

## **Small Business Investment Company (SBIC)**

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**The SBA licenses private venture-capital firms, small business investment companies and supplements their capital with U.S. government-guaranteed debentures or participating securities. SBICs make equity investments and long-term loans to small businesses.**

**The SBIC Program is operated directly from the U.S. Small Business Administration in Washington, D.C.**

**For general information call: 202/205-6510**

**To order a licensing kit or publication call 202/205-7589**

**For Washington State only**

**Pacific Northwest Partners SBIC, L.P.**

**Theodore M. Wight, Manager**

**Suite 800, Koll Center Bellevue**

**500 - 108<sup>th</sup> Avenue, NE.**

**Bellevue, WA 98004**

**206/646-7357**

**206/646-7356 (fax)**

**Preferred Investment Size: \$1,000,000**

**Investment Policy: Private Equity Investments**

**Industry Preference: Diversified, Retail, Healthcare, Technology**

**Geographic Preference: Pacific Northwest**



## SBIC Program Statistical Package

Jan 1997

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### Read About This Statistical Package

#### Table 16

##### SBIC Program Success Stories

The following well-known companies were financed  
by SBICs during their initial growth.

A&W Brands Holding Company  
Actel Corporation  
America OnLine  
Amgen, Inc.  
Apple Computer  
Acuson  
Adaptec  
Atmel Corporation  
BeautiControl  
Callaway Golf Company  
Centex Telemgt.  
Cerner  
Chesapeake Biological Labs  
Cognex Corporation  
Cray Research  
Cutter & Buck  
DH Technology  
Datastream Systems  
Devon Group, Inc.  
Duracraft Corporation  
Educational Development  
Encore Wire Corp.  
Envoy Corporation  
Federal Express  
Fiserv  
Fusion Systems Corp.  
Gendex  
General Sciences Corporation  
Genicom Corporation  
Global Village Communications  
Gymboree Corporation  
Hadron, Inc.  
Hanger Orthopedic Group, Inc.  
Harman International Ind.  
HS Resources, Inc.

Healthcare Services  
Healthsouth Rehabilitation  
Industrial Training Corp.  
Information Analysis, Inc.  
Intel Corporation  
Intertrans  
Kent Electronics  
Kronos, Inc.  
Maxim Intergrated Products  
Medar, Inc.  
Megatest Corporation  
Mentor Graphics  
Microcom  
Mother's Works  
Nelcor, Incorporated  
Neoterik Health Tech., Inc.  
NetFrame Systems, Inc.  
Network Systems  
New England Critical Care  
Opal  
Optical Data Systems  
Orbital Sciences Corporation  
Outback Steakhouse  
Peoplesoft, Inc.  
Petstuff, Inc.  
Protocol Systems, Inc.  
RF Power Products  
Rock Bottom Restaurants  
Sage Software  
Security Dynamics Technology  
Seitel  
Software Developers  
Staples  
Sun Microsystems  
Sybase, Inc.  
Synoptics Communications, Inc.  
Systems Center, Inc.  
Techne Corporation  
Teradata Corporation  
Terrano  
The Systems Center  
Tricord Systems, Inc.  
Universal Health Services  
Vertex Communications  
Wellfleet Communications  
Xilinx

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~~SMALL BUSINESS INVESTMENT COMPANIES (SBIC)~~ May 10, 1999

SBIC Program Licensees. --- May 5, 1998 - Alabama

Alabama Capital  
Corporation (SSBIC)  
David C. DeLaney, President  
16 Midtown Park East  
Mobile, AL 36606  
ph: (334)476-0700 FAX: (334)476-0026

Preferred Investment Size: \$500,000  
Investment Policy: Asset-based Loans w/ Equity  
Investment Type: All Stages  
Industry Preference: Diversified  
Geographic Preference: Southwestern Alabama

FJC Growth Capital  
Corporation (SSBIC)  
William B. Noojin, Manager  
200 Westside Square, Suite 340  
Huntsville, AL 35801  
ph: (256)922-2918 FAX: (256)922-2909

Preferred Investment Size: \$350,000 to \$500,000  
Investment Policy: Loans with Equity Features  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: South, SE, Mid-West

First SBIC of  
Alabama  
David C. DeLaney, President  
16 Midtown Park East  
Mobile, AL 36606  
ph: (334)476-0700 FAX: (334)476-0026

Preferred Investment Size: \$500,000  
Investment Policy: Asset-based Loans w/ Equity  
Investment Type: All Stages  
Industry Preference: Diversified  
Geographic Preference: Southwestern Alabama

Hickory Venture  
Capital Corporation  
J. Thomas Noojin, President  
301 Washington Street, NW  
Suite 100  
Huntsville, AL 35801  
ph: (256)539-1931 FAX: (256)539-5130

Preferred Investment Size: \$1 to \$2 Million  
Investment Policy: Equity, Convertible Debt  
Investment Type: Early Stage, Expansion, LBO, MBO  
Industry Preference: Healthcare, Security and Crime Prevention Retail  
Geographic Preference: Mid-Atlantic South, SW

Javelin Capital  
Fund, L.P.

include —  
SBIC info  
in final  
Corporate  
Sponsorship  
List.

Lyle Hohnke & Joan Neuschaler, Partners  
2850 Cahaba Road, Suite 240

Birmingham, AL 35223-  
ph: (205)870-4811 FAX: (205)870-4822

Preferred Investment Size: \$500,000 to \$2 MM  
Investment Policy: Equity and Related Investm.  
Investment Type: Seed, StartUp Early Stage Expansion  
Industry Preference: Health Care, Animal/Health Agri. Research Tech., Co  
Geographic Preference: Southeastern US

TD Javelin Capital Fund II, L.P.

Lyle Honke, Manager  
2850 Cahaba Road, Suite 240

Birmingham, AL 35223  
ph: (205)870-4811 FAX: (205)870-4822

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Sundance Venture  
Partners, L.P.  
Brian Burns, General Manager  
5030 E. Sunrise Drive, Suite 200

Phoenix, AZ 85044  
ph: (602)785-0725 FAX: (602)785-0753

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Sundance Venture  
Partners, L.P.  
(Main Office: Cupertino, CA)  
Gregory S. Anderson, Vice-President  
5030 E. Sunrise Drive, Suite 200  
Phoenix, AZ 85044  
ph: (602)252-3441 FAX: (408)257-8111

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Sundance Venture  
Partners, L.P. II  
Gregory Anderson & Brian Burns, Mgrs.  
5030 E. Sunrise Drive, Suite 200

Phoenix, AZ 85044  
ph: (602)252-3441 FAX: (602)252-1450

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Small Business  
Inv. Capital, Inc.  
Jerry W. Davis, President  
12103 Interstate 30  
Mail: P.O. Box 3627  
Little Rock, AR 72203  
ph: (501)455-6599 FAX: (501)455-6556

Preferred Investment Size: Up to \$230,000  
Investment Policy: Loans  
Investment Type: Start-Ups & Debt Consolidation  
Industry Preference: Supermarkets  
Geographic Preference: AR, OK, TX, LA

AVI Capital, L.P.

P. Wolken, B. Weinman & B. Grossi, Mgrs.  
One First Street, Suite 12  
Los Altos, CA 94022  
ph: (650)949-9862 FAX: (650)949-8510

Preferred Investment Size: \$1,000,000  
Investment Policy: Equity Only  
Investment Type: Seed, Early Stage  
Industry Preference: High Tech and Electronic Deals only  
Geographic Preference: California, West Coast

Allied Business  
Investors, Inc. (SSBIC)  
Jack Hong, President  
301 W. Valley blvd. Suite #208  
San Gabriel, CA 91776  
ph: (626)289-0186 FAX: (626)289-2369

Preferred Investment Size: \$50,000  
Investment Policy: Loans Only  
Investment Type: Early Stage  
Industry Preference: Diversified  
Geographic Preference: Los Angeles

Ally Finance Corp. (SSBIC)  
Eric Steinmann, CEO  
14011 Park Ave., Suite 310  
Victorville, CA 92392  
ph: (760)241-7025 FAX: (760)241-8232

Preferred Investment Size: \$500,000  
Investment Policy: Loans and/or Equity  
Investment Type: All Stages  
Industry Preference: Advertising, Construction, Telecomm.  
Geographic Preference: National

Asian American Capital

Corporation (SSBIC)  
Jennie Chien, Manager  
1251 West Tennyson Road  
Suite #4  
Hayward, CA 94544  
ph: (510)887-6888 FAX: (510)887-6897

Preferred Investment Size: \$50,000 to \$100,000  
Investment Policy: Secured Loans  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: Regional

Aspen Ventures  
West II, L.P.  
Alexander Cilento & David Crocket, Mgrs.  
1000 Fremont Avenue, Suite V  
Los Altos, CA 94024  
ph: (650)917-5670 FAX: (650)917-5677

Preferred Investment Size: \$500,000 to \$3 MM  
Investment Policy: Equity  
Investment Type: Seed, Early Stage  
Industry Preference: Information Technology  
Geographic Preference: Western U.S.

Astar Capital Corp. (SSBIC)  
George Hsu, President  
9537 E. Gidley Street  
Temple City, CA 91780  
ph: (626)350-1211 FAX: (626)443-5874

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

BT Capital  
Partners, Inc.  
(Main Office: New York, NY)  
300 South Grand Avenue  
Los Angeles, CA 90071  
ph:

Preferred Investment Size: \$5 to \$25 Million  
Investment Policy: Equity Investments  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

BankAmerica Ventures  
Carla Perumean, Senior Vice President  
950 Tower Lane, Suite 700  
Foster City, CA 94404  
ph: (415)378-6000 FAX: (415)378-6040

Preferred Investment Size: Up to \$5 Million  
Investment Policy: Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Medical Related Biotechnology, Communications, Electr  
Geographic Preference: National

Bay Partners

SBIC II, L.P.  
John Friedenrich & Neal Dempsey, Mgrs.  
10600 N. DeAnza Boulevard  
Suite 100  
Cupertino, CA 95014  
ph: (408)725-2444 FAX: (408)446-4502

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Bay Partners

SBIC, L.P.  
John Freidenrich & Neal Dempsey, Mgrs.  
10600 North De Anza Blvd.  
Suite 100  
Cupertino, CA 95014  
ph: (408)725-2444 FAX: (408)446-4502

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Bentley Capital (SSBIC)  
John Hung, President  
592 Vallejo Street, Suite #2  
San Francisco, CA 94133  
ph: (415)362-2868 FAX: (415)398-8209

Preferred Investment Size: \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage  
Industry Preference: Diversified  
Geographic Preference: West

Best Finance

Corporation (SSBIC)  
Yong Ho Park, General Manager  
3540 Wilshire Blvd., Suite 804  
Los Angeles, CA 90010  
ph: (213)385-7030 FAX: (213)385-7130

Preferred Investment Size: \$50,000  
Investment Policy: Loans and/or Equity  
Investment Type: Purchase, Seed, Expansion  
Industry Preference: Diversified  
Geographic Preference: California

Calsafe Capital Corp. (SSBIC)  
Ming-Min Su, President, Director & Mgr.  
245 East Main Street, Suite 107  
Alhambra, CA 91801  
ph: (626)289-3400 FAX: (626)300-8025



Preferred Investment Size: Up to \$450,000  
Investment Policy: Loans and Equity Investments  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Canaan SBIC, L.P.  
(Main Office: Rowayton, CT)  
Eric Young, Manager  
2884 Sand Hill Road  
Menlo Park, CA 94025  
ph: (415)854-8082 FAX: (415)854-8127

Preferred Investment Size: \$2,000,000  
Investment Policy: Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Capstone Ventures  
SBIC, L.P.  
Barbara Santry & Gene Fischer, Managers  
3000 Sand Hill Road  
Building 1, Suite 290  
Menlo Park, CA 94025  
ph: (650)854-2523 FAX: (650)854-9010

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Charterway Investment  
Corporation (SSBIC)  
Edmund C. Lau, Chairman

9660 Flair Dr., Suite 328  
El Monte, CA 91731  
ph: (626)279-1189 FAX: (626)279-9062

Preferred Investment Size: \$100,000 to \$450,000  
Investment Policy: Loans  
Investment Type: Expansion  
Industry Preference: Retail/ Wholesale  
Geographic Preference: Los Angeles County

Critical Capital  
Growth Fund, L.P.  
Steven Sands & Allen Gold, Mgrs.  
17 East Sir Francis Drake Blvd.  
Suite 230  
Larkspur, CA 94939  
ph: (415)464-5720 FAX: (415)464-5701

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Draper Associates,  
a California LP  
Timothy C. Draper, President  
400 Seaport Court, Suite 250  
Redwood City, CA 94063  
ph: (650)599-9000 FAX: (650)599-9726

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Draper-Richards L.P.  
William Draper III, President  
50 California Street  
Suite 2925  
San Francisco, CA 94111  
ph: (415)616-4050 FAX: (415)616-4060

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Far East Capital Corp. (SSBIC)  
Tom Wang, Manager  
977 N. Broadway, Suite 401  
Los Angeles, CA 90012  
ph: (213)687-1361 FAX: (213)626-7497

Preferred Investment Size: \$250,000  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: California

First American Capital  
Funding, Inc. (SSBIC)  
Chuoc Vota, President  
10840 Warner Avenue, Suite 202  
Fountain Valley, CA 92708  
ph: (714)965-7190 FAX: (714)965-7193

Preferred Investment Size: \$50,000  
Investment Policy: Loans  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Medical/Health  
Geographic Preference: California

Fourteen Hill  
Capital, L.P.  
Bradley Rotter & Alan Perper, Managers  
1700 Montgomery Street, Suite 250

San Francisco, CA 94111  
ph: (415)394-9469 FAX: (415)394-9471

Preferred Investment Size:  
Investment Policy:  
Investment Type:

Industry Preference:  
Geographic Preference:

Fulcrum Venture  
Capital Corporation (SSBIC)  
Brian Argrett, President  
300 Corporate Pointe, Suite 380  
Culver City, CA 90230  
ph: (310)645-1271 FAX: (310)645-1272

Preferred Investment Size: \$500,000  
Investment Policy: Sub. Debentures & Equity  
Investment Type: Expansion, Acquisition \$1M in sales  
Industry Preference: Low/Med Tech, Manufacturing, Communications, Service  
Geographic Preference: West Coast, prefer CA

Hall, Morris  
& Druvva II, L.P.  
Ronald J. Hall, Managing Director  
26161 La Paz Road, Suite E  
Mission Viejo, CA 92691  
ph: (714)707-5096 FAX: (714)707-5121

Preferred Investment Size: FULLY INVESTED  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Imperial Ventures,  
Inc.  
Christian Hobbs, Vice President  
9920 South La Cienega Blvd.  
Mail: P.O. Box 92991; L.A. 90009-2991  
Inglewood, CA 90009  
ph: (310)417-5409 FAX: (310)417-5781

Preferred Investment Size: Under \$1 Million  
Investment Policy: Debt or Equity  
Investment Type: Expansion, Acquisition  
Industry Preference: Healthcare Technology, Financial Serv  
Geographic Preference: California

Kline Hawkes  
California SBIC, LP  
Frank R. Kline, Manager  
11726 San Vicente Blvd.  
Suite 300  
Los Angeles, CA 90049  
ph: (310)442-4700 FAX: (310)442-4707

Preferred Investment Size: \$3 to \$7 Million  
Investment Policy: Equity  
Investment Type: Expansion Capital MBO  
Industry Preference: InfoTechnology Medical Serv. Defense spin-out  
Enviro  
Geographic Preference: California

LaiLai Capital Corp. (SSBIC)  
Danny Ku, President  
223 E. Garvey Avenue, Suite 228

Monterey Park, CA 91754  
ph: (626)288-0704 FAX: (626)288-4101

Preferred Investment Size: \$150,000  
Investment Policy: Loans and Equity  
Investment Type: Seed, Early Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: California

Magna Pacific  
Investments (SSBIC)  
David Wong, President  
330 North Brand Boulevard, Suite 670  
Glendale, CA 91203  
ph: (818)547-0809 FAX: (818)547-9303

Preferred Investment Size: \$50,000 to \$300,000  
Investment Policy: Loan and/or Equity  
Investment Type: All Stages  
Industry Preference: Hi-Tech, Medical/Health Defense Contractors  
Geographic Preference: National

Marwit Capital  
Company, L.P.  
Matthew Witte, President  
180 Newport Center Drive  
Suite 200  
Newport Beach, CA 92660  
ph: (949)640-6234 FAX: (949)720-8077

Preferred Investment Size: \$500,000 to \$2 MM  
Investment Policy: Subordinated Debt w/ Equity  
Investment Type: Expansion, Acquisitions Buyouts  
Industry Preference: Diversified  
Geographic Preference: Western U.S.

