

ADVANTAGE CAPITAL PARTNERS

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Advantage Capital News

District-based tech firm agencyQ obtains \$1.6 million investment from Advantage Capital

[Advantage Capital Partners](#) invested \$1.6 million in [agencyQ, Inc.](#), an interactive technology services firm based in Washington, D.C. agencyQ is a leading developer of websites and online marketing strategies for a wide range of clients, many of whom are nationally recognized blue-chip companies. agencyQ also combines its design, marketing and technology expertise to help local small businesses and non-profits achieve their online goals and execute their business initiatives.

"We were seeking growth capital from conventional lenders when we were introduced to Advantage Capital," said Sean Breen, founder and CEO of agencyQ. "The flexible financing they were able to offer will enable agencyQ to continue to provide our clients with exceptional solutions."

The investment from Advantage Capital was raised in connection with the District's Certified Capital Company (CAPCO) Program, and will enable the company to continue to grow and create additional high-tech jobs in the D.C. area. To read more about this investment go [here](#).

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Advantage Capital recognized as "Hero of the Planet"



[Advantage Capital Partners](#) was recently recognized as a "Hero of the Planet" by the St. Louis Business Journal. The award honors businesses that have led the way in advancing and promoting environmental sustainability within the St. Louis region. Advantage Capital was selected as the sole honoree in the Sustainable Investments category. The award ceremony was held on October 27th at the Missouri Botanical Garden. Other winners included the Federal Reserve Bank of St. Louis (Sustainable Business Operations); Anheuser-Busch InBev (Sustainable Employee Programs); and McCormack Baron Salazar (Sustainable Communities). To read more about the award, go [here](#).

Since 2003, Advantage Capital has invested \$94 million in cleantech and related businesses. In 2010 alone, the 25 cleantech companies in Advantage Capital's portfolio prevented 112,000 metric tons of CO2 emissions, diverted 39,000 tons of material from landfills, eliminated importing and burning of 6.5 million gallons of petroleum products and replaced more than 1,300 tons of coal

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has partnered with its portfolio companies to help create more than 17,000 jobs nationwide and our investments have resulted in more than \$6 billion in follow-on capital.

Connecticut's Numet Machining Techniques receives senior financing from Advantage Capital, Ironwood Capital

[Advantage Capital Partners](#), in partnership with Avon-based [Ironwood Capital](#), has provided senior financing to [Numet Machining Techniques Inc.](#), a manufacturer of precision machined components for jet turbine engines utilized in a wide variety of commercial and military aircraft. The financing will enable the company to build upon its current capabilities and provide opportunities to achieve revenue growth and future job expansion. The financing was provided in conjunction with a recapitalization sponsored by Kidd & Company, LLC in partnership with Numet's two controlling shareholders.

"The investment from Advantage Capital and Ironwood Capital will enable the enhancement and expansion of our manufacturing facilities," said Numet's newly appointed CEO Andrew Gale. "Our high quality products remain in demand, and with more capacity we expect to be able to serve additional customers, keep our Connecticut employees working and add to our manufacturing base over time."

The investment from Advantage Capital was raised in connection with the Connecticut jobs statute, which was enacted in 2010 to stimulate economic development and job creation and retention. Since the fund was launched, Advantage Capital has invested nearly \$19 million in 11 Connecticut-based businesses. To read more about this investment go [here](#).

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Portfolio Company News

Advantage Capital portfolio companies rank on list of nation's 5,000 fastest growing private companies

[Inc. Magazine](#) is a business magazine dedicated exclusively to owners and managers of growing private companies that deliver solutions for today's innovative company builders. Each year, the magazine measures revenue growth of privately held companies based in the U.S. and publishes their results in a Top 5,000 list. The 2011 list includes four [Advantage Capital](#) portfolio companies: Texas-based [QuickOffice](#) ranked #839; Louisiana's [Bizzuka](#) ranked #2,517; Missouri-based [Appia Communications](#), which acquired Netlogic in 2010, ranked #2,611; and New York's [Synacor](#) ranked #3,060. To see the list in its entirety go [here](#).

