

INVESTOR LIST

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THE **#1 DATABASE** OF VENTURE CAPITAL
AND PRIVATE EQUITY INVESTORS

FROM EARLY STAGE VCS, TO PRIVATE EQUITY FIRMS,
TO ANGELS, TO FAMILY OFFICES

FI 10100

San Francisco, CA
<http://10100fund.com/>

Stage: Early, Seed

Industry: Information Technology, Real Estate & Construction

10100 is the investment vehicle for Travis Kalanick, former CEO of Uber. Kalanick announced (March 2018) the creation of the fund 10100 (pronounced 'ten-one-hundred'), home to his passions, investments, ideas and big bets. It will be overseeing Kalanick's for-profit investments as well as his non-profit work. The overarching theme will be about large-scale job creation, with investments in real estate, ecommerce, and emerging innovation in China and India. Non-profit efforts will initially focus on education and the future of cities. According to Forbes, Kalanick is worth more than \$4B.

Portfolio companies include: OpenDoor

Investment Team:

Travis Kalanick, Founder, travis@10100fund.com

FI 10Branch

18420 Old River Landing
Lake Oswego, OR 97034

18420 Old River Lndg.
Lake Oswego, OR 97034

<http://www.10branch.com/>

Stage: Early

Industry: Information Technology, Real Estate & Construction, Software & Internet

Founded by the Haladay family, 10Branch invests in Oregon technology companies that are poised for growth. 10 Branch combines capital with an operationally proven approach to help companies find deliberate growth. As part of the Haladay family office, 10 Branch has the capital and expertise to mentor early stage companies through the fun but challenging journey to high growth. 10 Branch helps companies maximize revenue growth potential while planning for the subsequent operational expansion. The firm assists with the aspects of a growth stage company including sales, marketing, product management, board management, company culture cultivation, fund raising and mid to long term strategic planning. Jay Haladay was the founder of Viewpoint Construction Software. Private-equity firm Bain Capital paid \$230 million in 2014 for a majority stake in Viewpoint.

Investment Team:

Gavin Haladay, Member, gavin@10branch.com
Jay Haladay, Partner, jay@10branch.com
Miles Haladay, Managing Partner, miles@10branch.com
Renee Haladay, Member, renee@10branch.com
Scott Haladay, Member, scott@10branch.com
Taryn Hatchel, Member, taryn@10branch.com

FI 166 2nd Financial Services

222 Broadway, 19TH FLOOR
New York, NY 10038

Stage: Early

Industry: Real Estate & Construction

166 2nd Financial Services is the Family Office of Adam Neumann, the founder of WeWork. Ilan Stern, previously a staffer at General Catalyst and Soros Fund Management LLC, has been hired to lead the family office. According to published reports Neumann has cashed out approximately \$700M of his more than \$4B stake in the co-working space company he founded. Neumann and his wife, Rebekah, once lived in a tiny apartment at 166 2nd Avenue in New York City, and thus named the Family Office after the location of their more humble beginnings. According to Business Insider, Tte WeWork CEO bought a Greenwich Village townhouse for \$10.5 million in 2014. And in 2017, he spent \$35 million on property on Gramercy Park. He and his wife also reportedly own homes in Westchester County and the Hamptons. It is unclear what types of investments--other than personal real estate-- the family office is engaging in.

Investment Team:

Adam Neumann, Founder
Ilan Stern, Manager

FI/ FIN 1888 Management

4111 E. 37th Street N
Wichita, KS 67220
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Stage: Middle Market

Industry: Communications & Networking, Information Technology, Real Estate & Construction

1888 Management is the family office of the Koch brothers - Charles and David. The firm is named for the year the billionaires' grandfather, Hotze Koch, emigrated to America from the Netherlands. The investments of 1888 are aimed to consist mainly of senior bonds backed by auto loans, credit-card receivables, and personal loans. While its focus is investing directly in companies, 1888 Management oversees a mix of holdings -- including corporate bonds. The Koch brothers are major players in conservative politics as well as the heads of Koch Industries and have a current net worth of \$95 billion combined, according to Bloomberg. 1888 Management has more than \$2 billion under management, according to the report, although it holds less than \$100 million in publicly traded stocks.

Investment Team:

Eric Huffman, Estate Technology Manager
Jeffrey Straayer, Portfolio Manager
Kelly Wapp, Portfolio Administrator
Trent May, President & CIO

FI 2M Companies

3401 Armstrong Ave.
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Phone: 214-443-2000
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www.2m.com

Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction

2M is an investment firm led by Morton H. Meyerson, former Chairman and CEO of Perot Systems and President of EDS. 2M's primary business purpose is to support the Morton H. Meyerson Family Foundation and communities, and to invest with people who are interested in effecting social change. 2M seeks to build and

support enterprises that create tremendous value for their customers and that provide an environment in which their employees and partners thrive. 2M contributes to a wide variety of progressive companies in industries ranging from medicine and technology to design and real estate. Their portfolio consists of Seed and Series A investments in the \$500,000 to \$5M range.

Portfolio companies include: SiteOne Therapeutics

Investment Team:

Andrew Solomon, andrew.solomon@2m.com
Ian Trumpower, President, Ian.Trumpower@2m.com
Josh Springer, Senior Financial Associate, Josh.Springer@2m.com
Morton Meyerson, Chairman and CEO, Morton.Meyerson@2m.com
Steve Leeke, Vice President, Steve.Leeke@2m.com

FI 39 North Capital

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New York, NY 10005
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<http://www.39northcapital.com/>

Stage: Middle Market

Industry: Business Services, Food & Agriculture, Life Sciences & Healthcare, Retail & Restaurant, Transportation & Distribution

39 North Capital is a direct investment platform anchored by Eastbridge Group, a family office with \$1.5Bn in assets under management. Eastbridge Group is a \$1.5Bn+ family office founded in 1990 with diverse experience across retail, franchising, real estate, consumer products, media, education, insurance, and healthcare. The company operates out of offices in New York, Luxembourg, Belgium and Poland. Following the monetization of its European assets, Eastbridge Group has allocated proceeds to direct investment opportunities in the United States through the 39 North Capital partnership. Revenues for target companies range between \$10MM and \$100MM, and are Cash-flow positive businesses. Target sectors include: Multi-unit operations (retail; fitness; food; automotive); and Business services (including healthcare services).

Investment Team:

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Jacob Roffman, Founding Member, jroffman@39northcapital.com
Timothy Lucey, Founding Member, tlucey@39northcapital.com

FI 42 North Partners

171 Monroe Avenue, Suite 410
Grand Rapids, MI 49503
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<http://www.42np.com/>

Stage: Early, Middle Market

Industry: Information Technology, Life Sciences & Healthcare

42 North Partners is a single-family office founded by Mike and Sue Jandernoa located in Grand Rapids, Michigan. From 1991 to 2003, Jandernoa served as chairman of the board of Perrigo. Jandernoa retired as CEO of Perrigo in 2000 and from the board in 2017. During his time at the helm, Mr. Jandernoa took Perrigo from a privately held \$30 million company to a \$2.5 billion publicly-traded firm. 42 North Partners invests in businesses in the Midwest. The firm also makes investments in funds. The firm is a lead investor and Board member of Hopen Life Science Fund. Following his tenure at Perrigo, Mr. Jandernoa founded Jandernoa Entrepreneurial Mentoring, a Grand Rapids-based company that provides mentors to assist entrepreneurs in growing their companies. He is also a co-founder of Bridge Street Capital Partners, also in Grand Rapids, which provides strategic planning, mentoring management, and sourcing appropriate forms of capital, and he is a founder and board member of the West Michigan-based Grand Angels.

Investment Team:

John Meilner, Director of Investments
Mike Jandernoa, Co-Founder
Sue Jandernoa, Co-Founder

FI A-Rod Corp

Coral Gables, FL 33134
<http://www.arodcorp.com/>

Stage: Early

Industry: Media & Digital Media, Real Estate & Construction, Sports & Entertainment

A-Rod Corp was established in 2003 with the purchase of a single duplex in Miami, Florida. Mr. Rodriguez subsequently created a fully-integrated real estate investment and development firm, while managing a record-breaking baseball career. Following the company's success in real estate, A-Rod Corp broadened its investment mandate to encompass assets across a wider array of industries, including sports and wellness, media, and entertainment. With a flexible and opportunistic investment mandate, the firm focuses on long-term ownership opportunities, where it can add value and deliver superior, risk-adjusted returns. Led by Alex Rodriguez and a team of seasoned investment professionals, the firm manages both internal and external capital. The sports and wellness sectors are integral to A-Rod Corp's lifestyle focus and investment portfolio. The firm has been a long-time investor in both sectors, having started with fitness concepts and expanding more broadly into consumer-focused wellness products and ancillary markets. Founded by Alex Rodriguez in 2003, Monument Capital Management is a majority-owned real estate investment firm that manages assets, opportunity funds and joint venture real estate investments on behalf of A-Rod Corp and its investors. Monument is a fully-integrated owner and manager of approximately 10,000 multifamily units across 11 states and has acquired over \$400 million of real estate assets since inception. Founded by Alex Rodriguez and his partners in 2008, Newport Property Construction is a wholly-owned real estate development firm that designs, develops and renovates commercial and residential real estate assets on behalf of A-Rod Corp and its investors. A-Rod Corp is a long-term investor in media, entertainment, and other related sectors.

Portfolio companies include: Fitplan Technologies

Recent fundings include: Fitplan Technologies

Investment Team:

Alex Rodriguez, Founder & CEO
Jeff Lee, Partner & COO
Lane Lamure, Partner & CIO
Malvina Kazanian, Partner & CFO

FI/ FIN Acadia Investment Management

One Penn Plaza, 36th Floor
New York, NY 10119
Phone: 800-595-4866

Stage: Middle Market

Industry: Real Estate & Construction

Acadia Investment Management is the family office of the Bass family. Led by Chief Investment Officer Mark J.P. Anson, the firm manages a considerable portion of Robert M. Bass' family's funds, with a focus on fund investments, alternative assets, portfolio construction, and intelligent risk analysis. In 1959 Robert Bass and his brothers inherited \$2.8 million each from oil tycoon uncle Sid Richardson. According to Forbes, his current reported net worth is \$4.9 billion. Bass has helped launch a half dozen investment shops including his Oak Hill Advisors and owns private jet start-up Aerion. With wife Anne, Bass has given \$50 million each to Duke and Stanford Universities.

Investment Team:

Mark J.P. Anson, CIO
Robert Bass, Founder

FI Acadia Woods Partners

New York, NY

Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

Acadia Woods Partners is a New York-based investment partnership that focuses primarily on early-stage technology companies. The firm is an affiliate of Hawkes Financial, a Family Office investing the capital of Art Samberg. The Managing Director of Acadia Woods Partners is Jeff Samberg, who was a Vice President, Corporate Strategy of PeopleSoft Inc. and an Entrepreneur-In-Residence of Greylock Partners.

Portfolio companies include: CardioDx, Citymaps, House Party, InsideSales.com, InsightFinder, Luminoso, Omicia, RainDance Technologies, VidMob

Recent fundings include: InsightFinder, VidMob

Investment Team:

Aryeh Davis, General Counsel
Jeff Samberg, Managing Director

FI/ VC Access Industries

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<https://www.accessindustries.com>

Stage: Early, Middle Market

Industry: Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant

Founded in 1986 by Len Blavatnik, an American and British entrepreneur and philanthropist, Access is an international industrial concern with strategic investments in the United States, Europe, and South America. Access has corporate offices in New York, London and Moscow. Blavatnik maintains global interests in four sectors: natural resources and chemicals, media and telecommunications, venture capital, and real estate. He is the founder and Chairman of Access Industries, a privately-held industrial group through which he controls his holdings. Access Industries is a privately held industrial group with long-term holdings worldwide. The firm's industrial focus spans four sectors: Natural Resources and Chemicals; Media and Telecommunications; Venture Capital; and Real Estate.

Portfolio companies include: Cadent Therapeutics, Cyanogen, DigitalOcean, Hooch, Humacyte, Magenta Therapeutics, Neon Therapeutics, NextGen Jane, Sentient Technologies, Tango, Yotpo

Recent fundings include: NextGen Jane

Investment Team:

Hope Niculescu, Controller
Ivan Nechaev, Vice President
Len Blavatnik, Founder
Richard Storey, CFO

FI Acorn

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Potomac, MD 20854-1735
Phone: 301-526-0172

www.acornllc.com

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Software & Internet

Acorn is a private equity investment company, providing angel financing to start up companies in the technology and bioscience industries. Since its establishment in 1996 and its incorporation in 1999, it has provided hands on investing to over 10 start-ups, primarily in the Washington DC and Atlanta metropolitan areas. It is also an investment partner in Blue Water Capital Venture Fund II, a growth stage private equity fund for infotech companies, and in the Maryland Angels Council, an organized group of angel investors providing financing and mentoring for technology and bioscience companies in the Mid-Atlantic Area. Acorn is the private equity investment vehicle for the Oakes Family, located in the Washington DC and Atlanta, Georgia areas. The principals are William Oakes Jr., William Oakes III, and Patricia Oakes Poulos. Acorn focuses on technology based products or services in Telecom, Software, IT, Internet, and E-Business; and in Bioscience based products or services such as Biotech, Pharmacia, Health Care, and Bioinformatics.

Investment Team:

Patricia Poulos Oakes, Director, patricia@acornllc.net
William Oakes, Managing Director, wroakes@acornllc.net
William Oakes, Director, bill.oakes@acornllc.net

FI Agman Partners

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www.agmanpartners.com

Stage: Early, Expansion, Growth, Middle Market

Industry: Financial Services, Life Sciences & Healthcare, Real Estate & Construction

Agman Partners is a family run, multi-strategy investment fund attracted to areas of market inefficiency and fundamental value. The Silverman family, who operate Agman, trace their family's investment roots back to the 1920s. The family members started an insurance brokerage business in Omaha. From that, it grew into a real estate portfolio - mainly in multi-family, hospitality and retail - and a group of real estate related businesses. An example of those businesses are the second largest furniture rental company in the U.S., a real estate investment group, an insurance brokerage, a commercial real estate brokerage business, and a hotel operating and development company. The firm invests its own capital, and is agnostic to industry and geography, the fund has flexibility to invest directly and through partnerships across asset classes and stages of development. Agman Partners emphasizes a long-term perspective to its investment approach. The principals of Agman Partners have considerable experience in a number of industries, including: commodities, financial services, life sciences and real estate. Agman Partners has a broad portfolio of investments, including: commodities, real estate, venture capital and private equity, and public equity. Today, Agman is involved with hospitality, office, retail, industrial, mixed-use, land, and multifamily properties valued at in excess of \$1 billion USD.

Investment Team:

Chris Kauffman, Strategic Advisor
H. Scott Silverman, Co-founder and CEO, hss@agmanpartners.com
Hans Pusch, Principal, hbp@agmanpartners.com
Jeff Silverman, Co-founder and Chairman, jls@agmanpartners.com
Jeremy Smith, Principal

FI/ PE Alpheus Capital

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<https://www.alpheuscapital.com/>

Stage: Growth, Middle Market

Industry: Business Services, Education & Training, Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial

Alpheus Capital was formed in the 2000s to manage the alternative asset programme for a European single family office, primarily focusing on opportunities in the UK, Western Europe, USA/Canada, Asia, and Australasia. The firm makes direct co-investments alongside private equity sponsors/managers in growth capital opportunities in the mid-market. To date, Alpheus has commitments across a diverse range of private equity funds, secondary funds, and direct co-investments, with a preference to commit to smaller niche private equity funds (under 400m euros in fund size). Co-investments range from 3m euros to 10m euros in any one deal, in mid-market companies with Enterprise Values of up to 100m euros and, for funds, commitments range from 10m euros to 20m euros.

Investment Team:

Christo Leventis, Chairman, c.leventis@alpheuscapital.com
Mike Pappas, Managing Director, m.pappas@alpheuscapital.com
Rob Morrish, Investment Director, r.morrish@alpheuscapital.com

FI Altos Capital Partners

4 Main Street, Suite 120
Los Altos, CA 94022
<https://www.altos-capital.com/>

Stage: Early, Growth, Seed

Industry: Energy & Clean Tech, Information Technology, Real Estate & Construction, Software & Internet

Altos Capital Partners (Altos) is a firm founded by the family offices of Romesh Wadhvani and Ajay Shah who are its Principals. Altos' mandate ranges from participation in seed to growth stage in a broad range of sectors including Technology, Real Estate, and Energy so long as there is no conflict with their existing mandates at Silverlake Sumeru or Symphony Technology Group.

Portfolio companies include: Epic Sciences

Investment Team:

Ajay Shah, Principal
KS Jangbahadur, Advisor, ks@altos-capital.com
Romesh Wadhvani, Principal

FI Alturus

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Phone: 214-617-2230

<http://www.alturuscapital.com/>

Stage: Early, Expansion, Growth, Middle Market

Industry: Business Services, Consumer Products & Services, Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution

Alturus was founded by A.V. Jones Jr. and his family office, The Albany Group, in order to more directly access and participate in the growing opportunities in the lower middle-market. Alturus pursues both mature business with a track record of stable or growing EBITDA as well as younger businesses with a history of significant annual revenue growth and positive profitability. General size guidelines: Revenues of \$10mm - \$100mm, EBITDA of \$2.0mm - \$10.0mm, enterprise Value of \$10mm - \$65mm.

Investment Team:

Chad D. Hufsey, Co-founder and President, cdhufsey@alturuscapital.com
Jacob B. Jones, Co-founder and Managing Director, jbjones@alturuscapital.com
Will Robinson, Operating Partner

FI ALY Holdings

Wellesley, MA
<https://alyholdings.com/>

Stage: Middle Market

Industry: Consumer Products & Services, Food & Agriculture, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

ALY Holdings is a private investment vehicle operated by three former PE executives. ALY focuses its efforts on a small group of companies where it can work alongside committed management teams to implement strategic and tactical plans to grow long-term value. ALY's principals are private equity veterans with significant investing, operating and strategy consulting experience gained at leading companies such as Procter & Gamble, Hewlett Packard, Bain & Company, Halpern, Denny & Company, and Ampersand Capital Partners. Unlike institutional private equity funds investing in a large portfolio of companies using other investors' capital, ALY invests its partners' capital. ALY closed its first acquisition in 2013, working closely with a divisional management team to carve-out and purchase the business from its public company parent. The firm targets New England based companies with revenues of \$10-50 Million and EBITDA: greater than \$1 Million. Focus industries include: Chemical, Food, Instrumentation, Industrial, Wholesale Distribution, Consumer, and Healthcare services.

Investment Team:

Bill LaPoint, Partner, bill@alyholdings.com
Charlie Yie, Partner, charlie@alyholdings.com
Stuart Auerbach, Partner, stuart@alyholdings.com

FI AME Cloud Ventures

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<https://www.amecloudventures.com/>

Stage: Early, Expansion, Growth, Seed

Industry: Communications & Networking, Software & Internet, Storage & Hardware

AME Cloud Ventures is a private investment fund led by Jerry Yang, co-founder of Yahoo! AME Cloud Ventures focuses on seed to later stage companies building infrastructure and value chains around data. The firm focuses on technology heavy companies gathering or creating unique data at every stage of the data stack-- from infrastructure all the way to applications, mobile, and sensors.

Portfolio companies include: A-Alpha Bio, Arterys, Asimov, Atomwise, AtScale, Babblabs, Bina Technologies, BirdEye, BitPay, BlockCypher, Blockstream, Boxed, Canvas Technology, Citrine Informatics, Civil Maps, Clover Health, Curbside, DataTorrent, Docker, FiscalNote, Hampton Creek Foods, HyperScience, IIX, Import.io, Input Factory, Inscopix, Joby Aviation, Layer, LimeBike, LUMO BodyTech, Matterport, MegaBots, Metacloud, Minio, Mojo Vision, Mythic, Nervana, Neurotrack, Osaro, Planet Labs, Pluribus Networks, Quantifind, Radius, Recursion Pharmaceuticals, Rigetti Computing, Ripple Labs, Sapho, Savioke, Scanadu, ShoCard, SignalWire, Synthego, Tempo, The Holberton School, TigerGraph, Transcriptic, Treasure Data, Vectra Networks, Vicarious Surgical, Washio, Wattpad, Zoom Video Communications, Zymergen

Recent fundings include: Joby Aviation, A-Alpha Bio, SignalWire, Mythic, Neurotrack

Investment Team:

Cathy Luu, Operations Manager, cluu@amecloudventures.com
Jeff Chung, Associate, jeff@amecloudventures.com
Jerry Yang, Founding Partner, jerry@amecloudventures.com
Nick Adams, Managing Director, nick@amecloudventures.com

FI American Investment Holdings

401 E. Jackson St., Ste. 2525
Tampa, FL 33602

Stage: Early, Middle Market

Industry: Life Sciences & Healthcare, Sports & Entertainment

American Investment Holdings is the private investment office for Jeff Vinik, former Fidelity Fund manager, and current owner of the Tampa Bay Lightning of the National Hockey League. Mr. Vinik is the chairman of American Investment Holdings (AIH), a multipurpose investment enterprise he founded in 2013. Through AIH and other personal activities at his office in Tampa, Florida, Mr. Vinik manages his family's various investments, oversees (along with his wife Penny) the Vinik Family Foundation, and is part owner of Strategic Property Partners, his local real estate entity that, in partnership with Cascade Investment, is undertaking a \$2 billion mixed use development project to revitalize downtown Tampa. Vinik is owner and chairman of the NHL's Tampa Bay Lightning; a minority owner of Fenway Sports Group (parent of the Boston Red Sox, Liverpool Football Club and New England Sports Network); and owner of the Tampa Bay Storm (Arena Football League team). Mr. Vinik left Fidelity to establish his own firm, Vinik Asset Management, a long-short equities hedge fund based in Boston. Over a period of 17 years he delivered net returns of almost 15% per year, growing assets under management from \$800 million in 1996 to just under \$10 billion. In 2013, Mr. Vinik returned all outside investor assets and closed Vinik Asset Management to focus his efforts on his growing business interests in Tampa. Mr. Vinik is actively involved in a number of charitable organizations, with a particular focus on providing support for children and basic human needs.

Portfolio companies include: 2080 Media/ PlayOn! Sports, electroCore, Livongo Health

Recent fundings include: 2080 Media/ PlayOn! Sports

Investment Team:

Jeff Vinik, Chairman
Mike Jurinski, Chief Investment Officer
Noam Abrams, Vice President

FI Amzak Capital Management

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<http://amzak.com/>

Stage: Early, Middle Market

Industry: Business Services, Consumer Products & Services, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Medical Device, Real Estate & Construction

Amzak Capital Management is the private investment firm of the Kazma family. Originally from Canada but based in the U.S. since 1979, the Kazma's got their start in the cable television industry. Under the leadership of Gerry and his son Mike, the Kazma's developed and operated cable systems in Canada and the U.S. until 1992, when they entered the Latin American markets, with operations in Aruba, Venezuela, Trinidad & Tobago and Martinique. In 1997, they built and operated Amnet, Central America's largest cable television / triple play company, which was sold to Millicom International Cellular S.A. in 2008. Over the past ten years, Amzak has transitioned from a family business primarily focused on the cable industry into an institutional investment manager with an investment perspective across a broad range of industries and strategies. Today, Amzak focuses on four major areas: private equity, fixed income, real estate and healthcare. To a lesser extent, the firm also invests in public equity and, very selectively, alternative investments. These investments tend to be either opportunistic or complementary to one of its four investment groups. Amzak seeks to invest \$5 million to \$50 million of equity in companies located in the U.S., South America, Central America and the Caribbean. Amzak's investment activities in healthcare are managed by Majalin LLC, an independent firm led by Joyce Erony and Anders Hove.

Portfolio companies include: MIACH Orthopaedics

Investment Team:

Andres Bethencourt, Direct Investments Vice President
Eduardo Arguello, Direct Investments Vice President
Gerry Kazma, Chairman
Michael Kazma, President

FI Angelic Ventures

New York, NY

<http://www.tomglocer.com>

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Media & Digital Media

Tom Glocer is the founder and managing partner of Angelic Ventures, LP, a family office focusing on early stage investments in financial technology, media, 'big data' and healthcare. Tom Glocer is the former Chief Executive Officer of Thomson Reuters, the leading news and professional information provider. Mr. Glocer joined Reuters Group in 1993 as Vice President and Deputy Counsel, Reuters America. He held a number of senior leadership positions at Reuters, including President of Reuters LatAm and Reuters America, before being named CEO of Reuters Group PLC in July 2001 and CEO of Thomson Reuters upon its formation in 2008. He is a director of Merck & Co., Inc., Morgan Stanley, Publicis Groupe, K2 Intelligence, a trustee of the Cleveland Clinic, a member of the Council on Foreign Relations, and a member of numerous advisory boards including, the Atlantic Council, the President's Council on International Activities at Yale University, the Columbia University Global Center (Europe), the Social Sciences Research Council. He is a former board member of Reuters Group PLC, Thomson Reuters Corp, Instinet Corp, The Partnership for New York and CFR, and a former member of the Business Council, the International Business Council of the WEF, the Advisory Board of the Judge Institute of Management at Cambridge University, the European Business Leaders Council, the Corporate Advisory Board of Tate Britain and the Madison Council of the Library of Congress.

Investment Team:

Tom Glocer, Founder

FI Ansaco

Three Bethesda Metro Center, Suite 700

Bethesda, MD 20814

<http://www.ansacollc.com/>

Stage: Expansion, Growth, Middle Market

Industry: Manufacturing & Industrial, Real Estate & Construction

Real Estate Investments: Ansaco's real estate investment strategy is focused on acquiring retail, office, multi-family, hospitality and mixed-use properties in the Mid-Atlantic region. They can use our extensive real estate and financial backgrounds to evaluate and execute quickly on opportunities. Ansaco's strategy is to unlock new value in the underlying real estate through repositioning, renovations and improved property financial performance. They seek to own and operate but are willing to consider best-in-class partners. Corporate Investments: The breadth of Ansaco's transaction and operating experience enables investment within various stages of a company's lifecycle. They seek high quality companies with proven management teams to acquire and grow alongside existing employees. They know that the best opportunities come from perpetuating the brand and reputation established by skilled entrepreneurs and management teams that have made their company successful. After completing an investment, Ansaco's team works closely with management to identify key strategic issues and opportunities for long-term growth.

Investment Team:

Barry Lemay, COO

Brad Ansary, Managing Director

Doug Ansary, Vice President

Jeff Ansary, Managing Director

FI Anschutz Company

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Denver, CO 80202

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Stage: Early, Expansion

Industry: Communications & Networking, Media & Digital Media, Sports & Entertainment

The Anschutz Company and its affiliates, including the Anschutz Corporation and Anschutz Investment Company, are the investment vehicles for the diversified interests of Philip F. Anschutz. The Anschutz Company invests in both early and late stage companies developing products and services that can bring quantum leaps to broad, discernable markets. Anschutz Company also includes the Anschutz Entertainment Group (which holds a number of stakes in professional sports teams: LA Galaxy, Chicago Fire, Houston Dynamo, San Jose Earthquakes, New York / New Jersey Metro Stars, Kansas City Wizards, Los Angeles Lakers, Los Angeles Kings, and venues including the Staples Center, O2 Arena, and the Home Depot Center). Anschutz maintains investments in over 100 companies.

Portfolio companies include: Immortals, Movius Interactive, Nodin

Recent fundings include: Immortals, Nodin

Investment Team:

Cannon Y. Harvey, President & COO

Craig D. Slater, Executive Vice President

Philip F. Anschutz, Chairman & CEO

Robert Wardrop, Managing Director

Scott T. Carpenter, Vice President

FI/ FIN Arrow Investments

Los Angeles, CA

Stage: Middle Market

Industry: Real Estate & Construction

Arrow Partners is the family office of Barry Diller and the von Furstenberg family. Barry Diller is Chairman and Senior Executive of IAC/InterActiveCorp and Expedia, Inc. and also created the Fox Broadcasting Company and USA Broadcasting. His wife, Diane von Furstenberg, is a well-known fashion designer that has been listed in both Forbes and Time magazine. The families are also involved in The Diller - von Furstenberg Family Foundation. The foundation has committed more than \$100 million in grants to a broad spectrum of non-profit institutions, spanning education, community reform, environmental advocacy, disease research, child care, arts and humanities and human rights.

Investment Team:

Alex von Furstenberg, CIO

FI Ashland Capital Partners

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<http://www.ashlandcap.com/>
Stage: Middle Market
Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Ashland Capital is a private investment firm that invests in lower-middle market companies. Ashland acquires controlling interests in companies with values ranging from \$10 million to \$50 million. Additional investment criteria are: a minimum annual cash flow of \$3 Million; headquartered in the United States; a scalable business model; and a family business with no successor. Ashland invests in the industrial, distribution, and business services sectors. Ashland is a partnership of family and individual investors which, as opposed to a traditional fund model. The firm targets companies with: Revenues of \$20 million or more; EBITDA of \$3 million to \$10 million; and are based in the continental United States.

Investment Team:

James C. Lynch, Analyst, jclynch@ashlandcap.com
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FI Asset Management Company

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Palo Alto, CA 94303
Phone: 650-621-8808
Fax: 650-856-1826
<http://www.amcfamilyoffice.com>
Stage: Early, Seed
Industry: Information Technology, Life Sciences & Healthcare, Software & Internet, Storage & Hardware

Asset Management was one of the first venture capital firms founded on the West Coast of the United States. The firm's focus now is managing the Johnson family investments and supporting a variety of not-for-profit organizations through corporate philanthropy and a family foundation. Since 1965, the company has been specializing in seed and early stage funding. A new venture firm, Asset Management Ventures (see profile), has been founded by former partners of Asset Management Company.

Portfolio companies include: Freenome, Mozio, Profusa, Spotify, UniKey, Yiftee

Investment Team:

Franklin (Pitch) Johnson, Founding Partner, Pitch@amcfamilyoffice.com
Mike Knych, Chief Financial Officer, Mike@amcfamilyoffice.com
Tarah S. Evans, Executive Director, Tarah@amcfamilyoffice.com

FI August Spark

709 Main St.
New Rochelle, NY 10801
Phone: 914-235-9600
<https://augustspark.com/>
Stage: Middle Market
Industry: Information Technology, Media & Digital Media

August Spark is a NY-based family office focused on investments in marketing, technology, and business services. The firm focuses on profitable companies where it can leverage its expertise in sales and marketing, setting and executing against growth strategy initiatives, building and supporting a great company culture, and digital transformations. Prior to August Spark, Michael Cassidy was the founding CEO of Undertone, a leading advertising technology company that was successfully acquired by marketing software firm Perion in 2015. August Spark was created to address the gap in investor expertise in the marketing and business services space, largely due to the proliferation of technology and the imperative for digital-first offerings. As a family office, August Spark takes a long-term, founder-friendly approach to its investment timeline versus the typical five to seven-year horizon of most private equity and venture capital firms. The firm targets companies with between \$2 and \$10M in profitability.

Portfolio companies include: Brand Value Accelerator

Investment Team:

Jennifer Hoogstra, Operations Manager, jennifer@augustspark.com
Michael Cassidy, Partner, michael@augustspark.com
Stephen Wall, Partner, stephen@augustspark.com

FI Avalon Capital Group

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PO Box 1397
North Sioux City, SD 57049
<http://avalon.com>

Stage: Early

Industry: Financial Services, Information Technology, Life Sciences & Healthcare, Real Estate & Construction, Sports & Entertainment

Avalon Capital Group, Inc., is the wholly owned private investment company of Ted Waitt, co-founder of PC manufacturer, Gateway, Inc. Avalon Capital Group investments represent diverse interests in real estate, technology, health care, finance, and entertainment. From investing in a company that improves the treatment of cancer patients, to a firm developing relationship management software, to a leading equipment leasing company servicing the motion picture studios, Avalon's Private Equity division actively invests in diverse industries. Avalon's Real Estate division makes direct investments across a wide range of real estate assets including land, luxury hospitality, multifamily, retail and commercial. Avalon has also co-invested in strategic joint ventures and operating companies. The firm's entertainment division, Avalon Pictures has a mission to produce financially successful films that are, at the same time, of historical and cultural significance.

Investment Team:

Aaron Oestmann, Portfolio Manager, A0estmann@avalon.com
Joshua Sherer, CFO, JSherer@avalon.com
Shane Hartnett, President, SHartnett@avalon.com
Ted Waitt, Founder

FI AVALT

79 Newbury Street

Boston, MA 02116
Phone: 617-874-5880
<http://www.avalt.com/>

Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant

AVALT Holdings is a private equity focused family office formed in 2015 with three former partners from Bain Capital. AVALT is building a holding company of long duration investments in business services, technology, media, consumer and restaurant companies. AVALT will also focus on partnering with family businesses looking for a long term partner as they deal with transition issues.

Portfolio companies include: Dig Inn Seasonal Market

Investment Team:

Ian Reynolds, Partner, 617-874-5888, ian.reynolds@avalt.com
Mark Verdi, Partner, 617-874-5886, mark.verdi@avalt.com
Marko Kivisto, Partner, 617-874-5885, marko.kivisto@avalt.com

FI/ FIN Avatar Investments

5950 Sherry Ln
Dallas, TX 75225
Phone: 214-378-7500

Stage: Middle Market

Industry: Manufacturing & Industrial, Real Estate & Construction

Avatar Investments is a family office owned and operated by Ray C Davis. Davis is an American businessman who has served as the co-CEO and chairman for Energy Transfer Partners (ETP) and chairman of Energy Transfer Equity (ETE). He is co-owner and co-chairman of the Texas Rangers of Major League Baseball. Davis worked in the energy industry for forty years, until he retired as the CEO of ETP and ETE in 2007. In 2008, Davis made his first appearance on the Forbes 400 list, ranking 367th with a net worth of \$1 billion. His current reported net worth, according to Forbes, is \$2.6 billion.

Investment Team:

Ray C Davis, Principal

FI Axioma Ventures

4600 W. Bay to Bay Blvd.
Tampa, FL 33629

Stage: Early

Industry: Energy & Clean Tech

Axioma Ventures is a venture capital firm with Fortune 1000 executive leadership and a global presence. Axioma supports entrepreneurial technology businesses with expansion capital to accelerate growth and build exceptional shareholder value. The firm is the private investment vehicle for Howard M. Jenkins, an heir to the Publix Supermarket fortune, founded by Howard's father. Howard Jenkins has a net worth pegged by Forbes at \$1.0B. Howard Jenkins started as a bag boy at the Publix before eventually being elevated to chief executive officer and chairman in 1990. He led the company for 11 years.

Portfolio companies include: Bridge Connector, Hyliion, Vreal

Recent fundings include: Bridge Connector

Investment Team:

Alexander H. Jenkins, Principal
Howard Jenkins, Founder
Kiran Lingam, Partner

FI B.I.G. Capital

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Weston, FL 33326
Phone: 800-764-8584
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<http://bigcapllc.com/>

Stage: Middle Market

Industry: Software & Internet

B.I.G. Capital is a private investment firm focused on the software sector. It is focused on lower and middle market investment opportunities in established companies with niche solutions. It follows a long term investment strategy and employs sound operational strategies to foster positive and sustainable growth in its portfolio companies. BIG invests in companies located across geographies.

Investment Team:

Debra Weiss, Director, dweiss@bigcapllc.com
Edouard MacGuffie, Operating Partner, emacguffie@bigcapllc.com
Gaylord J. Bodet, Principal and Founder, gbodet@bigcapllc.com
Marcus G. Bodet, Principal and Founder, mbodet@bigcapllc.com
Paul W. Bodet, Principal and Founder, pbodet@bigcapllc.com
Sagarika Mukherjee, Analyst, smukherjee@bigcapllc.com

FI Baruch Future Ventures

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Phone: 415-742-8133

<https://www.baruch.vc>

Stage: Early, Seed

Industry: Energy & Clean Tech, Food & Agriculture, Information Technology

Founded in 2012, Baruch Future Ventures is the family office of venture capitalist Tom Baruch. Baruch has been an investor for more than three decades. At Exxon he managed investments and invested in early-stage companies like Supertex, which went public in 1982 and was bought by Microtech in 2014. Baruch currently invests in early stage companies focused on resource scarce and climate sensitive markets. Tom founded Formation 8 in 2011, a venture capital fund with \$950M under management and currently serves as an Emeritus Partner. Currently, he serves on the board of Codexis, Inc. (NASDAQ: CDXS) and numerous privately held companies and public service entities.

Investment Team:

Jackson Zhang, Principal, jackson@baruch.vc
Jason Holt, Investment Advisor, jason@baruch.vc
Tom Baruch, Managing Director, tom@baruch.vc

FI Bayshore Global Management

108 First Street
Los Altos, CA 94022
Phone: 650-812-2600

Stage: Early

Industry: Real Estate & Construction

Bayshore Global Management is the family office for Google co-founder Sergey Brin and his wife Anne Wojcicki. Bayshore operates Passerelle Investment Co., a real estate firm, which has bought properties in Los Altos to help revitalize the town. Passerelle changed its name to Los Altos Community Investments. Bayshore also runs the Brin Wojcicki Foundation, which disburses charitable donations and supports human rights. According to a Bloomberg article, Bayshore has employed at least 47 people. These include a chief of staff, a yacht captain, a fitness instructor, a photographer, and an archivist, and a manager of the family's New York City home, who oversaw construction, recruited domestic staff, and provided personal shopping. Brin co-owns several private planes and a Tesla. Bayshore also has a professional group dedicated to the family's physical safety.

Investment Team:

Elizabeth Nichols, Deputy Director
Marie Young, Director of Investments
Rebecca Maguire, Chief of Staff
Tara Farnsworth, Finance

FI Beall Investment Partners

PO Box 4249
Maryville, TN 37802

<http://beallinvestmentpartners.com/>

Stage: Expansion, Growth

Industry: Consumer Products & Services, Financial Services, Retail & Restaurant, Software & Internet

Beall Investment Partners is a Family Investment company involved primarily in emerging growth restaurant brands. Key Investment Criteria include: Well-Positioned, Millennial-based brand; Fresher, healthier menu offering; Chef driven; Local, clean food, sustainability focus; Small space: 1,500-3,000 square feet; Sales per square foot: \$1,000; High customer value (\$10 to \$15 price points); Premium, Fast Casual service or Fast Full service system; Alcoholic beverage offering; Unique feel, look, music; Management Teams liked and trusted; and Fair valuation based on both parties adding value. Prospects should have revenues ranging from \$5-20 Million. Sandy Beall created Beall Investment Partners in 2012. Prior, he founded and grew Ruby Tuesday (NYSE: RT) into a 900 unit international casual dining chain that employed more than 45,000 team members. As CEO and Chairman at Ruby Tuesday, Sandy oversaw the company's successful acquisition and divestiture of other restaurant concepts including Lime Fresh Mexican Grill, American Cafe and Tia's Tex-Mex.

Investment Team:

Henry Grau, Operations
Kate Richardson
Sandy Beall, Principal Partner
Suzanna M. Beall, Principal Partner, Suzanna@beallinvestmentpartners.com

FI Belfer Management

767 5th Ave. #4602
New York, NY 10153
Phone: 212-508-9500

Stage: Middle Market

Industry: Consumer Products & Services, Energy & Clean Tech, Financial Services, Real Estate & Construction

Belfer Management LLC in New York, NY, a family investment firm that emphasizes the energy, real estate, financial services and certain consumer-facing industries. Bob Belfer was President of Belco Petroleum for 20 years and named Chairman in 1985. The company engaged in exploration and development of oil and gas in the United States, Peru and Canada. Its assets now form part of EOG Resources. In 1992, Bob founded Belco Oil & Gas Corp., a leading independent producer of domestic oil and gas, listed on the New York Stock Exchange. In 2001, Belco merged with another company and its assets are now part of Anadarko Petroleum.

Investment Team:

Andrew Skatoff, Investments
Laurence D. Belfer, CEO
Morgan Samet, Investment Analyst
Robert Belfer, Founder

FI Benaroya Capital

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www.benaroya.com

Stage: Early

Industry: Communications & Networking, Financial Services, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction, Software & Internet

Established in 1956, the Benaroya Company initially focused on real estate projects. In 1984, the Benaroyas sold their entire real estate portfolio, and changed their focus to philanthropy and to venture capital investments in promising Northwest enterprises. In 1995, the Benaroya Company reentered the Northwest real estate scene. Benaroya Venture Capital enters into active relationships with the companies funded. In prior years three Benaroya portfolio companies have gone public and over twenty have had private exits. Prior technology investments include: Tegic, Coinstar, Zones, Commquest, Peapod, Open Interface and Capital Stream.

Portfolio companies include: Zoomingo

Investment Team:

Bob Brigham, Controller, bobb@benaroya.com
David Vranizan, Director of Property Management, davidv@benaroya.com
Joe Alhadeff, Acquisitions, Dispositions, Development, joea@benaroya.com
John T. Carleton, Director of Venture Capital, johnc@benaroya.com
Larry Benaroya, Manager, larryb@benaroya.com
Lisa Goodman, Director of Marketing, lisag@benaroya.com
Marc Nemirow, Acquisitions, Development, Financing, marcnc@benaroya.com

Mark Johnson, Director of Construction, markj@benaroya.com

FI Berggruen Holdings

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www.berggruenholdings.com

Stage: Middle Market

Industry: Business Services, Education & Training, Manufacturing & Industrial

Berggruen Holdings invests across a wide range of industries, continents and asset classes, including direct private equity, real estate, alternative energy, financial instruments and basic industry startups. Berggruen Holdings has net equity in excess of \$2 billion dollars. In the aggregate the firm's private equity portfolio is debt free and represents businesses that currently have \$5 billion dollars in revenue and in excess of \$250 million dollars EBITDA. Over the last 20 years, Berggruen Holdings and related entities have made well over 100 direct investments using its proprietary capital, which allows for longer investment horizons.

Portfolio companies include: eGenesis, Mindstrong Health

Investment Team:

Eric Hanson, Managing Director, eh@berggruenholdings.com
Jared Bluestein, President and Chief Operating Officer, jb@berggruenholdings.com
Kabir Kewalramani, Managing Director, kk@berggruenholdings.com
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Nicolas Berggruen, Chairman, nb@berggruenholdings.com
Samuel Czarny, Managing Director, sc@berggruenholdings.de
Ton Trentelman, Managing Director, tt@berggruenholdings.com
Yigal Zemah, Managing Director, yz@berggruenholdings.com

FI/ FIN Bessemer Trust

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Phone: 212-708-9100
Fax: 212-265-5826
<http://www.bessemertrust.com/>

Stage: Middle Market

Industry: Financial Services, Real Estate & Construction

Founded in 1907, Bessemer Trust is a private, independent multi-family office that oversees more than \$140 billion for over 2,500 families, foundations, and endowments. The firm offers asset management, insurance advisory, family wealth stewardship, real estate management and advisory, estate planning, and targeted philanthropy services. Henry Phipps, Jr., of the Phipps family which still owns and directs Bessemer Trust, started the firm as a family office to manage the money he earned from his sale of Carnegie Steel, which he founded with Andrew Carnegie. Phipps was also an advocate of decent housing for the poor and in 1905 Phipps funded the non-profit Phipps Houses to build affordable housing in New York City. He gave \$1,000,000 (equivalent to \$27,237,000 in 2017) to build tenement houses for 'working people.' Phipps Houses still operates to this day. In 1974, the Phipps family began allowing other select wealthy families to use Bessemer Trust's family office capabilities. Bessemer Trust has a 10-year client retention of 98% and has been the trustee or co-trustee for over 9,500 trusts. Clients must have at least \$10 million to expect a full range of services from Bessemer Trust.

Portfolio companies include: ScyllaDB

Recent fundings include: ScyllaDB

Investment Team:

George Wilcox, President, wilcox@bessemer.com
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Scott M. Lillis, Managing Director, 215-902-9180, lillis@bessemer.com
Teresa Principe, Senior Vice President, 212-708-9382, principe@bessemer.com

FI Bezos Expeditions

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Mercer Island, WA 98040
Phone: 206-275-2048
www.bezosexpeditions.com

Stage: Early, Seed

Industry: Education & Training, Information Technology, Software & Internet, Sports & Entertainment

Founded in 2003, Bezos Expeditions manages the personal investments of Jeff Bezos, the Founder, President, CEO, and Chairman of Amazon.com. Bezos Expeditions may invest as much as \$14 million as principal investor or in partnership with other investors. The venture arm has put money into Twitter, Domo, Juno Therapeutics, Workday, General Fusion, Rethink Robotics, Business Insider, MakerBot, and Stack Overflow. More recent investments include GRAIL, a startup that recently raised over \$900 million to cure cancer before it happens, as well as EverFi, an edtech startup. Additionally, through Bezos Expeditions, Bezos owns the Washington Post, Blue Origin space projects, and the Bezos Family Foundation.

Portfolio companies include: Convoy, Deep Sentinel, Domo, EverFi, Fundbox, Juno Therapeutics, Lookout, Mark43, Mindstrong Health, Plenty, Pro.com, Pulse Labs, Remitly, Rethink Robotics, Stack Exchange, UNITY Biotechnology

Investment Team:

Jeff Bezos, Founder

FI BF Capital

333 E. Main St., # 310
Louisville, KY 40202
Phone: 502-587-1860

Stage: Early, Expansion, Growth

Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction

BF Capital is a Louisville, KY based private investment firm. Investing primarily in real estate, venture capital and early-stage or special situation growth companies, BF Capital provides both equity capital and management assistance. Since founding BF Capital in 1993, Dale Boden has overseen investments in more than 65 different companies and partnerships. In 2005 Mr. Boden and two partners, Tyree Wilburn and William Lomicka formed the Yearling Fund I, L.P. followed by Yearling Fund II and Cardinal Fund II, which are early stage venture capital funds focused on Kentucky opportunities. Through its real estate holdings, BF Capital is one of the largest property owners in Jefferson County with approximately 1,000,000 square feet of office, industrial and multifamily properties.

Investment Team:

Dale J. Boden, DBoden@WellerEquity.com

FI BgC3

500 Fifth Avenue North

Seattle, WA 98109

Phone: 206-709-3100

<https://www.gatesnotes.com/>

Stage: Early

Industry: Information Technology, Software & Internet

bgC3 is a research company established in 2008 by Microsoft founder, Bill Gates. According to Wikipedia, the name is an acronym for Bill Gates Catalyst 3, with the appended number pointing to a third endeavor beyond Microsoft and the Bill & Melinda Gates Foundation. According to the company's federal trademark registration, it is a think-tank, covering: Scientific and technological services; Industrial analysis and research; and Design and development of computer hardware and software to combat poverty. The company has been described as a cross between a think tank, incubator and venture capital firm. bgC3 is managed by Larry Cohen, a former Microsoft executive, who serves as its managing partner.

Investment Team:

Jonah Goldman, General Manager

Larry Cohen, Managing Partner

Rodi Guidero, Strategic Investments

FI/ VC Big Basin Partners

16541 Redmond Way #287C

Redmond, WA 98052

www.timark.net

Stage: Early

Industry: Information Technology, Software & Internet

Big Basin Partners, LP is a family of limited partnerships of which Frank Marshall serves as the general partner. Big Basin Partners was formed in 2000 for the purpose of investing in a variety of long term assets. The majority of these investments are in early stage high technology companies with a focus on Clean Tech, Systems, Semiconductors, Software, Services and Security. A prior partnership, now concluded with investing, was called Timark, LP. Prior to forming an investment company, Marshall was a vice president/ general manager at Cisco Systems. In 1998 he was a seed investor in Netscreen Technologies, Inc. and later became Chairman of the board of directors at its IPO in December 2001. Netscreen was acquired by Juniper Networks Inc. in 2004. Mr. Marshall served as a director of Juniper Networks from April 2004 to February 2007. Mr. Marshall was also an early investor in Covad Communications Inc. and served on their board of directors. In November of 2000, Marshall served as interim Chief Executive Officer and later became Vice Chairman before retiring from the board in late 2002.

Portfolio companies include: Weaved

Investment Team:

Frank J. Marshall, General Partner, frank@timark.net

FI Bilgola Capital

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Phone: 202-330-2223

<http://www.bilgolacapital.com/>

Stage: Middle Market

Industry: Business Services, Communications & Networking, Financial Services, Life Sciences & Healthcare, Software & Internet, Transportation & Distribution

Bilgola Capital LLC is an investment firm led by George Ferris that invests in small dynamic growth companies with strong fundamental business models. Bilgola Capital focuses on companies with EBITDA between \$1,000,000 and \$4,000,000 and enterprise values generally less than \$20 million. Additional capital is available to support growth investments and acquisitions. Prior to founding Bilgola Capital, George served as Chief Financial Officer and member of the Board of Directors of Louis Dreyfus Highbridge Energy in Stamford, CT. George was also an investment banker with Merrill Lynch and Goldman Sachs in New York and with Macquarie Bank in Australia, where he managed transactions for companies in a variety of industries including marketing services, advertising, information services, metals and mining. During his investment banking career, he advised clients on approximately \$13 billion of M&A transactions and led the execution of over \$7 billion of debt and equity financing transactions.

Investment Team:

George Ferris, Managing Member, 202-330-2223, ferris@bilgolacapital.com

FI Bill & Melinda Gates Foundation

440 5th Ave N.

Seattle, WA 98109

Phone: 206-709-3100

<http://www.gatesfoundation.org/>

Stage: Early

Industry: Education & Training, Life Sciences & Healthcare

Guided by the belief that every life has equal value, the Bill & Melinda Gates Foundation works to help all people lead healthy, productive lives. In developing countries, it focuses on improving people's health and giving them the chance to lift themselves out of hunger and extreme poverty. In the United States, it seeks to ensure that all people- especially those with the fewest resources- have access to the opportunities they need to succeed in school and life. Based in Seattle, the foundation is led by CEO Sue Desmond-Hellmann and co-chair William H. Gates Sr., under the direction of Bill and Melinda Gates and Warren Buffett.

Portfolio companies include: Acrobatiq, AgBiome, Arsanis, Boragen, Evolve BioSystems, Genocoea Biosciences, Inigral, Just Biotherapeutics, Lyndra, Schrodinger, Synlogic, Uversity, Vir Biotechnology, Visterra

Investment Team:

Allan Golston, President

Christopher Elias, President

Connie Collingsworth, Chief Business Operations Officer
Jim Bromley, CFO
Sue Desmond-Hellmann, CEO, sue@gatesfoundation.org
Trevor Mundel, President

FI Bill Wood Ventures

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Austin, TX 78701
<https://www.linkedin.com/in/bill-wood-1a620b93/>

Stage: Early

Industry: Information Technology, Software & Internet

Bill Wood Ventures is the private investment vehicle for Bill Wood, one of the most experienced venture capitalists in Texas. Bill founded or co-founded two of the most active venture firms in Texas. In 1984, he was one of the original founding partners of Austin Ventures which went on to become the largest firm in the region with over \$3 billion of capital under management. In 2006, he founded Silverton Partners which is now the most active venture firm in the state. In 2018, Bill retired from Silverton Partners but continues to invest in early stage companies through his family office.

Portfolio companies include: Novi Labs, Stoptlight

Recent fundings include: Stoptlight, Novi Labs

Investment Team:

Andrew Nerlinger, Venture Partner
Bill Wood, Founder
Tiffany Taylor, Office Manager

FI Bindley Capital Partners

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Indianapolis, IN 46268
Phone: 317-704-4700
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<http://www.bindley.com/>

Stage: Middle Market

Industry: Financial Services, Life Sciences & Healthcare, Transportation & Distribution

Bindley Capital Partners (BCP) is a private investment firm focused on the following activities: Acquiring or investing in outstanding companies; Co-investing with debt or equity sponsors; Committing capital to established third-party managers in the private and public markets. BCP manages a permanent capital base that is either supplied by or completely controlled by the principals of the firm. Bindley Capital Partners was formed in 2001 to manage the capital of William E. Bindley and a concentrated, select group of other individuals and institutions. Prior to creating Bindley Capital Partners, Mr. Bindley was the Chairman and CEO of Bindley Western Industries (NYSE: BDY), a \$10 billion pharmaceutical distribution and services company he founded in 1968. BCP selectively invests in third-party managed partnerships with a variety of disciplines, including: International Private Equity; Buyouts and Growth Equity; Real Estate; Special Situations, such as secondary interests and distressed opportunities; and Hedge Funds. For Direct investments, Bindley pursues Growth Equity Investments; Management/Leveraged Buyouts; and Recapitalizations of firms in Healthcare Services, Financial Services, and Distribution/Logistics.

Portfolio companies include: Flex Pharma

Investment Team:

Clark M. Millman, Chief Financial Officer and Executive Vice President
Jennifer M. Detmer, Vice President
Keith W. Burks, Partner
Michael D. McCormick, Partner
Thomas J. Salentine, President
William E. Bindley, Chairman

FI Black Forest Ventures

24 Waterway Ave., Ste. 225
The Woodlands, TX 77380
Phone: 832-813-7373
<http://www.blackforestventures.com>

Stage: Early, Middle Market

Industry: Business Services, Information Technology, Real Estate & Construction, Retail & Restaurant

Black Forest Ventures is a privately held asset management firm specializing in: Commercial Real Estate, Hospitality, Aviation, and Technology. Black Forest is the private investment vehicle for Dirk Laukien, whose family has made billions in Bruker, a scientific instruments company founded by Dirk's father. As of 2011, Laukien owned more than \$300M in Bruker stock. Black Forest targets a wide range of acquisitions and real estate projects in irreplaceable locations; including premium office-space, mixed-use developments, multi-family housing and industrial properties. In Hospitality, the firm has made both hotel and restaurant investments. Black Forest has significant interest in corporate and general aviation. The firm has a broad technology background that allows it to partner with unique high-tech companies.

Investment Team:

Bernhard Wangler, Senior Advisors
Dr. Dirk Laukien, President & Founder
Drew Peck, Senior Advisor
Haydar Kustu, Director of Business Development & Marketing
Joe Brassard, President
Jonathan Hitchcock, CFO
Scott Japczynski, Senior Vice President
Sean Quinn, Senior Vice President

FI/ FIN Black Point Capital Management

1 Canal Plaza, Suite 801
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Phone: 207-358-7585
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<http://www.blackpointcapitalmanagement.com/>

Stage: Middle Market

Industry: Real Estate & Construction

Black Point Capital Management (BPCM) was founded in 2000 to serve the investment needs of the Sprague family under the management of Seth Sprague. The company is a full-service investment advisory firm and family office supporting institutional, individual and family clients across the country. Phineas W. Sprague created The Sprague Corporation which was the core of a 100-year plan to hold the properties he had acquired in Cape Elizabeth and Scarborough, Maine and is wholly owned by his descendants. In 2012, BPCM had a reported 15 clients, mostly families, with a combined \$25 million in assets. BPCM's minimum asset threshold is around \$500,000, with most accounts averaging closer to \$1 million.

Investment Team:

Andrew Sprague, Analyst

FI Black Point Group

7 Custom House Street
Portland, ME 04101
www.blackpointgroup.com

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Media & Digital Media, Software & Internet

Black Point Group, LP is a private equity partnership created by David Shaw and family. The firm manages a mix of private and public equity investment activities in the healthcare, Internet, media, and technology industries. Black Point seeks to identify and support companies that are, or have the potential to be, leaders in attractive growth businesses. Support can be narrow or comprehensive, and ranges from capital and overall governance, to business planning, recruitment of management teams, interim management assistance, strategic advisory services and other assistance depending on need. David Shaw is Executive Chairman of Ikaria, a specialty pharmaceutical company; founder and retired CEO of IDEXX Laboratories; and has also been a director and/or founder of numerous high technology companies including IDEXX, Cytoc Corporation, Ikaria, Microbia, Fetch, Magen BioSciences and others.

Portfolio companies include: Vets First Choice

Investment Team:

Ben Shaw, Founding Partner, bshaw@blackpointgroup.com
David Evans Shaw, Managing Partner, dshaw@blackpointgroup.com

FI Black Shark Family Investments

2525 N Henderson Ave., #134
Dallas, TX 75206

Stage: Early, Middle Market

Industry: Energy & Clean Tech, Information Technology, Real Estate & Construction

Black Shark Family Investments is a family investment office founded by Jeff Gordon. Gordon is currently President and CEO of Texas Coastal Energy Company, an oil and gas exploration and production company formed by Gordon in 2011. Gordon continues his leadership at Texas Coastal Energy Company, splitting his time between Black Shark Family Investments and Blue Rock Ventures. Blue Rock Ventures is a private equity company focused on the acquisition of private companies and assets in areas including technology, commercial real estate and oil and gas interests.

Investment Team:

Jeff Gordon, Founder

FI/ FIN Blank Family of Businesses

3223 Howell Mill Rd. NW
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Stage: Middle Market

Industry: Communications & Networking, Energy & Clean Tech, Life Sciences & Healthcare, Real Estate & Construction

Perhaps best known as co-founder of The Home Depot, Arthur Blank's Family of Businesses portfolio currently includes the Atlanta Falcons; PGA TOUR Superstore; The Arthur M. Blank Family Foundation; Mountain Sky Guest Ranch; Atlanta United; and AMB Group, the parent company of his for-profit businesses. Arthur Blank retired from the company in 2001 and has given over \$300 million to charity through his foundation and family's personal giving. He is also a signatory of The Giving Pledge committing himself to give away at least 50% of his wealth to charitable causes. Over the course of about 10 years, The Arthur M. Blank Family Foundation invested around \$10 million to improve neighborhoods in western Atlanta and has created the Westside Neighborhood Prosperity Fund for this cause, which is a \$15 million long-term commitment.

Investment Team:

Angela Blank, Director
Arthur Blank, Chairman
Dena Kimball, Director
Kenny Blank, Director
Nancy Blank, Director
Penelope McPhee, President & Director

FI/ FIN Blennemann Family Investments

Los Altos, CA

Stage: Middle Market

Industry: Energy & Clean Tech, Life Sciences & Healthcare, Real Estate & Construction

Blennemann Family Investments is a single family office located in Northern California. A principal at Blennemann Family Investments, Heinz Blennemann is a global investor with a passion for networking with others. Additionally, he is the venture capital advisor at Alton Capital Partners. Prior to that, Blennemann was employed at Juniper, where he successfully built and then managed the firm's first signal-integrity/technology team for eight years. Previously, he has led technology teams and designed high-speed interfaces and systems at Silicon Graphics and IBM. Blennemann is an active member at both Band of Angels and the Keiretsu Angel Investing Forum, where he volunteers as the Director of Research.

Investment Team:

Heinz Blennemann, Principal

FI Blue Diamond Capital

180 N. University Avenue, Suite 250
Provo, UT 84601
Phone: 801-932-0311
<http://www.bluedicap.com/>

Stage: Early, Middle Market

Industry: Financial Services, Food & Agriculture, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant, Transportation & Distribution

Marc Bingham co-founded Blue Diamond Capital in 2007 after selling the majority interest in his previous company, Phone Directories Company. Blue Diamond Capital manages assets in twelve western states of the Intermountain Region of the United States and in western Canada. The portfolio includes assets in public securities, private equity and real estate. Blue Diamond Capital real estate investments currently include assets in hospitality, retail, raw land, residential construction, multifamily, and office. Blue Diamond has had successful exit experience in storage and industrial real estate assets. Prior to launching Blue Diamond Capital, Mr. Bingham founded Phone Directories Company in 1971 and was involved in the management of the company until its sale in 2007. The company grew to over 700 employees with annual revenues in excess of \$75 million. Blue Diamond also actively invests as a private equity investor across multiple industries. Investments include operations and land development, residential construction, hospitality, multifamily, retail, convenience stores, rental properties, storage facilities, marketable securities, and other private equity. Growth in total assets since inception reached 223%.

Investment Team:

Brandon Ball, CFO
Craig Simpson, Vice President of Business Development
Deborah Bingham, Co-Founder
Greg Sheehan, Vice President of Asset Management
Marc Bingham, Founder, marc@bluedicap.com
Michael Bingham, Co-Founder, Chief Investment Officer, michael@bluedicap.com

FI Blue Haven Initiative

104 Mount Auburn Street
Cambridge, MA 02138
<http://bluehaveninitiative.com/>

Stage: Early, Growth

Industry: Education & Training, Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Real Estate & Construction

Blue Haven Initiative is an innovative family office dedicated to putting wealth to work for competitive returns and positive social and environmental change. Investing with high standards to maximize financial performance and public benefit, it manages a diversified investment portfolio across asset classes, from public equities and fixed-income holdings to private equity and direct investments. Launched by investors Liesel Pritzker Simmons and Ian Simmons in 2012, Blue Haven Initiative manages a diversified portfolio of investments across asset classes, from traditional equities to direct investments in groundbreaking new companies. Blue Haven seeks market rates of financial return on its investments as well as maximum social and environmental impact. Blue Haven also invests in traditional asset classes through third-party investment managers.

Portfolio companies include: PaxVax

Investment Team:

Ian Simmons, Co-Founder & Principal
Kelly Escobedo, Director of Operations
Lauren Cochran, Director of Private Investments
Liesel Pritzker Simmons, Co-Founder & Principal

FI/ PE Blue Rock Ventures

2323 Bryan Street, Suite 2600
Dallas, TX 75201
Phone: 214-429-3700

Stage: Late, Middle Market

Industry: Energy & Clean Tech, Information Technology, Manufacturing & Industrial, Real Estate & Construction

Blue Rock Ventures is a private equity company focused on the acquisition of private companies and assets in areas including technology, commercial real estate and oil and gas. Blue Rock Ventures, LLC is wholly owned by CEO Jeff Gordon's family investment firm, Black Shark Family Investments. Gordon is currently President and CEO of Texas Coastal Energy Company, an oil and gas exploration and production company formed by Gordon in 2011. Blue Rock acquires profitable companies and drives success by leveraging its team of executives and managers who have a strong history in technology, management and leadership.

Investment Team:

Jeff Gordon, CEO, jeff@brven.com

FI Bodley Group

9761 Clayton Road
Saint Louis, MO 63124
Phone: 314-447-0061

9761 Clayton Road
Saint Louis, MO 63124
<http://www.bodleygroup.com/>

Stage: Growth, Seed

Industry: Business Services, Electronics & Advanced Materials, Manufacturing & Industrial, Transportation & Distribution

Bodley Group invests in seed or growth opportunities with compelling teams and a clear potential for out-performance. Bodley seeks to invest in companies with new proprietary technology, concept durability, clearly defined customer acquisition strategies, network effects and the potential for rapid growth.

Investment Team:

Barry Albrecht, Partner, Barry@bodleygroup.com
Barry Albrecht, Partner
Doug Albrecht, Chairman
Doug Albrecht, Chairman
John O'Connell, Vice Chairman
John O'Connell, Vice Chairman
Ted Albrecht, Managing Partner, Ted@bodleygroup.com
Ted Albrecht, Managing Partner

FI Bohemian Companies

123 North College Avenue, Suite 200
Fort Collins, CO 80524
Phone: 970-530-0325
www.bohemiancompanies.com

Stage: Early, Middle Market

Industry: Energy & Clean Tech, Financial Services, Information Technology, Real Estate & Construction

Bohemian Investments is a \$1.5 billion family investment office located in Fort Collins, CO with investments in real estate, technology (IT, IT infrastructure,

cleantech/alternative energy) and financial services. Bohemian manages the assets of Patricia A. Stryker (born 1956), the granddaughter of Homer Stryker, surgeon and founder of Stryker Corporation, a medical technology company. The heiress is worth a reported \$1.5B.

Investment Team:

Brian L. Klemsz, Chief Investment Officer
Sarah Harding, Personal Assistant
Stuart MacMillan, Director of Real Estate

FI Boich Companies

1691 Michigan Avenue, Suite #445
Miami Beach, FL 33139

41 S. High Street Suite 3750 South

Columbus, OH 43215

Phone: 614-221-0101

Fax: 614-221-0117

<http://boich.com/>

Stage: Early, Middle Market

Industry: Communications & Networking, Energy & Clean Tech, Financial Services, Food & Agriculture, Real Estate & Construction

Boich Companies is a family investment office headquartered in Columbus, Ohio. Boich Companies currently has a significant real estate portfolio with assets throughout the U.S., including multi-family, hotels, commercial and developments. The firm also invests in a wide range of businesses from emerging energy services, specialty financing services, telecommunications and culinary services. Boich Companies is headquartered in Columbus, Ohio, with offices in West Virginia and Florida. Founded in 1963, in the heart of Ohio coal country, Boich Companies maintained mining operations in southeast Ohio for three decades. In the mid-90's, the firm sold these operations, and moved to Columbus, OH.