New Vista Capital Fund, L.P.  
Roger Barry and Frank Greene, Managers  
540 Cowper Street, Suite 200  
Palo Alto, CA 94301  
ph: (650)329-9333 FAX: (650)328-9434

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Novus Ventures, L.P.  
Daniel D. Tompkins, Manager  
20111 Stevens Creek Boulevard  
Suite 130  
Cupertino, CA 95014  
ph: (408)252-3900 FAX: (408)252-1713

Preferred Investment Size: \$400,000 to \$1 MM  
Investment Policy: Convertible Debt Convert. Stock  
Investment Type: Early Stage, Expansion  
Industry Preference: Information Technology  
Geographic Preference: Western U.S.

Opportunity Capital  
Corporation (SSBIC)  
J. Peter Thompson, President  
2201 Walnut Avenue, Suite 210  
Fremont, CA 94538  
ph: (510)795-7000 FAX: (510)494-5439

Preferred Investment Size: \$300,000  
Investment Policy: Debt with Warrants, Equity  
Investment Type: Expansion, Later Stage, Acquisitions  
Industry Preference: Manufacturing, Healthcare, Telecommunicate  
Geographic Preference: West Coast, National

Opportunity Capital  
Partners II, L.P. (SSBIC)  
J. Peter Thompson, General Partner  
2201 Walnut Avenue, Suite 210  
Fremont, CA 94538  
ph: (510)795-7000 FAX: (510)494-5439

Preferred Investment Size: \$1,500,000  
Investment Policy: Debt with Warrants, Equity  
Investment Type: Expansion, Later Stage, Acquisition  
Industry Preference: Manufacturing, Healthcare, Telecommunicate  
Geographic Preference: West Coast, National

Pacific Mezzanine  
Fund, L.P.  
Nathan W. Bell, General Partner  
2200 Powell St., Suite 1250  
Emeryville, CA 94608  
ph: (510)595-9800 FAX: (510)595-9801

Preferred Investment Size: \$2 to \$5 Million  
Investment Policy: Loans with Equity Features  
Investment Type: Expansion, Later Stage, Buyouts  
Industry Preference: Diversified  
Geographic Preference: Western US

Pinecreek Capital Partners, L.P.  
Randall F. Zurbach, President  
24 Corporate Plaza, Suite 160  
Newport Beach, CA 92660  
ph: (949)720-4620 FAX: (949)720-4629

Preferred Investment Size: \$500,000 to \$3 Mill  
Investment Policy: Sub Debt with Warrants  
Investment Type: Later Stage, Growth Acquisition  
Industry Preference: Diversified  
Geographic Preference: Western US

Positive Enterprises,  
Inc. (SSBIC)  
Kwok Szeto, President  
1489 Webster Street, Suite 228  
San Francisco, CA 94115  
ph: (415)885-6600 FAX: (415)928-6363

Preferred Investment Size: Up to \$150,000  
Investment Policy: Loans, Equity

Investment Type: Expansion, Early Stage, Later Stage  
Industry Preference: Diversified, Senior Home Care/Rest Homes, Manufactur  
Geographic Preference: North, Regional

San Joaquin Business

Investment Group Inc (SSBIC)  
Eugene Waller, President  
1900 Mariposa Mall, Suite 100  
Fresno, CA 93721  
ph: (209)233-3580 FAX: (209)233-3709

Preferred Investment Size: \$100,000 to \$300,000  
Investment Policy: Loans and Equity  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: West Coast

Sorrento Growth

Partners I, L.P.  
Robert Jaffe, Manager  
4370 La Jolla Village Drive, Suite 1040  
San Diego, CA 92122  
ph: (619)452-3100 FAX: (619)452-7607

Preferred Investment Size: \$2 Million  
Investment Policy: Loans and Equity Investments  
Investment Type: Early Stage  
Industry Preference: Med./Health, Special Retail Communications/ Electron  
Geographic Preference: Southern California

Sundance Venture

Partners, L.P.  
Brian Burns, General Manager  
10600 N. DeAnza Blvd., Suite 215  
Cupertino, CA 95014  
ph: (408)257-8100 FAX: (602)252-1450

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Tangent Growth Fund, L.P.

Alexander H. Schilling, Manager  
180 Geary Street, Suite 500  
San Francisco, CA 94108  
ph: (415)392-9228 FAX: (415)392-1928

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

TeleSoft

Partners IA L.P.  
Arjun Gupta, Manager  
1450 Fashion Island Boulevard  
Suite 610  
San Mateo, CA 94404

ph: (650)358-2500 FAX: (650)358-2501

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

UnionBanCal  
Venture Corporation  
Robert S. Clarke, President  
445 South Figueroa Street  
P.O. Box 3100  
Los Angeles, CA 90071  
ph: (213)236-4092 FAX: (213)629-5328

Preferred Investment Size: \$1,000,000  
Investment Policy: Loans with Equity  
Investment Type: Expansion  
Industry Preference: Communications Cable TV Television Radio  
Geographic Preference: National

Viridian Capital, L.P.

Christine Cordaro, Contact  
220 Montgomery Street  
Suite 946  
San Francisco, CA 94104  
ph: (415)391-8950 FAX: (415)391-8937

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

VK Capital Company  
Franklin Van Kasper, General Partner  
600 California Street, Suite 1700  
San Francisco, CA 94108  
ph: (415)391-5600 FAX: (415)397-2744

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Walden-SBIC, L.P.  
Arthur S. Berliner, Manager  
750 Battery Street, 7th Floor  
San Francisco, CA 94111  
ph: (415)391-7225 FAX: (415)391-7262

Preferred Investment Size: \$3,000,000  
Investment Policy: Equity  
Investment Type: Seed, Early, Expansion, Later Stages  
Industry Preference: Diversified  
Geographic Preference: Western Region

Wells Fargo SBIC, Inc.

Richard Green & Steven Burge, Managers  
One Montgomery Street  
West Tower, Suite 2530  
San Francisco, CA 94104  
ph: (415)222-1800 FAX: (415)765-1569

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Western General  
Capital Corporation (SSBIC)  
Alan Thian, President  
13701 Riverside Drive, Suite 610  
Sherman Oaks, CA 91423  
ph: (818)907-8272 FAX: (818)905-9220

Preferred Investment Size: \$100,000 to \$300,000  
Investment Policy: Loans Only  
Investment Type: Later Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Regional

Woodside Fund III  
SBIC, L.P.  
Vincent Occhipinti & Frank Mendicino  
850 Woodside Drive

Woodside, CA 94062  
ph: (650)368-5545 FAX: (650)368-2416

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

CapEx L.P.

Jeffrey Ross, Manager  
1670 Broadway, Suite 3350

Denver, CO 80202  
ph: (303)869-4700 FAX: (303)869-4602

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Hanifen Imhoff  
Mezzanine Fund, L.P.  
Edward C. Brown, Manager  
1125 17th Street, Suite 1820  
Denver, CO 80202  
ph: (303)291-5209 FAX: (303)291-5327

Preferred Investment Size: \$1 to \$3 Million



Investment Policy: Debt with Equity Features  
Investment Type: Later Stage MBO/LBO Acquisition  
Industry Preference: Manufacturing, Distribution  
Geographic Preference: Nat. Midwest Rocky Mt.

Rocky Mountain  
Mezzanine Fund II  
Edward Brown & Paul Lyons, Mgrs.  
1125 17th Street, Suite 1500

Denver, CO 80202  
ph: (303)291-5209 FAX: (303)291-5327

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

AB SBIC, Inc.  
Adam J. Bozzuto, President  
275 School House Road  
Cheshire, CT 06410  
ph: (203)272-0203 FAX: (203)250-2954

Preferred Investment Size: \$200,000  
Investment Policy: Loans  
Investment Type: Expansion  
Industry Preference: Food Stores  
Geographic Preference: North

Canaan SBIC, L.P.  
Gregory Kopchinsky, Manager  
105 Rowayton Avenue  
Rowayton, CT 06853  
ph: (203)855-0400 FAX: (203)854-9117

Preferred Investment Size: \$3,000,000  
Investment Policy: Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Info Tech, Healthcare, Distribution  
Geographic Preference: National

Capital Resource Co.  
of Connecticut  
Morris Morgenstein, General Partner  
Two Bridgewater Road  
Farmington, CT 06032  
ph: (860)677-1113 FAX: (860)677-5414

Preferred Investment Size: \$200,000 to \$300,000  
Investment Policy: Loans and Some Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified, Security Guard Taxicab Industry  
Geographic Preference: North

First New England  
Capital, LP  
Richard C. Klaffky, President

100 Pearl Street  
Hartford, CT 06103  
ph: (860)293-3333 FAX: (860)293-3338

Preferred Investment Size: \$50,000 to \$1 MM  
Investment Policy: Loans/Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Manufacturing, Distribution  
Geographic Preference: Northeast

Imprimis SB, LP

Charles Davidson, Joseph Jacobs, Mgrs.  
411 West Putnam Avenue

Greenwich, CT 06830  
ph: (203)862-7074 FAX: (203)862-7374

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Marcon Capital Corp.  
Robert Mahoney & Todd Enright, Mgrs.  
1470 Barnum Ave., Suite 301  
Bridgeport, CT 06610  
ph: (203)337-4444 FAX: (203)337-4449

Preferred Investment Size: up to \$500,000  
Investment Policy: Sub Debt with Equity Features  
Investment Type: Expansion Acquisition Later Stage  
Industry Preference: Manufacturing Distribution  
Geographic Preference: Northeast, Mid-Atlantic

RFE Capital  
Partners, L.P.  
Robert M. Williams, Managing Partner  
36 Grove Street  
New Canaan, CT 06840  
ph: (203)966-2800 FAX: (203)966-3109

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

RFE Investment  
Partners V, L.P.  
James A. Parsons, General Partner  
36 Grove Street  
New Canaan, CT 06840  
ph: (203)966-2800 FAX: (203)966-3109

Preferred Investment Size: \$5 to \$9 Million  
Investment Policy: Prefer Equity Investments  
Investment Type: Later Stage, Expansion, Acquisitions  
Industry Preference: Manufacturing & Services  
Geographic Preference: National, Eastern US

RFE VI SBIC, L.P.

James Parsons & Robert Williams, Mgrs.  
36 Grove Street

New Canaan, CT 06840  
ph: (203)966-2800 FAX: (203)966-3109

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Blue Rock  
Capital, L.P.  
Virginia Bonker & Paul Collison, Mgrs.  
5803 Kennett Pike, Suite A  
Wilmington, DE 19807-1135  
ph: (302)426-0981 FAX: (302)426-0982

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

PNC Capital Corp.  
Gary J. Zentner, President  
300 Delaware Avenue, Suite 304  
Wilmington, DE 19801  
ph: (302)427-5895 FAX: (412)762-6233

Preferred Investment Size: \$2 to \$10 Million  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: No Real Estate or Tax Oriented Investments  
Geographic Preference: East of the Mississippi

Allied Investment  
Corporation  
Kelly Anderson, Controller  
1919 Pennsylvania Avenue, NW  
Washington, DC 20006-3434  
ph: (202)973-6328 FAX: (202)331-2434

Preferred Investment Size: \$2 to \$8 Million  
Investment Policy: Subordinate Debt with Equity  
Investment Type: Later Stage  
Industry Preference: All Industries, but Biotech  
Geographic Preference: National

Broadcast Capital,  
Inc. (SSBIC)  
John E. Oxendine, President  
1700 K Street, NW  
Suite 405  
Washington, DC 20006  
ph: (202)496-9250 FAX: (202)496-9259

Preferred Investment Size: \$250,000 to \$500,000  
Investment Policy: Debts and Equity Investments  
Investment Type: Start-up, Expansion, Later Stage  
Industry Preference: Broadcast and Communications Related  
Geographic Preference: National

Capitol Health  
Partners, L.P.  
Debora Guthrie, Manager  
2620 P Street, NW

Washington, DC 20007  
ph: (202)342-6300 FAX: (202)342-6399

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Multimedia Broadcast  
Investment Corp. (SSBIC)  
Walter L. Threadgill, President  
3101 South Street, NW

Washington, DC 20007  
ph: (202)293-1166 FAX: (202)293-1181

Preferred Investment Size: \$200,000 to \$500,000  
Investment Policy: Debt and/or Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Telecommuni- ications, and Broadcasting  
Geographic Preference: Nationwide

Women's Growth Capital  
Fund, LLLP  
Patty Abramson & Rob Stein, Managers  
1029 31st Street, N.W.

Washington, DC 20007  
ph: (202)342-1431 FAX: (202)342-1203

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Capital International

Manuel Iglesias, Contact  
One S.E. Third Avenue, Suite 2255

Miami, FL 33131  
ph: (305)373-6500 FAX: (305)373-6700

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Market Capital Corp.  
Eugene C. Langford, President  
1715 W. Cleveland Street  
Tampa, FL 33606  
ph: (813)251-6055 FAX: (813)251-1900

Preferred Investment Size: \$157,000  
Investment Policy: Secured Loans  
Investment Type: All Stages  
Industry Preference: Retail Grocery  
Geographic Preference: Florida

PMC Investment  
Corporation (SSBIC)  
(Main Office: Dallas, TX)  
AmeriFirst Bank Building, 2nd Floor S  
18301 Biscayne Boulevard  
N. Miami Beach, FL 33160  
ph: (305)933-5858 FAX: (305)931-3054

Preferred Investment Size: \$1.5 Million  
Investment Policy: Secured Lender  
Investment Type: All Stages including Start-ups  
Industry Preference: Diversified - Specializing in Motel and Franchises  
Geographic Preference: National

Western Financial  
Capital Corporation  
(Main Office: Dallas, TX)  
AmeriFirst Bank Building, 2nd Floor S  
18301 Biscayne Boulevard  
N. Miami Beach, FL 33160  
ph: (305)933-5858 FAX: (305)931-3054

Preferred Investment Size: \$1.5 Million  
Investment Policy: Secure Lender  
Investment Type: All Stages including Start-ups  
Industry Preference: Diversified - Specializing in Motel & Franchise  
Geographic Preference: National

Cordova Enhanced Fund, L.P.