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Mid America Brick wins Novogradac Non-Metro QLICI of the year

[Advantage Capital Partners](#) and [Mid America Brick](#), responsible for re-commissioning an idle face-brick production facility in Mexico, Missouri, were honored by the [Novogradac Community Development Foundation](#) (NCDF) with this year's non-metro qualified low-income community investment (QLICI) of the year. Each year, the NCDF recognizes outstanding CDEs and their New Markets Tax Credit projects for their achievements. The opening of Mid America Brick has been uplifting for the entire Mexico community and garnered praise from Missouri Governor Jay Nixon, U.S. Senator Kit Bond, and CDFI Program Operations Advisor Rosa Martinez. Most recently, the Obama administration selected Mid America Brick to host the first White House Business Council Roundtable meeting in Missouri. The award was presented to Advantage Capital at the 2011 New Markets Tax Credit Investors Conference on October 20th. To see a video about the Mid America Brick award, go [here](#).

Advantage Capital invested in Mid America Brick in 2010 with funds raised in connection with the federal and Missouri New Markets programs.

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CT portfolio company Greenleaf Biofuels secures funding for new plant

[Greenleaf Biofuels](#), based in Guilford, Connecticut, is a biodiesel processing company committed to producing American-made biofuels from recycled waste materials that will not only help secure U.S. energy independence, but also provide for a cleaner environment. The company recently closed on full project funding for its biodiesel plant, which will be located in New Haven. Beyond increasing the local availability of biodiesel, the plant will create 20 full-time jobs and several temporary construction jobs. To read more about the new plant go [here](#).

[Advantage Capital Partners](#) provided a pre-seed investment to Greenleaf Biofuels in 2010. The funding provided the company with working and growth capital, and the ability to fast track their development as well as attracting additional private dollars.

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Current Solutions, a Texas CAPCO investment, ranks #12 on list of 50 fastest growing Austin-area companies

[Current Solutions](#), a wholesale distributor of electrotherapy devices and accessories to medical supply organizations throughout the United States and Canada, was ranked #12 on the Austin Business Journal's list of fastest growing companies. The awards ranked Austin-area companies based on compounded annual average sales growth over the last three years. Current Solutions, established in 2009, experienced an annual compounded growth of 38.51% from 2008-2010. To see the list in its entirety go [here](#).

Advantage Capital invested in Current Solutions in 2010 with funds raised in connection with the Texas Certified Capital Company program.

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Advantage People

Michael Johnson wins Money Maker award from New Orleans CityBusiness



On October 7th, New Orleans CityBusiness held an awards ceremony to honor its inaugural class of Money Makers honorees, recognizing 50 financial professionals whose fiscal work, accomplishment and achievements have not only set the pace for their company, but the region as a whole. Advantage Capital managing director Michael Johnson was recognized in the investment category. Since joining Advantage Capital in 1998, Johnson has played an important role in securing hundreds of millions of dollars that has, in turn, been loaned to large and small businesses to help foster economic development in southern Louisiana. To read more about Johnson's accomplishments go [here](#).

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Timothy Hassler joins Advantage Capital as principal



[Advantage Capital](#) is proud to welcome a new principal, Timothy W. Hassler. Hassler will identify and screen potential new investment opportunities, conduct due diligence, and negotiate and close transactions in addition to managing existing investments and developing exit opportunities. Hassler comes to Advantage with more than 20 years of experience in banking and equity investing earned both at U.S. Bank in the commercial lending, capital markets and loan workout areas, and as co-founder, Chief Operating Officer and Chief Investment Officer of Patriot Capital Funding. He will be working out of Advantage Capital's St. Louis office. To read more about Timothy Hassler go [here](#).

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About Advantage Capital Partners

[Advantage Capital Partners](#) is a leading venture capital and 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 early stage equity, 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 \$1.6 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 [federal 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 has awarded tax credits based on applications submitted for each of the last seven years. Advantage Capital 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 programs

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, Illinois, Florida, Ohio, Kentucky, Maine and Oregon.

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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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