



Venture Capital, Private Equity & Angel Firms 2011

Mecklenburg County

Blue Point Capital Partners (PE)

201 S. Tryon St., Suite 850, Charlotte, NC 28202
Phone: 704-347-1111 Fax: 704-347-1107

Contact: Shannon Smith sgsmith@bluepointcapital.com
www.bluepointcapital.com

Typical Investment Range: \$10,000,000-50,000,000

Total Managed Funds: \$715,000,000

Stage Criteria: Management Buyouts, Expansion

Specialty: Manufacturing, business services, value-added distribution

CapitalSouth Partners (VC)

4201 Congress St Suite 360, Charlotte, NC 28209
Phone: 704-376-5502 Fax: 704-376-5877

Contact: Joe Alala III jalala@capitalsouthpartners.com
www.capitalsouthpartners.com

Typical Investment Range: \$5,000,000-25,000,000, up to \$40M

Total Managed Funds: \$600,000,000+

Stage Criteria: Growth capital, buyouts, recapitalizations,
add-on acquisitions

Type of Capital: Preferred & common equity, subordinated
debt w/ warrants

Specialty: Building products, business services, consumer/retail,
general industrial, healthcare, technology

Carousel Capital (PE)

201 N. Tryon St, Suite 2450, Charlotte, NC 28202
Phone: 704-372-2040 Fax: 704-372-1040

Contact: Nelson Schwab III nschwab@carouselcapital.com
www.carouselcap.com

Typical Investment Range: \$10,000,000-40,000,000

Total Managed Funds: \$528,000,000

Stage Criteria: Leveraged Buyouts

Specialty: Business services, Consumer products and services,
healthcare services

Cerium Capital LLC (PE)

101 S Tryon St, Suite 2410, Charlotte, NC 28280
Phone: 704-918-1097

Contact: Paul Solitario paul@ceriumcapital.com
www.ceriumcapital.com

Stage Criteria: Mergers and Acquisitions of middle-market
companies

Colville Capital (PE)

201 S. College St, Suite 2770, Charlotte, NC 28244
Phone: 704-323-4400 Fax: 704-323-4420

Contact: Mark Mealy mmealy@colvillecapital.com
www.colvillecapital.com

Stage Criteria: Manufacturing, distribution and service businesses
with values from \$10-50 million

Crutchfield Capital (PE)

4201 Congress St, Suite 360-B, Charlotte, NC 28209
Phone: 704-525-9120

Contact: E Elliott Crutchfield eec@crutchcap.com
www.crutchcap.com

Stage Criteria: business and consumer services, healthcare, retail,
franchisors/franchisees, light manufacturing, and value-added
distribution businesses with EBITA between \$1 and \$10 million

Dogwood Equity (PE)

1901 Roxborough Rd., Suite 300, Charlotte, NC 28211
Phone: 704-362-1800 Fax: 704-366-1850

Contact: Steve Buchanan sbuchanan@dogwoodequity.com
www.dogwoodequity.com

Typical Investment Range: \$4,000,000-10,000,000

Stage Criteria: Buyout and select later-stage growth investments

Specialty: Mfg/Distribution, service, consumer products

Frontier Capital (PE)

1111 Metropolitan Ave., Suite 1050, Charlotte, NC 28204
Phone: 704-414-2880 Fax: 704-414-2881

Contact: Andrew Lindner andrew@frontierfunds.com
www.frontierfunds.com

Typical Investment Range: \$5,000,000-15,000,000

Total Managed Funds: \$160,000,000

Stage Criteria: Expansion capital, later stage; \$5-\$30 million revenue,
25%+ growth rates, EBITDA positive

Type of Capital: Private Equity Firm; growth equity

Specialty: Business services: IT, Software, Communications services,
Healthcare

Inception Micro Angel Fund — Charlotte (A)

c/o Packard Place, 222 S. Church St., Suite 100, Charlotte, NC 28202
Contact: Dan Gotte, dan@imafcharlotte.com

www.imafcharlotte.com
Typical Investment Range: \$50,000 - \$250,000 (including add-ons)
with a company board seat, or observer rights.