Paul DiBella & Ralph Wright, Managers  
2500 North Winds Parkway  
Suite 475  
Alpharetta, GA 30004  
ph: (678)942-0300 FAX: (678)942-0301

Preferred Investment Size: \$1 to \$3 Million  
Investment Policy: Equity and/or Debt w/ Warrants  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Southeast

EGL/NatWest Ventures  
USA, L.P.  
Salvatore Massaro, Manager  
6600 Peachtree-Dunwoody Road  
300 Embassy Row, Suite 630  
Atlanta, GA 30328  
ph: (770)399-5633 FAX: (770)393-4825

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

First Growth  
Capital, Inc. (SSBIC)  
Vijay K. Patel, President  
P.O. Box 815  
I-75 & GA 42, Best Western Plaza  
Forsyth, GA 31029  
ph: (912)994-9260 FAX: (912)994-1280

Preferred Investment Size: \$200,000  
Investment Policy: Mezznine with Equity  
Investment Type: Expansion Stage  
Industry Preference: Diversified  
Geographic Preference: National

Wachovia Capital  
Associates, Inc.  
Matthew J. Sullivan, Managing Director  
191 Peachtree Street, N.E.  
26th Floor  
Atlanta, GA 30303  
ph: (404)332-1437 FAX: (404)332-1455

Preferred Investment Size: \$2 to \$10 Million  
Investment Policy: Early Stage, Expansion  
Investment Type: Early, Later Expansion  
Industry Preference: Diversified  
Geographic Preference: Southeast

Pacific Century SBIC, Inc.  
Robert Paris, President  
130 Merchant St. 12th Floor  
Mail:PO Box 2900, Honolulu HI 96846-6000  
Honolulu, HI 96813  
ph: (808)537-8613 FAX: (808)521-7602

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Pacific Venture  
Capital, Ltd. (SSBIC)  
Dexter J. Taniguchi, President  
222 South Vineyard Street  
PH.1  
Honolulu, HI 96813  
ph: (808)521-6502 FAX: (808)521-6541

Preferred Investment Size: \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified

Geographic Preference: Regional

ABN AMRO Capital  
(USA) Inc.  
Paul Widuch, Chairman  
135 South LaSalle Street  
Chicago, IL 60674  
ph: (312)904-6445 FAX: (312)904-6376

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

BMO Nesbitt Burns Equity Investments  
William C. Morro, President  
111 West Monroe Street  
20th Floor  
Chicago, IL 60603  
ph: (312)461-2021 FAX: (312)765-8000

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Continental Illinois  
Venture Corp.  
Christopher J. Perry, President  
209 South LaSalle Street  
Mail: 231 South LaSalle Street  
Chicago, IL 60697  
ph: (312)828-8023 FAX: (312)987-0887

Preferred Investment Size: \$5 to \$25 Million  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

First Chicago Equity  
Corporation  
David J. Vitale, President  
Three First National Plaza  
Suite 1330  
Chicago, IL 60670  
ph: (312)895-1000 FAX: (312)895-1001

Preferred Investment Size: \$2,000,000 and up  
Investment Policy: Equity  
Investment Type: Expansion, Later Stage, Buyouts  
Industry Preference: Diversified  
Geographic Preference: National

Heller Equity  
Capital Corporation  
Charles Brisman, Steven Miriani  
500 West Monroe Street  
Chicago, IL 60661

ph: (312)441-7200 FAX: (312)441-7208

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Midwest Mezzanine  
Fund II, L.P.  
David Gezon & Allan Kayler, Mgrs.  
208 South LaSalle Street  
10th Floor  
Chicago, IL 60604  
ph: (312)855-7140 FAX: (312)553-6647

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Peterson Finance and  
Investment Company (SSBIC)  
James S. Rhee, President  
3300 West Peterson Avenue, Suite A  
Chicago, IL 60659  
ph: (312)539-0502 FAX: (312)583-6714

Preferred Investment Size: \$50,000 to \$200,000  
Investment Policy: Loans  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Polestar Capital, Inc. (SSBIC)  
Wallace Lennox, President  
180 N. Michigan Avenue, Suite 1905  
Chicago, IL 60601  
ph: (312)984-9875 FAX: (312)984-9877

Preferred Investment Size: \$350,000 to \$700,000  
Investment Policy: Primarily Equity  
Investment Type: Early to Later Stages  
Industry Preference: Manufacturing or Proven Technology Areas  
Geographic Preference: National

Prairie Capital  
Mezzanine Fund, L.P.  
Bryan Daniels & Stephen King, Partners  
300 S. Wacker Drive  
Suite 1050  
Chicago, IL 60606  
ph: (312)360-1133 FAX: (312)360-1193

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:



Shorebank Capital  
Corporation  
David Shryock, CEO  
7936 S. Cottage Grove Ave.  
Chicago, IL 60619  
ph: (773)371-7030 FAX: (773)371-7035

Preferred Investment Size: \$100,000 to \$500,000  
Investment Policy: Equity and Loans  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Mid-West

Walnut Capital Corp.  
Burton W. Kanter, Chairman of the Board  
Two North LaSalle Street, Suite 2200  
Chicago, IL 60602  
ph: (312)269-1700 FAX: (312)269-1747

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

1st Source Capital  
Corporation  
Eugene L. Cavanaugh, Jr., Vice President  
100 North Michigan Street  
Mail: P.O. Box 1602; South Bend 46634  
South Bend, IN 46601  
ph: (219)235-2180 FAX: (219)235-2227

Preferred Investment Size: \$300,000 to \$500,000  
Investment Policy: Equity, Debt with Equity  
Investment Type: Later Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Midwest

Cambridge  
Ventures, LP  
Ms. Jean Wojtowicz, President  
8440 Woodfield Crossing, #315  
Indianapolis, IN 46240  
ph: (317)469-9704 FAX: (317)469-3926

Preferred Investment Size: \$100,000 to \$750,000  
Investment Policy: Subordinate Debt and/or Equity  
Investment Type: Expansion, Acquisition  
Industry Preference: Diversified, Manufacturing  
Geographic Preference: Within 200 miles of IN

White River Venture  
Partners, LP  
Sam Surphin & Marc DeLong, Managers  
3603 East Raymond St.

Indianapolis, IN 46203-4762

ph: (317)547-7621 FAX: (317)791-2935

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Berthel SBIC, LLC

Jim Thorp & Henry Madden, Mgrs.  
100 2nd Street, SE

Cedar Rapids, IA 52407  
ph: (319)365-2506 FAX: (319)365-9141

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

MorAmerica Capital  
Corporation  
David R. Schroder, President  
101 2nd Street, SE  
Suite 800  
Cedar Rapids, IA 52401  
ph: (319)363-8249 FAX: (319)363-9683

Preferred Investment Size: \$750,000 to \$1.3M  
Investment Policy: Sub Debt or Pref Stock-Warrants  
Investment Type: Expansion, Later Stage, MB0/LBO Acq.  
Industry Preference: Manufacturing, Service, Retail  
Geographic Preference: National

North Dakota  
SBIC, L.P.  
David R. Schroder, Manager  
101 Second Street SE, Suite 800  
Cedar Rapids, IA 52401  
ph: (701)298-0003 FAX: (701)293-7819

Preferred Investment Size: \$300,000 to \$600,000  
Investment Policy: Sub Debt or Pref Stock-Warrants  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: North Dakota National

Enterprise Fund, L.P.

Randall Humphreys, Manager  
7400 West 110th Street  
Suite 560  
Overland Park, KS 66210  
ph: (913)327-8500 FAX: (913)327-8505

Preferred Investment Size: \$500,000 to \$1MM  
Investment Policy: Equity Invest.  
Investment Type: Expansion, Later Stage, LBOs/MBOs  
Industry Preference: Diversified Manufacturing Distribution or Service

Geographic Preference: Midwest

Kansas Venture  
Capital, Inc.  
Carol Laddish, Manager  
6700 Antioch Plaza, Suite 460  
Overland Park, KS 66204  
ph: (913)262-7117 FAX: (913)262-3509

Preferred Investment Size: \$500,000 to \$1.5 MM  
Investment Policy: Equity  
Investment Type: No Seed but All Other Stages  
Industry Preference: Manufacturing  
Geographic Preference: Kansas Only

Equal Opportunity  
Finance, Inc. (SSBIC)  
David A. Sattich, President  
420 South Hurstbourne Parkway  
Suite 201  
Louisville, KY 40222  
ph: (502)423-1943 FAX: (502)423-1945

Preferred Investment Size: \$50,000 to \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: OH, KY, WV, IN

Mountain Ventures,  
Inc.  
L. Ray Moncrief, Exec. Vice President  
P.O. Box 1738, 362 Old Whitley Road  
London, KY 40743  
ph: (606)864-5175 FAX: (606)864-5194

Preferred Investment Size: \$100,000 to \$250,000  
Investment Policy: Loan, Debt and Equity  
Investment Type: Seed, Early, Expansion, Later Stages  
Industry Preference: Diversified  
Geographic Preference: Southeast

Banc One Equity  
Investors, Inc.  
Thomas J. Adamek, President  
451 Florida Street  
Mail: P.O. Box 1511  
Baton Rouge, LA 70821  
ph: (504)332-4421 FAX: (504)332-7377

Preferred Investment Size: \$1 to \$5 Million  
Investment Policy: Equity and Subordinate Debt  
Investment Type: Expansion, Later Stage, MBO/LBO/Acqu  
Industry Preference: Diversified  
Geographic Preference: South, Mid-West

First Commerce  
Capital, Inc.  
William Harper, Manager

201 St. Charles Avenue, 16th Floor  
Mail: P.O. Box 60279  
New Orleans, LA 70170  
ph: (504)623-1600 FAX: (504)623-1779

Preferred Investment Size: \$1 to \$2 Million  
Investment Policy: Loans and/or Equity  
Investment Type: Later Stage, Acquisition, Buyouts  
Industry Preference: Manufacturing, Healthcare, Retail, Wholesale/Dist.  
Geographic Preference: Gulf South Region

Hibernia Capital Corp.  
Thomas Hoyt, President  
313 Carondelet Street  
New Orleans, LA 70130  
ph: (504)533-5988 FAX: (504)533-3873

Preferred Investment Size: \$2 million  
Investment Policy: Equity Investments Only  
Investment Type: Inter-Stage, MBO/LBO, Acquisitions  
Industry Preference: Diversified  
Geographic Preference: MidSouth, Texas

North Atlantic Venture  
Fund II, L.P.  
David M. Coit, Manager  
70 Center Street  
Portland, ME 04101  
ph: (207)772-1001 FAX: (207)772-3257

Preferred Investment Size: \$1 to \$2 Million  
Investment Policy: Sub. Debt with Equity Features  
Investment Type: Buy-outs, Expansion Financing  
Industry Preference: Diversified  
Geographic Preference: New England

Anthem Capital, L.P.  
William M. Gust, II, Manager  
16 S. Calvert Street  
Suite 800  
Baltimore, MD 21202  
ph: (410)625-1510 FAX: (410)625-1735

Preferred Investment Size: \$1 Million  
Investment Policy: Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: VA to DE, SE PA

MMG Ventures, L.P. (SSBIC)  
Stanley W. Tucker, Manager  
826 E. Baltimore Street

Baltimore, MD 21202  
ph: (410)659-7851 FAX: (410)333-2552

Preferred Investment Size: \$500,000-\$1,500,000  
Investment Policy: Soc or Economic Disadv Business

Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Health Care, Computer and Information Services  
Geographic Preference: Mid-Atlantic States

Security Financial and  
Investment Corp. (SSBIC)  
7720 Wisconsin Avenue, Suite 207  
Bethesda, MD 20814  
ph: (301)951-4288 FAX: (301)951-9282

Preferred Investment Size: \$150,000 limit  
Investment Policy: Loans  
Investment Type: Early Stage No Start Ups  
Industry Preference: No Speciality  
Geographic Preference: 150 miles radius D.C.

Syncom Capital Corp. (SSBIC)  
Terry L. Jones, President  
8401 Colesville Road, #300  
Silver Spring, MD 20910  
ph: (301)608-3207 FAX: (301)608-3307

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Argonauts MESBIC  
Corporation (The) (SSBIC)  
Kevin Chen, General Manager  
929 Worcester Road  
Framingham, MA 01701  
ph: (508)875-6939 FAX: (508)872-3741

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

BancBoston Ventures,  
Incorporated  
Frederick M. Fritz, President  
100 Federal Street, 01-32-01  
Mail: P.O. Box 2016 Stop 01-32-01  
Boston, MA 02106  
ph: (617)434-2442 FAX: (617)434-1153

Preferred Investment Size: \$1 to \$20 Million  
Investment Policy: Equity and Mezzanine  
Investment Type: Early Stage Expansion, Later Stage  
Industry Preference: Medical/Health Technology, Media/Communicat Diversif  
Geographic Preference: National

Caduceus Capital Health  
Ventures, L.P.  
Bill Golden, Manager  
101 Arch Street  
Suite 1950

Boston, MA 02110  
ph: (617)330-9345 FAX: (617)330-9349

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Chestnut Street  
Partners, Inc.  
David D. Croll, President  
75 State Street, Suite 2500  
Boston, MA 02109  
ph: (617)345-7220 FAX: (617)345-7201

Preferred Investment Size: over \$2 million  
Investment Policy: Equity or Debt w/Equity Feature  
Investment Type: Any Stage  
Industry Preference: Media and Telecom.  
Geographic Preference: National

Citizens Ventures, Inc.  
Robert G. Garrow & Gregory Mulligan, Mgrs.  
28 State Street, 15th Floor  
Boston, MA 02109  
ph: (617)725-5635 FAX: (617)725-5630

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Commonwealth Enter-  
prise Fund Inc. (SSBIC)  
Charles G. Broming, Fund Manager  
10 Post Office Square  
Suite 1090  
Boston, MA 02109  
ph: (617)482-1881 FAX: (617)482-7129

Preferred Investment Size: \$200,000 to \$300,000  
Investment Policy: Loans and/or Equity  
Investment Type: Start Up, Expansion, Buyouts  
Industry Preference: Diversified  
Geographic Preference: Northeast

GMN Investors II, L.P.

James J. Goodman, Manager  
20 William Street

Wellesley, MA 02481  
ph: (781)237-7001 FAX: (781)237-7233

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:

Geographic Preference:

Geneva Middle Market  
Investors, L.P.  
James J. Goodman, Manager  
20 William Street  
Wellesley, MA 02481  
ph: (781)237-7001 FAX: (781)237-7233

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Marathon Investment Partners, L.P.

