



## Venture Capital, Private Equity & Angel Firms

### Mecklenburg County

#### **Blue Point Capital Partners (PE)**

201 S. Tryon St., Ste. 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

**Type of Capital:** Private equity firm

**Specialty:** Manufacturing, business services, value-added distribution

#### **CapitalSouth Partners (VC)**

4201 Congress St., Ste. 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., Ste. 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

**Type of Capital:** Private equity firm

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

#### **Cerium Capital LLC (PE)**

101 S. Tryon St., Ste. 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

#### **Chapter IV Investors (PE)**

301 S. Tryon St., Charlotte, NC 28202  
Phone: 704-644-4071  
**Contact:** Barnes Hauptfuhrer barnes@chapterIVinvestors.com  
www.chapterivinvestors.com

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

**Total Managed Funds:** \$270,000,000

**Stage Criteria:** Mature, equity

**Type of Capital:** Private equity firm / hedge fund hybrid

#### **Colville Capital (PE)**

201 S. College St., Ste. 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

#### **Copeley Capital (PE)**

129 W. Trade St., Charlotte, NC 28202  
Phone: 704-409-3070 Fax: 704-409-3075  
**Contact:** Lane Faison lfaison@copeleycapital.com  
www.copeleycapital.com

**Typical Investment Range:** \$3,000,000-5,000,000

**Total Managed Funds:** \$30,000,000

**Stage Criteria:** Recapitalization, owner transitions, growth capital, corporate divestitures.

**Specialty:** Established businesses that are leaders in their market

#### **Crutchfield Capital (PE)**

4201 Congress St, Ste. 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

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

**Dogwood Equity (PE)**  
1901 Roxborough Rd., Ste. 300, Charlotte, NC 28211  
Phone: 704-362-1800 Fax: 704-366-1850  
**Contact:** Steve Buchanan sbuchanan@dogwoodequity.com  
www.dogwoodequity.com  
**Typical Investment Range:** \$2,000,000-6,000,000  
**Total Managed Funds:** \$74,000,000  
**Stage Criteria:** Buyout and select later-stage growth investments  
**Type of Capital:** Private equity firm  
**Specialty:** Mfg/Distribution, service, consumer products

**Frontier Capital (PE)**  
1111 Metropolitan Ave., Ste. 1050, Charlotte, NC 28204  
Phone: 704-414-2880 Fax: 704-414-2881  
**Contact:** Andrew Lindner andrew@frontierfunds.com  
www.frontierfunds.com  
**Typical Investment Range:** \$10,000,000-20,000,000  
**Total Managed Funds:** \$250,000,000  
**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

**Pamlico Capital (PE)**  
150 N. College St., Ste. 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

**Plexus Capital (PE)**  
200 Providence Rd., Ste. 210, Charlotte, NC 28207  
Phone: 704-927-6255  
**Contact:** Bob Anders banders@plexuscap.com  
www.plexuscap.com  
**Typical Investment Range:** \$3,000,000-8,000,000  
**Total Managed Funds:** \$250,000,000  
**Stage Criteria:** later stage  
**Type of Capital:** Private equity firm  
**Specialty:** invests in a variety of industries, including business services, consumer services, healthcare, manufacturing, value-add distribution, government contracting and other industries

**Ridgemont Equity Partners (PE)**  
150 N. College St., Ste. 2500, Charlotte, NC 28207  
Phone: 704-944-0914 Fax: 704-944-0973  
**Contact:** Ed Balogh ebalogh@ridgemontep.com  
www.ridgemontep.com  
**Typical Investment Range:** \$25,000,000 - \$75,000,000  
**Total Managed Funds:** \$2 Billion  
**Stage Criteria:** middle market buyout and growth  
**Type of Capital:** Private equity firm  
**Specialty:** basic industries and services, energy, healthcare and telecommunications/media/technology

**Vaxa Capital Partners, LP (PE)**  
6201 Fairview Rd, Ste. 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

**Type of Capital:** Private equity firm  
**Specialty:** All except startups, biotech, real estate, unestablished technologies

**The Wakefield Group (VC)**  
1110 E. 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., Ste. 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:** \$500,000-2,500,000 (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) and information technology (internet infrastructure, software, semiconductors/processing tech., emerging tech.), bio-medical engineering

**BB&T Capital Partners (VC)**  
101 N. Cherry St., Ste. 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 and particular expertise in government services

**Carolina Financial Group, LLC (VC)**

185 W. Main St., 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:** Manufacturing, consumer products, IT, media & telecommunications, business services, energy**Cherokee Investment Partners**

111 E. Hargett St., Ste. 300, Raleigh, NC 27601

Phone: 919-743-2500

**Contact:** Tom Darden

www.cherokeefund.com

**Typical Investment Range:** \$25,000,000+**Total Managed Funds:** \$2 Billion**Specialty:** property (brownfield) redevelopment**Falfurrias Capital Partners (PE)**