Total Managed Funds: \$2,000,000

Stage Criteria: seed and early stage

Specialty: Equity, high growth, technology based, NC/SC

VC= Venture Capital Firm PE= Private Equity Firm A= Angel Firm



Plexus Capital (PE)

200 Providence Rd., Suite 210, Charlotte, NC 28207

Phone: 704-927-6255

Contact: Bob Anders

banders@plexuscap.com

www.plexuscap.com

Total Managed Funds: \$250,000,000**Stage Criteria:** later stage**Specialty:** invests in a variety of industries, including business services, consumer services, healthcare, manufacturing, value-add distribution, government contracting, and other basic industries**Ridgemont Equity Partners (PE)**

150 N College St., Suite 2500, Charlotte, NC 28207

Phone: 704-944-0914

Fax: 704-944-0973

Contact: Ed Balogh

ebalogh@ridgemontep.com

www.plexuscap.com

Typical Investment Range: \$25,000,000 - \$75,000,000**Stage Criteria:** later stage**Specialty:** basic industries and services, energy, healthcare, and telecommunications/ media/ technology**Vaxa Capital Partners, LP (PE)**

6201 Fairview Rd, Suite 200, Charlotte, NC 28210

Phone: 704-522-9932

Fax: 704-522-6009

Contact: Buck Wearn

bwearn@vaxacapital.com

www.vaxacapital.com

Typical Investment Range: \$2,000,000-10,000,000**Total Managed Funds:** \$55,000,000**Stage Criteria:** Expansions, Buyouts, Recapitalizations, Industry Consolidations**Specialty:** All except startups, biotech, real estate, unestablished technologies**Pamlico Capital (PE)**

150 N College St., Suite 2400, Charlotte, NC 28288

Phone: 704-374-4948

Fax: 704-374-6711

Contact: Scott Perper

scott.perper@pamlicocapital.com

www.pamlicocapital.com

Typical Investment Range: \$15,000,000-100,000,000**Total Managed Funds:** \$2 billion**Stage Criteria:** Middle to late stage (established businesses)**Type of Capital:** Private equity firm; equity, mezzanine**Specialty:** Business & tech. services, communications, and healthcare**The Wakefield Group (VC)**

1110 East Morehead St., Charlotte, NC 28204

Phone: 704-372-0355

Fax: 704-372-8216

Contact: Steve Nelson

steve@wakefieldgroup.com

www.wakefieldgroup.com

Typical Investment Range: \$1,000,000-5,000,000**Total Managed Funds:** \$100,000,000**Stage Criteria:** Growth-oriented**Type of Capital:** Equity**Specialty:** IT/Health/(Media)**Other Areas in North Carolina****The Aurora Funds (VC)**

3100 Tower Blvd., Suite 1600, Durham, NC 27713

Phone: 919-484-0400

Fax: 919-484-0444

Contact: M. Scott Albert

salbert@aurorafunds.com

www.aurorafunds.com

Typical Investment Range: \$50,000-2,500,000 (for first round financing)**Total Managed Funds:** over \$234,000,000**Stage Criteria:** First Round, Seed**Type of Capital:** Equity**Specialty:** Healthcare (Biotech, medical devices, healthcare services, healthcare IT) & Information Technology (internet infrastructure, software, semiconductors/processing tech., emerging tech.), bio-medical engineering**The Trelys Funds (VC)**

PO Box 5066, Cary, NC 27512

Phone: 919-459-4650

Fax: 919-459-4670

Contact: Adrian Wilson

awilson@trelys.com

www.trelys.com

Typical Investment Range: \$500,000-3,000,000**Type of Capital:** Equity**BB&T Capital Partners (VC)**

101 N. Cherry St., Suite 700, Winston-Salem, NC 27101

Phone: 336-733-0350

Fax: 336-733-0349

Contact: David G. Townsend

dgtownsend@bbandt.com

www.bbtcp.com

Typical Investment Range: \$5,000,000-15,000,000**Total Managed Funds:** over \$400,000,000**Stage Criteria:** Late stage growth capital, Buyouts, Acquisitions, Recapitalizations**Type of Capital:** Equity & Subordinated Debt (Mezzanine fund)**Specialty:** For Equity Fund: Any type of industry except high tech., real estate, & financial services; For Mezzanine Fund: Manufacturing, Distribution, Service companies & particular expertise in government services**Carolina Financial Group, LLC (VC)**