10 Post Office Square  
Suite 1225  
Boston, MA 02109  
ph: (617)423-2494 FAX: (617)423-2719

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

New England Partners  
Capital, L.P.  
Robert Hanks, Prin. & Todd Fitzpatrick  
One Boston Place, Suite 2100

Boston, MA 02108  
ph: (617)624-8400 FAX: (617)624-8416

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Northeast SBI Corp.  
Joseph Mindick, Treasurer  
212 Tosca Drive  
Stoughton, MA 02072  
ph: (781)297-9235 FAX: (781)297-9236

Preferred Investment Size: \$50,000 to \$60,000  
Investment Policy: Loans and Equity  
Investment Type: Early Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Regional

Norwest Equity  
Partners IV  
(Main Office: Minneapolis, MN)  
40 William Street  
Suite 305  
Wellesley, MA 02181

ph: (617)237-5870 FAX: (617)237-6270

Preferred Investment Size: \$3 to \$15 Million  
Investment Policy: Equity  
Investment Type: Start-Up, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Pioneer Ventures  
Limited Partnership  
Leigh Michl, General Partner  
60 State Street, 19th Floor  
Boston, MA 02109  
ph: (617)742-7825 FAX: (617)742-7315

Preferred Investment Size: \$3 Million or less  
Investment Policy: Equity, Debt w/ Equity  
Investment Type: Seed, Early Stage, Expansion  
Industry Preference: Communications Software, Manufacturing, Medical Tech  
Geographic Preference: New England

Pioneer Ventures Limited  
Partnership II  
Frank Polestra, General Partner  
60 State Street, 19th Floor  
Boston, MA 02109  
ph: (617)742-7825 FAX: (617)742-7315

Preferred Investment Size: \$3 Million or less  
Investment Policy: Equity, Debt w/ Equity  
Investment Type: Seed, Early Stage, Expansion  
Industry Preference: Communication, Software, Medical Technology  
Geographic Preference: New England

Seacoast Capital  
Partners, L.P.  
Walt Leonard, Manager  
55 Ferncroft Road  
Danvers, MA 01923  
ph: (978)750-1310 FAX: (978)750-1301

Preferred Investment Size: \$1 to \$6 Million  
Investment Policy: Loans and Equity Investments  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Transportation Capital  
Corp. (SSBIC)  
(Main Office: New York, NY)  
Jonathan Hirsch, Manager  
45 Newbury Street, Suite 207  
Boston, MA 02116  
ph: (617)536-0344 FAX: (212)949-9836

Preferred Investment Size: \$25,000 to \$135,000  
Investment Policy: Loans  
Investment Type: Seed, Expansion  
Industry Preference: Transportation  
Geographic Preference: Northeast, Mid-West



UST Capital Corp.  
Arthur F. Snyder, President  
40 Court Street  
Boston, MA 02108  
ph: (617)726-7000 FAX: (617)695-4185

Preferred Investment Size: \$300,000  
Investment Policy: Loans and/or Equity  
Investment Type: Seed, Early Stage  
Industry Preference: Diversified  
Geographic Preference: Regional

Zero Stage  
Capital V, L.P.  
Paul Kelley, Manager  
Kendall Square  
101 Main Street, 17th Floor  
Cambridge, MA 02142  
ph: (617)876-5355 FAX: (617)876-1248

Preferred Investment Size: \$50,000 to \$500,000  
Investment Policy: Early & Later Stage, Expansion  
Investment Type: Equity, Debt with Equity features  
Industry Preference: Biotech, Computer Hardware & Softw Energy  
Geographic Preference: Northeast

Zero Stage Capital VI,  
  
Paul Kelley, Gordon Baty, Stanley Fung  
101 Main Street, 17th Floor  
  
Cambridge, MA 02142  
ph: (617)876-5355 FAX: (617)876-1248

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Capital Fund, Inc.  
Barry Wilson, President  
6412 Centurion Drive Suite 150  
Lansing, MI 48917  
ph: (517)323-7772 FAX: (517)323-1999

Preferred Investment Size: \$200,000 to \$500,000  
Investment Policy: Loans  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Michigan

Dearborn Capital Corp. (SSBIC)  
Michael J. Kahres, President  
c/o Ford Motor Credit Corporation  
P.O. Box 1729  
Dearborn, MI 48121  
ph: (313)337-8577 FAX: (313)248-1252

Preferred Investment Size: \$250,000 to \$1 MM

Investment Policy: Loans  
Investment Type: Expansion, Later Stage LBO, Acqui  
Industry Preference: Automotive  
Geographic Preference: National

InvestCare Partners, LP

Malcolm Moss, Manager  
31500 Northwest Highway  
Suite 120  
Farmington Hills, MI 48334  
ph: (248)851-9200 FAX: (248)851-9208

Preferred Investment Size: \$1-\$3 Million  
Investment Policy:  
Investment Type: Equity Expansion Capital  
Industry Preference: Health Care Services, Infomedics (nonBiotech/  
pharmaceuticals)  
Geographic Preference: National

Merchants Capital Partners, L.P.  
Pat Beach, Dick Goff, Ross Martin, Mgrs.  
24 Frank Lloyd Wright Drive  
Lobby L, 4th Floor  
Ann Arbor, MI 48106  
ph: (734)994-5505 FAX: (734)994-1376

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Motor Enterprises,  
Inc. (SSBIC)  
Mark Fischer, Vice President & Treasurer  
NAO Headquarters Bldg. 1-8, Worldwide Pu  
30400 Mound Road, Box 9015  
Warren, MI 48090  
ph: (810)986-8420 FAX: (810)986-6703

Preferred Investment Size: \$100,000 to \$500,000  
Investment Policy: Loans  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Suppliers to General Motors  
Geographic Preference: National

Pacific Capital, L.P.

Lois F. Marler, Vice President  
2401 Plymouth Road, Suite B

Ann Arbor, MI 48105  
ph: (734)747-9401 FAX: (734)747-9704

Preferred Investment Size: \$2,500,000  
Investment Policy: Companies with Plus Cash Flow  
Investment Type: Mezzanine with Equity  
Industry Preference: Health Care, Education Services  
Geographic Preference: National

White Pines Limited Partnership I  
Mr. Ian Bund, President  
2401 Plymouth Road  
Ann Arbor, MI 48105  
ph: (734)747-9401 FAX: (734)747-9704

Preferred Investment Size: \$350,000 to \$1 MM  
Investment Policy: Conv Pref Stock, Debt w/ Equity  
Investment Type: Expansion  
Industry Preference: Manufacturing (Niche or Speciality Mkts) Value  
Added  
Geographic Preference: Midwest, Southeast

Agio Capital Partners I, L.P.  
Kenneth F. Gudorf, President & CEO  
First Bank Place, Suite 4600  
601 Second Avenue - South  
Minneapolis, MN 55402  
ph: (612)339-8408 FAX: (612)349-4232

Preferred Investment Size: \$1 to \$3 Million  
Investment Policy: Equity  
Investment Type: Growth, Expansion, Later Stage  
Industry Preference:  
Geographic Preference:

Bayview Capital Partners, L.P.  
  
Cary Musech, Manager  
641 East Lake Street, Suite 230

Wayzata, MN 55391  
ph: (612)475-4935 FAX: (612)476-7820

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Medallion Capital, Inc.  
  
Tom Hunt, President  
7831 Glenroy Road, Suite 480  
Minneapolis, MN 55439-3132  
ph: (612)831-2025 FAX: (612)831-2945

Preferred Investment Size: \$200,000 to \$2 MM  
Investment Policy: Debt and/or Equity  
Investment Type: Early Stage, Expansion  
Industry Preference: Communications and Technology  
Geographic Preference: National

Mezzanine Capital  
Partners, Inc.  
Gerald Slater and Ivar Sorenson  
150 South 5th Street, Suite 1720  
  
Minneapolis, MN 55402

ph: (612)343-5540 FAX: (612)333-6118

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Milestone Growth

Fund, Inc. (SSBIC)  
Esperanza Guerrero-Anderson, President  
401 Second Avenue South, Suite 1032  
Minneapolis, MN 55401  
ph: (612)338-0090 FAX: (612)338-1172

Preferred Investment Size: \$150,000  
Investment Policy: Loans, Loans with Warrants  
Investment Type: Expansion, Early Stage  
Industry Preference: Diversified  
Geographic Preference: National

Norwest Equity

Partners IV  
Robert F. Zicarelli, General Partner  
222 South Ninth Street  
2800 Piper Jaffray Tower  
Minneapolis, MN 55402  
ph: (612)667-1650 FAX: (612)667-1660

Preferred Investment Size: \$3 to \$15 Million  
Investment Policy: Equity  
Investment Type: Start-Up, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Norwest Equity

Partners VI, L.P.  
Daniel Haggerty, General Partner  
222 South Ninth Street  
2800 Piper Jaffray Tower  
Minneapolis, MN 55402  
ph: (612)667-1650 FAX: (612)667-1660

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Norwest Equity

Partners V, L.P.  
John F. Whaley, Manager  
222 South Ninth Street  
2800 Piper Jaffrey Tower  
Minneapolis, MN 55402  
ph: (612)667-1650 FAX: (612)667-1660

Preferred Investment Size: \$3 to \$15 Million  
Investment Policy: Equity  
Investment Type: Start-Up, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Norwest Venture  
Partners VI, L.P.  
n/a  
222 South Ninth Street  
2800 Piper Jaffrey Tower  
Minneapolis, MN 55402  
ph: (612)667-1650 FAX: (612)667-1660

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Norwest Venture Partners VII, L.P.

Daniel J. Haggerty, Manager  
2800 Piper Jaffray Tower

Minneapolis, MN 55402  
ph: FAX:

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Piper Jaffray Health-  
care Capital L.P.  
Lloyd (Buzz) Benson, Manager  
222 South 9th Street  
Minneapolis, MN 55402  
ph: (612)342-6335 FAX: (612)342-8514

Preferred Investment Size: \$750,000 to \$1.5 MM  
Investment Policy: Equity Only  
Investment Type: Early Stage, Later Stage, Expansion  
Industry Preference: Medical/ Healthcare  
Geographic Preference: National

Piper Jaffray  
Technology Capital  
Gary Blauer and Buzz Benson, Managers  
222 South 9th Street

Minneapolis, MN 55402  
ph: (612)342-6368 FAX: (612)342-8514

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Wells Fargo SBIC, Inc.  
John Whaley  
2800 Piper Jaffray Tower 222 S Ninth St  
c/o Norwest Venture Capital  
Minneapolis, MN 55402  
ph: (612)667-1667 FAX: (612)667-1660

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

CapSource Fund, L.P.

Bobby Weatherly & James Herndon, Mgrs.  
800 Woodlands Parkway  
Suite 102  
Ridgeland, MS 39157  
ph: (601)899-8980 FAX: (601)952-1334

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Sun-Delta Capital  
Access Center, Inc. (SSBIC)  
Howard Boutte, Jr., Vice President  
819 Main Street  
Greenville, MS 38701  
ph: (601)335-5291 FAX: (601)335-5295

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

BOME Investors, Inc.

Gregory R. Johnson & John McCarthy, Mgrs  
8000 Maryland Ave., Suite 1190  
  
St. Louis, MO 63105  
ph: (314)721-5707 FAX: (314)721-5135

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Bankers Capital Corp.  
Raymond E. Glasnapp, President  
3100 Gillham Road  
Kansas City, MO 64109  
ph: (816)531-1600 FAX: (816)531-1334

Preferred Investment Size: \$100,000  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Mid-West

CFB Venture Fund I,  
Inc.

James F. O'Donnell, Chairman  
11 South Meramec, Suite 1430  
St. Louis, MO 63105  
ph: (314)746-7427 FAX: (314)746-8739

Preferred Investment Size: FULLY INVESTED  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

CFB Venture Fund II,  
LP

James F. O'Donnell, Chairman  
11 South Meramec, Suite 1430  
St. Louis, MO 63105  
ph: (314)746-7427 FAX: (314)746-8739

Preferred Investment Size: \$500,000 to \$3 MM  
Investment Policy: Debt w/Warrants Preferred Stock  
Investment Type: Expansion, Later Stage, MBO/LBO/Acqu  
Industry Preference: Diversified  
Geographic Preference: Mid-West

Civic Ventures Investment Fund, L.P.

Bryon E. Winton, Manager  
One Metropolitan Square  
211 North Broadway, Suite 2380  
St. Louis, MO 63102  
ph: (314)436-8222 FAX: (314)436-2070

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Enterprise Fund, L.P.

Joseph D. Garea, Managing Director  
150 North Meramec  
Clayton, MO 63105  
ph: (314)725-5500 FAX: (314)725-1732

Preferred Investment Size: \$500,000 to \$1MM  
Investment Policy: Equity Invest.  
Investment Type: Expansion, Later Stage, LBOs/MBOs  
Industry Preference: Diversified Manufacturing Distribution or Service  
Geographic Preference: Midwest

Gateway Partners, L.P.

John S. McCarthy  
8000 Maryland Avenue, Suite 1190  
St. Louis, MO 63105  
ph: (314)721-5707 FAX: (314)721-5135

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

KCEP I, L.P.  
William Reisler, Manager  
233 West 47th Street  
Kansas City, MO 64112  
ph: (816)960-1771 FAX: (816)960-1777

Preferred Investment Size: \$2 Million  
Investment Policy: Equity  
Investment Type: Start-up, Expansion, MBO/LBO/Acqu  
Industry Preference: Technology, Manufacturing  
Geographic Preference: MidWest

MorAmerica Capital  
Corporation  
(Main Office: Cedar Rapids, IA)  
911 Main Street, Suite 2424  
Commerce Tower Building  
Kansas City, MO 64105  
ph: (816)842-0114 FAX: (816)471-7339

Preferred Investment Size: \$500,000 to \$1 Mill.  
Investment Policy: Sub Debt or Pref Stock-Warrants  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

United Missouri  
Capital Corporation  
Noel Shull, Manager  
1010 Grand Boulevard  
Mail: P.O. Box 419226  
Kansas City, MO 64141  
ph: (816)860-7914 FAX: (816)860-7143

Preferred Investment Size: \$500,000  
Investment Policy: Loans, Equity, Debt with Equity  
Investment Type: Later Stage  
Industry Preference: Manufacturing  
Geographic Preference: Midwest

TD Origen Capital Fund  
  
J. Michael Schafer, Manager  
150 Washington Avenue  
Suite 201  
Santa Fe, NM 87501  
ph: (505)982-7007 FAX: (505)982-7008

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Atalanta Investment  
Company, Inc.  
L. Mark Newman, Chairman of the Board  
601 Fairview Blvd.