100 N. Tryon St., Ste. 5120, Charlotte, NC 28202

Phone: 704.371.3220

Fax: 704.333.0185

**Contact:** Mark Oken

moken@falfurriascapital.com

www.falfurriascapital.com

**Typical Investment Range:** \$10,000,000-30,000,000**Total Managed Funds:** \$97,000,000**Stage Criteria:** Buyouts, recapitalizations, growth financings, corporate divestitures. EBITDA in excess of \$2,000,000**Type of Capital:** Private equity firm**Specialty:** Financial services, consumer products, healthcare, building products, diversified manufacturing, business services, education, training, and information services, infrastructure services**Gardiner Capital, LP (PE)**

105 Stratford Rd., Ste. 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 and financial services**The Halifax Group (PE)**

3605 Glenwood Ave., Ste. 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**Type of Capital:** Private equity firm**Specialty:** Business services, healthcare services, infrastructure services, wellness products and services**Hatteras Venture Partners (PE)**

280 S Mangum St., Ste. 350, Durham, NC 27701

Phone: 919-484-0730

Fax: 919-484-0364

**Contact:** Clay Thorp

clay@hatterasvp.com

www.hatterasvp.com

**Typical Investment Range:** \$2,000,000-5,000,000 (over life of company)**Total Managed Funds:** over \$120,000,000**Stage Criteria:** Pre-seed, early stage**Type of Capital:** Private equity firm**Specialty:** Biomedical- biopharmaceuticals, medical devices, diagnostics**Inception Micro Angel Fund (A)**

1959 N. Peace Haven Rd., Ste. 111, Winston-Salem, NC 27106

Phone: 336-324-3292

**Contact:** Tim Janke

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:** \$3,500,000**Stage Criteria:** Angel- start-up stage or one step beyond start-up**Specialty:** biotech., life sciences, diagnostics, medical device area**Intersouth Partners (VC)**

406 Blackwell St., Ste. 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, first institutional round preferred**Type of Capital:** equity**Specialty:** IT, life sciences**North Carolina Innovative Development for Economic Advancement (NC IDEA) (VC)**

334 Blackwell St., Ste. B-015, Durham, NC 27701

Phone: 919-941-5600

Fax: 919-941-5630

**Contact:** David Rizzo

www.ncidea.org

**Typical Investment Range:** \$250,000-500,000**Total Managed Funds:** \$25,000,000**Stage Criteria:** Early stage**Specialty:** High-tech startups (NC only)

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

**Pappas Ventures (VC)**

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

**Typical Investment Range:** \$6,000,000-8,000,000**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:** Andy Dreyfuss adreyfuss@piedmontangelnetwork.com  
 www.piedmontangelnetwork.com

**Typical Investment Range:** \$250,000-750,000**Total Managed Funds:** \$15,000,000**Stage Criteria:** Angel**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., Ste. 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)**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:** \$2,000,000-10,000,000**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 N. Chestnut St., Ste. 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**Type of Capital:** Private equity firm**Specialty:** Technology, media entertainment, life science, telecommunications, retail, manufacturing, business services**SJF Ventures (VC)**

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

**Typical Investment Range:** \$1,000,000-10,000,000**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.**Southeast Interactive Technology Funds (SEInteractive) (VC)**

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

**Typical Investment Range:** \$15,000,000-30,000,000**Total Managed Funds:** \$260,000,000**Stage Criteria:** Early stage**Type of Capital:** Preferred equity, convertible debt**Specialty:** IT, communications**Southern Capitol Ventures (VC)**

21 Glenwood Ave., Ste. 105, Raleigh, NC 27603  
 Phone: 919-858-7580  
**Contact:** Ben Brooks ben@southcap.com  
 www.southcap.com

**Typical Investment Range:** \$35,000-1,000,000**Total Managed Funds:** \$20,000,000**Stage Criteria:** Early state technology**Specialty:** software, e-commerce, digital media, mobile and healthcare IT**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

**Triangle Capital Corporation** (VC)  
3700 Glenwood Ave., Ste. 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 and subordinated debt, first and  
second lien loans, equity  
**Specialty:** Diversified

**TriLinear, LLC** (VC)  
380 Knollwood St., Ste. 410, Winston Salem, NC 27103  
Phone: 336-748-1200 Fax: 336-748-1208  
**Contact:** Roane Cross, Jr. roane.cross@trilinearllc.com  
**Typical Investment Range:** \$1,000,000-2,000,000  
**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., Ste. 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  
**Type of Capital:** Private equity firm  
**Specialty:** All except startups, biotech, real estate, unestablished  
technologies

#### [Organizers/Meetings/Forums/Networking/Advice](#)

**Business Innovation & Growth Council (BIG)** (VC, PE)  
1927 S. Tryon St., Ste. 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** (VC, PE, A)  
(CED)  
334 Blackwell St., Ste. 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  
and 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 Rd., Charlotte, NC 28262  
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.

**Ventureprise** (VC, PE)  
8701 Mallard Creek Rd., Ste. 100, Charlotte, NC 28262  
Phone: 704-548-9113 Fax: 704-602-2179  
**Contact:** Paul Wetenhall, President  
PWetenhall@BenCraigCenter.com  
www.ventureprise.org 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

**WED3**  
201 S. College St., Ste. 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.



P.O. Box 32785, Charlotte, NC 28232 | 704.378.1300  
CharlotteChamber.com | twitter.com/cltecondev

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

10/12