Investment Team:

Brian T. Murphy, CFO, brian@boich.com

Donald J. Drabant, President of sales and marketing, don@boich.com

Matthew T. Evans, President, matt@boich.com

Wayne Boich, Chairman & CEO, wayne@boich.com

FI Bollinger Enterprises

400 Poydras St., #2480

New Orleans, LA 70130

Stage: Middle Market

Industry: Business Services, Financial Services, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

Bollinger Enterprises, a single-family investment office headquartered in New Orleans. The portfolio which includes publicly-traded debt and equity securities, hedge funds, and direct investments in both real estate and private equity. Donald T. 'Boysie' Bollinger is the Chairman and CEO of Bollinger Enterprises. Prior to founding Bollinger Enterprises, he served as Chairman and CEO of Bollinger Shipyards, established in 1946 and the largest vessel-repair firm in the Gulf of Mexico. Boysie currently serves as Chairman of the Board of First Bank and Trust and Chairman of the Nicholls State University Foundation. He is also a board member of numerous professional and civic organizations, including the University Medical Center Management Corporation, Audubon Commission, Louisiana Workers' Compensation Corporation, National World War II Museum, and Chief Executives Organization.

Investment Team:

A. Peyton Bush, Chief Investment Officer

Donald Bollinger, Founder

FI BOONER Capital

Martha's Vineyard, MA

<http://www.linkedin.com/pub/michael-marcus/1a/922/99>

Stage: Early, Seed

Industry: Energy & Clean Tech

BOONER Capital is the investment vehicle for Michael Marcus, a wind energy investor since 2002. BOONER Capital has invested in several wind energy developers, including Ridgeline, Midwest Renewable, NedPower, Greenlight, Windworks and Foresight. All of these companies have been sold to larger European power companies, including Shell, Iberdrola, Veolia, Edison Mission and BP. BOONER has also invested in several wind energy technologies, including Fallbrook Technologies, and General Compression. In addition, BOONER has invested in several clean tech / green energy companies, including Seahorse Power, Protonex, Wilson TurboPower and Geo2. BOONER is also an LP in the Mass Green Energy Fund and two energy funds at Carlyle/Riverstone. Michael is a graduate of the University of Vermont, and a founder and former President of APEX Property Exchange, where he directed and managed the corporate and institutional sales and marketing team.

Investment Team:

Michael Marcus, CEO and President

FI Boxer Capital

11682 El Camino Real, Suite 320

San Diego, CA 92130

Phone: 858-400-3115

<https://www.boxercap.com/>

Stage: Early

Industry: Life Sciences & Healthcare

Boxer Capital, LLC, is a private investment fund based in San Diego, California that invests and invests in biotechnology drug development across multiple therapeutic indications. Founded by the life sciences team at Family Office, Tavistock Group (see profile) in 2005, the firm maintains a concentrated portfolio of public and private companies.

Portfolio companies include: Atreca, Attune Pharmaceuticals, Avidity Biosciences, Black Diamond Therapeutics, Boundless Bio, IDEAYA Biosciences, Poseida Therapeutics, Prevail Therapeutics, REVOLUTION Medicines

Recent fundings include: Black Diamond Therapeutics, Avidity Biosciences, Boundless Bio, REVOLUTION Medicines, Poseida Therapeutics

Investment Team:

Aaron Davis, Co-Founder and Chief Executive Officer, aDavis@boxercap.com

Christopher Fuglesang, Co-Founder and Managing Director, cFuglesang@boxercap.com

Dominik Naczynski, Senior VP, dNaczynski@boxercap.com

Norman Zhou, Senior VP, nZhou@boxercap.com

Sid Subramony, VP, sSubramony@boxercap.com

FI Brainchild Holdings

New York, NY

<http://brainchild.co/>

Stage: Early, Seed

Industry: Consumer Products & Services, Information Technology, Retail & Restaurant, Software & Internet, Transportation & Distribution

Brainchild Holdings is the private investment vehicle for Kal Vepuri, and manages his personal capital. Kal has been an entrepreneur, investor and advisor since he founded Brainchild in 2009 with his personal capital. Since then, Brainchild has funded over 135 companies and has pre-seeded or seeded transformational companies including Docker, Oscar Health, Gusto, Forward, Harry's, Warby Parker, Dataminr, Blockstack, Astranis, ClassPass, Seatgeek, Allbirds, Sweetgreen, Quartet Health, Cricket Health, Atrium, Quip, Mirror, Science Exchange, DuckDuckGo, Drift Energy, Arcadia Power, The Wing, Heyday, WayUp, Outdoor Voices, Reformation, Immunomic Therapeutics, MakerBot, SmartThings and Artsy. The firm also holds positions in Uber, Pinterest, Peloton, Clover Health, Color Genomics, Zillow and XPO Logistics. It also wholly owns The Arrivals and Onomie. Over \$7BB of follow-on equity capital has been invested in Brainchild's portfolio and over \$75BB of shareholder value has been created by the founders of Brainchild companies subsequent to receiving investment from the firm.

Portfolio companies include: Backbone, MIRROR Fitness, Presto, Staffjoy

Recent fundings include: Backbone, Presto

Investment Team:

Kal Vepuri, Founder, kal@brainchild.co

FI/ PE Bratenahl Capital Partners

700 West Saint Clair Avenue, #414

Cleveland, OH 44113

Phone: 216-820-4640

<http://www.bratenaahcapital.com/>

Stage: Middle Market

Industry: Business Services, Education & Training, Food & Agriculture, Manufacturing & Industrial, Media & Digital Media, Software & Internet

Founded in 2003, Bratenahl Capital Partners is a family funded, private equity investment firm located in Cleveland, Ohio. The firm moves quickly to assess and decide on opportunities. To date, Bratenahl has invested in more than 40 funds and 30 co/direct investments. Bratenahl Capital Partners typically invests \$500,000 to \$10,000,000 per transaction, although investments up to \$15 million are considered in certain situations.

Investment Team:

Dan Kozlowski, Vice President, 216-820-4643, dkozlowski@bratenaahcapital.com

Michael C. Howley, Managing Partner, 216-820-4641, mhowley@bratenaahcapital.com

FI/ FIN Breslow Forsythe Group

2640 Patriot Blvd., Suite 220

Glenview, IL 60026

Phone: 847-691-6608

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Sports & Entertainment, Transportation & Distribution

Breslow Forsythe Group (BFG) is a family office, focused on investing directly in established companies. BFG is open to investments in US-based companies in any industry sector, however, currently focusing on the following: business services, consumer goods, distribution, industrials, and manufacturing. The family behind the Breslow Forsythe Group, Robert and Monica Breslow, own video gambling company Universal Gaming Group (UGG). Under their leadership, UGG utilized the resources of the Illinois Gaming Board and Scientific Games to achieve the first licensed VGT installation in the State of Illinois.

Investment Team:

Monica Breslow, Co-Founder

Patrick Woytek, General Counsel

Robert Breslow, Co-Founder

FI Breyer Capital

2500 Sand Hill Road, Suite 300

Menlo Park, CA 94025

Phone: 650-389-2943

Fax: 650-433-4243

<http://breyercapital.com>

Stage: Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

Founded in 2006, Breyer Capital is a premier global venture capital and private equity investor focused on catalyzing high-impact entrepreneurs in the United States, China, and India. Breyer Capital is operated by Jim Breyer, former managing partner at Accel Partners. Breyer has been an investor in over forty consumer internet, media, and technology companies that have completed public offerings or successful mergers. The firm's primary focus is on early-stage and high growth companies in the U.S., China, and India, but will also invest in: Recapitalizations of closely held private companies; Buyouts of divisions or business units of companies in rapidly changing social media, entertainment/media, digital health, and financial technologies that are global at their core; Structured equity and debt investments; and Single or multi-strategy alternative investments.

Portfolio companies include: B12, C3 IoT, Circle Internet Financial, Elysium Health, Good Money, Grammarly, Heal, High Fidelity, Oscar Insurance, Paige, Prosper Marketplace, Stash, Wickr

Recent fundings include: Elysium Health, Paige

Investment Team:

Catherine Roberts, Office Operations, croberts@breyercapital.com

Jim Breyer, Founder and Manager, jimbreyer@breyercapital.com

FI Broe Group

252 Clayton Street, 4th Floor

Denver, CO 80206

Phone: 303-393-0033

www.broe.com

Stage: Middle Market

Industry: Energy & Clean Tech, Real Estate & Construction, Transportation & Distribution

Founded in 1972, The Broe Group manages a group of affiliated companies that own and/or operate in excess of \$1 billion in assets. One of those companies is Broe Strategic Capital, LLC, a private equity company that focuses on hard-asset investment opportunities and new business platforms in situations that complement current business initiatives of the other companies that Broe provides management services to. In addition to financial investments by Broe Strategic Capital, Broe typically takes a leading role by deploying its management expertise where significant value can be added. Opportunities range from restructurings to stand-alone operations to corporate spin-offs. Broe Strategic Capital and its affiliates also invest in distressed debt situations and focus on a wide variety of industries, including Real Estate, Transportation, and Energy. This is done either as a pure investment play or as a means to acquire the underlying assets. Broe Group makes VC investments through Three Leaf Ventures (see profile).

Portfolio companies include: Invitae

Investment Team:

Bill Leonard, General Counsel, bleonard@broe.com
Charmaine Cook, Senior VP, Human Resources
Doug Van Wyk, Vice President of Tax, dvanwyk@broe.com
Greg Gallagher, Chief Investment Officer
Mark Richter, Controller, mrichter@broe.com
Patrick Broe, Founder and Chief Executive Officer, pbroe@broe.com

FI/ PE BW Capital Partners

900 North Michigan Ave., Suite 1600
Chicago, IL 60611
Phone: 312-648-6800
Fax: 312-648-6814

<http://www.bwcapitalpartners.com/>

Stage: Middle Market

Industry: Business Services, Financial Services, Life Sciences & Healthcare, Media & Digital Media

BW Capital Partners is based in Chicago and operates as an alternative asset management firm. BW Capital Partners is affiliated with the Bluhm family office, which manages the assets of Chicago real estate magnate, Neil Bluhm. The family office has over \$2 billion invested in real estate, hedge funds and a variety of private businesses. BW Capital Partners manages a portfolio of private equity investments and looks to invest in growing, well-managed private businesses. BW focuses its efforts on the following industries: Business and Financial Services, Specialty Pharmaceutical, and Media Services, seeking to deploy \$5 to \$15 million in capital per transaction. Bluhm is a minority owner of both the Chicago Bulls and the Chicago White Sox.

Investment Team:

Gleb Zarkh, CFO and Partner, gzarkh@bwcapitalpartners.com
Ryan Satterfield, Partner, 312-648-6805, rsatterfield@bwcapitalpartners.com
William E. Wolf, Managing Partner, wwolf@bwcapitalpartners.com

FI Cabot-Wellington

22 Battery March Street, 2nd Floor
Boston, MA 02109
Phone: 617-451-1744
Fax: 617-451-1733

<https://cabotwellington.com/>

Stage: Middle Market

Industry: Business Services, Financial Services, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

Cabot-Wellington, LLC is a single-family office founded in 1996. As a dedicated resource for the Cabot family our office provides financial advice, investment services, and general guidance and support across a wide range of family-oriented needs. According to SEC filings, Cabot-Wellington manages in excess of \$500 million in assets. Cabot-Wellington manages assets for the descendants of Godfrey Lowell Cabot, who founded Cabot Corp. It provides investment management, recordkeeping, and other services to family members of Thomas D. Cabot and Virginia Wellington Cabot. CW also manages the CW Funds, which are open only to Cabot family members. The Cabot family shares a long tradition of philanthropy and public service. As the family continues this legacy of generosity, the Office supports such endeavors as the Cabot Family Charitable Trust, the Virginia Wellington Cabot Foundation, the Maria Moors Cabot Prizes, and the Bar N I Community Service Fund.

Investment Team:

Benjamin Daly, Investment Director
Joan Whelton, Executive Director, 617-451-1744, jwhelton@cabwel.com
Katherine S. McHugh, Executive Director, 617-226-7505, kmchugh@cabwel.com
Laura Cabot Carrigan, Executive Chair
William Parizeau, President

FI Callais Capital

401 Focus Street
Thibodaux, LA 70302
Phone: 985-492-2323

<http://callaiscapital.com/>

Stage: Early

Industry: Energy & Clean Tech, Financial Services, Information Technology, Real Estate & Construction

Callais Capital is a family office and independent investment manager based in Southern Louisiana. The firm serves as advisor to a diverse asset strategy mix comprised of fixed income, venture capital, private equity, and real estate project financing. Deeply rooted in the bayou country of southeastern Louisiana, the Callais family has a reputation of entrepreneurship and family business management dating back to the 1940s. Beginning with maritime transportation, then into telecommunication, waste disposal, commercial banking, and automotive sales, the legacy is compounded by each generation providing new sets of opportunities seen in the fourth generation today.

Investment Team:

Corey J. Callais, Chairman of the Board, Corey.Callais@CallaisCapital.com
Harold J. Callais, Managing Director, Harold.Callais@CallaisCapital.com
Nicholas P. Callais, Managing Director, Nicholas.Callais@CallaisCapital.com

FI CAM Capital

1330 Sixth Avenue, Floor 20
New York, NY 10019
Phone: 212-205-6800

<http://www.camcapital.com>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial

CAM Capital was established in 2012 by Bruce Kovner following his retirement from Caxton Associates, the macro hedge fund he founded and managed from 1983 to 2011. CAM Capital manages assets exclusively for entities related to Mr. Kovner and its senior employees. Kovner is estimated by Forbes to be worth \$5B. CAM Capital's goal is to achieve long-term compounded growth of its portfolio using a diversified, opportunistic investment strategy. In pursuit of this goal, CAM Capital engages in both trading activities and fundamentally driven investments. The firm's investments span all parts of the corporate capital structure in both the private and public markets. CAM's geographic focus is primarily in the Americas and Western Europe. CAM invests both independently and in collaboration with like-minded external partners. The firm favors a sector-agnostic approach, with a focus on special situations. While CAM's approach focuses on direct investments, the firm will partner with select external managers.

Portfolio companies include: Antios Therapeutics, Kala Pharmaceuticals, Velicept Therapeutics

Investment Team:

Bruce Kovner, Chairman, bkovner@camcapital.com
David Ben-Ur, Chief Investment Officer, dbenur@camcapital.com
Heath Weisberg, General Counsel, hweisberg@camcapital.com
Karen Cross, COO and CFO, kcross@camcapital.com
Peter D'Angelo, President, pdangelo@camcapital.com

FI Cameron Holdings

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Phone: 858-551-1335
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8000 Maryland Ave., Suite 1190
St. Louis, MO 63105
Phone: 314-984-0700
Fax: 314-984-0751

<http://www.cameron-holdings.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Cameron Holdings is a family office investor focused on acquiring, building and operating middle-market manufacturing, industrial service and value-added distribution companies across a broad range of industries within the manufacturing, industrial service and value-added distribution markets. Cameron targets companies with Revenue \$15 million and up; EBITDA \$3 million to \$8 million; and Enterprise Value up to \$60 million. Cameron Holdings manages the assets of the family of Vincent T. Gorguze. Gorguze was part of Emerson's senior management team, and was one of the prime architects of its growth from \$150 million in annual revenues in 1962 to over \$2.0 billion in 1978. In 1978, Mr. Gorguze retired from Emerson Electric and founded Cameron Holdings, which has completed over 40 transactions with an aggregate transaction value in excess of \$1.0 billion. Today the firm is led by his daughter, Lynn Gorguze.

Investment Team:

Brian A. Lovett, Vice President
Don Metzger, Senior Vice President
Lynn E. Gorguze, President and CEO

FI Cane Investments

3 West Main Street
Suite 101-1
Irvington, NY 10533
<http://caneinvestments.com/>

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Media & Digital Media

Cane Investments is a private investment company which provides capital resources and strategic advice to early-stage companies that are developing enabling technologies in the fields of media and communications. Cane is the family fund for Judith A. McHale, former Under Secretary of State for Public Diplomacy and Public Affairs. Appointed by President Obama, she was confirmed by the U.S. Senate on May 21, 2009 and sworn in on May 26. She resigned effective July 1, 2011. McHale now serves as the President and Chief Executive Officer of Cane Investments, a small family-owned fund where her son Brian O'Halloran is the managing director. Cane Investments makes investments in start-ups.

Portfolio companies include: Leading Pharma, Veniam

Investment Team:

Brian O'Halloran, Managing Director, brian@caneinvestments.com
Judith McHale, President and Chief Executive Officer

FI Canton Hathaway

One West Exchange Street
Providence, RI 02903
<https://cantonhathaway.com/>

Stage: Middle Market

Industry: Financial Services

Canton Hathaway is a boutique SEC Registered Investment Advisor built to manage the generational wealth of the Chace and Procaccianti families. 'CANTON' is derived from the first real estate investment firm established by Founding Partner, Jim Procaccianti's, parents, Armand & Eve Procaccianti; and 'HATHAWAY' stems from the legendary global company Berkshire Hathaway, whose origins trace back to the early 1800's and four generations of the Chace Family.

Investment Team:

Jim Procaccianti, Founding Partner
Kenneth Goodreau, Co-Founder and Managing Director, kgoodreau@cantonhathaway.com
Malcolm G. Chace, Jr., Managing Partner, mchace@cantonhathaway.com
Nicholas Trotman, Partner, ntrotman@cantonhathaway.com

FI Capricorn Investment Group

250 University Ave. Suite 300
Palo Alto, CA 94301
Phone: 650-331-8800

660 Madison Avenue, Suite 1725
New York, NY 10065
Phone: 646-289-3030
<http://www.capricornllc.com/>

Stage: *Early, Expansion, Growth, Middle Market*

Industry: *Energy & Clean Tech, Information Technology*

Capricorn is the investment arm of Jeff Skoll, who in 1996 became the first president and first fulltime employee of eBay. Capricorn is a private investment management firm, involved in a wide variety of global investment activities. The firm's investment interests range from traditional investments such as publicly traded securities to alternative investments such as private equity and venture capital, absolute return strategies, real assets and commodities.

Portfolio companies include: Aspiration, Form Energy, Innovium, Joby Aviation, Kinestral Technologies, NUVIA, Popexpert, Porch.com, QD Vision, RayVio, Sairdrone, Sense Labs, Targeted Growth, Tegile, Yammer

Recent fundings include: Joby Aviation, NUVIA, Form Energy, Sense Labs

Investment Team:

Barry Uphoff, Partner and Managing Principal, barry@capricornllc.com
Dawnae Dodds, CCO, dawnea@capricornllc.com
Dipender Saluja, Partner and Managing Director, dipender@capricornllc.com
Dr. Ion Yadigaroglu, Partner and Managing Principal, ion@capricornllc.com
Eric Techel, Partner and CFO, eric@capricornllc.com
Jeff Skoll, Founder
Karen Chen, Director of Finance, karen@capricornllc.com
William Orum, Partner and Managing Director, william@capricornllc.com

FI/ PE/ VC Caretta Partners

5155 Corporate Way, Suite E
Jupiter, FL 33458

401 W. Superior St, Suite 200
Chicago, IL 60654

<https://caretta.co/>

Stage: *Early, Growth, Late*

Industry: *Business Services, Education & Training, Food & Agriculture, Life Sciences & Healthcare, Real Estate & Construction, Retail & Restaurant*

Caretta Partners is a private equity and venture capital firm specializing in early stage, growth equity, and buyout investments. Eric Becker started Caretta Partners with the plan of funding just three to five investments over three to five years. The venture's goal will be to make equity investments of \$5 million to \$25 million in companies within a two-hour plane ride of Baltimore or Chicago -- the two cities where Becker splits his time. Caretta is looking to invest in cash flow-positive businesses within education, healthcare, and business and consumer services. In remembrance of his daughter who passed in 2012, Becker wants to make sure he has a strong, lasting relationship with companies' leadership and that Caretta invests in companies 'that matter.' Two other projects deeply connected to Becker's daughter include the Launch Chapel Hill at the University of North Carolina, a venture lab, and the Karma for Cara Foundation which makes micro-grants of as much as \$1,000 to children age 18 or below who want to do service projects in their communities.

Investment Team:

Eric Becker, Founder
Oliver Rose, Business Development
Ryan Schultz

FI Carlson Private Capital Partners

701 Carlson Pkwy
Minnetonka, MN 55305
Phone: 763-762-2281

<https://carlsonprivatecapital.com/>

Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Financial Services, Food & Agriculture, Information Technology, Manufacturing & Industrial, Transportation & Distribution*

Founded in 1938 by Curtis L. Carlson and family-owned to this day, Carlson does business in more than 150 countries and territories. Curt Carlson got his start selling Gold Bond trading stamps in the 1930s. Today, his daughters Barbara Carlson Gage and Marilyn Carlson Nelson own Carlson Co., which operates over 1,370 hotels (Radisson, Country Inn & Suites) and Carlson Wagonlit Travel, a travel agency that works primarily with business travelers. Carlson Private Capital Partners is a privately held middle-market investment firm focused on long-term value creation. CPC Partners builds on the successful legacy of its founders, the Carlson family, by leveraging the family's experience, entrepreneurship and relationships. Through a committed investment platform, the firm will target businesses from \$5-\$50 million in EBITDA and equity investments from \$20 to \$100 million. CPC Partners will also consider larger investments and partnerships with other family investment firms. The platform's core investment strategy will target select control, co-investment and minority positions in entrepreneurial or family-owned businesses with enterprise values up to \$500 million. Target industries include consumer, distribution, manufacturing, agriculture, health care, financial services, and business and tech-enabled services.

Investment Team:

Andy Cantwell, CEO & Managing Partner, acantwell@carlsonprivatecapital.com
Taylor Moore, Partner, tmoore@carlsonprivatecapital.com

FI Carroll Capital

Tampa, FL 33629

<https://www.ccapholdings.com/>

Stage: *Middle Market*

Industry: *Consumer Products & Services, Education & Training, Manufacturing & Industrial, Medical Device, Software & Internet*

Carroll Capital is a family investment office established in 2017 by Brian F. Carroll to develop a concentrated portfolio of market-leading, niche businesses with a differentiated product, service, technology or offering that is mission critical to customers. Carroll Capital focuses on companies with defensible business models, strong growth prospects, attractive margin potential and high returns on capital. The firm partners with existing management teams to empower them to accelerate growth and maximize profitability. Carroll Capital is a completely flexible investors with regard to investment structure, time horizon and partnership capabilities. Prior to founding Carroll Capital, Mr. Carroll spent over two decades at Kohlberg Kravis Roberts & Co. (KKR) in New York and London, where he was a Partner of the firm and served on its Investment Committee. Carroll Capital Holdings makes investments in high quality companies and real estate that the firm believe will generate attractive returns on equity. In addition to passive investments, Carroll Capital invests in companies that we take an active roll in. The firm is active in Niche Industrial and Distribution, Medical Products, Chemicals and Materials, Consumer Products, Education and Software sectors.

Investment Team:

Brian Carroll, Managing Partner
Lin He, Director

FI Cascade Investment

2365 Carillon Point
Kirkland, WA 98033
Phone: 425-889-7900
Fax: 425-893-8758

Stage: Early, Seed

Industry: Life Sciences & Healthcare, Software & Internet

Founded in 1995, Cascade Investment LLC is a private investment and holding company controlled by Bill Gates and managed by Michael Larson. Cascade is the successor company to Dominion Income Management, the former investment vehicle for Gates' holdings, which was managed by Gates' longtime friend Andy Evans. The firm invests in the public equity, fixed income, and alternative markets of the United States. Cascade also makes venture capital investments.

Portfolio companies include: Ginkgo Bioworks

Recent fundings include: Ginkgo Bioworks

Investment Team:

Michael Larson, Business Manager
Ouliang Xu, Security Analyst
Robert P. Thomas, Portfolio Manager

FI Cathexis Holdings

302 Walnut Street
Newtonville, MA 02460
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Houston, TX 77002
Phone: 713-400-3334

<https://www.cathexis.com/>

Stage: Early, Expansion, Growth, Middle Market

Industry: Business Services, Communications & Networking, Energy & Clean Tech, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

Cathexis is a multi-strategy holding company based in Houston, Texas with investments ranging from real estate and energy to private equity. Cathexis is the family office of the firm's CEO, William Harrison. Harrison, according to published reports, is a 30 something billionaire, whose father was Texas rancher/billionaire, Bruce Harrison. Bruce Harrison died on his ranch, allegedly killed by bee stings. The Harrison family is old Texas oil money. Their original fortune was created in the early 1900s by Mr. Harrison's great-grandfather- legendary Texas oilman and land baron Dan Harrison. Cathexis is a generalist firm with professionals who have experience in a wide variety of industries. Generally, the firm's equity commitments range from a low of \$3mm when funding niche high EV deals, to more than \$100mm+ when buying established companies or financing the development of infrastructure / real estate. The firm considers seed stage equity commitments ranging from \$100k to \$1mm. William Harrison made LA real estate news when he purchased a \$110 million Malibu home in 2018. Mr. Harrison also purchased an 83,368-acre Colorado ranch that had been listed at \$105 million.

Portfolio companies include: Bellami Hair

Investment Team:

Jonathan Moy, Managing Director
Josh Friedman, Managing Director
William B. Harrison, CEO

FI/ FIN Cathy Family Office

5200 Buffington Road
Atlanta, GA 30349
Phone: 404-765-8000

Stage: Middle Market

Industry: Food & Agriculture, Real Estate & Construction, Retail & Restaurant

Cathy Family Office is the single-family office of S. Truett Cathy, founder of fast food restaurant chain Chick-fil-A. Cathy opened his first Chick-fil-A restaurant at an Atlanta mall in 1967. A known philanthropist, he initiated the Leadership Scholarship program for Chick-fil-A restaurant employees, which has awarded more than \$23 million in \$1,000 scholarships in the past 35 years and established the WinShape Foundation, named for its mission to shape winners. In addition, Cathy fostered children for more than 30 years. Having passed away in 2014, Cathy left the fast food chain in the care of his two sons, Dan, chairman and CEO, and Bubba, senior vice president. According to a Forbes report, in 2014, Chick-fil-A had an estimated \$5.9 billion in revenues and more than 1,900 locations.

Investment Team:

Roy Jones, Senior Director

FI CCC Alliance

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www.cccalliance.com

Stage: Early

Industry: Information Technology

CCC Alliance, a single family office that manages the affairs of the Pitcairn family, with offices in Boston and Philadelphia. The Pitcairn family fortune can be traced back to John Pitcairn, Jr., who founded Pittsburgh Plate Glass Company in 1883. The family sold its remaining stake in PPG in 1986; it is now a \$31 billion (market cap) publicly-traded supplier of paints, coatings, optical products, specialty materials, glass and fiber glass. It now invests largely through two family offices, Pitcairn Investments and Cairnwood Co-op Corp. Cairnwood makes direct investments in venture capital and private companies.

Investment Team:

Barney Corning, Partner and Co-founder, barney@cccalliance.com
Kristin Dougherty, Administration, kristin@cccalliance.com
Laird P. Pendleton, Managing Partner and Co-founder, laird@cccalliance.com

Leigh Albrecht, Communications Director, leigh@ccc Alliance.com
Terry Heil, Assistant Treasurer, terry@ccc Alliance.com

FI Central Street Capital

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<http://www.centralstreetcapitaldenver.com/>

Stage: Early, Middle Market

Industry: Food & Agriculture, Life Sciences & Healthcare, Real Estate & Construction

Central Street Capital, Inc. is a private investment management company based in Denver, Colorado, founded by Rob Salazar. Mr. Salazar started his career as a certified public accountant and formed his own CPA and consulting firm at the age of 26. His firm received national recognition for its specialization in the healthcare reimbursement field. Mr. Salazar later formed a healthcare management company that grew to manage, own and/or control several healthcare related businesses before Mr. Salazar sold his interest in 2000. Central Street Capital, Inc. and/or the Salazar Family have investments in over 50 different companies ranging from student housing apartments, multi-family mixed use apartments, healthcare companies, real estate holdings, and investments in natural food and beverage products. Central Street Capital operates as a private family office investing only the funds of the Salazar Family. In 1999 the Salazar Family formed Salazar Family Foundation, a non-profit, 501c(3) organization, to support educational causes throughout the Denver metropolitan area. Central Street Capital also manages the funds of Salazar Family Foundation. Founded in 1999 by Rob and Lola Salazar, Salazar Family Foundation is located in Denver, Colorado. It has been a major contributor to The Denver Foundation, The Denver Public Schools Foundation, the Jefferson Foundation, Latin American Educational Foundation and Escuela de Guadalupe.

Investment Team:

Angelique Salazar, VP of Operations, aSalazar@centralstreetcap.com
Isiah Salazar, VP of Bus. Dev., iSalazar@centralstreetcap.com
Lola Salazar, President
Rob Salazar, Founder

FI Cequel III

12444 Powerscourt Drive, Suite 450
St. Louis, MO 63131
Phone: 314-965-2020
<https://www.cequel3.com/>

Stage: Middle Market

Industry: Business Services, Communications & Networking, Information Technology

Founded in 2002, Cequel III is an investment and management firm based in St. Louis, Missouri, and focused on growth-oriented companies in technology, communications, and business services. Cequel III seeks to make middle-market and growth-equity investments in companies that operate in expanding, sustainable industries, with recurring revenue models and a diligent focus on customer service. Cequel serves as the Family Office for Jerry Kent and Howard Wood, formerly executives with Charter Communications. Kent is a recognized entrepreneur and trailblazer in the telecommunications and technology industries. In addition to his role as Chairman and CEO of Cequel III, which he co-founded in January 2002, he serves as Chairman and CEO of TierPoint. Previously, the Cequel III team built AAT Communications into the largest privately owned cell tower company in the United States before selling that enterprise in 2006. Cequel III and Jerry also managed Suddenlink Communications, building it into the seventh largest U.S. cable company with operating results among the best in its industry before it was sold to Altice Group in 2015 for an enterprise value of \$9.1 billion. Howard Wood co-founded Cequel III, LLC, in January 2002, after resigning his position from the Board of Directors of Charter Communications, Inc., which he also helped found. Prior to forming Charter Communications, Mr. Wood was president and chief executive officer of Cencom Cable Associates, Inc. From 1961 to 1987, Mr. Wood was with Arthur Andersen & Co. The leadership team at Cequel III provides time, expertise, and resources to a wide array of charitable, educational, and non-profit organizations in the St. Louis area.

Investment Team:

Andy Stewart, EVP, astewart@cequel3.com
Howard Wood, Co-Founder
Jerry Kent, Chairman and CEO, jkent@cequel3.com
Mary Meduski, President and CFO, mmeduski@cequel3.com
Wendy Knudsen, EVP and Chief Legal Officer, wknudsen@cequel3.com

FI Chaifetz Group

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<http://chaifetzgroup.com>

Stage: Early, Middle Market

Industry: Business Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction

Chaifetz Group is a private investment firm that partners with carefully selected entrepreneurs, business owners and management teams to build and grow game-changing businesses. Chaifetz is led by entrepreneur and investor Dr. Richard A. Chaifetz, who founded ComPsych Corporation in 1984. As the founder, Chairman and CEO of ComPsych he has grown the company since its inception to be the world's largest provider of employee assistance programs (EAP) and the leading provider of fully integrated EAP, behavioral health, work-life, wellness and outsourced HR solutions. Investment strategies include Growth Capital, Transformative Capital, Venture Capital, Real Estate, Fund Investments, and Public Securities. In addition to Chaifetz Group portfolio companies, Dr. Chaifetz currently serves as an advisor to Kennet Partners and Vistria Group. He is on the board of trustees of The Field Museum of Natural History, Saint Louis University, TCS Education System, the Miami University Farmer School of Business, the Illinois Holocaust Museum and Education Center, and the Brain Research Foundation. In 2007, he was named Saint Louis University's Alumni of the Year and was inducted into the University's Entrepreneurial Hall of Fame. Dr. Chaifetz is also a member of the American Psychological Association, the Economic Club of Chicago and the Executives' Club of Chicago. Dr. Chaifetz and his wife Jill are active philanthropists through their Chaifetz Family Foundation. Notable gifts include the Chaifetz Arena at Saint Louis University, Chaifetz Trading Center at Miami University Farmer School of Business, Richard and Jill Chaifetz Curator of Zoology at The Field Museum, and significant donations to the Make-A-Wish foundation, as well as other charitable organizations.

Portfolio companies include: 15Five, BacklotCars, Cargo, ParkWhiz

Recent fundings include: 15Five, BacklotCars

Investment Team:

Dr. Richard A. Chaifetz, Founder and Chairman, rchaifetz@chaifetzgroup.com
Ross Chaifetz, Director of Venture
Ryan Aprill, Vice President, raprill@chaifetzgroup.com

FI Chan Zuckerberg Initiative

2075 Broadway St.

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Stage: Early

Industry: Education & Training, Information Technology

The Chan Zuckerberg Initiative was launched by Facebook founder and CEO Mark Zuckerberg and Dr. Priscilla Chan, a pediatrician and founder of the Primary School. The firm's mission is to advance human potential and promote equality. The initiative is endowed with 99% of Zuckerberg's Facebook shares, valued at \$45 billion (pledged). Chan Zuckerberg has made early stage investments in technology and education. The Chan Zuckerberg Initiative chose to invest \$24 million in Andela for its first major initiative. Andela is a startup focused on training software developers in Africa through their bootcamp and four-year fellowship program. The Chan Zuckerberg Initiative is not a charitable trust or a private foundation but a limited liability company which can be for-profit. The initiative funds the CZ Biohub, an independent, non-profit, medical research organization collaborating with the University of California, Berkeley, Stanford University and the University of California, San Francisco to harness the power of science, technology and human capacity to cure, prevent or manage all diseases.

Portfolio companies include: Andela, Brightwheel, Handshake Network, Landed, Lovevery, Panorama Education, RaiseMe, Sawyer, Varsity Tutors

Recent fundings include: Lovevery

Investment Team:

Cori Bargmann, President
Cori Bargmann
David Plouffe
Jim Shelton, President
Priscilla Chan, Co-Founder

FI Chasbro Investments

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445 Park Avenue, Floor 16
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Stage: Middle Market

Industry: Financial Services, Real Estate & Construction

Chasbro Investments is the family office of Charles Bronfman. Bronfman is a Canadian / American businessman and philanthropist and is a member of the Canadian Jewish Bronfman family. With an estimated net worth of \$2.3 billion (Forbes), Bronfman is Chairman of the Andrea and Charles Bronfman Philanthropies Inc., a family of charitable foundations operating in Israel, the U.S., and Canada. Services of the family office include investment administration, cash and liquidity management, tax and estate planning, partnership and trustee stewardship, risk management, as well as providing support for private art collections, transportation services and real estate

Investment Team:

Dr. Jeffrey R. Solomon, Senior Advisor
John T. Hoover, CEO

FI Cheltenham Enterprises

645 5th Ave. 8th Floor
New York, NY 10022

Stage: Middle Market

Industry: Manufacturing & Industrial, Real Estate & Construction

Cheltenham Enterprises is a family office for the investment activities of the Weisman Family. Marc Weisman served as Co-Managing Partner of Sagaponack Partners, LP, a corporate growth capital private equity fund, from 1996 to 2009. The Weisman Family investment activities consist of three distinct segments. The first segment is the allocation of investment capital among managers in the public marketplace, including publicly traded stocks, bond and master limited partnerships. The second segment is the active management of investments in the public marketplace without the assistance of an outside manager. The last is investing in private transactions, both corporate and real estate related, including equity, senior and mezzanine debt and preferred equity opportunities. The Weisman Family seeks to invest between \$500,000 and \$5.0 million of its own capital in a given investment opportunity and to the extent an opportunity exceed these parameters, Cheltenham Enterprises will seek to lead a group of one or more of its historical co-investors to aggregate the necessary size. Cheltenham seeks to invest opportunistically primarily in real estate. The firm will invest in other hard assets such aircraft/ vessels, equipment, rolling stock, inventory, and cash flow based contract rights. Cheltenham provides senior secured loans, and will also structure mezzanine or preferred equity allowing the capital seeker to reap the benefits of their projections. The firm prefers to protect its downside and seeks a minimum of 15% IRR.

Investment Team:

Marc Weisman, President
Sasha Bernier, Senior VP

FI/ FIN Cherng Family Trust

1683 Walnut Grove Ave.
Rosemead, CA 91770

Stage: Middle Market

Industry: Consumer Products & Services, Food & Agriculture, Real Estate & Construction, Retail & Restaurant

Founded in 2005, the Cherng Family Trust Office (CFT) is a single-family office organization accountable for the administration, finances, investments, and charitable initiatives of Andrew & Peggy Cherng and their family. CFT's Alternative Investment platform primarily makes direct and indirect private equity, private debt and venture capital investments across various sectors, including hospitality. The Cherngs, who founded Panda Express in Glendale, California in 1983 and grew it to more than 1,900 locations worldwide, have a net worth of about \$3.1 billion, according to Forbes. In 2016, the family bought a minority stake in the rapidly growing fast-casual chain Picology Pizzeria, which in June acquired competitor Project Pie. The Cherngs have also been active in real estate, having recently bought a two-acre parcel in Hawaii to build a shopping complex that will include a Panda Express restaurant as well as other retail and restaurant tenants.

Investment Team:

Andrew Cherng, Founder, Chairman & Co-CEO, acherng@cherng.com
Carey Do Kim, Managing Director, ckim@cherng.com
David Lai, Investment Manager, dlai@cherng.com
Peggy Cherng, Co Chair & Co-CEO, pcherng@cherng.com
Warren Woo, CIO, wwoo@cherng.com

FI/ FIN Chief Partners

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Stage: Middle Market

Industry: Real Estate & Construction, Retail & Restaurant

Chief Partners was founded in 2007 by Bill Vanderstraaten in partnership with Trevor Rees-Jones to serve as the commercial real estate investment arm of the Rees-Jones family office. Rees-Jones started as a bankruptcy attorney, however, in 1984 he started Chief Oil & Gas, the nation's biggest privately owned natural gas producer. According to Forbes, he has grossed \$7 billion on 7 deals in 7 years. Chief Partner's portfolio includes retail, office, industrial, medical office and multifamily properties. Chief currently has \$404 million in capital invested and has made 142 investments since its inception. The firm's primary focus is on Limited Partner equity with a focus on Sunbelt markets.

Investment Team:

Amy Labac-White, Associate, amy@chiefpartnerslp.net
Bill Vanderstraaten, President, bill@chiefpartnerslp.net
Blake Lafitte, Asset Manager, blake@chiefpartnerslp.net
Brian Bischoff, Senior Vice President, brian@chiefpartnerslp.net
Liesl Ricciardelli, Senior Vice President, liesl@chiefpartnerslp.net
Suzanne Rickman, Office Manager, suzanne@chiefpartnerslp.net

FI Clarim Holdings

400 Broadhollow Road
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<http://clarimholdings.com/>

Stage: Early, Middle Market

Industry: Business Services, Media & Digital Media

Clarim Holdings is a private investment vehicle led by entrepreneur and retail pioneer Jim McCann, Founder and Chairman of 1-800-Flowers.com. Clarim Holdings brings together a family of companies that collectively provide an offering which improves, develops, and protects dynamic, closely-held, founder and family-influenced businesses and their leaders.

Portfolio companies include: Skylark Travel

Recent fundings include: Skylark Travel

Investment Team:

Jim McCann, Senior Managing Director
Paul Stamoulis, Founder, Paul.Stamoulis@clarim.com

FI Clarke Capital Partners

5152 N. Edgewood Drive, Suite 375
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Phone: 801-225-9990

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<http://clarkecp.com>

Stage: Early, Growth

Industry: Consumer Products & Services, Information Technology, Real Estate & Construction

Clarke Capital is a Family Office Investment Firm, focused on Alternative Assets, Hedge Funds, Early Stage University-Licensed/Acquired Technologies and Growth Equity. The firm invests in growing companies, normally producing \$1-\$5 MM of EBITDA with excellent management teams and defensible business strategies through Private Placements, Debt Instruments and Institutional Grade Alternatives. Portfolio companies have an established presence on the Eastern U.S. coast and throughout Europe and Asia. James Clarke is the CEO of Clarke Capital Partners. In 2001, James Clarke founded and led Utah-based CLEARLINK- with over 1,800 full-time employees today--until it was acquired in 2011 by Pamlico Capital (formerly Wachovia) and has since been acquired in 2016 by Sykes (NSDQ:SYKE). Clarke serves as chair or director on the boards of various private and public companies in the U.S. and abroad, including the 2017 upsized IPO of PetIQ (NSDQ:PetQ) which was 12 times oversubscribed and traded up nearly 50% upon its debut to public markets. He has also served as a trustee and board member of several universities as well as regional and global non-profit organizations. Currently, James is a Governor appointed Trustee at Utah Valley University--the state's largest institution of higher learning with over 37,000 full-time students--where he serves as Chairman of the Foundation Board.

Investment Team:

James Clarke, Founder and CEO, Jc@clarkecp.com
James Harrison, Managing Director, Jh@clarkecp.com
Nora Anderson, SVP, na@clarkecp.com

FI/ VC Clayton Associates

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<http://www.claytonassociates.com/>

Stage: Early, Growth, Seed

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare

Clayton Associates is the McWhorter family office. The firm has built on its extensive operating experience and relationships to partner with entrepreneurs and help build successful businesses. Clayton Associates is the founding investor in three Venture Capital Funds: Altitude Ventures, FCA Venture Partners, and Resolute Venture Partners. Clayton Associates also manages Operating Companies, makes Angel Investments, and is actively involved in serving the Community. Clayton Associates was founded in 1996 by R. Clayton McWhorter, Stuart C. McWhorter, and Bill F. Cook. In 2005, Ingram Industries of Nashville, Tennessee made a minority investment in Clayton Associates and John R. Ingram was added to the Advisory Board. The firm's venture capital manager, FCA Venture Partners, has managed a total of 5 funds including exited funds FCA I and FCA II as well as three active funds FCA III, IV, and their new fund, FCA V. Typical investment sizes range from \$2M to \$6M of equity in companies with experienced management teams who are implementing proven business models with well-defined exit strategies. Clayton Associates makes seed, angel, and venture stage investments in healthcare IT and technology companies. The firm makes seed investments through Bullpen Ventures, with investment sizes of \$25K to \$75K, to help companies get off the ground. Clayton Associates has two angel funds: Rolling Hills Ventures, which makes \$500K to \$1.5mm investments in companies beginning to gain traction, and Resolute Venture Partners, based out of Houston, TX. Since its inception, Clayton Associates, FCA Venture Partners, and affiliates have invested over 100 venture deals, which has resulted in the creation of over 20,000 jobs and companies representing greater than \$7B in annualized revenue.

Portfolio companies include: NuScriptRX

Investment Team:

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Jim Fitzgerald, Senior Advisor, jfitzge@claytonassociates.com
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Landon Gibbs, Advisor, lgibbs@claytonassociates.com
Matthew A. King, Managing Partner, mking@claytonassociates.com
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Stuart C. McWhorter, Co-Founder and Chairman, smcwhorters@claytonassociates.com

FI Clearwell Group

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Stage: Early, Expansion, Growth

Industry: Consumer Products & Services, Financial Services, Information Technology, Life Sciences & Healthcare, Software & Internet

Clearwell Group, a Tampa-based family office investment manager, invests with the belief that businesses can generate positive impact in addition to investment return. Investments support high integrity entrepreneurs with a collaborative approach to creating value that leverages our experience and network. This aligns Clearwell's interests with management to achieve the best possible outcome, with the right amount of capital, over the right period of time. Clearwell makes meaningful minority and control investments in companies with revenue ranging from \$0 to \$30 million across the business cycle with the greatest focus on expansion or growth stage companies in the southeastern United States (buyouts: \$1+ million EBITDA, growth capital: \$1+ million revenue). Industries of particular interest include healthcare, de-risked technology, beverages, consumer products, financial services and software.

Portfolio companies include: CareSync, First Aid Shot Therapy (F.A.S.T.), Vestagen

Investment Team:

Douglas J. Free, Managing Member, doug@clearwellgroup.com
Mary G. Bruder, Office Manager, mary@clearwellgroup.com
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FI FOF/ VC CM Capital Corporation

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www.ccapital.com

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction

C.M. Capital Corporation is a member of the Cha Group of companies. The Cha Group is based in Hong Kong and was founded in 1949 as China Dyeing Works, a textile manufacturer. Today the Cha Group's business operations span the globe and include textile and other manufacturing, real estate, technology, and financial services. In the United States, the Cha Group's investments are managed by CMC. Founded in 1969 as a real estate investment company, CMC still holds prime developed real estate in the San Francisco Bay Area and also provides advisory and management services covering a wide-range of financial asset classes. CMC was one of the early pioneers of venture capital investing and retains an active interest in that asset class today. Besides overseeing substantial private equity investments, CMC provides investment advice on a portfolio consisting of fixed income securities, public equities and hedge funds, as well as direct and indirect real estate investments. In addition to investing for its own account, CMC provides investment advisory services for various Cha Group affiliates. C.M. Capital is a significant limited partner in Silicon Valley VC firms Focus Ventures and Charter (see profiles).

Investment Team:

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Jean Lin, Director
John C. Couch, Vice Chairman, jcouch@ccapital.com
Johnson M.D. Cha, Chairman of the Board, jcha@ccapital.com
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Nicole Belytschko, Managing Director, nbelytschko@ccapital.com
Peter G. Morrissey, Managing Director and General Counsel, pmorrissey@ccapital.com
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FI Cockrell Interests

1000 Main Street, Suite 3250
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Stage: Early, Growth

Industry: Manufacturing & Industrial

Created in 1957, Cockrell Interests is a family investment firm chaired by Ernest Cockrell. The Cockrells also operate a foundation that donates money to philanthropic causes in Houston as well as to the College of Engineering at the University of Texas. Pinto American Growth Fund is affiliated with Cockrell Interests and is the manager of a series of specialized investment funds to invest and manage assets for families, institutions and management team partners. Pinto American Growth (see profile) invests in and works with small- and medium-size, family-owned companies in Hispanic cultures and throughout the global emerging markets.

Investment Team:

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Ernest Cockrell, Founder and Chairman, ecockrell@cockrell.com
Robert Hatcher, President and CEO, rhatcher@cockrell.com

FI Cohen Private Ventures

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Stage: Early, Middle Market

Industry: Real Estate & Construction, Software & Internet

Cohen Private Ventures (CPV) oversees certain family office activities for, and invests capital on behalf of, hedge fund magnate Steven A. Cohen and his family. CPV's primary investment strategies include: direct private equity, growth equity and venture capital, structured securities and specialized credit investments, real estate and other asset-based investments, and special situations and rescue financings. CPV was co-founded by Andrew B. Cohen and is based in Stamford,

Connecticut, and New York City. Andrew B. Cohen is also a Managing Director at Point72 Asset Management, another family investment office operated by Steven A. Cohen. They invest across a range of industry sectors and geographies, and throughout the lifecycle of a company.

Portfolio companies include: DocASAP

Investment Team:

Aaron Thomas, Associate, aaron.thomas@cohenpv.com
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Terri Oronzio, Vice President
Tom Anderman, Partner, tom.anderman@cohenpv.com

FI Columbia Ventures

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<https://colventures.com/>

Stage: Early, Middle Market

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant

Columbia Ventures Corporation (CVC) is a private investment company currently focused principally on the international telecommunications industry. While practicing law in 1987, Ken Peterson, CEO of CVC, created Columbia Aluminum Corporation and led the purchase and rehabilitation of a closed aluminum smelter adjacent to the Columbia River in Washington State. In 1988, CVC was formed as a subsidiary to hold non-smelting investments, including what became the largest aluminum extrusion business west of the Mississippi River. In 1996, CVC became an independent company wholly-owned by the Peterson family. In 1997 CVC commenced construction of a state-of-the-art aluminum smelter in Iceland. In the early years of the 21st century CVC divested its aluminum assets. Beginning with the success of its innovative business model in the aluminum industry, CVC has continued to invest in a wide range of strategic, innovative or contrarian opportunities.

Portfolio companies include: AbSci

Investment Team:

Charles W. Bricker, President of Columbia Development Company
David M. Brewer, Vice Chairman
Kenneth D. Peterson, Jr., Founder and CEO
Kipling J. Peterson, Chief Investment Strategist
Stanley P. Hanks, Chief Technology Strategist
Susan D. Cruz, CFO

FI Conormara Investments

8132 Woodland Drive
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<http://www.conormara.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Conormara Investments, LLC is a private family investment corporation--not a private equity fund--and takes a flexible, 'patient capital' perspective to investing. The firm focuses on acquisitions and investments of smaller, entrepreneurial businesses (lower-middle market) in the Midwest, providing capital, management, systems and other resources to create value. Conormara targets firms Niche Manufacturing, Value-added Distribution, Service businesses, or Franchisors. The firm seeks companies with minimum revenue of \$2 million; and Positive cash flow and EBITDA greater than \$500K.

Investment Team:

Ray Kennedy, Founder, raykennedy@conormara.com

FI Cooper Family Office

17770 Foxborough Ln.
Boca Raton, FL 33496

<https://www.cooperfamilyoffice.com/>

Stage: Early, Middle Market, Seed

Industry: Financial Services, Information Technology, Manufacturing & Industrial

The Cooper Family Office is a private entity that manages the investments of the Cooper Family of Florida. The Cooper Family Office invests globally in hedge funds, private equity and venture funds, in addition to direct investments in operating companies and other private opportunities, including real estate. Cooper maintains a portfolio of early and latter stage start-up ventures. On occasion Cooper considers placing 'seed capital' with managers. Cooper also co-invests extensively with other Family Offices. Howard Cooper began his career trading public equities for his own account, becoming a full-time trader in the 1980s. In 2006 Mr. Cooper established a single-family office to manage his family assets, which were derived from his stock trading.

Investment Team:

Howard Cooper, Founder, howard.cooper@cooperfamilyoffice.com
Laura Cooper
Ronen Schwartzman, Chief Investment Officer, ronen.schwartzman@cooperfamilyoffice.com
Skip Cooper

FI/ PE Copley Equity Partners

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Quincy, MA 02171
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<http://copleyequity.com>

Stage: Middle Market

Industry: Business Services, Information Technology, Manufacturing & Industrial, Transportation & Distribution

Copley Equity Partners invests in established small and lower middle-market businesses with significant growth prospects. The firm manages money for Rob Hale,

President and CEO of Granite Telecommunications and a co-founder of Copley Equity Partners. Rob is the founder and board chair of Fox Rock Capital, a single family office based in Boston, founding owner of FoxRock Properties (<http://www.foxrockproperties.com>), a commercial real estate firm, and is co-owner of the NBA's Boston Celtics and Boston Cannons of the MLL. The firm is investing out of a \$50 million committed capital base, making equity investments in a range from \$3 - \$15 million. The firm considers a broad range of industries, focused solely on small & lower-middle market businesses sub \$50 million in annual revenues, and generating \$1 - \$10 million of pre-tax income or EBITDA / Free Cash Flow.

Portfolio companies include: Gameface Media, Madwire

Investment Team:

Andy Miller, Founding Partner, 720-465-6694, amiller@copleyequity.com
Daniel Almon, Senior Associate, dalmon@copleyequity.com
Matthew Bryson, Principal, 617-249-5358, mbryson@copleyequity.com
Peter Trovato, Founding Partner, 617-249-5354, ptrovato@copleyequity.com
Rob Hale, Founding Partner and Entrepreneur in Residence, rhale@copleyequity.com

FI Cornerstone Holdings

1746 Union Street
San Francisco, CA 94123

385 Interlocken Crescent, Suite 250
Broomfield, CO 80021
Phone: 303-410-2510
www.cstoneholdings.com

Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Financial Services, Food & Agriculture, Real Estate & Construction, Software & Internet

Cornerstone Holdings is single family office which focuses on direct investments and real estate development. Privately owned, the company focuses on opportunistic investments in profitable middle market companies via direct investments. Cornerstone partners with strong management teams to actively add value and grow businesses. The team at Cornerstone has substantial private company investment experience which spans from startup ventures to traditional leverage buyouts to distressed turnarounds. The real estate development division acquires land in resort markets and takes it through the development process. Past and current projects span across the United States, including Hawaii. Cornerstone Holdings is not structured like a traditional private equity/venture capital fund and therefore does not have the same time and investment constraints as funds. Cornerstone targets companies with revenues of \$2 - \$40 million and EBITDA of \$1 - \$15 million. The typical investment is \$4 - \$15 million of equity in a transaction with \$5 - \$60 million enterprise value.

Investment Team:

Clark Lipscomb, President Real Estate, clark@cstoneholdings.com
John Ord, Chief Financial Officer, jord@cstoneholdings.com
Neville Vere Nicoll, President, nvn@cstoneholdings.com
Nick Steiner, Financial Controller
Ryan Williams, Principal, rwilliams@cstoneholdings.com
Tom McCloskey, Chairman and CEO, tdm@cstoneholdings.com

FI Cornwell Capital

Charlotte, NC
<http://www.cornwellcapital.com/>

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution

Cornwell Capital is a family office pursuing direct investments in lower middle market companies. The firm is made up of a father and son team based in Charlotte, NC. Cornwell Capital invests in established companies demonstrating strong free cash flows and tangible growth opportunities. The firm targets companies with Revenue between \$10-\$50mm and EBITDA between \$2-6mm. Focus industries include: Manufacturing, Industrials, Distribution, Business Services, and Energy. Cornwell's geography focus is the Southeast and Mid-Atlantic.

Investment Team:

Lee Cornwell, Co-Founder and President, leecornwell@cornwellcapital.com
Steve Cornwell, Co-Founder

FI Coughlin Capital

100 Tamal Plaza, Suite 107
Corte Madera, CA 94925
Phone: 888-973-3788
Fax: 888-957-3788

CET Building, 20 South Sarah St.
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St. Louis, MO 63108
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Fax: 888-957-3788

<https://www.coughlincapital.com/>

Stage: Early, Expansion, Growth, Middle Market

Industry: Consumer Products & Services, Electronics & Advanced Materials, Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution

Coughlin Capital is a family owned and operated investment firm dedicated to working with small and lower middle-market expansion stage companies. While Coughlin Capital prides itself on remaining flexible to each unique situation, the firm is generally interested in opportunities within our current platforms: Automotive Supply Chain and Quality Services, and High Efficiency Lighting Solutions and Services. Target companies typically have one or more of the following characteristics: Revenues from \$2 Million to \$30 Million, EBITDA or discretionary earnings of \$1 Million to \$3 Million, Established customer base and revenue stream, Companies with management transition issues.

Investment Team:

Carl P. Coughlin, Partner, 415-816-6724, carl@coughlincapital.com
Francis X. Coughlin, Partner, 864-551-0242, fran@coughlincapital.com
Kevin M. Coughlin, Partner, 415-722-4374, kevin@coughlincapital.com

FI Cove Capital

10 Liberty Sq.
Boston, MA 02109

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<http://www.covecc.com>

Stage: *Early, Expansion, Growth*

Industry: *Consumer Products & Services, Financial Services, Information Technology, Manufacturing & Industrial, Retail & Restaurant, Software & Internet*

Cove Capital is a private family company serving the needs of branches of a single family with a primary mission to protect and build financial and human capital, as well as facilitate the pursuit of philanthropic objectives. Cove manages both Core (Fixed Income, Public Equity, Hedge Funds, etc.) and Venture exposures for the family, and invests both directly and through funds. Barney Corning is the Partner and Co-founder of Cove Capital, the East Coast family office branch of the Corning family. The family's interests date back to mid-west oil business activity that was acquired by Rockefeller in the creation of Standard Oil. The Cornings have additional offices in Ohio and California. In addition to direct investments Cove takes LP interests in funds, both emerging and established, that can add proven value and will take active role when appropriate. For example, the principal family was a founding investor in Greylock Partners and has taken active hands-on involvement in firms such as Velocity Equity Partners, Corning Partners, Affinity Capital, etc. Ideally company investments are in the early stages of development with revenues in the \$3M to \$20M range in the areas of financial services, enterprise software, consumer products and services, light manufacturing and technology.

Investment Team:

Barney Corning, Partner, barney@covecc.com

Keith D'Agostino, President, keith@covecc.com

FI Crane Capital Group

4409 Montrose Blvd., Suite 200

Houston, TX 77006

Stage: *Middle Market*

Industry: *Energy & Clean Tech, Sports & Entertainment*

James R. Crane is currently Chairman and Chief Executive Officer of Crane Capital Group. He has also served as Chairman of the Board of Crane Worldwide Logistics, a Houston-based single-source provider of global transportation and logistics services, since August 2008. Prior to that time, he founded and served as Chairman and Chief Executive Officer of EGL, Inc., a NASDAQ-listed global transportation, supply chain management and information services company based in Houston, Texas, from 1984 until its sale in August 2007. Since February 2010, he has served as a director of Fort Dearborn Life Insurance Company, a subsidiary of Health Care Service Corporation. Mr. Crane also served on the board of HCC Insurance Holdings, Inc. from 1999 to November 2007. According to published reports, Crane has reached an agreement to purchase control of the Houston Astros baseball franchise.

Investment Team:

James R. Crane, Board Member

FI Creadev

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<https://www.creadev.com/en>

Stage: *Early, Expansion, Growth, Middle Market*

Industry: *Education & Training, Energy & Clean Tech, Food & Agriculture, Life Sciences & Healthcare*

Credev is a global private equity investment firm controlled by the Mulliez family, founders of one of the largest Business to Consumer retail platforms in the world. Credev is committed to long-term collaboration with innovative, passionate and human-driven entrepreneurs that are focused on creating widespread access to essential goods and services such as food, education, healthcare and renewable energy. Based in Paris, and with offices in New York, Shanghai and Nairobi, Credev invests in companies well positioned to scale and become worldwide leaders in their respective sectors. We are involved in 16 companies with over 85,000 employees. Launched in 2002, Credev has invested over EURO1 billion in companies in stages ranging from venture to growth equity and buyout. The firm considers minority positions to majority stake; seeks an active board position; invests from EURO10m to EURO100m in Growth equity and Buyout; and invests from EURO2m to EURO10m in venture capital from series A to D.

Portfolio companies include: Gotham Greens

Investment Team:

Alexis Grolin, Managing Partner

Bertrand de Talhouet, General Manager

Chantal Toulas, Executive Director

Delphine Descamps, Managing Director, dDescamps@credev.us

Sarah Ngamau, Managing Director

FI/ FIN Crosby Advisors

11 Keewaydin Drive Suite 200

Salem, NH 03079

Stage: *Middle Market*

Industry: *Real Estate & Construction*

Crosby Advisors is the family office that manages the wealth of the Johnson family, which owns third-generation family business Fidelity Investments -- one of the largest financial services groups in the world, and has \$1.9 trillion assets under management. The Johnson family is worth \$22 billion, according to Bloomberg. Ned Johnson is worth \$6.9 billion. His daughter Abigail P. Johnson, Fidelity's president, has a net worth of \$10.1 billion. Abigail's siblings, Edward C. Johnson IV and Elizabeth L. Johnson each are worth \$2.5 billion. Also known for their philanthropy, the Fidelity Foundation was founded by Edward C. Johnson III and his father and the Edward C. Johnson Fund, a \$334 million charitable fund, contributes to institutions in the Boston area and beyond.

Investment Team:

Andrew Segel, Head Trader
Carol Fitzgerald, CCO
Lane MacDonald, President & CIO
Mary-Ann Ward, Portfolio Manager
Sam Rahman, Portfolio Manager

FI Crow Holdings

3819 Maple Avenue
Dallas, TX 75219
Phone: 214-661-8000
<http://www.crowholdings.com/wp-content/themes/mb-build-1-2/library/img/logo.min.svg>

Stage: *Middle Market*

Industry: *Financial Services, Real Estate & Construction*

Crow Holdings is the investment firm of the Crow family of Dallas, and encompasses multiple operating businesses and signature properties. Trammell Crow (1914-2009) began a career in real estate investment at the end of World War II. Although real estate is its foundation, Crow Holdings has numerous and varied investment activities, including an investment portfolio with substantial stakes in privately held operating businesses and financial assets. These operating businesses include Crow Holdings Capital - a registered investment advisor (RIA) comprised of private equity real estate funds and a diversified investment advisory firm; as well as Trammell Crow Residential (TCR) and Crow Holdings Industrial. The company's signature properties include the Old Parkland Campus, the Anatole Hotel and Dallas Market Center- all located in Dallas- as well as the Windsor Court Hotel in New Orleans, LA and the International Trade Mart in Brussels, Belgium. Although Crow Holdings' foundation is deeply rooted in real estate development, the company made a strategic decision in 1988 to diversify a substantial portion of its portfolio into diversified investments. This provided a stable foundation for the company's current and future initiatives, as well as an opportunity to share its decades of lessons learned with investors, partner families, business partners and associates.

Investment Team:

Gillian Cho, COO, gcho@crowholdings.com
Kevin Bryant, General Counsel, kbryant@crowholdings.com
Michael Levy, CEO, mlevy@crowholdings.com

FI Crown Venture Fund

c/o Henry Crown and Company
222 N. LaSalle St.
Chicago, IL 60603
Phone: 312-236-6300

Stage: *Early*

Industry: *Information Technology, Life Sciences & Healthcare*

The Crown Venture Fund is the venture capital arm of the Crown family of Chicago, and is administrated by General Partner, Richard Robb. The company has made recent investments in Massachusetts-based Kala Pharmaceuticals and Seattle-based Amnis, a cell imaging company. The Crown family also owns CC Industries, which has headquarters in Chicago. The largest subsidiary of CC Industries is truck trailer manufacturer, Great Dane Trailers. The company's other business interests include farm equipment maker Bush Hog; food processing equipment makers Weiler & Co. and Formax; furniture manufacturer Woodard Furniture; and real estate. William H. Crown, also known as Bill, serves as the Chief Executive Officer and President at CC Industries Inc. Mr. Crown has been with CC Industries Inc since 1993. Mr. Crown serves as General Partner at Henry Crown and Company. The Crown family also makes direct purchases through its Chicago-based Longview Asset Management, led by family member James Star.

Portfolio companies include: InnFocus, Kala Pharmaceuticals

Investment Team:

Richard H. Robb, General Partner
William H Crown, CEO

FI Culbro

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New York, NY 10022
Phone: 646-461-9270

<http://www.culbro.com/>

Stage: *Middle Market*

Industry: *Business Services, Education & Training, Life Sciences & Healthcare*

Culbro, LLC was founded by Edgar M. Cullman, Sr., and is currently managed by his son, Edgar M. Cullman, Jr., and his grandson, David Danziger. Culbro seeks to make equity investments of \$5 to \$15 million in middle market companies across a variety of sectors. The firm looks for revenue of \$10-100 million, EBITDA of \$1 -10 million. Culbro has a significant private equity effort in India and has an interest in companies with a US/India connection

Investment Team:

David Danziger, Managing Member, ddanziger@culbro.com
Edgar Cullman, Jr., Managing Member, ecullmanjr@culbro.com
Jack LoParco, Vice President, jloparco@culbro.com
John Fletcher, Operating Partner

FI Cuneo & Co.

10 E. 40th St.
New York, NY 10016

Stage: *Early*

Industry: *Media & Digital Media, Sports & Entertainment*

Cuneo & Co. is a private investment and management company that has invested in children's media and entertainment companies. The venture firm is led by Peter Cuneo, former CEO of Marvel. After leaving Marvel, Peter formed Cuneo & Company, LLC with his son, Gavin. In August 2011 with Cuneo & Co's investment in Valiant Entertainment, Peter Cuneo was brought on board as Chairman with Gavin also serving on the board.

Portfolio companies include: Marbles: The Brain Store, ShooWin

Investment Team:

Gavin M. Cuneo, Managing Principal
Peter Cuneo, Managing Principal

FI Curran Companies

1511 Baltimore Ave., #500
Kansas City, MO 64108

<http://www.currancos.com/>

Stage: Early, Middle Market

Industry: Defense & Homeland Security, Energy & Clean Tech, Financial Services, Manufacturing & Industrial, Software & Internet, Sports & Entertainment, Transportation & Distribution

A focused family office, Curran Companies is a leading sponsor of management buyouts and fundless sponsors. The firm invests its capital, and experience, in strong management teams that can grow their lower middle market business into a market leader. Curran makes a typical initial investment of \$1 to \$20M. Pat Curran co-founded both C3 Capital and C3 Holdings, which has invested more than \$400 million in 60 businesses. An entrepreneur as well as an investor, he served as CEO of Cook Composites & Polymers, a \$1 billion chemicals business.

Investment Team:

D. Patrick Curran, Co-Founder

Wiley Curran, Co-Founder, wcurran@currancos.com

FI Dakota Pacific

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Salt Lake City, UT 84109

Phone: 801-961-1131

<https://dakotapacific.com/>

Stage: Middle Market

Industry: Real Estate & Construction

Dakota Pacific is a privately held asset management firm that traces its origins from the JR Miller family office. JR Miller was founded in 1989 by John R. Miller. They target private companies generating \$2-20 in annual EBITDA that are generally based in the western US with the opportunity to invest \$20-25 million over time. In 2009, John retired as the CEO of National Beef Packing Company. During his tenure, John grew the Company through strategic partnerships and asset acquisitions beginning in 1991. As CEO, he grew National Beef from \$500 million in sales to over \$7 billion in sales.