Call Box 10,001  
Incline Village, NV 89450  
ph: (702)833-1836 FAX: (702)833-1890

Preferred Investment Size: \$2,000,000  
Investment Policy: Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Technology  
Geographic Preference: National

CIT Group/Venture  
Capital, Inc.  
Colby W. Collier, Manager  
650 CIT Drive  
Livingston, NJ 07039  
ph: (973)740-5429 FAX: (973)740-5555

Preferred Investment Size: \$2 to \$7 Million  
Investment Policy: Equity & Equity- Linked Securities  
Investment Type: Later Stage, Expansion, MBO, LBO, Acqu  
Industry Preference:  
Geographic Preference: National

Capital Circulation  
Corporation (SSBIC)  
Judy Kao, Manager  
2035 Lemoine Avenue, Second Floor  
Fort Lee, NJ 07024  
ph: (201)947-8637 FAX: (201)585-1965

Preferred Investment Size: \$800,000  
Investment Policy: Loans Only  
Investment Type: Expansion  
Industry Preference: Retail, High-Tech Serv  
Geographic Preference: Tri-State, New York, PA

DFW Capital  
Partners, L.P.  
Donald F. DeMuth, Manager  
Glenpointe Center East, 5th Floor  
300 Frank W. Burr Blvd.  
Teaneck, NJ 07666  
ph: (201)836-2233 FAX: (201)836-5666

Preferred Investment Size: \$5,000,000  
Investment Policy: Equity  
Investment Type: Early thru Later Stage  
Industry Preference: Diversified Health Care Services  
Geographic Preference: National

Early Stage Enterprises, L.P.  
Ronald Hahn and James Miller, Managers  
995 Route 518  
Skillman, NJ 08558  
ph: (609)921-8896 FAX: (609)921-8703

Preferred Investment Size:  
Investment Policy: Seed and Early Stage  
Investment Type:

Industry Preference:  
Geographic Preference: New Jersey and Area

First Fidelity Private  
Capital, Inc.  
Stephen M. Lane, President  
190 River Road  
Summit, NJ 07901  
ph: (908)598-3363 FAX: (908)598-3375

Preferred Investment Size: \$500,000 to \$5 MM  
Investment Policy: Loans and/or Equity  
Investment Type: Early, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: East (CT to VA)

MidMark Capital, L.P.  
Denis Newman, Manager  
466 Southern Boulevard  
Chatham, NJ 07928  
ph: (973)822-2999 FAX: (973)822-8911

Preferred Investment Size: \$2 to \$5 Million  
Investment Policy: Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified, Manufacturing, Communication,  
Distribution & Services  
Geographic Preference: East, SE, Mid-West

Penny Lane Partners, L.P.  
Stephen H. Shaffer, Resident Manager  
One Palmer Square, Suite 309  
Princeton, NJ 08542  
phone: (609)497-4646 FAX: (609)497-0611

Preferred Investment Size: \$1 to \$2 Million  
Investment Policy: Equity  
Investment Type: Expansion, Later Stage, Buyout  
Industry Preference: Diversified  
Geographic Preference: National

Rutgers Minority  
Investment Company (SSBIC)  
Oscar Figueroa, President  
180 University Avenue  
3rd Floor  
Newark, NJ 07102  
ph: (973)353-5627 FAX:

Preferred Investment Size: Up to \$150,000  
Investment Policy: Loans with Equity Features  
Investment Type: Early Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Northeast

Tappan Zee Capital  
Corporation  
Jeffrey Birnberg, President  
201 Lower Notch Road  
Mail: P.O. Box 416

Little Falls, NJ 07424  
ph: (973)256-8280 FAX: (973)256-2841

Preferred Investment Size: \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion, Later Stage, Buyouts  
Industry Preference: Diversified Retail & Mfg.  
Geographic Preference: Northeast

Transpac Capital  
Corporation (SSBIC)  
Tsuey Tang Wang, President  
1037 Route 46 East

Clifton, NJ 07013  
ph: (973)470-8855 FAX: (973)470-8827

Preferred Investment Size: \$200,000  
Investment Policy: Primarily Loans  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: National

399 Venture Partners  
William Comfort, Chairman  
399 Park Avenue, 14th Floor/Zone 4  
New York, NY 10043  
ph: (212)559-1127 FAX: (212)888-2940

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

American Asian Capital  
Corporation (SSBIC)  
Howard H. Lin, President  
130 Water Street, Suite 6-L  
New York, NY 10005  
ph: (212)422-6880 FAX: (212)422-6880

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Argentum Capital Partners II, LP  
Daniel Raynor, Chairman  
405 Lexington Avenue, 54th Floor  
New York, NY 10174  
ph: (212)949-6262 FAX: (212)949-8294

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Argentum Capital  
Partners, LP

Daniel Raynor, Chairman  
405 Lexington Avenue, 54th Floor  
New York, NY 10174  
ph: (212)949-6262 FAX: (212)949-8294

Preferred Investment Size: \$1 to \$5 million  
Investment Policy: Equity and Mezzanine  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

BOCNY, LLC

Shelley G. Whittington, Manager  
10 East 53rd Street  
32nd Floor  
New York, NY 10022  
ph: (504)332-7721 FAX: (504)332-7377

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

BT Capital  
Partners, Inc.  
Doug Brent, Managing Director  
130 Liberty Street, 25th Floor  
New York, NY 10006  
ph: (212)250-5565 FAX: (212)250-7651

Preferred Investment Size: \$5 to \$25 Million  
Investment Policy: Equity Investments  
Investment Type: Expansion, Later Stage, MBO/LBO/Acqu  
Industry Preference: Diversified  
Geographic Preference: National

Barclays Capital  
Investors Corp.  
Lorrie Stapleton, President  
222 Broadway, 11th Floor  
New York, NY 10038  
ph: (212)412-5832 FAX: (212)412-7600

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

C.B. Capital Investors, LP  
George E. Kelts, Managing Director  
380 Madison Avenue, 12th Floor  
New York, NY 10017  
ph: (212)622-3100 FAX: (212)622-3799

Preferred Investment Size:  
Investment Policy:  
Investment Type:

Industry Preference:  
Geographic Preference:

CIBC WG Argosy Merchant  
Fund 1, L.P.  
Jay Levine and Jay Bloom, Contacts  
425 Lexington Avenue  
  
New York, NY 10017  
ph: (212)885-4611 FAX: (212)885-4878

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

CIBC Wood Gundy  
Ventures, Inc.  
Robi Blumenstein, Managing Director  
425 Lexington Avenue, 9th Floor  
New York, NY 10017  
ph: (212)856-3713 FAX: (212)697-1544

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

CMNY Capital II, L.P.  
Robert G. Davidoff, General Partner  
135 East 57th Street  
26th Floor  
New York, NY 10022  
ph: (212)909-8428 FAX: (212)980-2630

Preferred Investment Size: \$800,000  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: National

Capital Investors &  
Management Corp. (SSBIC)  
Rose Chao, Manager  
210 Canal Street, Suite 611  
New York, NY 10013  
ph: (212)964-2480 FAX: (212)349-9160

Preferred Investment Size: \$100,000 to \$150,000  
Investment Policy: Secured Loans  
Investment Type: Expansion  
Industry Preference: Retail  
Geographic Preference: New York Tri State Area

Cephas Capital  
Partners L.P.  
Clint Campbell, Jeff Holmes, Mgrs.  
16 West Main Street

Rochester, NY 14614  
ph: (716)231-1528 FAX: (716)231-1530

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Chase Manhattan Capital, LP  
George E. Kelts, Managing Director  
380 Madison Ave., 12th Floor  
New York, NY 10017  
ph: (212)552-6275 FAX: (212)622-3799

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Chase Venture  
Capital Associates  
Jeffrey C. Walker, Managing Gen. Partner  
380 Madison Avenue, 12th Floor  
New York, NY 10017  
ph: (212)270-3220 FAX: (212)622-3101

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Citicorp Venture  
Capital, Ltd.  
William Comfort, Chairman of the Board  
399 Park Avenue, 14th Floor/Zone 4  
New York, NY 10043  
ph: (212)559-1127 FAX: (212)793-6164

Preferred Investment Size: \$5 to \$10 Million  
Investment Policy:  
Investment Type: Later Stage and Leverage Buyout  
Industry Preference: Diversified  
Geographic Preference: East Coast, National

Credit Suisse First  
Boston SB Fund I, LP  
David DeNunzio & John Hennessy, Mgrs.  
11 Madison Avenue, 26th Floor

New York, NY 10010  
ph: (212)325-2000 FAX: (212)325-2699

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:

Geographic Preference:

Bank Austria Creditanstalt SBIC, Inc.  
Dennis O'Dowd, President  
245 Park Avenue, 32nd Floor  
New York, NY 10167  
ph: (203)861-1410 FAX: (203)861-1477

Preferred Investment Size: \$500,000 to \$1 MM  
Investment Policy: Loans and Equity Prefer Equity  
Investment Type: Later Stage, Expansion  
Industry Preference: Medical/Health Telecomm. Manufacturing  
Geographic Preference: N.E., Midwest South, Pacific

Dresdner Kleinwort Benson Private Equity  
Christopher Wright, President  
75 Wall Street, 24th Floor  
New York, NY 10005  
phone: (212)429-2100 FAX: (212)429-2929

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

East Coast Venture  
Capital, Inc. (SSBIC)  
Zindel Zelmanovitch, President  
570 Seventh Avenue, Suite 1802  
New York, NY 10018  
ph: (212)869-7778 FAX: (212)819-9764

Preferred Investment Size: \$50,000 to \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Seed, Expansion  
Industry Preference: Diversified  
Geographic Preference: Regional

East River  
Ventures, L.P.  
Alexander Paluch & Walter Carozza  
150 East 58th Street, 16th Floor  
New York, NY 10155  
ph: (212)644-6211 FAX: (212)980-6603

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Edwards Capital Corporation  
Michael Kowalsky, President  
437 Madison Avenue  
New York, NY 10022  
ph: (212)328-2110 FAX: (212)328-2125

Preferred Investment Size: \$50,000 to \$5 MM

Investment Policy: Secured Loans  
Investment Type: Acquisition, Expansion  
Industry Preference: Transportation  
Geographic Preference: New York City

Elk Associates Funding  
Corporation  
Gary C. Granoff, President  
747 Third Avenue  
New York, NY 10017  
ph: (212)421-2111 FAX: (212)759-3338

Preferred Investment Size: \$100,000 to \$300,000  
Investment Policy: Secured Loans, Some Debt /w Equ  
Investment Type: Later Stage  
Industry Preference: Transportation & Diversified  
Geographic Preference: Northeast, South FL, IL

Empire State Capital  
Corporation (SSBIC)  
Dr. Joseph Wu, President  
170 Broadway, Suite 1200  
New York, NY 10038  
ph: (212)513-1799 FAX: (212)513-1892

Preferred Investment Size: \$500,000  
Investment Policy: Loans or Equity Investments  
Investment Type: Early Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Atlantic Region

Eos Partners SBIC II, L.P.  
Steven Friedman & Brian Young, Manager  
320 Park Avenue, 22nd Floor  
New York, NY 10022  
ph: (212)832-5800 FAX: (212)832-5805

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Eos Partners  
SBIC, L.P.  
Steven Friedman, Partner  
520 Madison Avenue, 42nd Floor  
New York, NY 10022  
ph: (212)832-5814 FAX: (212)832-5815

Preferred Investment Size: \$1 to \$5 Million  
Investment Policy: Equity & Debt with Equity  
Investment Type: Early Stage, Expansion, Later, LBO  
Industry Preference: Telecomm. Media, Health Services, Bus. Outsourcing  
Geographic Preference: National

Esquire Capital Corp. (SSBIC)  
Wen-Chan Chin, President  
69 Veterans Memorial Highway  
Commack, NY 11725  
ph: (516)462-6944 FAX: (516)864-8152



Preferred Investment Size: \$250,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: North

Exeter Capital  
Partners IV, L.P.  
Keith Fox, Timothy Bradley, Jeff Weber  
10 East 53rd Street

New York, NY 10022  
ph: (212)872-1170 FAX: (212)872-1198

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Exeter Equity  
Partners, L.P.  
Keith Fox, Timothy Bradley, Jeff Weber  
10 East 53rd Street

New York, NY 10022  
ph: (212)872-1170 FAX: (212)872-1198

Preferred Investment Size: \$1 to \$3 Million  
Investment Policy: Equity Investments  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Exeter Venture  
Lenders, L.P.  
Keith Fox, Manager  
10 East 53rd Street  
New York, NY 10022  
ph: (212)872-1170 FAX: (212)872-1198

Preferred Investment Size: \$1 to \$3 Million  
Investment Policy: Loans and Equity Investments  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Exim Capital Corp. (SSBIC)  
Victor K. Chun, President  
241 5th Avenue, 3rd Floor  
New York, NY 10016  
ph: (212)683-3375 FAX: (212)689-4118

Preferred Investment Size: \$300,000  
Investment Policy: Loans, Loans w/ Equity Features  
Investment Type: Expansion & Acquisition  
Industry Preference: Diversified  
Geographic Preference: New York City

Fair Capital Corp. (SSBIC)  
Rose Chao, Manager  
210 Canal Street, Suite 611  
New York, NY 10013  
ph: (212)964-2480 FAX: (212)349-9160

Preferred Investment Size: \$50,000 to \$100,000  
Investment Policy: Secured Loans  
Investment Type: Expansion  
Industry Preference: Retail  
Geographic Preference: New York, Tri-State

First County  
Capital, Inc. (SSBIC)  
Orest Glut, Financial Manager  
135-14 Northern Blvd., 2nd Floor

Flushing, NY 11354  
ph: (718)461-1778 FAX: (718)461-1835

Preferred Investment Size: \$100,000 to \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: All Stages  
Industry Preference: Manufacturing, Retail, Wholesale, Food Service  
Geographic Preference: North, Greater NY

Flushing Capital  
Corporation (SSBIC)  
Frank J. Mitchell, President  
39-06 Union Street, Room 202  
Flushing, NY 11354  
ph: (718)886-5866 FAX: (718)939-7761

Preferred Investment Size: \$300,000  
Investment Policy: Loans  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: New York City Area

Freshstart Venture  
Capital Corporation (SSBIC)  
Zindel Zelmanovich, President  
24-29 Jackson Avenue  
Long Island City, NY 11101  
ph: (212)361-9595 FAX: (718)361-8295

Preferred Investment Size: \$50,000 to \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Seed, Expansion  
Industry Preference: Diversified  
Geographic Preference: Regional

Fundex Capital Corp.  
Larry Linksman, President  
780 Third Ave., 48th Floor  
New York, NY 10017  
ph: (212)527-7135 FAX: (212)527-7134

Preferred Investment Size: \$1 to \$2 Million  
Investment Policy: Sub. Debt with Equity, Loans

Investment Type: Early Stage Expansion  
Industry Preference: Consumer Prod. Communications Medical/Health,  
Specialty  
Geographic Preference: Tri-State (NY, NJ, CT)

ING Furman Selz Invest  
Brian Friedman, Manager  
230 Park Avenue  
New York, NY 10169  
ph: (212)309-8348 FAX: (212)692-9147

Preferred Investment Size: \$2 to \$6 Million  
Investment Policy: Equity  
Investment Type: Expansion, Later Stage, No Start-ups  
Industry Preference: Diversified  
Geographic Preference: National

Genesee Funding, Inc.  
Stuart W. Marsh, President & CEO  
70 Linden Oaks, 3rd Floor  
Rochester, NY 14625  
ph: (716)383-5550 FAX: (716)383-5305

Preferred Investment Size: \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Northeast

Hanam Capital Corp. (SSBIC)  
Robert Schairer, President  
38 West 32nd Street, Suite 1512  
New York, NY 10001  
ph: (212)564-5225 FAX: (212)564-5307

Preferred Investment Size: \$50,000 to \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Northeast

Hudson Venture  
Partners, L.P.  
Lawrence Howard & Marilyn Adler  
660 Madison Avenue, 14th Floor

New York, NY 10022  
ph: (212)644-9797 FAX: (212)583-1849

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

IBJ Whitehall Capital Corporation  
Peter Handy, President  
One State Street, 8th Floor

New York, NY 10004  
ph: (212)858-2000 FAX: (212)952-1629

Preferred Investment Size: Up to \$6 Million  
Investment Policy: Mezzanine  
Investment Type: Expansion Later Stage  
Industry Preference: Manufacturing Distribution Service  
Geographic Preference: National

Ibero American  
Investors Corp. (SSBIC)  
Emilio Serrano, President  
104 Scio Street  
Rochester, NY 14604  
ph: (716)262-3440 FAX: (716)262-3441

Preferred Investment Size: \$450,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Northeast

InterEquity Capital  
Partners, LP  
Irwin Schlass, President  
220 Fifth Avenue, 12th Floor  
New York, NY 10001  
ph: (212)779-2022 FAX: (212)779-2103

Preferred Investment Size: \$200,000 to \$5 MM  
Investment Policy: Loans and Equity  
Investment Type: All Stages  
Industry Preference: Diversified  
Geographic Preference: National

International Paper  
Cap. Formation, Inc. (SSBIC)  
(Main Office: Memphis, TN)  
John Jepsen, President  
Two Manhattanville Road  
Purchase, NY 10577  
ph: (914)397-1578 FAX: (914)397-1909

Preferred Investment Size: \$40,000 to \$300,000  
Investment Policy: Loans and Equity  
Investment Type: Expansion & Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

J.P. Morgan Investment  
Corporation  
Brian F. Watson, Managing Director  
60 Wall Street  
New York, NY 10260  
ph: (212)483-2323 FAX: (212)648-5032

Preferred Investment Size: \$5 to \$10 Million  
Investment Policy: Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

KOCO Capital

Company, L.P.  
Paul Echausse, President  
111 Radio Circle  
Mount Kisco, NY 10549  
ph: (914)242-2324 FAX: (914)244-3985

Preferred Investment Size: \$2,000,000  
Investment Policy: Sub. Debt and Preferred Stock  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

LEG Partners Debenture SBIC, L.P.

