

ADVANTAGE CAPITAL PARTNERS

April-May 2011

Forward To A Friend 

Inside Advantage

In This Issue:

Advantage Capital News

[Advantage Capital invests \\$3.2 million in St. Louis manufacturer Thiel Tool](#)

[Advantage Capital, Ironwood Capital invest in three innovative Connecticut startup companies](#)

[Advantage Capital honored with Dealmaker of the Year Award](#)

Portfolio Company News

[Mid America Brick](#)

[SKYDEX](#)

[Manna Pro](#)

[Xiolink](#)

Advantage People

[Advantage Capital co-sponsors Startup Weekend](#)

[Reid Hutchins judges Emerging Business Competition](#)

[Philip Marshall is named to Florida Prepaid College Board](#)

About Us

[Advantage Capital Partners](#)

[Federal New Markets Tax Credit program](#)

[State New Markets Development program](#)

[Certified Capital Company program](#)

Advantage Capital News

Advantage Capital invests \$3.2 million in St. Louis manufacturer Thiel Tool

[Advantage Capital Partners](#) and its small business lending division, [BizCapital](#), have provided \$3.2 million in Missouri New Markets Development program financing to [Thiel Tool & Engineering](#), a woman-owned metal stamping manufacturer in north St. Louis. Thiel Tool & Engineering, Inc. was established in 1945 and the company has since upgraded their facilities with state-of-the-art metal stamping presses and completed a 30,000 square foot addition to their existing 70,000 square foot facility. The funding will allow the company to retain 50 full-time employees and enable additional growth over the next 12 months. To read more, go [here](#).

"Our business suffered from the economic downturn over the last several years just like many others," said Michele Thiel, President of Thiel Tool. "When we were unable to secure funding from conventional lenders we turned to BizCapital. Their flexibility and willingness to work with us on financing options means we can retain our employees and continue to operate our business here in St. Louis."

Enacted in 2007, the Missouri New Markets Development program is designed to enable job growth and retention in communities that historically have been underserved by traditional sources of capital.

[back to top](#)

Advantage Capital, Ironwood Capital invest in three innovative Connecticut startup companies

[Advantage Capital](#) and Avon-based [Ironwood Capital](#) announced early stage investments in three Connecticut startup companies. The funding will allow the startups to grow their businesses and continue to attract private investment dollars.

The Green Life Guides, LLC operates [The Green Bride Guide](#), an online site for green wedding ideas, products and services. [Hadapt, Inc.](#) is a data startup company that will use the venture funding to complete software development for general release later this year. [XLerant, Inc.](#) is a software solutions company that provides innovative, practical and powerful proprietary corporate budget preparation software for mid-sized and large organizations.

"We are excited to have received funding from Advantage Capital and Ironwood," said Kate Harrison, CEO of The Green Life Guides. "Their readiness and ability to invest in our

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.

company at such a critical phase of development means we can continue to provide green alternatives for brides seeking environmentally friendly wedding alternatives."

[back to top](#)

Advantage Capital Partners honored with Dealmaker of the Year Award

The [Louisiana Association for Corporate Growth](#) recently honored [Advantage Capital Partners](#) with the Dealmaker of the Year Award for playing an instrumental role in the growth and success of Louisiana CAPCO investment Fleetcor. The awards dinner was held on May 24th at the Hotel InterContinental New Orleans. To read more go [here](#).

[back to top](#)

Portfolio Company News

White House Business Council Roundtable held at Mid America Brick

[Mid America Brick & Structural Clay Products, LLC](#), responsible for re-commissioning and opening a shuttered brick manufacturing plant in Mexico, Missouri, recently hosted a White House Business Council Roundtable. The purpose of the Roundtable was for officials from the [USDA Rural Development's Rural Utilities Service](#) to meet with local business leaders to seek their input on ways that federal, state and local officials can help improve economic conditions and create jobs. To read more, go [here](#).

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

[back to top](#)

SKYDEX, a Colorado CAPCO investment, opens supply center in Kabul to serve U.S. forces on the ground in Afghanistan

[SKYDEX](#) is the industry leader in developing innovative impact mitigation, blast-limiting and vibration attenuation solutions for today's most demanding military and commercial applications. The company recently announced a new partnership with a supplier in Kabul which will allow SKYDEX to have their products on the ground, nearer to the troops, whereby they can provide them with needed protective gear at a moment's notice. SKYDEX products currently in use in Afghanistan include helmet pads, body armor, seat cushions and blast-mitigating convoy floor decking that has been installed on thousands of vehicles. To read more, go [here](#).

[Advantage Capital](#) first invested in SKYDEX in 2005 with funds raised in connection with the Colorado Certified Capital Companies program. Since the investment, SKYDEX has continued product development and occupied a new facility. The CAPCO investment served as a catalyst for \$16 million in follow-on capital at no additional cost to the state.

[back to top](#)

Advantage portfolio company Manna Pro Products acquires exclusive rights to three leading equine brands

[Manna Pro Products](#), the parent company of Manna Pro Products Florida, LLC, is an animal feed manufacturer and a national leader in the fields of animal health and nutrition. Manna Pro produces high-quality animal nutrition and care products for a broad range of animals. The recent acquisition includes the purchase of the Corona® and Horseman's Dream® animal care brands in addition to an exclusive license to market the Lexol® leather care brand to the equine market. The brands complement Manna Pro's existing product offerings and will be available wherever Manna Pro products are sold. To read more, go [here](#).

[Advantage Capital](#) invested in Manna Pro Products Florida in 2010 with funds raised in connection with the federal and state New Markets programs.

[back to top](#)

Missouri New Markets investment, Xiolink, wins 2011 InfoWorld Green 15 Award

[InfoWorld Media Group](#) named [Xiolink](#) a 2011 InfoWorld [Green 15 Award](#) winner for implementing green technology initiatives to create excellence and quality in its work environment. Xiolink, LLC, a provider of managed hosting and high-availability managed services to businesses and enterprise clients worldwide, recently relocated its headquarters to an historic building, which it completely renovated and retrofitted with green technology. To read more about the award, go [here](#).

[Advantage Capital](#) first invested in Xiolink in 2008 with funds raised in connection with the federal New Markets Tax Credit program and the Missouri New Markets Development program.

[back to top](#)

Advantage People

Advantage Capital co-sponsors Startup Weekend in Baton Rouge

On April 8th the first-ever [Louisiana Startup Weekend](#) commenced in Baton Rouge. Startup Weekend recruits a highly motivated group of developers, business managers, startup enthusiasts, marketing gurus and graphic artists to a 54-hour event that builds communities, companies and projects. As a co-sponsor, [Advantage Capital](#) provided support in planning, recruiting speakers and overall public relations efforts for the highly successful event, which drew a number of entrepreneurs eager to launch their ideas.

[back to top](#)



Advantage's Reid Hutchins judges final round for New York's Creative Core \$250,000 Emerging Business Competition

Reid Hutchins, senior vice president of [Advantage Capital](#), recently served as a judge in the final round for New York's Creative Core \$250,000 Emerging Business Competition (EBC). [The Creative Core EBC](#)

has served as a valuable pipeline development tool that now has identified more than 250 potential startups within the Central Upstate New York Region. The competition is part of CenterState CEO and the Central Upstate Regional Alliance's strategic plan to transform the region to a knowledge-based economy.

[back to top](#)



Philip Marshall is named to Florida Prepaid College

Advantage Capital principal Philip Marshall was recently named to the [Florida Prepaid College Board](#) as the designee for the Chief Financial Officer of Florida, Jeff Atwater. The board oversees about \$11 billion in investments and is the largest prepaid plan in the country. The Florida Prepaid College Board manages the Florida Prepaid College Plan and the Florida College Investment Plan. Both are tax-free 529 college savings plans authorized by Section 529 of the Internal Revenue Code.

[back to top](#)

About Us

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 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.

[back to top](#)

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 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.

[back to top](#)

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, Mississippi, Illinois, Florida, Ohio, Oklahoma and Kentucky.

[back to top](#)

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.

[back to top](#)

 [Click Here to Visit Our Website](#) 