Investment Team:

John R. Miller, Managing Director and Founder, john@dakotapacific.com

Ryan Miller, Managing Director, ryan@dakotapacific.com

FI Darco Capital

2929 Arch Street #675

Philadelphia, PA 19104

Phone: 215-243-7001

<https://darcocapital.com/>

Stage: Early

Industry: Business Services, Consumer Products & Services, Financial Services, Information Technology, Life Sciences & Healthcare, Sports & Entertainment

Darco Capital is the family office investment vehicle of David Adelman. A self-made entrepreneur, David made his first investment more than 30 years ago when he decided to invest \$2,000 in a student housing business called Campus Apartments. Under David's leadership, Campus Apartments has grown into one of the nation's largest providers of on-and off-campus housing units with more than \$2 billion in assets under management. When he's not leading the team at Campus Apartments, David serves as an active private investor and entrepreneur. He is the co-founder and Vice Chairman of FS Investments, a leading manager of alternative investment funds, with \$24 Billion of Assets Under Management. Adelman also serves as the lead investor and Lead Director of Wheels Up. A sports fan at heart, David has invested in Crystal Palace, a Premier League soccer team; the Scranton Wilkes-Barre RailRiders, the AAA affiliate of the New York Yankees; the 76s Incubator and Team Dignitas.

Portfolio companies include: Moov Technologies

Recent fundings include: Moov Technologies

Investment Team:

David Adelman, Founder, david@darcocapital.com

FI de Anda Capital

999 Baker Way, Suite 400

San Mateo, CA 94404

<http://deandacapital.com/>

Stage: Early, Seed

Industry: Life Sciences & Healthcare, Media & Digital Media

de Anda Capital is a family office based in San Francisco, California. de Anda Capital distinguishes itself by taking a more active and involved role with its investments. The firm makes seed and early stage investments. Founder, Michael de Anda, has been investing in privately-held companies since 1993. He currently serves on the Board of Directors of Pricing Dynamics, American Biosurgical and Mazunte, and as an advisor to Verve Wireless. Previously, he was an advisor to E-coupons and sat on the Boards of NetHandicap and Federal Research prior to the acquisitions of these businesses. Prior to his full-time management of the de Anda Capital family office, Mr. de Anda was a General Partner of Eureka Capital, a small cap focused hedge fund.

Investment Team:

Michael de Anda, Principal, michael@deandacapital.com

FI/ FIN DeBartolo Holdings

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<http://thedebartologroup.com/>

Stage: Middle Market

Industry: Financial Services, Real Estate & Construction, Sports & Entertainment

DeBartolo Holdings, through its subsidiaries, provides real estate investment and development, supply chain, and events and marketing services. It offers real estate investment and development services for multifamily, hospitality, retail, and mixed-use projects throughout the United States; and operates an events and marketing company that specializes in sports-based activation. The firm was founded by Edward John DeBartolo Jr. While most of DeBartolo's wealth comes from real estate, the shopping mall magnate is best known for his 23-year ownership of the San Francisco 49ers of the NFL. During his twenty-three years owning the team, beginning in 1977, the 49ers won an unprecedented five Super Bowls.

Investment Team:

Cynthia R. DeBartolo, Executive Vice President

David S. Malitz, CFO

Edward J. DeBartolo Jr., Founder & CEO
Geza Henni, President
James D. Palermo, Executive Vice President

FI DeBruce Companies

411 Nichols Road, Suite 217
Kansas City, MO 64112
<http://www.debrucecompanies.com/>

Stage: Early, Middle Market

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction

DeBruce Companies is a single family office managing a diverse investment portfolio of Paul DeBruce, founder and former CEO of DeBruce Grain, Inc. Founded in 1978, DeBruce Grain and its affiliated companies became a multinational, industry-leading agricultural and grain-trading organization with over \$6 billion in annual revenues before being sold to Gavilon in 2011. The portfolio of DeBruce Companies includes private equity and other asset class investments across a broad range of industries, including biotech, energy, manufacturing, technology and real estate.

Investment Team:

Dan Loiacono, Director of Bus. Dev.
Paul DeBruce, Founder

FI Declaration Partners

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New York, NY 10022
Phone: 212-321-4030

<http://declarationpartners.com/>

Stage: Early, Middle Market

Industry: Business Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction

Declaration Capital is the Family Office of Private Equity titan, David Rubenstein, a co-founder of Carlyle Group. According to Bloomberg, Rubenstein has also funded an affiliate called Declaration Partners, which has wider ambitions. Declaration Partners makes direct private equity and real estate investments, including building platform businesses, providing growth equity capital, seeding early stage private funds and venture studios, and partnering with family-owned businesses. Brian Frank, former money manager at Michael Dell's MSD Partners, is running the unit, which focuses on venture, growth and family-owned businesses. Alexa Rachlin, Rubenstein's daughter who spent four years at Goldman Sachs private wealth management, is also part of the staff. Rubenstein, who's worth \$2.8 billion, according to the Bloomberg Billionaires Index, is one of the most active philanthropists in the U.S. and hosts a Bloomberg Television show interviewing world leaders and business titans.

Portfolio companies include: Amperity, Bright Health, Concerto HealthAI, Tealium, WorkFusion

Recent fundings include: Concerto HealthAI, Bright Health, Amperity, Tealium

Investment Team:

Alexa Rachlin, Principal
Brian Frank, Managing Partner
Charles Rayner, Principal
David Rubenstein, Founder
Rob Jackowitz, Partner

FI DeSimone Group Investments

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<http://www.desimonegroup.com/>

Stage: Early, Growth

Industry: Electronics & Advanced Materials, Energy & Clean Tech, Life Sciences & Healthcare, Manufacturing & Industrial, Software & Internet

DeSimone Group Investments (DGI) is a family office providing growth funding for early to mid stage companies in the Philadelphia, tri-state region. DGI's primary investment focus targets the industrial sector and ranges from manufactured products to renewable energies. DGI has preference towards products that involve some degree of engineering and that offer solutions to industries that encourage efficiency. 7+ Years, 24 Portfolio Companies, 6 Managed Funds.

Portfolio companies include: Cloudmine

Investment Team:

John Goodwin, Managing Director, jgoodwin@desimonegroup.com
Kendra Brill, Managing Director, kbrill@desimonegroup.com
Lauren Shippy, COO
Michael A. DeSimone, Chief Executive Officer, mdesimone@desimonegroup.com

FI DGB Investments

265 Lytton Ave, Suite 302
Palo Alto, CA 94301

<https://dgbinvestment.com/>

Stage: Early, Middle Market

Industry: Energy & Clean Tech, Information Technology, Sports & Entertainment

Doug Bergeron is the founder, CEO and sole shareholder of DGB Investments, a diversified holding company of technology investments. In this capacity, he serves as Executive Chairman of Opus, a New York based financial technology business serving the risk and compliance needs of large enterprises. He also serves as Executive Chairman of United Language Group, a global language services provider and as a director of Renters Warehouse, one of the country's largest software-based property management companies. In 2001, he led the acquisition of VeriFone from Hewlett-Packard in a transaction valued at \$50M. In 2002, Bergeron partnered with GTCR and embarked upon a strategy to aggressively grow VeriFone into a multinational company. As of May 2015, VeriFone's enterprise value was approximately \$5 billion, a 100 times increase.

Portfolio companies include: Nyotron

Investment Team:

Douglas G. Bergeron, Founder, doug@dgbinvestment.com

FI/ FOF/ PE Diversified Trust

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<https://www.diversifiedtrust.com/>

Stage: Expansion, Late, Middle Market

Industry: Business Services, Financial Services, Information Technology, Real Estate & Construction, Software & Internet

Diversified Trust is an employee-owned comprehensive wealth management firm based in the Southeast with over \$6.5 billion of client assets under management, and more than 80 employees. Clients include individuals, multi-generational families, family offices, foundations, endowments and retirement plans. Diversified Trust is the largest independent trust company headquartered in Tennessee, and one of the largest in the Southeast. For estates, the firm offers administration, valuation, tax services, investment management, custodial and accounting services. Diversified Trust offers extensive OCIO services to institutional clients including advisement on investment policy, spending, investment management (execution and oversight), reporting, communication, audit support, and planned giving initiatives. In July 2018, Diversified Trust closed its sixth private equity fund at over \$155 million, beating its \$150 million target.

Investment Team:

Betsy M. Wills, Principal & Director of Marketing & Branding
Brook H. Lester, Principal & Chief Wealth Strategist
Carol B. Womack, Principal
Douglas S. Turner, Principal & Director of Operations
F. Kneeland Gammill, Principal
James S. Gilliland, Jr., Senior Vice President
Jason C. Rich, Senior Vice President - Technology
Jason P. Lioon, Principal & Deputy CIO
Jeffrey S. Buck, Principal
Jennifer L. Callaway, Senior Vice President & Associate Fiduciary Counsel
Jon C. Wright, Senior Vice President - Accounting
Max H. Rowland, Vice President
R. Samuel Fraundorf, Principal & CIO
Robert E.W. Lineberger, General Counsel/Senior Fiduciary Officer
Samuel N. Graham, President & CEO
Selden S. Frisbee, Principal
T. Lee Gibson, Principal & CFO
Terry M. Stanford, Principal & CCO
Thomas H. Hussey, Principal
William T. Spitz, Founder & Principal

FI DNS Capital

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Chicago, IL 60611
Phone: 312-982-0047

<http://www.dnscap.com>

Stage: Early, Middle Market

Industry: Consumer Products & Services, Food & Agriculture, Real Estate & Construction

DNS Capital is the investment office for Gigi Pritzker and her husband Michael Pucker, who is CEO and chairman of DNS Capital. The Chicago-based office is involved in a host of investments and does direct private equity and venture capital investing. Jean 'Gigi' Pritzker is an heir to the Pritzker family fortune (Hyatt Hotels), and is pegged by Forbes to be worth nearly \$2.5B. DNS Capital takes a long-term and flexible approach to investing by building relationships with business owners, management teams and entrepreneurs. Pritzker also develops and produces live stage productions - along with her partner Ted Rawlins - through their company Relevant Theatricals. Relevant Theatricals produced the play Million Dollar Quartet. Pritzker is president and a trustee of the Pritzker Pucker Family Foundation and the Chicago Children's Theatre. They have a typical initial equity investment of \$25-100mm, with the ability to invest more for the right opportunity. They target market-leading, middle-market companies with \$10-50mm in EBITDA.

Portfolio companies include: Good Eggs, RapidAPI, Recogni, RedShelf

Recent fundings include: Recogni, RapidAPI

Investment Team:

Andrew Dzwonchyk, Vice President
Charles Tollinche, Managing Director, ctollinche@dnscap.com
Elizabeth A. Hess, Head of Business Development and VP, ehess@dnscap.com
Jason Schroeder, Vice President
Jeff Ehlers, Vice President and Operating Partner
Michael Pucker, Chairman and CEO

FI Dobbs Equity Partners

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Memphis, TN 38117
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<http://dobbssequity.com/>

Stage: Early, Growth, Late

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Dobbs Equity Partners, LLC is a private, family-owned business that makes private equity investments in existing and start-up operating companies. The firm is not a private equity fund in that they invest family assets and do not seek to raise capital from outside parties. Dobbs Equity does not have a fixed investment horizon, but

are willing to invest indefinitely. The firm is primarily interested in businesses that allow investments of \$3 million to \$25 million, although there is the ability to do larger transactions. An ideal investment is a company and owner/manager with a reasonably profitable business (greater than \$3 million of EBITDA) that is scalable but needs a long-term capital partner that can help the business grow. Dobbs will not invest in real estate, information technology, speculative technology, biotech or anything with uncertainty regarding proof of concept of regulatory approval.

Investment Team:

John Hull Dobbs, Jr., Founder and President, jhdobbsjr@dobbsequity.com
John Pettey, Executive Vice President, jpettey@dobbsequity.com
Rick Greene, Executive Vice President, rdgreene@dobbsequity.com

FI Dobbs Management Service

6070 Poplar Ave, Suite 750
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Phone: 901-684-1082
<https://www.dobbsmanagement.com/>

Stage: Middle Market

Industry: Business Services, Financial Services, Food & Agriculture, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Dobbs Management Service (DMS) is the investment arm organized exclusively for the John Hull Dobbs Family that oversees its assets including marketable securities and direct investments. DMS is a legacy of the central corporate office for the Dobbs Automotive business and has been operational for over 25 years in support of the Family's business and investment efforts. The Dobbs Family has an 85 year history of owning and operating successful businesses including: Beverage Distribution, Food Service, Financial Services, Automotive Dealerships, Fire & Security, Financial Services, HMOs, Restaurants, Dental Clinics, Automotive Aftermarket Distribution, Insurance Brokerage, and Heavy Duty Truck Dealerships. In 2005, the Dobbs family made a strategic decision to substantially increase its investment in direct investments in operating companies that it could own and control for the long-term. Dobbs typically seeks companies with the following general parameters: \$10MM to \$20MM of current or potential EBITDA; \$20MM to \$50MM targeted initial equity investment (significantly more in select situations); and \$75MM to \$100MM theoretical maximum investment with follow-on investments.

Investment Team:

Bill Lawson, Vice President, bill@dobbsmanagement.com
Chris Crosby, chris@dobbsmanagement.com
Edward Dobbs, President, ejdobbs@dobbsmanagement.com
John Hull Dobbs
Mike Orians, mike@dobbsmanagement.com

FI Dolan Family Office

340 Crossways Park Dr.
Woodbury, NY 11797
Phone: 516-803-9201

Stage: Middle Market

Industry: Media & Digital Media, Sports & Entertainment

Dolan Family Office serves three generations of the Dolan Family. The firm manages the fortune built by Charles Francis 'Chuck' Dolan. Dolan is an American billionaire and the founder of Cablevision. Through supervoting shares, Dolan today controls AMC Networks, MSG Networks, and The Madison Square Garden Company, which at one point were all part of Cablevision itself. In 2016, Dolan sold Cablevision to Patrick Drahi's Altice for \$17.7 billion. Son, James L. Dolan, serves as Executive Chairman of The Madison Square Garden Company and its professional sports teams, the New York Knicks, New York Rangers, and New York Liberty, and Patrick Dolan, president of Newsday subsidiary News 12 Networks. Charles Dolan's younger brother Larry and nephew Paul own the Cleveland Indians.

Investment Team:

Dennis Javer, President

FI/ VC Dolby Family Ventures

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San Francisco, CA 94103
Phone: 415-449-1005
<http://www.dolbyventures.com>

Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare, Media & Digital Media, Software & Internet

Dolby Family Ventures is an early stage venture firm focused on building great technology companies. Dolby Family Ventures is jointly managed by David Dolby, son of Ray Dolby, and veteran venture capitalist Pascal Levensohn. Based in San Francisco, Dolby Family Ventures funds international seed and Series A investments in four sectors: Digital Media, Cloud Services, Security, and HealthCare Technology and Services. Dolby Family Ventures anticipates making four to seven investments per year, with capital at risk of approximately \$3 million per company. The fund is not affiliated with Dolby Laboratories, Inc. The Dolby portfolio of family investments includes a wide range of asset classes: private equity, venture capital and real estate.

Portfolio companies include: 3Scan, AltSpaceVR, Atmosic Technologies, Atomwise, BASIS Science, Cortexyme, Digilens, Eargo, echo, Ecovative Design, Eyefluence, Lightform, MedaRed, Mojo Vision, New Matter, Paradromics, Pharmatrophix, System1 Biosciences, Tetra Discovery Partners, Yumanity Therapeutics

Recent fundings include: Atmosic Technologies, MedaRed

Investment Team:

Alona Cochran, Office Manager, alona@dolbyventures.com
Andrew Krowne, Principal, andrew@dolbyventures.com
Dave Dolby, Co-Manager, dave@dolbyventures.com
Pascal Levensohn, Co-Manager, pascal@dolbyventures.com

FI/ VC Dolik Ventures

New York, NY
<https://www.dolikventures.com/>

Stage: Early, Seed

Industry: Information Technology, Software & Internet

Dolik Ventures invests in high-growth companies that are transforming industries. The firm manages money for the Dolik family. The firm provides frontier access to venture without the commitment of a traditional venture fund. Dolik's flexible investment approach maximizes value for both its founders and strategic capital partners. DV was founded with a simple vision: support dynamic entrepreneurs that positively impact the world.

Portfolio companies include: Branch, TemperPack

Recent fundings include: Branch

Investment Team:

Corey Dolik, Managing Partner, Corey@dolikventures.com
Nick Dolik, Managing Partner, Nick@dolikventures.com

FI Dorchester Capital

Oklahoma Tower
210 Park Avenue, #3121
Oklahoma City, OK 73102-5603
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Fax: 405-236-5010
<http://www.dorcap.com/>

Stage: Middle Market

Industry: Sports & Entertainment

Clayton 'Clay' Ike Bennett is the chairman of Oklahoma City-based Dorchester Capital Corporation, a private investment corporation. Bennett (born 1960) is an American businessman and chairman of the Professional Basketball Club, LLC, the ownership group of the Oklahoma City Thunder NBA franchise that was formerly the Seattle SuperSonics. Bennett is married to Louise Gaylord Bennett, the daughter of Oklahoma City media mogul Edward L. Gaylord.

Investment Team:

Clayton Bennett, Chairman
Donald E. Keel, Controller
John T. Perri, President

FI/ PE Dorilton Capital

32 Avenue of Americas, 17th Floor
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Phone: 212-929-0358

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New York, NY 10013
Phone: 212-929-0358
Fax: 212-929-0381

<https://www.doriltoncapital.com/>

Stage: Middle Market

Industry: Business Services, Food & Agriculture, Life Sciences & Healthcare, Manufacturing & Industrial

Dorilton Capital is a family equity investment firm focused on the lower middle market. Dorilton invests on behalf of a single family, which gives it the ability to think in the long term with no set investment horizon while using a fraction of the leverage used in traditional private equity. The firm seeks to acquire, recapitalize, and support the long-term growth of small to medium-sized businesses across a range of industry sectors. Dorilton seeks control situations and prefer to partner with incumbent management to create value over the long term. Since inception, including bolt-on acquisitions, Dorilton Capital has completed over 40 transactions. Dorilton targets new platform companies with EBITDA generally between \$3m and \$25m. Target Industries include: Testing and Inspection; Industrial Services; Healthcare Services; and other business services and niche manufacturing.

Investment Team:

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Michael Landerer, SVP, Michael.Landerer@doriltoncapital.com
Peyton Bowman, Exec. Vice President, Peyton.Bowman@doriltoncapital.com

FI Dozier Capital Partners

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<http://doziercapital.com/>

Stage: Early

Industry: Consumer Products & Services, Education & Training, Information Technology, Software & Internet

Dozier Capital Partners (DCP) is a single-family office based in Northwest Arkansas. We invest personal capital alongside premier entrepreneurs and operators. DCP invests across multiple stages, structures, asset classes and industries. Though DCP is industry agnostic, the firm does have specific interest in the following sectors: Software-as-a-Service (SaaS); Technology-Enabled Services; Consumer-Packaged Goods & Retail; and Education. Firm founder, Nick Dozier, is the Founder and CEO of Atlas Technology Group, a provider of business intelligence software and services to the Retail and Consumer Packaged Goods sectors. After starting the company in his living room, Nick grew Atlas to over fifty employees and hundreds of customers. He is a native of Northwest Arkansas and has spent his entire career as an entrepreneur and software engineer. Nick owns and operates a myriad of ventures across multiple industries. In May 2015, Atlas Technology Group was acquired by Advantage Sales & Marketing LLC.

Investment Team:

Bradley McBride, Managing Director
Nicholas Dozier, Chairman

FI Drummond Road Capital

1801 East 9th Street
Cleveland, OH 44114
<https://www.linkedin.com/in/mowheeler/>

Stage: Early, Seed

Industry: Financial Services

Founded 1999, Drummond Road Capital is an investment management company for Morris Wheeler, and manages Venture Capital, Private Equity and other direct and portfolio investments. As Chairman and CEO of Cohesant Inc. and CEO and President its predecessor Cohesant Technologies Inc., Mr. Wheeler delivered greater than 28% annualized return to the public investors of Cohesant. Prior to founding Drummond Road, Mr. Wheeler was the Chief Executive Officer of an Internet media company co-founded with former MTV, Island Records, and Gateway computers executives. This company was the first online music distribution company

and won a Webby for Music Entertainment. Prior to April 1998, Mr. Wheeler served in various executive capacities with Clarion Capital Corporation, a Venture Capital company.

Portfolio companies include: Ahalogy, Astronomer, Axuall, Cuseum, Divshot, GridCraft, Tackk

Recent fundings include: Axuall

Investment Team:

Morris Wheeler, Chief Investment Officer

FI/ VC DRW Ventures

540 West Madison Street, Suite 2500

Chicago, IL 60661

Phone: 312-542-1000

<https://drwvc.com/>

Stage: Growth

Industry: Financial Services, Information Technology

DRW Venture Capital, an arm of principal trading firm DRW (<https://drw.com>), invests primarily in financial and enterprise technology. DRW is the private investment business of Don Wilson, who got his start trading on the floor of the Chicago Mercantile Exchange in the late 1980s. DRW also operates a real estate investment division called Convexity Properties (<https://convexityproperties.com/>). Convexity has successfully acquired, developed and recapitalized a large portfolio of properties throughout the U.S., across nearly every asset class. DRW Ventures looks to invest in companies with \$5M+ in Revenues, with a \$1 - 5M+ first check. Don Wilson sits on the board of the Ann & Robert H. Lurie Children's Hospital of Chicago Foundation. An avid competitive sailor, he is the founder of the Chicago Match Race Center, a world class sailing center on the shores of Lake Michigan. He is a co-founder of the Eris Exchange, as well as Digital Asset Holdings. DRW has 25 years of experience in the global markets, trading on nearly 40 exchanges from three continents. We employ more than 900 people at many offices worldwide, including expert traders, technologists, researchers and operations professionals.

Portfolio companies include: BitFury, Cuebiq, Droit Financial Technologies, OpenFin, RedSeal, Shiftgig, Sixgill, SquareFoot, TradingView

Recent fundings include: SquareFoot

Investment Team:

Donald R. Wilson Jr., Founder and CEO

FI/ FIN Dubin & Co.

40 W. 57th St, 33rd Floor

New York, NY 10019

Stage: Middle Market

Industry: Real Estate & Construction

Glenn R. Dubin is the Principal of Dubin & Co., a private investment company managing a diversified portfolio of operating businesses and other investments across a broad range of industries and asset classes. Dubin began his career in finance as a retail stockbroker at E. F. Hutton & Co. in 1978. He was joined in 1984 by childhood friend Henry Swieca, and the pair started Dubin & Swieca, an early fund-of-funds business that constructed multi-manager hedge fund portfolios guided by the principles of modern portfolio theory. The two later started Highbridge Capital Management, an alternative asset management company. Dubin is also a founding board member of the Robin Hood Foundation, a charitable organization which attempts to alleviate problems caused by poverty in New York City, and in April 2012 Dubin and his wife signed The Giving Pledge, created by Bill Gates and Warren Buffett. The commitment of the pledge is to give away at least 50% of their wealth to charity within their lifetime.

Portfolio companies include: TMRW

Recent fundings include: TMRW

Investment Team:

Ameya Bapat, Assistant General Counsel

Christina Henderson, Head of the Family Office & Chief Legal Officer

Phil Stang, Director

Shannon Wren, Director

FI/ FOF/ PE/ VC Duchossois Group

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Phone: 312-586-2080

<http://www.dcmllc.com/>

Stage: Middle Market

Industry: Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Sports & Entertainment

The Duchossois Group is a privately held, family-owned company with holdings in the consumer products, technology and service sectors, valued in excess of \$2 billion dollars. The firm seeks to build its companies by providing management support, capital resources and a long-term commitment to growth in value.

Duchossois is both an investment company and an operating company, with operating roots dating back to 1916 and a small freight car repair shop. The firm has significant minority investments in public and private companies where it sees an opportunity to help create outstanding financial returns. Duchossois operating companies employ over 5,000 people worldwide with facilities located in North America, Europe and Asia. The firm targets companies with revenues of \$50 million to \$500 million, and EBITDA of \$10 million to \$75 million. Founded in 1998, Duchossois Technology Partners (DTEC) is a leading Midwest venture capital firm based in Chicago. DTEC seeks leading early, mid and growth stage companies located in the Midwest and Austin, TX, as well as exceptional companies across the U.S. The firm targets and invests in Information Technology, Communications, Semiconductor, and Software businesses. Duchossois pursues investments that leverage the firm's operating and investment backgrounds in the consumer, enterprise, wireless, telecommunications, and component sectors. Duchossois' typical investment amount ranges from \$10-50 million.

Portfolio companies include: Life360, Skylight Healthcare Systems

Investment Team:

Craig J. Duchossois, Chairman, cduchossois@duch.com

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Eric A. Reeves, Managing Director and Chief Administrative Officer, ereeves@duch.com

Michael E. Flannery, Chief Executive Officer, mflannery@duch.com

Michelle Waldusky, Manager of Investment Operations, mwaldusky@duch.com

William J. Connell, CFO, wconnell@duch.com

FI/ PE Dundon Capital Partners

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Dallas, TX 75201
Phone: 214-329-9939
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Stage: *Early, Middle Market*

Industry: *Business Services, Financial Services, Real Estate & Construction, Sports & Entertainment, Transportation & Distribution*

Dallas-based Dundon Capital Partners, LLC is a private investment firm focused on private equity and credit investments across a range of industries. DCP was founded in 2015 by Tom Dundon, its Chairman and Managing Partner. The firm has unique operational experience and managerial capability, combined with its financial backing drives value for its investments and helps them achieve their full-growth potential and long-term objectives. The firm focuses on private equity and venture transactions with cash-flow oriented companies, as well as other idiosyncratic debt, equity and structured investments with attractive risk-adjusted returns. Tom is a highly-noted entrepreneur with business interests across the financial services, technology, hospitality, entertainment, energy and real estate sectors, and currently also serves a Co-Chairman of Topgolf, a director of OTO Development and the Trinity Forest Golf Club. According to published reports, Santander bought Dundon's roughly 10 percent stake in Santander's consumer financing division for more than \$900 million.

Portfolio companies include: CityLift Parking

Recent fundings include: CityLift Parking

Investment Team:

Jeff Vanderbilt, CFO
John Zutter, Partner
Ryan Rostenkowski, Senior Associate
Tom Dundon, Chairman and Managing Partner

FI/ FIN Duquesne Family Office

40 West 57th St, 25th Fl
New York, NY 10019
Phone: 212-830-6500

Stage: *Middle Market*

Industry: *Information Technology, Real Estate & Construction, Software & Internet*

Duquesne Family Office is the investment management company of Stanley Druckenmiller. Druckenmiller has a reported net worth of \$4.7 billion and made it big as a hedge fund manager for 30 years. He shut down his \$12 billion hedge fund Duquesne Capital Management in August 2010 and returning funds to clients. In 2009, Druckenmiller was the most charitable man in America, giving \$705 million to foundations that support medical research, education, and anti-poverty, including a \$100 million gift to found a Neuroscience Institute at NYU School of Medicine. In the first half of 2017, Druckenmiller invested in Chinese billionaire Jack Ma's e-commerce titan, Alibaba, as well as Salesforce.com, Microsoft, and Facebook. Duquesne Family Office's largest holding is Microsoft Corp. with shares held of 3,227,800.

Investment Team:

Stanley Druckenmiller, Founder

FI East Seattle Partners

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<https://eastseattlepartners.com/team/>

Stage: *Early, Middle Market*

Industry: *Information Technology, Life Sciences & Healthcare, Real Estate & Construction*

East Seattle Partners (ESP) is the investment management entity responsible for allocating and investing the personal capital of Alan Frazier outside of his activities at Frazier Healthcare Partners. ESP makes direct investments in early stage and mature middle market companies, as well as multi-family and commercial real estate properties. With a focus on the Pacific Northwest, the firm takes an active value-add approach, looking to partner with world-class entrepreneurs, management teams, and business partners to create long term value in its venture, private equity and other portfolios.

Portfolio companies include: CI Security, Critical Informatics, eventcore

Recent fundings include: CI Security

Investment Team:

Alan Frazier, Managing Partner
Alicia Bradbury, Chief Accounting Officer
Brad Brown, Advisor
Elizabeth Sherland, Project Manager
Nicholas Zabriskie, Partner

FI EFO Financial Group

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Phone: 214-849-9800

<http://www.efoholdings.com/>

Stage: *Middle Market*

Industry: *Business Services, Financial Services, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution*

EFO Financial Group, LLC is a Naples, Florida-based real estate investment and advisory firm that specializes in the financing and acquisition of high-quality projects throughout the United States. The firm manages assets for the Esping family, and is an offshoot of EFO Holdings, L.P. (Esping Family Office), which was founded in Dallas in 1994. Bill Esping was the founder of First Data Corporation. He was also the Chairman and Chief Executive Officer of BRC Holdings, a \$107 million annual revenue Dallas information technology consulting and data processing company until his death in mid-1998. His son, William Esping, is the Managing Director of EFO, which manages in excess of \$300 million across several asset classes including hedge funds, private equity and real estate. Mr. Esping currently serves as the Chairman of the Board of Directors for three of EFO's portfolio companies: Melbourne Greyhound Park, LLC, Palm Beach Tan, Inc., and Laser Spine Institute, LLC. EFO Financial Group employs sophisticated real estate investment strategies targeting opportunities with superior risk-adjust return. The firm makes acquisitions across several asset classes ranging from \$2 million to more than \$50 million.

Investment Team:

David Goduti, Managing Partner
Renzo Renzi, Financial Analyst, rrenzi@efoholdings.net
Robert P. Grammen, Senior Partner
William P. Esping, Managing Director

FI/ VC Egan-Managed Capital

30 Federal Street
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Phone: 617-695-2600
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www.egancapital.com

Stage: Early

Industry: Information Technology, Software & Internet

Egan-Managed Capital was formed by the Egan family (co-founders of EMC) in 1997 and manages three venture capital funds: Egan-Managed Capital I, Egan-Managed Capital II, and Egan-Managed Capital III. The company focuses on early-stage investments in the New England area with a focus in high technology. The firm's most recent fund, Egan-Managed Capital III, has \$90 million of capital and was formed in October 2003. The fund is prepared to make investments in the range of \$1 million to \$6 million, but the firm's preferred initial appetite is between \$2 and \$3 million. The firm currently manages \$242 million and has invested in nearly 40 companies. Their portfolio companies have created almost 2,500 jobs and have coinvested with more than five dozen venture firms to date. Egan-Managed Capital is no longer considering new investments.

Portfolio companies include: AppNeta, Healthrageous, OnePIN, OwnerIQ, Verivo Software, WordStream

Investment Team:

John R. Egan, Managing Partner, jegan@egancapital.com
Michael H. Shanahan, Managing Partner, mshanahan@egancapital.com

FI Elysium Management

445 Park Ave, Suite 1401
New York, NY 10022
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Stage: Middle Market

Industry: Real Estate & Construction, Retail & Restaurant

Elysium is a limited liability company that manages the family office for Leon Black, the co-founder, chairman, and CEO of Apollo Global Management. Apollo is a frequent restaurant chain buyer -- it bought the Mexican chain Qdoba from Jack in the Box in December 2017 for \$305 million. Black himself specializes in leveraged buyouts and private equity. Apart from being an investor, he is an avid art collector, having purchased one of four versions of Edvard Munch's The Scream and the Head of a Young Apostle, an 11-inch wide work by Raphael. Most recently, Elysium Management has acquired family dining chain Huddle House from the private-equity firm Sentinel Capital.

Portfolio companies include: Convene

Investment Team:

Ada Clapp, Chief Legal Officer, aclapp@elysllc.com
Bradley J. Wechsler, Managing Partner, bwechsler@elysllc.com

FI Emerson Collective

555 Bryant Street, #259
Palo Alto, CA 94301
<http://www.emersoncollective.com>

Stage: Early

Industry: Education & Training, Energy & Clean Tech, Media & Digital Media

Emerson Collective is a non-profit organization, which also serves as the de facto Family Office for Laurene Powell Jobs, widow of Steve Jobs, whose net worth is estimated at nearly \$18B. Established and led by Jobs, Emerson centers its work on education, immigration reform, the environment, and other social justice initiatives. Emerson Collective also has significant investments in media, from movie-production companies such as Anonymous Content, to start-ups such as The California Sunday Magazine. Emerson recently bought a majority stake in The Atlantic magazine. The organization has also provided support to several nonprofit journalism outlets, including the Marshall Project and ProPublica.

Portfolio companies include: AltSchool, Color Genomics, FreshGrade, Gimlet Media, LearnPlatform, Neighborly, Optimus Ride, Ozy, Panorama Education, Udacity

Investment Team:

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Kojo Ako-Asare, Director, kojo@emersoncollective.com
Laurene Powell Jobs, President, laurene@emersoncollective.com
Nicole Alexiev, Director, nicole@emersoncollective.com
Russlynn Ali, Managing Director, russlynn@emersoncollective.com

FI Encore One

10350 Bren Road West
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Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Encore One, L.L.C. is a holding company that invests in lower middle- market businesses in the U.S. Encore is a family business owned in a generation skipping trust. Encore One is seeking investments in whole buyouts of middle market companies with \$4MM to \$10MM in EBITDA; and \$20MM to \$100MM in revenues. Industry focus is on essential business services, niche manufacturing, distribution. The founding family of Encore is the Rauenhorst family, and the original business/sourc of wealth is the Opus Group, a 65 year old construction company. Encore owns a commercial bank and a fund for real estate investment. The Rauenhorsts operate one of Minnesota's largest philanthropies: GHR Foundation, which has assets around \$495 million.

Investment Team:

Craig Flom, President & CEO, Craig.Flom@EncoreOne.com
Paul Moffatt, Director of Business Development, Paul.Moffatt@EncoreOne.com

FI Ennovance Capital

1518 Walnut Street, Suite 1606
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<http://www.ennovance.com/>

Stage: Middle Market

Industry: Electronics & Advanced Materials, Life Sciences & Healthcare, Manufacturing & Industrial

Ennovance Capital is a privately held investment company that manages investments in the broader chemical industry for its principals and their affiliated entities. Ennovance Capital was founded by Mo Hossain in 2009. The firm was founded by senior operating executives from leading Fortune 100 chemical companies and seasoned investment professionals. Ennovance is a niche, sector-focused, operationally-oriented private equity investor focused on alternative assets, and specializing in buyouts, growth capital, and special situations in the specialty chemical, allied product, health-care, specialty materials, and related sectors. As former senior operating executives, the firm utilizes a multi-disciplinary investment approach where we implement growth and margin improvement initiatives in combination with the operating management team to create true long-term value in a sustainable and eco-responsible manner. Ennovance Capital is only an alternative asset investment, focused on enhancing its portfolio's value. Ennovance is not in the investment banking, brokerage, or advisory businesses; and has no alternative agendas. The firm seeks to make equity investments of \$200 million to \$300+ million, targeting Lower-middle and middle market companies with revenues typically between \$20 million and \$750 million, EBITDA up to \$200+ million, and Enterprise Value up to \$1+ billion.

Investment Team:

Mo Hossain, Founder, mhossain@ennovance.com

FI/ PE Equity Group Investments

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Chicago, IL 60606
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Stage: Late, Middle Market

Industry: Communications & Networking, Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Real Estate & Construction, Transportation & Distribution

Equity Group Investments is a private investment firm specializing in opportunistic, often complex and contrarian, investments across industries, in public or private companies, with controlling or non-controlling interests, in debt or equity, short- or long-term, at any point in the economic cycle. Founded by Sam Zell in 1968, the firm's multi-billion dollar investment portfolio includes businesses in transportation and logistics, energy, waste and infrastructure, manufacturing, communications, healthcare, agribusiness, insurance, and real estate. Zell also maintains substantial interests in, and is the Chairman of, several public companies listed on the New York Stock Exchange, including Equity Residential (EQR), an apartment real estate investment trust (or REIT; Equity LifeStyle Properties (ELS), a manufactured home and resort community REIT; Equity Commonwealth, an office REIT; Covanta, an energy-from-waste company; and Anixter, a wiring distribution company. Within direct investments, Equity Group Investments invests in distressed, stand-alone capital restructuring, middle market, later stage, mature, turnaround, late venture, PIPEs, bridge, buyout, recapitalization, growth capital, and turnaround investments in large companies. Within fund of fund, the firm invests in private equity funds, venture capital funds, mezzanine funds, hedge funds, and secondary investments.

Portfolio companies include: Covera Health

Recent fundings include: Covera Health

Investment Team:

Bill Bartolotta, Executive Producer, bill@esam.net
Chris Nilan, Managing Director, cnilan@egii.com
David Helfand, Co-President
Evan Harwood, Managing Director, eharwood@egii.com
Joe McIntosh, Managing Director, jmcintosh@egii.com
Jon Wasserman, Managing Director and Chief Legal Officer, jwasserman@egii.com
Mark Sotir, Co-President, msotir@egii.com
Peter Bynoe, Managing Director, pbynoe@egii.com
Philip Tinkler, CFO & COO, ptinkler@egii.com
Sam Zell, Founder & Chairman

FI EsNet

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Stage: Early, Seed

Industry: Information Technology, Real Estate & Construction

EsNet is a private investment partnership focused on early-stage investments in information technology companies and real estate. The firm manages funds for a group of successful Utah-based executives. EsNet concentrates on seed and first round funding, with some second round participation to maintain positions. The firm targets a significant equity stake, rapid value creation, and a 2-4 year turnaround. EsNet is a Limited Partner in vSpring, an early-stage venture capital fund that capitalizes on the managerial skills and operating experience of its principals to successfully invest in and mentor early-stage technology companies. The real estate activities of EsNet include owning, leasing, managing, operating, and developing commercial and retail properties principally located in Utah and Texas.

Investment Team:

Adrian Rietveld, General Partner
Daniel W. Campbell, Managing General Partner, dan@esnetgroup.com
David C. Moon, General Partner, dave@esnetgroup.com
John Lewis, General Partner
R. Duff Thompson, Managing General Partner, duff@esnetgroup.com

FI Everest Group

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PO Box 27395
Omaha, NE 68127

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Stage: Expansion, Middle Market

Industry: Business Services

Everest is a single family office managing the assets (approximately \$250M) of Vinod Gupta. Gupta was the founder and chairman of infoGroup from 1973 through 2008. infoGroup was sold in 2010 for \$680 million. Mr. Gupta completed over 45 highly successful acquisitions over that time. Everest has over 35 years of entrepreneurial and operational experience. The firm is actively seeking acquisitions and investment opportunities to build leading services companies through organic and acquisition-enhanced growth. Everest specializes in Service-based businesses, and target segments include: Sales promotion, Interactive marketing services, Direct response, Database, Business Information, Digital Printing industry, and Consumer product marketing. Everest is able to take minority ownership in successful businesses, or buy them outright.

Investment Team:

Alex Gupta, Partner Financial Management
Curt Van Hill, Chief Investment Officer, curtvh@everestcpi.com
Jess Gupta, Corporate Development Manager
Paul Nietzel, Operations Manager
Vinod Gupta, Managing General Partner

FI EverWatch

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<https://www.everwatch.com/>

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Food & Agriculture, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant

EverWatch is a single family office primarily focused on in-house investment management. Strategies include Fund and Direct investing. EverWatch operates from offices in Providence, RI and Greenwich, CT. The firm invests in Public Equities, Fixed Income, Private Equity, Real Assets, and Alternatives. EverWatch seeks to partner with established, rapidly-growing, privately-held, middle market businesses, participating in Growth Equity, Acquisitions, Buyouts, Ownership Transitions, Divestitures, and Recapitalization. Target Investment Size is \$4 Million to \$15 Million in companies with Enterprise Value of \$10 Million to \$75 Million. Target Verticals include: Equipment sales, rental & services; energy services; industrial & environmental services; agriculture services; infrastructure; fast casual restaurant chains; IT & digital security; light manufacturing; and real estate.

Investment Team:

Astrid Womble, Director and General Counsel, awomble@everwatch.com
Frohman Anderson, Co-Founder, frohman@everwatch.com
Joe Monaco, CFO, joe@everwatch.com
Matt Womble, Co-Founder, matt@everwatch.com
Ted Kokas, Chief Investment Officer, tedk@everwatch.com
Tyler Webb, Principal, tyler@everwatch.com

FI Evolution VC Partners

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<https://www.evolutionadvisorsllc.com/>

Stage: Early, Expansion, Growth

Industry: Business Services, Consumer Products & Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant, Software & Internet, Transportation & Distribution

Formerly Evolution Corporate Advisors, Evolution VC Partners is a New York-based 'culture-tech' venture investment firm focused on investing in and partnering with disruptive companies with a strong team, product, and market opportunity. The firm is the private investment vehicle for Gregg Smith, who spent 20 years on Wall Street as an investment banker focused on private equity. The firm invests in companies that will change the way people smoke, shop, move, share, communicate, heal, listen to music and eat. Evolution helps entrepreneurs build great companies and consider ourselves to be an 'investment accelerator' and will seek to be active creators of value for our portfolio companies. The firm is stage agnostic but prefers to see a developed and market-ready or launched product. Evolution only invests the capital of its founder and his family and do not provide investment advice to any outside parties.

Portfolio companies include: Hemper

Investment Team:

Gregg Smith, Founder & CEO, gregg@evolutionVCP.com

FI Falcon Legacy

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Phone: 317-844-8699

<http://falconlegacy.com/>

Stage: Middle Market

Industry: Food & Agriculture, Life Sciences & Healthcare, Real Estate & Construction, Transportation & Distribution

Falcon Legacy LLC is the private single Family Office of the Morgan Family based in Indianapolis. The Family has had considerable experience and success at investing and growing a number of companies in the last 50 years ranging in size from just a few employees to more than 600 with multiple locations and national recognition. The firm's endeavors have included real estate development, healthcare, and non-profit organizations. The relatives of the Morgan family were among the first settlers in Indiana and received land grants from President Jackson to settle in the state. In the early 1900's the Moffit/ Morgan family had extensive agricultural investments in the Indianapolis area. The family continued to expand into real estate development and to create what became the 10th largest private home building company in the United States. In recent years, the family has diversified into health care, aviation, land development and agriculture.

Investment Team:

Chuck Morgan, CEO and Managing Director
Julie Schipp, Vice President

Kristin Coyer, Director of Finance

FI Favara

519 Eighth Avenue
New York, NY 10018
Phone: 212-644-4466

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction

Favara is a family office focused on real estate but allocating to other sectors which include pharmaceuticals, venture and certain areas of the tech industry. The family office serves three generations of the family and is based in New York City. John Bennardo is the CEO and founder of Favara. Bennardo's firm Legacy Builders is a General Contracting, Construction Management, and Development Company licensed in several states. It was to become the first of several companies owned by the family.

Investment Team:

John Bennardo, CEO, jbennardo@legacybd.com
Wendy Craft, COO

FI/ PE FdG Associates

499 Park Avenue, 26th Floor
New York, NY 10022
Phone: 212-940-6260

www.fdgassociates.com

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Manufacturing & Industrial, Retail & Restaurant

FdG was originally formed as a vehicle for its founding partners, the Fisher and de Gunzburg families, to invest their own money. Fisher Brothers is one of the preeminent developers and owners of office buildings in Manhattan. The de Gunzburgs are a branch of the Bronfman family, founders of The Seagram Company. FdG Associates is a leading private equity investment firm with a strong track record of partnering with management in recapitalizations and management buyouts of middle-market businesses. The firm focuses on business and financial services, consumer products and services, value-added distribution, light manufacturing and retail. FdG typically commits \$15 to \$50 million in companies with enterprise values of \$40-\$150 million (minimum EBITDA \$8 million), with the ability to readily access additional capital for larger opportunities. FdG works with companies with an EBITDA of at least \$8 million.

Investment Team:

Alison Osder, Chief Financial Officer, amo@fdgassociates.com
David S. Gellman, Managing Director, dsg@fdgassociates.com

FI Feik Enterprises

221 Geneseo Rd.
San Antonio, TX 78209

Stage: Early

Industry: Life Sciences & Healthcare

Feik Enterprises was founded by John W. Feik, who served as President and Chief Operating Officer of DFB Pharmaceuticals, Inc., where he was involved with HealthPoint Biotherapeutics, Phyton Biotech, and StemBioSys, Inc., among other companies. He is also a philanthropist and founded the Feik School of Pharmacy at the University of the Incarnate Word. Mr. Feik has been a director of ExThera Medical Corporation since September 2014 and is also a director of BioBridge Global and the Texas Research & Technology Foundation. In addition to his directorial roles, Mr. Feik serves as Trustee at Texas Biomedical Research Institute (formerly the Southwest Foundation for Biomedical Research). Real estate investments include several San Antonio-area shopping centers and hotels, including the Wyndham Garden locations near UTSA and along the River Walk.

Portfolio companies include: Infocyte

Investment Team:

JJ Feik, President
John W. Feik, Founder and CEO

FI Felton Group

0 Court Sq.
Charlottesville, VA 22902
Phone: 434-270-8923

Stage: Early

Industry: Information Technology, Real Estate & Construction, Software & Internet

Felton Group is the family office of hedge fund manager Jaffray Woodruff. The firm invests in a variety of innovative, early stage technology companies. Woodruff is the co-founder and CEO of Quantitative Investment Management (QIM), a \$3 billion hedge fund. Woodruff founded QIM with Michael Geismar in 2003. QIM is one of the world's biggest Managed Futures Funds and is run out of Woodruff's home town of Charlottesville, Virginia. Woodruff gave \$120 million to the University of Virginia, the largest private gift in its 200-year history. Woodruff has invested in more than 30 local Virginia tech startups, and 20 more around the nation. He is also involved in Real Estate projects in Virginia.

Portfolio companies include: Mission Secure, Parse.ly, Yogi

Recent fundings include: Yogi

Investment Team:

Jaffray Woodruff, Founder
Will Foshay, President

FI Fernandez Holdings

901 Bringham Ave.
Los Angeles, CA 90049
Phone: 310-593-0798
Fax: 310-694-9806

<http://www.fernandezholdings.com/>

Stage: Middle Market

Industry: Business Services, Electronics & Advanced Materials, Financial Services, Information Technology, Media & Digital Media

Fernandez Holdings is a long-term investment firm focused on middle-market businesses with revenues of \$20 to \$250 million. Fernandez Holdings currently manages nearly \$1 billion, and all investment capital is owned by Fernandez Holdings, generated by the portfolio companies, with no limited partners or investment

fund partnerships. Kirk Fernandez, founder and CEO of Fernandez Holdings, is also the founder of Solutionz Conferencing. Solutionz Conferencing is a nationwide total conferencing firm specializing in video conferencing, audio conferencing, audio visual integrations, managed services, and grant services. Fernandez donates video conference equipment to non-profits, universities, and hearing impaired organizations, including the Freedom Calls Foundation, a public charity and a non-profit organization that bridges the communication gap between American soldiers in Iraq with their families back home.

Investment Team:

Jeremy Johnson, President, jjohnson@fernandezholdings.com
Kirk Fernandez, Chairman/CEO, kirk@fernandezholdings.com

FI Ferrell Capital

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Leawood, KS 66206
Phone: 913-601-3200
Fax: 913-601-3255

<http://ferrellcapinc.com/>

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Financial Services, Manufacturing & Industrial, Real Estate & Construction

Ferrell Capital is a professional organization formed by the Ferrell Family and dedicated to managing the financial, business and personal affairs of the family members. In 1994, Ferrellgas (more than 3,600 employees) became one of the first of the new generation of publicly-traded master limited partnerships (MLPs) by taking nearly half of the company public on the NYSE (FGP). In 1998, Jim Ferrell also led the formation of Ferrell Companies Inc. Employee Stock Ownership Plan (ESOP). Today, Ferrellgas is one of the 20 largest companies in the country that is partially owned by a broad employee-ownership plan. Following the Ferrell Companies ESOP transaction, the family office, Ferrell Capital, Inc., was created to manage the financial, business and personal affairs of the Ferrell family - Jim & Zibbie, their two daughters Kate Banks and Sarah Southwell and their families. Over the years, Ferrell Capital has provided asset management and investment services for the Ferrell family with investments in real estate, banking, investment advisory services, private equity and other passive and active assets. One particular investment vehicle that was born out of Ferrell Capital is the MLP Income Portfolio that makes up the business of Samson Capital Management, a SEC-registered investment adviser focused on managing a portfolio of publicly-traded Master Limited Partnerships (MLPs). Ferrell Capital also provides professional and administrative services such as tax advice, estate planning, education, succession planning, budgeting, coordination of professional relationships and coordination of philanthropic affairs for family members.

Investment Team:

Jason C. Messerly, Chief Financial Officer
Pamela A. Breuckmann, Chief Executive Officer & President
Remco M. Obertop, Chief Investment Officer

FI Fertitta Capital

9220 Sunset Blvd., Suite 210
Los Angeles, CA 90069
Phone: 213-328-3130

10801 W Charleston Blvd, Suite 600
Las Vegas, NV 89135
Phone: 213-328-f3130

<http://www.fertittacapital.com/>

Stage: Early

Industry: Information Technology, Media & Digital Media, Sports & Entertainment

Fertitta Capital is a private investment firm founded by Frank Fertitta III, Lorenzo Fertitta and Nakisa Bidarian. The firm has a permanent capital base and pursues direct investments in media, entertainment & technology. Specific focus areas include content creation and distribution, health & wellness, hospitality, leisure, operationally-intensive real estate, and sports. The Fertitta brothers have a long history of building some of the most successful companies in the industries in which they have invested and operated. In 2016, they sold Ultimate Fighting Championship (UFC) to WME/IMG, Silver Lake Partners and KKR for \$4B in what was the largest sports-related sale in history. That same year, they also sold Fertitta Entertainment, Inc., a gaming and leisure management company, as part of their successful IPO of Red Rock Resorts, a leading developer and operator of casino entertainment properties in the U.S. The Fertitta Capital team has over 100 years of combined operations, investment and advisory experience in various sectors, with a proven track record of successful, industry-leading exits.

Investment Team:

David Hirschfeld, Senior Vice President
Lorenzo Fertitta, Chairman & Principal
Michael DiLorenzo, Vice President
Nakisa Bidarian, CEO & Co-Founder

FI FFC Capital Corporation

625 Liberty Ave., Suite 3110
Pittsburgh, PA 15222
Phone: 412-444-3500
Fax: 412-697-0871

<http://www.ffccapital.net/>

Stage: Early, Middle Market

Industry: Business Services, Financial Services, Information Technology, Manufacturing & Industrial, Retail & Restaurant

FFC Capital Corporation was founded in 1998 by Milton Fine, former Chairman and co-founder of Interstate Hotels Corporation (IHC). From its founding in 1960, Milton built IHC into the largest independent hotel management company in the country, with 222 hotels and 45,413 hotel rooms under management throughout the United States, Canada, US Caribbean and Russia. Of these, IHC owned or had controlling ownership interests in over 41 hotels. In 1998, Milton sold IHC to Wyndham Hotels and Resorts (formerly Patriot American Hospitality) for \$2.1 billion. Following the sale of IHC, Milton formed FFC Capital with the Fine family and a select group of IHC senior executives. FFC invests directly in certain private equity partnerships, which are often 'off the radar' of FOFs and can be relationship based, sector funds, 'fund ones,' or smaller/ more boutique type strategies. In addition, FFC invests in direct venture capital/ PE deals. The firm is developing a market rate alternative for independent senior living for those residents who no longer desire to own but want to stay in the community. FFC Capital invests in various long-only strategies including ETFs, long-only mutual funds/ separate accounts and direct stock and bond positions.

Investment Team:

Diane Allison, Vice President of Operations and Development, DAllison@ffccapital.net
Evan Uselton, Accounting and Information Technology Manager, eUselton@ffccapital.net
Fred Branovan, President and Chief Operating Officer, FBRanovan@ffccapital.net
Josh Gilch, Director of Finance and Investments, JGilch@ffccapital.net
Milton Fine, Chairman
Tom LaVelle, Executive Vice President & CFO, TLaVelle@ffccapital.net
Tony Harding, Controller, tharding@ffccapital.net

FI Fields Texas

2802 Flintrack Trace Road, Suite 233

Austin, TX 78738

<http://www.fieldstx.com/>

Stage: Growth

Industry: Consumer Products & Services, Retail & Restaurant

Fields Texas Ltd. is a private holding company located in Austin Texas. Its activities include direct capital investments in operating companies, investment vehicles, as well as active and passive investments in which Fields provides capital, resources or both to support the growth of companies or ideas within the consumer and retail sectors globally. Fields Texas Ltd. current and past portfolio includes a strategic partnership with a leading direct response television company, as well as ventures in the consumer and retail sectors, where Fields has significant expertise and long experience. The firm's current and past consumer goods interests encompass a US based manufacturer of artificial Christmas trees and pools, as well as interests in a leading electronic cigarette company and a large and emerging Chinese retailer. Over the past twenty years the team at Fields Texas Ltd. have managed companies in various industries and created billions of dollars in shareholder value. Fields Texas Ltd. chairman is Bill Fields. Mr. Fields served as President and Chief Executive Officer of Hudson's Bay Company from 1997 to 1999 and as Chairman and Chief Executive Officer of Blockbuster Entertainment Group, a division of Viacom, Inc., from 1996 to 1997.

Portfolio companies include: Brandable

Recent fundings include: Brandable

Investment Team:

Bill Fields, Founder, bill@fieldstx.com

Darren Stanwood, Senior Associate, darren@fieldstx.com

FI Fine Line Group

201 Main St., #3100

Fort Worth, TX 76102

Phone: 817-390-8843

<https://finlinedd.com/>

Stage: Early

Industry: Food & Agriculture, Real Estate & Construction

Fine Line Group is the family office of Sasha and Ed Bass. Fine Line manages a venture fund that seeks to back founders and ventures with a meaningful connection to Fort Worth. Edward Perry 'Ed' Bass is a businessman, financier, philanthropist and environmentalist who lives in Fort Worth, Texas. He is the second-oldest of four sons; his brothers are Lee Marshall Bass, Sid Richardson Bass, and Robert Muse Bass. Starting in the late 1970s, the Bass family began revitalizing downtown Fort Worth with development of the Sundance Square mixed-use project, the City Center Towers office high-rises and the Worthington Hotel. Ed and Sasha Bass have recently purchased full ownership in the Sundance Square buildings. They are joint owner of City Center Towers properties with Sid and Lee Bass. According to Forbes, Ed Bass is worth north of \$2 billion.

Portfolio companies include: FoodMaven

Recent fundings include: FoodMaven

Investment Team:

Bill Boecker, President, BBoecker@finlinemail.com

Ed Bass, Co-Founder

Sasha Bass, Co-Founder

Tyler Godoff, Vice President, TGodoff@finlinemail.com

FI Finn Capital

San Francisco, CA

<http://www.finncapitalpartners.com/>

Stage: Early, Growth

Industry: Consumer Products & Services, Food & Agriculture

Finn Capital Partners is a family fund born out of a third generation family business and a deep-seated family tradition of entrepreneurship. Led by Founder and Managing Partner Patrick Finn, Finn Capital Partners began actively investing in 2013. Finn invests in exceptional founders and teams creating early stage (typically less than \$10M in revenue) consumer products companies with healthy gross margins (40%+). Current categories of particular interest include: healthy foods and beverages, natural and organic personal care, and specialty/niche apparel and accessories.

Portfolio companies include: 4th & Heart, PLAE, Vertosa

Recent fundings include: Vertosa, 4th & Heart

Investment Team:

Kelly Finn, Director

Patrick Finn, Managing Partner

FI Firehouse Capital

33 Bradford Street

Concord, MA 01742

Phone: 978-254-6285

Fax: 978-371-3201

www.firehousecapital.com

Stage: Early

Industry: Information Technology, Real Estate & Construction

Formed 2006, Firehouse Capital, Inc. is a privately-held investment company that makes entrepreneurial investments in early stage technology companies, real estate, and other interesting opportunities. Prior to launching Firehouse Capital, John Boynton founded Wilson Alan, LLC (creator of customized executive development programs); ran corporate strategy, marketing, and business development for Forrester Research, Inc. (technology research company); and worked as a consultant for Mercer (global strategy consulting firm). Earlier in his career, John co-founded and served as President of CompTek International, the leading distributor of Cisco networking and communications technologies in Russia. He is the founder and CEO of SchoolPulse, a social media company for parents.

Portfolio companies include: Piqora

Investment Team:

John Boynton, Founder, 978-254-6285, jb@firehousecapital.com

FI Fireman Capital

Watermill Center
800 South Street, Suite 600
Waltham, MA 02453
Phone: 617-671-0555
www.firemancapital.com

Stage: Middle Market

Industry: Consumer Products & Services, Real Estate & Construction, Retail & Restaurant, Sports & Entertainment

Fireman Capital is an investment firm that looks for established, yet distinctive, companies in the consumer sector. The firm has holdings in Real Estate, Consumer Product and Service companies, Liberty National Golf Course, and Artfire Films. Fireman Capital invests in companies with a substantial business presence in the U.S., sales of \$25 million to \$150 million, EBIDTA of \$5 million to \$20 million, and equity of \$20 million to \$60 million. Fireman Capital is a platform for Paul Fireman and his partners (which include his son Dan) to manage relationships and make active investments. Until 2006, when he led the sale to Adidas, Paul Fireman was Chairman & CEO of Reebok International, Ltd. in Canton, Massachusetts. In consumer product and services companies, Fireman targets companies with revenues between \$10 and \$150 million.

Investment Team:

Art Spigel, Operating Partner, aspigel@firemancapital.com
Charles Zink, Operating Partner, czink@firemancapital.com
Chris Akelman, Principal, cakelman@firemancapital.com
Dan Fireman, Managing Partner, dfireman@firemancapital.com
David Lowe, Operating Partner, dlowe@firemancapital.com
Devon Howard, Senior Associate, dhoward@firemancapital.com
Doug Rubin, Operating Partner, drubin@firemancapital.com
Ekta Sharma, Vice President, esharma@firemancapital.com
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Michael Crowe, Operating Partner, mcrowe@firemancapital.com
Michael Schlow, Operating Partner, mschlow@firemancapital.com
Molly MacKinnon, Operations Associate, mglassman@firemancapital.com
Paul Fireman, Chairman, pfireman@firemancapital.com
Robert Spellman, Operating Partner, rsPELLMAN@firemancapital.com
Russel Kazorek, Vice President, rkazorek@firemancapital.com
Stacy Madison, Operating Partner, smadison@firemancapital.com
Wes Mendenhall, Principal, wmendenhall@firemancapital.com

FI First Virtual Group

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Phone: 650-299-5200
Fax: 650-299-5250
www.fvgroup.com

Stage: Middle Market

Industry: Energy & Clean Tech, Food & Agriculture, Real Estate & Construction

First Virtual Group is a diversified holding company, primarily investing the assets of Tom Siebel, with global interests in real estate, agribusiness, philanthropy, and global financial asset management. First Virtual consists of more than 40 individual corporations, operating in 20 locations across four states and two countries. Tom Siebel was the founder, chairman, and chief executive officer of Siebel Systems, one of the world's leading software companies, which merged with Oracle Corporation in January 2006. First Virtual Group's investment philosophy is based upon a long-term asset allocation that includes fixed-income, domestic, foreign, and private equities, emerging markets, absolute return strategies, real assets, and cash.

Investment Team:

Thomas M. Siebel, Chairman, siebel@fvgroup.com

FI Florac

16, Avenue Robert Schuman
Paris, 75007
France
Phone: 33 (0)1 56 60 30 00

11601 Wilshire Blvd., Suite 1675
Los Angeles, CA 90025
Phone: 310-361-1550
<http://www.florac.eu/>

Stage: Early, Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial, Software & Internet

Florac is an investment vehicle wholly owned by the Meyer family and whose purpose is to exclusively invest the family's funds. The Meyer family is a branch of the Louis-Dreyfus family, the historical shareholders of the Louis Dreyfus Group. Florac was founded in 2009 by Marie Jeanne Meyer Louis-Dreyfus, her husband and her three children: Camilla, Ilona and Leopold. The firm was founded on the same principles and values as the Louis Dreyfus Group and seeks to invest the Meyer family's funds in private equity. Florac is an evergreen structure which aims to grow the family's assets over the long term and is not focused on current income or dividends. The Meyer family seeks to partner with entrepreneurs with ambitious strategic projects to foster the emergence of national and international leaders.

Geographical Focus of the firm is

Europe (France, Belgium, Italy and Switzerland) and the U.S. Typical investment size ranges from \$20-80M (U.S.) and EURO20-100m (Europe).

Investment Team:

Anish Aswani, Managing Director, 310-361-1555, anish.aswani@florac.com
Camilla Meyer-Winkler, Strategic Committee Member, camilla.meyer-winkler@florac.com
Gautier Preney, Managing Director, gautier.preney@florac.eu
Leopold Meyer, CEO, leopold.meyer@florac.eu
Marie-Jeanne Meyer, Chairman
Nicolas Teboul, Managing Director, nicolas.teboul@florac.eu
Patrick Bendahan, Managing Director, patrick.bendahan@florac.eu

FI/ VC Flourish

1991 Broadway #200
Redwood City, CA 94063

<http://flourishventures.com/>

Stage: Early

Industry: Financial Services

Flourish is a venture firm focused on backing entrepreneurs whose innovations are helping people across the globe to capture economic opportunity and achieve financial health. The firm launches with a global team of 18 professionals and an existing \$200 million portfolio across US and emerging markets, as well as an additional \$300 million at its disposal over the next five years. Flourish is an evergreen fund backed by Pam and Pierre Omidyar, the founder of eBay. Flourish's global portfolio includes more than 40 fintech companies helping low- and middle-income households and small businesses to improve their financial standing. Investment themes include digital-only, mobile-first challenger banks, including Chime (recently valued at \$1.5 billion), Aspiration, Neon, Albo, and Tez; new insurance models, such as MicroEnsure, Kin, and Pula; and asset optimization tools, including United Income and Scripbox. Flourish is a venture of The Omidyar Group (see profile). The firm has offices in Silicon Valley, Washington DC, and London, and covers India through a partnership with Omidyar Network India.

Portfolio companies include: Cushion

Recent fundings include: Cushion

Investment Team:

Anuradha Ramachandran, Investments Director
Arjuna Costa, Managing Partner
Emmalyn Shaw, Managing Partner
Kabir Kumar, Director of Investments & Ecosystem Building
Tilman Ehrbeck, Managing Partner

FI Foster Holdings

681 Andersen Drive
Pittsburgh, PA 15220
Phone: 412-928-8900

Stage: Middle Market

Industry: Manufacturing & Industrial, Transportation & Distribution

Foster Holdings manages assets for the family that founded L.B. Foster Company, a Pittsburgh-based manufacturer and distributor (founded 1902) of rail and construction products. In 1977, Kohlberg Kravis Roberts & Co. (KKR) acquired L.B. Foster through a leveraged buyout, and in 1981 took the company public trading its shares on the NASDAQ stock exchange (FSTR). Today, the Foster family is comprised of eighteen households spanning second through fifth generations. David Martin oversees the family's investments, educational programs for family members, generational planning, philanthropy and income tax planning and compliance.

Investment Team:

David Martin, President
Lee B. Foster
Vicki Mayowski, Treasurer

FI Freemark Partners

408 W. 14th Street
New York, NY 10014
Phone: 212-441-4900

<http://www.freemarkpartners.com/>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Manufacturing & Industrial

Freemark Partners is focused exclusively on acquiring and building a concentrated portfolio of world-class businesses. Freemark Partners is the private investment firm for the Marks family. Howard Marks is the co-chairman and co-founder of Oaktree Capital Group. After 26 years at Citibank and TCW, Howard and the five managing directors who reported to him left TCW in 1995 to found Oaktree. Over the last 21 years, he has built Oaktree into a global firm with \$100 billion under management and approximately 1,000 employees across 18 offices. Forbes pegs Marks wealth at nearly \$2B. The firm targets platforms with consistent gross margins of more than 35% and pre-tax cash earnings of \$2 million to \$10 million. Platforms may be headquartered in U.S. or Canada; Add-on acquisitions anywhere in the world. Freemark considers Industrial products and services; Business services and insurance; and Branded consumer products.

Investment Team:

Andrew Marks, Partner, amarks@freemarkpartners.com
J.J. Hearty, Principal, jj@freemarkpartners.com
Matthew Ford, Partner, matthew@freemarkpartners.com
Yifan Lai, Senior Associate, yifan@freemarkpartners.com

FI Fremont Group

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Fax: 415-284-8187

<http://www.fremontgroup.com/>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial

Fremont Group is the San Francisco-based private investment office for the Bechtel family. Fremont traces its roots to the early investments of the Bechtel Group, a leading global engineering, construction and project management company founded in 1898. Fremont Group was formed in 1980 as a subsidiary of the Bechtel Group and became a separate entity in 1986. Bechtel remains a private company and is in its fifth generation of family leadership. Fremont invests directly through teams of professionals it sponsors as well as through other external managers. Fremont maintains a number of divisions. Bechtel Family Global, or BF Global, seeks to earn superior returns primarily through long-term partnerships with exceptional investment managers with a demonstrated track record of allocating capital toward high quality publicly and privately owned businesses. FPR Partners is an independent Registered Investment Advisor that manages capital for a number of clients. Fremont Private Holdings makes platform investments of \$30 million to \$100 million in growing family and founder-owned operating businesses generating \$15 million to \$50 million in EBITDA. FPH is the direct private investment arm of Fremont Group, the investment office for the Bechtel family. FPH only invests permanent family capital, industry agnostic, but we have significant experience in the following areas: Industrials/Manufacturing, Business Services, and Consumer/Retail. The firm will consider both majority and minority investments. Fremont avoids businesses where there is technology or business model risk over a medium to long-term horizon.

