We are pleased to collaborate with Singulex to evaluate this innovative technology that was developed here in St. Louis," said Samuel Stanley, M.D., vice chancellor of research at Washington University. "Together with Singulex, we want to determine whether the Erenna system can assess the effectiveness of novel anti-cancer drugs early in their development and predict patients' responses to their therapies."

Singulex develops and commercializes innovative technology solutions that enable disease understanding and management for life science researchers and clinicians. Advantage made its investment in Singulex with funds raised in connection with the federal New Markets Tax Credit program. For more on Singulex, go [here](#).

## **TomoTherapy, a Wisconsin CAPCO investment, expands international presence with six new distribution agreements**

Madison-based [TomoTherapy, Inc.](#) is expanding its presence within the global radiation therapy marketplace with six new distribution agreements in Israel, Greece, Poland, Turkey, Russia and the United Arab Emirates to market, sell and service the company's Hi-Art treatment system.

"We are pleased to expand our international presence," said Paul Baumgart, TomoTherapy's director of international distribution. "Until today, our sales efforts have primarily focused on North America, Western Europe and Asia. With these new partners in place, we take another step toward bringing a superior radiation therapy solution to cancer centers and their patients throughout the world."

TomoTherapy has developed, manufactures and sells the TomoTherapy Hi-Art treatment system, an advanced radiation therapy system for the treatment of a wide variety of cancers. The Hi-Art treatment system combines integrated CT imaging with conformal radiation therapy to deliver sophisticated radiation treatments with speed and precision while reducing radiation exposure to surrounding healthy tissue.

Advantage, working with local partner Venture Investors, first invested in TomoTherapy in 2000 through Wisconsin's Certified Capital Company program. The company went public in May 2007, raising a total of \$185 million. Read more about the

company's recent announcements [here](#).

## ADVANTAGE PEOPLE

### **Advantage Capital's Tony Toups named to Louisiana's Hurricane Recovery Advisory Council**



Louisiana Governor-elect Bobby Jindal has selected Advantage Capital vice president W. Anthony "Tony" Toups III to serve on his Hurricane Recovery Advisory Council. This transition task force will help to prioritize the list of hurricane recovery issues that the new administration will need to immediately address upon taking office.

In his initial charge to the task force, Hurricane Recovery Group Chairman Randy Roach, City of Lake Charles Mayor, noted the devastating impact of both Hurricanes Katrina and Rita on the entire coast of Louisiana, stating "there is still a lot of work to be done. But if it is done right, future generations will inherit a state of opportunity."

Toups, an attorney in Advantage's New Orleans office, focuses on public policy, particularly economic development, capital formation and tax policy.

## ABOUT US

[Advantage Capital Partners](#) is a venture capital and private equity firm focused on investing in promising companies located in areas underserved by traditional venture capital. With offices and partners in New Orleans, St. Louis, Austin, Washington, D.C. and other U.S. cities, Advantage Capital has raised more than \$800 million in institutional venture capital since 1992.

### **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 in the state.

## **About the 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.