Lawrence Golub, Manager  
230 Park Avenue  
19th Floor  
New York, NY 10169  
ph: (212)207-1423 FAX: (212)207-1579

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

LEG Partners III SBIC, L.P.

Lawrence Golub, Manager  
230 Park Avenue  
19th Floor  
New York, NY 10169  
ph: (212)207-1423 FAX: (212)207-1579

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

LEG Partners  
SBIC, L.P.  
Lawrence E. Golub, Manager  
230 Park Avenue, 21st Floor  
New York, NY 10169  
ph: (212)207-1585 FAX: (212)207-1579

Preferred Investment Size: \$2 to \$3 Million  
Investment Policy: Equity and Debt w/ Warrants  
Investment Type: Expansion  
Industry Preference: Healthcare, Media, Basic Manufacturing  
Geographic Preference: Mid-Atlantic

M & T Capital Corp.  
Tom Scanlon, President  
One Fountain Plaza  
9th Floor  
Buffalo, NY 14203  
ph: (716)848-3800 FAX: (716)848-3150

Preferred Investment Size:

Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Medallion Funding  
Corporation (SSBIC)  
Alvin Murstein, President  
437 Madison Avenue  
New York, NY 10022  
ph: (212)328-2110 FAX: (212)328-2125

Preferred Investment Size: \$50,000 to \$350,000  
Investment Policy: Senior and Sub Debt w/ Warrants  
Investment Type: Expansion  
Industry Preference: Service, Retail  
Geographic Preference: Mid-Atlantic N. East

Mercury Capital, L.P.  
David W. Elenowitz, Manager  
153 East 53rd Street  
49th Floor  
New York, NY 10022  
ph: (212)838-0888 FAX: (212)759-3897

Preferred Investment Size: \$2.5 to \$7.5 Million  
Investment Policy: Equity Only  
Investment Type: Later Stage  
Industry Preference: Manufacturing, Distribution, Serv. Businesses  
Geographic Preference: National

NBT Capital  
Corporation  
Daryl Forsythe & Joe Minor, Managers  
19 Eaton Avenue

Norwich, NY 13815  
ph: (607)337-6810 FAX: (607)336-8730

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

NYBDC Capital Corp.  
Robert W. Lazar, President  
41 State Street  
P.O. Box 738  
Albany, NY 12207  
ph: (518)463-2268 FAX: (518)463-0240

Preferred Investment Size: \$100,000  
Investment Policy: Loans or Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: New York

NatWest USA Capital  
Corporation  
Elliot Jones, President  
660 Madison Avenue, 14th Floor  
New York, NY 10021  
ph: (212)418-4567 FAX: (212)418-4594

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Needham Capital  
SBIC, L.P.  
John Michaelson, Manager  
445 Park Avenue  
New York, NY 10022  
ph: (212)705-0297 FAX: (212)751-1450

Preferred Investment Size: \$500,000 to \$1 MM  
Investment Policy: Equity  
Investment Type: Later Stage, Expansion  
Industry Preference: Technology  
Geographic Preference: National

Norwood Venture  
Corp.  
Mark R. Littell, President  
1430 Broadway, Suite 1607  
New York, NY 10018  
ph: (212)869-5075 FAX: (212)869-5331

Preferred Investment Size: \$1,000,000  
Investment Policy: Equity-Oriented Debt Investments  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Paribas Principal  
Incorporated  
Steven Alexander, President  
787 Seventh Avenue, 32nd Floor  
New York, NY 10019-8018  
ph: (212)841-2000 FAX: (212)841-3558

Preferred Investment Size: \$1.5 to \$5 Million  
Investment Policy: Equity Only  
Investment Type: Expansion, Later Stage  
Industry Preference: Healthcare, Media, Business Service Manufacturing  
Geographic Preference: National

Pierre Funding Corp. (SSBIC)  
Elias Debbas, President  
805 Third Avenue, 6th Floor  
New York, NY 10022  
ph: (212)888-1515 FAX: (212)688-4252

Preferred Investment Size: \$100,000 to \$500,000  
Investment Policy: Collateralized Loans

Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: East Coast

Prospect Street NYC  
Discovery Fund, L.P.  
Richard E. Omohundro, CEO  
250 Park Avenue, 17th Floor  
New York, NY 10177  
ph: (212)490-0480 FAX: (212)490-1566

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Pyramid Ventures, Inc.  
Brian Talbot, Vice President  
130 Liberty Street, 31th Floor  
New York, NY 10006  
ph: (212)250-9571 FAX: (212)250-7651

Preferred Investment Size: \$10,000,000  
Investment Policy: Equity Investments  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

RBC Equity Investments

Stephen Stewart, Manager  
One Liberty Plaza

New York, NY 10002  
ph: (212)428-3035 FAX: (212)858-7468

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Regent Capital  
Partners, L.P.  
J. Oliver Maggard, Managing Partner  
505 Park Avenue, Suite 1700  
New York, NY 10022  
ph: (212)735-9900 FAX: (212)735-9908

Preferred Investment Size: \$1 to \$3 Million  
Investment Policy: Debt with Equity or Equity  
Investment Type: Later Stage, MBO/LBO, Acquisition  
Industry Preference: Consumer Oriented, Media, Communications  
Geographic Preference: National

Situation Ventures  
Corporation (SSBIC)  
Sam Hollander, President  
56-20 59th Street



Maspeth, NY 11378  
ph: (718)894-2000 FAX: (718)326-4642

Preferred Investment Size: \$100,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion  
Industry Preference: Manufacturing, Service, Retail  
Geographic Preference: New York Metro Area

Sixty Wall Street  
SBIC Fund, L.P.  
Brian F. Watson, Managing Director  
60 Wall Street  
New York, NY 10260  
ph: (212)648-7778 FAX: (212)648-5032

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Soci, t, G, n, rale  
Capital Corp.  
Steven Baronoff, President  
1221 Avenue of the Americas  
8th Floor  
New York, NY 10020  
ph: (212)278-5400 FAX: (212)278-5387

Preferred Investment Size: \$5 to \$50 Million  
Investment Policy: Equity, Loans, Debt w/ Equity  
Investment Type: MBO/LBO/Acq. Later Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: National

Sterling/Carl Marks Capital, Inc.  
Harvey L. Granat, President  
175 Great Neck Road--Suite 408  
Great Neck, NY 11021  
ph: (516)482-7374 FAX: (516)487-0781

Preferred Investment Size: \$500,000  
Investment Policy: Debt with Equity Features  
Investment Type: Later Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Northeast

Toronto Dominion  
Capital (U.S.A.) Inc  
Brian A. Rich, General Manager  
31 West 52nd Street  
New York, NY 10019  
ph: (212)827-7000 FAX: (212)974-8429

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Transportation Capital  
Corp. (SSBIC)  
Michael Fanger, Pres. & Linda Miranda  
437 Madison Avenue

New York, NY 10022  
ph: (212)328-2110 FAX: (212)328-2125

Preferred Investment Size: \$25,000 to \$135,000  
Investment Policy: Loans  
Investment Type: Seed, Expansion  
Industry Preference: Transportation  
Geographic Preference: Northeast, Mid-West

Triad Capital Corp.  
of New York (SSBIC)  
Oscar Figueroa, Manager of Rutgers Inv.  
305 Seventh Avenue, 20th Floor  
New York, NY 10001  
ph: (212)243-7360 FAX: (212)243-7647

Preferred Investment Size: \$100,000 to \$250,000  
Investment Policy: Debt with Equity Features  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: National

Trusty Capital Inc. (SSBIC)  
Yungduk Hahn, President  
350 Fifth Avenue, Suite 2026

New York, NY 10118  
ph: (212)736-7653 FAX: (212)629-3019

Preferred Investment Size: \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Seed, Early Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Regional

UBS Capital, II LLC  
Justin S. Maccarone, President  
299 Park Avenue  
New York, NY 10171  
ph: (212)821-6490 FAX: (212)821-6333

Preferred Investment Size: \$20,000,000  
Investment Policy: Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference:

United Capital  
Investment Corp. (SSBIC)  
Paul Lee, President  
60 East 42nd Street, Suite 1515  
New York, NY 10165  
ph: (212)682-7210 FAX: (212)573-6352

Preferred Investment Size: \$50,000 to \$250,000

Investment Policy: Loans and/or Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified, Medical Health, Retail  
Geographic Preference: North-East

Venture Opportunities  
Corporation (SSBIC)  
A. Fred March, President  
150 East 58th Street, 16th Floor  
New York, NY 10155  
ph: (212)832-3737 FAX: (212)980-6603

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Walden Capital  
Partners, L.P.  
John Costantino & Allen Greenberg, Mgrs.  
150 East 58th Street  
34th Floor  
New York, NY 10155  
ph: (212)355-0090 FAX: (212)755-8894

Preferred Investment Size: \$1 to \$2 million  
Investment Policy: Equity  
Investment Type: Expansion Financing, Early/Late  
Industry Preference: Manufacturing, Distribution, Service Industry  
Geographic Preference: Northeast & Mid-Atlantic

Wasserstein Adelson Ventures, L.P.  
Townsend Ziebold, Jr., Manager  
31 West 52nd Street, 27th Floor  
New York, NY 10019  
ph: (212)969-2690 FAX: (212)969-7879

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Winfield Capital Corp.  
Stanley M. Pechman, President  
237 Mamaroneck Avenue  
White Plains, NY 10605  
ph: (914)949-2600 FAX: (914)949-7195

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Women's Growth Capital Fund  
  
1029 31st Street, NW  
Washington, DC 20007-1203

ph: (202)342-1431 FAX: (202)342-1203

Preferred Investment Size: \$500k  
Investment Policy: Women-owned businesses  
Investment Type: Expansion  
Industry Preference:  
Geographic Preference: Mid-Atlantic

BB&T Capital  
Partners, LLC  
David Townsend & Martin Gilmore, Mgrs.  
200 West Second Street, 4th Floor

Winston-Salem, NC 27101  
ph: (336)733-2420 FAX: (336)733-2419

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Blue Ridge Investors  
Ltd. Partnership  
Edward C. McCarthy, Executive Vice President  
300 North Greene Street  
Suite 2100  
Greensboro, NC 27401  
ph: (336)370-0576 FAX: (336)274-4984

Preferred Investment Size: \$1,000,000  
Investment Policy: Equity Investments  
Investment Type: Expansion, Later Stage, MBO/Acqu  
Industry Preference: Manufacturing Services, Distribution, Light  
Industrial  
Geographic Preference: Southeast, Mid-Atlantic

Centura SBIC, Inc.  
Robert R. Anders, Jr., President  
200 Providence Road, 3rd Floor  
P.O. Box 6261  
Charlotte, NC 28207  
ph: (704)331-1451 FAX: (704)331-1761

Preferred Investment Size: \$250,000 to \$2,000,000  
Investment Policy: Equity Investments, Subordinate Debt.  
Investment Type: Expansion, Later Stage  
Industry Preference: Manufacturing Services, Distribution, Light  
Industrial  
Geographic Preference: North Carolina, South Carolina & Virginia

First Fidelity Private  
Capital, Inc.  
Tracey M. Chaffin, Chief Financial Ofcr.  
One First Union Center, 5th Floor  
301 South College Street  
Charolette, NC 07901  
ph: (704)374-4791 FAX: (704)374-4771

Preferred Investment Size: \$500,000 to \$5 MM  
Investment Policy: Loans and/or Equity

Investment Type: Early, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: East (CT to VA)

First Union Capital  
Partners, Inc.  
Tracey M. Chaffin, Chief Financial Ofcr.  
One First Union Center, 5th Floor  
301 South College Street  
Charlotte, NC 28288  
ph: (704)374-4768 FAX: (704)374-6711

Preferred Investment Size: \$5 to \$20 Million  
Investment Policy: Equity and Subordinate Debt  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Media/ Communications Retail and Consumer, Health  
Geographic Preference: National

NationsBanc Capital  
Corporation  
Walter W. Walker, Jr., President  
100 North Tryon Street, 25th Floor  
NCI-007-25-02  
Charlotte, NC 28255  
ph: (704)386-8063 FAX: (704)388-9049

Preferred Investment Size: \$3 to \$25 Million  
Investment Policy: Equity, Sub Debt with Warrants  
Investment Type: Later Stage, Expansion, MBO/LBO/Acqu  
Industry Preference: Diversified  
Geographic Preference: National

NationsBanc Capital Investors  
SBIC, LP  
Walter Walker, Contact  
100 North Tryon Street  
Tenth Floor  
Charlotte, NC 28255  
ph: (704)386-8063 FAX: (704)386-6432

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

NationsBanc SBIC  
Corporation  
Elyn Dortch, VP and George Carter, Pres.  
101 South Tryon Street, 18th Floor  
NC-1-002-18-02  
Charlotte, NC 28255  
ph: (704)386-7549 FAX: (704)386-1930

Preferred Investment Size: \$50,000 to \$500,000  
Investment Policy: Subordinate Debt w/ Warrants  
Investment Type: Early Stage, Expansion  
Industry Preference: Diversified Manufacturing Wholesale Dist.  
Franchise,  
Geographic Preference: Southeast, Mid-Atlantic