Investment Team:

Adrianna C. Ma, Managing Partner of BF Global
Alan M. Dachs, President and CEO
Andrew Raab, Managing Director
Bob Peck, Managing Director

David R. Covin, COO, CFO, and Treasurer
Scott R. Earthy, Managing Partner

FI Frist Capital

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<http://www.fristfoundation.org/>

Stage: Late, Middle Market

Industry: Consumer Products & Services, Life Sciences & Healthcare, Real Estate & Construction

Frist Capital is an investment firm specializing in direct investments, secondary direct investments, fund of fund investments, and secondary indirect investments. Founded by Thomas F. Frist III in 1998, the firm makes acquisitions of public or private companies and seeks to invest a minimum of \$20 million. Frist's father, Thomas F. Frist, Jr., is a billionaire who served as the Chairman of the Hospital Corporation of America (HCA) and his mother, Patricia C. Frist, served as a director of SunTrust Banks from 2000 to 2010. With a family fortune estimated at \$8 billion, Frist Jr. is ranked by Forbes as the wealthiest man in Tennessee. His brother is a former Republican U.S. senator from the same state. Frist III also is a director of HCA, the Frist Foundation and a general partner in Frisco Partners, a Frist family investment entity, according to the HCA website. Within direct investments, Frist Capital targets companies in middle markets, later stage, mature, turnarounds, emerging growth, mid venture, and late venture stages and focuses on PIPEs, industry consolidation, buyouts, growth capital, and recapitalization transactions. Within fund of fund investments, it focuses on private equity funds, venture capital funds, and real estate funds.

Investment Team:

Amanda Chambers, Director
Eli Yarborough, Investment Analyst
Michelle Ashworth, CFO
Rawls Butler, Principal
Thomas F. Frist, Founder & Managing Principal
William R. Frist, Principal

FI/PE FTL Capital

120 S. Central Avenue, Suite 1000
St. Louis, MO 63105
Phone: 314-392-5257
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<http://lewisandclarkcapital.com/>

Stage: Middle Market

Industry: Business Services, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant, Software & Internet, Transportation & Distribution

Lewis & Clark Capital is a private equity firm investing the capital of its Managing Partner Thomas Hillman. Mr. Hillman and his associates have built Lewis & Clark Capital into one of the preeminent boutique private equity firms in the Midwest. Mr. Hillman has been involved with private business enterprises over the course of his career, during which time he's owned more than 50 companies in a wide variety of industries. Mr. Hillman is Managing Partner of the Lewis & Clark family of companies, which represent an assortment of investment platforms. Lewis & Clark Holdings includes both Lewis & Clark Capital and Lewis & Clark Real Estate, which partners with developers to create great communities, provides equity capital to high performing innovators in real estate, and maximizes risk-adjusted returns via investments in distinct real estate assets and operating businesses. The firm targets companies with revenues up to \$100MM and EBITDA up to \$5MM. Sector focus includes: Industrial Products and Services; Business and Financial Services; Food and Beverage; Health and Wellness Products; Niche Manufacturing; Value Added Distribution; SaaS; and Distressed/ Turnaround.

Investment Team:

Chad Dennen, Managing Director
Jeff Connell, Senior Director, 314-392-5252, jconnell@ftlcapital.com
Marisa Nardoni, Operations Manager, 314-392-5259, mnardoni@ftlcapital.com
Thomas Hillman, Managing Principal, thillman@ftlcapital.com

FI G-Bar Ventures

440 S. LaSalle St., Ste. 2950
Chicago, IL 60605
Phone: 312-362-4211

Stage: Growth, Middle Market

Industry: Information Technology

G-Bar Ventures is a Chicago-based family office with entrepreneurial roots in the financial services, technology, and automotive businesses. G-Bar manages money for the Gray family. The G-Bar Philanthropic Foundation provides giving primarily for education, children, youth, and social services, Jewish organizations, and health organizations; some funding also for the arts. Dr. Avrum Gray founded G-Bar Ventures LLC and G-Bar LP and has been the head of seven different companies.

Portfolio companies include: Atavium, Ink Labs, Music Audience Exchange

Investment Team:

Lee Solomon, Investor
Matt Gray, President

FI Gantcher Family Partners

220 East 42nd St.
New York, NY 10017
Phone: 212-909-0010

Stage: Middle Market

Industry: Financial Services

Gantcher Family Partners invests opportunistically across strategies, geographies and asset classes. The firm also considers crypto investment opportunities. The firm manages the fortune built by Nathan Gantcher, currently a Managing Member of EXOP Capital LLC. In 2002, he joined Alpha Investment Management LLC as Co-Chairman and CEO and ran the firm until it was sold to Safra National Bank in 2004. Prior to that, Mr. Gantcher was the Vice Chairman of CIBC World Markets Corporation, the U.S. Section broker/dealer of Canadian Imperial Bank of Commerce (CIBC). CIBC acquired Oppenheimer & Company in November 1997. Mr. Gantcher had been with Oppenheimer since 1968 and served as its President and Co-Chief Executive Officer from 1983 until the firm was acquired in 1997. In 2003, Mr. Gantcher retired from the Board of Trustees of Tufts University where he had been a member since 1983 and Chairman for the last eight years. He is also a member of the Board of Overseers at Columbia Business School and a member of the Board of Overseers at Albert Einstein College of Medicine of Yeshiva University. He is a director of Mack-Cali Realty Corporation and is the Chairman of the Board of Trustees of Evermore Funds Trust. Mr. Gantcher is a member of the steering committee of the Wall Street division of the U.J.A., a past Director of the Jewish Communal Fund, and a Trustee of the Anti-Defamation League

Foundation.

Investment Team:

Joel Gantcher, Chief Investment Officer
Nathan Gantcher, Founder

FI Gates Capital Partners

3575 Cherry Creek North Drive
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<http://gatescapital.net/>

Stage: Early, Middle Market

Industry: Energy & Clean Tech, Manufacturing & Industrial, Real Estate & Construction

Gates Capital Partners is a family office division for the Gates Family of Colorado, Gates Capital Management, a private family office, serves a coordinating role, but individual operations are managed under individual boards and management teams. The Gates family builds on its long tradition of growing private companies by investing with the world's top investment managers. The family's story begins when Charles C. Gates, Sr. arrived from Michigan in 1904 to work in the gold mines. In 1918, Gates and his brother John formed The Gates Rubber Company. In August 1996, the firm's core rubber business was merged into Tomkins plc, a British firm, in a transaction valued at \$1.1 billion, ending 85 years of family ownership. The family retained its non-rubber businesses and consolidated them under the Cody brand. Cody focuses on real asset investments through the following operations: Hat Creek Energy (oil and gas); Cody Land and Water (water rights development); A-Bar-A, Big Creek and Stateline (ranching); and select real estate properties. While most investments are long term, Cody may sell and reinvest when market conditions generate significant returns, as they did in 2001, when Cody sold Cody Energy to Cabot Oil & Gas for \$225 million. Headquartered in Denver, Cody's operations are located across the country. The family takes business, investment, community commitments and family education seriously. The Gates Family Foundation has given more than \$250 million in grants, enhancing the lives of Colorado citizens.

Investment Team:

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John Zimmerman, President, jzimmerman@gatescapital.net
Karin Kissane, Managing Director, 303-316-3032, kkissane@gatescapital.net
Laurie Wopat, Executive Assistant, lwopat@gatescapital.net
Marshall Wallach, Chairman, 303-316-3000, mwallach@gatescapital.net

FI GCI

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<https://www.gcionline.com/>

Stage: Early, Middle Market

Industry: Business Services, Information Technology, Life Sciences & Healthcare, Software & Internet

As a family-funded private equity firm, GCI is committed to fostering sustainable, mutually rewarding partnerships with passionate people who lead innovative companies. GCI was formed in 1986 by the late Gary Comer, founder of the renowned Lands' End apparel company. GCI strives to create partnerships with those that it invests in through substantial equity positions and patient capital for these companies to grow. Typically, GCI invests in early stage companies that offer products or services which currently produce sales. Without limited partners or a prescribed time frame, GCI has the flexibility to invest in companies outside of these parameters. The firm invests in growth oriented and top line focused companies that can command attractive margins.

Portfolio companies include: EatStreet, Montage Talent, Zipwhip

Investment Team:

Vicki Kalnins, Vice President, vkalnins@gcionline.com
William Schleicher, President and Chief Operating Officer

FI Gen7 Investments

101 5th St. N.
Fargo, ND 58102

<https://www.gen7investments.com/>

Stage: Early

Industry: Consumer Products & Services, Food & Agriculture, Information Technology, Media & Digital Media, Software & Internet, Sports & Entertainment

Gen7 Investments is an investment division of Forum Communications, media company controlled by the Marcil family of North Dakota. Gen7 serves as a platform for the Marcil family to diversify their interests away from publishing. Based in Fargo, N.D., Gen7 is built on over a century of experience in creating value for businesses and investors. Forum Communications began its rapid growth in 1926 with the purchase of a 48-page printing press, twice the size of the original press. In 1935, The Forum bought minority ownership of WDAY radio, purchasing the remainder of the station in 1958, and from 1980-2006, The Forum added 35 newspapers to span four states. The company formed Gen7 Investments as it prioritized efforts to connect with new generations and diversify its portfolio. Today, Gen 7 manages and elevates a portfolio featuring consumer goods, media companies, and brand agencies.

Investment Team:

Bill Marcil, Jr., President & CEO
Erik Barner, Chief Investment Officer, eBarner@gen7investments.com

FI/ PE/ VC Generation Partners

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Two Lafayette Court
Greenwich, CT 06830
Phone: 203.422.8215

Austin, TX
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<http://www.generation.com/>

Stage: Expansion, Growth, Middle Market

Industry: Business Services, Communications & Networking, Information Technology, Life Sciences & Healthcare, Media & Digital Media

Founded in 1995, Generation Partners is a private equity firm with over \$350 million of capital raised since inception. Generation provides equity capital to growth companies through buyout and growth equity investments. Over the past 25 years, the firm's principals have invested in over 50 companies and have developed specific tools and processes to help managers take their companies to the next level. They focus on recurring revenue service businesses with strong growth drivers,

and specialize in helping companies break through the \$100 million mark and beyond. Generation's professionals have developed significant expertise in the business processes and resources necessary to build and grow these unique businesses. Generation targets equity investments of \$10 million to \$50 million and pursues both majority and minority equity positions in growth companies at various stages of development. They are long-term investors and have been involved in some of our companies for more than 10 years.

Investment Team:

Andrew Hertzmark, Managing Partner, 203-422-8215, hertzmark@generation.com
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John Hawkins, Managing Partner, 424-204-9683, hawkins@generation.com
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FI/ PE Geolo Capital

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www.geolo.com

Stage: Middle Market

Industry: Consumer Products & Services, Life Sciences & Healthcare, Sports & Entertainment

Geolo Capital is the private equity investment arm of the John A. Pritzker family, continuing a four generation record of creating, investing in and building a diversified portfolio of consumer-focused companies. Geolo's four core industries are: hospitality, entertainment, health & wellness and consumer products. The firm seeks control positions in companies with established brands, strong EBITDA margins, and enterprise values ranging from \$20-\$200 million.

Portfolio companies include: WhyHotel

Recent fundings include: WhyHotel

Investment Team:

Brad Nichols, Principal
John Greene, Contoller, 415-694-5823
John Pritzker, Founding Partner and Director
Omar Palacios, COO, CFO, Partner
Tom Gottlieb, Managing General Partner, 415-694-5820

FI GFO Companies

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Fax: 405-606-8711

<http://gfocompanies.com/>

Stage: Early

Industry: Real Estate & Construction, Software & Internet

GFO Companies is an independent investment firm with over 40 years of successful investments. In the early 1970s in Oakland, CA, Kulbushan Gupta began to make investments in multifamily real estate. Over the course of his career, he grew his personal investment portfolio into what became Gupta Family Office, a real estate management and development company with property throughout the United States. Over 40 years later, Gupta Family Office has become GFO Companies, a private equity firm with extensive and diverse experience in the real estate sector. Currently, GFO Companies is a co-investor in over 2,000 multi-family units and 400,000 square feet of commercial space throughout eleven states. Principals at GFO Companies have owned and managed almost 1,000,000 square feet of commercial space and 2,000 multi-family housing units, with a total value exceeding \$125 million dollars. Additionally, GFO Companies invests in early stage, high growth tech startups including Counsyl, Coupang, Akido Labs, and Palantir.

Investment Team:

Aman Aggarwal, Partner & Chief Operating Officer
David N. Fong, Investment Director
Rohan Gupta, Managing Director
Rohit Gupta, Partner

FI/ FOF/ VC Gideon Hixon Fund

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315 East Commerce Street, Suite 300
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www.gideonhixon.com

Stage: Early, Growth, Seed

Industry: Communications & Networking, Information Technology, Software & Internet

The Gideon Hixon Fund utilizes and expands on the experience of six generations of family business. Since 1850, the Hixon Family has been building businesses and providing capital to exceptional entrepreneurs. The Hixon family via the Gideon Hixon Fund, its predecessors Midland Investment Company, HixVen and its partnership with Southwest Venture Partners, have had the opportunity to be part of success stories such as AMP, Apple Computer, Dell Computer, Xitech, and CorSolutions. The firm's partners are generalists and will invest across most stages and across industries. The fund will invest \$100K or less and usually invest anywhere from \$500K to \$1.5M over the life of an investment. Gideon Hixon prefers to invest in the United States and does not invest in 'sin' industries or products/services that it feels have negative social ramifications. The firm also engages in Fund of Funds investing, having made investments in Affinity Capital

Management, Draper Fisher Jurvetson, and Velocity Equity Partners.

Portfolio companies include: Edufii

Investment Team:

Bryan Simpson, Jr., General Partner
Debra P. Geiger, General Partner
Dylan Hixon, Managing Partner, dhixon@gideonhixon.com
Eric Hixon, General Partner
Frank H. Foster, Managing General Partner, ffoster@gideonhixon.com
George S. Hixon, General Partner

FI GingerBread Capital

2800 Sand Hill Rd.
Menlo Park, CA 94025
<https://gingerbreadcap.com/>

Stage: Early, Growth

Industry: Consumer Products & Services, Education & Training

GingerBread Capital invests in the next generation of women founders and entrepreneurs leading high-growth businesses. The firm helps women-led businesses gain access to the knowledge, networks and capital they need to build and scale successful enterprises, and we encourage other women to do the same. Throughout her career in finance, GingerBread Capital founder Linnea Roberts focused on creating more opportunities for women to excel in business and finance. Linnea Roberts is the second wife of George Roberts, a co-founder of KKR Private Equity firm. George Roberts' net worth is pegged at north of \$6B according to Forbes. GingerBread Capital, which she launched after retiring from Goldman Sachs in 2016, is the culmination of Roberts' love for tackling business challenges, and her passion for helping women gain access to the capital they need to grow their businesses, as well as provide opportunities for other women investors to support women founders. The firm makes early stage through later-stage growth capital investments.

Portfolio companies include: Bitwise Industries, Coffee Meets Bagel, Kinolved, Landit

Recent fundings include: Bitwise Industries, Landit

Investment Team:

Ita Ekpoudom, Partner, ita@gingerbreadcap.com
Linnea Roberts, CEO and Founder, linnea@gingerbreadcap.com

FI/ VC GlassRock Capital Partners

100 High Street, 11th Floor
Boston, MA 02110
<http://www.glasswing.vc/>

Stage: Early, Growth

Industry: Information Technology, Software & Internet

Glasswing Ventures was founded by Rudina Seleri and Rick Grinnell, both former partners at Fairhaven Capital Partners in Cambridge. With an emphasis on investments in the artificial intelligence and cybersecurity spaces, the firm has been raising \$150 million for its debut fund. Glasswing invests in early stage companies that leverage artificial technology to create new consumer and enterprise products and platforms.

Investment Team:

Cynthia Breazeal, Member, Connect Council
Rick Grinnell, Founder and Managing Partner, rick@glasswing.vc
Rudina Seleri, Founder and Managing Partner, rudina@glasswing.vc
Sarah Fay, Managing Director, sarah@glasswing.vc

FI Glick Family Investments

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Stage: Early, Middle Market

Industry: Financial Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction

The Glick Family Office is currently overseen by Simon Glick, the son of Louis Glick, who founded a diamond trading company in 1945. The firm has a joint venture with 5th Street Asset Management to invest in corporate debt securities. Fifth Street Senior Floating Rate Corp. has formed FSFR Glick JV, a joint venture with entities controlled by members of the Glick Family (GF Funding). The joint venture is expected to primarily invest in senior secured floating rate middle market corporate debt securities. GF Investments II is a substantial owner in Canary Wharf Office Development in London. Another division, Siget, is a privately owned hedge fund.

Investment Team:

Sam Levinson, Managing Partner
Simon Glick, Founder

FI/ PE GMB Mezzanine Capital

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Minneapolis, MN 55402
Phone: 612-243-4400
Fax: 612-243-4446
www.gmbmezz.com

Stage: Middle Market

Industry: Business Services, Information Technology, Manufacturing & Industrial, Transportation & Distribution

GMB Mezzanine Capital, LP (GMB) makes private mezzanine investments in lower middle-market companies throughout the United States. GMB-II is managed by Lakeside Capital Management, LLC. GMB-II is a licensed Small Business Investment Company and is the second SBIC formed and managed by Lakeside. The first GMB fund (GMB-I) invested \$206 million in 29 companies. GMB-II, the current fund, is \$240 million. The firm targets companies with total enterprise values under \$100 million and with annual revenue between \$20 million and \$200 million. GMB will invest in a variety of leveraged acquisition, recapitalization, growth/expansion and buyout transactions. The firm's target investment size can range up to \$25 million, and GMB will participate in larger mezzanine investments with co-investment partners. GMB invests in a diverse mix of products, customers, geographic markets, and suppliers, but will not invest in companies based outside the United States or in real estate, farmland, mining, or oil production. Preferred industries are manufacturing, distribution, fabrication, and service businesses.

Investment Team:

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Daniel J. Hemiadan, Managing Partner, dhemiadan@gmbmezz.com
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FI Goradia Capital

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<http://www.goradiacapital.com>

Stage: Middle Market

Industry: Manufacturing & Industrial

Goradia Capital is a private chemical industry investment group led by Vijay Goradia that seeks opportunities to enhance the value and assist in the growth of companies in the chemical industry. Goradia is a self-made success story. As an immigrant from India in the 1970s, he had a vision to develop an international chemical trading company. From a start-up, Mr. Goradia grew Vinmar International Ltd. into a prominent global distribution company with over \$4 billion in sales and 25 offices worldwide. Mr. Goradia is Chairman of Vinmar International Ltd. and serves on the Board of Lion Copolymer Ltd., Ascend Performance Materials, and other petrochemical manufacturing companies. Goradia Capital combines substantial capital availability with the speed of an entrepreneurial company. With no outside investors or fund constraints, the principals of Goradia Capital can move quickly on transactions and take a long-term value creation perspective. Goradia operates exclusively in the chemical industry and brings decades of experience and relationships to its portfolio companies.

Investment Team:

Gene Kenyon, Managing Director
Inder Sodhi
Nitin Dalal, Vice President
Rich Furlin, Vice President
Tom Wells, Vice President
Vijay Goradia, Director

FI/ FIN Gore Creek Asset Management

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UK

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Chicago, IL 60606
Phone: 312.976-0123
www.harrisonst.com

Stage: Middle Market

Industry: Education & Training, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Software & Internet, Transportation & Distribution

Gore Creek Asset Management is a privately owned investment manager and the family office of the Galvins, the founders of Motorola, Inc. Founded by Christopher B. Galvin in 2005, Gore Creek's asset allocation strategy emphasizes alternative investments, including substantial allocations to hedge funds, private equity strategies, and real assets, and are focused on all asset classes and geographies. Galvin is also Chairman and Co-founder of Harrison Street Capital, a family investment vehicle, that invests Galvin only capital in non-real estate related companies. He is the grandson of Paul Galvin, the founder of Motorola, where he served as the Chairman and Chief Executive Officer of Motorola from 1997 to 2003. Galvin sits on the Board of Trustees of his alma mater, Northwestern University and has also been an advisor to the City of Tianjin, China, the CEO of Hong Kong, and the Searle Family Trust. In 2004, he co-founded The Galvin Projects, a virtual global think tank that published three books.

Investment Team:

Bradley Albrecht, Director
Christianna Wood, CEO
Christopher B. Galvin, Chairman
Mike Bourdon, Senior Vice President

FI GP Brinson Investments

737 North Michigan Avenue
Chicago, IL 60611
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Stage: Middle Market

Industry: Financial Services, Real Estate & Construction

GP Brinson Investments manages the family wealth of Gary Brinson and the assets of the Brinson Foundation. Gary P. Brinson is a former investor and money manager. He is the founder of Brinson Partners a Chicago-based asset management firm acquired in 1994 by Swiss Bank Corporation, the predecessor of UBS. Prior to retiring in 2000, Brinson ran the asset management division of Swiss Bank Corporation and later UBS Global Asset Management.

Investment Team:

Gary P. Brinson, Founder
Tim Dolan, Chief Investment Officer

FI/ I GP Ventures

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<http://www.gpven.com/>

Stage: Early, Seed

Industry: Information Technology, Software & Internet

GP Ventures is a family office established by Peter Dodge. Mr. Dodge founded Gardner Prescott for the dual purpose of generating above-market returns and giving back to the next generation of entrepreneurs in the Washington, D.C. area. Gardner Prescott operates GP Tech Labs, housed in marquee space directly on Farragut

Square in the epicenter of downtown Washington, D.C. GP Tech Labs invests its own capital, (2) provides free working space for portfolio companies, and (3) focuses on technology or ecommerce businesses. Mr. Dodge is also the founder and CEO of Hanover Research, a global information services company that has averaged 78% growth per year since 2005. Recently, Mr. Dodge launched the Peter G. Dodge Foundation, which funds promising new treatments for alcohol addiction and provides direct assistance to alcoholics and their families.

Portfolio companies include: LifeDojo

Investment Team:

Ben Lieblich, COO and Partner
Peter G. Dodge, Chairman and Chief Investment Officer, info@gpven.com
Tom Basile, Advisor

FI Graham Group

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<http://thegrahamgroup.com/>

Stage: Early, Middle Market

Industry: Education & Training, Food & Agriculture, Life Sciences & Healthcare, Manufacturing & Industrial, Software & Internet, Sports & Entertainment

Graham Group is an alliance of independent operating businesses and investment firms which share in the legacy of entrepreneur Don Graham, an engineer who built and ran several global manufacturing businesses commencing from a modest start in a farmhouse basement in central Pennsylvania. Starting at just 27 years old, Don grew his farmhouse basement operation into three advanced manufacturing and industrial technology businesses which today generate several billion dollars in annual revenue, producing plastics packaging, materials processing equipment/technology, and building products. The Graham Group has expanded to include five independent investment businesses which collectively manage several billion dollars in private capital, and at any moment in time own controlling interests in dozens of operating businesses spanning industries which range from industrial technologies to advanced manufacturing to software development, education and sports. Investment entities include: Graham Capital, Graham Partners, Graham Software Development, Inverness Graham, and Striker Partners.

Investment Team:

Bill Scott, Vice President â€“ Human Resources, Bill_Scott@grcap.com
Chuck Silverman, Vice President â€“ Controller and Administration, Chuck_Silverman@grcap.com
Donald Graham, Chairman, donald_graham@grcap.com
Jeff Cooper, Vice President, Jeff_Cooper@grcap.com
Mike Granbois, Vice President, Mike_Granbois@grcap.com
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FI/ PE Graham Partners

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www.grahampartners.net

Stage: Middle Market

Industry: Consumer Products & Services, Defense & Homeland Security, Manufacturing & Industrial, Medical Device, Transportation & Distribution

Graham Partners is a private equity division of the Graham Group a Family Office (see profile), and is based in suburban Philadelphia. Graham Partners focuses on acquiring and investing in privately-held, middle-market industrial companies. Since the firm's founding in 1988, Graham Partners has closed over \$3 billion in acquisitions, joint ventures, financings and divestitures. Graham Partners manages over \$1.7 billion in equity capital under four private equity funds. While primarily focused on domestic industrial businesses with an EBITDA between \$5 million and \$50 million, the firm's access to substantial capital resources and long-standing relationships provide it with the flexibility to pursue a wide variety of investment opportunities. Graham Partners typical equity investment size is between \$10 million and \$100 million. Graham Partners has approximately 25 investment professionals and 60 operating partners working actively with portfolio companies.

Investment Team:

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FI/ I Grand Central Tech

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Stage: Seed

Industry: Consumer Products & Services, Information Technology, Software & Internet

Housed in Facebook's former headquarters, Grand Central Tech is New York's Flagship Tech Accelerator. Accepted companies pay no rent for office space and no equity is taken for a full year program that includes access to interns, mentors, free legal/tax/accounting/pr, and strategic advisors. The accelerator demonstrates sector-specific programming: tech companies vary by industry (e.g. fintech vs. medtech) and mechanism (e.g. B2B, B2C, SaaS, etc.). Grand Central Tech's community-building ethos is reflected in the accelerator's only requirement from selected startups: that they commit to rent adjacent real estate once the program has ended.

Investment Team:

Charles Bonello, Co-Founder & Managing Director
Matthew Harrigan, Managing Director

FI Granite Associates

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Cablevision Center Dr.
Ferndale, NY 12734
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Stage: Early

Industry: Communications & Networking, Sports & Entertainment

Granite Associates is the private investment company of Allan Gerry, focused on start up companies involved in telephony and communications. According to Forbes, Gerry founded Granite after selling his company, Cablevision, to Time Warner in 1996 for more than \$2 billion. Gerry emerged from the deal with \$600 million, which he then farmed out to various hedge funds through intermediaries like James R. Hedges IV's LJH Alternative Investment Advisors. Gerry purchased and resurrected the original 1969 Woodstock Festival site and several hundred surrounding acres. He has attracted music festivals there and is hoping to draw global tourists by transforming the historic pasture into an arts and entertainment complex that will hopefully also serve as the summer home of the New York Philharmonic.

Investment Team:

Adam Gerry, Principal
Daren Wells, Chief Investment Officer
Keith Suehnholz, EVP & CFO

FI Grassy Creek

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Stage: Early, Middle Market

Industry: Business Services, Financial Services, Real Estate & Construction, Retail & Restaurant, Software & Internet

Grassy Creek, LLC is an investment firm with offices in London, Crested Butte, New York and the Bay Area. The firm's primary business lines are Asset Management, Property Management and Technology Ventures. Grassy Creek is the name of a river in Ohio where the three founders grew up as children. Grassy Creek owns 12 businesses including: an experience guide business; a high end destination business; a brewery, English pub, country Farm Shop and inn; an upscale hostel; an interior design business; and a software development firm. Grassy Creek was started by a group of ultra high net worth (UHNW) individuals with complex financial and personal lives. Grassy Creek employs over 100 full time employees worldwide.

Portfolio companies include: Glia

Recent fundings include: Glia

Investment Team:

Austin Lowery, Managing Director, aLowery@grassycreek.nl
Ian Huschle, Managing Director, ian@grassycreek.nl
John Featherman, Managing Director, john@grassycreek.nl

FI/ VC Green Bay Ventures

480 Pacific Avenue, Suite 200
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<http://greenbayventures.com/>

Stage: Early

Industry: Communications & Networking, Energy & Clean Tech, Information Technology

Green Bay Ventures is the venture operation of Dick Kramlich, one of America's most successful venture fund managers who co-founded New Enterprise Associates almost 40 years ago. The fund is connected to Kramlich's Family Office, Green Bay Advisors. Green Bay Ventures is a \$130 million early-stage fund. Green Bay Advisors is the family office platform for Dick Kramlich and includes the management company for both Green Bay Ventures and its predecessor funds Kramlich Investment Company, LLC and KIC Co-Invest, LLC. The Partnership manages diversified holdings including Lyft, Dropbox, Warwick Energy Partners, Xiaomi, Tri Alpha Energy, MuleSoft and DocuSign. Dick Kramlich is the current Chairman and co-Founder of New Enterprise Associates, one of the largest venture capital firms. He was for 20 years the Managing Director and took 11 companies from Seed or Series A to \$1 billion+ outcome. He helped to commercialize and pioneer ethernet (3Com), high capacity networking (Juniper Networks), balloon angioplasty (Advanced Cardiovascular), web-based remittances (Xoom) and graphics processing (Silicon Graphics). Before NEA was formed, Dick was a Seed round investor in Apple, an early investor in 3Com, Forethought (now PowerPoint) and a former Director at Silicon Valley Bank.

Portfolio companies include: AnchorFree, Curisium, Databricks, Sisu

Recent fundings include: Sisu

Investment Team:

Anthony Schiller, Co-Founder and Co-Managing Director, anthony@greenbayventures.com
Casey Tatham, Head of Finance & Operations, casey@greenbayventures.com
Dick Kramlich, Co-Founder and Co-Managing Director, dick@greenbayventures.com

FI GreenHawk

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<http://www.greenhawkcorp.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

GreenHawk is a family office that manages assets ranging from local and regional real estate development projects to worldwide private and public market investments. GreenHawk manages investments for Sajjan Kumar Agarwal. Mr. Agarwal was the CEO of Sigma Electric Manufacturing Corporation, a company he founded in 1981. Mr. Agarwal grew the company, headquartered in Garner, North Carolina from initially selling copper alloy grounding products to a corporation that sells and distributes thousands of diverse electrical products, industrial and appliance components to customers throughout the United States, Canada, Latin America, Europe and India. After growing the business with over 2000 employees, Mr. Agarwal sold a majority stake in Sigma Electric to Goldman Sachs in October 2007 and still maintains a significant minority ownership of the Company and serves on the Company's Board of Directors.

For public securities, GreenHawk works with partners at major financial institutions, and uses a combination of active and passive investment strategies focused on long term risk adjusted returns. GreenHawk's investments in the private markets are focused on Private Equity, Private Credit and Private Real Estate across a variety of sectors and geographies. Agarwal formed Durga Devi Trust (Foundation) in 2002 in Pune, India to support education and vocational training to underprivileged students and women. This Foundation provides assistance through scholarships, teacher training and Lab centers in state of Maharashtra and Rajasthan. He is also a board member and Advisor of several local community organizations in Raleigh, North Carolina.

Investment Team:

Craig A. Briner, President
Krishnan S. Iyer, Executive Vice President
Linwood A. (Woody) Jackson, CFO
Sajjan Kumar Agarwal, Chairman & Chief Executive Officer

FI/ FIN Greenleaf Trust

4000 Main Street Suite 150
Bay Harbor, MI 49770
Phone: 231.439.5016

125 Park Street Suite 495
Traverse City, MI 49684
Phone: 231.778.0050

211 South Rose St
Kalamazoo, MI 49007
Phone: 269-388-9800
Fax: 269-388-9868

25 Ottawa Avenue SW, Suite 110
Grand Rapids, MI 49503
Phone: 616-888-3210

34977 Woodward Avenue, Suite 200
Birmingham, MI 48009
Phone: 248-530-6200
Fax: 248-530-6203

<https://greenleaftrust.com/>

Stage: Middle Market

Industry: Financial Services, Real Estate & Construction

Greenleaf Trust is a multifamily office for those with a minimum investment amount of \$25 million. Greenleaf was created by the Stryker and Parfet-Upjohn families in Kalamazoo to help manage their wealth. Greenleaf Chairman William Johnston is married to Ronda Stryker, who is a board member of Greenleaf, as is William Parfet. Stryker is also a director of Stryker Corp., the medical equipment company founded by her grandfather, Homer Stryker. The trust has assets of over \$12 billion, with about half of it money Greenleaf manages as a trustee or custodian, including company pension funds and 401(k). The other \$4 billion is assets it actively manages on a discretionary basis, with a minimum investable amount of \$2 million. It has more than 700 customers, with an average relationship of more than \$5 million.

Investment Team:

Karen A. Bouche, Executive Vice President and Family Office Advisor
Karen Baldwin, Vice President, Director of Human Resources
Michael F. Odar, President
Oliver E. Krings, CIO
Peggy Anderson, Vice President, Director of Operations
Ronald N. Kilgore, CEO, Senior Trust Officer, & Director
Thomas L. Drews, COO
William D. Johnston, Chairman

FI Gross Labs

6115 Sunset Blvd., M100
Los Angeles, CA 90028
Phone: 323-466-2322

<http://grosslabs.com/>

Stage: Early

Industry: Consumer Products & Services, Education & Training, Information Technology, Media & Digital Media, Sports & Entertainment

Gross Labs is a multi-dimensional entertainment and media company centered in music & content, investments, and philanthropy. The firm is a private investment and philanthropic platform for Nick Gross. Gross is a musician, entrepreneur, and philanthropist who began his career producing songs for artists like Zendaya, Ariana Grande and Wiz Khalifa. Gross has founded several music entertainment companies such as STRZ Enterprises and Big Noise Music Group with music producer John Feldmann and Vagrant/BMG executive Jon Cohen. The music division is supported by Gross' multimedia recording studio, The Noise Nest. He also was part of a group of investors that raised \$2.9 million in seed funding for the mobile application Speagr. In 2015, Nick founded the Find Your Grind Foundation, a nonprofit organization dedicated to inspiring the next generation of entrepreneurs. Gross invests in Education, eSports, and Consumer Products. Newly launched in 2019, a 5,000 sq ft. creative studio and incubator is home to the world's leading producers, songwriters, and artists, located in the heart of the Los Angeles media district.

Portfolio companies include: ReKTGlobal

Investment Team:

Natasha Gross, Co-Founder, Co-CEO
Nick Gross, Co-Founder, Co-CEO, nick@grosslabs.com

FI/ PE/ VC Grouse Ridge Capital

601 Pittsburgh Road
Butler, PA 16002
Phone: 412-588-6300
www.grouseridgecapital.com
Stage: Early, Expansion, Growth, Middle Market
Industry: Information Technology

Grouse Ridge Capital is Family Office operating private equity and venture capital funds. The firm operates under a similar model to that pioneered by the Bessemer Securities Corporation and serves as the investment vehicle for an operating portfolio of over a dozen companies. For portfolio companies, Grouse Ridge provides business counseling from its team of entrepreneurs, finance, and operations professionals in addition to its financial support. The firm makes venture capital investments in actively managed early-stage (valuation under \$5 million and capital needs under \$10 million) and passive late-stage ventures (minority positions of between \$500,000 and \$3 million), and will also make majority-ownership private equity investments in high-potential companies seeking liquidity and growth. Although, initial investment depends on stage and capital requirements, in most Series A investments the firm has initiated a position between \$250,000 and \$500,000. Grouse Ridge Ventures only participates in syndicated investments, and seeks to cap early stage investments at approximately \$2 million per position.

Investment Team:

Michael K. Bechtold, Managing Director & Executive Vice President
Stephen M. Muck, CEO & President

FI Gund Investment Corporation

14 Nassau Street
Princeton, NJ 08542
Phone: 609-921-3633

Stage: Early

Industry: Life Sciences & Healthcare

Founded in 1968, Gund Investment Corporation is the private investment firm of brothers Gordon and George Gund, former owners of the Cleveland Cavaliers NBA team and San Jose Sharks of the NHL. Gordon Gund is also a director of the Kellogg Company and Corning, a prominent philanthropist, and a co-founder of The Foundation Fighting Blindness. Gund Investment specializes in early-stage investments.

Portfolio companies include: BioNano Genomics, WaveTec Vision

Investment Team:

Gordon Gund, Chairman and CEO
Julie Howson, Research Manager
Philip Miele, Controller
Ted Baker, VP/ CFO
Warren Thaler, President

FI H. Chase Lenfest Family Office

565 East Swedesford Road, Suite 303
Wayne, PA 19087
Phone: (610) 994-9742

<http://www.chaselenfest.com/>

Stage: Early, Middle Market

Industry: Information Technology, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction

Chase Lenfest owns or holds interests in a diverse portfolio of companies operating in media, marketing, healthcare, technology, real estate, and private and public equity investment. Chase is a dedicated philanthropist both personally and through his two foundations. In 1974, Chase's father and founder of Lenfest Communications, H.F. (Gerry) Lenfest, purchased Suburban Cable from Walter Annenberg's Triangle Publications. After significant growth in the cable industry, Gerry Lenfest sold 50% of Lenfest Communications to TeleCommunications Inc. which was subsequently acquired by AT&T. Chase started his Family Office shortly after the sale to monitor his diversified holdings and support his philanthropic interests. Chase maintains a diversified portfolio of real estate holdings, which include Davenport Investments, LLC, a domestic real estate portfolio company, Lenfest Jamaica Investments, LLC, which holds properties in the Montego Bay area of Jamaica and Infinite Wealth, LLC, which invests in properties on the Florida Gulf Coast. Chase makes direct investments in growing private companies via Cramer Mountain Growth Partners and Dublin Capital Partners, LP. In 2007, Chase went on to build the Lenfest Center, a 50,000 sq. ft. facility in North Philadelphia. The Center operates as its own private operating foundation with Chase as its Board President. The Center endeavors to provide services to the children in Philadelphia's Hunting Park neighborhood.

Investment Team:

Chase Lenfest, Founder and Chairman
Kirstin Bosch, Director of Operations, 610-994-9742, kirstin.bosch@lenfest.com
Paul Theveny, CEO & Chief Investment Officer, 610-994-9743, paultheveny@lenfest.com
Thomas Pasch, Vice President and General Counsel, 215-694-5041, tpasch@lenfest.com

FI Hall Capital

One Westminster Place, Suite 100D
Lake Forest, Illinois 60045
Phone: 847-295-4214

9225 Lake Hefner Parkway, Suite 200
Oklahoma City, OK 73120
Phone: 405-231-2400
Fax: 405-231-2405

2200 S. Utica Place Suite 450
Tulsa, OK 74114
Phone: 918-957-1086

54 Music Square East, Suite 250
Nashville, TN 37203
Phone: 615-454-4653

5949 Sherry Lane Suite 1550
Dallas, TX 75225
Phone: 214-935-5642

www.hall-capital.com

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

A family investment firm that traces its wealth origins to early Oklahoma car dealerships, Hall Capital is currently owned and managed by Fred Jones' grandsons, Fred J. Hall, Brooks Hall Jr. and Kirkland Hall. Hall Capital has expanded its operations to include Automotive, Private Capital, Real Estate, Oil & Gas, and the Fred Jones Family Foundation. For private capital investments, Hall targets a \$2 million - \$25 million total investment in its preferred industries of Manufacturing, Distribution, and Service. Hall considers investments nationwide with emphasis on the Midwest, focusing on companies with revenues of \$10 - \$100 million and operating profit of at least \$1 million.

Investment Team:

Brooks 'Boots' Hall, Jr., Vice Chairman & Executive Vice President, mlowder@hall-capital.com
Dave Lopez, Board Member
Frank Keating, Board Member
Fred Hall, Chairman & CEO, fjhall@hall-capital.com
Gary Fuller, Board Member
John Kobza, Managing Director & COO, jkobza@hall-capital.com
Kirkland Hall, Vice Chairman & CFO, dholsted@hall-capital.com
Vicki Schilling, Chief Compliance Officer, vschilling@hall-capital.com

FI Halstatt

2640 Golden Gate Parkway, Suite 105
Naples, FL 34105
Phone: 239-263-2360

<https://www.halstatt.com/>

Stage: Early, Middle Market

Industry: Food & Agriculture, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction

Halstatt is a family owned investment firm located in Naples, Florida, and proud to be affiliated with the Barron Gift Collier legacy. The firm has enjoyed a long history of successful real estate development in Southwest Florida, and over the years we have cultivated a valuable network of trusted operating partners and investment managers. Today, Halstatt and its affiliated firms manage Halstatt's own capital as well as that of a select number of family offices and institutional investors across a broad range of asset classes. Halstatt was built upon the legacy of Barron Gift Collier, one of the key figures in the development of Southwest Florida. His descendants, the Sproul family, formed Halstatt to reflect his spirit of leadership, community building and achievement. Halstatt is the operational and investment arm of the Sproul family. Judy Sproul, the granddaughter of Barron Gift Collier, established Halstatt over twenty years ago. She spearheaded the development of Grey Oaks Country Club, a prominent and successful golf course community located in Naples, FL. Currently, Halstatt maintains several other land holdings in its real estate portfolio, and it manages an extensive investment portfolio. Katie Sproul, Judy's eldest daughter, now leads Halstatt and spearheaded the creation of Halstatt Real Estate Partners. Halstatt Real Estate Partners (HREP) has participated in the acquisition and development of over \$850 million in Florida-based real estate assets since 2011. Halstatt makes direct investments into early stage companies, primarily located in Florida and the Southeast, with a focus on industrial products, web-based content and software applications. Halstatt works exclusively with Florida Gulfshore Capital, a Naples, Florida-based venture firm with a strong record in identifying and investing in high growth companies.

Investment Team:

Bobby Sullivan, Principal, BSullivan@halstatt.com
Katherine Sproul, CEO, KSproul@halstatt.com
Patrick George, Chief Investment Officer, PGeorge@halstatt.com
Peggy Lamb, Managing Director, PLamb@halstatt.com
Ray Desrocher
Steve Iannaccone, Principal, SIannaccone@halstatt.com
W. Shannon Jones, Managing Director, SJones@halstatt.com

FI Halstatt Legacy Partners

2640 Golden Gate Parkway
Naples, FL 34105

<http://www.halstattlegacy.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Founded in 2012, Halstatt Legacy Partners' mission is to help exceptional entrepreneurs, motivated by intellectual challenge, autonomy, customer value creation, teamwork and wealth generation to optimize their search for the right acquisition, and their ability lead that business to new levels of growth and profitability. Halstatt prefers sellers who want to retire or transition out and focus more on finding good businesses, less on specific industries. The firm looks for EBITDA or pre-tax profit between \$750,000 and \$4,000,000 and a history of sustained profitability. The firm is an affiliate of Halstatt (see profile).

Investment Team:

Matt Littell, Principal
Patrick George, Principal, pgeorge@halstattlegacy.com
W. Shannon Jones, Managing Director, sjones@halstattlegacy.com

FI/ FIN/ FOF/ PE Hartford Investment Management Company

One Hartford Plaza
Hartford, CT 06155
Phone: 866-403-4733

www.himco.com

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial

The Mezzanine and Private Equity Group of Hartford Investment Management is an active provider of capital to private equity markets. The Group provides direct mezzanine debt and equity, and can provide equity on a stand alone basis in support of leveraged transactions. In addition to its direct investment activities, the firm seeks to invest in top-performing, middle market private equity and mezzanine funds that will provide a source of co-investment opportunities. The Group typically invests between \$5 million and \$30 million in mezzanine financing and up to \$20 million in equity financing within the United States and Canada. Selectively, the firm will also invest in top performing funds that target investments outside of its middle market focus. As of December 31, 2012, the firm managed approximately \$1.8 billion in mezzanine and private equity assets and commitments.

Investment Team:

Amy Stepnowski, Managing Director and Head of Public Credit Research
Brion Johnson, President, brion.johnson@himco.com
Eric Fay, Managing Director and Head of Business Operations
Jack Maher, Managing Director and Head of Alternatives
John Melvin, Managing Director and Chief Investment Officer

FI Hawkes Financial

77 Bedford Rd.

Katonah, NY 10536
Phone: 914-232-0734
<http://www.artsamberg.com/>

Stage: Early, Seed

Industry: Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

Hawkes Financial is the Family Office of Arthur J. Samberg (born 1941). Samberg was the chief executive officer, president and chairman of Pequot Capital Management, a hedge fund which at one point was the largest in the world at over \$15 billion. Through this family office, Samberg now invests capital in startups. Hawkes affiliate, Acacia Woods (see profile) has made investments in IT as well as medical diagnostics. He is a Member of the Board and Executive Committee of TAE Technologies, on the Board of Levant Power Corporation, and Chairman of the Board of JetSuite, LLC. Samberg is a Life Member of the MIT Corporation, and a Member of MIT Executive Committee. For five years he served as Chairman of the MIT Investment Management Company and currently sits on the Board of Advisor of the MIT Energy Initiative. Samberg is also the Co-Chair of the Columbia Business School's Board of Overseers. He also serves on the Board of Trustees and Executive and Investment Committees of New York's Presbyterian Hospital, the Board of Directors of Historic Hudson Valley, and Jazz at Lincoln Center.

Investment Team:

Amy Jennings, Controller
Arthur Samberg, Founder

FI Hawkeye Investments

2365 Carillon Point
Kirkland, WA 98033
Phone: 425-893-7821
www.hawkeyeinvestmentsllc.com

Stage: Early

Industry: Communications & Networking, Real Estate & Construction

Hawkeye Investments, LLC is a privately-owned equity firm investing in primarily telecommunications and real estate ventures. John Chapple is President of Hawkeye Investments, and frequently works in conjunction with Rally Capital (see profile). The firm is also actively involved in a number of philanthropic endeavors with the Chapple Family and the Grandview Foundation. Prior to forming Hawkeye, John Chapple worked to organize Nextel Partners, a provider of digital wireless services in mid-size cities and smaller markets throughout the U.S. He became the President, Chief Executive Officer and Chairman of the Board of Nextel Partners and its subsidiaries in August of 1998.

Investment Team:

Carry, COO
John Chapple, CEO, John.Chapple@Hawkeyeinv.com

FI/ I/ PE HBC Investments

Reagan Place at Old Parkland
3963 Maple Avenue, Suite 490
Dallas, TX 75219
Phone: 214-451-4640

<http://hbcinvestments.com/index>

Stage: Middle Market

Industry: Consumer Products & Services, Energy & Clean Tech, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant

HBC Investments is a family office-affiliated private equity firm specializing in direct private equity, mezzanine, growth capital, recapitalization and buyouts Investments in middle market companies. The firm seeks to invest in small and mid-size private companies in retail, consumer products, manufacturing, energy, and media. The firm typically invests between \$10 million and \$50 million in companies located in the USA and Canada and with an EBITDA of \$10 million and \$25 million.

Investment Team:

Britain Peakes, Associate
Hale Hoak, Founder & Principal
Jim Hoak, Principal
Joe Colonna, Founder & Principal
Kent McNellie

FI Healey Development

310 South Street
Morristown, NJ 07960
Phone: 973-656-1818
Fax: 973-656-1880
<http://www.healeydev.com/>

Stage: Middle Market

Industry: Business Services, Financial Services, Manufacturing & Industrial, Transportation & Distribution

Healey Development LLC is a Family Office based in Morristown, New Jersey. Founded by Thomas Healey, a former partner of Goldman, Sachs & Co., it has four primary business activities: Portfolio management, planning and reporting for a Family Office; Principal investments in investment management businesses, through a deliberate strategy of partnership and co-investment in inefficient asset classes and less common investment strategies; Charitable activities primarily directed through a Private Foundation; Research and written works focused on issues involving U.S. Financial Policy, particularly regulation and entitlements as well as investment topics. Mr. Healey is a founder of Prisma Capital Partners, a \$5 billion fund of hedge funds, a founder of the FIA Timber Partners funds, a series of timberland investment funds with over \$1 billion of capital commitments, a founder and partner of Anthos Capital, a private equity firm focused on small-capitalization private equity and a founder and partner of Broad Hollow Partners, a private equity boutique focused on the investment management sector. Previously, Mr. Healey was a partner and managing director of Goldman, Sachs & Co. where he created the Real Estate Capital Markets and Pension Services groups.

Investment Team:

John C. Hagerty, Partner
T. Jeremiah Healey, Partner
Thomas J. Healey, Founder

FI Heinz Family Office

1101 Pennsylvania Ave. NW #350
Washington, DC 20004
Phone: 202-393-1244

625 Liberty Ave. #3200
Pittsburgh, PA 15222

Phone: 412-497-5775

Stage: Early, Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Heinz Family Office manages the investment assets for the Heinz Family, and they are predominantly taxable assets. The office also manages two small foundations for the family that are separate and apart from another large private foundation. The office is very mature. It's been around since the 1990s, and the family has been investing in private equity since the '90s as well. The firm has a target of about 25 percent for private investments. Relative to some other programs, Heinz invests very little in real assets. The focus is more on traditional buyout and growth equity types of strategies.

Investment Team:

Katie Eney, Administrative

McCall Cravens, Chief Investment Officer

FI Hendricks Holding Company

690 Third Street, Suite 300

Beloit, WI 53511

Phone: 608-362-8000

Fax: 608-361-0860

<https://www.hendricksholding.com/>

Stage: Middle Market

Industry: Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Real Estate & Construction, Retail & Restaurant, Sports & Entertainment, Transportation & Distribution

Hendricks Holding Company is the Family Office of Diane Hendricks, and seeks to become long-term partners with exceptional management teams and employees who share our goal of significant long-term growth while simultaneously leaving a lasting and positive impact on the communities in which they operate. Founded by Ken and Diane Hendricks and headquartered in Beloit, Wisconsin, they are an investment and business development group with a diverse portfolio of companies that span the globe. In addition, Hendricks Holding Company is affiliated with ABC Supply through common ownership and through this relationship conducts all of ABC's merger and acquisition work. Diane Hendricks and her late husband, Ken, founded ABC Supply Co., Inc. in 1982. Today, ABC Supply company has more than 750 locations nationwide, with over 15,000 associates, and is the largest wholesale distributor of roofing products in the United States, and one of the largest distributors of siding, windows and other select exterior and interior building products. According to Forbes, Diane Hendricks is worth more than \$6B as of 2018.

Investment Team:

Brent Fox, Chief Executive Officer, bfox@hendricksholding.com

Carla Swain, Corporate Treasurer & Secretary

Diane Hendricks, Chairman of the Board

John Coulter, Managing Director

Karl Leo, Vice President & Chief Legal Officer

Kim Bliss, Vice President & Senior Advisor

Michael Willms, President, mwillms@hendricksholding.com

FI Hersh Family Investments

The Towers at Williams Square East

5221 North O'Connor Blvd. Suite 1200

Irving, TX 75039

Phone: 972-432-3800

Fax: 972-432-3801

<http://hershfi.com/>

Stage: Middle Market

Industry: Consumer Products & Services, Education & Training, Energy & Clean Tech, Financial Services, Life Sciences & Healthcare

Hersh Family Investments exists to enhance the financial, civic and philanthropic interests of the Kenneth A. Hersh family. Through Hersh Investment Partners, NLM Capital Partners, and a number of related entities, HFI invests the family's capital in businesses with exceptional management teams and the potential to create substantial long-term value. NLM Capital Partners was formed in 2004 to invest in select middle market private equity opportunities. NLM targets profitable businesses with a track record of increasing their intrinsic value over time. The firm prefers businesses with a sustainable franchise and substantial growth opportunities. Over the last 20 years, NLM's team has committed over \$3.5 billion to 157 companies in a variety of industries. NLM primarily invests the personal capital of its limited partners and managers. This approach allows the firm to take a long-term, value-oriented perspective. NLM closed its second fund, NLM Capital Partners II, LP in May, 2007 with total commitments of \$55,000,000, bringing total capital under management to nearly \$100,000,000. Every original investor from NLM's first fund recommitted to the new fund. The firm's target transaction size is \$15-\$150 million with equity investments between \$3-\$30 million. Generally, NLM will not pursue an investment in any entity or business whose success depends on the widespread acceptance of new or novel technology; that has limited operating revenues; or that is engaged in direct retail activity, the restaurant business, or any oil or natural gas related business.

Portfolio companies include: Vinli

Investment Team:

Andrew Frohman, Vice President, afrohman@hershfi.com

Kenneth A. Hersh, Chairman, khersh@hershfi.com

Randy Chappel, Managing Director, rchappel@hershfi.com

Rick O'Brien Managing Director, robrien@hershfi.com

CVC/ FI HG Ventures

6320 Intech Way

Indianapolis, IN 46278

Phone: 317-872-6010

<http://www.hgventures.com/>

Stage: Early, Seed

Industry: Food & Agriculture, Information Technology

HG Ventures is the corporate venture arm of The Heritage Group. HG Ventures supports innovation and growth across The Heritage Group by investing and partnering with private companies developing new technologies and approaches in both core and adjacent markets. The Heritage Group (see profile) is a private family investment firm controlled by the Fehsenfeld family. HG will invest at the pre-revenue and pre-product stage, but wants to see the beginnings of a dedicated, full-time executive team. The firm's geographic focus is in the United States, but is open to opportunities in other countries. Generally, HG Ventures will invest up to \$20 million in each portfolio company, but has the ability to invest more depending on the opportunity. HG is flexible with regard to initial investment amounts, including participation in relatively small financings.

Portfolio companies include: Epogee, P2 Science, Renewal Mill

Recent fundings include: P2 Science, Epogee

Investment Team:

Ginger Rothrock, Principal
John Glushik, Vice President
Jonathan Schalliol, Director
Kip Frey, Executive Vice President
Sarah Minnick, Senior Administrator

FI Hicks Equity Partners

Chase Tower
2200 Ross Ave, 50th Floor
Dallas, TX 75201
Phone: 214-615-2300

Stage: Middle Market

Industry: Consumer Products & Services, Real Estate & Construction, Sports & Entertainment

Hicks Equity Partners is the private equity division of Hicks Holdings LLC, the family investment firm that Tom Hicks (former Texas private equity baron) started in August 2005. Tom Hicks Sr. co-founded the investment firm, Hicks, Muse, Tate & Furst, and at one point owned 50% of the English football club Liverpool F.C., as well as the Texas Rangers. His sons Tommy and Mack Hicks are the primary deal makers at Hicks Holdings, along with non-family partner, Dary Stone.

Portfolio companies include: Sight Sciences

Investment Team:

Britt Brown, CFO
Christina Vest, Partner and Managing Director
Curt Crofford, Managing Director
Dary Stone, Partner
Joe Garcia, Associate
Lori McCutcheon, Director of Finance
Mack Hicks, Partner
Rick Neuman, Partner and Managing Director
Thomas O. Hicks, Chairman and CEO
Tom Hicks, Partner
Tommy Hicks, Partner

FI/ PE Highview Capital

11755 Wilshire Blvd Suite 1400
Los Angeles, CA 90025
Phone: 310-806-9780

<https://highviewcp.com/>

Stage: Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Defense & Homeland Security, Energy & Clean Tech, Food & Agriculture, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Medical Device, Retail & Restaurant, Transportation & Distribution

Highview Capital, LLC is an opportunistic private equity investment vehicle headquartered in Los Angeles, CA with approximately \$500 million in assets under management. Highview is the private equity division of Karlin Asset Management (see profile), which operates as the Family Office for billionaire surgeon Gary Michelson. Highview leverages its vision and expertise to partner with management teams of leading middle-market businesses undergoing periods of transformation, including growth, expansion, or performance improvement. Highview targets investments of \$10- \$125 million (\$25 - \$75M sweet spot) in companies with revenues of \$50 - \$500 million (and EBITDA of \$5 - \$50 million). The firm is industry agnostic and invests globally.

Investment Team:

Brice Baradel, Principal, bBaradel@highviewcp.com
P.J. Gilbert, Principal, pGilbert@highviewcp.com
Ryan McCarthy, Co-founder, Sr. Portfolio Manager, rMcCarthy@highviewcp.com
Steve Russell, Principal, sRussell@highviewcp.com

FI/ VC Hillcrest Holdings

742 Charcot Avenue
San Jose, CA 95131
Phone: 408-459-9333

950 North Isabel Street
Glendale, CA 91207
Phone: 818-492-9800

www.hillcrestvp.com

Stage: Early, Growth, Seed

Industry: Communications & Networking, Financial Services, Information Technology, Life Sciences & Healthcare, Semiconductor, Software & Internet

Hillcrest Venture Partners is a venture capital firm that takes a methodical approach to investing in seed to growth stage technology companies. Hillcrest Venture Partners invests in companies developing technologies in the following industries: Software, Internet, Communications, Semiconductor, and Biotechnology. Hillcrest Venture Partners invests exclusively in companies that are in the seed to growth (i.e., less than \$15 Million in revenue) stage of development. The firm prefers to invest in companies that have at least completed a working prototype of their product. While Hillcrest Venture Partners will consider investing in a company irrespective of the company's location, the firm prefers to invest in companies that are proximate to its offices in SoCal and Silicon Valley. Hillcrest Venture Partners will make an initial investment between \$25,000 to \$100 million in a company and will make a maximum investment of \$150 million over the life of a company.

Investment Team:

Courtney Hall, Co-Founder and Managing Director
Darin Chen, Co-Founder and Managing Director
Jim Dovey, Managing Director
Julian Lin, Co-Founder and Managing Director

FI Hillspire

1010 El Camino Real
Menlo Park, CA 94025
Phone: 650-461-8080

Stage: Early, Middle Market

Industry: Financial Services, Information Technology

Founded in 2006, Hillspire is the Family Office for Google Chairman, Eric Schmidt and his wife Wendy. Hillspire manages more than \$5 billion of the Schmidts' wealth. Hillspire engages in a broad range of investment activities on a global basis. The firm's primary objective is to build an investment portfolio focused on long-term capital appreciation. Hillspire focuses on the following investments: publicly-traded securities, traditional private equity activities, real estate and other alternative assets, and third-party managers in the private and public markets. The Eric and Wendy Schmidt Group, directs the family office and helps drive the full philanthropic efforts of the Schmidts. Philanthropic efforts include The Schmidt Family Foundation, which advances the development of renewable energy and a wiser use of natural resources. Its grant-making operation, The 11th Hour Project, supports more than 150 non-profit organizations in program areas including climate and energy, ecological agriculture, human rights, and oceans. In 2009, the Schmidts created the Schmidt Ocean Institute, and in 2012 launched the research vessel, Falkor, as a mobile platform to advance ocean exploration, discovery, and knowledge, and catalyze sharing of information about the oceans. In addition, through The Eric and Wendy Schmidt Fund for Strategic Innovation, the Schmidts support a variety of organizations addressing global issues in the fields of science and technology, education, and the environment. Hillspire bought a 20 percent stake in hedge fund D.E. Shaw for about \$500 million.

Portfolio companies include: HouseCanary

Investment Team:

Chuck Chai, President and Chief Investment Officer, cchai@hillspirellc.com
Eric Braverman, President of the Schmidt Group, ebraverman@hillspirellc.com
Eric Schmidt, Founder
Scott Olle, Director of Investments, solle@hillspirellc.com

FI Hinsdale

324 Blackwell St., Suite 520
Durham, NC 27701
Phone: 919-680-3605
<https://www.hinsdalellc.com/>

Stage: Early

Industry: Information Technology

Hinsdale is a private investment partnership founded by Joseph Pinto. Moroccan born, Pinto formed and led a team in the 1970's directing the investment in a number of private companies in the United States, including Loehmann's, Lehrer McGovern and a handful of other businesses in various industries. He went on to become a private investor and in the early 1990's formed Hinsdale, LLC, the Pinto family's investment partnership. The firm is currently led by his son, John J. Pinto. John Pinto has been Co-manager (since 1995) and CIO (since April 2012) of Hinsdale, now operated as an endowment-style Multi-Family investment portfolio.

Portfolio companies include: JumpCrew

Recent fundings include: JumpCrew

Investment Team:

Jason Barbera, Investment Manager
John J. Pinto, Chief Investment Officer
Silas Collins, Investment Associate

FI Hoban Family Office

2829 Rucker Avenue
Everett, WA 98701
Phone: 425-654-6526
<https://hobanfamilyoffice.com/>

Stage: Early

Industry: Education & Training, Information Technology, Real Estate & Construction, Software & Internet, Transportation & Distribution

Hoban Family Office is a single family office that has a current real estate portfolio worth over \$200 million. The firm is a real estate investment and services-focused family office dedicated to creating value and income for itself and others. Hoban also has a number of stakes in startups such as Chatbox, Leasera, and Lyft. The firm also participates in investments with angel groups such as Irish Angels and Northwest Business Angels. Hoban Family Office founders, Tom Hoban and his brother, Shawn Hoban, have led the Coast Group of Companies from a very modest start into a diversified group of property management, facility services, specialized construction, advisory, transaction and investment companies serving private and institutional owners throughout the Pacific Northwest and United States. Today, The Coast Group is one of the region's largest and most respected real estate services firms of its kind, managing more than \$5B in real estate assets. Hoban Family Office's investment thesis has been honed over the past 30+ years of investing and managing a variety of real estate assets through the Pacific Northwest.

Investment Team:

Shawn Hoban, CEO & Co-Founder
Tom Hoban, Chairman & Co-Founder, info@hobanfamilyoffice.com

CVC/ FI Holt Ventures

San Antonio, TX
<http://www.holtventures.com/>

Stage: Early, Growth, Seed

Industry: Electronics & Advanced Materials, Information Technology, Manufacturing & Industrial

HOLT Ventures is an investment arm within HOLT CAT, the largest Caterpillar tractor and engine dealer in the United States. Founded by the Holt family, whose legacy traces back to the early 1900s when Benjamin Holt invented the track-type tractor (later renamed the Caterpillar), the firm aims to invest in new technologies and companies focused on solving challenges in the industrial and manufacturing industries. In March 2017, Holt Ventures recently hosted the Industrial Technology Pitch Competition to select 15 startups to be included in their initial fund.

Investment Team:

Charlie Strickland, Managing Director
Meg Paulus, Partner

FI Holton Capital

7701 Forsyth Blvd., 10th Floor
St. Louis, MO 63105
Phone: 314-863-5339
Fax:

<http://www.holtoncapital.com/>

Stage: Early, Expansion, Growth, Middle Market

Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction

Holton Capital Group is a St. Louis based family office that invests in early stage technology and life science companies as well as later stage private equity buyouts and real estate. Holton Capital was founded by Rick Holton, who is a founding Partner at Cultivation Capital. Cultivation Capital is an early stage venture capital firm. In addition to his role at Cultivation and HCG, Rick serves on the boards of Anchor Packaging, an international food packaging company, the St. Louis Private

Fund, Arch Framing & Design, aisle411, WealthAccess, Off Campus Media, Arch Grants, the Olin Alumni Board, Danforth Leadership Council, the Academy of Science, and Great Rivers Habitat Alliance. He is also an active member of the St. Louis chapter of the Entrepreneurs Organization. Rick also co-founded Classic Car Studio an online classic car dealership.

Investment Team:

Rick Holton, Founding Partner, rick@holtoncapital.com
Rick Holton Jr, Partner
Rob Holton, Partner, rob@holtoncapital.com

FI Horowitz Group

5030 Campus Drive, Suite A
Newport Beach, CA 92660
Phone: 949-831-5158
<https://www.horowitzgroup.com>

Stage: Early

Industry: Consumer Products & Services, Real Estate & Construction, Retail & Restaurant

The Horowitz Family owned and operated Standard Concrete from 1949 until 1990. David Horowitz was its CEO and controlling member for 17 of those years. Today, Horowitz Group is a single family investment office that invests opportunistically in private equity and real estate and was an early capital provider to multi-unit brands, such as Lemonade Restaurant Group, Sprouts Farmers Market, and MiniLuxe, Inc. On the philanthropic front, David was Chairman of the American Cancer Society in the '90s, while also supporting and participating in the CASA program. Recently, he has been involved with MIND Research, Discovery Science Center, GERI at UCI, TEDx Orange Coast, and as a Trustee at Cate School.

Portfolio companies include: MiniLuxe , Tarsus Pharmaceuticals

Recent fundings include: Tarsus Pharmaceuticals

Investment Team:

Adam Horowitz, President, Adam@horowitzgroup.com
Brian Meihaus, Senior Vice President, Brian@horowitzgroup.com
Christopher Jacobson, Secretary & Treasurer, Chris@horowitzgroup.com
David Horowitz, Chairman
Jason Tester, Chief Financial Officer
Matthew Cornue, Chief Investment Officer, Matt@horowitzgroup.com

FI HRS Management

717 Fifth Avenue, 14th Floor
New York, NY 10022

Stage: Middle Market

Industry: Sports & Entertainment

HRS Management is a family office founded by Joshua Harris, co-founder of Apollo Global Management and a principal owner of the Philadelphia 76ers of the National Basketball Association, the New Jersey Devils of the National Hockey League, and Crystal Palace Football Club of the British Premier League. Harris (born 1965) is an American private equity investor who co-founded Apollo Global Management, one of the world's largest alternative investment firms. As of 2018, his estimated net worth was \$3.5 billion.

Investment Team:

Carlos Rodrigues, COO & CFO
Joshua Harris, Founder
Steve Kaseta, Chief Investment Officer

FI Huizenga Capital Management

2215 York Road, Suite 500
Oak Brook, IL 60523
Phone: 630-990-2100

<https://www.huizenga.capital/>

Stage: Expansion, Growth

Industry: Consumer Products & Services, Information Technology, Retail & Restaurant, Software & Internet

Huizenga Capital Management (HCM) is an investment adviser organized as a Colorado limited liability company. The firm has been providing investment advisory services since 2001, initially to members of the extended Huizenga family. HCM manages investments in a wide range of asset classes, including private equity, mezzanine debt, hedge funds, public securities, real estate and oil & gas. David Bradley is President of HCM. Prior to joining the firm in 2000, Mr. Bradley had a successful career at Bradley Industries and Atlas Match Corporation, where he had been president between 1994 and 2000. HCM makes investments of \$250,000 to \$1,000,000, however, may accept lesser amounts at their discretion.

Portfolio companies include: Cortexyme, Eved

Investment Team:

Benjamin Jagoe, Managing Director
Brad Bryndal, Managing Director
David Bradley, President
PJ Huizenga, Principal

FI Hunt Investment Group

1900 North Akard Street
Dallas, TX 75201
Phone: 214-978-8000
Fax: 214-978-8888

<http://www.huntinvestmentgroup.com/>

Stage: Early, Middle Market

Industry: Business Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Hunt Investment Group is an investment firm seeking to deploy capital with equity and hedge fund managers, private investment funds and select direct co-investments around the world in a diversified portfolio of various asset classes and strategies that are generally uncorrelated to the activities of other business units within the Hunt family of companies. Hunt Investment Group prefers that a fund has at least \$100 million in assets under management, but it will consider smaller funds in special situations. Hunt Investment Group is unconstrained geographically and actively seeks portfolio exposure based on the best opportunity sets globally. Hunt Investment Group will consider investments in first-time funds so long as the managers possess an extensive track record of prior experience, have raised at least \$25 million from third-party investors, are investing significant portions of their liquid net worth into the fund and that some enhanced economics are afforded to

investors early in the fund.

Investment Team:

Brian Jolly, Senior Vice President, bjolly@huntinvestment.com
Christopher W. Kleinert, CEO, ckleinert@huntinvestment.com

FI Hunt Technology Ventures

2101 Cedar Springs Rd. #600
Dallas, TX 75201

<https://angel.co/david-s-hunt>

Stage: Early, Seed

Industry: Information Technology, Software & Internet

Hunt Technology Ventures is an investment vehicle for David Hunt, a member of the storied Hunt family of Dallas, TX. David Hunt is the head of alternative investments for another larger Hunt family entity, Petro-Hunt (see profile). David Hunt currently manages Petro-Hunt's Alternative Investment Division, where he and his team are responsible for investments in over 100 funds, private equity groups and companies across all industries.

Portfolio companies include: Cargo Chief, Fleet, GearLaunch

Investment Team:

David Hunt, Principal

FI/ FIN Hunt Ventures

5100 W JB Hunt Dr, Suite 1000
Rogers, AR 72758

Phone: 479-845-3333

<http://www.huntventures.net/>

Stage: Middle Market

Industry: Real Estate & Construction, Retail & Restaurant

Hunt Ventures develops real estate properties in Northwest Arkansas with its portfolio including office, retail, dining, and residential spaces. The firm was founded by J.B. Hunt and is now carried on by his wife, Johnelle Hunt. Hunt founded J.B. Hunt Transport Services, the largest publicly owned trucking company in the US. He was known throughout his life for his generosity and was famous for carrying around a money clip containing \$100 bills, which he would hand out to people he felt could use the money. Hunt Ventures also offers property management services ranging from finding and screening tenants to maintaining the property, collecting rent, and handling various issues. Over 1,000,000 square feet of retail and commercial office development has been built to date by Hunt Ventures in the Pinnacle Hills region of Rogers, Arkansas.

Investment Team:

J.B. Hunt, Founder
Johnelle Hunt, Chairman
Tim Graham, President

FI Hunter Trust

80 South 8th Street, Suite 4924
Minneapolis, MN 55402

<http://www.huntertrust.com/>

Stage: Expansion, Growth, Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Hunter Trust LLC is a private investment firm formed in 2000 to manage the Hunter family's investments. The firm partners with entrepreneurs, business owners and management teams to build and grow exceptional businesses. Hunter looks for \$1.5 million to \$4 million of annual cash flow with EBITDA margins at a minimum of 10% and total enterprise value up to \$25 million. The firm's acquisition terms are flexible but the firm requires a controlling stake in the companies it purchases.

Investment Team:

Andrew M. Hunter III, Chairman
Jocelyn H. Hornblower, Advisor
Lacey H. Wismer, Managing Director
Robert W. Horstman, CFO

FI Huntsman Family Investments

500 Huntsman Way
Salt Lake City, UT 84108

Phone: 801-584-5921

<https://www.huntsmanfamilyinvestments.com/>

Stage: Middle Market

Industry: Communications & Networking, Manufacturing & Industrial, Media & Digital Media

Huntsman Family Investments is the private investment platform for the Jon M. Huntsman, Sr. family. Headquartered in Salt Lake City, Utah, Huntsman Family Investments seeks to make direct, long-term investments in diversified industries around the globe. Jon M. Huntsman, Sr. is the Founder and Executive Chairman of Huntsman Corporation (NYSE:HUN), a multinational chemicals manufacturer that generates \$15bn revenue and employs 16,000 associates across 30 countries. In 2007, he co-founded the private equity firm Huntsman Gay Global Capital to focus on middle-market investments.

Investment Team:

Benjamin Wu, Partner, ben@hfinvestments.com
Jon Huntsman, Jr., Senior Adviser
Jon M. Huntsman, Sr., Chairman
Paul Huntsman, President & CEO

FI Hurt Family Investments

Austin, TX

<https://www.linkedin.com/in/brethhurt>

Stage: Early, Seed

Industry: Consumer Products & Services, Information Technology, Software & Internet

Brett Hurt is a seed-stage investor at Hurt Family Investments (HFI) in partnership with his wife, Debra Hurt. HFI is involved in 37 startups and counting. HFI has made 27 startup investments, eleven of which are Software-as-a-Service (SaaS) companies. Brett has also joined the Advisory Board of ten additional companies, eight of which are SaaS, and he also serves as the Chairman of the Board at Edgewise (formerly named Compare Metrics). Out of the 37 startups HFI are involved in, 26 are headquartered in Austin. HFI is the founding donor in the UT Discovery Fund at the University of Texas at Austin (a student run fund that supports UT student

entrepreneurs) and also the The Wharton School's Entrepreneur Fund, which supports Wharton student entrepreneurs.

Portfolio companies include: Compare Metrics, talklocal

Investment Team:

Brett Hurt, Founder

FI ICONIQ Capital

394 Pacific Avenue
San Francisco, CA 94111
Phone: 415-967-7763

<http://iconiqcapital.com>

Stage: Early, Expansion, Growth, Late

Industry: Communications & Networking, Consumer Products & Services, Media & Digital Media

Iconiq Capital is a financial investment advisory firm headquartered in San Francisco, California. The firm manages 887 accounts totaling an estimated \$4.97 Billion of assets under management. Iconiq Capital advises over 100 clients. According to published reports, Iconiq was founded by three former Morgan Stanley advisors and serves some of the top executives at Facebook. Among them are founder Mark Zuckerberg and chief operating officer Sheryl Sandberg, as well as early employee, Sean Parker.

Portfolio companies include: Accompani, Age of Learning, Alteryx, Ancient Nutrition, Appboy, Apttus, Automattic, Brightwheel, Collibra, Coupa Software, CyberGRX, Datadog, Dataiku, Dialpad, Epic Games, EzCater, Fastly, Guild Education, HeadSpin, Highspot, Hippo, Hometap, Houzz, Intercom, InVision, Lucidchart, Marqeta Payment, Modern Meadow, Moveworks, Netskope, People.ai, Perfect Day, Pluralsight, Procore Technologies, Restaurant365, Robinhood, SendBird, ServiceTitan, Smartling, Snowflake, Snowflake Computing, Sprinklr, SurveyMonkey, The Honest Company, Turbonomic, Twistlock, VMTurbo, Zymergen

Recent fundings include: Snowflake Computing, Netskope, Hometap, CyberGRX, Moveworks, Guild Education, Hippo, Restaurant365, Highspot, People.ai, SendBird, SendBird

Investment Team:

Chad Boeding, Partner & Co-Founder, chad@iconiqcapital.com
Divesh Makan, Partner, divesh@iconiqcapital.com
Evelyn Dravis, Senior Vice President & Director, evelyn@iconiqcapital.com
Michael Alpert, Senior Vice President, michael@iconiqcapital.com
Michael Anders, Partner, michael@iconiqcapital.com
Will Griffith, Partner, will@iconiqcapital.com

FI/ FIN/ PE IGP

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<https://igpequity.com/>

Stage: Middle Market

Industry: Electronics & Advanced Materials, Manufacturing & Industrial

IGP has over two decades of experience as a specialist in the industrial sector. The firm has raised more than \$2.2 billion in equity capital across five funds and has successfully invested alongside management in over thirty platform transactions. IGP invests in companies located in the US and Canada with revenues up to \$250 million and an EBITDA of up to \$35 million. Preferred industry sectors include Aerospace and Defense Components, Analytical Instruments and Measuring Devices, Critical Industrial Services, Electrical and Electronic Equipment, Energy Equipment and Services, Healthcare and Safety Equipment, Industrial Components and Equipment, Plastics and Synthetic Materials, and Specialty Chemicals. The firm's most recent fund, Industrial Growth Partners V, L.P., is an \$800 million 'blind' pool of capital, over which the Partners of IGP have full investment discretion.

Investment Team:

Daniel L. Delaney, Managing Principal, dld@igpequity.com
Dave DiFranco, Managing Principal
Eric D. Heglie, Managing Principal, edh@igpequity.com
Gottfried P. Tittiger, Founder, gpt@igpequity.com
Jeffrey M. Webb, Managing Principal, jmw@igpequity.com
Michael H. Beaumont, Founder, mhb@igpequity.com
R. Patrick Forster, Founder, rpf@igpequity.com

FI/ I INCISENT Labs

833 W. Jackson Blvd Suite 800
Chicago, IL 60607
Phone: 512-501-3820

<http://inciscentlabs.com>

Stage: Early, Seed

Industry: Information Technology, Software & Internet

INCISENT Labs Group serves as Pat Ryan's private investment vehicle, holding company and incubator for creating new technology companies. Pat Ryan has founded two high growth B2B cloud software companies each of which was ranked as one of the four fastest growing software companies in the U.S. in Inc Magazines Inc 500 rankings. INCISENT Labs' teams specialize in creating and evolving prototype products until they reach optimal Product-Market Fit; winning products graduate to the Incubator phase. Successes spin out on their own, typically with Series A funding from INCISENT Labs. Pat is also an active Angel/Venture Investor in his role as co-lead investor and Chairman of Chicago Ventures. Ryan is a Trustee of Northwestern University and a member of its Executive Committee, as well as a Director and Executive Committee member of World Business Chicago. Pat was a Henry Crown Fellow at the Aspen Institute as well as a Global Leader for Tomorrow at the World Economic Forum in Davos, Switzerland. Pat is also a member of the Board of Directors of the Penske Corporation, a \$25 billion diversified global transportation holding company.

Portfolio companies include: Kapow Events

Investment Team:

Alex Lumley, Entrepreneur in Residence, alex@inciscentlabs.com
Pat Ryan, Founder, pat@inciscentlabs.com
Robert Levin, Chief Financial Officer

FI Ingleside Investors

12 East 49th Street, 41st Floor

New York, NY 10017

Phone: 212-634-3366

<http://www.inglesidellc.com>

Stage: Early, Middle Market

Industry: Retail & Restaurant, Software & Internet

Ingleside Investors (also known as A.C. Israel Enterprises) represents the investment interests of the New York based Israel family. Ingleside Investors has a long history of investing across the range of asset classes, with a particular focus on private equity. The firm makes private equity investments through funds and directly, as both a sponsor and co-investor. Ingleside Investors also invests in stocks, fixed income, real assets, special situations and hedge funds. Chairman and Chief Executive Officer, Tom Israel, formerly served as the Chief Financial Officer for ACLI International Incorporated (1966 - 1981), a worldwide commodity import/export company. Tom is a Director of Griffin Industrial Realty, Inc. (NASDAQ) and Ingleside Investors and serves on the Board of Citizens Committee for NYC. He formerly served as a Trustee and Treasurer of Phillips Academy in Andover, Massachusetts and is currently a member of its Investment Committee. He is an Associate of the Yale Child Study Center and on the Dean's Council of the Yale Medical School. Tom is a Trustee Emeritus of Riverdale Country School in Riverdale, New York and a former Trustee of the Master's School in Dobbs Ferry.

Portfolio companies include: Centivo, Volantio

Investment Team:

Barry Gray, Vice Chairman

Greg Warner, President

Jim Israel, Vice President

Jody Phillips, Vice President

Ken Glennon, Manager

Larry Kraus, Vice President and Tax Director

Mayer Rosenzweig, Managing Director

Ona Lee, CFO

Tom Israel, Chairman and CEO, info@inginv.com

FI Inherent Group

510 LaGuardia Place, 5th Floor

New York, NY 10012

<http://www.inherentgroup.com/>

Stage: Growth

Industry: Education & Training, Energy & Clean Tech, Food & Agriculture, Transportation & Distribution

The Inherent Group is a family office that invests in growth-stage, private and public companies based in the US, Canada, and Western Europe. The firm seeks out investments that are modernizing power production, improving access to clean water, revolutionizing transportation, democratizing high-quality education, engaging in more sustainable agriculture, and expanding access to healthy food. Additionally, Inherent Group provides grants via their foundation to promising non-profit organizations with significant earned revenue. The firm will also invest in social entrepreneurs and outcomes-based funding of social services.

Portfolio companies include: EnergySavvy, Examity, Voxy

Investment Team:

Alex Finerman, Vice President, afinerman@inherentgroup.com

Beau Lescott, Portfolio Manager, blescott@inherentgroup.com

Brenda Pai, Managing Director, bpai@inherentgroup.com

Dan Carroll, Director, dcarroll@inherentgroup.com

Danielle Schaefer, CFO, DSchaefer@inherentgroup.com

Michael Ellis, Managing Director, mellis@inherentgroup.com

Nikhil Mirchandani, Managing Director, nikhil@inherentgroup.com

Tony Davis, CEO & CIO, tdavis@inherentgroup.com

FI/ FIN/ I InterTech Group

2031 Kings Highway

Shreveport, LA 71103

Phone: 318-213-0200

Fax: 318-213-0205

www.intertechsciencepark.com

Stage: Early, Seed

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial

InterTech Science Park is an 800-acre urban science and technology park sponsored by the Biomedical Research Foundation (BRF) of Northwest Louisiana. Since 1998, InterTech has been developing the region's human, financial and physical infrastructure required for technology companies to flourish. InterTech provides its tenants with access to academic facilities, researchers, core equipment laboratories, animal care, multi-tenant wet lab and office space, land for building, venture capital, business planning assistance and financial incentives. InterTech Science Park focuses on emerging and existing technology companies in the following technology clusters: biomedical and biotechnology, information and communications technology, advanced micro-manufacturing technology, and environmental, chemical and energy technology. The InterTech Venture Fund is operated by the BRF, an independent, not-for-profit foundation formed in 1986, and manages \$89 million in assets. InterTech's central facility, InterTech 1, is a \$12.2 million incubator for new bioscience businesses.

Investment Team:

Dennis Lower, Director, dlower@biomed.org

Sue Dougherty, Project Coordinator, sdoughty@biomed.org

FI/ FOF/ PE Investar Capital

222 W. Las Colinas Blvd., Suite 2000

Irving, TX 75039

Phone: 972-518-0000

<http://investarcp.com/>

Stage: Middle Market

Industry: Business Services, Food & Agriculture, Life Sciences & Healthcare, Manufacturing & Industrial, Software & Internet, Transportation & Distribution

Investar Capital Partners is the private equity arm of Investar Financial Corporation, the investment family office of the Martin-Soberon family, co-founders of Organizacion Soriana, the second largest retailer in Mexico with more than \$8b in annual sales. The Fund started investing in 2016, following the same strategy as its predecessor. The Funds are managed by Investar Capital Partners GP, also a strong investor in the Fund, further aligning the interests of investors with the GP. Investar Capital is a private equity firm focused on the North American lower middle market that invests primarily in co-investments, partnering with top-tier managers, and in select buyout funds with whom it co-invests in direct deals. Investar Capital will typically invest in control situations alongside financial sponsors with industry specialization in mature companies with EBITDA between \$5MM to \$30MM with preference for founder-owned and family-owned businesses. Investar's multi-skilled team has over 60 years of combined investing experience.

Investment Team:

Alberto Mart n-Soberon, President and Managing Partner, info@investarf.com
Catalina Santos, Senior Associate
Christian Fuentes, CEO and Managing Partner
David Nunezv, Partner

FI Investar Financial

222 W. Las Colinas Boulevard, Suite 2000
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Phone: 972-518-0000
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<http://investarfinancial.com>

Stage: Middle Market

Industry: Consumer Products & Services, Retail & Restaurant

Investar is a family owned private holding company with majority and minority investments in companies, real estate and other assets. Investar is dedicated to finding and developing outstanding investment opportunities in a broad range of businesses, where it can work closely with excellent management teams in order to maximize the value of its shareholders' investment. The firm's investments today are broadly classified as Venture Capital (VC), Private Equity (PE) and Real Estate (RE). Venture Capital investments are majority owned and controlled businesses, including Flexi Compras, Mi Doctor, Maxi Transfers, etc. These businesses are primarily focused on the Hispanic market in the United States. The firm makes Private Equity investments through Investar Capital (see profile).

Investment Team:

Alberto Martin-Soberon, Chairman, info@investarf.com
Javier Cosme, Principal
Javier Larraza, Managing Director

FI Isaac Organization

3525 Del Mar Heights Road, Suite 765
San Diego, CA 92130
Phone: 858-259-6666
Fax: 858-259-6661

<https://www.isaac.com/>

Stage: Middle Market

Industry: Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Sports & Entertainment

Isaac Organization is an International private investment firm based in San Diego, California, with offices in Las Vegas, Nevada and Ottawa, Canada. The firm makes highly-selective long-term investments in companies with strong management. Our investments range from a variety of industries and focuses on creating value through growth and superior performance. Isaac Capital Group is the largest shareholder in Live Ventures Incorporated, a NASDAQ publicly traded company formerly known as LiveDeal, Inc. In 2004, after having moved to San Diego, California from Ottawa, Canada, Jon Isaac continued the family legacy by developing various commercial real estate projects. Isaac's tenants included the US Federal Government, Davita Dialysis, Northside Hospital, 99 Cents Only Stores, and others. By 2008, after several successful real estate deals, Mr. Isaac shifted his investment strategy and began funding public companies affected by the great recession and in need of capital.

Investment Team:

Jon Isaac, Founder, jisaac@isaac.com

FI IZI Ventures

320 Martin St.
Suite 140
Birmingham, MI 48009

<https://iziventures.com/>

Stage: Early, Seed

Industry: Financial Services, Media & Digital Media, Real Estate & Construction, Sports & Entertainment

IZI Ventures is the private holding company of the Alhermizi family portfolio of businesses and investments. Mark Alhermizi is the Founder and Managing Partner of IZI Ventures. Prior to forming his family office, Alhermizi successfully founded and sold numerous media-related businesses, including Gas Station TV. Alhermizi headed up the worldwide M&A and Corporate Development practice for J. Walter Thompson, part of the WPP Group. The Office's three investment forays include: IZI Mobile: Building, funding, and acquiring disruptive mobile applications and businesses; IZI Media: Building and investing in content, distribution, and technology across the media space; and IZI Opportunity: Investing in strategic opportunities across real estate, credit, and private equity.

Investment Team:

Mark Alhermizi, Founder and Managing Partner, mark@iziventures.com

FI J. Burke Capital Partners

655 Madison Avenue, 25th Floor
New York, NY 10065
Phone: 212-339-8571
Fax: 212-339-8520

<http://jburkecapital.com/>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Education & Training, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial

J. Burke Capital partners with management teams in making private equity investments across a wide range of small to mid-sized companies. James J. Burke, Jr. formed J. Burke Capital primarily to invest his personal capital. He is a Senior Partner and co-founder of Stonington Partners (see profile). The firm primarily focuses on equity investments in the range of \$3 to \$30 million in companies with pre-transaction enterprise values of approximately \$125 million or less, although Burke possesses the ability to close on larger transactions through its network of affiliated equity investors. Over the past 25 years, Burke has provided capital and operational support to build market-leading companies and has developed experience and extensive relationships with business leaders in a wide range of industries including: Education; Services (Financial, Business and Consumer); Manufacturing; Retail; Environmental Products and Services; Food and Consumables; and Healthcare. Types of transactions Burke participates include: Corporate or Large Company Spin Offs, Leveraged Recapitalizations, Generational Sales, Industry Consolidations, Co-Investment with Independent Equity Sponsors, Under-Performing Organizations, and Special Situations. J. Burke Capital has managed private equity funds totaling over \$2.9 Billion, and lead over \$1 Billion of those funds' investments, generating an aggregate compound annual rate of return of well over 25% - enduring performance that is a testament to their ability to create value for all constituents.

Investment Team:

Christopher Delaney, chris@jburkecapital.com
Eric Lauerwald, Co-Founder, eric@jburkecapital.com
James J. Burke, Jr., Co-Founder, jim@jburkecapital.com

FI/ FIN J. Cleo Thompson Family Office

325 North St. Paul Street
#4300

Dallas, TX 75201

Phone: 214-953-1177

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Retail & Restaurant

The J. Cleo Thompson family office invests in a broad range of categories, with an emphasis on private equity and debt, both funds and minority direct. Other areas of focus include real estate, non-op working interests, minerals and royalties. Angel and early stage are not part of the investment strategy. Thompson is a limited partner in Cypress Growth Capital's third royalty-based growth capital fund, CGC Royalty Investments III. Cleo Thompson passed away in 2010. At the time of his death, Thompson was considered one of the most respected and successful independent oil and gas producers in the nation, with operations mainly in West Texas and New Mexico.

Investment Team:

Andrew Swartz, Chief Investment Officer

Frank Peterman, COO

FI J. Hunt Holdings

8320 Old Courthouse Road, Suite 200

Vienna, VA 22182

<http://jhuntholdings.com/>

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Software & Internet

J. Hunt Holdings is a family investment holding company that invests in promising early-stage ventures. The firm invests between \$100,00 and \$1,100,000 in a range of companies, industries and sectors, but its central focus is technology and telecommunications. Current areas of focus include: Video & Sensing, Data Center Management, Social Media, Mobile Applications, Data Security, and Creative technology applied to other industries.

Investment Team:

James Hunt, Founder, jim@jhuntholdings.com

FI Jacsten

759 N. Milwaukee Street, Suite 200

Milwaukee, WI 53202

Phone: 414-278-5993

<http://www.jacsten.com>

Stage: Growth

Industry: Manufacturing & Industrial, Transportation & Distribution

Jacsten is a Milwaukee based private investment firm that was formed to make investments in small businesses primarily in the Midwest. As a family managed and funded firm, the firm's proprietary capital affords them the flexibility to focus on long-term value creation as compared to short-term profits. The firm looks for EBITDA of approximately \$1M or greater. The firm looks to invest in businesses with excellent operating partners while also supplementing existing talent with a strong bench of operating partners they have identified and partnered with over an investment history of 20 plus years.

Investment Team:

J.P. Zvesper, Principal, 414-278-5993, jp.zvesper@jacsten.com

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Joe Zvesper, Joe.Zvesper@jacsten.com

Mike Hansen, Michael.Hansen@jacsten.com

Stephen Hansen, Principal, 414-278-0625, stephen.hansen@jacsten.com

FI JAWS Estates Capital

591 West Putnam Avenue

Greenwich, CT 06830

Stage: Early

Industry: Electronics & Advanced Materials

Jaws Estates Capital is the private investment office of Barry Sternlicht and the Sternlicht family. Barry Sternlicht (born November 27, 1960) is the founder, chairman and CEO of Starwood Capital Group, the private investment firm focused on global real estate, energy, infrastructure and securities trading. He is also chairman of Starwood Property Trust, now the largest commercial mortgage REIT in the United States traded on the NYSE and Chairman of SWAY. He previously formed Starwood Hotels and Resorts Worldwide and served as its CEO from 1995 to 2005.

Portfolio companies include: Pivotal Commware

Investment Team:

Christian Guzman, Investor

Matt Eby, Chief Investment Officer

Mike Racich, CFO

FI JC2 Ventures

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Phone: 650-762-5101

<https://www.jc2ventures.com>

Stage: Early

Industry: Food & Agriculture, Information Technology, Media & Digital Media, Software & Internet

JC2 Ventures is a private investment vehicle for John Chambers. Prior to founding JC2 Ventures, Chambers spent 25+ years with Cisco, serving as CEO, Chairman and Executive Chairman. He currently holds the title of Chairman Emeritus with the organization. JC2 Ventures mission is to change the world through digitization and startups. Investments will initially focus on the following categories: Internet of Things, digital communications (such as social media, customer experience, and voice as the next platform), security, agtech, and companies with digital implications.

Portfolio companies include: IoTium

Investment Team:

John Chambers, Founder and CEO, john@jc2ventures.com

John J. Chambers, Head of Growth
Shannon Pina, Chief of Staff, shannon@jc2ventures.com
Yvette Kanouff, Partner & CTO, yvette@jc2ventures.com

A/ FI Jeff Parker

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Stage: Early, Seed

Industry: Information Technology, Retail & Restaurant, Software & Internet

Jeff Parker is Managing Director of the Parker Family Limited Partnership and a Venture Partner at GrandBanks Capital (Boston), a venture capital firm focused on Internet based information, financial services and mobile technology. He is also the co-founder and retired CEO of CCBN, a web-based information services company, a founder of FirstCall Corporation, and a past CEO of Thomson Financial. Jeff has been involved with over twenty investment transactions, companies he has either created, bought or sold with a combined value of over half a billion dollars. Parker has been an entrepreneur, CEO and investor in financial services companies over the past 20 years. He was named 2003 New England Entrepreneur of the Year by Ernst & Young in the Financial Services category. Jeff currently serves as an advisor to MedPanel of Boston and is a member of the board of directors of Mainstream Data and Firmex. In October 2010, Jeff was named to Inside Market Data's Hall of Fame.

Investment Team:

Jeff Parker, Founder

FI Jefferson River Capital

1330 Avenue of the Americas, 11th Floor
New York, NY 10019

Stage: Early, Middle Market

Industry: Education & Training, Information Technology, Life Sciences & Healthcare, Retail & Restaurant, Sports & Entertainment

Jefferson River Capital is one of two family offices financed by Hamilton (Tony) James, vice chairman for the Blackstone Group LP (see profile). According to Bloomberg, James's wealth, about \$2.5 billion, is spread across at least two family offices, Jefferson River (see profile) and Swift River Investments. Jefferson River is named after a waterway that runs through his family's Montana ranch, and was set up in 2016. The firm has been involved with several small private equity transactions including: Autism Learning Partners, a Glendale, California-based therapy provider to children with autism spectrum disorders, and Portsmouth, New Hampshire-based Legacy Global Sports. Jefferson River also has participated in venture capital funding rounds, including those of Digital Asset Holdings, a financial technology firm led by former JPMorgan Chase & Co. executive Blythe Masters, and Pulmotect, which develops inhaled drug technology designed to boost immune response in lungs. According to Bloomberg, Jefferson River's real estate focus will be on multifamily, industrial and office properties in the Northeast and Southeast U.S.,

Portfolio companies include: Alto IRA, Digital Asset

Recent fundings include: Alto IRA

Investment Team:

David Wittels, President
Derek Irwin, Senior Managing Director
Richard Dresdale, Senior Managing Director

FI Jesselson Capital Corporation

450 Park Ave.
New York, NY 10022-2605
Phone: 212-751-3666
<https://plus.google.com/102027575131146939035/about?gl=us&hl=en>

Stage: Middle Market

Industry: Information Technology, Software & Internet

Jesselson Capital Corporation is a family investment group. Michael Jesselson is the Lead Independent Director at American Eagle Outfitters.

Investment Team:

Michael Jesselson, President

FI JF2 Capital Partners

16000 N. Dallas Parkway #220
Dallas, TX 75248
Phone: 214-295-5320

<https://www.jf2capital.com/>

Stage: Early

Industry: Life Sciences & Healthcare, Medical Device, Sports & Entertainment, Transportation & Distribution

JF2 Capital Partners is a family office venture capital firm based in Dallas, TX. Founded in 2017, JF2 Capital is interested in investing in early stage companies spanning a diverse array of industries. JF2 Capital is a generalist and will consider an investment in most industries that otherwise meet its criteria. The firm targets operating businesses with actual revenues but not necessarily net profit. JF2 typically looks to invest anywhere from \$250,000 - \$2,000,000 per investment. Primary activity is in the United States (preference for Texas/Southwest, Southern & Central states). Founder, Jon Frankel, started two companies from scratch, grew them organically and monetized both ranging from 100 million dollars to 200 million dollars. Additionally, Jon has made multiple venture type investments in different industries. He oversees the operations of the Jon, Julie and Jack Frankel Foundation. With more than 20 years of proven success in starting, growing, and monetizing companies the firm has an extensive track record of accelerating growth in both early and later stage companies.

Investment Team:

Aaron Pierce, Managing Director, apierce@jf2capital.com
Jon Frankel, Founder and Chairman

FI JHCapital

300 Venetian Dr.
Delray Beach, FL 33483

Shelburne, VT

Stage: Early

Industry: Consumer Products & Services, Life Sciences & Healthcare, Software & Internet

JHCapital family office of Jim Crook and Allison Maino. With over 35 years of leadership experience and a strong track record of growing companies in Vermont

and beyond, Mr. Crook is the former CEO of IDX Systems Corporation and plays lead governance roles in Aspent Health, DealerPolicy, RCxRules, MediRevv and Greensea Systems, among others. Mr. Crook's daughter and partner, Allison Maino, spent her career in advertising and sponsorship sales and recently joined the family office. GE acquired IDX for approximately \$1.2 billion in 2005.

Portfolio companies include: For The Biome

Recent fundings include: For The Biome

Investment Team:

Allison Maino, Partner
Jim Crook, Founder

FI JMC Family Office

55 Fifth Avenue, Suite 1807

New York, NY 10003

Phone: .646-797-2700

<http://www.jmcfamilyoffice.com/>

Stage: Expansion, Middle Market

Industry: Business Services, Financial Services, Manufacturing & Industrial

Founded in 2012, the JMC Family Office is composed of two entities each concentrating on a separate but complementary dimension of investing. On one hand, JMC Investment focuses on direct, private equity deals empowering young entrepreneurs to grow to the next level. On the other, JMC Asset Management is involved in public markets through the selection and allocation of third-party money managers. JMC invest in the long term and seek to create a perfect alignment of interest between JMC and all of our partners and stakeholders

Investment Team:

Frederic Kleindienst, Managing Director
Gregory Jannin, Operations Manager

FI/ FIN Jones Family Office

1275 King St

Greenwich, CT 06831

Phone: 203-302-7412

109 Royal Palm Way

Palm Beach, FL 33480

Phone: 561-651-1344

Stage: Middle Market

Industry: Consumer Products & Services, Energy & Clean Tech, Information Technology, Real Estate & Construction, Software & Internet

Jones Family Office a single family office for the family of Paul Tudor Jones, founder of Tudor Investments. The office is responsible for the two generations of the Jones family as well as extended family. Jones founded Tudor Investments and the Tudor Group, which helped earn him a fortune estimated by Forbes to be \$4.6 billion. One of Jones' earliest and major successes was predicting Black Monday in 1987, tripling his money during the event due to large short positions.

Additionally, he founded the Robin Hood Foundation, a nonprofit group that fights poverty in New York City and is largely funded by those in the hedge-fund community, as well as the Everglades Foundation. The firm's investments include Singita, an eco-tourism company in Africa; Reykjavik Geothermal, an Icelandic clean-energy company; and trading firms Castleton Commodities and Engineers Gate.

Investment Team:

Mikael Andren, CEO
Sergio Pedro, CTO

FI/ FIN Joseph P. Kennedy Enterprises

19 W. 44th St.

New York, NY 10017

Stage: Middle Market

Industry: Financial Services, Manufacturing & Industrial, Real Estate & Construction

Joseph P. Kennedy Enterprises is the family office of the Kennedys-- America's political dynastic clan. The firm's assets date back to 1927, according to Christopher Kennedy, a member of the Kennedy family who sits on the office's board. Joseph P. Kennedy Sr. was an American businessman, investor, and politician known for his high-profile positions in United States politics. He grew his fortune with distribution rights for Scotch whiskey and his company, Somerset Importers, became the exclusive American agent for Gordon's Gin and Dewar's Scotch. The funds accumulated by the family patriarch in the 1920's, 30's and 40's, are today heavily invested in real estate, to a lesser degree in a variety of stocks, bonds, and tax-exempt securities and to some extent gas enterprises. These investments are deployed in a series of trust funds, foundations and privately held companies designed to preserve the family's capital. The two largest sets of trusts were established in 1926 and 1936 by Joseph Kennedy. A third and lesser set of trusts was established in 1949 by Rose Kennedy. The fourth set of trusts, still smaller, was set up in 1959 on behalf of Joseph Kennedy's grandchildren. Forbes pegs the extended family's fortune at \$1 billion.

Investment Team:

Chris Kennedy, Chairman

FI Kapor Capital

543 Howard Street, Fifth Floor

San Francisco, CA 94105

www.kaporcapital.com

Stage: Early, Seed

Industry: Education & Training, Financial Services, Food & Agriculture, Information Technology, Life Sciences & Healthcare, Software & Internet

Kapor Capital invests in seed and early stage startups whose success in business generates positive social impact. The firm is particularly interested in new platforms and in the use of information technology to achieve those goals. The firm's founder, Mitch Kapor, was founder and former CEO of Lotus Development Corporation and the designer of Lotus 1-2-3, the 'killer application' which made the personal computer ubiquitous in the business world in the 1980s. Kapor Capital invests in tech-driven seed stage companies committed to closing gaps of access, opportunity or outcome for low income communities and/or communities of color in the United States. The firm is particularly interested in those that address gaps of disproportionate relevance to African-Americans and Latinx communities. Kapor Capital is open to invest across every sector, including education, work, finance, justice, food and health.

Portfolio companies include: 6SensorLabs, 955 Dreams, AngelList, Bitwise Industries, Blokable, Captricity, ClassDojo, CodeHS, Constant Therapy, EarnUp, EdCast, Edovo, Educents, emocha Mobile Health, Engrade, Ethic, Ginger.io, Homeroom, Hopscotch, Hustle, InternMatch, LeadGenius, Love With Food, Modria, Mytonomy, Newsela, OKPanda, Omada Health, Piazza, Promise, Saltbox, SchoolMint, Selected, SendHub, Swing Education, True Link Financial, UniversityNow, Velano Vascular, Visually, Worklete, Zoobean

Recent fundings include: Saltbox, Ginger.io, Blokable, Ethic, Homeroom, Bitwise Industries, Velano Vascular

Investment Team:

Ana Diaz-Hernandez, Analyst
Benjamin Jealous, Partner
Brian Dixon, Partner
Freada Kapor Klein, Partner, freada@kapor.com
Mitchell Kapor, Partner, mitch@kapor.com
Ross Fubini, Advisor
Stephen DeBerry, Advisor, stephen@deberry.net
Ulili Onovakpuri, Advisor

FI Karlin Asset Management

11755 Wilshire Blvd., #1400
Los Angeles, CA 90025
Phone: 310-806-9700
<https://karlinfund.com/>

Stage: *Early, Middle Market*

Industry: *Financial Services, Information Technology, Real Estate & Construction*

Karlin is the Family Office for surgeon, Gary Michelson. The firm employs a multi-asset class framework to invest opportunistically across a variety of strategies including: value securities, private equity, real estate, natural resources, venture capital, and direct lending. Michelson became a billionaire in 2005 after reaching a \$1.35 billion settlement with medical manufacturing giant Medtronic, which involved an extended court fight over the surgeon's patents. Michelson invested the payout into several philanthropic ventures and Karlin Asset Management Inc., his investment company, which manages more than \$1.5 billion in capital.

Investment Team:

David A. Cohen, Co-Founder, CEO
Jimmy Price, Co-Founder & Sr. Portfolio Mgr.
Matthew Schwab, Co-Founder & Sr. Portfolio Mgr.
Robert Terrell, Director of Investments
Ryan McCarthy, Co-Founder & Sr. Portfolio Mgr.
Tracy McGregor, CFO

FI/ VC Karlin Ventures

11755 Wilshire Blvd, Suite 1400
Los Angeles, CA 90025
Phone: 310-806-9700
<http://karlinvc.com/>

Stage: *Early, Growth*

Industry: *Consumer Products & Services, Information Technology, Software & Internet*

Karlin Ventures is an early-stage venture capital fund and an affiliate of Karlin Asset Management (see profile), a private investment firm managing over \$1.4 billion of unleveraged equity capital. Karlin Asset Management is the family office of Gary Michelson, a spinal surgeon and inventor. Karlin invests in a host of different investment strategies including value securities, distressed real estate and natural resources. The firm prefers to co-invest and will participate in follow-on rounds. Karlin focuses on companies in the U.S. (preferably on the West Coast) with a focus in enterprise software, commerce platforms and marketplaces. Typical investments range from \$250,000 to \$2,000,000. Additionally, the firm operates Karlin Fellows, an elite fellowship program for both members of the Karlin Ventures portfolio and other emerging industry leaders in LA's tech community.

Portfolio companies include: BrightFunnel, ChowNow, Gyft, HONK, Invested.in, Laurel & Wolf, Pathmatics, Prevoty, StrikeAd

Investment Team:

Arteen Arabshahi, Senior Associate
Erin Shipley, Senior Associate
TX Zhuo, Managing Partner, tx@karlinvc.com

FI Kaulig Capital

1521 Georgetown Road
Hudson, OH 44236
Phone: 330-968-1110
<https://www.kauligcapital.com>

Stage: *Expansion, Middle Market*

Industry: *Business Services, Electronics & Advanced Materials, Financial Services, Manufacturing & Industrial, Media & Digital Media, Real Estate & Construction, Sports & Entertainment, Transportation & Distribution*

Kaulig Capital, LLC has been created to ensure that the financial assets and other business interests of Matt Kaulig and his family are managed by professional oversight and experience. Mr. Kaulig started the Firm along with Mr. Tim Clepper, a seasoned wealth management professional. Now, Mr. Kaulig and Mr. Clepper, President of Kaulig Capital, LLC as well as several other professionals with legal and tax backgrounds manage the firm. Kaulig Capital, LLC has over twenty years of professional relationships and partnerships that are critical in investment opportunity generation. Kaulig Capital, LLC prides itself on having a long-term approach to capital management and utilizes a very specific process in identifying and ultimately investing its assets. For private equity the firm looks for companies with revenue of at least \$10 million and EBITDA of at least \$2 million. They typically invest around \$10 million and offer debt and equity options.

Investment Team:

Dominic Brault, Managing Director, Dom@KauligCapital.com
Matt Kaulig, Chairman, Matt@KauligCapital.com
Michele Manila, Director of Operations, michele@kauligcapital.com
Tim Clepper, President, Tim@KauligCapital.com

FI/ VC KB Partners

600 Central Avenue, Suite 325
Highland Park, IL 60035
Phone: 847-681-1270
Fax: 847-681-1370
www.kbpartners.com

Stage: *Early*

Industry: *Communications & Networking, Information Technology, Manufacturing & Industrial, Medical Device, Software & Internet, Storage & Hardware*

KB Partners is a Chicago-based venture capital firm established in 1996 to make investments in early-stage technology companies in the Midwest. KB Partners

manages three venture funds. KB Partners got its start by making a series of angel investments in order to establish a track record and name for itself. It has since raised two early-stage technology-oriented traditional venture capital funds, KB Partners Venture Fund I and KB Partners Venture Fund II, from a group of high net worth individuals and institutional investors. Additionally, KB Partners invests out of the Myriad Opportunity Fund. The Myriad Opportunity fund is an early stage venture capital fund newly formed by Keith Bank to invest in a range of companies across a variety of industries and stages that show potential for substantial medium and long-term capital appreciation. All are actively involved in Versatile Sports Partners, a Chicago based firm created to pursue select investment opportunities in the golf and sports industries, along with related real estate situations. The firm focuses its investment activities primarily in the following areas: Communications, Computer Hardware and Software, Industrial/Engineering Technology and Products, Information Technology, Internet Infrastructure, Medical Devices and Diagnostics, and Semiconductors. KB Partners targets equity investments in the \$1,000,000 to \$3,000,000 range.

Portfolio companies include: MVPindex, SteadyMed Therapeutics, XY Gaming

Recent fundings include: XY Gaming

Investment Team:

Keith Bank, Founder & CEO, keith@kbparkers.com
Lance Dietz, Principal, lance@kbparkers.com
Steve Ahern, Principal, steve@kbparkers.com

FI KEC Ventures

27 W 24th Street #406
New York, NY 10010

<http://www.kecventures.com/>

Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Consumer Products & Services, Information Technology, Media & Digital Media, Real Estate & Construction, Retail & Restaurant, Software & Internet

KEC Holdings LLC is a private investment vehicle representing Jeff Citron family's interests. KEC Ventures is an early-stage venture capital firm of which Jeffrey Citron is a principal. Citron is the founder and current Chairman of the Board of Vonage. Mr. Citron also founded The Island ECN and Datek Online Holdings Corp. KEC Holdings engages in a broad range of investment activities. The company has the flexibility to invest in a wide variety of asset classes. It invests in everything from very early stage technology-enabled startups to late stage traditional private equity transactions and pre-IPO private placements in equity, debt, and hybrid securities. KEC also selectively makes investments in the private and public markets through established third-party managers. The company actively pursues the development of in-house intellectual property with a view to launching proprietary startup ventures.

Portfolio companies include: Drync, Filip Technologies, Gem, Luminate Health, Reonomy, Sanctuary, The Bouqs Company, Wigo

Investment Team:

Jeff (JP) Parkinson, Partner, jparkinson@kecholdings.com
Jeff Citron, Managing Partner, jeff@kecholdings.com
Jeff Parkinson, Managing Partner
Joann Vought, Chief Financial Officer, joann@kecholdings.com

FI Keeler Investments Group

2448 76th Avenue SE, Suite 220
Mercer Island, WA 98040

<https://www.keelerinvestments.com/>

Stage: Early, Middle Market, Seed

Industry: Business Services, Food & Agriculture, Information Technology, Real Estate & Construction, Software & Internet

Keeler Investments Group is the investment arm of the Keeler Family Office. Three generations of the Keeler family founded, managed and grew Overall Laundry Services

into one of the largest private companies in the Pacific Northwest. The firm invests in Pacific Northwest-based early stage, private equity and real estate opportunities. KIG will typically initially invest between \$100,000 and \$250,000 per investment, and is capable of following on in later rounds. KIG Private Equity invests in Pacific Northwest-based businesses that have achieved EBITDA of \$1,000,000 with defensible positions in their industry and the region.

Portfolio companies include: Give InKind

Recent fundings include: Give InKind

Investment Team:

Allison Keeler, Partner, allison@keelerinvestments.com
Julie Keeler, Partner, julie@keelerinvestments.com
Rochelle Whelan, Partner, rochelle@keelerinvestments.com

FI Keller Capital

1221 S. Mopac Expressway, Suite 400
Austin, TX 78746

Phone: 512-439-8778

Fax: 800-332-0343

<https://www.kellercap.com/>

Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Information Technology, Real Estate & Construction

Keller Capital is the private investment arm of Gary Keller and select partners. Gary is the founder of Keller Williams Realty, Inc. Keller Williams is the largest real estate franchise company in the United States, with approximately 700 offices and more than 82,000 associates around the world. The company has grown exponentially since Gary Keller opened the first Keller Williams Realty office in 1983. It is the mission of Keller Capital to invest in people and businesses whose products, services, and relationships add to life's enjoyment. The firm's goal is to invest roughly \$25 million per year with deal sizes ranging from seed investments as small as a hundred thousand dollars to late-stage investments of \$10 million or more. While the firm invests in companies in a wide variety of sectors and stages, Keller Capital focuses on making lower middle-market equity investments where it can work in partnership with founding entrepreneurs and current management. Keller Capital also invests in Real Estate, and is focused on maximizing cash flow by acquiring stable, off market properties and implementing a long term hold strategy. The firm leverages 25+ years of franchise knowledge to support growth with the ability to enhance a company's strategic planning process.

Portfolio companies include: Milk + Honey

Recent fundings include: Milk + Honey

Investment Team:

Fletcher Roberts, Senior Analyst, 512-439-8623, fletcher@kellercap.com
Gary Keller, Founder

Mitch Johnson, CEO

FI Keller Enterprises

6287 Old Baton Rouge Highway
Alexandria, LA 71302
Phone: 318-442-6398

413 7th Street, NE, Suite 100

Charlottesville, VA 22902

Phone: 434-220-0195

<http://kellerllc.com/>

Stage: Early, Middle Market

Industry: Energy & Clean Tech, Food & Agriculture, Real Estate & Construction

Keller Enterprises is a family company integrating venture investing, venture philanthropy and venture farming. The firm's operating business, Inglewood Farm, is located in central Louisiana. The firm's areas of focus for venture investing lie in energy, agriculture and real estate. Keller is a limited partner in VC/PE firms such as Sands Capital, Mangrove Equity Partners, and NextGen Venture Partners. In 1998, Caroline 'Polly' Keller Winter founded Keller Enterprises. The Kellers are a fifth-generation Arkansas family. Polly Murphy's father, C.H. Murphy, was a banker, farmer and oil producer with substantial holdings in South Arkansas and Louisiana. In 1940 Christoph Keller Jr. married Polly Murphy of El Dorado, whom he had courted as a college classmate at Mary Baldwin College in Virginia. She is the daughter of Charles H. and Bertie W. Murphy. Polly joined with her brother Charles, and sisters Theodosia and Bertie, to found Murphy Oil Corporation, which with Charles Murphy Jr. at the head grew into a worldwide integrated oil and gas company, and which is also parent to Deltic Timber Corporation, a land, timber and real estate concern with holdings in Arkansas and Louisiana.

Investment Team:

Caroline Davis, President, 434-220-0195

Elisabeth Keller, Board Chair, 318-442-6398

Jonathan Gilliland, Principal and Chief Investment Officer, 434-220-0195

Lee Weeks, Operating Manager

Robin Gilliland, Principal and Chief Financial Officer, 434-220-0195

FI Kemmons Wilson Companies

8700 Trail Lake Dr. W, Suite 300

Memphis, TN 38125

Phone: 901-346-8800

<http://kwilson.com/>

Stage: Middle Market

Industry: Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Real Estate & Construction, Retail & Restaurant, Sports & Entertainment

Kemmons Wilson Companies is the family investment platform for the family of Kemmons Wilson, the founder of Holiday Inn. The firm's mission is to create long-term wealth by investing in a portfolio of highly select, non-publicly traded investment opportunities possessing the potential for significant appreciation at an appropriate level of risk. Kemmons Wilson seeks to provide capital for those companies either too small for institutional investors or too large for an individual investor, EBITDA between \$2mm-\$10mm, profitable and under \$100mm in revenues.

Investment Team:

D. Webb Wilson, Principal

C. Kemmons Wilson, III, Principal

C. Kemmons Wilson, Jr., Vice Chairman

McLean T. Wilson, Principal

Rebecca Wilson Macsovits, Chief Brand Officer

Robert A. Wilson, Vice Chairman

Spence L. Wilson, Chairman

Spence Wilson, Jr., Principal

FI Kenex Holdings

150 N Wacker Dr, #3025

Chicago, IL 60606

Phone: 312-675-4314

<http://kenexholdings.com/>

Stage: Expansion, Growth

Industry: Consumer Products & Services, Food & Agriculture, Storage & Hardware, Transportation & Distribution

Kenex Holdings was founded in 2013 as an investment holding company to represent the interests of a collection of Midwest families. The firm invests in private and family-owned businesses with revenues under \$250M. Kenex's sweet spot centers on companies whose products and services represent the backbone of the economy. These are companies involved in, but not limited to, such sectors as agriculture, food and beverage, transportation and logistics, and infrastructure services.

Investment Team:

Mike Kenefick, Partner, mpk@kenexholdings.com

Nick Kuneman, Partner, njk@kenexholdings.com

FI Kensington Investment Company

347 Congress Street

Boston, MA 02210

Phone: 617-790-3900

1796 Prospector Suite 200

Park City, UT 84060

Phone: (435) 602-1720

<http://www.kicboston.com/>

Stage: Early, Middle Market

Industry: Information Technology, Manufacturing & Industrial, Real Estate & Construction

Kensington Investment Company, Inc. (KIC), founded in 1983, is the family office of the Lewis family and a Boston-based investment firm with an international focus. KIC's primary areas of investment include real estate, direct investments in private companies, and investments in alternative investment vehicles, such as private equity and venture capital funds. From its offices in Boston, Massachusetts, and Kensington, New Hampshire, the firm currently own and manage over two million square feet of residential and commercial property. Kensington's real estate portfolio is focused on Boston, Massachusetts and southern New Hampshire, but also includes property outside the U.S. In addition to real estate and other investments, the Lewis family owns Grand Circle Corporation (GCC), which operates through the brands Grand Circle Cruise Line, Overseas Adventure Travel, and Grand Circle Travel. Lewis and his wife Harriet acquired Grand Circle Travel in

1985 and transformed the \$23 million travel company that was losing \$2 million a year into a global enterprise with gross sales exceeding \$600M, more than 35 offices worldwide, and 3,000 associates, guides, and ship crew.

Investment Team:

Alan Lewis, Chairman
Charlotte Lewis, Executive Vice President, info@kicboston.com

FI/ PE/ VC Kestrel Investments

Philadelphia, PA
<http://www.kestrelinvestments.com/>

Stage: Early

Industry: Business Services, Energy & Clean Tech, Information Technology, Software & Internet

Founded in 2005 by Mike Kane, Kestrel Investments is the pooled risk capital of a single family. Through the Kestrel venture fund, the firm makes direct investments in early stage technology companies. Through their tactical strategy, Kestrel invests in third party funds with low correlation to the public markets and attractive risk-reward profiles. Kestrel Investments' Tactical fund is concentrated in the sectors of energy, frontier markets, and secondary private deals. Mike Kane previously served as vice president of finance for Kane Is Able, Inc., a third-generation family-owned logistics company.

Investment Team:

Mike Kane, Founding Director

FI Keyes Capital

11614 Bee Caves Road
Suite 220
Austin, TX 78738
Phone: 512-617-6739

www.kevescap.com

Stage: Expansion, Growth

Industry: Business Services, Communications & Networking, Energy & Clean Tech, Financial Services, Manufacturing & Industrial

Keyes Capital is a private investment firm based in Austin, TX with an additional office in Charleston, SC. The principals of the firm invest primarily the Keyes family money and therefore do not have any limited partners which require a return of capital in a fixed period of time. Keyes prefers to invest where it can add value through Keyes' industry knowledge and contacts. The firm has experience and relationships in a number of different industries including automotive, business services, construction, energy/HVAC, financial services, niche manufacturing, office products, telecommunications and utilities. For operating companies, the firm's focus is on significant ownership positions through the acquisition or recapitalization of private companies. Keyes will also consider growth equity investments in mature companies needing additional capital for growth. Keyes Capital actively invests in businesses with the following parameters: Revenues of \$3 million or more; EBITDA of \$1 million to \$3 million; and Enterprise values of \$2 million to \$20 million. Keyes is also an active investor in real estate. The principals of the firm have been investing in, operating and managing companies for over 50 years.

Investment Team:

James H. Keyes, Founder and Chairman
Timothy D. Keyes, Founder, CEO, and President, tkeyes@keyescap.com

FI KFO

P.O. Box 171627
Boston, MA 02117
Phone: 617-236.7909

<https://klarmanfoundation.org/>

Stage: Early, Middle Market

Industry: Financial Services, Sports & Entertainment

KFO, LLC is the Family Office for hedge fund guru Seth Klarman. According to published reports, Klarman currently manages approximately \$27 billion. Housed within the family office, the Klarman Family Foundation assets were roughly \$700 million as of 2016, according to a recent tax form. Seth Andrew Klarman (born May 21, 1957) is an American billionaire investor, hedge fund manager, and author. He is a proponent of value investing. He is the chief executive and portfolio manager of the Baupost Group, a Boston-based private investment partnership he founded in 1982. Klarman is estimated to be worth approximately \$1.5B. Klarman is known to have invested his personal net worth in other hedge fund managers such as Abrams Capital and Slate Path Capital. Klarman owns Klaravich Stables Inc. and has been racing horses with William Lawrence since 2006. Their horse, Cloud Computing, won the 2017 Preakness Stakes.

Investment Team:

Beth Klarman, President
David Berkowitz, Manager
Seth Klarman, Founder

FI/ PE Kidd & Company

1455 East Putnam Ave.
Old Greenwich, CT 06870
Phone: 203-661-0070

Fax: 203-661-1839

www.kiddcompany.com

Stage: Middle Market

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Medical Device

Kidd & Company is the private investment arm of the Kidd Family Office. The firm traces its roots to 1976 when Bill Kidd made his first private equity investment. Kidd & Company is a principal investment firm that utilizes an investment model developed in 1996 called 'transformation strategy.' Through research, the company identifies unmet customer needs in large markets and develops differentiated solutions that change the way business is done in that industry segment. In most cases, the firm acquires several companies to form the platform business and works closely with management to integrate the business and improve the ability to serve the customer. The firm's focus is on strategy-led investments in the lower end of the middle market (less than \$10 million EBITDA).

Investment Team:

Gerard DeBiasi, Partner, gdebiasi@kiddcompany.com
James Benedict, Principal, jbenedict@kiddcompany.com
Kenneth Heuer, Principal, kheuer@kiddcompany.com
Matthew Cool, Principal, mcook@kiddcompany.com
William Kidd, Founding Partner, wkidd@kiddcompany.com

FI/ FIN Kinder Family Office

2229 San Felipe St. Suite 1700
Houston, TX 77019

<https://kinderfoundation.org/>

Stage: Middle Market

Industry: Education & Training, Real Estate & Construction

The Kinder Family Office manages the funds of Rich and Nancy Kinder. The firm currently shares a space in Houston with the Kinder Foundation, the Kinders charitable organization. The Kinders founded the Kinder Foundation in an effort to support education and the Greater Houston area by promoting preservation and accessibility to parks and green space. To date, the foundation has granted \$423 million in gifts and pledges to date. Kinder is the former chairman of Kinder Morgan Inc., an energy and pipeline corporation. According to Forbes, he is worth north of \$7.5B.

Investment Team:

Aarti Garehgrat, Director of Finance, AGarehgrat@kinderfoundation.org

Gary Dudley, Chief of Staff, GDudley@kinderfoundation.org

Sabrina Kirwin, CFO, SKirwin@kinderfoundation.org

FI Kinled Holding

Chalet Opus

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Switzerland

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UK

Room 902, Wilson House

19-27 Wyndham Street

Central Hong Kong,

Hong Kong

750 3rd Avenue, 9th Floor

New York, NY 10017

<http://kinled.com/>

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Medical Device, Real Estate & Construction

Kinled is a privately-owned investment holding company, founded in 1980, which retains the assets of the Aisher family across a range of industries. Patrick Aisher is a British-Austrian businessman who attended University in Montreal and London. Since 1992, Mr. Aisher has specialised in starting and investing in engineering technology firms, taking a number to the London and New York stock exchanges. Kinled was founded in 1980 to retain the investment assets of the Aisher family. In 1990, the investment focus shifted to a portfolio of early stage investments applying Kinled's company development experience alongside the endurance and passion of family owned investments together with the strategic focus of venture capitalists. The portfolio comprises equity holdings in Medical, Real Estate, High-End Luxury and Engineering Technology investments. Kinled generally insists on investing in debt-free businesses. Kinled has had direct investments in 50 companies--11 taken to IPO--and has independently managed 5 funds.

Portfolio companies include: System1 Biosciences

Investment Team:

Patrick Aisher, Founder

Rupert Novis, Director

FI Kluz Ventures

15 Dupont Circle, NW, #77

Washington, DC 20036

966 Hungerford Drive, Suite 3B

Rockville, MD 20850

Phone: 301-279-0002

<https://www.kluzventures.com/>

Stage: Early, Seed

Industry: Defense & Homeland Security, Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

Founded 2010, Kluz Ventures is the private investment firm for Artur Kluz. Kluz is focused on breakthrough technologies; and provides capital, venture assistance to entrepreneurs focused on next generation of technologies. The firm's Next Impact and Flying Object funds focus on artificial intelligence, machine learning, blockchain, FinTech, cybersecurity, augmented reality, advanced medical technologies, outer space technologies, satellites, unmanned aerial vehicles, and complementary technologies in the United States, European Union and Emerging Markets. The firm's Novit Ventures is a fund focused on medical technologies and the future of health, including advanced medical technologies, digital health, e-health, genetics, and biotechnology. Artur Kluz is a venture capital investor and lawyer with extensive international affairs experience. Artur is currently managing partner of Kluz Ventures and Chairman of The Centre for Technology and Global Affairs at the University of Oxford.

Portfolio companies include: Kittyhawk, Syncurity

Investment Team:

Artur Kluz, Founder, akluz@kluzventures.com

FI Knoll Capital Management

5 East 44th Street 12th floor

New York, NY 10017

Phone: 212-808-7474

Stage: Growth, Middle Market

Industry: Information Technology, Life Sciences & Healthcare

Knoll Capital Management is an investment management firm founded by Fred Knoll. Knoll runs the trust for the benefit of his family and it was the fifth-biggest owner of cancer drug maker Medivation's shares at the end of 2015. His 2.67% stake in Medivation made up 79% of Knoll's \$270 million U.S. stock portfolio at the end of 2015, Securities & Exchange Commission filings show. Knoll's stake in Medivation alone is now worth \$270 million. Knoll has led Knoll Capital Management since 1987, and he personally manages Knoll Capital Fund I and Knoll Capital Fund II. The firm's current investments mostly consist of biotech companies.

Investment Team:

Fred Knoll, Principal, President & Portfolio Manager

Patrick George O'Neill, COO

FI Kosch Capital Management

Austin, TX

<https://www.linkedin.com/company/kosch-capital-management>

Stage: Early, Seed

Industry: Energy & Clean Tech, Financial Services, Information Technology, Media & Digital Media, Software & Internet, Storage & Hardware

Kosch Capital Management is the investment vehicle for Scott Kosch, who has over fifteen years experience advising and investing in high growth, private, and public businesses. Prior to founding Kosch Capital Management, he founded and sold two technology companies; provided strategy counsel to clients in telecommunications, information technology and media industries; sourced deals and conducted due diligence for an early stage venture capital fund. Kosch invests seed capital and works with promising startups, and also originate \$5-50 million leveraged loans for lower middle market companies and private equity sponsored LBOs and rollups. Kosch has invested in more than 60 high growth companies that span industries ranging from wireless systems and software to hardware IT and clean tech. He is also an LP investor in early stage venture funds, including Techstars Austin. His current portfolio includes InGenu, Xyber Technologies, Clear River Enviro, data.world, SMV Scientific, Rachio, Space Racers, CheddarUp, YourMechanic, Bamba Group, Peer5, BananaDesk and many others.

Investment Team:

Scott Kosch, Founder

FI Kraft Group

One Patriot Place

Foxboro, MA 02035

Phone: 508-384-4230

www.thekraftgroup.com

Stage: Early, Middle Market, Seed

Industry: Business Services, Manufacturing & Industrial, Media & Digital Media, Software & Internet

The Kraft Group, LLC is a group of privately held companies in the professional sports, manufacturing, and real-estate development industries doing business in 90 countries. Founded in 1998 by American businessman Robert Kraft as a holding company, it is based out of Foxborough, Massachusetts. Jonathan A. Kraft, president of The Kraft Group, is also the president of the New England Patriots and owner/investor of the New England Revolution. He is one of four children of New England Patriots owner Robert Kraft and his late wife Myra Kraft. Jonathan makes individual angel investments outside of the Kraft Group. The Kraft Group has made more than 30 private equity investments. It ranks in the top 90 of America's largest privately owned businesses, according to Forbes, and employs more than 9,500 people worldwide.

Portfolio companies include: Delphix, DraftKings, Flex Pharma, HourlyNerd, Scholar Rock, Silk Therapeutics, Spero Therapeutics

Investment Team:

Daniel A. Kraft, President International, dank@thekraftgroup.com

Jonathan Kraft, President, jonk@thekraftgroup.com

Josh Kraft, President of the New England Patriots Foundation

Robert Kraft, Chairman

FI Labora Group

400 S. Record Street, Suite 1600

Dallas, TX 75202

<https://www.linkedin.com/company/labora-inc/about/>

Stage: Early, Middle Market

Industry: Real Estate & Construction, Retail & Restaurant

Labora Group is the single family office dedicated to managing the affairs of the Mackie Family. The name 'Labora' comes from the Mackie Family coat of arms and means 'to work' or 'endeavor'. Labora Group focuses on growth-orientated initiatives that create long-term value for all stakeholders, such as real estate development, startup and private equity investment, and management of multiple affiliated businesses. The North American office was formed in 2014 and changed its name from CES Holdings, Inc to Labora Group, Inc in December 2017. The Mackie Family also has family offices in Switzerland and the United Kingdom. The firm is led by Thomas Hartland-Mackie, president and CEO of Dallas-based City Electric Supply. Hartland-Mackie's grandfather grew the company from a former horse stable into an international dealer, selling things like light fixtures, cables, and conduits to contractors and outlets in six countries.

Investment Team:

Kate Clapperv, CFO

Ross McKay, COO

Thomas Hartland-Mackie, Founder

Tori Crowe-Chieffalo, Investments & Operations

FI Lalia Capital

600 Fifth Avenue, Suite 2200

New York, NY 10020

Phone: 212-247-3691

<https://www.laliacapital.com/>

Stage: Early

Industry: Consumer Products & Services, Medical Device

Lalia Capital is a Single Family Office, private investment firm, focused on principal investments across public and private markets on a global basis.

Investment Team:

Nan Zheng, Chief Investment Officer

FI Lancaster Investments

2 East Mifflin Street, #407

Madison, WI 53703

<https://lancasterinvts.com/>

Stage: Early

Industry: Information Technology, Real Estate & Construction, Sports & Entertainment, Transportation & Distribution

Lancaster Investments is a family office based in Madison, WI. Founder Jon Lancaster had 40 years of experience in the auto industry, and sold his dealerships to a Fortune 500 company. Lancaster makes direct investments in early-stage companies across industries and also invests in funds. Fund investments include: gener8tor, Venture Investors, Fraser McCombs Capital, and Badger Fund of Funds. With deep roots in the automotive industry, the firm provides consulting services, programming, and research for industry stakeholders. Lancaster's early-stage holdings support auto innovations, specifically those with dealer-facing technologies. The family office has real estate holdings in Wisconsin, Iowa, Ohio, and Nevada. As part of its commitment to the region, Lancaster supports organizations that network and build the collective strength of Greater Madison's entrepreneurial ecosystem.

Investment Team:

Jon Lancaster, Managing Director, jon@lancasterinvts.com
Tracy Yaktus, Project Development, tracy@lancasterinvts.com

FI Lauder Partners

Atherton, CA 94027-4036
Phone: 650-323-5700
Fax: 650-323-2171

www.lauderpartners.com

Stage: Early

Industry: Communications & Networking, Information Technology, Media & Digital Media, Software & Internet

Formed in 1986, Lauder Partners, LLC is a venture capital firm specializing in direct, venture capital fund, and fund of fund investments. In fund of fund investments, the firm seeks to invest in both-venture as well as other funds. The firm prefers to invest in information technology, TV technology, security (not computer security), telecommunications, and Internet technologies. It does not invest in content and cable programming. Within direct investments, the firm targets companies based in the United States and Canada with a focus on Silicon Valley region. Lauder Partners primarily invests the capital of Gary Lauder and family members. Gary Lauder is vice-chairman and director of ICTV Inc., a developer of interactive cable television systems. Lauder also holds directorships with Hybrid Networks, Evolve Products, and Broadband Innovations. Initial investment sizes typically range from \$5M to \$500K.

Investment Team:

Gary Lauder, Managing Director, gary@lauderpartners.com

FI/ FIN Lawrence Investments

P.O. Box 25444
Portland, OR 97298

<http://www.lawrenceinvestment.com/>

Stage: Middle Market

Industry: Information Technology, Media & Digital Media, Real Estate & Construction

Lawrence Investments is a venture firm backed by Oracle founder and CEO Larry Ellison. Oracle is a multinational computer technology corporation and, in 2015, was the second-largest software maker by revenue, after Microsoft. In addition to his work at Oracle, Ellison has had success in yachting, through Oracle Team USA and is a licensed aircraft pilot who owns two military jets. As of January 2018, he was listed by Forbes magazine as the fifth-wealthiest person in the United States and as the eighth-wealthiest in the world, with a fortune of \$62.4 billion. Ellison signed the 'Giving Pledge' in 2010, also writing a letter saying he intended to give away at least 95% of his fortune, however, he has already transferred considerable wealth to his children.