185 West Main Street, Brevard, NC 28712

Phone: 828-883-4400

Fax: 828-883-4402

Contact: John Stanier

jstanier@carofin.com

www.carofin.com

Typical Investment Range: \$5,000,000 & up**Total Managed Funds:** More than \$325,000,000**Stage Criteria:** Capital raising, mergers & acquisitions**Type of Capital:** Common Equity, Convertible Preferred Equity, Redeemable Preferred Equity, Option & Warrants; Convertible debt, Non-convertible debt, second lien debt**Specialty:** Mfg., consumer products, IT, media & telecommunications, business services, energy

Gardiner Capital, LP (PE)

105 Stratford Road Suite 360,, Winston-Salem, NC 27104
 Phone: 336-725-0056 Fax: 336-725-1155
Contact: Bob Shepley bob@gardcap.com
 www.gardinercapital.com

Typical Investment Range: \$2,000,000-5,000,000 with more available through syndication

Total Managed Funds: \$50,000,000

Stage Criteria: Private Investment Firm; Later stage private equity (buyouts), mezzanine, acquisitions, recapitalizations, debt restructuring; no startups or early stage companies

Type of Capital: Preferred and common equity; Convertible and sub-debt

Specialty: All industries except real estate & financial services

The Halifax Group (PE)

3605 Glenwood Ave., Suite 490, Raleigh, NC 27612
 Phone: 919-786-4420 Fax: 919-786-4428
Contact: David Dupree ddupree@thehalifaxgroup.com
 www.thehalifaxgroup.com

Typical Investment Range: \$10,000,000-40,000,000

Total Managed Funds: more than \$500,000,000

Stage Criteria: Late stage, Buyouts, Recapitalizations, Growth Capital, Consolidations, EBITDA greater than \$5,000,000

Specialty: Business services, Healthcare services, Infrastructure services, Wellness products & services

Hatteras Venture Partners (PE)

280 S Mangum St., Suite 350, Durham, NC 27701
 Phone: 919-484-0730 Fax: 919-484-0364
Contact: Clay Thorp clay@hatterasvp.com
 www.hatterasvp.com

Typical Investment Range: \$2,000,000-7,000,000 (over life of company)

Total Managed Funds: over \$120,000,000

Stage Criteria: Pre-seed, Early stage

Specialty: Biomedical- biopharmaceuticals, medical devices, diagnostics

Inception Micro Angel Fund - Charlotte (A)

1959 N. Peace Haven Rd., # 111, Winston-Salem, NC 27106
 Phone: 336-324-3292
Contact: Ken Paulus ken@imafcharlotte.com
 www.inceptionmicroangelfund.com

Typical Investment Range: between \$25,000 and \$100,000 per company with a company board seat, or observer rights, being allocated to IMAF

Total Managed Funds: \$2,000,000

Stage Criteria: Angel- start-up stage or 1 step beyond start-up

Specialty: biotech., life sciences, diagnostics, medical device area

Intersouth Partners (VC)

406 Blackwell St., Suite 200, Durham, NC 27701
 Phone: 919-493-6640 Fax: 919-493-6649
Contact: Dennis Daugherty Dennis@intersouth.com
 www.intersouth.com

Typical Investment Range: \$500,000-6,000,000 (w/ avg. total investment in a single company of \$12,000,000)

Total Managed Funds: \$780,000,000

Stage Criteria: Seed and early stage, 1st institutional round preferred

Type of Capital: equity

Specialty: IT, Life Sciences

North Carolina Innovative Development for Economic Advancement (NC IDEA) (VC)

334 Blackwell St., Suite B-015, Durham, NC 27701
 Phone: 919-941-5600 Fax: 919-941-5630
Contact: David Rizzo
 www.ncidea.org

Typical Investment Range: \$10,000-50,000

Total Grants Issued: \$1,900,000

Stage Criteria: Early stage

Specialty: high-tech startups NC only.