Oberlin Capital, L.P.  
Robert Shepley, Manager  
702 Oberlin Road, Suite 150  
Raleigh, NC 27605  
phone: (919) 743-2544 FAX: (919) 743-2501

Preferred Investment Size: \$500,000 to \$2,000,000  
Investment Policy: Subordinated Debt with Warrants  
Investment Type: Expansion Stage, Later Stage, MBO/Acquisition  
Industry Preference: Diversified  
Geographic Preference: North Carolina, South Carolina, Virginia

Wachovia Capital Associates, Inc.  
Matthew J. Sullivan, Managing Director  
191 Peachtree Street, N.E., 26th Floor  
Atlanta, GA 30303  
ph: (404)332-1437 FAX: (404)332-4005

Preferred Investment Size: \$2,000,000 to \$5,000,000  
Investment Policy: Early Stage, Expansion  
Investment Type: Later Stage Financing  
Industry Preference: No Specific Industry preference  
Geographic Preference: Southeast

North Dakota  
SBIC, L.P.  
(Main Office: Cedar Rapids, IA)  
406 Main Avenue, Suite 404  
Fargo, ND 58103  
ph: (701)298-0003 FAX: (701)293-7819

Preferred Investment Size: \$300,000 to \$600,000  
Investment Policy: Sub Debt or Pref Stock-Warrants  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: North Dakota National

Banc One Capital  
Partners, LLC  
William P. Leahy, Managing Director  
150 East Gay Street, 24th Floor  
Columbus, OH 43215  
ph: (614)217-1100 FAX: (614)217-1217

Preferred Investment Size: \$3 to \$7 Million  
Investment Policy: Debt Securities/ Equities  
Investment Type: Later Stage  
Industry Preference: Diversified  
Geographic Preference: Midwest, Southwest

Clarion Capital Corp.  
Morris H. Wheeler, President  
Ohio Savings Plaza  
1801 East 9th Street, Suite 510  
Cleveland, OH 44114  
ph: (216)687-8941 FAX: (216)694-3545

Preferred Investment Size: \$250,000 to \$1 MM

Investment Policy: Equity Investments  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified, Technology Related  
Geographic Preference: Mid-West, National

Enterprise Ohio  
Investment Company  
Steven Budd, President  
8 North Main Street  
Dayton, OH 45402  
ph: (937)226-0457 FAX: (937)222-7035

Preferred Investment Size: \$50,000 to \$100,000  
Investment Policy: Equity Loan Investments  
Investment Type: Expansion, Later Stage, Franchise  
Industry Preference: Diversified  
Geographic Preference: Southwest, Ohio

Financial  
Opportunities, Inc.  
Gregg R. Budoi, Manager  
300 Executive Parkway West

Hudson, OH 44236  
ph: (330)342-6664 FAX: (330)342-6675

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Key Equity  
Capital Corporation  
David Given, President  
127 Public Square, 28th Floor  
Cleveland, OH 44114  
ph: (216)689-5776 FAX: (216)689-3204

Preferred Investment Size: \$2,000,000  
Investment Policy: Willing to make Equity Investm.  
Investment Type: Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Key Mezzanine Capital, LLC

Stephen Stewart, Manager  
10th Floor, Banc One Building  
600 Superior Avenue  
Cleveland, OH 44114  
ph: (216)858-6090 FAX: (216)263-3577

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

National City Capital  
Corporation  
William H. Schechter, President & G.M.

1965 East Sixth Street, Suite 1010  
Cleveland, OH 44114  
ph: (216)575-2491 FAX: (216)575-9965

Preferred Investment Size: \$1 to \$5 Million  
Investment Policy: Loans, Equity, Debt w/ Equity  
Investment Type: Expansion, Financing, Later Stage  
Industry Preference: Manufacturing, Distribution, Consumer Products, Retail  
Geographic Preference: Mid-West

River Cities Capital  
Fund L.P.  
R. Glen Mayfield, Manager  
221 East Fourth Street  
Suite 2250  
Cincinnati, OH 45202  
ph: (513)621-9700 FAX: (513)579-8939

Preferred Investment Size: \$750,000 to \$1.5 MM  
Investment Policy: Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: OH, KY, IN

BancFirst Investment  
Corporation  
T. Kent Faison, Manager  
101 North Broadway  
Mail: P.O. Box 26788  
Oklahoma City, OK 73126  
ph: (405)270-1000 FAX: (405)270-1089

Preferred Investment Size: Up to \$500,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Oklahoma

First United Venture  
Capital Corporation  
John Massey and Greg Massey, Managers  
1400 West Main Street

Durant, OK 74701  
ph: (580)924-2256 FAX: (580)924-2228

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Northern Pacific  
Capital Corporation  
Joseph P. Tennant, President  
937 S.W. 14th Street, Suite 200  
Mail: P.O. Box 1658  
Portland, OR 97207  
ph: (503)241-1255 FAX: None



Preferred Investment Size: \$150,000 to \$225,000  
Investment Policy: Subordinate Debt with Warrants  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Pacific Northwest

Shaw Venture  
Partners III, L.P.  
Ralph R. Shaw, Manager  
400 Southwest Sixth Avenue  
Suite 1100  
Portland, OR 97204  
ph: (503)228-4884 FAX: (503)227-2471

Preferred Investment Size: \$2 to \$4 Million  
Investment Policy: Equity  
Investment Type: Seed, Early, Expansion, Later Stages  
Industry Preference: Diversified  
Geographic Preference: Intermountain, West

Shaw Venture  
Partners IV, L.P.  
Ralph R. Shaw, Managing General Partner  
400 S.W. Sixth Avenue, Suite 1100  
Portland, OR 97204  
ph: (503)275-5710 FAX: (503)275-7565

Preferred Investment Size: FULLY INVESTED  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

CEO Venture Fund III, L.P.  
James Colker, Manager  
2000 Technology Drive, Suite 160  
Pittsburgh, PA 15219  
ph: (412)687-0200 ext. 236 FAX: (412)687-8139

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

CIP Capital L.P.  
Winston Churchill, Jr., Manager  
435 Devon Park Drive  
Bldg 300  
Wayne, PA 19087  
ph: (610)964-7860 FAX: (610)964-8136

Preferred Investment Size: \$250,000 to \$750,000  
Investment Policy: Debt  
Investment Type: Expansion, Later Stage  
Industry Preference: Life Sciences, Communications  
Geographic Preference: East Coast

Greater Phila. Venture

Capital Corp., Inc. (SSBIC)  
Fred S. Choate, Manager  
351 East Conestoga Road  
Room 203  
Wayne, PA 19087  
ph: (610)688-6829 FAX: (610)254-8958

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

GS Capital, L.P.

Kenneth S. Sweet, Jr., Managing Editor  
Richard J. Gessner, Jr, Managing Editor  
Steven D. Tobert, Managing Editor  
Reginald W. Wikes, Managing Editor  
Cynthia D. Gowdy, Managing Editor  
435 Devon Park Drive, Suite 612  
Wayne, Pa 19087  
ph: (610)293-9151 FAX: (610)293-1979

Preferred Investment Size: \$500,000 to \$3 million  
Investment Policy: To invest in minority, women and employee owned  
businesses  
Investment Type: Equity and Debt with Equity features  
Industry Preference: Nationally Franchised Businesses  
Geographic Preference: Middle Atlantic States

Mellon Ventures, L.P.  
Lawrence Mock & Ronald Coombs, Managers  
One Mellon Bank Center  
Room 3200  
Pittsburg, PA 15258  
ph: (412)236-3594 FAX: (412)236-3593

Preferred Investment Size: \$3 to \$10 Million  
Investment Policy: Loans and/or Equ Debt with Equity  
Investment Type: Expansion, Later Stage, Acquisition  
Industry Preference: Diversified  
Geographic Preference: National

Meridian Venture  
Partners  
Raymond R. Rafferty, General Partner  
The Fidelity Court Building  
259 Radnor-Chester Road, Suite 140  
Radnor, PA 19087  
ph: (610)254-2999 FAX: (610)254-2996

Preferred Investment Size: \$1 to \$3 Million  
Investment Policy: Equity Only  
Investment Type: Expansion, Later Stage  
Industry Preference: Health Care Sv On Line Serv Computer Softwar Special  
Geographic Preference: Mid- Atlantic

Argosy Investment Partners, L.P.  
Knute Albrecht, Manager  
950 West Valley Road, Suite 2902

Wayne, PA 19087  
ph: (610)971-0558 FAX: (610)964-9524

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Liberty Ventures I, L.P.  
Thomas R. Morse, Manager  
200 Broad Street  
The Bellevue  
Philadelphia, PA 19102  
ph: (215)732-4445 FAX: (215)732-4644

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Domestic Capital Corp.  
Nathaniel B. Baker, President  
815 Reservoir Avenue  
Cranston, RI 02910  
ph: (401)946-3310 FAX: (401)943-6708

Preferred Investment Size: \$300,000  
Investment Policy: Loans  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: Regional

Fleet Equity  
Partners VI, L.P.  
Robert Van Degna & Habib Y. Gorgi, Mgrs.  
50 Kennedy Plaza, 12th Floor  
Mail Stop: RI MO F12C  
Providence, RI 02903  
ph: (401)278-6770 FAX: (401)278-6387

Preferred Investment Size: \$5 to \$15 Million  
Investment Policy: Equity  
Investment Type: Leverage Buyouts, Expansion  
Industry Preference: Media/ Communications Healthcare, Printing, Mfg.  
Geographic Preference: National

Fleet Venture  
Resources, Inc.  
Robert M. Van Degna, President  
50 Kennedy Plaza, 12th Floor  
Mail Stop: RI MO F12C  
Providence, RI 02903  
ph: (401)278-6770 FAX: (401)278-6387

Preferred Investment Size: \$5 to \$15 Million  
Investment Policy: Equity  
Investment Type: Leverage Buyouts, Expansion  
Industry Preference: Media/ Communications Healthcare, Printing, Mfg.

Geographic Preference: National

CF Investment Company  
William S. Hummers III, Manager  
102 South Main Street  
Greenville, SC 29601  
ph: (864)255-4919 FAX: (864)239-6423

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Charleston Capital  
Corporation  
Henry Yaschik, President  
111 Church Street  
P.O. Box 328  
Charleston, SC 29402  
ph: (843)723-6464 FAX: (843)723-1228

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Reedy River Ventures  
Limited Partnership  
John J. Sterling, President of Gen Partn  
7 North Laurens Street, Suite 603

Greenville, SC 29601  
ph: (864)232-6198 FAX: (864)241-4444

Preferred Investment Size: \$500,000 to \$1.5 MM  
Investment Policy: Secured Debt with Warrants  
Investment Type: Later Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: Southeast

Bluestem Capital  
Partners II, L.P.  
Steve Kirby and Paul Schock, Managers  
122 South Phillips Avenue  
Suite 300  
Sioux Falls, SD 57104  
ph: (605)331-0091 FAX: (605)334-1218

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Capital Across  
America, L.P.  
Whitney Johns & Chris Brown, Managers  
414 Union Street, Suite 2025

Nashville, TN 37219  
ph: (615)254-1414 FAX: (615)254-1856

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Commerce Capital, L.P.  
Andrew Higgins, Pres & Rudy Ruark, V.P.  
611 Commerce Street, Suite 2602  
Nashville, TN 37203  
ph: (615)726-0202 FAX: (615)242-1407

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Equitas, L.P.  
D. Shannon LeRoy, President of CGP  
2000 Glen Echo Road, Suite 100  
Mail: P.O. Box 158838  
Nashville, TN 37215  
ph: (615)383-8673 FAX: (615)383-8693

Preferred Investment Size: \$500,000 to \$890,000  
Investment Policy: Loans  
Investment Type: Expansion, Later Stage  
Industry Preference: Service, Distribution, Light Mfg.  
Geographic Preference: Southeast

International Paper  
Cap. Formation, Inc. (SSBIC)  
Bob J. Higgins, V.P. and Controller  
International Place II  
6400 Poplar Avenue  
Memphis, TN 38197  
ph: (901)763-6282 FAX: (901)763-6076

Preferred Investment Size: \$40,000 to \$300,000  
Investment Policy: Loans and Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Pacific Capital, L.P.  
Clay R. Caroland, III, President  
3100 West End Avenue, Suite 1070  
Nashville, TN 37203  
ph: (615)292-3166 FAX: (615)292-8803

Preferred Investment Size: \$2,500,000  
Investment Policy: Companies with Plus Cash Flow  
Investment Type: Mezzanine with Equity  
Industry Preference: Health Care, Education Services  
Geographic Preference: National

Sirrom  
Investments, Inc.  
George M. Miller, II, President  
500 Church Street, Suite 200  
Nashville, TN 37219  
ph: (615)256-0701 FAX: (615)726-1208

Preferred Investment Size: \$500,000 to \$4 MM  
Investment Policy: Senior/Sub. Debt with Warrants  
Investment Type: Expansion No Start Ups  
Industry Preference: Diversified  
Geographic Preference: National

Southern Venture Fund SBIC, L.P.  
Don Johnston, President  
310 25th Avenue North  
Suite 103  
Nashville, TN 37203  
ph: (615)329-9448 FAX: (615)329-9237

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Valley Capital Corp. (SSBIC)  
Lamar J. Partridge, President  
Suite 212, Krystal Building  
100 W. Martin Luther King Blvd.  
Chattanooga, TN 37402  
ph: (423)265-1557 FAX: (423)265-1588

Preferred Investment Size: \$100,000 to \$200,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion Later Stage  
Industry Preference: Diversified Communications Health Care Wholesale Dis  
Geographic Preference: Southeast

West Tennessee Venture  
Capital Corporation (SSBIC)  
Frank Banks, President  
5 North Third Street  
Memphis, TN 38103  
ph: (901)522-9237 FAX: (901)527-6091

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

AMT Capital, Ltd.  
Tom H. Delimitros, CGP  
8204 Elmbrook Drive, Suite 101  
Dallas, TX 75247  
ph: (214)905-9760 FAX: (214)905-9761

Preferred Investment Size: \$250,000 to \$500,000

Investment Policy: Equity  
Investment Type: Early Stage  
Industry Preference: Advanced Materials, Specialty Chemicals  
Geographic Preference: National

Alliance Business  
Investment Company  
(Main Office: Tulsa, OK)  
1221 McKinney Street  
Suite 3100  
Houston, TX 77010  
ph: (713)659-3131 FAX: (713)659-8070

Preferred Investment Size: \$500,000 to \$750,000  
Investment Policy: Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Southwest/ SouthCentral

Alliance Enterprise  
Corporation (SSBIC)  
Donald R. Lawhorne, President  
North Central Plaza 1, Suite 710  
12655 North Central Expressway  
Dallas, TX 75243  
ph: (214)991-1597 FAX: (214)991-1647

Preferred Investment Size: \$250,000 to \$1 MM  
Investment Policy: Debt with Equity Straight Equity  
Investment Type: Expansion Later Stage  
Industry Preference: Mfg. Specialty Electronics, Broadcast, Food Processors  
Geographic Preference: Mostly Southwest

Banc One Capital  
Partners, L.P.  
(Main Office: Columbus, OH)  
Suzanne B. Kriscunas, Managing Director  
300 Crescent Court, Suite 1600  
Dallas, TX 75201  
ph:

Preferred Investment Size: \$5,000,000  
Investment Policy: Debt Securities/ Equities  
Investment Type: Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Capital Southwest  
Venture Corp.  
William R. Thomas, President  
12900 Preston Road, Suite 700  
Dallas, TX 75230  
ph: (972)233-8242 FAX: (972)233-7362

Preferred Investment Size: \$1 to \$2 Million  
Investment Policy: Preferred Equity- Type Investments  
Investment Type: Seed, Early, Expansion, Later Stages  
Industry Preference: Manufacturing, Retail, Technology, No Real Estate  
Geographic Preference: National

Catalyst Fund,  
Ltd. (The)

Richard L. Herrman, Manager  
Three Riverway, Suite 770  
Houston, TX 77056  
ph: (713)623-8133 FAX: (713)623-0473

Preferred Investment Size: \$1,250,000  
Investment Policy: Loans with Warrants  
Investment Type: Expansion, Acquisition, Recap, Later  
Industry Preference: Diversified  
Geographic Preference: National

Chen's Financial  
Group, Inc. (SSBIC)  
Samuel S. C. Chen, President  
10101 Southwest Freeway, Suite 370  
Houston, TX 77074  
ph: (713)772-8868 FAX: (713)772-2168

Preferred Investment Size: \$450,000  
Investment Policy: Both Loans and/or Equity  
Investment Type: Seed, Early, Later Stage, Acquisition  
Industry Preference: Hotel/Motel, Retail  
Geographic Preference: Houston, TX National

First Capital Group  
of Texas II, L.P.  
Messrs. Blanchard, Greenwood, & Locy  
750 East Mulberry, Suite 305  
San Antonio, TX 78212  
ph: (210)736-4233 FAX: (210)736-5449

Preferred Investment Size: \$500,000 to \$1 MM  
Investment Policy: Equity  
Investment Type: Early Stage, Expansion, Later, MBO  
Industry Preference: Diversified  
Geographic Preference: Texas, Southwest

HCT Capital Corp.  
Vichy Woodward Young, Jr., President  
4916 Camp Bowie Boulevard  
Suite 200  
Fort Worth, TX 76107  
ph: (817)763-8706 FAX: (817)377-8049

Preferred Investment Size: \$250,000  
Investment Policy: Loans and/or Equity  
Investment Type: Seed, Early Stage, Expansion  
Industry Preference: Health  
Geographic Preference: Southwest

Houston Partners, SBIP  
Glenda Overbeck, President, CGP  
401 Louisiana, 8th Floor  
Houston, TX 77002  
ph: (713)222-8600 FAX: (713)222-8932

Preferred Investment Size: \$500,000  
Investment Policy: Debt or Equity Investments  
Investment Type: Later Stage  
Industry Preference: Medical, Environmental, Information Technology



Geographic Preference: Sunbelt

Jardine Capital Corp. (SSBIC)  
Lawrence Wong, President  
7322 Southwest Freeway  
Suite 787  
Houston, TX 77074  
ph: (713)271-7077 FAX: (713)271-7577

Preferred Investment Size: \$260,000  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: North, South

MESBIC Ventures, Inc. (SSBIC)  
Donald R. Lawhorne, President  
North Central Plaza I, Suite 710  
12655 North Central Expressway  
Dallas, TX 75243  
ph: (214)991-1597 FAX: (972)991-1647

Preferred Investment Size: \$250,000 to \$1 MM  
Investment Policy: Debt with Equity Straight Equity  
Investment Type: Expansion Later Stage  
Industry Preference: Mfg. Specialty Electronics, Broadcast, Food Processors  
Geographic Preference: Mostly Southwest

Mapleleaf Capital Ltd.  
Patrick A. Rivelli, Manager  
Three Forest Plaza, Suite 935  
12221 Merit Drive  
Dallas, TX 75251  
ph: (972)239-5650 FAX: (972)701-0024

Preferred Investment Size: \$1,000,000  
Investment Policy: Equity or Equity-Related  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified-- No Real Estate Oil or Gas  
Geographic Preference: Southwest, West

NationsBanc Capital  
Corporation  
(Main Office: Charlotte, NC)  
901 Main Street, 66th Floor  
Dallas, TX 75202  
ph: (214)508-0932 FAX: (214)508-0985

Preferred Investment Size: \$3 to \$25 Million  
Investment Policy: Equity, Sub Debt with Warrants  
Investment Type: Later Stage, Expansion  
Industry Preference: Diversified  
Geographic Preference: National

North Texas  
MESBIC, Inc. (SSBIC)  
Allan Lee, President  
9500 Forest Lane, Suite 430  
Dallas, TX 75243  
ph: (214)221-3565 FAX: (214)221-3566

Preferred Investment Size: \$150,000  
Investment Policy: Loans  
Investment Type: Early Stage, Expansion  
Industry Preference: Retail, Wholesalers and Distributors  
Geographic Preference: State of Texas

PMC Investment  
Corporation (SSBIC)  
Andrew S. Rosemore, President  
18111 Preston Road, Suite 600  
Dallas, TX 75252  
ph: (972)349-3200 FAX: (972)349-3265

Preferred Investment Size: \$1.5 Million  
Investment Policy: Secure Lender  
Investment Type: All Stages including Start-ups  
Industry Preference: Diversified - Specializing in Motel and Franchise  
Geographic Preference: National

Retail & Restaurant Growth Capital, L.P.  
Raymond Hemmig, Joseph Harberg, Mgrs.  
10000 N. Central Expressway  
Suite 1060  
Dallas, TX 75231  
ph: (214)750-0065 FAX: (214)750-0060

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

SBIC Partners II, L.P.

Nicholas Binkley & Gregory Forrest, Mgrs  
201 Main Street, Suite 2302  
Fort Worth, TX 76102  
ph: (817)339-7020 FAX: (817)338-2047

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

SBIC Partners, L.P.  
Gregory Forrest & Jeffrey Brown, Manager  
201 Main Street, Suite 2302  
Fort Worth, TX 76102  
ph: (949)729-3222 FAX: (949)729-3226

Preferred Investment Size: \$2 to \$9 Million  
Investment Policy: Equity Only  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Southwest/Catalyst  
Capital, Ltd.  
Ronald Nixon and Rick Herrman, Mgrs.  
Three Riverway, Suite 770

Houston, TX 77056  
ph: (713)623-8133 FAX: (713)623-0473

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Stratford Capital  
Partners, L.P.  
Michael D. Brown/John Fannin/Darin Winn  
200 Crescent Court  
Suite 1650  
Dallas, TX 75201  
ph: (214)740-7377 FAX: (214)740-7340

Preferred Investment Size: \$2 to \$9 Million  
Investment Policy: Equity, Subord. Debt with Equity  
Investment Type: Expansion, Later Stage, Acquisition  
Industry Preference: Manufacturing, Distribution, Niche Services, Diversi  
Geographic Preference: National

Stratford Equity Partners, L.P.  
Michael Brown, Manager  
200 Crescent Court, Suite 1600  
Dallas, TX 75201  
ph: (214)740-7377 FAX: (214)740-7340

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

United Oriental  
Capital Corporation (SSBIC)  
Jai Min Tai, President  
908 Town & Country Blvd.  
Suite 310  
Houston, TX 77024  
ph: (713)461-3909 FAX: (713)465-7559

Preferred Investment Size: \$200,000  
Investment Policy: Loans or Equity Investments  
Investment Type: Early Stage  
Industry Preference: Diversified  
Geographic Preference: Texas

Victoria Capital Corp.  
Steve Selinske, Acting President

c/o Norwest Bank Texas, N.A.  
16416 San Pedro  
San Antonio, TX 78232

ph: (210)856-8804 FAX: (210)856-8848

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Western Financial  
Capital Corporation  
Andrew S. Rosemore, President  
18111 Preston Road, Suite 600  
Dallas, TX 75252  
ph: (972)349-3200 FAX: (972)349-3265

Preferred Investment Size: \$500,000  
Investment Policy: Secure Lender  
Investment Type: All Stages including Start-ups  
Industry Preference: Diversified - Specializing in Motel & Franchise  
Geographic Preference: National

First Security Bus.  
Investment Corp.  
Louis D. Alder, Manager  
15 East 100 South, Suite 100  
Salt Lake City, UT 84111  
ph: (801)246-5737 FAX: (801)246-5740

Preferred Investment Size: \$500,000 to \$750,000  
Investment Policy: Loans and/or Equity  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: West/Mt-West Mid-West

Utah Ventures II L.P.

Alan Dishlip & James Dreyfous, Mgrs.  
423 Wakara Way, Suite 206  
  
Salt Lake City, UT 84108  
ph: (801)583-5922 FAX: (801)583-4105

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Wasatch Venture  
Corporation  
Todd J. Stevens, Secretary  
1 South Main Street  
Suite 1400  
Salt Lake City, UT 84133  
ph: (801)524-8939 FAX: (801)524-8941

Preferred Investment Size: \$500,000  
Investment Policy: Equity and Debt  
Investment Type: Early Stage  
Industry Preference: High Technolog  
Geographic Preference: Midwest, West

Wasatch Venture Fund II, LLC

Todd Stevens, Manager  
1 South Main Street  
Suite 1400  
Salt Lake City, UT 84133  
ph: (801)524-8936 FAX: (801)524-8941

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Green Mountain  
Capital, L.P.  
Michael Sweatman, General Manager  
RR 1, Box 1503  
Waterbury, VT 05676  
ph: (802)244-8981 FAX: (802)244-8990

Preferred Investment Size: \$500,000  
Investment Policy: Subordinated Debt  
Investment Type: Expansion  
Industry Preference: Diversified  
Geographic Preference: Northeast

Continental SBIC (SSBIC)  
Arthur Walters, President  
4141 N. Henderson Road  
Suite 8  
Arlington, VA 22203  
ph: (703)527-5200 FAX: (703)527-3700

Preferred Investment Size: \$250,000 to \$1 MM  
Investment Policy: Loan and/or Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: North, South Midwest

East West United  
Investment Company (SSBIC)  
Dung Bui, President  
1568 Spring Hill Road, Suite 100  
McLean, VA 22102  
ph: (703)442-0150 FAX: (703)442-0156

Preferred Investment Size: \$100,000.00  
Investment Policy: Loans  
Investment Type: Expansion  
Industry Preference: Retail  
Geographic Preference: Washington Metropolitan

Virginia Capital SBIC,

Frederick Russell & Tom Deardorff, Mgrs.  
9 South 12th Street, Suite 400

Richmond, VA 23219  
ph:

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Waterside Capital Corporation  
Alan Lindauer, President  
300 East Main Street, Suite 1380  
Norfolk, VA 23510  
ph: (757)626-1111 FAX: (757)626-0114

Preferred Investment Size: \$500,000  
Investment Policy: Loans and/or Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Eastern Virginia

Walnut Capital Corp.  
(Main Office: Chicago, IL)  
8000 Tower Crescent Drive, Suite 1070  
Vienna, VA 22182  
ph: (703)448-3771 FAX: (703)448-7751

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Northwest Venture  
Partners II, L.P.  
Thomas Simpson & Jean Balek-Miner, Mgrs.  
221 North Wall Street  
Suite 628  
Spokane, WA 99201  
ph: (509)747-0728 FAX: (509)747-0758

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

Pacific Northwest  
Partners SBIC, L.P.  
Theodore M. Wight, Manager  
305 - 108th Ave. NE, 2nd Floor

Bellevue, WA 98004  
ph: (425)455-9967 FAX: (425)455-9404

Preferred Investment Size: \$1,000,000  
Investment Policy: Equity Investments  
Investment Type: Seed, Early Stage, Expansion  
Industry Preference: Retail, Software, Healthcare, Medical Services  
Geographic Preference: Pacific, Northwest

Shenandoah Venture  
Capital L.P.  
Thomas E. Loehr, President  
208 Capital Street, Suite 300  
Charleston, WV 25301  
ph: (304)344-1796 FAX: (304)344-1798

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

WestVen  
Limited Partnership  
Thomas E. Loehr, President  
208 Capitol Street  
Suite 300  
Charleston, WV 25301  
ph: (304)344-1794 FAX: (304)344-1798

Preferred Investment Size: \$500,000  
Investment Policy: Combination of Debt and Equity  
Investment Type: Expansion, Early Stage, Spin-Off  
Industry Preference: Manufacturing, Wood Products, Computer Industry  
Geographic Preference: WV, OH, PA, VA, MD

Whitney Capital  
Corporation  
Thomas Loehr, Manager  
707 Virginia Street, East  
Suite 1700  
Charleston, WV 25301  
ph: (304)345-2480 FAX: (304)345-7258

Preferred Investment Size: \$500,000  
Investment Policy: Loans and or Equity  
Investment Type: Early Stage, Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: Regional

Capital Investments, Inc.  
Steve Rippl, Exec. Vice-President  
1009 W Glen Oaks Lane, Suite 103  
Mequon, WI 53092  
ph: (414)241-0303 FAX: (414)241-8451

Preferred Investment Size: \$500,000 to \$1 MM  
Investment Policy: Subordinated Debt w/ Warrants  
Investment Type: Expansion, Later Stage  
Industry Preference: Manufacturing & Value-Added Distributors  
Geographic Preference: Mid-West, National

Future Value Ventures,  
Incorporated (SSBIC)  
William P. Beckett, President  
2821 N. 4th Street, Suite 526

Milwaukee, WI 53212  
ph: (414)264-2252 FAX: (414)264-2253

Preferred Investment Size: \$100,000 to \$300,000  
Investment Policy: Minorities Women  
Investment Type: Expansion, Start Up  
Industry Preference: Diversified  
Geographic Preference: Great Lakes, National

M & I Ventures L.L.C.  
John T. Byrnes, President  
770 North Water Street  
Milwaukee, WI 53202  
ph: (414)765-7910 FAX: (414)765-7850

Preferred Investment Size: \$2 to \$3 Million  
Investment Policy: Debt & Equity Securities  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified, Manufacturing Medical, Business Service  
Geographic Preference: Mid-West

MorAmerica Capital  
Corporation  
(Main Office: Cedar Rapids, IA)  
600 East Mason Street  
Suite 304  
Milwaukee, WI 53202  
ph: (414)276-3839 FAX: (414)276-1885

Preferred Investment Size: \$500,000 to \$1 Mill.  
Investment Policy: Sub Debt or Pref Stock-Warrants  
Investment Type: Expansion, Later Stage  
Industry Preference: Diversified  
Geographic Preference: National

Polaris Capital Corp. (SSBIC)  
Richard Laabs, President  
2100 Northwestern Avenue  
Racine, WI 53404  
ph: (414)637-8388 FAX: (414)637-6459

Preferred Investment Size: FULLY INVESTED  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference:

North America Inv.  
Corporation (SSBIC)  
Marcelino Pastrana Torres, President  
Mercantil Plaza Bldg., Suite 813  
Mail: PO BX 1831 Hato Rey Sta., PR 00919  
Hato Rey, PR 00919  
ph: (787)754-6178 FAX: (787)754-6181

Preferred Investment Size:  
Investment Policy:  
Investment Type:  
Industry Preference:  
Geographic Preference: