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ADVANTAGE

CAPITAL

PARTNERS

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Welcome

Welcome to Advantage Capital Partners' electronic newsletter for September. We think you and other opinion leaders in business, finance, government, economic development and higher education will find this month's news to be informative.

News from Advantage

Advantage's Zajac named 2006 St. Louis entrepreneur of the year

Scott Zajac, senior managing director for Advantage Capital, has been named the 2006 Entrepreneur of the Year by the St. Louis Chapter of the [Entrepreneurs Organization \(EO\)](#), a global community designed to help member business owners achieve professional and personal fulfillment.

"We are proud to see a leader of the venture capital industry recognized for supporting entrepreneurship," said Mark Lewis, principal at Two Rivers Associates, speaking for the Missouri Venture Capital Association. "Scott's dedication to Advantage, his colleagues, our industry and the community sets an example for all of us." Zajac was recognized for his leadership in helping entrepreneurs succeed by providing support and funding for growing companies, as well as his active participation in several economic development and community service organizations. For more on this award, go [here](#).

Missouri entrepreneurs deserve a full range of financial resources, according to Advantage guest column in the *Kansas City Star*

Missouri has done a fine job of supporting small businesses; however, key to ensuring the state's long-term competitiveness in the global economy will be encouraging the continuing flow of capital to small businesses and entrepreneurs. Commenting in the *Kansas City Star's* business guest column, Advantage Capital Senior Vice President Carter Dunkin highlighted the importance of having a variety of financing resources available for Missouri entrepreneurs.

Several types and sources of capital are needed for different types of businesses in different industries -- just as a chef needs a variety of spices to prepare different foods, Dunkin wrote.

Missouri has recognized the value of access to capital in the past, with programs that have leveraged private capital and expertise, and must continue to do so by encouraging the flow of private capital through incentives, word of mouth and more success stories. Missourians also should support the formation and growth of local angel investor groups, tech transfer on university campuses, and improving Missouri companies' ability to attract Small Business Innovation Research (SBIR) and similar grants.

News about Advantage investments

Advantage invests in St. Louis waste disposal management firm

Waste Remedies, a consulting firm that enables companies to outsource waste disposal at sharply lower costs, has received \$8.5 million in funding from Advantage Capital Partners, Southwest Bank of St. Louis and management. Funds will be used for future growth and to consolidate operations in St. Louis.

"This financing enables Waste Remedies to capitalize on two key trends: corporate outsourcing and increased attention for cost-effective recycling and waste management," said Waste Remedies' chief executive, Tim Gray. "Waste Remedies has helped its clients reduce waste management costs by as much as half," said Jeremy Degenhart, Advantage vice president. "With the company's prospects and its environmental focus, the business opportunities are sizable and growing."

Advantage invested in Waste Remedies in connection with the federal New Markets Tax Credit program. To read more about this investment, go [here](#).

Advantage invests in Washington, D.C., philanthropic management technology company

CreateHope Inc., a provider of technologies supporting corporate, non-profit and government philanthropic programs, closed on a \$3.35 million Series C round of financing from Advantage Capital and Enhanced Capital Partners. The funds will be used to enhance sales initiatives and promote continued growth.

Based in Washington, D.C., CreateHope provides technology and services to clients so they can more efficiently administer their employee giving, matching gift, disaster relief and volunteer programs. In addition, CreateHope helps clients manage donor and volunteer relationships and increase their overall operations efficiency. "These funds will help us to continue to grow and build out additional products, in particular those assisting non-profit organizations," said Adam S. Goozh, the company's founder, president and chief executive officer.

Advantage invested in CreateHope in connection with the Washington, D.C., Certified Capital Companies program. Read more about this investment [here](#).

Florida's AuthenTec secures *The Wall Street Journal's* Technology Innovation Award

AuthenTec, a leader in biometric fingerprint sensor security, won *The Wall Street Journal's* 2006 Technology Innovation Award in the IT Security and Privacy category. AuthenTec was recognized for its fingerprint-reading technology, used in 150 different models of notebook and tablet PCs - including those made by Hewlett-Packard Co. and Lenovo - as well as 95 percent of all biometric cell phone models. In all, more than 10 million AuthenTec sensors are in use worldwide.

AuthenTec's sensors are based on the company's patented TruePrint® technology, which delivers more accurate readings by detecting fingerprint patterns below the surface of the skin. "This recognition reflects our commitment to continuously introduce innovative new fingerprint sensor solutions that help drive the adoption of biometrics in the consumer, commercial and

government markets," said Scott Moody, CEO of AuthenTec.

Advantage first invested in AuthenTec in 1999 through Florida's Certified Capital Companies program. The company is based in Melbourne, Fla. For more on AuthenTec's award, go [here](#).

HRI plans two-year \$55 million project in Jackson, Miss.

New Orleans-based [HRI Properties](#) is gearing up to redevelop a historic Jackson, Miss., landmark into a \$55 million mixed-use facility. The old King Edward Hotel, located in downtown Jackson, will house 172 hotel rooms, 50 loft apartments and condominiums, a fitness club, retail shops, and office space after the two-year project is complete, according to a report in the Jackson *Clarion-Ledger*. Developers, local politicians and business leaders expect the project to spark a boom in downtown development and demonstrate to other developers that the area can be redeveloped successfully.

HRI is committed to revitalizing low-income neighborhoods by transforming historical buildings into hotels, apartments, and other commercial assets. Citing the King Edward development, Pres Kabacoff, chief executive officer of HRI, told the newspaper it "is the kind of development that we see as an anchor for this neighborhood."

Advantage first invested in HRI in 1997.

Other News of Interest

SBA and JA Worldwide offer new resources for teen entrepreneurs

To help further the business success of young entrepreneurs, the Small Business Administration (SBA) and Junior Achievement Worldwide (JA) have developed three new online resources at the groups' joint Mind Your Own Business teen Web site, www.mindyourownbiz.org. The site offers a new student activities guide, volunteer guide and assessment tool - "Start it, Grow it, Own it!," which serve as companion tools to the existing student activities and volunteer guides to help young people starting, running or growing their own companies.

For more on the SBA and JA online resources, go [here](#).

About Us

[Advantage Capital Partners](#) is a private equity firm focused on investing in promising companies in connection with federal, state, and local economic development efforts. With offices in New Orleans, St. Louis, New York, Austin, Washington, D.C., Tampa, Madison, Denver and Huntsville, Advantage has raised more than \$700 million in institutional private equity since 1992 and has invested in companies and projects located in states and communities underserved by traditional venture capital.



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