Pappas Ventures (VC)

Research Triangle Park
 2520 Meridian Pkwy, Suite 400, Durham, NC 27713
 Phone: 919-998-3300 Fax: 919-998-3301
Contact: Scott Weiner sweiner@pappasventures.com
 www.pappasventures.com

Typical Investment Range: \$100,000-\$6,000,000

Total Managed Funds: more than \$350,000,000

Stage Criteria: Early stage, Phase 1 or Phase 2 stage of development, Late Stage/ Mezzanine

Type of Capital: Preferred stock, equity

Specialty: Life Sciences: Biotechnology, biopharmaceuticals, drug delivery, medical devices, and health information systems, *drug discovery/drug development is main interest/focus but will continue to invest in other specialties mentioned above

Piedmont Angel Network (PAN) (A)

243 S. Marshall St., Winston-Salem, NC 27101
 Phone: 336-235-0941
Contact: Any Dreyfuss
 adreyfuss@piedmontangelnetwork.com
 www.piedmontangelnetwork.com

Typical Investment Range: \$250,000-350,000 (1st investment + possible add-ons available)

Specialty: does not have to be technology-based businesses, PAN likes to invest in businesses that are addressing large problems — large markets.

River Cities Capital Funds (VC)

3737 Glenwood Ave., Suite 100 Raleigh, NC 27612
 Phone: 919-573-6111 Fax: 919-573-6050
Contact: Edward McCarthy emmcarthy@rccf.com
 www.rccf.com

Typical Investment Range: \$2,000,000-4,000,000

Total Managed Funds: \$400,000,000

Stage Criteria: Early stage, Expansion stage, Late stage (No Seed Stage companies unless extraordinary basis)

Specialty: IT, Healthcare (sub-categories: software as a service, enterprise or infrastructure software, business process outsourcing, devices)

VC= Venture Capital Firm PE= Private Equity Firm A= Angel Firm

Salem Halifax Capital Partners, LP (PE)

112 Cambridge Plaza Dr., Winston-Salem, NC 27104
 Phone: 336-768-9343 Fax: 336-768-6471
Contact: Phillip Martin pmartin@salemcapital.com
 www.salemcapital.com

Typical Investment Range: \$1,000,000-5,000,000**Total Managed Funds:** \$150,000,000**Stage Criteria:** Later stage**Type of Capital:** Private Equity Firm; Subordinated, mezzanine debt with warrants (SCP will invest capital as pure equity in certain situations, but rarely)**Specialty:** Traditional Manufacturing, Distribution, Service Businesses; Employ low to medium technology companies**SilkRoad Equity (PE)**

111 North Chestnut Street, Suite 200, Winston-Salem, NC 27101
 Phone: 336-201-5046 Fax: 336-201-5141
Contact: Matt Roszak matt@silkroad.com
 www.silkroadequity.com

Typical Investment Range: \$1,000,000-20,000,000 & up**Total Managed Funds:** over past 20 years, invested in or acquired over 150 companies w/ valuations ranging from \$5 - \$500 million**Stage Criteria:** Broad range: from Start-Ups to buy-outs, buy-ins, spin-offs**Specialty:** Technology, media entertainment, life science, telecomm., retail, mfg., business services**Southeast Interactive Technology Funds (SEInteractive) (VC)**

3800 Paramount Pkwy, Suite 115, Morrisville, NC 27560
 Phone: 919-558-8324 Fax: 919-558-2025
Contact: Norvell Miller www.seinteractive.com

Typical Investment Range: \$2,000,000-5,000,000**Stage Criteria:** Early Stage**Type of Capital:** Preferred equity, convertible debt**Specialty:** IT, Communications**SJF Ventures (VC)**

200 N Mangum St., Suite 203, Durham, NC 27701
 Phone: 919-530-1177 Fax: 919-530-1178
Contact: David Griest dgriest@sjfund.com
 www.sjfund.com

Typical Investment Range: \$1,000,000-2,000,000**Stage Criteria:** Expansion stage with \$1M+ in annual revenue**Type of Capital:** Equity, Subordinated Debt**Specialty:** Cleantech and sustainability, business services, and Web-enhanced services.**Triangle Capital Corporation (VC)**

3700 Glenwood Ave., Suite 530, Raleigh, NC 27612
 Phone: 919-719-4770 Fax: 919-719-4777
Contact: Garland Tucker, David Parker, Tarlton Long, Brent Burgess
 www.tcap.com

Typical Investment Range: \$5,000,000-15,000,000**Total Managed Funds:** \$250,000,000+**Stage Criteria:** Later stage growth, acquisitions, recapitalizations, leveraged & management buyouts**Type of Capital:** Mezzanine, senior & subordinated debt, first & second lien loans, equity**Specialty:** Diversified**TriLinear, LLC (VC)**

380 Knollwood St., Suite 410, Winston Salem, NC 27103
 Phone: 336-748-1200 Fax: 336-748-1208
Contact: Roane Cross Jr. roane.cross@trilinearllc.com

Typical Investment Range: \$500,000-1,000,000**Total Managed Funds:** \$80,000,000**Stage Criteria:** Early stage**Type of Capital:** Equity, Convertible debentures, Preferred, Debt with Warrants**Specialty:** Carolinas commercial real estate, communications, information technology**Vaxa Capital Partners (PE)**

109 Laurens Rd, Suite 4-C, Greenville, SC 29607
 Phone: 864-240-7400 Fax: 864-240-7408
Contact: M. Dexter Hagy www.vaxacapital.com

Typical Investment Range: \$2,000,000-10,000,000**Total Managed Funds:** \$55,000,000**Stage Criteria:** Expansions, Buyouts, Recapitalizations, Industry Consolidations**Specialty:** All except Startups, Biotech, Real Estate, Unestablished Technologies**Organizers/Meetings/Forums/Networking/Advice****The Ben Craig Center (VC, PE)**

8701 Mallard Creek Rd., Suite 100, Charlotte, NC 28262
 Phone: 704-548-9113 Fax: 704-602-2179
Contact: Paul Wetenhall, President
 pwetenhall@bencraigcenter.com www.bencraigcenter.com

The Ben Craig Center provides a wide array of support services that give its companies a strong competitive advantage over other startups. Access to advice from leaders in Charlotte's high-tech community, in-house consulting, financing referrals, marketing and PR aid, and a solid turn-key infrastructure are only a few of these services. These and many other services include: Physical infrastructure, mentoring and advising, staff expertise, external business network, and access to capital

Business Innovation & Growth Council (BIG) (VC, PE)

1927 S Tryon St., Suite 310, Charlotte NC 28203
 Phone: 704-927-8064 Fax: 704-342-2975
Contact: Ms. Terry Cox, President and CEO info@bigcouncil.com
 www.bigcouncil.com

The Business Innovation and Growth Council, a non-profit association, serves as a catalyst for economic development in the greater Charlotte area by promoting the formation and success of entrepreneurial companies.

Council for Entrepreneurial Development (CED) (VC, PE, A)

334 Blackwell St., Suite B012 Durham, NC 27711
 Phone: 919-549-7500 Fax: 919-549-7405
Contact: Joan Siefert Rose, President jsrose@cednc.org
 www.cednc.org

The Council for Entrepreneurial Development is a private, non-profit organization which identifies, enables, and promotes high growth & high impact entrepreneurial companies and accelerates the entrepreneurial culture of the Research Triangle and North Carolina.

North Carolina Small Business and Technology Development Center (SBTDC)

8701 Mallard Creek Road

Phone: 704-548-1090

Fax: 704-548-9050

Contact: George McAllister, Executive Director gmcallister@sbtfdc.org
www.sbtfdc.org

The organization is operated as an inter-institutional program by The University of North Carolina. The Development Center offers small business owners a variety of services and programs and also publishes small business guides.

WED3

201 S. College St., Suite 1610, Charlotte, NC 28244

Contact: Paul Solitario paul@wed3.org

www.wed3.org

Wed3 is a regionally focused group of investors and representatives of investment corporations. This members-only group reviews business summaries submitted by companies and individuals. Selected groups then have the opportunity to present their presentations to a Wed3 regular membership meeting. Through this process, Wed3 hopefully acts as a "matchmaker" for young companies and interested investors.