Investment Team:

Larry Ellison, Founder
Nathan Haratani, Vice President
Paul T. Marinelli, President
Tanya McGregor, Vice President

FI LBCW Private Holdings

40 Morris Avenue, Suite 230
Bryn Mawr, PA 19010
Phone: 610-525-7500

<https://www.lbcw.net/>

Stage: Early, Middle Market

Industry: Retail & Restaurant

LBCW is a privately-held alternative investments partnership based in suburban Philadelphia. After establishing ourselves over the last 25 years as highly successful real estate investors, we expanded our team beginning in 2009 to focus on opportunistic investments across a wide spectrum of asset classes. We often engage in direct investment opportunities (with an emphasis on the private sector) and participate as a limited partner in pooled vehicles and funds. LBCW is also a large capital partner in multiple investment companies and plays an active role in not-for-profit organizations. LBCW was founded in 1984 by Clay W. Hamlin, III and Lynn B. Hamlin to facilitate their family's business investments. The Hamlin family has a long track record as successful investors with a particular focus on real estate. Clay Hamlin is a Director, former CEO, and second largest individual shareholder of Corporate Office Properties Trust (NYSE: OFC), which he co-founded in 1997. In his eight years as CEO, the company grew to an enterprise value in excess of \$4 billion, achieving among the highest returns of publicly traded REITs. Clay is a founding member of Alliance Partners, a real estate investment and operating firm, formed in 2009. Clay also is the co-founder and CEO of CITRS, a non-profit character education company catering to k-12 schools.

Investment Team:

Clay Hamlin III, CEO, clay.hamlin@lbcw.net
Jamie Barrett, Managing Director
Jessie Ai, Associate
Stephen Chang, Managing Director and Chief Investment Officer

FI LDI (Lacy Diversified Industries)

54 Monument Circle Suite 800
Indianapolis, IN 46204
Phone: 317-237-5400

<https://lacydiversified.com/>

Stage: Middle Market

Industry: Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

LDI (Lacy Diversified Industries) is a family office with more than a century of experience funding and operating high-potential, middle-market companies. Over the last 25 years, LDI has invested in six platform companies, three of which are current holdings. In 1912, Howard J. Lacy, Sr. co-founded U.S. Corrugated Fiber Box Company in Indianapolis, Indiana. Over the next 72 years, the Lacy family built the company to become one of the nation's largest independent, non-integrated producers of corrugated shipping containers. The sale of U.S. Corrugated in 1984 provided momentum for LDI as it sought to acquire majority ownership positions in other high-growth industries. By 1990, LDI had acquired three new operating companies. Today, LDI businesses employ more than 3,000 people in more than 20 countries. The firm traditionally looks for businesses with EBITDA between \$2 million and \$10+ million.

Investment Team:

Bill Himebrook, VP & CFO, bhimebrook@lacydiversified.com
J.A. Lacy, CEO, jalacy@lacydiversified.com
John Martin, VP, Corporate Development, jmartin@lacydiversified.com
Leslie Tarble, Chief Administrative Officer
Marty Brown, VP, Strategy and Operations, mbrown@lacydiversified.com

FI LDJ Capital

1100 Wilshire Blvd, Suite 2102
Los Angeles, CA 90017

7550 NW 75th Drive
Parkland, FL 33067

1200 Brickell Bay Drive, Suite 3923
Miami, FL 33131

800 3rd Avenue
New York, NY 10022
Phone: 212-845-9652

<http://www.ldjcapital.com/>

Stage: *Early, Growth, Middle Market*

Industry: *Energy & Clean Tech, Media & Digital Media, Real Estate & Construction*

LDJ Capital is a multi-faceted family office comprised of three divisions: LDJ Capital Multi Family Office, The SOHO Loft Media Group, and LDJ Capital Investment Bank. LDJ Capital has worked with more than 30 funds in the US for the last 10 years. These funds mainly focus on private equity investments, public investments in the form of PIPE and both domestically and internationally held and listed companies. Top sectors include: Technology, Media, Energy, Real Estate, Hotel and Hospitality Management. Investments range from \$2 million to \$50 million per investment pending the fund, and require companies to have a minimum EBITDA of \$1 million. The Soho Loft Media Group is a financial media company that caters to clients globally, providing strategic value-added solutions to startup entrepreneurs and small-medium-large businesses. Services include but not limited to: Asset Management; Equity Financing and Placement; Debt Financing and Placement; Mergers and Acquisitions; Corporate Partnering and Strategic Alliances; Restructuring and Workouts; Startups and Management; and Alternative Finance Strategies.

Investment Team:

Chris Fure, Director
Christopher Perez, Managing Director
David Drake, Founder and Chairman, david.drake@ldjcapital.com
Tariq Jawad, Senior Managing Director
Thomas de Shazo, Global Managing Director
William (Bill) Davis III, Managing Director, William.Davis@ldjcapital.com

FI Lead Lap Enterprises

Edens Tower Plaza, 790 W. Frontage Rd, Suite 318
Northfield, IL 60093
Phone: 847-441-4160

<https://leadlapllc.com/>

Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Education & Training, Life Sciences & Healthcare, Media & Digital Media, Software & Internet*

Lead Lap Enterprises, LLC is a family office and private investment firm located outside of Chicago in Northfield, Illinois. Lead Lap Enterprises invests in buyouts of small to mid-sized companies (with a targeted transaction size in the \$2M to \$25M range) seeking an ownership transition, and provides growth capital to promising businesses with strong core products, services or capabilities. Lead Lap seeks control investments in small to mid-size companies in the business services, consumer products/services, health services, and the education, marketing, media, advertising, information and online sectors. Lead Lap also makes non-control growth capital investments in promising businesses. Lead Lap was founded by operating executive David F. Zucker, who serves as Managing Partner, and made his first private company investment in 1994. Zucker spent eleven years at the Walt Disney Company where he was President of Fairchild's Travel Agent BtoB media business, Vice President of Programming for ESPN, and later Executive Vice President of ESPN and Managing Director of ESPN International, overseeing its growth to \$750 Million in consolidated annual revenue. Lead Lap has \$35 million of funded committed capital from its owners. Lead Lap targets companies with EBITDA of \$500k to \$4.0M or Revenue of \$4M to \$40M. Target industries include: Business Services, B2B broadly defined; Marketing Services, Consumer Products or Services; Media, Marketing, Advertising, Gaming, Education and Online businesses; Healthcare Services; and Insurance and Food Brokers. The firm is not interested in businesses that are primarily focused on manufacturing

Investment Team:

David F. Zucker, Managing Partner, dzucker@leadlapllc.com

FI Lemonade Capital

CA

<https://www.lemonadecapital.com/>

Stage: *Early, Expansion, Growth*

Industry: *Information Technology, Software & Internet*

Lemonade Capital is the private investment vehicle for Allison Thoreson Bhusri. Lemonade invests primarily in technology companies and entrepreneurs with fresh, bold ideas that solve real-world problems in ingenious new ways. Allison Thoreson Bhusri is also a member of Broadway Angels investment group. Allison Thoreson Bhusri is the spouse of Aneel Bhusri, who is the CEO of Workday software firm. Aneel Bhusri's net worth is pegged at \$2.4B by Forbes. Lemonade Capital invests collaboratively with other funds and angels. While the firm invests most often in early rounds of funding, it will also participate in growth and later-stage deals.

Portfolio companies include: Outreach

Recent fundings include: Outreach

Investment Team:

Allison Thoreson Bhusri, Founder, allison@lemonadecapital.com

FI Leo Capital Holdings

400 Skokie Blvd., Suite 410
Northbrook, IL 60062
Phone: 847-418-3420

Fax: 847-418-3424

Stage: *Early, Expansion*

Industry: *Communications & Networking, Consumer Products & Services, Information Technology, Software & Internet, Sports & Entertainment*

Leo Capital Holdings, LLC is a privately funded, venture investor making investments in early and later stage private companies. The firm's focus is primarily in the consumer oriented technology and applications with a preference for entertainment and youth oriented technology, the Internet and wireless, including wireless healthcare applications. Leo Capital seeks ventures that target very large markets and considers investment opportunities across the United States. Leo's initial investments range from \$1 million to \$3 million, and the firm usually participates in follow-on rounds. Randy O. Rissman is the Founder and Managing Director of

Leo Capital Holdings. Prior to founding Leo, Mr. Rissman was the Founder and CEO of Tiger Electronics, Inc., a \$400 million electronic toy and game company he sold to Hasbro, Inc. in 1998.

Portfolio companies include: FashionPlaytes

Investment Team:

Randy O. Rissman, Founder and Managing Director, ror@leocapholdings.com

FI Levy Family Partners

444 West Lake Street, Suite 1900

Chicago, IL 60606

Phone: 312-267-4190

<http://www.dreacapital.com>

Stage: Early

Industry: Information Technology, Retail & Restaurant

Levy Family Partners is the investment enterprise for Larry Levy. Mr. Levy is the co-founder of Levy Restaurants, which operates concessions at various stadiums and arenas including Wrigley Field and U.S. Cellular Park. It also owns restaurants including Spiaggia and Fulton's on the River in Chicago. Levy also operates Levy Acquisition, which has raised over \$100M. Larry Levy's son, Ari Levy, is the founder, President, and Chief Investment Officer of Lakeview Investment Group, a Chicago-based fundamentally driven long/short hedge fund. Larry Levy is a founder of Diversified Real Estate Capital. He has been an owner/developer of several major projects in Chicago including One Magnificent Mile, Woodfield Lake Office Campus, Waterfall Glen Office Park, Chicago Mercantile Exchange Center and Butterfield Center for Business. Mr. Levy also owns an interest in the Esperanza Resort in Cabo San Lucas. In addition to his long history in the real estate industry, Mr. Levy is also the founder of Levy Restaurants. With Mr. Levy's guiding creativity, Levy Restaurants blossomed from a single delicatessen in Chicago into a specialized food service organization with a network of internationally acclaimed restaurants, the leading market share of high-end sports and entertainment facilities throughout North America and England, and resort and hotel dining. Levy Restaurants had revenues in excess of \$350 million annually and approximately 12,500 employees. Mr. Levy sold his interest in Levy Restaurants in 2007 to focus on investment for his own account.

Portfolio companies include: Apervita, SpotHero, Wise Apple

Recent fundings include: Apervita

Investment Team:

Larry Levy, Co-Founder, info@dreacapital.com

Michael L. Miller, Co-Founder, Executive Vice President

FI Lightchain

2 Bellerive Country Club Drive

St. Louis, MO 63141

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Software & Internet

Lightchain is the family office of Rodger Riney. Riney was the Founder and former CEO of discount brokerage firm Scottrade. According to Forbes, Riney is worth \$3.5B. In the year after selling Scottrade, Riney donated \$131 million to various causes. Riney actively supports non-profit organizations, including the Alzheimer's Association, the Humane Society of the United States, and the Salvation Army. Riney suffers from multiple myeloma and in 2017, he donated \$5 million to fund research on the disease. In 2018, he donated \$20 million to the Washington University School of Medicine.

Portfolio companies include: Adarza BioSystems, Arch Oncology, Geneoscopy

Recent fundings include: Adarza BioSystems, Geneoscopy, Arch Oncology

Investment Team:

Roger Riney, Founder

FI Littlejohn Capital

116 West Jones Street

Savannah, GA 31401

Phone: 912-472-0300

<http://littlejohncapital.com/i>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Littlejohn Capital, LLC seeks to make control investments in small to mid-sized private companies that are undergoing strategic, operational or generational transitions. The firm's goal is to actively partner with motivated management teams and lead the company to its next stage of development. Littlejohn Capital was founded by Angus C Littlejohn Jr., Founder and Chairman of Littlejohn & Co, LLC and prior Founder and Operating Partner of Joseph Littlejohn and Levy (now known as JLL Partners). Mr. Littlejohn has been a successful operationally oriented private equity investor for 30 years and brings significant resources to our management partners. The firm's investment capital is primarily family money - flexible and focused on creating long term value. The firm pursues investments of \$5 million to \$15 million (\$30 million including co-investment partners); with transaction values of \$20 million to \$75 million; and company size of EBITDA between \$2.0 million and \$12.5 million. Preferred Industries include: Manufacturing, Fabrication, Processing, Logistics, Materials, and Services. Not of Interest include industries such as Retail, consumer products, fashion, gambling, start up technologies and biotechnology. The firm will also consider venture investments in industries where principals have significant experience. Littlejohn Capital seeks opportunities under \$75 million in total enterprise value.

Investment Team:

Angus C Littlejohn III, 912-472-0653, Acl3@littlejohncapital.com

Angus C Littlejohn, Jr., 203-552-3505, Alittlejohn@littlejohncapital.com

Carl R. Schlotman IV

FI Loeb Enterprises

712 Fifth Avenue

New York, NY 10019

Fax: 212-620-4128

<https://loebenterprises.com/>

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare

Michael Loeb is a New York-based veteran entrepreneur who has backed, built, or funded over fifty successful companies. Chief among his successes are Priceline.com—known for its travel deals and travel search engine, Synapse (acquired by Time, Inc.), and Script Relief a 12 million member joint venture with United Health. Loeb now leads Loeb.NYC (see profile) and Loeb Enterprises, a self-funded start-up factory and private investment platform, respectively, based in New York City and is currently scaling over a dozen businesses with venture investments in over a dozen more.

Portfolio companies include: LinkBee, Mercato

Recent fundings include: Mercato

Investment Team:

Michael R. Loeb, President and CEO, mloeb@loebenterprises.com
Richard I. Vogel, Chief Financial and Operating Officer, rvogel@loebenterprises.com

FI I Loeb.NYC

712 5th Avenue, 7th Floor
New York, NY 10019
Phone: 212-620-4034
<https://www.loeb.nyc/>

Stage: Early, Seed

Industry: Information Technology, Software & Internet

Loeb.NYC is the early-stage venture lab within Loeb Enterprises (see profile), a private investment group led by veteran entrepreneurs Michael Loeb (Founder) & Rich Vogel (COO & CFO). As partners for over 30 years, Michael and Rich have honed their wisdom and intuition to identify impactful ideas and steer startups on a trajectory of profitability. The firm incubates, builds, funds, markets, and grows ideas that have the potential to become household names. Michael Loeb is a New York-based veteran entrepreneur who has backed, built, or funded over fifty successful companies. Chief among his successes are Priceline.com--known for its travel deals and travel search engine, Synapse (acquired by Time, Inc.), and Script Relief a 12 million member joint venture with United Health.

Portfolio companies include: Finexio, OrthoSnap, Popwallet

Recent fundings include: Popwallet, OrthoSnap

Investment Team:

Michael Loeb, President & CEO, mloeb@loebenterprises.com
Rich Vogel, Founding Partner, CFO/COO

FI Long Light Capital

410 Park Avenue, 22nd Floor
New York, NY 10022
Phone: 212-897-5660

Stage: Early

Industry: Information Technology

Long Light Capital, LLC is a New York City based single family investment firm. Long Light Capital invests in public and private markets across many industries with a focus on high quality business models. In select circumstances the firm will partner with external managers to provide expertise in specific areas. Firm founder, Justin Korsant's father was president of the Ziff Corporation, a publishing company, and his grandfather created the sunburn treatment Solarcaine. Korsant bought a New York City townhouse in 2014 for \$9.25M.

Portfolio companies include: Cloud Lending Solutions, Quovo, RecVue

Investment Team:

Andrew Adams, Investor
Charles Queenan, Portfolio Manager
Justin Korsant, CEO

FI Lord Baltimore Capital

One South Street, Suite 2900
Baltimore, MD 21202
Phone: 410-347-7201
<http://blaufund.org/history/index.html>

Stage: Early

Industry: Food & Agriculture, Real Estate & Construction

Lord Baltimore is one of the investment divisions comprising the financial interests of the family of Louis Blaustein, founder of Amoco Oil. The family conducts its business through three separate companies. Amoco was sold to BP for \$48 billion in 1998. Atapco (real estate), Lord Baltimore Capital, and Rosemore represent the financial interests of Blaustein's heirs, which include prominent Baltimore families such as the Rosenbergs, Hoffbergers, Thalheimers, and Hirschorns. Forbes estimates the family wealth at \$2.2B held among more than 30 family members.

Portfolio companies include: Zest Tea

Investment Team:

Andrew Weinman, Vice President
Matt Long, CIO

FI Lubar & Co.

833 E. Michigan Street, Suite 1500
Milwaukee, WI 53202
Phone: 414-291-9000
Fax: 414-291-9061
<https://lubar.com/>

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Manufacturing & Industrial, Sports & Entertainment, Transportation & Distribution

Lubar & Co. is a multi-generational, family-owned private investment company in Milwaukee. Lubar & Co. provides the capital and business support to help the Lubar companies grow and achieve sustainable success. Lubar & Co. invests its own capital using a buy-and-build strategy, backed by decades of experience in a wide variety of industries and extensive financial and operations expertise. The firm manages money that traces its origin to Sheldon Lubar, who acquired Sorgel Electric Corp. Five years later, Sorgel had increased revenues three times and was acquired by Square D. Corp. Sheldon Lubar is currently a director of several public companies, including Star Gas and Hallador Energy as well as other private companies. Previously, he served as Chairman and CEO of Christiana Companies, Inc., Chairman of C2 Inc. and a director of MassMutual Life Insurance Co., U.S. Bancorp, MGIC Investment Corp., Ameritech Corporation, Weatherford International, Grant Prideco, Approach Resources, EnLink Midstream and other public companies.

Investment Team:

Dave Bauer, Chief Investment Officer

David Lubar, President and CEO, david@lubar.com
Jean Ellen Trushaw, Managing Director, Family Office
Sheldon Lubar, Founder and Chairman
Vince Shiely, Partner

FI Lurie Investments

440 W. Ontario St
Chicago, IL 60654
Phone: 312-466-3750
<https://plus.google.com/111805160151989029499/about?gl=us&hl=en>

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Medical Device

Lurie Investments is the venture capital and private equity investment arm of the Ann and Robert H. Lurie Foundation of Chicago. The Lurie Investment Fund has backed numerous health care related companies that specialize in medical devices, therapeutics, diagnostics and services. Additionally, Lurie Investments was an investment forerunner and continues to actively support companies whose focus is nanotechnology and MEMS technology. The firm seeks to invest in biomedical community, mainly in medical devices, therapeutics, diagnostics and services, nanotechnology, and MEMS technology.

Investment Team:

Ann Lurie, President
Kristopher Wood, Chief Investment Officer
Mark Slezak, Chief Financial Officer
William Turner White, Executive Vice President

FI MacAndrews & Forbes

35 East 62nd Street
New York, NY 10065
Phone: 212-572-8600
<http://www.macandrewsandforbes.com/>

Stage: Early, Late, Middle Market

Industry: Consumer Products & Services, Defense & Homeland Security, Life Sciences & Healthcare, Media & Digital Media

MacAndrews & Forbes is a private investment office, and owns and operates a diverse array of businesses, tapping into the broad expertise of its management team to support the delivery of best in class products and services to end users and consumers all over the world. Wholly owned by Chairman and Chief Executive Officer Ronald O. Perelman, MacAndrews & Forbes' primary objective is to build, run, and grow great businesses. MacAndrews & Forbes' businesses span a wide range of industries, from global leaders in cosmetics and digital entertainment to biotechnology and military equipment. Perelman is worth more than \$12B according to Forbes magazine. Over the past four decades, Mr. Perelman has become known as an accomplished industrialist and generous philanthropist. He is a major supporter of many of the nation's most prominent cultural, educational and medical institutions.

Investment Team:

Barry F. Schwartz, Executive Vice Chairman
Debra G. Perelman, Executive Vice President, Strategy and New Business Development
Frances F. Townsend, Executive Vice President, Worldwide Government, Legal and Business Affairs
Mark M. Dowley, Chief Strategy Officer
Paul G. Savas, Executive Vice President and Chief Financial Officer
Paul M. Meister, President
Ronald O. Perelman, CEO
Steven M. Cohen, Executive Vice President, Chief Administrative Officer and General Counsel

FI Macanta Investments

111 8th Ave.
New York, NY 10011
<https://www.macantainvest.com>

Stage: Early, Middle Market

Industry: Business Services, Communications & Networking, Information Technology, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant, Software & Internet

Macanta Investments LLC is the primary investment vehicle for Terence M. (Terry) O'Toole and his family. Terry has been an investor in private and public companies for more than 25 years, with experience ranging from large, multi-billion dollar investments, to early stage investments in young, growing companies. In 2016, Terry established Macanta Investments to consolidate his family's direct investing activity. In 2017, he co-founded Fremont Macanta LLC, a joint venture with San Francisco based Fremont Group, the family office of the Bechtel family. Fremont Macanta seeks to be a long term owner of high quality business. Terry has served on more than 25 public and private companies and philanthropic boards, serving in roles ranging from Board Chair to Chair of Finance and Investment Committees. The word Macanta comes from the Gaelic language, reflecting Terry's Irish heritage. Investment Strategy. Macanta has flexible capital that can be deployed in various situations across the capital structure. The firm makes both active control investments and also takes minority passive positions in businesses. In situations where Macanta can add value, it prefers to be an active participant through a board role. Terry and his wife, Polly, have established the O'Toole Family Foundation as their primary philanthropic vehicle. Among its principal causes, the Foundation supports education, including through a \$10 million gift to Villanova.

Portfolio companies include: VidMob

Recent fundings include: VidMob

Investment Team:

Kirk Crecco, Associate
Terence M. O'Toole, Founder, totoole@macantainvest.com
Yotam Stanger, Vice President

FI/ FOF Madrone Capital Partners

3000 Sand Hill Road
Building 2, Suite 150
Menlo Park, CA 94025
Phone: 650-854-8300

Stage: Early

Industry: Energy & Clean Tech

Madrone Capital Partners is a private investment firm affiliated with Wal-Mart heir S. Robson Walton and other Walton family members. With a strong focus on alternative energy, the firm invests both directly in private companies and other venture capital and private equity funds. All investments are made with a concentrated, long-term approach.

Portfolio companies include: Achates Power, Carbon3D, Kateeva, Omniome, Strava, Sunrun, UpLift, View, View Inc

Recent fundings include: Omniome, Carbon3D

Investment Team:

Greg Boyd Penner, General Partner
Jamie McJunkin, General Partner
Thomas Patterson, General Partner

FI Malloy and Company

La Jolla, CA
Phone: 858-492-8050
Fax: 858-777-5693

Cheraw, SC

<http://malloyandco.com/>

Stage: Early, Middle Market

Industry: Business Services, Energy & Clean Tech, Information Technology, Manufacturing & Industrial, Medical Device, Real Estate & Construction, Transportation & Distribution

Malloy and Company is a seventh-generation single family office. The firm's investment philosophy is an expression of a generational history, William M. Malloy, Jr. and Bill Malloy III's entrepreneurial values and his vision for new market opportunities, using a creative skill set along with sound financial practices to create, incubate, support, and scale disruptive brands and businesses. Malloy and Company invests in marketable securities, private equity, and real estate developments. Henry Duncan Malloy founded Malloy and Company in the early 1800s and served the community with investment in real estate and retail businesses. Commodities trading expanded his company, which would later evolve into a multi-faceted investment institution that today provides capital and business guidance for private companies and real estate ventures. The founder's son, Edwin Malloy joined the company in 1906 as a junior partner and invested in Cheraw Cotton Mills as a founding partner in 1917. The family exited the textile business in 2006 and today the fifth and sixth generations are guiding Malloy and Company. Bill Malloy is a founding General Partner at Sway Ventures, where he is focused on IT software investing

Investment Team:

Bill Malloy, President
William Manning Malloy Jr.

FI Mancini Companies

119 Hopkins Hill Rd.
West Greenwich, RI 02817

<https://www.mancinico.com/>

Stage: Early, Middle Market

Industry: Consumer Products & Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

The Mancini Companies has a long history operating flooring and beverage distribution businesses, particularly in the Northeast. The firm also makes strategic investments in commercial real estate and emerging businesses that align with its operating company models. The Mancini Companies has operated distribution businesses in the beverage industry since 1959 and in the flooring sector since 1981. The firm acquires, develop and manage a commercial real estate portfolio principally utilized by our operating companies. Today, our portfolio includes approximately 1 million square feet of warehousing capacity, located throughout the Northeast. Mancini provides growth capital for select emerging businesses. Previous investments have focused on distribution companies, consumer products, hospitality, real estate and technology.

Investment Team:

Debbie Morrocco, Principal
Kenneth Mancini, Principal
Raymond Mancini, Chairman
Raymond Mancini, Principal

FI Mankwitz Kurtz Investments

c/o Mantucket Capital
5251 DTC Parkway, Suite 995
Greenwood Village, CO 80111
<http://mankwitzkurtzfamilyfund.com/>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Real Estate & Construction

Mankwitz Kurtz Family Fund is a family controlled private equity firm that acquires controlling interests in middle market companies and enhances their value with the intent of selling the businesses within five years. Mankwitz Kurtz invests in companies that present clear opportunities to create value through accelerated growth and on-going operational improvements. For Management Buyouts, Mankwitz Kurtz invests with management teams to acquire privately-held companies, corporate divisions and certain public corporations. Mankwitz Kurtz also pursues Recapitalizations, Growth Equity, Turnaround & Distressed Situations, Outright Acquisitions, and acquires strategically placed real estate with its MKI Properties Group.

Investment Team:

Andrew Friedman, Principal, 312-952-6099, andrew@mankwitzkurtzfamilyfund.com
Brian Mankwitz, Principal, 720-480-1348
Stephen Kurtz, Principal, 303-888-5650
Van Mankwitz, Principal, 303-884-9887

FI/ PE Mantucket Capital

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Greenwood Village, CO 80111
Phone: 303-397 8888
Fax: 303-397-8889

<http://mantucket.com>

Stage: Middle Market

Industry: Consumer Products & Services, Energy & Clean Tech, Food & Agriculture, Information Technology, Life Sciences & Healthcare, Real Estate & Construction

Mantucket Capital is a private investment firm with over \$1 billion of capital under management from a single limited partner. The firm invests in private equity, private debt, and special situations across a number of industries including energy, natural resources, industrials, software/technology, financial services, and real estate. Mantucket is comprised of socially responsible entrepreneurs and investors with a global network of executive contacts and extensive experience building companies in multiple industries. Mantucket is able to provide companies a single source of flexible capital without restrictions on industry, investment structure or investment horizon. The firm's current portfolio includes companies in numerous industries including healthcare, water & infrastructure, consumer products,

technology, and agriculture. For Private Equity, the firm targets companies with revenues in excess of \$20 million.

Portfolio companies include: Convercent

Investment Team:

Brian V. Mankwitz, Managing Director, brianm@mantucket.com
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Joseph (Jay) Paonessa, Vice President, jayp@mantucket.com
Lawrence W. Hay, Director, larryh@mantucket.com
Shelby Bottoms, Associate, shelbyb@mantucket.com
Wendy Kane, President, wendyk@mantucket.com

FI/ FIN Marcus Family Office

1266 West Paces Ferry Rd. NW #615
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Phone: 404-240-7700

Stage: Middle Market

Industry: Education & Training, Real Estate & Construction

The Marcus Family Office operates a law firm and offers services in the areas of government affairs, legal and regulatory policy, national security, free enterprise, and higher education. Serving as CEO to the Marcus Family Office, Bernard Marcus also co-founded home-improvement retailer Home Depot and was the company's first CEO; he served as Chairman of the Board until retiring in 2002. Born to Russian Jewish immigrant parents, Marcus co-founded the Israel Democracy Institute in 1991, contributing \$5 million for the construction of the institute's building in Jerusalem's Talbiya neighborhood and investing hundreds of millions of shekels in its ongoing operation over the years. Additionally, he is currently chairman of the Marcus Foundation, whose focuses include children, medical research, free enterprise, military veterans, Jewish causes and the community. As of September 2015, Marcus' reported net worth is \$3.5 billion.

Investment Team:

Bernard Marcus, CEO
Doug DiNapoli, Executive Director

FI/ PE/ VC Marcus Investments

100 East Wisconsin, Suite 1030
Milwaukee, WI 53202
Phone: 414-287-9880
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<http://www.marcusinvestments.com/>

Stage: Late, Middle Market

Industry: Business Services, Financial Services, Food & Agriculture, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction, Transportation & Distribution

Marcus Investments is a Midwest-based investment firm formed by the Marcus family to acquire, steward and grow the legacies of successful entrepreneurs and families. Ben Marcus, a Polish immigrant, started from scratch and built a portfolio of businesses. Ben Marcus financed his first movie theater in the mid-1930s in Ripon, WI. He spent the next 35 years building a portfolio of separately owned business that included hotels, movie theaters, and restaurants. In the mid-1970's the businesses were recapitalized through an IPO of what today is known as the Marcus Corporation. Marcus Investments seeks control positions and invests in US companies with revenues of \$10 million - \$150 million and an EBITDA of \$1 million - \$15 million. Sectors of interest include media, advertising, information services, food, specialty finance, wellness and safety, business services, senior living, real estate, energy, transportation, and franchise-related opportunities. Marcus' Hospitality Democracy fund has stakes in several popular Milwaukee restaurants, including Holey Moley, Smoke Shack, A.J. Bombers, Swig, Water Buffalo and Onesto. The firm's latest culinary venture includes buying the Zaffiro's Pizza Bar license to develop eateries in Marcus theaters. In 2011, Marcus Investments bought the Verlo Mattress franchise

Investment Team:

Chris Meinecke, CFO, chris@marcusinvestments.com
Christopher Nolte, President, 414-585-8840, christophernolte@marcusinvestments.com
David Marcus, CEO, davidmarcus@marcusinvestments.com

FI Mark Cuban

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<http://markcubancompanies.com>

Stage: Early, Seed

Industry: Consumer Products & Services, Media & Digital Media, Software & Internet, Sports & Entertainment

Mark Cuban is the owner of the Dallas Mavericks, Landmark Theaters, Magnolia Pictures, and the chairman of AXS TV. He is also a 'shark' investor on Shark Tank. Via Mark Cuban Companies and Radical Investments, Cuban operates a diverse group of enterprises, as well as makes Angel investments. High tech investments include: Clarity, MixRank, Slideshare, Transcriptic, Condition One, Nimble, Upstart, JungleCents, vidIQ, Samba TV, Switchcam, Little Bird, Apptopia, Superfeedr, HourlyNerd, LabDoor, Inside, Degreed, Ranku, Nimble CRM, FiscalNote, MOVL, Mahalo, Breathometer, StartUp Health, Procurify, 140Fire, PerfectPost, Streamcheck, Brotips, eThor, Validic, thinkingVOICE Network, Packback, Goowy, RECESS, Fashion Metric, SmashCode, LikeUs Network, Soundwave, Thinkingvoice, Cyber Dust, ZergNet, Bluecava, Find Me Gluten Free, IceRocket, Motion Loft, CitySquares, Smash Technologies, GloryYears, and Mention Mobile.

Portfolio companies include: Apptopia, Brightwheel, Catalant Technologies, Cluster, Datanyze, FiscalNote, haystagg, HourlyNerd, Mention Mobile, Meta SaaS, Metromile, Nimble, Relativity Space, Scoutible, The Zebra, uBeam, Unikrn, Validic, Wild Earth, Zergnet

Recent fundings include: Relativity Space, Wild Earth, Cluster

Investment Team:

Mark Cuban, Founder

FI Marshall Street Capital

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<http://www.msicap.com/>

Stage: Early, Middle Market

Industry: Business Services, Manufacturing & Industrial

Marshall Street Capital (MSC) is the family office responsible for investing and managing the assets of the Hauske Family, for the benefit of multiple generations. Marshall Street Capital was established in 2015, but their roots date back to the mid-1800s and the rise of the Albert Trostel & Sons Leather Company in Milwaukee, Wisconsin. The family office is also responsible for providing support services to the Family, including tax, reporting, philanthropic and administrative needs. MSC invests with the best asset managers worldwide who are selected by management with guidance from its advisors. Investments are made across a broad range of asset categories, including domestic and international equities, fixed income, hedge funds, private equity and real assets. Additionally, consistent with the family's history of investing in growth opportunities for its operating businesses, MSC has allocated a portion of the family assets to high-growth, high-return direct investments. For these direct investments, MSC seeks upside opportunities in many categories and has the ability and willingness to accommodate illiquidity or volatility for the best possible gains.

Investment Team:

Bruce J. Betters, CEO & Chief Investment Officer

J. Douglas Gray, Vice Chairman

Lori A. Schantz, Tax Director

Thomas J. Hauske, Jr., Executive Chairman, thauske@msicap.com

Todd J. Flunker, CFO

FI/ VC Martin Ventures

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Nashville, TN 37215

Phone: 615-829-7300

<http://martincos.com/>

Stage: Early

Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction, Software & Internet

Founded in 2009, Martin Ventures is the family office for healthcare executive, investor, and entrepreneur, Charlie Martin. Martin Ventures consists of a healthcare-focused venture capital firm, and a shared service advisory company. Martin Ventures is also the primary funding source for Medical Properties of America, Inc., a Real Estate Investment Trust (REIT). Martin Ventures is primarily focused on technology and healthcare, but their portfolio companies span a variety of industries. The firm's founder, Charlie Martin, was the founder, Chairman and CEO of hospital and services operator Vanguard Health Systems. The firm's screening criteria for Growth stage companies include the following:

At least \$2 million of annual recurring revenue (ARR); 50% growth year over year; Healthcare technology enabled services and SaaS-based businesses that do not require FDA or regulatory approval (does not invest in devices, pharma, or biotech). For early-stage companies with strong growth potential, Martin's general goal is to initially invest between \$1 million, and \$3 million.

Portfolio companies include: Carena, Cedar, Contessa Health, eRelevance, Hashed Health, Lucro, Upfront Healthcare Services, WiserTogether

Investment Team:

Bruce Brandes, Managing Director, bBrandes@martinventures.com

Charlie Martin, CEO, Chairman, and Managing Director

Gary Willis, Chief Financial Officer, gWillis@martinventures.com

Les Wilkinson, Managing Director and Chief Operating Officer, ILwilkinson@martinventures.com

Stephen R. Collins, Venture Partner, sCollins@martinventures.com

Suzanne Towry, Chief Marketing Officer, sTowry@martinventures.com

Travis Messina, Chief Investment Officer, tMessina@martinventures.com

FI/ FIN Mathile Family Enterprise

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Phone: 937-264-4600

<https://mathilefamilyenterprise.com/>

Stage: Middle Market

Industry: Education & Training, Life Sciences & Healthcare, Real Estate & Construction

The Mathile Family Enterprise is the family office of Clay Mathile. Mathile is an American billionaire businessman, best known for leading Iams to nearly \$1 billion in sales before selling it to Procter & Gamble (P&G) for \$2.3 billion in 1999. From that sale, he distributed \$100 million of the proceeds among Iams employees, committed \$100 million to fund large-scale, community projects in the Dayton area, and distributed substantial, equal portions to his adult children. Additionally, Mathile is the founder and Chairman of the Board of Aileron, a school that offers management training for small business owners, and serves as a trustee on several nonprofit boards focused on education, medical innovation, and social justice. Mathile and his family operate under the umbrella of Myrian Capital (see profile).

Investment Team:

Clay Mathile, Founder

FI Matthew Pritzker Company

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Chicago, IL 60606

Phone: 312-564-8800

<http://www.matthewpritzkercompany.com>

Stage: Early, Middle Market

Industry: Consumer Products & Services, Information Technology, Manufacturing & Industrial, Retail & Restaurant, Software & Internet

Matthew Pritzker Company is the investment vehicle for Matthew Pritzker (born May 28, 1982), a member of the wealthy Pritzker family, the son of Robert Pritzker and one of several heirs of the Pritzker family's Hyatt Hotel fortune. He is a real-estate entrepreneur, the head of the Matthew Pritzker Company, and owns a minority stake in State Street Pictures. According to published reports, Pritzker is pals with LeBron James and Richard Branson, and has a net worth of approximately \$500M.

Portfolio companies include: Brand Affinity Technologies

Investment Team:

Matthew Pritzker, Founder

Mio Stojkovich, Director of Acquisitions

FI McCullen Capital

One Liberty Square

Boston, MA 02109

Phone: 617-423-2300

<https://www.mccullencapital.com/>

Stage: Early, Middle Market

Industry: Information Technology, Manufacturing & Industrial, Retail & Restaurant

McCullen Capital (MCAP) is a family office whose mission is to invest and manage the assets of the McCullen family. The firm does not provide financial services or advice to others. MCAP investments include portfolios of public securities, private equities, fund investments and real estate. Subsidiaries include: Berryman Holdings, LLC; Wildcat Holdings, LLC; Four Star Holdings, LLC; and SeaEdge Holdings, LLC. The firm also provides administrative support to the family's charitable foundation, the Flame of Love Foundation. MCAP is administered by Joseph T. McCullen, Jr. and Deborah E. White. McCullen's Joe's business career includes 25 highly successful years as a venture capitalist, with a focus on early stage technology companies. He served as a Managing Director of J.H. Whitney & Co. and OneLiberty Ventures (now called Flagship Ventures). Joe was a founding investor in such highly successful companies as metroPCS, Brooks Fiber Properties, TeleCorp, HealthShare, NuVox, Intermedia Communications, Eastern TeleLogic, Diveo (Brazil and Mexico) and MetroNet (Canada).

Investment Team:

Deborah E. White, Chief Administrative Officer, 617-542-7773, deb@mccullencapital.com
Joseph T. McCullen, Founder, 617-423-2300, joe@mccullencapital.com

FI McGeever

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Raleigh, NC 27601

Phone: 800-717-7344

<https://mcgeeverllc.com/>

Stage: Early, Seed

Industry: Energy & Clean Tech, Information Technology, Life Sciences & Healthcare

McGeever is a family office positioned to establish, administer, and govern our unique financial and philanthropic values and goals. Through private investment management and charitable giving, the McGeever office is a perpetual entity focused on preserving legacy values, wealth management, and the lifestyle creation of future generations. McGeever typically invests in companies positioned in the commercial launch, rapid growth, and middle market segments with unique products and/or services. The firm focuses more on high-risk type investments that are close to major value creation, with the objective of achieving liquidity within the next three to five years. The family office employs an active diversification strategy and manage risk through industry and geographic variation. Target industries include: Healthcare, Information Technology, and Energy. To support the success of McGeever's investments, the family office founded SalesForce4Hire. SalesForce4Hire is an operating subsidiary that provides strategic commercialization, consulting, and recruiting solutions for medical device, diagnostics, biopharma, and information technology companies and their investors.

Investment Team:

Kevin Schimelfenig, Founder and Managing Partner, kschimel@mcgeeverllc.com

FI McKinney Capital

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Birmingham, AL 35216

Phone: 205-547-3946

<http://www.mckinneycapital.net/>

Stage: Early, Middle Market

Industry: Business Services, Communications & Networking, Information Technology, Software & Internet

McKinney Capital is a family office managing the business interests of the McKinney Family of Vestavia Hills, Alabama. McKinney Capital focuses its activities on field services businesses in the Southern United States. McKinney Capital originated as a result of Roddy McKinney's investment in the satellite television retailing business in 1994. Roddy is an active supporter of several area charities including Children's Hospital, (Pastoral Care Unit) Cerebral Palsy, Mitchell's Place, Birmingham Zoo, the University of South Alabama Athletic Department, and St. Mark's of Vestavia.

Investment Team:

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J.T. Price, CEO, JT.Price@mckinneycapital.net

Janice McKinney, Janice.McKinney@mckinneycapital.net

Lee McKinney, Lee.McKinney@mckinneycapital.net

Roddy McKinney, Roddy.McKinney@mckinneycapital.net

FI/ FIN McLane Group

4001 Central Pointe Pkwy., Bldg. 100

Temple, TX 76504

Phone: 254-770-6100

<http://www.mclanegroup.com>

Stage: Middle Market

Industry: Food & Agriculture, Information Technology, Sports & Entertainment, Transportation & Distribution

Founded by Drayton McLane Jr. in 1992, McLane Group is a holding company comprised of a variety of diverse enterprises that demonstrate a tradition of excellence and innovation established more than a century ago. McLane Group is a privately held entity located in Temple, Texas. Although headquarters are in Central Texas, the company and its entities have a worldwide footprint. Drayton McLane Jr. serves as chairman of McLane Group. A native Texan, this acclaimed businessman, leader, and generous philanthropist ensures the focus of all his endeavors is based upon strong Christian values and moral ethics. Forbes pegs McLane's net worth at just under \$2B.

Investment Team:

Brett Moore, CFO

Drayton McLane, Chairman

Drayton McLane, CEO

Paul Keiper, President and Chief Investment Officer

FI/ MB McNally Capital

190 South LaSalle St, Suite 3250

Chicago, IL 60603

Phone: 312-357-3710

<https://www.mcnallycapital.com/>

Stage: Expansion, Late, Middle Market

Industry: Business Services, Defense & Homeland Security, Energy & Clean Tech, Food & Agriculture, Manufacturing & Industrial

McNally Capital was formed by the McNally family, who owned and operated Rand McNally & Company. The firm contains a global network of over 800 families from 35 states and 34 countries that will invest anywhere from \$1 million to \$500 million. McNally specializes in direct and fund of fund investments. Within direct, it specializes in buyouts, mezzanine, and middle market investments. The firm will typically invest \$15 - \$30 million in differentiated U.S.-based companies with between \$5 million and \$15 million of EBITDA, with the ability to pursue larger transactions alongside their family office co-investors. Industries of interest include aerospace and defense, business services, staffing, agriculture, food and beverage, water, energy, industrial, and manufacturing. McNally's merchant banking efforts

span three core service offerings: McNally Gateway (capital markets access), McNally M&A (M&A buy-side advisory) and McNally Roadmap (strategic advisory). Focus is primarily on companies with over \$100 million of revenue.

Portfolio companies include: Federal Data Systems, Project Frog

Investment Team:

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Catherine Lien, Vice President, 312-357-3712, clien@mcnallycapital.com
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FI McNamara Family Ventures

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<http://www.mcnamarafv.com>

Stage: Early

Industry: Life Sciences & Healthcare

McNamara Family Ventures (MFV) is a family investment office which provides venture and growth capital to companies operating in the healthcare industry. Where appropriate, McNamara helps management draft business plans, define strategy, plan tactics, consummate mergers and strategic partnerships, and attract key talent. In co-investment situations, MFV is an engaged collaborator with other investors and management teams, as appropriate. McNamara Family Ventures invests in promising early stage and expansion-stage companies operating across the healthcare landscape. The firm will not invest in intellectual property or entities where success hinges on clinical or FDA outcomes. MFV focuses on regional businesses that operate within a reasonable proximity to middle-Tennessee. Founding principal, Kevin McNamara, currently serves on the Boards of Directors of Tyson Foods, Inc. (TSN), a publicly-held member of the S&P 500 and one of the world's largest processors and marketers of chicken, beef, and pork; as well as Luminex Corporation (LMNX), a publicly-held life sciences company. From 2005 through his retirement in 2009, Kevin served as the Chief Financial Officer of HealthSpring, Inc. (HS), one of the largest Medicare focused managed care entities in the U.S. While there he oversaw the company's initial listing on the New York Stock Exchange in February 2006.

Investment Team:

Cary McNamara, Founding Principal, cary@mcnamarafv.com
Kevin McNamara, Founding Principal, kevin@mcnamarafv.com

FI Medley Partners

50 California Street, Suite 3350
San Francisco, CA 94111
Phone: 415-375-8790

www.medleyp.com

Stage: Early, Middle Market

Industry: Energy & Clean Tech

Medley Partners manages private equity investments on behalf of Jim Simons' family and a number of affiliated entities. Founded in 2004, Medley invests primarily in private equity funds, including buyout, growth equity, venture capital, real estate and distressed in the United States, Europe and Asia, and also participates in co-investment opportunities with the funds where it is invested. The firm employs a diverse investment approach by geography and industry, actively seeking new investments with strong managers and compelling long-term value fundamentals.

Portfolio companies include: Siva Power

Investment Team:

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Caroline Shettle, Associate, caroline@medleyp.com
John Milani, Managing Director, john@medleyp.com
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FI Mertal Family Partners

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<https://www.mertalfamilypartners.com>

Stage: Middle Market

Industry: Consumer Products & Services, Defense & Homeland Security, Life Sciences & Healthcare

Mertal Family Partners is a family office focused on acquiring, building, and growing small businesses. The firm looks for a history of stable profitability and growth, and \$1-8 million of annual cash flow. David Provost is currently the President and CEO of Chemical Financial Corporation. Previously he served as the Chairman and CEO of Talmer Bank and Trust, which merged with Chemical Bank in 2016.

Investment Team:

Alessio Baraldi, Operating Partner
Andrew Provost, President, andrew@mertalfamilypartners.com
Benton Atchison, Investment Partner, benton@mertalfamilypartners.com
David Provost, CEO, david@mertalfamilypartners.com
Gary Torgow, Operating Partner

FI Meyer Family Enterprises

P.O. Box 49
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<http://www.mfenterprises.com/>

Stage: *Growth, Middle Market*

Industry: *Consumer Products & Services, Energy & Clean Tech, Financial Services, Food & Agriculture, Life Sciences & Healthcare, Real Estate & Construction, Retail & Restaurant*

Meyer Family Enterprises manages the assets of the Meyer Family. Bonny Meyer is principal of Meyer Family Enterprises, as well as an active partner of Meyer Family Cellars and ProAttitude. Bonny is a founder of Silver Oak Cellars. As a strategic philanthropist, Meyer uses the assets in her portfolio to annually guarantee a \$2 million loan funneled into 50 microloan organizations in third-world countries via MCE Social Capital. Over the course of her guarantee, 8,222 loans have been made, lifting 70,000 people out of poverty and resulting in a much larger impact than her previous annual donation would have ever created. Meyer Family Enterprises is currently working with Imprint Capital for investment management services. With Imprint Capital, the Meyer Family Enterprises are working to develop a portfolio of 100% mission-driven opportunities that have a tangible positive impact.

Investment Team:

Bonny Meyer, Founder

Stephen Hohenrieder, CEO & CIO

FI/ PE/ VC Meyer Ventures

The General Motors Building

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<http://www.meyerandco.com/>

Stage: *Growth*

Industry: *Education & Training, Financial Services, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction*

Meyer Ventures is a venture capital and private equity firm with interest and expertise in the sectors of marketing and media, healthcare, education and financial services. The company incubates and sponsors new ventures; invests in early-stage companies; and selectively provides growth capital, strategic management and financial advisory services to businesses looking to drive sustainable growth and create long-term value. In 2004, Meyer Ventures founded Extend Health, Inc. a leading provider of individual and family benefits solutions to corporate America. In 2007, the Company sponsored The American Academy, the first national on-line high school. Meyer Ventures is the venture affiliate of Ocean Road Advisors, a family office and investment management company founded in 2005 to oversee the family assets of Edward H. Meyer, the former longstanding Chairman, President and Chief Executive Officer of the Grey Global Group.

Investment Team:

Adam Solan, VP, Investments, adam.solan@meyerandco.com

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Anthony E. Meyer, Chairman, anthony.meyer@meyerandco.com

Charlie E. Beresford, VP, charlie.beresford@meyerandco.com

FI Michael Jordan

c/o Hornets Sports & Entertainment

333 East Trade St.

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<https://www.nba.com/hornets/executive-staff>

Stage: *Early*

Industry: *Sports & Entertainment*

Michael Jordan operates a family office that includes his various business interests. Jordan is considered by many to be the greatest NBA player of all time, winning six championships in his career. According to Forbes, Jordan's brand deals with Nike, Hanes and Gatorade and his majority stake in the Charlotte Hornets (a franchise worth \$1.05 billion) give him a net worth of \$1.7 billion. Curtis Polk, the Managing Partner and Alternate Governor of Hornets Sports & Entertainment, is the manager of the financial and business affairs of Michael Jordan and his related companies. Polk also often co-invests in Jordan's deals.

Portfolio companies include: aXiomatic, Gigster

Investment Team:

Curtis Polk, Business Manager

Michael Jordan, Founder

FI/ VC Mid Atlantic Fund

63 Cottonwood Lane

Briarcliff Manor, NY 10510

Phone: 914-332-1515

<http://midatlanticfund.com>

Stage: *Early*

Industry: *Information Technology, Life Sciences & Healthcare, Medical Device*

The Mid Atlantic Fund is a venture fund and a family office that both makes direct venture investments in healthcare and technology startups as well as investments directly into other venture funds. The fund was established by successful entrepreneurs and investors to meet the need for seed and early stage funding for life science and healthcare companies as well as relatively new and growing venture funds. In the Mid Atlantic Fund's direct investing activity with start ups, the firm seeks investments that range from a hundred thousand dollars up to a few million; amounts that are sometimes too small for most venture capitalists yet too large for many individual investors. In addition, as healthcare and life science investors, the Mid Atlantic Fund looks for technologies to which it can add value as advisors and managers.

Investment Team:

Ari Thanos, Principal

Richard Johnson, Managing Partner

FI/ PE Mid Oaks Investments

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Phone: 847-215-3475

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www.midoaks.com

Stage: *Middle Market*

Industry: *Manufacturing & Industrial*

Founded in 1986, Mid Oaks Investments is a private investment firm with a history of investing its principals' capital in private equity investment opportunities. Mid Oaks founder, Wayne Kocourek, sold Applied Industrial Materials Corp. in Chicago in 1997. The firm's current and former portfolio companies range in size from early stage to more than \$400 million in sales, and the companies that Mid Oaks seeks tend to range in size from \$25 to \$250 million in sales. Mid Oaks prefers to invest in manufacturing companies, but will consider opportunities in other industries such as distribution, service, printing, packaging, etc. Mid Oaks is not interested in financial, insurance, real estate, oil and gas, or retail businesses. The firm targets companies with operations primarily located in North America.

Investment Team:

Daniel A. Nadler, Associate, 847-215-3466, DNadler@midoaks.com
David A. Boyle, Managing Director & Chief Financial Officer, 847-215-3477, DBoyle@midoaks.com
David L. Crouch, Managing Director, 847-215-3460, DCrouch@midoaks.com
Donald F. Piazza, Senior Managing Director, 847-215-3479, DPiazza@midoaks.com
Michael A. Kocourek, President, 847-215-3455, MKocourek@midoaks.com
Nicolas J. Gallo, Senior Associate, 847-215-3444, NGallo@midoaks.com
Wayne C. Kocourek, Chairman and CEO, 847-215-3420, WKocourek@midoaks.com

FI Migration Capital

60 Dedham Ave., Suite 203
Needham, MA 02492
Phone: 781-444-9406
<https://www.migrationcapital.com/>

Stage: Early

Industry: Financial Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Software & Internet, Sports & Entertainment

Migration Capital is a private investment company based in Needham, Massachusetts

Migration Capital invests across all asset classes. The firm's investment philosophy is based on patience and value generation with no time or liquidity constraints. Migration Capital invests in Partnerships and private companies, in different stages, sectors and geographies. The firm manages the assets of the Walkey family. Rod Walkey is Co-Founder and Managing Director of Latin American Alternatives. Mr. Walkey was the Chief Investment Officer of a prominent Boston based family office where he performed due diligence on over 200 private equity and hedge fund managers from 1998 to 2010. Mr. Walkey served as an Advisor to EMC Corporation's Investment Committee, where he was directly responsible for restructuring the corporate 401(k) plan.

Portfolio companies include: ZenLedger

Recent fundings include: ZenLedger

Investment Team:

Rod Walkey, Founder, rod.walkey@migrationcapital.com

FI Montague Street Private Partners

215 Sullivan Street, Apt. 4e
New York, NY 10012
Phone: 973-715-7057
<https://www.montaguestreetprivatepartners.com/>

Stage: Middle Market

Industry: Business Services

MSPP is the private equity strategy of the Greenblatt Family Office, focused on finding businesses in the business services sector, to operate and grow. MSPP is a long term, thesis based investors, focused on growth industries poised to benefit from macro trends and withstand all economic environments.

Investment Team:

Brandon Greenblatt, Investment Team
William Greenblatt, Founder

FI Moore Strategic Ventures

11 Times Square
New York, NY 10036
Phone: 212-782-7000
Stage: Early
Industry: Electronics & Advanced Materials, Energy & Clean Tech, Information Technology, Transportation & Distribution

Moore Strategic Ventures, LLC is the privately held investment company for Louis M. Bacon, Founder and CEO of Moore Capital Management, LP.

Portfolio companies include: Ample, Commonwealth Fusion Systems, Skylo Technologies

Recent fundings include: Skylo Technologies, Commonwealth Fusion Systems

Investment Team:

Louis M. Bacon, Founder

FI Moriah Group

303 W. Wall St., Suite 2400
Midland, TX 79701
Phone: 432-682-2510
Fax: 432-682-4013
<http://www.moriahgroup.net/>

Stage: Early, Middle Market

Industry: Electronics & Advanced Materials, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Medical Device, Real Estate & Construction

Moriah Group is a diversified holding company for the Brown family of Midland, TX. The firm's real estate investment portfolio includes multi-family, office, warehouse, hotel, and ground-up development in Texas, Oklahoma, Arkansas, South Carolina, and Florida. Moriah's Petroleum Strategies is a 1031 Exchange Qualified Intermediary. PSI has executed over \$35 billion in transactions for exchange clients. In 2017, Moriah Energy Investments group received a \$200 million equity commitment from Houston-based Post Oak Energy Capital to acquire and develop properties in the Midland Basin. Moriah Group has a longstanding tradition of pursuing opportunity wherever it happens to be. As a result, the firm's portfolio includes ventures from a wide range of sectors including medical equipment, technology, film/video production, construction, and manufacturing.

Investment Team:

Alan Brown, alan@moriahgroup.net
Alfred Branch

Cary Brown, Principal, cary@moriahgroup.net
Dale Brown, Principal, dale@moriahgroup.net
Tod Brown, tod@moriahgroup.net

FI Morningside Group

1188 Centre Street
Newton Centre, MA 02459
Phone: 617-244-2800
Fax: 617-244-2889
www.morningside.com

Stage: Early

Industry: *Communications & Networking, Education & Training, Information Technology, Life Sciences & Healthcare*

Morningside Group is a private investment group founded in 1986 by the Chan family of Hong Kong. The Chan family founded the Hang Lung Group in 1960, which today consists of Hang Lung Group Limited and Hang Lung Properties Limited. Both companies are listed on the Hong Kong Stock Exchange. Hang Lung Properties Limited is a constituent stock of the Hang Seng Index. Morningside Group invests in private equity and venture capital opportunities in North America, Europe and Asia Pacific. Since 1992, China has increasingly become a significant part of the group's investment activities. Morningside Group has investments in China's machinery manufacturing, high-tech, media, telecommunications, life science and education sectors.

Portfolio companies include: 5miles, Aduro BioTech, Advanced Cell Diagnostics, Agora, Apellis Pharmaceuticals, Argos Therapeutics, DNATriX, Edyn, Freight Farms, Genocoea Biosciences, Idibon, IM Therapeutics, InSilixa, IrisVR, Kingsoft Office Software, Kona Medical, Meissa Vaccines, MicuRx Pharmaceuticals, Synchronuron

Recent fundings include: IM Therapeutics, Meissa Vaccines

Investment Team:

Gerald Chan, Co-Founder
Isaac Cheng, Investor
Jason Dinges, Investor
Ronnie Farquhar, Investor
Stephanie O'Brien

FI Mount Independence Investments

11 Robbins Rd.
Lexington, MA 02421
<https://mtindep.com/>

Stage: Early, Growth

Industry: *Energy & Clean Tech, Life Sciences & Healthcare, Software & Internet*

Mount Independence Investments is a family office that primarily invests early stage and growth capital in B2B service businesses focused on SaaS, IoT, the intersection of IoT and energy, and the health sector. The firm is not a microseed fund, rather a thesis-driven lifecycle investor that holds significant reserves to support the teams we choose to invest with. Investment Themes include Aging & Health, SaaS, Energy, and IoT. Mount Independence also invests in commercial real estate. J.B. Lyon established Mt. Independence Investments in 2012, after spending the first 20 years of his career as an entrepreneur and intrapreneur, and the next 10 years as an investor. Before founding Mount Independence Investments, J.B. helped to create and manage two private equity firms: ZBI Ventures and Vision Media Investors, which focused investments in energy and media, respectively. Prior to this, he was Vice President of Business Development for Staples, Inc. and Vice President of Operations for Staples Business Delivery unit. During his eight year tenure at Staples, J.B. led the launch of the Staples.com site.

Investment Team:

J.B. Lyon, Managing Director, jblyon@mtindep.com
Tom Dolan, Partner

FI Mousse Partners

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New York, NY 10019
Phone: 212-303-5795
<https://plus.google.com/104761975840079510888>

Stage: Early

Industry: *Electronics & Advanced Materials, Food & Agriculture, Software & Internet*

Established in 1991, Mousse Partners Limited is a single-family office that invests in a broad range of asset classes, including private equity, venture capital, real assets, equities, and hedge funds. Mousse Partners invests through funds as well as directly into companies, and supports its partners with sector knowledge and flexible, long-term capital. Mousse Partners is based in New York City, with offices in Beijing and Hong Kong. Founder, Charles Heilbronn, is a member of the Wertheimer family, which owns Chanel. Heilbronn is an executive vice president and secretary at Chanel. Mousse has investments in cinema developer Lumiere in China and late last year provided seed capital to Chinese e-commerce firm Hui She Shang (The Luxury Club). It has also invested in fashion photo app Pose.com and LED optics technology start-up firm Illumitex.

Portfolio companies include: Adore Me, Beautycounter, Bonobos, BRAVO SIERRA, Everplans, Harvest Automation, HookLogic, Illumitex, Memebox, One Kings Lane, Paddle8, SeatGeek

Recent fundings include: BRAVO SIERRA

Investment Team:

Charles Heilbronn, Founder
Edmund Zysik, Vice President
Jean Hoysradt, Chief Investment Officer
Julia Kupchik, VP of Operations
Richard Horvath, Director
Sherry Lin, Director

FI MSD Capital

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Phone: 212-303-1650
Fax: 212-303-1634

www.msdcapital.com

Stage: Middle Market

Industry: Business Services, Financial Services, Real Estate & Construction

MSD Capital, LP was formed in 1998 to exclusively manage the capital of Michael Dell and his family. MSD is an investment firm primarily focused on the following investment activities: investing in publicly-traded securities; engaging in traditional private equity activities; investing in real estate; and selectively forming partnerships with established third-party managers in the private and public markets. MSD Capital has been organized to engage in a broad range of investment activities and its primary objective is to build an investment portfolio focused on long-term capital appreciation. The firm may invest in both U.S. and foreign securities. In addition to investing in securities directly, MSD's Partnership Investments group invests in a select number of investment partnerships across a variety of investment disciplines and asset classes, including hedge funds employing specific public equity and fixed income strategies, private equity funds, and real estate. The firm's Private Equity Group typically invests \$100 million to \$250 million in equity per transaction, but will consider larger or smaller opportunities depending on the particular investment profile. MSD Capital's team of approximately 80 people operates from the firm's offices in New York, Santa Monica and London.

Portfolio companies include: Acorns, Big Switch Networks, Cloudera, Eagle Eye Networks, Guru, Gusto, Kobalt Music Group, Nginx

Investment Team:

Andrew C. Hee, Partner, ahee@msdcapital.com
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Joel Alsfine, Partner
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Jonathan Esfandi, Partner & President
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Mei-Ying Tsai, Partner
Robert M. Platek, Partner, rplatek@msdcapital.com

FI Mugar Enterprises

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www.mugar.com

Stage: Early

Industry: Real Estate & Construction, Retail & Restaurant, Software & Internet

Mugar Enterprises, Inc. (MEI), is a privately held, family firm with over 50 years of real estate development and investment expertise. MEI pursues both commercial and philanthropic endeavors. MEI's diverse commercial real estate portfolio includes shopping centers, an assisted living complex, commercial office space and industrial buildings. In addition to its real estate holdings, MEI also manages a diverse equity and bond portfolio, retail and entertainment businesses, and other closely held investments. Each year, Mr. Mugar produces The Fourth of July event on the Charles River Esplanade as a gift to the City of Boston. The Mugar family founded the Star Market supermarket chain.

Investment Team:

David Mugar, Chairman and Chief Executive Officer
David T. Ting, President, dting@mugar.com
Robert H. Reibstein, Vice President of Real Estate
Susan D. Kalvaitis, Vice President and Controller
Tracy Lussier, Vice President of Business and Administration, tlussier@mugar.com

FI Muir Station Capital

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Phone: 859-293-2676
Fax: 859-299-9371

<http://gainesway.com/>

Stage: Middle Market

Industry: Food & Agriculture, Real Estate & Construction, Sports & Entertainment

Muir Station Capital is the family office managing assets for the Beck family. Graham Beck (died 1980) was a South African business magnate, wine maker, stud farmer and philanthropist. He is best known as the one of the richest men in South Africa and founder of Kangra Group as well as the non-profit Graham Beck Foundation. He also owned the stud farm Gainesway Farm in the United States and the wine farm Steenberg in Cape Town in addition to other wine farms in Robertson and Franschhoek. The family owns Gainesway Farm, an American Thoroughbred horse breeding business in Lexington, Kentucky. It was originally called Greentree Farms.

Investment Team:

Antony Beck, President
Robert Beck
Sara Kauffman, COO
Tyler Ewell
Will Gwaltney, Chief Investment Officer

FI Murchison Capital Partners

5430 Lyndon B. Johnson #1450
Dallas, TX 75240-2613
Phone: 972-490-8080

<https://plus.google.com/116286843682843623831>

Stage: Middle Market

Industry: Energy & Clean Tech, Real Estate & Construction

Murchison Capital Partners, LP is a privately held investment partnership engaged in a wide range of investment activity including energy, real estate, short-line railroads, public equity, fixed income and private equity investments. The firm was founded by the same family that formerly owned the Dallas Cowboys. Murchison is typically uninterested in unsolicited investment proposals.

Investment Team:

George Macatee, gmacatee@murcap.com
Robert F. Murchison, President and Founder, rf@murcap.com

FI Muse Family Enterprises

200 Crescent Ct. #600
Dallas, TX 75201

Stage: Middle Market

Industry: Business Services, Food & Agriculture, Manufacturing & Industrial, Sports & Entertainment

Muse Family Enterprises manages the wealth of John Muse, formerly a principal at private equity firms HM Capital Partners and Hicks, Muse, Tate & Furst. He is Chairman of the Lucchese Boot Company, best known for selling a cowboy boots. He is also Chairman of the Board of Kainos Capital and Arena Brands. He sits on the Board of Directors of Dean Foods, Swift and Co, two food corporations, and Cooper Gay Swett & Crawford, a reinsurance corporation. He serves on the Board of the UCLA Anderson School of Management and the Cox School of Business at Southern Methodist University.

Portfolio companies include: Cargomatic

Investment Team:

Gary Horton, Chief Investment Officer
Tom Muse, Founder

FI/ FIN Nakash Holdings

1400 Broadway, 15th Floor
New York, NY 10018

Phone: 404-842-6606

Fax: 404-842-6601

Stage: Middle Market

Industry: Food & Agriculture, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant, Transportation & Distribution

Nakash Holdings is the private investment office of the Nakash family of Jordache jeans fame. The company manages a multibillion-dollar portfolio of investments including aviation, retail, agriculture, transportation, manufacturing and real estate located in prime locations throughout the world. The real estate portfolio consists of retail, office, multifamily and hospitality properties. Nakash continues to aggressively seek out new opportunities in locations that fit the portfolio criteria. Born to a Syrian Jewish family in Tel-Aviv, Israel, Joseph Nakash is the founding member of Nakash Holdings. Shortly after immigrating to New York in 1962, Nakash and his brothers established the Jordache brand and later moved into contract manufacturing - making jeans and clothing for Tommy Hilfiger, the Gap, American Eagle, and Abercrombie & Fitch.

Investment Team:

Jonathan Bennett, Managing Director
Joseph Nakash, Founder

FI NALA Investments

Bosques de Alisos

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Mexico City, 05120

Mexico

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Phone: 310-935-3867

<http://nalainvestments.com>

Stage: Early, Growth, Seed

Industry: Sports & Entertainment

NALA Investments was founded by Emilio Diez Barroso as a holding company to identify and manage investments for the Diez Barroso Azcarraga family. The Azcarraga family founded Televisa (NYSE: TV) and Univision, the two largest Spanish language media companies in the world. In addition to its media and entertainment business ventures in Latin America, NALA also has investments in the U.S., including Summit Entertainment, the studio behind the highly successful film series THE TWILIGHT SAGA. NALA Investments is also the parent company of NALA Films, an LA-based financing and production company that focuses on developing and producing commercial stories that empower and uplift audiences. The firm is stage agnostic, investing in seed to growth including follow on capital. NALA prefers to invest in consumer products, real estate, information technology, communications, infrastructure, transportation, energy, media, and entertainment sectors. It typically invests in North and Latin America. The firm seeks to invest between \$2 million and \$200 million. The firm has an additional office in Mexico City.

Portfolio companies include: BeachMint

Investment Team:

Emilio Diez Barroso, Founder, Ediez@nalainvestments.com

FI New Kent Capital

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Fax: 678-672-4014

<http://newkentcap.com/>

Stage: Early

Industry: Information Technology, Retail & Restaurant, Software & Internet

New Kent Capital LLC is a family-run private investment company, created to generate returns via socially conscious, community sensitive investments -- primarily in the Southeast -- but occasionally elsewhere in the United States and abroad. Doug Curling is the Founder of New Kent Capital and is also a Managing Principal at New Kent Consulting. Doug is the retired President, COO and Director of ChoicePoint Inc, a NYSE technology company acquired by Reed-Elsevier in late 2008 for more than \$4 Billion.

Portfolio companies include: KidsLink

Investment Team:

Doug Curling, Founder, 435-214-0816, doug@newkentcap.com
Matt Curling, Business Analyst, matt@newkentcap.com
Michael Curling, Vice President, mcurling@newkentcap.com

FI Newport Coast Investments

2711 Hillside Drive
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Phone: 949-720-3800
<http://www.linkedin.com/company/newport-coast-investments-llc>

Stage: Early, Seed

Industry: Information Technology, Media & Digital Media, Software & Internet

Founded in 1999, Newport Coast Investments is the private investment vehicle of Ryan and Chad Steelberg. The Steelbergs have created an excess of \$3 billion in shareholder value, through the founding, management, and liquidation of three industry impactful companies. dMarc Broadcasting, founded by the Steelbergs in 2002, was acquired by Google in February of 2006. AdForce, founded by the Steelbergs in 1995, was formerly the world's largest centralized, independent ad-serving and management solution. 2CAN Media, founded by the Steelbergs in 1998, grew to become the third largest online sales representation firm and was also acquired by CMGI in 1999. Newport Coast Investments is headquartered in Newport Beach, California.

Portfolio companies include: Brand Affinity Technologies

Investment Team:

Chad Steelberg, Partner
Ryan Steelberg, Partner

FI Next Chapter Holdings

Port Clinton Square
600 Central Avenue, Suite 205-210
Highland Park, IL 60035
Phone: 847-432-8700
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www.nextchapterholdings.com

Stage: Early, Middle Market

Industry: Information Technology, Real Estate & Construction

Next Chapter Holdings (NCH), located in Highland Park, Illinois, is the family office which manages investments of the Pattis family. The office manages investments of Next Chapter Holdings as well as the investments and business affairs of various family trusts, family members, and the Pattis Family Foundation. The firm's strategy is to invest in a diversified range of asset classes and differing investment styles, with a special focus on alternative asset classes such as private equity (LBO funds and venture capital), real estate, natural resources, and hedge funds.

Investment Team:

Doris Jacobson, djacobson@nextchapterholdings.com
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Mark R. Pattis, CEO, mpattis@nextchapterholdings.com
Mary Kavanagh, mkavanagh@nextchapterholdings.com

FI/ FOF Nimes Capital

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<http://www.nimescapital.com>

Stage: Early, Growth

Industry: Energy & Clean Tech, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant

Nimes Capital is the private investment arm of Nazarian Enterprises concentrating in investments in alternative asset classes. Nazarian Enterprises is the family office established by Younes and David Nazarian to diversify and manage the capital of the Nazarian family. Nazarian Enterprises has a well-established track record of successful investing, including its role as a lead early-stage investor in Qualcomm, Inc. Led by David Nazarian, the Nimes Capital team has invested in, operated and/or overseen numerous investments across a broad spectrum of industries (Clean Technology, Hospitality, Manufacturing & Technology, Emerging Fund Manager Platform, Real Estate).

Investment Team:

Afshin Kateb, Chief Financial Officer
David Nazarian, Founder
Jeff Kovick, Principal
Linda Rendell, Controller
Nitin Chexal, Vice President
Randy Winograd, Chief Operating Officer

FI Nonami Investments

3445 Peachtree Street, Suite 175
Atlanta, GA 30326
Phone: 404-233-4339

Stage: Early

Industry: Information Technology, Real Estate & Construction

Nonami Investments is a private company owned by the Cousins family. Tom Cousins is Chairman Emeritus and Founder of Cousins Properties Inc., a leading real estate company in Atlanta.

Portfolio companies include: REscour, Springbot

Investment Team:

J.T. King, Chief Investment Officer
Tom Cousins, Founder

FI North Island

667 Madison Avenue

New York, NY 10065
Phone: 929-394-0010
<http://www.northisland.net/>

Stage: Early

Industry: Financial Services, Information Technology

North Island is the family office of Glenn Hutchins, co-founder of Silver Lake Private Equity. North Island pursues select investment opportunities in technology and technology-enabled companies in both the private and public markets. Hutchins is a director of AT&T and of Virtu Financial; he is also Co-Chairman of the Brookings Institution, Vice Chairman of the Economic Club of New York, on the Executive Committee of the New York Presbyterian Hospital and a board member of both the Obama Foundation and the Federal Reserve Bank of New York. He is part owner and member of the Executive Committee of the Boston Celtics basketball team. Mr. Hutchins and his wife, Debbie, founded the Hutchins Family Foundation which, among other projects, has created the Hutchins Center for African & African American Research at Harvard University, which is chaired by Mr. Hutchins; the Hutchins Center on Fiscal and Monetary Policy at The Brookings Institution; and the Chronic Fatigue Initiative, which conducts basic research into the cause of chronic fatigue syndrome.

Portfolio companies include: Digital Assets Data

Recent fundings include: Digital Assets Data

Investment Team:

Glenn Hutchins, Founder
James Hutchins, Managing Director
Scott Carlson, Senior Advisor

FI/ PE O2 Investment Partners

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<https://o2investment.com/>

Stage: Middle Market

Industry: Business Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

O2 Investment Partners is a Midwestern-based, family operated, private equity firm that seeks to acquire a majority interest in lower middle market manufacturing, niche distribution, and select service and technology businesses. The Orley family has been successfully investing in operating businesses and real estate since 1950. Gregg and Rob Orley, along with their brother-in-law, Lawrence Lax, have been private equity investors together for nearly 30 years. They have invested in and led the operation of a wide variety of businesses, including manufacturing, distribution, technology and financial service businesses. In addition to the O2 Investment Partners platform, the Orley family and O2's affiliated companies own substantial real estate and other holdings. The firm invests in companies throughout the United States and Canada with a preference for the Midwest and Great Lakes region. O2's transaction values are between \$5 million to \$75 million in companies with EBITDA of \$2 million to \$10 million (less for add-ons). The types of situations the firm looks for include: Experienced management looking for capital and/or strategic assistance in taking a business to its next stage of development; Industry buy and build - expansion capital; Management buyout or re-capitalization; Corporate carve out or orphan; and Family business - ownership succession.

Investment Team:

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FI/ PE/ VC Oak Hill Capital Management

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www.oakhillcapital.com

Stage: Early, Middle Market

Industry: Business Services, Consumer Products & Services, Manufacturing & Industrial, Media & Digital Media, Retail & Restaurant, Transportation & Distribution

Oak Hill Capital Partners is a private equity firm with more than \$8 billion of committed capital from leading entrepreneurs, endowments, foundations, corporations, pension funds and global financial institutions. Oak Hill traces its roots to Robert M. Bass, one of four brothers who founded Bass Brothers Enterprises, based in Fort Worth, Texas. The Firm began its investment activities in 1986 as the family office of Robert M. Bass. Robert M. Bass and the Oak Hill team have been the largest investors in each fund. Oak Hill Capital Partners is one of several separate Oak Hill partnerships, each of which has a dedicated and independent management team. These Oak Hill partnerships comprise more than \$25 billion of investment capital across multiple asset classes, including private equity, special situations, high yield and bank debt, venture capital, real assets, public equity and hedge funds. During a period of over 20 years, the professionals at Oak Hill Capital Partners have invested in more than 60 significant private equity transactions. Oak Hill Capital makes \$100 million - \$300 million equity investments in middle-market companies across broad segments of the U.S. economy, which the firm organizes into four sectors: Basic Industries, Business Services, Consumer Retail and Distribution, Media and Communications, and Industrials.

Investment Team:

Adam W. Hahn, Vice President
Allan I. Kahn, Chief Compliance Officer
Andrea W. Joseph, Managing Director
Andrew M. Burdick, Managing Director
Benjamin Diesbach, Partner, bdiesbach@oakhillcapital.com
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Christopher M. Williams, Principal
Christopher Taylor, Chief Financial Officer

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Steven G. Puccinelli, Partner
Stratton R. Heath, Partner
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William J. Pade, Partner, wpade@oakhillcapital.com

FI October Capital

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www.octobercapital.com

Stage: Early, Expansion, Growth

Industry: Information Technology

October Capital is a family investment vehicle founded in October, 1999, by Ron and Lance LeMay. In less than a decade since the company was formed, it has provided seed money and expansion capital to more than 15 companies in diverse industry segments. October Capital seeks investment opportunities in companies that are bringing transformational change to existing markets or are creating new markets where none previously existed. The firm makes Venture Capital and Growth Equity investments in emerging high growth businesses.

Investment Team:

Lance T. LeMay, Founder & Partner
Ronald T. LeMay, Chairman

FI Okabena Company

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Phone: 612-339-7151

<http://www.okabena.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Retail & Restaurant

Okabena Company together with its subsidiary Okabena Investment Services, Inc. provides integrated investment and wealth management solutions to individuals and families of wealth. Founded in 1967 to serve the Dayton family's (which founded Target retail stores) investment and financial services needs, Okabena Company has established itself as one of the nation's foremost family offices. Okabena Company has also stewarded the Dayton family's philanthropic activities for more than 50 years and in the process has gained a deep understanding of philanthropic organizations, their needs, and their cultures. In 1994, Okabena formed a wholly-owned subsidiary, Okabena Investment Services, Inc., to hold the investment operations of the enterprise. In 1996, OIS extended its investment management services to small and mid-sized tax-exempt organizations outside the Dayton family, under the brand name of Okabena Advisors. Today, Okabena Advisors provides discretionary investment management and administrative services to a variety of nonprofit organizations throughout the country, including endowments, foundations, and associations. According to published reports, Okabena's investment subsidiary, which manages approximately \$1.3 billion, currently serves down to the sixth generation of Dayton family members.

Investment Team:

Darcy L. Catlett, Vice President & COO
Douglas A. Neimann, President and Chief Investment Officer
James H. Field, President, jfield@okabena.com
James M. Karges, Sr. Vice President, jkarges@okabena.com

FI Oki Developments

1416 112th Avenue NE
Bellevue, WA 98004
Phone: 425-454-2800
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www.okigolf.com

Stage: Early

Industry: Consumer Products & Services, Retail & Restaurant, Sports & Entertainment

Oki Developments, Inc. is the corporate entity behind Oki Golf, a collection of 11 golf properties in Washington state. Oki Developments has other for profit and non-profit ventures, including the Nanny & Webster baby blanket company, Nishino's Japanese Restaurant and the Oki Foundation. The firm was founded by Scott Oki, a former Microsoft executive. According to published reports, when Oki retired in 1992 from Microsoft, he reportedly cashed in stock options estimated at \$100 million.

Investment Team:

David Hein, Vice President of Sales and Business Development
David Uchida, Director of Operations
Glenn Hirai, Director of Purchasing
Mark Christ, Chief Financial Officer
Nancy Cho, President & CEO
Scott Oki, Founder & Chairman
Vicki ACourt, Senior Financial Analyst

FI Olympus Ventures

999 Vanderbilt Beach Road, Suite 510
Naples, FL 34108

6600 France Ave S., Suite 550
Minneapolis, MN 55435
Phone: 952-324-8900

Stage: *Early, Middle Market*

Industry: *Financial Services, Real Estate & Construction*

Olympus Ventures is the Family Office of Richard M. Schulze (founder of Best Buy). According to Forbes, Schulze is worth approximately \$3.5B. Olympus Ventures is focused on the diversification of concentrated holdings into multiple investment platforms that include alternative investment assets, public equity and fixed income asset classes. The alternative asset classes include operating companies, direct private equity investments, co-investment opportunities, directly held real estate assets, joint-ventured real estate holdings, development assets and hedge funds. Schulze currently serves as Chairman and President of Olympus Ventures, LLC; President and Director of Founders Properties, LLC; and is Founder and President of Best Jets International, a charter aircraft company that operates out of Minneapolis.

Investment Team:

David Meier, Director of Private Investments
Kevin Bergman, President & COO
Michael Bader, Director of Real Estate Asset Management
Richard Schulze, Founder

FI Omidyar Network

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Samsung Hub
Singapore, 049483
Asia
Phone: 65-6692-9281

1200 17th Street NW, Suite 310
Washington, DC, 20036
Phone: 202-448-4505

36-38 Hatton Garden
London, EC1N 8EB
UK
Phone: 44-0-207-729-9997

Delta Corner, PWC Wing, 6th Floor
Westlands, Nairobi,
Kenya
Phone: 254-730-112-150

108 Rivonia Road
Radisson Blu, Gautrain Hotel, 11th Flr., Ste. 1102
Sandton, Johannesburg, 2196
South Africa
Phone: 27-11-036-1900

SKAV 909, 15th Floor, Richmond Circle,
Bangalore, 560001
India

91B, 5 North Avenue
Maker Maxity, Bandra-Kurla Complex
Mumbai, 400051
India
Phone: 91-0-22-6118-7300

1991 Broadway, Suite 200
Redwood City, CA 94063
Phone: 650-482-2500
Fax: 650-482-2525
<https://www.omidyar.com/>
Stage: *Early, Expansion, Growth, Seed*
Industry: *Information Technology*

Omidyar Network is a mission-based investment group committed to fostering individual self-empowerment on a global scale. Established in June 2004 by Pierre and Pam Omidyar, the Network derives its focus and values from Pierre's experience as founder of eBay. Omidyar's efforts are organized around two investment initiatives—Access to Capital; and Media, Markets and Transparency. Through the first, Access to Capital, the Network works to create economic opportunity for people in emerging markets. By opening new doors to financial services and property rights, Omidyar's helping to foster entrepreneurial behavior, economic activity, and job creation. Specifically, the Network focuses on: Microfinance—extending access to high-quality, affordable financial services to the poor; Small-to-medium enterprise (SME)—fueling growth in small-to-medium enterprises by supporting the financial services and other infrastructure that serve them; Emerging market ventures—investing in high-growth entrepreneurs that provide low-cost products and services to underserved populations; and Property rights—promoting security, identity, and wealth by helping people establish and formalize property rights. Omidyar looks to make investments greater than \$1 million.

Portfolio companies include: AltSchool, Andela, Aspiration, Boostable, Brightwheel, Change.org, Chime, Cignifi, CouchSurfing, d.light, Edquity, Handshake Network, Hustle, Koko, Learning Machine, MissionU, Off-Grid Electric, RevUp, SafeTraces, Socratic, Spruce Insurance, Steady, The Holberton School, Tinkergarten, Versa, Vyng, Wonderschool

Recent fundings include: Edquity

Investment Team:

Amy Klement, Partner
Arjuna Costa, Partner
Matt Bannick, Managing Partner, mbannick@omidyar.net
Mike Kubzansky, Partner

Mike Mohr, Board Member
Nicole Allred, Manager
Pam Omidyar, Co-Founder
Pat Christen, Board Member
Pierre Omidyar, Co-Founder and Founding Partner
Roopa Kudva, Partner
Sal Giambanco, Partner
Smita Aggarwal, Director
Stephen King, Partner
Tie Kim, Chief Financial Officer
Tilman Ehrbeck, Partner

FI Omidyar Technology Ventures

1991 Broadway Street, Suite 301
Redwood City, CA 94063
<http://www.omidyarventures.com/>

Stage: Early

Industry: Information Technology, Software & Internet

Omidyar Technology Ventures (OTV) is an early stage venture capital firm created and solely funded by Pierre Omidyar. A pioneer of the Internet, Pierre was one of the first to see its potential to offer people unparalleled access to information, opportunity, and tools to pursue their goals - this ultimately led to the creation of eBay, the world's first online marketplace. OTV focuses on commercial technology innovation and entrepreneurs across a variety of market categories.

Portfolio companies include: Akili Interactive, Attivo Networks, Convoy, Phenom People, project44

Recent fundings include: Phenom People

Investment Team:

Chris Bishko, Partner, chris@omidyarventures.com
Pearl Chan, Principal, pearl@omidyarventures.com
Sid Trivedi, Associate, sid@omidyarventures.com
Todor Tashev, Managing Partner, todor@omidyarventures.com

FI Omninet Capital

9420 Wilshire Boulevard, 4th Floor
Beverly Hills, CA 90212
Phone: 310-300-4100
Fax: 310-300-4101

www.omninet.com

Stage: Early, Expansion

Industry: Communications & Networking, Information Technology, Real Estate & Construction, Software & Internet

Omninet is the private investment office of the Nazarian family, and invests principally in Real Estate and Venture Capital. With experience across all property types including the construction of a \$350 million condominium project, the firm is actively acquiring value-added commercial real estate across the United States. Omninet Capital is a diversified investment firm concentrating in the fields of middle-market private equity, late stage venture capital and real estate. Omninet's principals were instrumental in the creation of Qualcomm, and Omninet invests the capital of the principals. Omninet Ventures is focused on late-stage venture capital opportunities in the synergistic and converging fields of communications and internet technologies. The firm specializes in leading complex strategic and financial investment consortia. Omninet is interested in companies with products or services that are commercially viable with proven sales traction. Consequently, the firm usually will not invest in development stage companies.

Investment Team:

Benjamin Nazarian, Managing Partner, ben@omninet.com
Kevin P. Tanna, Vice President
Michael Danielpour, Partner
Neil Kadisha, Managing Partner, neil@omninet.com
Parviz Nazarian, Managing Partner

FI/ PE Orchard Holdings Group

8044 Montgomery Road, Suite 480
Cincinnati, OH 45236
Phone: 513-754-3500
Fax: 513-754-3595

<https://www.orchardholdings.com/>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Orchard Holdings Group is the direct investment platform for a large, private mid-western family office. The firm invests in businesses with the potential to create substantial long-term value. Orchard invests in established, well managed and consistently profitable businesses. The firm targets companies with Revenue \$20-300MM; EBITDA of \$5-30MM; and EBITDA Margins of 10% +. Industry Verticals include: Business Services, Consumer, Financial Services, Healthcare, Industrials, and Other/Opportunistic. Investment Size ranges from \$10-100MM.

Investment Team:

Carol Alf, CFO, calf@orchardholdings.com
Jason Roudabush, Principal, jroudabush@orchardholdings.com
Pete Boylan, Managing Director, pboylan@orchardholdingsgroup.com
Phil Collins, Managing Director, pcollins@orchardholdingsgroup.com

FI OS Fund

Chicago, IL
<https://osfund.co>

Stage: Early

Industry: Food & Agriculture, Information Technology, Life Sciences & Healthcare, Software & Internet

OS Fund is the private investment vehicle of entrepreneur, Bryan Johnson. In 2014, Bryan Johnson invested \$100M to start OS Fund to support inventors and scientists who aim to benefit humanity by rewriting the operating systems of life. His OS Fund investments include endeavors to cure age-related diseases and radically extend healthy human life to 100+, make biology a predictable programming language, digitize analog businesses, replicate the human visual cortex using artificial intelligence, expand humanity's access to resources, reinvent transportation using autonomous vehicles, and reimagine food using biology, among others. In

2007, Bryan founded Braintree, an online and mobile payments provider. In 2012, Braintree acquired Venmo. In 2013, Braintree was acquired by PayPal for \$800M. Bryan is an outdoor-adventure enthusiast (mountains, volcanoes, arctic dog sledding), pilot and author of a children's book, Code 7.

Portfolio companies include: 3Scan, A-Alpha Bio, Arzeda, Atomwise, Emulate, Ginkgo Bioworks, Lygos, NuMat Technologies, Synthego, twoXAR, Verge Genomics

Recent fundings include: A-Alpha Bio, Ginkgo Bioworks

Investment Team:

Bryan Johnson, Founder & CEO, bryan@osfund.co
Jeff Klunzinger, Co-Founder

FI Ouabache Investments

Indianapolis, IN

<https://www.ouabacheinvestments.com/>

Stage: Expansion, Growth

Industry: Consumer Products & Services, Food & Agriculture

Ouabache Investments was established by The Weaver family of Weaver Popcorn, the world's largest popcorn company, but the investment company is a separate, standalone entity. Ouabache operates much like a private equity fund, but since it is funded by a family office, does not have the traditional private equity limitations. Ouabache is targeting investments in small to mid-sized companies with EBITDA of \$1-4MM. The firm is open to sectors but prefer food, agriculture and consumer products. Ideally, all investments will be within driving distance of Indianapolis.

Investment Team:

Andy Miller, Managing Director, 317-496-7941, Andy@ouabacheinvestments.com
Will Weaver, Managing Director

FI/ FIN OW Management

5700 Wilshire Blvd., #460

Los Angeles, CA 90036

Phone: 323-284-7095

Stage: Middle Market

Industry: Consumer Products & Services, Media & Digital Media, Real Estate & Construction

OW Management is the family office of Oprah Winfrey, set up in 2010 to handle her personal investments. Winfrey is best known for her talk show The Oprah Winfrey Show, which was the highest-rated television program of its kind in history and was nationally syndicated from 1986 to 2011 in Chicago, Illinois. Dubbed the 'Queen of All Media', she is the richest African-American and North America's first multi-billionaire black person. Winfrey has been ranked the greatest black philanthropist in American history, having given away about \$400 million to educational causes and creating the Oprah's Angel Network, a charity that supported charitable projects and provided grants to nonprofit organizations around the world.

Investment Team:

Renata Erlikhman, Director of Investments
Sean Castillo, Director of Investments
Travis Hess, Project & Estate Manager

FI Owl Creek Partners

5900 East Princeton Circle

Cherry Hills Village, CO 80111

Phone: 303-459-4234

<http://www.owlcreekpartners.com/>

Stage: Expansion, Growth

Industry: Business Services, Energy & Clean Tech, Manufacturing & Industrial, Transportation & Distribution

Owl Creek Partners is a family-owned, small market, private investment firm. Owl Creek Partners has a long term approach to investing. The firm makes all investment and operational decisions with a focus on the optimal, long term success of the company, rather than any shorter term goals.

Investment Team:

Chris Clevenger, Founding Partner, chris@owlcreekpartners.com

A/ FI Pagliuca Family Group

Boston, MA

Stage: Early

Industry: Media & Digital Media, Software & Internet, Sports & Entertainment

The Pagliuca Family Group is a group of angel investors based in Boston, MA. The group recently invested in Jibo, Inc., the creator of what's considered the first family robot. Stephen Pagliuca heads the Pagliuca Family Group, and is a managing partner at Bain Capital and co-owner of the Boston Celtics.

Portfolio companies include: Jibo

Investment Team:

Stephen Pagliuca

FI/ FIN Paige Sports Entertainment

302 Campusview Dr, Suite 108

Columbia, MO 65201

573-447-8000

<http://www.paigesports.com/>

Stage: Middle Market

Industry: Real Estate & Construction

Paige Sports Entertainment provides business assistance, information and management services to hotel and restaurant properties, a family office, a private foundation and their related business interests. The firm manages the funds for former basketball player Bill Laurie and Walmart heiress Nancy Walton Laurie. In 2001, the two donated \$25 million to the University of Missouri for the construction of a new sports arena for the Missouri Tigers.

Investment Team:

Amber Snider, CEO
Bill Laurie, Co-founder & Co-chairman

Kyle McCurry, COO
Nancy Walton Laurie, Co-founder & Co-chairman

FI Palm Ventures

Greenwich, CT
Phone: 203-302-7000
<http://www.palmventures.com/>

Stage: Middle Market

Industry: Business Services, Education & Training, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Software & Internet

Palm Ventures is a family investment company focused on investing its capital, and that of a small group of substantial investors, in companies with a positive and transformative impact on society. Palm Ventures takes a strong value-added approach to the development of its portfolio companies, leveraging a broad network of strategic investors, retired executives and operating professionals who provide strategic advice and oversight to companies and management. The firm is guided by three fundamental tenets: 1) invest in businesses which generate annuity revenue streams by providing products and services to other businesses and consumers, 2) accelerate through add-on acquisitions, and 3) provide portfolio companies with access to resources in the five functions critical to growth companies: technology, marketing, product development, business development, and human resources.

Portfolio companies include: Ascentis

Investment Team:

Bradley Palmer, Chairman
Bradley Tirpak, Managing Director
Carolyn McEnery, Controller
Craig Connors, Chief Financial and Compliance Officer
Jason Woody, Senior Managing Director
Joshua Horowitz, Portfolio Manager
Julia Jaeger, Managing Director
Karen Johnson Orphanos, Director
Karen Johnson Orphanos, Director
Rob Pflieger, Chief Investment Officer
Stephen Skoczylas, COO and CFO

FI Pangea's Edge

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Addison, TX 75001
Phone: 972-236-7633
www.pangeasedge.com

Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Energy & Clean Tech, Information Technology, Real Estate & Construction

Pangea's Edge is an independent, privately owned family investment firm founded to support the multi-generational financial management and investment activities of its stakeholders. Pangea's Edge has a strong focus on private equity opportunities and participates in both controlling and minority equity investments as well as financings. The firm participates in a wide array of private equity opportunities ranging from angel & seed investments, venture capital investments, and search funds to the more mature lower-middle market. Additionally, Pangea maintains a targeted portfolio of real estate and energy related investments. Founder, Ken Bowdon, is a pioneer in horizontal well technology and evaluation. In 1987 he was the first to drill an exploratory horizontal well in the continental United States.

Portfolio companies include: Variable

Investment Team:

Anthony C. Roberts, Analyst, aroberts@pangeasedge.com
Ken Bowdon, Founder, kbowdon@pangeasedge.com
Matthew Zucker, Chief Investment Officer, mzucker@pangeasedge.com
Michael Rutner, Chief Investment Officer, mrutner@pangeasedge.com

FI Panmure Capital

2639 Erie Ave.
P.O. Box #8249
Cincinnati, OH 45208
Phone: 843-412-5794
<https://www.panmurecap.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Panmure Capital a private family investment office seeking to make investments in attractive small and medium-sized businesses. The firm's capital comes from a local investor and entrepreneur who acquired his wealth through investing and managing middle-market businesses in the midwest region over several decades. Panmure targets companies located in the midwest with \$1 to \$5 million in EBITDA, but can pursue transactions that are both smaller and larger.

Investment Team:

Carson Lattimore, Co-Founder and Partner, clattimore@panmurecap.com
Matthew Hays, Co-Founder and Partner

FI Patterson Thoma Family Office

1909 Woodall Rodgers Freeway, Suite #575
Dallas, TX 75201
Phone: 214-978-3899
<http://www.pattersonthomafamilyoffice.com/>

Stage: Middle Market

Industry: Business Services, Education & Training, Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Medical Device, Real Estate & Construction

Patterson Thoma Family Office is a privately held family investment holding company founded in 1982. Its principals make investments in established funds and management teams who can efficiently deploy capital and provide an exceptional rate of return. Patterson Thoma Family Office specializes in private equity, distressed debt, venture capital, and real estate among others. Patterson Thoma Family Office is currently co-general partner in five investment funds. Transition Capital Partners makes direct investments and provides financial assistance to growing companies through leveraged recapitalizations. RTR Capital (\$20M) acquires distressed residential mortgages from banks and financial institutions. The firm will consider direct investments in companies that are too small to interest Transition Capital Partners. Patterson Thoma will only consider investments in companies with a proper business model and usually a track record of profits. The McKinney Fund & Co. consists of three companies comprised of The McKinney Fund, The Collin Fund and McKinney Consulting. The McKinney and Collin Funds are fully

discretionary funds that invest in real estate development, land, notes which are secured by real estate, and improved properties with redevelopment opportunities. In addition, McKinney Consulting is an experienced real estate management company specializing in optimizing land values through entitlement, planning and development. The McKinney Fund & Co. core equity investment size is from \$2M to \$10M, while also making co-investments from the \$10M to \$100M range.

Investment Team:

Colin Patrick, Chief Financial Officer, 214-978-3833, colin@pattersonthoma.com
Dan Patterson, Founder and Chairman, 214-978-3817, dan@pattersonthoma.com
Debi Mitchell, Director of Administration, 214-389-2341, debi@pattersonthoma.com

FI Penrose

604 E. 4th St., Suite 201
Fort Worth, TX 76102
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<http://penrose-llc.com/>

Stage: *Middle Market*

Industry: *Financial Services, Food & Agriculture, Information Technology, Life Sciences & Healthcare, Real Estate & Construction, Retail & Restaurant, Sports & Entertainment*

Penrose is the private investment firm for Billy Rosenthal (born 1950). Since 1998 Billy has helped Penrose make a range of diverse investments, successfully staking in the familiar arena of food, yet unafraid to diversify into sports and entertainment, healthcare, technology, finance, and real estate. The son of a meat man, Billy was part of the 4th generation of Rosenthal's, his great grandfather having settled in America from Russia in the 1860's. Rosenthal was named President of his family's business, Standard Meat, and began a successful expansion of the family business. When Standard Meat was eventually sold to Sara Lee Foods in 1983, Billy stayed on as president for another six years. Billy left Standard Meat in 1989 to start his own company, Rosani Foods, to produce pepperoni for Pizza hut, which opened a window of opportunity. Billy was able to secure partnerships with the likes of Outback Steakhouse, Pizza Hut, Taco Bell, Panera Bread, Brinker International, and countless others. After branching out into food manufacturing, restaurants, franchises, and of course, the continued expansion of Standard Meat, Billy formed Penrose in 1998.

Investment Team:

Ashli Blumenfeld, Marketing Director
Ben Rosenthal, Managing Partner
Billy Rosenthal, Founder & Chairman
Steve Hudgins, Chief Investment Officer

FI Perot Investments

3000 Turtle Creek Blvd
Dallas, TX 75219
<http://www.perot.com/>

Stage: *Early, Growth, Middle Market*

Industry: *Business Services, Financial Services, Information Technology, Real Estate & Construction, Semiconductor, Software & Internet*

Perot Investments is an investment company and family office founded by Ross Perot, a former presidential candidate and founder of Electronic Data Systems (EDS). Perot took EDS public in 1968 and later merged the company with General Motors. Subsequently, Perot and his son, Ross Perot, Jr. started and led Perot Systems, an IT services company that went public in 1999 and was acquired by Dell Inc. Perot Investments provides information technology startups with early-stage venture investments, as well as acquires majority ownership interests in leading middle-market companies. Through Perot Holdings, investments of \$25 million to \$100 million are made in companies with a minimum EBITDA of \$5 million. The firm is industry agnostic and will look at opportunities in US-based companies, however, preferred regions are Texas and the Southwest, Southeast, and Midwest.

Investment Team:

Darcy Anderson, Vice Chairman
H. Ross Perot, Founder & Chairman
Russell Freeman, Chief Executive Officer
Steve Blasnik, President

FI Persimmon Capital Partners

100 West Road, Suite 312
Towson, MD 21204
Phone: 202-558-6265

3100 Clarendon Blvd., Suite 200
Arlington, VA 22201

<http://www.persimmoncap.com/>

Stage: *Middle Market*

Industry: *Financial Services, Real Estate & Construction, Transportation & Distribution*

Persimmon Capital Partners was founded in 2008 and is a diversified alternative investment company focused on direct, private investments primarily in private equity, real estate and alternative asset classes. A captive and fully discretionary capital base gives Persimmon the flexibility to invest in a wide variety of structures with both short and long-term investment horizons. As an active, growth-oriented investor, Persimmon looks to partner with strong management teams to build sustainable value and generate superior risk adjusted returns. Persimmon manages capital for William P. Angrick III, CEO of Liquidity Services. Liquidity Services is the world's largest marketplace for business surplus with > \$7 Billion in completed transactions, 3 million registered buyers and 13,000 sellers.

Investment Team:

Joe Vitacco, Investment Manager, joe.vitacco@persimmoncap.com
Robert J. Tobin, Chief Investment Officer, robert.tobin@persimmoncap.com

FI Petro-Hunt

2101 Cedar Springs Road, Suite 600
Dallas, TX 75201
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<https://www.petrohunt.com/>

Stage: *Early, Middle Market*

Industry: *Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Medical Device, Real Estate & Construction, Transportation & Distribution*

Petro-Hunt, L.L.C. is a privately held independent oil and gas company headquartered in Dallas, Texas. Owned and operated by the William Herbert Hunt family, Petro-Hunt and its affiliates are actively engaged in various industries with a primary focus in the oil and gas industry. Today, Petro-Hunt is a Top 10 Private Liquids Producer in the U.S. with operations in six states. Petro-Hunt actively purchases minerals and royalties, owns and operates a gas processing facility, is part owner of an oil refinery, actively invests in real estate development, and operates a private equity alternative investment division. Petro-Hunt and its related entities have committed to invest over \$477 million in 103 various funds, private equity groups and companies across all types of industries, including: Real Estate, Energy, Private Equity, Growth Capital, Technology, Biotech, Medical Device, Healthcare, and Transportation.

Investment Team:

Bruce W. Hunt, President
David S. Hunt, Principal
Douglas H. Hunt, Director
W. Herbert Hunt, Advisor

FI Pierce Street Capital

13030 Pierce Street
Omaha, NE 68144
Phone: 402-891-7070

<http://www.piercestreet.com/>

Stage: Middle Market

Industry: Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media, Real Estate & Construction

Pierce Street Capital manages the investment activities of the Larsen family. Beginning with one facility in Omaha, Nebraska, Millard Refrigerated Services, Inc. became a pioneer in temperature-controlled warehousing and logistics. At the time of the company's sale to Lineage Logistics, LLC in April 2014, Millard Refrigerated Services was the second largest cold-storage provider in North America with locations coast-to-coast and border-to-border. While the firm has a broad mandate, Pierce's expertise and focus is in providing permanent capital to family and founder-led businesses in support of growth, asset diversification or estate planning objectives. Target sectors include: Media - radio, television and print; Energy - oil and natural gas production and distribution; Healthcare - services and outsourcing solutions, diagnostics and information technology; Mining & Logging; Maritime Port & Industrial Development; Real Estate; and Specialty Finance. Larsen is a backer of Panorama Point Partners, a private equity firm based in Omaha, NE.

Investment Team:

Brian Vinchur, CFO
Lance Larsen, President and CEO

FI/ VC Pilot House Ventures

The Pilot House
Two Atlantic Avenue, Lewis Wharf
Boston, MA 02110
Phone: 617-742-9500

Stage: Early

Industry: Communications & Networking, Information Technology, Software & Internet

Pilot House is the Family Office of Amos Hostetter, Jr., a former cable TV magnate worth north of \$3B. His Barr Foundation has donated more than \$700M. Pilot House Ventures is a venture capital firm that invests in promising early stage technology companies, including enterprise software, network infrastructure, Internet, and communications companies. The firm generally invests at an early stage, typically in a Series A financing round, with initial investments between \$2 million and \$4 million. The primary criteria in evaluating an investment opportunity are assessing management's and the product or service's ability to solve a business or market need. Pilot House prefers to invest in New England-based companies.

Portfolio companies include: Qualtre

Investment Team:

Christine Howe, Controller
Deborah Fung, Senior Philanthropic Officer
Eric Krauss, General Partner
John Vander Vort, Managing Director
Stephen Van Beaver, General Partner

FI/ FIN Pitcairn

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Phone: 215-887-6700
Fax: 215-881-6090

Tyson II, Suite 220
1750 Tysons Boulevard
McLean, VA 22102-4228
Phone: 703-992-1400
Fax: 703-992-1414

<http://www.pitcairn.com/>

Stage: Middle Market

Industry: Financial Services, Information Technology, Real Estate & Construction, Software & Internet

Pitcairn Financial Group is a privately owned multi-family office. The firm also provides comprehensive planning, investment advisory, estate and tax-planning services. The firm provides its services to multi-generational families and operates as a subsidiary of Pitcairn Group L P. The Pitcairn family fortune can be traced back to John Pitcairn, Jr., who founded Pittsburgh Plate Glass (PPG) Company in 1883. The family sold its remaining stake in PPG in 1986; it is now a \$31 billion (market cap) publicly-traded supplier of paints, coatings, optical products, specialty materials, glass and fiberglass. Pitcairn currently serves 41 multigenerational families and 110 families, outside of the Pitcairn family. Less than 30% of its revenue now comes from Pitcairn family assets. The minimum investment is \$10 million, though for the firm to provide a full array of family office services, it looks for families with at least \$50 million in net worth. The average client falls somewhere in between, with about \$36 million in assets. Currently, the firm has \$4.1 billion of assets under advisement.

Investment Team:

Andrew Busser, Managing Director
Andrew Pitcairn, Family Council Chair
Eric Gaul, CFO
Harold (Rick) Pitcairn, CIO
Janice Frye, Managing Director of Operations
Laurie Ressin Martin, Managing Director
Leslie Voth, President & CEO
Sandon M. Herzlich, Managing Director

FI Pittco Capital Partners

6075 Poplar Ave., Suite 335
Memphis, TN 38119
Phone: 901-685-5455
Stage: Early, Expansion, Growth
Industry: Information Technology

Pittco Capital Partners is a Memphis, Tennessee based private equity firm investing in early and later-stage growth companies throughout the United States, but with an emphasis on the Southeast. The firm is privately held by J.R. 'Pitt' Hyde, III, the founder and former Chairman and CEO of AutoZone, Inc. (NYSE: AZO). Hyde is also a part-owner of the Memphis Grizzlies.

Portfolio companies include: ShopAdvisor

Investment Team:

Andrew Seamons, Chief Investment Officer
Bryce Hendry, Investment Associate
J.R. Hyde, Chairman
John H. Pontius, President

FI Pivotal Ventures

500 Fifth Avenue North
Seattle, WA 98109
Phone: 206-709-3100

<http://pivotalventures.org/>

Stage: Early

Industry: Information Technology

Pivotal Ventures is an independent executive office of Melinda Gates that will give her an opportunity to pursue ideas, projects and potentially investments that might not fit within the structure of the Bill and Melinda Gates Foundation. According to GeekWire, Pivotal Ventures works in close partnership with the foundation (although it's run independently, without any Gates Foundation resources). The group is still in the early stages of establishing the operation and determining its ultimate path. However, based on Gates' interests, women's issues will be a priority.

Portfolio companies include: Papa

Recent fundings include: Papa

Investment Team:

Melinda Gates, Founder
Michele Boyer, Director, Executive Administration, Michele@pivotalventures.org
Windy Wilkins, Director of Partner Engagement, Windy@pivotalventures.org

FI/ FIN Plank Industries

1010 Hull St., Ste. 220
Baltimore, MD 21230
Phone: 410-962-1500

<http://plankindustries.com/>

Stage: Middle Market

Industry: Consumer Products & Services, Food & Agriculture, Real Estate & Construction, Retail & Restaurant, Sports & Entertainment

Plank Industries is a privately-held investment company with diversified holdings that include commercial real estate, hospitality, food and beverage, venture capital and thoroughbred horse racing. The company serves as the family office of Kevin A. Plank, the founder, Chairman, and CEO of Under Armour. A Maryland native, Plank has a net worth of \$1.73 billion, according to Forbes. At the start of 2017, Plank's real estate firm, Sagamore Development, was leading a multi-billion-dollar mixed-use development project in Baltimore's Port Covington neighborhood. Plank is also active within the Baltimore and Washington D.C. communities sitting on the Board of Directors for the Baltimore City Fire Foundation, the Greater Baltimore Committee and Greater Washington Sports Alliance. The Plank Family Foundation supports effective programming in education, local workforce development, entrepreneurship, and access to sport, with a primary focus in Baltimore City and the state of Maryland. Additionally, Sagamore Ventures (see profile) is the venture capital division of Plank Industries.

Investment Team:

Demian Costa, Managing Partner
Kevin A. Plank, Founder
Phil Akins, CFO, pakins@plankindustries.com
Tom Geddes, CEO, tgeddes@plankindustries.com

FI Plough Penny Partners

270 Lafayette St., Ste. 1301
New York, NY 10012-3327
Phone: 212-324-1747

Fax: 212-324-1749

Stage: Middle Market

Industry: Communications & Networking, Information Technology, Media & Digital Media

Founded in 1985, Plough Penny Partners is an investment firm that manages the assets of the Traphagen family. According to published reports, the firm was founded by Ross E. Traphagen Jr., a former Partner in the Investment Banking division at Goldman Sachs & Co. Plough Penny Partners has interests in numerous publicly traded and privately held companies, in addition to various real estate holdings and partnership interests.

Portfolio companies include: Basno

Investment Team:

Judson Traphagen, Partner, jtraphagen@ploughpenny.com
Peter Lee, Equity Analyst, plee@ploughpenny.com
Ross E. Traphagen, Founder

FI Pohlاد Family Capital Fund

60 S 6th St., Ste. 3900
Minneapolis, MN 55402
Phone: 612-661-3880

<http://www.pohladcompanies.com/>

Stage: Early, Middle Market

Industry: Business Services, Financial Services, Manufacturing & Industrial, Retail & Restaurant, Sports & Entertainment

The Pohlada Family Capital Fund was created and fully funded in 2010 by the Pohlada family as a permanent capital base with the sole focus of non-control equity investments in private companies. Since the 1950's, Carl R. Pohlada and his family have invested in and built a diverse set of businesses encompassing banking, financial services, commercial real estate, retail, automotive, entertainment and technology industries, as well as ownership of Major League Baseball's Minnesota Twins. Pohlada Family Companies is based in Minneapolis, MN and operates 31 companies.

Portfolio companies include: Living Proof, Quench

Investment Team:

Jann Wilcox, EVP and Chief Investment Officer

FI Point72 Asset Management

72 Cummings Point Road

Stamford, CT 06902

Phone: 203-890-2000

<https://www.point72.com/>

Stage: Early

Industry: Financial Services

Point72 Asset Management, L.P. is a family office managing the assets of its founder, Steven A. Cohen, and eligible employees. Point72 primarily invests in discretionary long/short equities and makes significant quantitative and macro investments. The Firm is headquartered in Stamford, Connecticut, and maintains affiliated offices in New York, London, Hong Kong, Tokyo, and Singapore. Point72 has a team of approximately 1,000 employees, including more than 350 investment professionals.

Portfolio companies include: Agolo, AlphaFlow, DriveWealth, Netradyn

Investment Team:

Andrew B. Cohen, Managing Director

Douglas D. Haynes, President

Steven A. Cohen, CEO

FI Point72 Ventures

72 Cummings Point Road

Stamford, CT 06902

Phone: 720-365-1671

<http://p72.vc/>

Stage: Early

Industry: Financial Services, Information Technology, Software & Internet

Point72 Ventures is the early-stage venture capital strategy funded exclusively by Steve Cohen and eligible employees of Point72 Asset Management (see profile). Target industries include Financial Services, AI, and Enterprise Technologies.

Portfolio companies include: DeepScale, Extend, inVia Robotics, MIRROR Fitness, Nav, Quantopian, Vestwell

Recent fundings include: MIRROR Fitness, Extend, Vestwell, Nav

Investment Team:

Dan Gwak, Partner

Dave Dubick, Partner

Matthew Granade, Managing Partner, matthew.granade@point72.com

Noah Carr, Partner

Pete Casella, Partner, pete.casella@point72.com

Sri Chandrasekar, Partner

Steven Cohen, Chairman, steve.cohen@point72.com

Tripp Shriner, Partner

FI Pritzker Group Asset Management

111 S Wacker, Suite 4000

Chicago, IL 60606

Phone: 312-447-4000

<https://www.pritzkergroup.com/asset-management/>

Stage: Middle Market

Industry: Business Services, Real Estate & Construction

Pritzker Group Asset Management seeks long-term capital appreciation across an array of asset classes, investing in public equity markets across the globe. The firm also employs external investment managers to make investments. Pritzker was founded by Tony Pritzker and J.B. Pritzker. The Pritzker family is known in business for the Hyatt Hotel chain. Both Tony and J.B. have an estimated net worth of \$3.5 billion.

Investment Team:

Daniel Yeksigian, Vice President, dyeksigian@pritzkergroup.com

J.B. Pritzker, Founder, jbpritzker@pritzkergroup.com

Lauren Garner, Director, lgarner@pritzkergroup.com

Patrick Golon, Director, pgolon@pritzkergroup.com

Terra Fuller, CIO, tfuller@pritzkergroup.com

Tony Pritzker, Founder, tpritzker@pritzkergroup.com

FI/ VC Pritzker Group Venture Capital

11150 Santa Monica Blvd., Suite 1500

Los Angeles, CA 90025

Phone: 310-575-9400

111 S. Wacker Dr., Suite 4000

Chicago, IL 60606

Phone: 312-447-6000

Fax: 312-447-6006

www.pritzkergroup.com/venture-capital

Stage: Early, Expansion, Growth, Seed

Industry: Business Services, Information Technology, Software & Internet

A family funded investment group, Pritzker Group Venture Capital, formerly New World Ventures, helps entrepreneurs build market-leading technology companies at every stage of their growth. Since the firm's founding in 1996, Pritzker has worked side-by-side with entrepreneurs at more than 100 companies. Successful exits in recent years include Fleetmatics (NYSE: FLTX), SinglePlatform (acquired by Constant Contact), Zinch (acquired by Chegg), Playdom (acquired by Disney), LeftHand Networks (acquired by Hewlett-Packard), and TicketsNow (acquired by Ticketmaster). While Pritzker Group Venture Capital has invested as much as \$50 million into a company, the firm's initial target investment is typically in the \$3-\$7 million range. Pritzker's five core investment themes include: The Commerce Mosaic, Transformation of Enterprise Applications, Digital Media Technologies, Interactive Health and The Interconnected World.

Portfolio companies include: AiCure, Airmap, Apervita, Augury, AwesomenessTV, BacklotCars, BeachMint, BodyShopBids, BrightTag, Casper, Cleversafe, Cloud Technology Partners, CultureIQ, Dollar Shave Club, Embrace.io, Eved, Extend Warranties, FlyHomes, G2 Crowd, Hightower, Hollar, HopSkipDrive, HqO, Interior Define, IO, IrisVR, Journera, Kollektive, Level Ex, LiveMinutes, Livly, Maisonette, MapBox, Openpath, Opternative, Options Away, Pindrop Security, Plus One Robotics, PreparedHealth, project44, PureWow, Raden, Rael, ReplIQ, Retrofit, Scopely, SevenFifty, Shiftgig, Sight Machine, Signal, SilverVue, Sittercity, SMS Assist, Specright, SpotHero, Spring Labs, Swipely, Vetterly, Vow To Be Chic, Wise Apple, x.ai

Recent fundings include: HqO, Apervita, Extend Warranties, AiCure, Spring Labs, Specright, Embrace.io, BacklotCars, Livly

Investment Team:

Adam C. Koopersmith, Partner
Carter Cast, Operating Partner
Chirag Chotalia, Vice President, cchotalia@pritzkergroup.com
Christopher E. Girgenti, Managing Partner
Craig Wortmann, Operating Partner
Dave Habiger, Venture Partner
David Schonthal, Operating Partner
Eric Duboe, Senior Associate
Gabe Greenbaum, Partner
J.B. Pritzker, Founder & Partner, jbpritzker@pritzkergroup.com
Matthew B. McCall, Partner
Megan Pierce, Analyst
Pat Basu, Venture Partner
Peter Liu, Vice President
Sonia Nagar, Partner
Steve Brotman, Strategic Advisor
Tony Pritzker, Founder & Partner
Ty Findley, Vice President

FI/ PE Pritzker Private Capital

11150 Santa Monica Blvd., Suite 1510
Los Angeles, CA 90025
Phone: 310-575-9798

111 South Wacker Drive, Suite 4050
Chicago, IL 60606
Phone: 312-447-6050

<http://ppcpartners.com/>

Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial

Pritzker Private Capital partners with middle-market companies based in North America with leading positions in the manufactured products, services and healthcare sectors. The firm's differentiated, long-duration capital base allows for efficient decision-making, broad flexibility with transaction structure and investment horizon, and alignment with all stakeholders. Pritzker Private Capital prefers to invest in companies with EBITDA greater than \$15 million and enterprise values between \$100 million and \$1 billion, with the ability to selectively acquire larger companies. Pritzker Private Capital targets equity investments between \$100 - \$300 million, with the ability to deploy up to \$750 million per investment.

Portfolio companies include: Augury, Heal, SpotHero

Investment Team:

Anthony Cardona, Vice President, ACardona@ppcpartners.com
Anthony N. Pritzker, Chairman and Chief Executive Officer, tpritzker@ppcpartners.com
Brad West, General Counsel and Chief Compliance Officer, BWest@ppcpartners.com
Ceron Rhee, Pincipal, crhee@ppcpartners.com
Christopher Trick, Pincipal, ctrick@ppcpartners.com
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Michael A. Lynch, Operating Partner, mlynch@ppcpartners.com
Michael Dal Bello, Investment Partner, mdalbello@ppcpartners.com
Michael L. Nelson, Investment Partner, mnelson@ppcpartners.com
Paul J. Carbone, President and Managing Partner, pcarbone@ppcpartners.com
Ryan Roberts, Investment Partner, RRoberts@ppcpartners.com
Stephanie Paine, Chief Financial Officer and Chief Administration Officer, SPaine@ppcpartners.com
Thomas Chadwick, Vice President

FI Pritzker/Vlock Family Office

984 Main St.
Branford, CT 06405
Phone: 203-481-5740

Stage: Early, Expansion, Growth, Middle Market, Seed

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device, Software & Internet, Sports & Entertainment

The Pritzker/Vlock family office is managed by Karen Pritzker and Michael Vlock. This enterprise owns and manages a broad portfolio of public equities, consumer, biotech, industrial, medical equipment and technology businesses, several seed capital and venture funds, real estate, and has substantial private equity ownership of Global Hyatt Corporation, TransUnion LLC, Triton Container International Corporation and the Marmon Group. KLP is a trust formed by the Pritzker/Vlock family office that makes seed investments. KLP's subsidiary, Alopecx Enterprises, is a health-care company that invests in and develops preclinical and early clinical compounds. Karen Pritzker is an heir to the Hyatt Hotel fortune. She is one of the five children of billionaire Robert Pritzker, a co-founder of hotel chain Hyatt. Pritzker/Vlock is an investor in LaunchCapital of New Haven, CT and Boston (see profile).

Portfolio companies include: Ambri, Gelesis, ZOZI

Investment Team:

Karen Pritzker
Michael Vlock

FI/ FOF/ PE/ VC PSP Capital

444 West Lake Street, Suite 3500
Chicago, IL 60606
Phone: 312-873-4800

<https://www.pspcapital.com>

Stage: Growth, Middle Market

Industry: Business Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction

PSP Capital is a private investment firm founded by Chairman Penny Pritzker. PSP Capital takes a long-term, fundamental approach to investing in real estate, private businesses and funds/partnership opportunities with partners who share our core values of integrity, discretion and candor. PSP Capital is focused on buyouts and investments in mature, later-stage businesses. The group invests flexible, patient capital with a focus on three sectors: Business Services, High-Value Manufacturing & Distribution and Food/Consumer. PSP Growth is focused on venture and growth equity investments in early-stage and high-growth businesses. The firm has the flexibility to scale our investments based on size and stage of the company, and currently focus on three sectors: Disruptive Technology (Leveraging Data & Analytics), Tech-Enabled Services and Privacy / Cybersecurity. The Funds & Partnerships Group of PSP Capital invest globally with best-in-breed, third-party managers in all asset classes, to generate compelling after-tax returns. Ms. Pritzker is an entrepreneur, civic leader, and philanthropist, with more than twenty-five years of experience in numerous industries. Ms. Pritzker founded Vi Senior Living (formerly known as Classic Residence by Hyatt), and co-founded The Parking Spot and Artemis Real Estate Partners. Ms. Pritzker is the former chairman of the board of TransUnion and is a past board member of Hyatt Hotels Corporation, Wm. Wrigley Jr. Company, Marmon Group, and LaSalle Bank Corporation.

Investment Team:

Angela Damazyn, Vice President, 312-873-4853, adamazyn@pspcapital.com
Angela McCoy, Vice President, amccoy@pspcapital.com
Greg Byrnes, Managing Director, gbyrnes@pspcapital.com
Jim Hock, Senior Vice President, External Affairs, jhock@pspcapital.com
John Kevin Poorman, President and Chief Executive Officer
Michael Oleshansky, Managing Director, 312-873-4857, moleshansky@pspcapital.com
Momei Qu, Vice President, mqu@pspcapital.com
Penny S. Pritzker, Founder and Chairman
Ronald D. Wray, Chief Operating Officer & Chief Financial Officer
Tom Wyler, Senior Vice President for Global Strategy, 312-873-4850, twyler@pspcapital.com
Troy Noard, Managing Director, 312-873-4803, tnoard@pspcapital.com

FI Quail Lake Capital Management

15725 North Dallas Parkway, Suite 230
Dallas, TX 75001
Phone: 972-866-2131

<http://quaillakecapital.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Real Estate & Construction

Quail Lake Capital Management, LLC is a privately held family investment office that was founded in 2012. Its principals make direct investments with seasoned management teams and participate in established funds that can efficiently and consistently deploy capital into an array of strategies and industries. Quail Lake engages in a broad range of investment activities and has the flexibility to invest in a wide variety of asset classes. The goal is to build a diversified investment portfolio that is positioned for long term capital appreciation. The firm is affiliated with Phoenix Capital Management, a Private Equity Real Estate operation.

Investment Team:

Keller Reese, Associate, kreese@quaillakecapital.com
Matthew Ogle, Chief Investment Officer, mogle@quaillakecapital.com
Sam Perry, CFO, sperry@quaillakecapital.com

FI/ PE Quantum Capital Partners

1511 North Westshore Blvd, Suite 700
Tampa, FL 33607
Phone: 813-280-1720

<http://www.quantumcapitalpartners.com/>

Stage: Middle Market

Industry: Business Services, Food & Agriculture, Manufacturing & Industrial, Retail & Restaurant, Sports & Entertainment, Transportation & Distribution

Quantum Capital Partners, Inc. was founded in 1998 by Principal and Chairman Stuart G Lasher, and William Schifino Jr. The primary goal is to provide capital and experience to entrepreneurs and private companies in the Southeastern United States. Today, Quantum serves as the Lasher Family Office with a focus in Private Equity as well as Real Estate. Quantum targets companies that have current revenue, profitable (or at least break-even) operations, and a proven economic model that can be expanded at a rate of at least 25% per year.

Investment Team:

Derek Craig, Chief Financial Officer
Stuart G. Lasher, Managing Director, slasher@qcpventures.com
Tyler Lasher, Partner
William J. Schifino, Director

FI Quantum Ventures of Michigan

1030 Doris Road
Auburn Hills, MI 48326
Phone: 248-292-5680

<https://qvmlc.com/>

Stage: Middle Market

Industry: Business Services, Financial Services, Manufacturing & Industrial, Real Estate & Construction, Software & Internet

Quantum Ventures of Michigan is the family office for Bob Skandalaris. Quantum has assembled a combination of operating and investment professionals who create value by bringing expertise to each stage of the investment and value-creation process. Skandalaris has held several senior officer positions including: Founder, Chairman and CEO of a billion dollar publicly traded automotive parts supplier, Chairman and CEO of an international asset management corporation, and Senior Vice President of Investments at a New York-based investment bank. Led by Skandalaris's passion for philanthropy, the Skandalaris Family Foundation

supports education and budding entrepreneurs through a variety of programs.

Investment Team:

Aaron Witalec, VP of Acquisitions, aWitalec@qvmllc.com
Carey Sienkiewicz, Associate General Counsel
David Puro, General Counsel and VP of Administration, dPuro@qvmllc.com
Kristin Puro, Director of Philanthropy, kPuro@qvmllc.com
Linda Liphardt, Corporate Contoller
Robert Skandalaris, President and CEO, rSkandalaris@qvmllc.com

FI Quercus Trust

2309 Santiago Dr.
Newport Beach, CA 92660
Stage: Early, Expansion, Growth, Middle Market
Industry: Energy & Clean Tech

Quercus Trust is a private investment firm operated by David Gelbaum. According to the Earth2Tech web site, Gelbaum is a former trader at hedge fund Princeton/Newport Partners, but has become a leading investor in cleantech with diversified holdings in the sector. According to published reports, Gelbaum has amassed a 47-company portfolio of clean energy stocks worth upwards of \$500 million, most of which were small- and micro-cap clean energy stocks, but that increasingly Gelbaum was making venture funding deals. According to another report, Quercus has probably made more investments than every other VC firm, except for Khosla Ventures. According to a sustainable business web site, Gelbaum has given more money to conservation causes in California than anyone else. His gifts have helped protect 1,179 square miles of mountain and desert landscapes, an area the size of Yosemite National Park. His donations to wilderness education programs have made it possible for 437,000 inner-city schoolchildren to visit the mountains, the desert or the beach often for the first time. He has given more than \$100 million to the Sierra Club

Investment Team:

David Gelbaum
Monica Chavez Gelbaum

FI Ramex

5151 San Felipe, Suite 2325
Houston, TX 77056
Phone: 713-977-5212
<https://www.ramexinc.com/>

Stage: Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Defense & Homeland Security, Electronics & Advanced Materials, Energy & Clean Tech, Food & Agriculture, Manufacturing & Industrial, Media & Digital Media, Real Estate & Construction, Retail & Restaurant, Transportation & Distribution

Ramex, Inc. is a family office founded in Houston, Texas, in 1987. Ramex expects to invest up to \$10 million per transaction and can partner with others for larger transactions. The firm generally seeks companies with \$10 - \$100 million in revenue, although would consider interesting opportunities of all sizes. Ramex seeks to invest at least \$100 million over the next several years in buyouts and special situations. The firm does not typically consider early-stage or venture capital investments. Ramex considers investments in aerospace & defense, chemicals, electronics, energy, food & beverage, manufacturing, media, real estate, retail, services, telecom infrastructure, transportation, and dry utilities.

Investment Team:

Simon Wachsberg, Managing Director, simon@ramexinc.com

FI Randall CAP

200 E. Patrick Street
Frederick, MD 21701
Phone: 301-965-0878
<http://www.randallcap.com/>

Stage: Middle Market

Industry: Financial Services, Real Estate & Construction

Randall CAP is a family office, a management company, and a consulting business. Randall CAP was established by the Randall Family after the sale of the Frederick News-Post. It is primarily a family office that provides services for the Randall Family, through managing and coordinating the family's charitable giving, financial and business assets, and real estate property. While its main focus is on providing services to the Randall Family and related entities, Randall CAP also offers its services to outside clients. Randall CAP provides high-level strategic management consulting. William Randall, former owner/C.E.O. of the Frederick News-Post heads up the organization as President. Randall CAP manages and coordinates the Charitable Giving of the Randall family and related entities.

Investment Team:

Heather Hardy, Controller
William Randall, President, wrandall@randallcap.com

FI/ FIN Ranger Global Advisors

9465 Wilshire Boulevard, PH
Beverly Hills, CA 90212
Phone: 310-271-7788
Fax: 310-271-7795
<http://www.rangerinv.com/>

Stage: Middle Market

Industry: Real Estate & Construction

Ranger Global Advisors is a family office focused on opportunistic value-based investing and managed by Alex von Furstenberg. Prior to founding Ranger Global Advisors in June 2011, Alexander von Furstenberg was the Co-Managing Member and Co-Portfolio Manager of Arrow Capital Management, LLC, a private investment firm focused on global public equities. He is responsible for leading the restructuring of Diane von Furstenberg Studio, LP, a global luxury lifestyle brand, taking it from \$1 million in annual revenue to more than \$200 million and remains a Partner and Director in the company. Ranger Global Advisors currently manages over \$1 billion in assets.

Investment Team:

Alexander von Furstenberg, Founder & CIO
Darren Hochberg, COO
Gil Weisblum, Senior Managing Director

FI Rapha Capital Management

9511 Collins Avenue, #1403

Surfside, FL 33154

<https://raphacap.com/>*Stage: Early**Industry: Life Sciences & Healthcare, Medical Device*

Rapha Capital Management, LLC is an investment management firm located in Miami, Florida, focusing on strategic investments in early stage, non-public biotechnology companies. Rapha Capital was founded by its President, Kevin Slawin, MD, a successful and experienced oncologic and robotic surgeon, biotech consultant, investor, and founder focusing on technologies in oncology, T cells and immunotherapy, as well as other breakthrough healthcare technologies. He is the founder of Bellicum Pharmaceuticals, Inc., a publicly traded company listed on NASDAQ. He is co-Inventor of the FDA,-approved 'prostate health index (phi)' test licensed and marketed by Beckman Coulter and utilized around the world.

Investment Team:

Kevin Slawin, Founder and Managing Partner, kSlawin@raphacap.com

FI Raptor Group

280 Congress Street, 12th Floor

Boston, MA 02110

Phone: 617-772-4600

401 West 14th Street, 4th Floor

New York, NY 10014

Phone: 212-266-6900

<http://www.raptorgroup.com/>*Stage: Early, Growth**Industry: Consumer Products & Services, Information Technology, Media & Digital Media, Software & Internet, Sports & Entertainment*

Raptor Group Holdings is a private investment company backed by the Family Office of Jim Pallotta. Mr. Pallotta has been a professional and personal investor for over 30 years. Prior to forming Raptor Group in 2009, Jim was most recently Vice Chairman of Tudor Investment Corporation. Raptor focuses on various industries including, but not limited to: Sports, Consumer, Technology, Media, Entertainment, and Financial Services. Raptor strives to invest in both early stage and growth stage companies.

Portfolio companies include: Clause, Conversion Logic, DriveWealth, Genetesis, ImaginAb, Movenbank, SeatCrunch, Sonic Notify, Templum, Ticket Evolution

Recent fundings include: Clause

Investment Team:

Jim Pallotta, Founder, jim@raptorgroup.com

FI/ FI/ FIN RDV Corporation

500 Grand Bank Building

126 Ottawa Avenue N.W.

Grand Rapids, MI 49503

Phone: 616-454-4654

*Stage: Middle Market**Industry: Real Estate & Construction*

RDV Corporation serves the Richard M. DeVos family in investment management, estate planning, tax and personal services, and foundation administration. According to the Wall Street Journal, RDV Corp. manages the multibillion-dollar fortune of the multigenerational DeVos clan. RDV owns assets including stakes in companies. It also has units that handle daily needs of family members: staffing, real-estate holdings, yachts and more. DeVos is Co-Founder of direct-selling giant Amway Corporation, as well as the owner of the NBA's Orlando Magic and a minority owner of the Chicago Cubs baseball team. DeVos retired in 1993, and Amway is now under the corporate umbrella of Alticor, run by DeVos's children. The DeVoses have given money to organizations ranging from local schools to the regional symphony. According to the Philanthropy Roundtable their giving is helping turn Grand Rapids, Michigan, into one of the livelier and healthier small cities in the U.S. When the couple won their Simon Prize in 2006 they distributed the award money to eight local organizations in western Michigan 'whose leaders all demonstrated resourcefulness in helping people help themselves.'

Investment Team:

Jerry L. Tubergen, President & CEO

Randall S. Damstra, CIO

Robert H. Schierbeek, Treasurer

William J. Boer, COO

FI Red Apple Group

800 3rd Ave.

New York, NY 10022

Phone: 212-956-5770

<http://ragny.com/>*Stage: Early, Middle Market**Industry: Energy & Clean Tech, Financial Services, Real Estate & Construction, Retail & Restaurant*

John A. Catsimatidis is a Greek-American billionaire businessman and radio talk show host. He is the owner, president, chairman, and CEO of Red Apple Group, a conglomerate that owns and operates holdings in supermarkets, real estate, oil refining and distribution, aviation and a newspaper. Red Apple has diverse holdings in the energy industry, with asset focus in the midstream and downstream. Red Apple Real Estate owns, develops, and manages real estate across the country with a focus on the New York City market. Gristedes has been feeding New Yorkers for over 100 years. Gristedes offers fresh meat, produce, dairy products, baked goods, frozen foods, gourmet foods, and nonfood items. Red Apple also makes Venture investments in Fintech and Retail Tech. He serves on the Board of Columbia Presbyterian Hospital, the Hellenic Times Scholarship Fund, and over the years served in a variety of volunteer positions in the Greek Orthodox Church.

Portfolio companies include: Caper, Reonomy

Recent fundings include: Caper

Investment Team:

Andrea Catsimatidis, Principal

John A. Catsimatidis, Founder

John A. Catsimatidis, Principal

FI Red Deer Capital

One Heritage Place
945 Main Street, Suite 210
Manchester, CT 06040

945 Main St., Ste. 210
Manchester, CT 06040
<https://www.linkedin.com/in/ron-coleman-37785713/>
Stage: Middle Market
Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Red Deer Capital is the business development arm of a multinational family office. Red Deer Capital specializes in targeting traditional economy businesses, which include manufacturing, distribution and service industry companies.

Investment Team:

Giuseppe Buonannata, Director of Finance
Ron Coleman, Founder
Ron Coleman, Owner and Managing Director

FI/ FIN Red Lion

80 State Street
Albany, NY 12207
Stage: Middle Market
Industry: Real Estate & Construction

Red Lion Family Office is a multi-family office that currently services Michael Novogratz and another principal of a New York hedge fund. The services performed for the two families include income tax planning, estate tax planning, real estate work, philanthropy, cash management and liquidity planning, and personal concierge services. Novogratz was a former executive of the investment firm Fortress Investment Group (see profile). Prior to joining Fortress, he was a partner at Goldman Sachs where he spent lots of time working abroad including leadership roles in Asia and Latin America. A former college wrestler, Novogratz has been a booster for the U.S. National Wrestling Team and an official spokesman for USA Wrestling. He was named the 2010 USA Wrestling Man of the Year and an Outstanding American by the National Wrestling Hall of Fame in 2007. Novogratz was ranked a billionaire by Forbes in 2007 and 2008.

Investment Team:

Kim Pillemer, President

FI Redwood Capital Investments

7301 Parkway Drive
Hanover, MD 21076
<http://www.redcapinv.com>
Stage: Middle Market
Industry: Energy & Clean Tech, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

Redwood Capital Investments is the family office of Jim Davis who co-founded Allegis Group, a staffing and recruitment group based in Maryland. The firm's primary objective is to invest with founders and management teams in privately held businesses. In addition to investments in private businesses, Redwood invests in real estate, infrastructure and marketable securities on an opportunistic basis. According to Forbes, Davis is worth north of \$2B.

Investment Team:

Adam Kane, Managing Director
Charlie Campisi, Deputy General Counsel
David M. Watson, Managing Director, dwatson@redcapinv.com
Frank Roach, Senior Advisor
Ivan Lee, Associate
Kevin A. Loden, Principal & General Counsel
Kevin Doherty, Associate
Mike Mullen, Senior Advisor
Patrick Sissman, Principal
Ryan Mostrom, Vice President
Sarah Walsh, Controller

FI Reedy Creek Investments

SAS Campus Dr.
Cary, NC 27513
Phone: 919-485-8080
Stage: Early, Late
Industry: Communications & Networking, Life Sciences & Healthcare, Real Estate & Construction

Reedy Creek Investments is a private investment vehicle for Dr. James H. Goodnight, also known as Jim, Ph.D., who is a Co-Founder of SAS Institute and serves as its Chief Executive Officer, President and Chairman. Dr. Goodnight Co-Founded SAS Institute Inc. in 1976, and is estimated by Forbes to be worth nearly \$10B. The firm is known to have made several large investments in publicly traded Life Sciences firms, as well as privately held Life Sciences firms. According to published reports, Reedy Creek has primarily been known for its real estate investments. Attempts to branch out into other areas have brought mixed results. In 2012, Connexion, a fiber-optic network business in which Reedy Creek invested \$453 million, was liquidated.

Portfolio companies include: KNOW Bio

Recent fundings include: KNOW Bio

Investment Team:

James Goodnight, Founder

FI Renegade Investments

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Somerset, CO 81434

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West Palm Beach, FL 33401

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339 West Bay Road
Osterville, MA 02655
<http://www.renegadellc.com/>

Stage: Early, Growth

Industry: Consumer Products & Services, Energy & Clean Tech, Real Estate & Construction

Renegade Investments LLC, and its affiliates, is dedicated to preserving, supporting, protecting and growing the financial, intellectual, human and social capital of William (Bill) Koch and his family. Koch worked in his family's company, Koch Industries, now controlled by Charles and David Koch. Bill Koch and his eldest brother Frederick R. Koch inherited Koch Industries stock, which they sold in 1983 (to their brothers), netting them \$800 million. Forbes has estimated Bill Koch's net worth at \$4.0 billion.

Portfolio companies include: RunSafe Security

Recent fundings include: RunSafe Security

Investment Team:

Bill Koch, Founder

FI Richmond Holdings

2950 North Harwood Street, Penthouse 22nd Floor

Dallas, TX 75201

Phone: 469-913-4040

<http://www.richmontholdings.com>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Food & Agriculture, Information Technology

Richmont Holdings is a private, family-owned company that has been in business for 40 years. Its activities include direct capital investments in operating companies, investment vehicles, as well as active and passive investments in which the firm provides capital, resources or both to support the growth of innovative business opportunities. Richmont's portfolio includes a national provider of office imaging supplies and services to the public and private sectors, as well as ventures in the direct sales channel. The firm's consumer goods interests encompass a line of gourmet products including Siberian sturgeon caviar, fine Arabica coffee roasted in small batches, Seven brand Canadian still spring water from the Rochon family's land in the forests of Ontario, Canada, hand-crafted maple syrup and other products. Richmont's other investments include banking, publishing and technology.

Investment Team:

Fraser Eliot Marcus, Vice Chairman

Heidi Hafer, General Counsel

John P. Rochon, Vice Chairman and CEO, jrochon@richmontholdings.com

Nick Bouras

Thomas J. Reynolds

FI Ridgeline Capital Group

500 North Marketplace Drive Suite 250

Centerville, UT 84014

Phone: 801-809-6187

<https://www.ridgeline.com/>

Stage: Early, Middle Market

Industry: Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant

Ridgeline Capital Group is a Utah-based family office investment firm that works closely with trusted partners to identify and fund passionate individuals who are committed to building businesses that operate with purpose and profits. The firm participates in both debt and equity funding and can provide capital at any stage of a company's lifecycle. Ridgeline also funds real estate developments and projects that operate with the intent to create enduring value for the communities where they are located and for the investors who fund them. Firm founder, Todd Heiner, was previously the owner of Express Locations, a T-Mobile Premier Retailer for T-Mobile USA with more than 140 retail stores and 1,400 employees currently operating in Arizona, New Mexico, Texas, Utah, Idaho, Washington, Oregon, California, Colorado and Nevada.

Investment Team:

Derek Heiner, Associate, derek@ridgeline.com

Ryan Heiner, VP - Operations, ryan@ridgeline.com

Todd Heiner, Managing Director, todd@ridgeline.com

Trevor Heiner, VP - Finance, Reporting, trevor@ridgeline.com

FI RIN Capital

38955 Hills Tech Dr.

Farmington Hills, MI 48331

Phone: 248-987-7875

<https://sicapitalllc.com/>

Stage: Growth, Late, Middle Market

Industry: Consumer Products & Services, Information Technology, Life Sciences & Healthcare, Medical Device

Formerly known as RIN Capital, SI Capital is a single family office investment firm with over \$1 billion in capital resources. SI Capital was formed to manage the investments of Manoj Bhargava, businessman, philanthropist and founder of Living Essentials, LLC, manufacturer of 5-Hour Energy shots. The firm makes debt, junior capital and equity investments in private healthcare and consumer-focused companies. SI also considers investing in the development of new technologies, patents and trademarks. Investment sizes are typically \$5 million to \$50 million in late stage venture, growth and middle-market companies with an enterprise value of \$20 million to \$300 million, \$2 million+ in EBITDA, and located in North America and the Pacific Rim. SI has offices in suburban Detroit, New York, and Chicago.

Investment Team:

Cavit Randall, Managing Director, crandall@SICapitalLLC.com

Charles Zalud, Vice President, czalud@SICapitalLLC.com

Chris Fowler, Chief Investment Officer, cfowler@SICapitalLLC.com

James Lilly, Senior Managing Director, jlilly@SICapitalLLC.com

Kristi Grden, Financial Analyst, kgrden@SICapitalLLC.com

Mary Hutchison, Principal, mhutchison@SICapitalLLC.com

Micheal Weintraub, Managing Director, mweintraub@SICapitalLLC.com

Rob Gronemeyer, Vice President, rgronemeyer@SICapitalLLC.com

Sunil Rao, Principal, srao@SICapitalLLC.com

FI Ripplewood Holdings

One Rockefeller Plaza, 32nd Fl.
New York, NY 10020
Phone: 212-582-6700
Fax: 212-582-4110

Stage: *Expansion, Middle Market*

Industry: *Financial Services, Information Technology, Manufacturing & Industrial, Sports & Entertainment*

Founded in 1995, Ripplewood Holdings is a private equity firm that manages the capital of Tim Collins. Before founding Ripplewood, Collins worked for Onex Corporation, Lazard Frères & Company, Booz Allen Hamilton, and Cummins Engine Company. Collins is a director of Citigroup, Inc. He is involved in several not-for-profit and public sector activities, including the Trilateral Commission, Yale Divinity School Advisory Board, and the Council on Foreign Relations, and is a member of the Investment Advisory Committee to the New York State Common Retirement Fund and the Board of Overseers for Weill Cornell Medical College.

Investment Team:

Christopher Minnetian, Managing Director and General Counsel, cminnetian@ripplewood.com
Donald A. Wagner, Senior Managing Director, dwagner@ripplewood.com
Gregory B. Murphy, Industrial Partner, gmurphy@ripplewood.com
Hiroshi Nonomiya, Managing Director
Tim Collins, Founder, tcollins@ripplewood.com

FI RJB Investments

3 Canal Plaza
Portland, ME 04101
Phone: 937-305-5072

Stage: *Early*

Industry: *Information Technology, Software & Internet*

RJB Investments is the private investment vehicle for Richard Berthy. Mr. Berthy has been the CEO of Foreside Financial Services since its inception in 2005. During Mr. Berthy's tenure at Foreside, the firm has amassed over 350 customers across 35 service offerings and currently has over 1 Trillion Dollars in assets under distribution. Mr. Berthy holds FINRA Series 7, 24, 63, 79 and 99 registrations. Lovell Minnick Partners LLC, a private-equity firm based in Pennsylvania, agreed (2017) to purchase a majority stake in Foreside.

Portfolio companies include: Akumina

Investment Team:

Richard Berthy, Founder

FI RKS Ventures

NH
<http://www.rksventures.com/>

Stage: *Expansion, Growth*

Industry: *Information Technology, Manufacturing & Industrial, Storage & Hardware*

RKS Ventures is an investment vehicle for the Gupta Family. Kedar P. Gupta, Ph.D. co-founded Advanced Renewable Energy Company, LLC in 2007 and currently serves as its Chief Executive Officer. Gupta has over 25 years of experience in the photovoltaic and semiconductor industries, with diversified management responsibilities, including research and development, manufacturing, operations and general management. RKS invests in companies that are focused on developing breakthrough hardware and software technologies, with a specific interest in companies building platform industrial technologies that are complementary to the expertise of the team.

Portfolio companies include: Amastan Technologies

Investment Team:

Kedar P. Gupta, Ph.D

FI RLB Holdings

343 Greenwich Avenue, Suite 200
Greenwich, CT 06830
Phone: 203-869-0600

<http://www.rlb-holdings.com/>

Stage: *Early, Expansion, Growth*

Industry: *Communications & Networking, Consumer Products & Services, Media & Digital Media, Sports & Entertainment*

RLB Holdings is an investment firm founded in 2011 by Ray and Lydia Bartoszek. RLB seeks to invest in valuable opportunities poised for substantial growth and also provide positive economic and community benefit. Ray co founded RLB Holdings with his wife Lydia in 2011 and is the managing general partner of the firm. After a 20 plus year energy trading career at Texaco and Glencore Limited, Ray turned to Private Equity and the development of a family office, which is dedicated to having a diversified portfolio and a double bottom line investment approach.

Portfolio companies include: HipLogiq, Kineta

Investment Team:

Ana Angeles, Executive Assistant, ana@RLB-holdings.com
Lydia Bartoszek, Founder and Managing Partner, lydia@RLB-holdings.com
Ray Bartoszek, Founder and Managing Partner, ray@RLB-holdings.com
Robert Allen, Associate Director, robert@RLB-holdings.com
Stephen Kane, Managing Director, stephen@RLB-holdings.com

FI RMS Investment Group

20195 Van Aken Blvd.
Shaker Heights, OH 44122

Stage: *Early, Middle Market*

Industry: *Business Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution*

RMS is the Family office for the Ratner, Miller and Shafran Families. Currently, the office oversees 63 direct decedents and manages nearly \$1.2 Billion of assets. RMS serves as the Family Office for the founding families of Forest City Realty Trust (NYSE: FCE.A), a real estate investment trust headquartered in Cleveland, Ohio. Forest City owns, develops, manages, and acquires real estate across the U.S. RMS provides comprehensive in-house services and expertise with respect to Investments, Accounting, Tax, Legal, and Real Estate. The firm operates in several key investment verticals (i.e. portfolios) including but not limited to: i) a managed or 'strategic' cash portfolio targeting an enhanced yield on cash-related assets, ii) a 'Liquid' or 'Marketable' investment portfolio strategically allocated across 10 primary asset classes investments include positions in 'active' and 'passive' strategies with a heavy concentration in Long-Equity and Hedge Fund strategies, iii) an 'Illiquid' or 'Private' investment portfolio committed across Private Equity, Venture Capital, Special Situation, Mezzanine, and Real Estate Funds, iv) a 'Direct' and

'Co-Investment' portfolio invested directly in privately-held companies of varying stages, industries, sectors, and geographies; and v) various 'Trading' oriented portfolios focused on a number of opportunistic and/or thematic positions targeted to capitalize on various company or industry specific catalysts.

Investment Team:

Bruce Geier, CEO
Erik Garlitz, Chief Investment Officer
Luke Palmisano, President

FI Rock Ventures

1074 Woodward Ave.
Detroit, MI 48226
Phone: 313-373-7700
<http://www.rockventures.com/>

Stage: Early

Industry: Information Technology, Real Estate & Construction, Sports & Entertainment

Rock Ventures serves and connects Quicken Loans Founder and Cleveland Cavaliers Majority Owner Dan Gilbert's portfolio of more than 100 companies. The Rock Ventures Family of Companies' mission is to increase growth, innovation and prosperity in the cities in which its more than 30,000 team members live, work and play. Key initiatives include real estate development, community investments and economic development. Dan began moving his Family of Companies to Detroit's central business district in 2010 in an effort to help lead the transformation of a great American city. In January 2010, Dan co-founded Bedrock Detroit, a full-service real estate firm specializing in purchasing, leasing, financing, developing and managing commercial space based in downtown Detroit. Since then, he has invested more than \$2.2 billion to purchase and renovate more than 95 commercial properties accounting for more than 15 million square feet in the city's urban core. Thousands of jobs have been created, and today nearly 17,000 Rock Ventures team members work in downtown Detroit. Dan also founded JACK Entertainment, a developer and owner of unique urban casinos in downtown Cleveland, Cincinnati and Baltimore. In 2013, the company also acquired Detroit's Greektown Casino-Hotel, which will be renamed as JACK Detroit Casino-Hotel Greektown later this year. In March 2013, Rock Ventures, in collaboration with the Downtown Detroit Partnership and Detroit Economic Growth Corporation, unveiled and implemented a visionary placemaking and retail plan centered on creating activity and vibrant, distinct destinations to draw people to the region using a multifaceted approach to the planning, design and management of public spaces. Dan is a Founder and Principal of Detroit Venture Partners (DVP), a venture capital firm that funds startup and early-stage technology companies in Detroit. He is also a Founding Partner of Detroit-based private equity group Rockbridge Growth Equity.

Investment Team:

Dan Gilbert, Founder and Chairman
Deb Dansby, Chief Administrative Officer
Josh McManus, COO
Matthew P. Cullen, Principal

FI/ FIN Rockefeller & Co.

10 Rockefeller Plaza
New York, NY 10020
Phone: 212-549-5330
Fax: 212-549-5524
<https://www.rockco.com/>

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Financial Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Software & Internet, Transportation & Distribution

Founded in 1882, Rockefeller & Co. is a privately owned investment manager that began selling its expertise to other families in 1980. By mid-2008 the firm had \$28 billion of clients' assets under its hood. The firm manages separate client-focused equity and fixed income portfolios, investing in the public equity markets across the globe. Rockefeller also invests in alternative markets across the globe, however only invests in the fixed income markets of United States. Current Chairman of the Board of Directors, David Rockefeller, Jr. is a leader in the fourth generation of John D. Rockefeller's family, and an active participant in the nonprofit arena, especially in the areas of the environment, the arts and philanthropy. Rockefeller is a Trustee of the Museum of Modern Art and the Asian Cultural Council and is also a fellow of the American Academy of Arts and Sciences and a member of the Council on Foreign Relations. John D. Rockefeller Sr. was an American oil industry business magnate, industrialist, and philanthropist, and is widely considered the wealthiest American of all time. As of September 30, 2016, Rockefeller & Co. has approximately \$15.2 billion in client assets under advisement for individuals, family offices, nonprofit organizations, foundations, endowments, and global institutions. This number includes net assets under management of approximately \$10.1 billion plus approximately \$5.1 billion in advisory assets.

Investment Team:

David Peter Harris, CIO, Managing Director, and Portfolio Manager
David Westbrook, CFO & Managing Director
Reuben Jeffery, CEO, President, MD & Director
Stuart Hendry, COO & Managing Director
Yvette Marie Garcia, CAO, Secretary, Managing Director, and General Counsel

FI Rocky Point Ventures

1000 Westbank Drive, Suite 2A
Austin, TX 78746
<http://rockypointventures.com/>

Stage: Early, Growth, Seed

Industry: Electronics & Advanced Materials, Information Technology, Life Sciences & Healthcare, Medical Device

Rocky Point Ventures was founded in 2006 as a private family office in Austin, Texas. Traditionally, RPV has focused on early-stage investing in technology and biotechnology start-ups. Although RPV continues to make these types of investments, they have also begun to seek buyout opportunities. They typically look for companies with \$5.0- \$20.0M purchase price and \$1.5-\$4.0M EBITDA.

Investment Team:

Patrick Chalmers, 512-637-3540, patrick@rpvllc.com
Reg Hargrove, 512-637-3552, reg@rpvllc.com
Wally Loewenbaum, CEO

FI Roofdeck Partners

555 Mission Street, 23rd Floor
San Francisco, CA 94105
Phone: 415-512-8700

Stage: Early

Industry: Financial Services, Information Technology

Roofdeck Partners is the Family Office for Steve McLaughlin, Managing Partner at Financial Technology Partners (FT Partners). McLaughlin was formerly a senior investment banker in Goldman Sachs & Co.'s Financial Technology Group and Financial Institutions Group in New York and San Francisco.

Portfolio companies include: Motionsoft

Recent fundings include: Motionsoft

Investment Team:

Steve McLaughlin, Founder, steve.mclaughlin@ftpartners.com

FI Rosemore

One North Charles Street, 22nd Floor
Baltimore, MD 21201

Phone: 410-347-7080

Fax: 410-347-7081

<http://www.rosemoreinc.com/>

Stage: Middle Market

Industry: Energy & Clean Tech

Rosemore, Inc. is a privately-held corporation headquartered in Baltimore, Maryland with operating subsidiaries based in Houston, Texas. The primary focus of business operations today is oil and gas exploration, production and transportation via its Tema Oil and Gas Company and Gateway Gathering and Marketing Company subsidiaries. In the past, Rosemore, Inc. also had a presence in oil refining and marketing via its Crown Central LLC subsidiary. The company also manages a large diversified portfolio of investments. Rosemore, Inc. traces its roots back to 1931 when the original founders of the American Oil Company (AMOCO) formed a corporation to consolidate, expand and diversify their business activities. The firm currently manages the investments of the Blaustein/Rosenberg families. Henry A. Rosenberg Jr. was in the energy business, following in the tradition of his grandfather, Louis Blaustein, who was the inventor of the drive-through filling station and metered gasoline pump. Mr. Rosenberg has continued to oversee his family's business interests as Co-Chairman of Rosemore, Inc., a position that he has shared with his son, Frank, since 2012. The Blaustein family in total net worth is north of \$2B according to Forbes.

Investment Team:

Frank Rosenberg, Principal, frosenberg@rosemoreinc.com

Henry A. Rosenberg, Chairman, hrosenberg@rosemoreinc.com

FI/ PE Rosewood Private Investments

2101 Cedar Springs Road, Suite 1600

Dallas, TX 75201

Phone: 214-849-9000

<http://www.rosewoodpi.com/>

Stage: Middle Market

Industry: Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

Rosewood Private Investments is the private equity arm of The Rosewood Corporation, a prominent family-owned company with worldwide operations and investments. Rosewood is wholly owned by the Caroline Hunt Trust Estate and has grown over generations by developing and acquiring businesses that are leaders in their respective industries. The firm will make investments in the amount of \$10-\$50 million in companies with an EBITDA of at least \$5 million and revenues between \$20-\$150 million. Sector focus includes aerospace and defense, manufacturing technology, and nutrition and wellness.

Investment Team:

Alex Hawkins, Associate, 214-849-9039, ahawkins@rosewoodpi.com

Brad Becken, Analyst, 214-849-9037, bbecken@rosewoodpi.com

Derry Burns, Director, 214-849-9047, dburns@rosewoodpi.com

G.T. Barden, Managing Director, 214-849-9048, gbarden@rosewoodpi.com

Marquez Bela, Director, 214-849-9051, mbela@rosewoodpi.com

Tyler Rudman, Associate, 214-849-9038, trudman@rosewoodpi.com

FI RSH Ventures

Austin, TX

<https://www.linkedin.com/pub/russell-hinds/12/855/773>

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Life Sciences & Healthcare, Software & Internet

RSH Ventures is the investment vehicle for Russell Hinds, a serial entrepreneur, with a dual background in technology and real estate investment. RSH Ventures is an angel investment fund, focused on early stage investments in biotechnology, life sciences, software, semiconductors, and wireless sectors. He is active in the Band of Angels, Keiretsu Forum and Central Texas Angel Network (CTAN). Mr. Hinds serves on the boards of several companies. He also manages (with his wife) a Real Estate investment and land development partnership based in Austin, Texas.

Investment Team:

Russell Hinds, Founder and Managing Director

FI Rudyard Partners

33 Bradford Street

2nd Floor

Concord, MA 01742

Phone: 978-287-0007

www.rudyardpartners.com

Stage: Early

Industry: Information Technology, Media & Digital Media, Software & Internet

Rudyard Partners is a next generation Family Investment Office in Concord, Massachusetts founded in 2008. Matthew Growney launched the firm, which focuses on creating and investing in early-stage consumer technology companies (hardware, software, cloud) for both mass market and specialized verticals. The firm is a specialized venture capital firm focused on investing in early stage consumer technology opportunities for the global marketplace. Rudyard aggressively pursues cutting-edge entrepreneurs that have consumer-targeted businesses and compelling market solutions. The team at Rudyard Partners has deep experience in the early stage new idea market, having invested in over seventy early stage companies since the late nineties. Growney previously was Co-founder & Managing Director of Motorola Ventures (MV), the corporate venture capital arm of Motorola, Inc.

Investment Team:

Dan Williams, Partner

Matthew Growney, Founder & Managing Partner, matthew@rudyardpartners.com

FI/ FIN Runnymede Investments

10 Runnymede Dr.

North Hampton, NH 03862
<http://www.runnymedeinvestments.com/>

Stage: Early, Middle Market

Industry: Consumer Products & Services, Food & Agriculture, Real Estate & Construction

Runnymede Investments is a family owned and operated investment firm headquartered five miles from the Smuttynose Brewery in North Hampton. Runnymede specializes in real estate, private equity, and venture capital. Runnymede founder Chris Broom was the co-founder of Direct Capital, a company that helps small businesses get capital to buy equipment and technology. He also co-founded Strategic Timber Trust - a \$1.35 billion fund that purchased and managed more than 1 million acres of timberland in four countries. In 1995, he sold that company to Union Bank of Switzerland.

Investment Team:

Chris Broom, Founder, cjbroom@runnymedeinvestments.com
Chris Broom
Jake Broom

FI/ FIN RWN Management

712 5th Ave, 30th Floor
New York, NY 10019
Phone: 212-920-3120

Stage: Middle Market

Industry: Food & Agriculture, Real Estate & Construction

RWN Management is the family office of Marc Rowan, who was a founding partner of Apollo Global Management, one of America's most successful private equity groups with \$232 billion in assets. Rowan is a founding member and serves on the executive committee of the Youth Renewal Fund, as well as his own foundation the Rowan Family Foundation. He is a member of the board of directors for the National Jewish Outreach Program, the New York Police Foundation and serves on the Board of Overseers of the University of Pennsylvania's Wharton School of Business. The firm, run by CEO Ken Glassman, said Rowan takes a hands-off approach to avoid conflicts with his role at Apollo. In addition, RWN said it runs larger investments past Apollo. According to the Wall Street Journal, RWN invests its roughly \$1 billion in farmland, debt and real estate.

Investment Team:

Adam Borod, Vice President
Kenneth Glassman, CEO & CIO
Philip Min, Vice President

FI RZC Investments

PO Box 1860
Bentonville, AR 72712

Stage: Early

Industry: Financial Services, Sports & Entertainment

RZC Investments is an investment vehicle for Steuart Walton and his brother, Tom Walton, scions of the family that founded Walmart. Their father Jim Walton was a Director of Walmart, and the son of Sam Walton (founder of Walmart). Jim Walton is estimated to be worth over \$40B. The Walton brothers are biking enthusiasts, and RZC bought a majority stake of British bikewear business Rapha in August 2017. RZC also has an investment in Allied Cycle Works, the Little Rock, Arkansas, bike maker, and Tom Walton has spearheaded investments in a mountain bike trail system in Bentonville, Arkansas, which hosted the IMBA World Summit in 2016. Through their work with Crystal Bridges Museum of American Art, Steuart and Tom Walton oversaw a project renovating a 63,000-square-foot former Kraft cheese plant in Bentonville into 'The Momentary,' exhibit space for contemporary art, music, theater and film. Steuart Walton, who is also a pilot, founded Game Composites in 2013, a composite aircraft manufacturer in Northwest Arkansas, and serves as its chairman. Steuart Walton joined the board of Walmart on June 3, 2016.

Portfolio companies include: Everware

Recent fundings include: Everware

Investment Team:

Jared Faciszewski, Partner
Matt Tarver, Partner
Steuart Walton, Founder
Tom Walton, Founder

FI S-Cubed Capital

2061 Avy Avenue, 1st Floor
Menlo Park, CA 94025
Phone: 650-234-8224

<http://scubedcap.com>

Stage: Middle Market

Industry: Communications & Networking, Consumer Products & Services, Education & Training, Financial Services, Food & Agriculture, Information Technology, Media & Digital Media, Real Estate & Construction, Retail & Restaurant, Software & Internet, Sports & Entertainment, Transportation & Distribution

S-Cubed Capital is a diversified investment holding company and family office located in Menlo Park, CA that invests its own capital and does not operate like a conventional fund with outside limited partners. The firm will make direct equity investments in privately-held companies across a variety of industry sectors and in attractive real estate opportunities as well as partnerships with many leading investment managers. S-Cubed's investment portfolio participates in a variety of asset classes: public global equities, fixed income, absolute return, private equity, and real assets. The organization has also global interests in agribusiness, financial asset management, philanthropy and real estate. S-Cubed is the Family investment vehicle for Mark Stevens, a former venture capitalist with Sequoia Capital, possessing a net worth pegged at nearly \$2B by Forbes.

Portfolio companies include: Decibel Therapeutics, Exactuals, Innovium, Naya Health

Investment Team:

Mark Stevens, Managing Partner, mark@scubedcap.com
Rebecca Bach

FI/ PE/ VC Saban Capital Group

10100 Santa Monica Blvd. #2600
Los Angeles, CA 90067
Phone: 310-557-5100

www.saban.com

Stage: Early, Growth, Late, Middle Market

Industry: Communications & Networking, Media & Digital Media, Real Estate & Construction, Sports & Entertainment

Saban Capital Group, Inc. is a private investment firm specializing in the media, communications and entertainment industries. Based in Los Angeles, SCG was established in 2001 by Haim Saban, founder of Fox Family Worldwide, a global television broadcasting, production, distribution, merchandising and music company that was sold to the Walt Disney Corporation in 2001 in a \$5.2 billion transaction. The firm makes both controlling and minority investments in public and private companies throughout the world, including in Germany's biggest television group, Israel's leading broadcasting network and Israel's national phone company. In addition, SCG owns and operates a music company, Saban Music Group. In 2008, the firm formed Saban Ventures, which invests in early-stage to mid-stage start-ups in digital media, mobile, and consumer Internet. SCG's current private equity investments include Univision (the premier Spanish-language media company in the US); Tiger Gate Entertainment (a joint venture with Lionsgate to operate branded pay television channels across Asia); Taomee (China's leading children's online entertainment company), Celestial Tiger Entertainment (a venture with Lionsgate and Astro, Malaysia's largest pay TV platform, to launch and operate new branded pay television channels across Asia); MNC (Indonesia's largest and only vertically-integrated media company); and Partner Communications (a leading telecommunications company in Israel). Saban Brands LLC, an affiliate of SCG, was formed in 2010 to acquire, manage and license entertainment properties and consumer brands across media and consumer platforms globally, and currently holds the rights to Power Rangers and Paul Frank Industries in its portfolio. Additionally, SCG founded Saban Films in 2014 to acquire and distribute independent feature films in North America. With another office in Singapore, SCG actively manages a globally diversified portfolio of investments across public equities, credit, alternative investments, and real property assets.

Portfolio companies include: Bustle, MyCheck

Investment Team:

Adam Chesnoff, President and Chief Operating Officer, achesnoff@saban.com
Adam Weene, Managing Director
Corinne Chong, Director, corinnec@saban.com
Fred Gluckman, Senior Vice President and CFO, fgluckman@saban.com
Haim Saban, Chairman and Chief Executive Officer, saban@saban.com
Joel Andryc, Managing Director, jandryc@saban.com
Jordan Cohen, Director, jochen@saban.com
Niveen S. Tadros, Executive Vice President and General Counsel, ntadros@saban.com
Philip Han, Managing Director, phan@saban.com
Sumeet Jaisinghani, Managing Director, sumeetj@saban.com

FI Sagamore Ventures

1020 Hull Street
Baltimore, MD 21230
Phone: 888-727-6687
<http://sagamoreventures.com/>

Stage: Early

Industry: Consumer Products & Services, Information Technology, Real Estate & Construction

Sagamore Ventures is the investment arm of Under Armour Founder and CEO, Kevin Plank. Plank plans to turn the one-story, 140,000-square-foot building at 101 Dickman St. in Port Covington (in Baltimore) into the home of the apparel company's innovation division, as well as a focal point for Plank's desire to bring more light manufacturing to the U.S. The building will continue to be called City Garage, and will be the first part of Plank's massive plans to transform Port Covington into a sprawling home for Under Armour and his various other ventures. Sagamore has invested in consumer products companies, as well as high tech.

Portfolio companies include: RedPoint Global, UrbanStems

Recent fundings include: RedPoint Global

Investment Team:

Demian Costa, Managing Partner
Kevin Planck, Founder

FI Satter Investment Management

676 North Michigan Avenue
Chicago, IL 60611
Phone: 312-787-0228

Stage: Early

Industry: Life Sciences & Healthcare, Medical Device

Satter Investment Management, or SIM, is a private investment firm and family office with significant investments in several life sciences and medical technology companies. Muneer Satter is a retired partner of Goldman Sachs, where he was a partner of the firm for sixteen years. He spent his career in the Merchant Banking Division, which manages the firm's private investments. He has also managed the Satter Foundation, a private family foundation since 1997.

Portfolio companies include: Aerpio Therapeutics, Akebia Therapeutics, Annexon Bioscience, Annexon Biosciences

Investment Team:

Muneer Satter, Founder

FI Savoy Capital

515 Madison Ave. #1140
DuMont Building
New York, NY 10022
Phone: 212-953-6597

121 N Post Oak Ln., APT 2506
Houston, TX 77024
Phone: 713-658-9594

<http://www.savoycap.com/>

Stage: Early, Middle Market

Industry: Financial Services, Information Technology, Transportation & Distribution

Savoy Capital is a private investment firm with offices located in Houston, Texas and New York, New York. The firm invests as principal, as well as on behalf of affiliated entities and private investors, in a variety of areas. The firm was founded in 1990 by Frank Lorenzo, former Chairman and principal shareholder of Continental Airlines, Inc., to direct the investment of family resources and those of a select group of outside investors. Savoy manages the Savoy Special Situations Fund, L.P., a conservative long/short hedge fund, and in addition is an investor in an array of outside investment funds. Savoy also engages in private investment, both through funds as well as directly in venture investments, later stage situations, or in management led buyouts.

Investment Team:

Frank Lorenzo, Founder, florenzo@savoycap.com
Timon Lorenzo, Managing Director, tlorenzo@savoycap.com

FI/ FIN Sawdust Investment Management

1622 West Willow Rd, Suite 200

Northfield, IL 60093

Phone: 312-897-1100

*Stage: Middle Market**Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction, Software & Internet*

Sawdust Investment Management is a privately owned investment management firm. The firm supports the philanthropic efforts of the Circle of Service Foundation and also provides its services to single family office. The firm manages separate client-focused portfolios and invests in the public equity markets of the United States. Michael Krasny is the president of Sawdust Investment Management and has a reported net worth of \$1.39 billion, according to Forbes. Krasny founded Computer Discount Warehouse (CDW) in 1984 as an online store for IT products and, in 2007, was bought out by Madison Dearborn Partners for \$7.3 billion. He is an active donor to Jewish causes and medical research through the Circle of Service Foundation.

Portfolio companies include: Brideside**Recent fundings include:** Brideside**Investment Team:**

Kate Lindberg, CIO

Michael P. Krasny, President

Stephanie E. Szymanski, Senior Director of Investments

Therese Krieger, CFO

FI/ FIN Schonfeld Group Holdings

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Phone: 212-832-0900

Fax: 212-758-8903

<https://www.schonfeld.com/>*Stage: Middle Market**Industry: Financial Services, Real Estate & Construction*

Schonfeld Group Holdings is the family office of Steven Schonfeld, one of Wall Street's top traders. The son of a fabric manufacturer, Schonfeld founded a proprietary trading firm on New York's Long Island, the Schonfeld Group, in 1988. He fronted cash to teams that rapidly traded stocks and futures and by 2001 he employed 1,100 traders. Schonfeld Group Holdings operates as a trading and investment company with a focus on active trading strategies applied primarily to electronically-traded, liquid equity securities, and futures products. The company's investment activities emphasize allocations to quantitative statistical arbitrage and active quantitative trading strategies in liquid asset classes. It also makes investments in traditional hedge fund strategies through managed accounts.

Investment Team:

Andrew M. Fishman, President

Mark Peters, COO

Ryan Tolkin, CIO

Steven Schonfeld, CEO, Founder & Chairman

FI Schooner Capital

60 South Street, Suite 1120

Boston, MA 02111

Phone: 617-963-5200

Fax: 617-963-5201

www.schoonercapital.com*Stage: Early**Industry: Information Technology, Software & Internet*

Founded in 1971, Schooner Capital, LLC is a private investment firm managing approximately \$300 million. A family office headed by Vin Ryan, Schooner has no outside limited partners and approaches all investments with a long-term perspective. Areas of concentration are growth equity investments, alternative assets, and public securities. The firm focuses on U.S.-based companies. The firm also invests in hedge funds, private equity funds, venture capital funds, and other specialized alternative asset structures across sectors and across the globe.

Portfolio companies include: Censinet, Commonwealth Fusion Systems, Fashion Project, Maxwell Health, MediaSilo, Zippity**Recent fundings include:** Zippity, Commonwealth Fusion Systems, Censinet**Investment Team:**

Peter Binas, Managing Director

Steve Maiocco, Managing Director and CFO

Ted Henderson, Managing Director

Vincent Ryan, Founder, Chairman

FI/ FIN Schwartz Capital Group

1 N. Wacker Dr., Suite 3605

Chicago, IL 60606

Phone: 312-981-0030

<http://schwartzcap.com>*Stage: Middle Market**Industry: Consumer Products & Services, Real Estate & Construction*

Founded in 1996, Schwartz Capital Group (formerly known as TCS Group) is the Family Office of Ted Schwartz, and invests its permanent capital base opportunistically for the long-term. Ted Schwartz was the founder of APAC Customer Service, which he sold to One Equity Partners. Schwartz Capital Group invests its own capital in operating companies and real estate assets. The firm targets proven, cash flow generating businesses with defensible market positions. The firm's real estate efforts concentrate on partnering with trusted operators to acquire multi-family and commercial real estate assets. Strand Equity Partners (see profile) is an affiliate of Schwartz Capital Group. Strand Equity Partners is a growth equity fund focused on making investments in emerging and dynamic consumer brands.

Investment Team:

Priya Parrish, Chief Investment Officer, pparrish@schwartzcap.com

Ted Schwartz, Founding Principal

Todd Schwartz, Principal, ToddSchwartz@schwartzcap.com

Tracy Schwartz-Ward, Principal

FI ScOp Venture Capital

Santa Barbara, CA

<https://www.scopvc.com/>

Stage: Early, Seed

Industry: Information Technology, Software & Internet

ScOp Venture Capital is the private investment vehicle for Kevin O'Connor, who previously founded and sold startups Graphiq (acquired by Amazon), and DoubleClick, which was acquired by Google in 2007 for \$3.1 billion. From 1995 - 2009, on breaks from building his own companies, Kevin started O'Connor Ventures, investing in companies such as Procore, Internet Security Systems, 1-800-Flowers.com, HoJobs, and MeetUp. ScOp stands for Scalable Opportunities. ScOp primarily focuses on SaaS companies who have some proof of market validation, which typically means \$500k+ in ARR.

Investment Team:

Cormac O'Connor, Senior Associate, cormac@scopvc.com

Kevin O'Connor, Managing Partner, kevin@scopvc.com

FI Scott Capital

140 Rowayton Avenue, Suite 2C

Rowayton, CT 06853

Phone: 203-939-1890

<http://www.scottcap.net/>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

G. Scott Capital Partners, LLC (Scott Capital) is a private investment firm investing in companies that offer the opportunity for solid, achievable growth and capital appreciation. Scott Capital's industry focus includes Specialty/niche manufacturing; Consumer-driven healthcare services and products; Business services; Value-added distribution; Industrial technology; Consumer products; and Specialty retail. The firm targets transaction values of \$10 million to \$100 million with companies possessing a minimum of \$4 million of EBITDA and attractive margins (>10%). Investments range from \$5 million to \$25 million, and up to \$40 million with follow on investments.

Investment Team:

Andrew K. Maurer, Principal, 203-939-1885, amaurer@scottcap.net

F. Bradley Scholtz, Principal, 203-939-1887, bscholtz@scottcap.net

Gregory D. Scott, Principal, 203-939-1886, gscott@scottcap.net

FI Seligman Group

600 Montgomery St., 40th Floor

San Francisco, CA 94111

Phone: 415-658-2889

One Towne Square

26100 Northwestern Highway, Suite 1913

Southfield, MI 48076

Phone: 248-862-8000

<http://www.seligmangroup.com/>

Stage: Middle Market

Industry: Defense & Homeland Security, Financial Services, Real Estate & Construction

The Seligman Group manages the financial interests of Scott Seligman, Founded in 1954, by Irving R. Seligman, Seligman & Associates, Inc. and its affiliated companies focus on the development, acquisition, and management of commercial and residential properties throughout the western United States. The predecessor company was started as Stern & Seligman in 1947. In 1976, Irving's son, Scott Seligman, became Group Vice-President of Seligman, responsible for single-family building operations as well as management of multi-family properties located in the Metropolitan Detroit area. In 1984, Scott Seligman chartered the Sterling Savings and Loan Association which focused on mortgage lending and servicing. Through Quantum Capital, Seligman operates a boutique investment firm focused on actively managed investment strategies. The firm has interests in aviation via Presidential Aviation. Seligman is a minority owner of the San Francisco Giants major league baseball team. Seligman is active in Jewish causes and has served on the Capital Planning Committee at the Jewish Community Federation of San Francisco, was a board member of the Jewish Federation of Las Vegas, served on the board of the Jewish Telegraphic Agency, and served as a Committee Member with Birthright Israel.

Investment Team:

Scott Seligman, CEO, sSeligman@seligmangroup.com

FI/ PE Seven Valleys

General Motors Building

767 Fifth Avenue, 46th Floor

New York, NY 10153

<https://www.sevenvalleys.com/>

Stage: Middle Market

Industry: Energy & Clean Tech, Information Technology, Real Estate & Construction

Seven Valleys is the U.S. family office of Chinese investor Zhang Xin, and is a commercial real estate development and investment firm. The firm also has a lending platform that aims to originate \$2 billion of bridge and mezzanine loans and other commercial real estate debt. According to publisher Commercial Mortgage Alert, the firm also looks to originate mezzanine loans and preferred equity with core-type returns on stabilized office and multi-family properties. Those financings, ranging from \$50 million to \$300 million, would bring total leverage as high as 65%. And it will write construction and pre-development loans of \$50 million to \$100 million for office, apartment and condominium projects at loan-to-cost ratios up to 60%. Zhang Xin and her husband and co-investor, Pan Shiyi, control SOHO China, which has developed dozens of commercial properties in China over the past two decades. Seven Valleys owns equity stakes in two New York office buildings: the GM Building, at 767 Fifth Avenue, and Park Avenue Plaza at 55 East 52nd Street. The company also invests in private equity, venture capital, fixed-income products and the energy sector.

Investment Team:

Geoff Wilson, CFO

Jason Bordenick, Managing Principal

Vadim Zhitomirsky, Director of Finance & Investments, vadim@sevenvalleys.com

FI SFG Asset Advisors

106 Lincoln Blvd.

The Presidio

San Francisco, CA 94129

Phone: 415-276-2706

<https://sfgassetadvisors.com/>

Stage: Expansion, Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

SFG Asset Advisors (SFG) is a family investment office based in San Francisco. SFG was established in 2002 to manage assets accumulated over decades of successful investing.

Investment Team:

Christopher Jackson, President
Daphne J. Dickson, COO
Elliot Tight, Portfolio Manager
Michael F. Jackson, Founder

FI Shari Arison Family Office

Golda Center
23 Shaul Hamelech Boulevard
Tel Aviv, 6436723
Israel
Phone: 972-3-7180200
Fax: 972-3-7180222

20900 NE 30th Ave., STE 1015
Aventura, FL 33180

<https://www.shariarison.com/>

Stage: Middle Market

Industry: Financial Services, Food & Agriculture, Real Estate & Construction

Shari Arison Family Office (SAFO) manages the assets for Shari Arison, daughter of Ted Arison who founded Carnival Cruises. Shari Arison operates Arison Investments, a global business conglomerate incorporating leading firms in the Israeli and world economy. Founded by the late Ted Arison, the company began operating in Israel in 1991. It has since established its headquarters in Tel Aviv, and expanded its portfolio worldwide. The firm has concentrated investments in Finance, Real Estate, Water, and Salt. Arison Investments manages a portfolio estimated at \$2.5 billion. The Family Office along with Arison Investments, has a combined asset value in excess of \$6B.

Investment Team:

Efrat Peled, Chairman and CEO
Ido Stern, VP and General Counsel
Itzik Revach, CFO

FI Shear Family Office

103 Gamma Dr. #120
Pittsburgh, PA 15238
Phone: 412-580-6297

Stage: Middle Market

Industry: Transportation & Distribution

Herb Shear is the Chairman of the Shear Family Office, which manages the Shear Family Foundation and the Shear Family Investments. Herb was formally the Executive Chairman and CEO of GENCO. In 2014, the business was sold to FedEx. Herb joined GENCO in 1971 and became the family's third generation involved in the logistics business. Herb successfully led the company's growth from a \$300,000 business to a \$1.6 billion company. He serves on the Board of Directors for the University of Pittsburgh, BDP International, Lazer Spot, and the Greater Pittsburgh Community Food Bank.

Investment Team:

Herb Shear, Chairman
Michael Capizzi, VP Investments

FI/ FOF Shumway Capital

28 Havemeyer Place
Greenwich, CT 06830
Phone: 203-485-8550

<http://www.shumwaycapital.com>

Stage: Early, Growth

Industry: Communications & Networking, Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Media & Digital Media, Software & Internet

Shumway Capital is a growth equity investment firm that partners with management teams to help accelerate their companies' growth and realize their vision. The capital invested comes entirely from the firm's partners and provides a permanent capital base that enables long-term investments and decision making. Founder, Chris Shumway, formerly worked for Tiger Management, and grew Shumway Capital from \$70 million of assets under management to over \$8 billion of outside capital. Shumway focuses on high-growth businesses in all industries, considering seed investments (for emerging managers), venture capital, growth, and public company investments. Shumway Capital has particular expertise in the Technology, Consumer, Telecom, Energy, Financials and Healthcare sectors globally. The firm will typically invest between \$10 million and \$100 million. While Shumway Capital focuses on growth investing, Shumway is also committed to giving back. As a strong proponent of education reform, Mr. Shumway established The Shumway Foundation with the primary goal of helping to break the cycle of poverty through better opportunities in public education.

Portfolio companies include: Finch Therapeutics Group

Recent fundings include: Finch Therapeutics Group

Investment Team:

Chris Shumway, Managing Partner
Michael Tullyv, Principal

FI/ VC Signatures Capital

1 Bluxome Street
San Francisco, CA 94107
Phone: 888-405-9335

<http://signaturescapital.com/>

Stage: Early, Growth

Industry: Information Technology, Software & Internet

Signatures Capital is a family investment office that has been supporting great founders and leadership teams since 2000. Signatures Capital has built relationships at

major research universities, government laboratories and incubators, as well as cultivated an extensive network of entrepreneurs across the technology industry. For 25 years, Signatures Capital founder Bobby Yazdani has been funding early stage technology businesses and collaborating with entrepreneurs and leadership teams to help build world-changing companies. In 2006, he formalized his activities by founding Signatures Capital. In 2015, Bobby endowed the Signatures Innovation Fellowship at University of California, Berkeley to support data science projects with commercial promise. Bobby also serves as a founding member of the Persian Tech Entrepreneurs network, and a National Advisory Board Member of The Reset Foundation. Bobby founded Saba in 1997, taking the company public in 2000. Today, Saba is the leading provider of Human Capital Development & Management Solutions, serving over 30 million people from 2,200 customers across 195 countries and in 37 languages worldwide. Prior to Saba, Bobby worked at Oracle in various R&D roles.

Portfolio companies include: Ather, Solvvy

Investment Team:

Bobby Yazdani, Founder and Managing Partner, bobby@signaturescapital.com
Eric Kriegstein, Principal, eric@signaturescapital.com

FI Silver Fox Partners

50 Gramercy Park North
New York, NY 10010

<https://silverfoxcap.com/>

Stage: Early, Seed

Industry: Food & Agriculture

Silver Fox Partners is a family office investment firm founded in 2017 by former Xerox CEO/Chairman Anne Mulcahy. The firm focuses investment capital on businesses that demonstrate both strong tangible (financials / assets) and intangible (leadership / mission / values) qualities over time. The firm's #1 criteria in both majority ownership and minority / co-investment opportunities is a quality business. Anne M. Mulcahy (born October 21, 1952) is former chairperson and CEO of Xerox Corporation. She was named CEO of Xerox on August 1, 2001, and chairwoman on January 1, 2002. In addition to serving on the Xerox board, she has been a member of the boards of directors of Catalyst, Citigroup Inc., Fuji Xerox Co. Ltd. and Target Corporation.

Investment Team:

Anne Mulcahy, Founder
Michael Mulcahy, Principal, michael@silverfoxcap.com

FI Silver Ventures

102 West Grayson Street
San Antonio, TX 78212

Phone: 210-229-2094

Fax: 210-930-2482

<http://goldsbury-foundation.org>

Stage: Middle Market

Industry: Consumer Products & Services

San Antonio-based Silver Ventures is an equity investment firm that uses its diverse skills and resources to build small food companies into large enterprises. Silver was founded by the management team that grew Pace Foods from a \$13 million regional picante sauce company into a \$250 million category leader, which then was sold to Campbell Soup for \$1.1B. Silver Ventures invests in middle market food companies and is interested in investing throughout the food industry. According to published reports, the firm has been involved in San Antonio real estate projects including the Pearl Brewery project and two high-end hotels developed with Hixon Properties Inc., the Westin Riverwalk and the Hotel Contessa. Founder Christopher Goldsbury also heads the Goldsbury Foundation.

Investment Team:

Christopher Goldsbury, Founder, cgoldsbury@silverventures.com
Darryl Byrd, Development Director, dbyrd@silverventures.com
Jordana Markman-Epstein, Managing Director, jepstein@silverventures.com
Ken Halliday, Managing Director, khalliday@silverventures.com
Shawn Hatter, Development Manager, shatter@silverventures.com

FI Simon Equity Partners

101 Mission Street, Suite 1115
San Francisco, CA 94105

Phone: 415-856-0569

Fax: 415-856-0558

www.simonequity.com

Stage: Early

Industry: Consumer Products & Services, Financial Services, Retail & Restaurant, Software & Internet, Sports & Entertainment

Simon Equity Partners is the private investment arm of the Simon family, founders of Simon Property Group (NYSE: SPG), the largest publicly-traded real estate company in the United States. Based in San Francisco, Simon typically seeks to make growth investments in profitable, high-margin consumer companies with revenues ranging between \$5 million and \$20 million. The firm's target transaction size with these companies is typically \$2 million--\$10 million. Simon Equity works closely with entrepreneurs who are passionate about helping evolve the consumer experience by leveraging the Simon family's retail, food service, hospitality and real estate expertise. Industry segments Simon has invested in include: Apparel, Food and Beverage, Health and Wellness, Home Care, Hospitality, Beauty & Personal Care, Specialty Retail, Restaurants & Food Service, and Sustainability.

Portfolio companies include: Quri, VideoAmp

Investment Team:

Jonathan Rosenbaum, Managing Director, jrosenbaum@simonequity.com
Marshall Milliken, Associate, mmilliken@simonequity.com
Stephen Simon, Co-Founder and Managing Partner, ssimon@simonequity.com
Todd Steele, Operating Partner, tsteele@simonequity.com

FI Skoll Foundation

250 University Avenue, Suite 200
Palo Alto, CA 94301

Phone: 650-331-1031

Fax: 650-331-1033

www.skollfoundation.org

Stage: Early

Industry: Education & Training, Energy & Clean Tech, Financial Services

The first employee and first President of eBay, Jeff Skoll created The Skoll Foundation in 1999 to pursue his vision of a sustainable world of peace and prosperity. Led by CEO Sally Osberg since 2001, the group's mission is to drive large scale change by investing in, connecting and celebrating social entrepreneurs and the

innovators who help them solve global pressing problems. The group is now one of the leading foundations in the field of social entrepreneurship. Over the past 10 years, Skoll has awarded more than \$400 million, including investments in 112 social entrepreneurs and 91 organizations on five continents around the world who are creating a brighter future for underserved communities. In addition to grant-making, Skoll funds a \$20 million+ portfolio of program-related and mission-aligned investments. In 2003, the group partnered with the Said Business School at the University of Oxford to launch the first academic center dedicated to social entrepreneurship, the Skoll Centre for Social Entrepreneurship. Skoll also supports and partner with many pioneers and innovators in the field, organizations such as Ashoka, Acumen Fund and Duke University's Center for the Advancement of Social Entrepreneurship.

Portfolio companies include: Targeted Growth

Investment Team:

Eric Cooperstrom, Principal, ecooperstrom@skollfoundation.org
James Nardella, Principal, jnardella@skollfoundation.org
Jeffrey S. Skoll, Founder and Chairman, jskoll@skollfoundation.org
Richard Fahey, COO, rfahey@skollfoundation.org
Shivani Garg Patel, Principal

FI Skydeck LLC

1 S. Wacker Dr, Ste 1900
Chicago, IL 60606
Phone: 312-582-1423
<http://www.skydeckllc.com/>

Stage: Expansion, Growth

Industry: Consumer Products & Services, Food & Agriculture, Information Technology, Manufacturing & Industrial, Software & Internet, Transportation & Distribution

Skydeck LLC is a family investment office based in Chicago backed by Michael Polsky. Skydeck approaches investments as a long-term owner focused on backing excellent management teams and building great companies. With proprietary capital, the firm has the flexibility to invest across the capital structure and in diverse industries. Mr. Polsky is the majority shareholder of Invenergy LLC. The company is a developer, owner and operator of approximately 8,000 MW of utility-scale renewable and natural gas-fueled power generation facilities. Skydeck focuses on companies with \$1m to 20m of EBITDA.

Investment Team:

Evan Wood, Financial Analyst
Jon Taiber, Financial Executive

FI SLC Group Holdings

15 N. Southwood Drive
Nashua, NH 03063
<https://slcgroupholdings.com/>

Stage: Early

Industry: Business Services, Consumer Products & Services, Food & Agriculture, Real Estate & Construction

SLC Group Holdings is the investment vehicle for Sandy Cleary. Twenty-five years ago, SLC Group Holdings founder & CEO Sandy Cleary left her career as an aerospace engineer to follow her passion and start a cruise travel agency in her mother's basement. She grew that business into one of the largest sellers of cruises in North America with more than \$135 million in annual cruise volume. SLC Group Holdings is a privately held company with diverse holdings in real estate and other business ventures, including investments in a variety of start-ups and small businesses. The firm's portfolio of investments spans across a variety of industries including (but not limited to): food & beverage, jewelry & fashion, personal care, and consumer products. SLC Group Holdings also proudly owns Winni, a partner marketing firm, which offers a variety of strategic marketing solutions to its clients.

Investment Team:

Sandy Cleary, Founder

FI Smithgall Family Office

3108 Piedmont Rd. NE #108
Atlanta, GA 30305
Phone: 404-375-6103
<https://www.smithgallnextstep.com/>

Stage: Middle Market

Industry: Media & Digital Media, Retail & Restaurant

Smithgall Family Office manages the assets of Charles Smithgall, who sold his business SEI/Aaron's, Inc., in an all-cash transaction valued at approximately \$140 million. The Family Office's mission is to: (1) To grow, protect, and report the assets of the family, (2) To effectively structure the use of these assets, including financial planning, estate planning and charitable giving, (3) Assist family members with their business projects. Charles 'Chas' Smithgall IV was the CEO of SEI/Aaron's. Chas joined SEI/Aaron's primarily for the opportunity to work with his father, Charles Smithgall III, who began as an Aaron's franchisee in 1995 after losing control of his prior company, Ring Radio, which operated radio stations and cable television systems. Smithgall III is the son of Charles Smithgall II who earned his fortune in the publishing business, selling the small-town Gwinnett Daily News and other media properties to The New York Times, with the purchase price for the Gwinnett Daily News alone estimated to be between \$30M and \$45M. Chas Smithgall is currently looking to purchase a privately held business, detailed in his web site Smithgall Next Step <https://www.smithgallnextstep.com/>

Investment Team:

Chas Smithgall, Founder, chas@smithgallnextstep.com
Ray Simmons, President

FI Sobrato Organization

3000 Sand Hill Rd., Bldg. 4, Ste. 110
Menlo Park, CA 94025

10600 North De Anza Boulevard, Suite 200
Cupertino, CA 95014
Phone: 408-446-0700
Fax: 408-446-0583
<http://www.sobrato.com>

Stage: Early, Middle Market

Industry: Information Technology, Manufacturing & Industrial, Real Estate & Construction

Sobrato Capital is the securities investment platform of The Sobrato Organization, comprising investments in public and private securities funds as well as direct investments in high-growth enterprises. The Sobrato Organization is the family office for John Sobrato, one of the leading Real Estate Developers in Silicon Valley, pegged at a nearly \$6B net worth by Forbes. For over twenty years, the platform has invested in world-class funds and made opportunistic investments in leading companies based in and outside of Silicon Valley. Originally funded by capital from The Sobrato Organization's Real Estate Operations, Sobrato Capital has grown

into a substantial portion of the Organization's overall capital base. Private equity investments include allocations to Buyout, Venture/Growth and Distressed/Restructuring funds. Sobrato will also opportunistically make direct and co-investments in high-growth enterprises in and outside of Silicon Valley, generally working in collaboration with its investment fund general partners.

Investment Team:

Bill Hoffenberg, CFO, 408-796-6470
John A. Sobrato, Chairman
John M. Sobrato, CEO
Matthew W. Sonsini, Chairman of the Investment Committee, 408-796-6484
Rob Hollister, President of Real Estate, 408-796-6480

FI Solamere Capital

137 Newbury St.
Boston, MA 02116
Phone: 857-362-9205
www.solameregroup.com

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial

Solamere Capital was founded to serve as a multi-family office focusing on superior private equity opportunities. A small number of families with broad networks joined together to aggregate their access to top-tier private equity firms, proprietary deal flow, and management resources and expertise. Solamere was co-founded by Tagg Romney, son of Republican Presidential candidate, Mitt Romney. Solamere Capital was named after a private community in Deer Valley, Utah, where Romney owned a ski mansion.

Portfolio companies include: Vivint Smart Home

Investment Team:

Allan Dowds, Chief Financial Officer
Eric Scheuermann, Managing Partner, efs@solameregroup.com
Kearney Shanahan, Vice President
Mitt Romney, Chairman of Executive Committee
Scott Hutchins, Vice President
Spencer Zwick, Managing Partner
Tagg Romney, Managing Partner, tmr@solameregroup.com

FI Solon Mack Capital

411 West Putnam Avenue, #450
Greenwich, CT 06830
Phone: 203-863-5500
<http://www.solonmack.com/>

Stage: Early, Growth, Seed

Industry: Consumer Products & Services, Education & Training, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction

Solon Mack Capital is the family investment office of William Mack, Richard Mack and Stephen Mack. The firm invests at various stages and across a number of industries.

Portfolio companies include: Jetty, PeerStreet, Reonomy, Super

Recent fundings include: Super

Investment Team:

Richard Mack
Stephen Mack
William Mack

FI Soros Fund Management

250 W. 55th St.
New York, NY 10019
Phone: 212-872-1054

Stage: Early

Industry: Energy & Clean Tech, Financial Services, Information Technology

Soros Fund Management is a private American investment management firm. It is currently structured as a family office but formerly as a hedge fund. The firm was founded in 1969 by multi-billionaire George Soros and in 2010 was reported to be one of the most profitable firms in the hedge fund industry, averaging a 20% annual rate of return over four decades. Soros Fund Management is the primary adviser for the Quantum Group of Funds; a family of funds dealing in international investments. The company invests in public equity and fixed income markets worldwide, as well as foreign exchange, currency, and commodity markets, and private equity and venture capital funds. The company is reported to have large investments in transportation, energy, retail, financial, and other industries.

Portfolio companies include: Behalf, Clarity Money, Virtru

Investment Team:

Dang Phan, Managing Partner
Deepak Prasad, Investment Analyst
George Soros, Founder
Giovanni Giustiniani, Portfolio Manager
Howard Rubin, Portfolio Manager
Pulkit Agarwal, Equity Analyst

FI SouthWorth Capital Management

813 Ridge Lake Blvd.
Memphis, TN 38120
Phone: 901-425-9200
<http://southworthcapitalmanagement.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant, Transportation & Distribution

SouthWorth is a family office that evolved from the firm's experiences owning, managing, and providing financial services for small to midsize companies. Today SouthWorth is actively involved in a variety of industries as diverse as logistics, advertising, or retail.

Investment Team:

Al Wise
Ben Reed
Brennon Martin
Clay Presley
Garland F. Robeson IV
James Howard
Jeffrey Presley, Director
Laura Presley

FI Sowell & Company

Thanksgiving Tower
1601 Elm Street, Suite 300
Dallas, TX 75201
Phone: 214-871-3320
Fax: 214-871-1620
www.sowellco.com

Stage: Early, Growth

Industry: Business Services, Communications & Networking, Energy & Clean Tech, Financial Services, Real Estate & Construction

Founded in 1972, Sowell & Company is a diversified investment company. The firm originally operated in Real estate, and is considered one of the largest land developers in Texas, but now includes investments in Telecommunications, Hospitality as well as other industries. Sowell invests in Private Equity, Oil & Gas, and Real Estate. The firm's Private Equity Group makes investments of \$2 - \$20 million in companies that typically have less than \$10 million of EBITDA. Sowell's Private Equity Group invests its own capital to support growing companies, management buyouts, recapitalizations and corporate divestitures in both healthy and distressed situations. Sowell & Co. also invests both directly and indirectly in many facets of the Oil & Gas Industry.

Investment Team:

Alan D. Brown, abrown@sowellco.com
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David L. Clark, dclark@sowellco.com
James E. Sowell, jsowell@sowellco.com
James S. Cornelius, jcornelius@sowellco.com
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Keith D. Martin, kmartin@sowellco.com
Kevin Youngblood, kyoungblood@sowellco.com
Stephen E. Smathers, ssmathers@sowellco.com
Stephen L. Brown, sbrown@sowellco.com
Thomas Harrison, tharrison@sowellco.com

FI Sparta Group

c/o Deshpande Foundation
92 Montvale Ave., Suite 2500
Stoneham, MA 02180
Phone: 781-481-9055
Fax: 781-481-9155
www.deshpandefoundation.org

Stage: Early, Seed

Industry: Information Technology, Real Estate & Construction

Sparta Group is the private investment office of Gururaj 'Desh' Deshpande, and oversees the activities for the Deshpande Foundation. Sparta invests in a broad range of assets, including early-stage technology companies, hedge funds, private equity, direct investments, real assets, and public securities. A foundation with international reach, the Deshpande Foundation focuses on development, health, education and other areas. Desh Deshpande is the founder and chairman of Sycamore Networks, and formerly of Cascade Communications. The Deshpande Foundation and a coalition of colleges and non-profit groups recently announced that a planned entrepreneurship center based at the University of Massachusetts Lowell will be called the Merrimack Valley Sandbox (see profile), and that it will be funded with \$5 million from the Deshpande Foundation over five years, and an expected \$10 million in supplemental funds from outside backers. The Pond-Deshpande Centre for Innovation and Entrepreneurship was launched at the University of New Brunswick, Canada to act as a catalyst to advance innovation and entrepreneurship in the province.

Portfolio companies include: Augmenix

Investment Team:

Christopher Gannon, Associate
David Parker, Executive Director
Gururaj Deshpande, Founder
Jaishree Deshpande, Founder
Naveen Jha, CEO Deshpande Foundation
Nirav G. Desai, Managing Director, nirav@spartagroupplc.com
Paresh Patel, Managing Director, paresh@spartagroupplc.com
Raj Melville, Executive Director Deshpande Foundation
Serge Bhachu, Vice President, serge@spartagroupplc.com
Vikram Desai, Director

FI Spindletop Capital

3571 Far West Blvd., PMB 108
Austin, TX 78731
Phone: 512-961-4633
Fax: 512-590-8729
<http://spindletopcapital.com/>

Stage: Expansion, Middle Market

Industry: Life Sciences & Healthcare, Medical Device

Spindletop Capital, founded in 2011, is a healthcare investment firm focused on providing expansion capital for commercial stage healthcare companies. Spindletop Capital invests nationally across all sectors of healthcare including medical devices, diagnostics, healthcare services, healthcare IT, specialty pharmaceuticals and biotechnology. The firm targets equity investments of \$10-50 million. Spindletop Capital grew out of a family office affiliated with the Duncan and Alkek families of Houston.

Investment Team:

Evan Melrose, Founding Managing Director, evan@spindletopcapital.com
Joseph Ibrahim, Managing Director, joseph@spindletopcapital.com
Mitun Ranka, Senior Associate, mitun@spindletopcapital.com
Robert McDonald, Venture Partner, bob@spindletopcapital.com
Steve Whitlock, Managing Director, steve@spindletopcapital.com

FI Square Deal Capital

6824 N. Robinson Ave.
Oklahoma City, OK 73116
Phone: 405-256-4200
<http://www.squaredealcapital.com/>
Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Real Estate & Construction

Square Deal Capital is a single family office based in Oklahoma City. Square Deal Capital deploys assets in a variety of strategies including: Equity Asset Managers; Income Oriented Real Estate; Private Equity Acquisitions; and Real Estate Development. The firm manages the money of the McLaughlin family. In 1973 Dave McLaughlin, along with partner Paul Allen, co-founded Advance Meat Company, a manufacturer of hamburger patties and breaded beef products based in Enid, Oklahoma. Under the leadership of the McLaughlin and Allen families, Advance Food Company grew into one of the largest and most respected food production companies in the country. In 2010 the families sold a majority interest in Advance Food Company. Formed in 2013, Oklahoma City based Square Deal Capital, Inc. is the single family office for the McLaughlin Family. The company deploys assets in a variety of directed and managed strategies including: public equities, commercial real estate; private equity; real estate development, and fixed income. Square Deal spent \$35.6 million to buy the 28-story 110 West Seventh Building in downtown Tulsa, according to Tulsa County land records. Its portfolio includes buildings in Oklahoma City, Arizona and Texas.

Investment Team:

Grant Soderberg, CIO and Managing Director
Jon McNaught, General Counsel & Director
Kelly Gray
Rob McLaughlin, Managing Partner

FI Stephens Group

100 Morgan Keegan Dr., #500
Little Rock, AR 72202
Phone: 501-377-3401
<http://www.stephensgroup.com>

Stage: Early, Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Media & Digital Media

The Stephens Group, LLC is a private investment firm representing the interests of Witt Stephens, Jr. and Elizabeth S. Campbell. For more than 80 years, the Stephens family has partnered with talented managers, entrepreneurs and executive officers to help them achieve their strategic visions and build long-term value. Witt Stephens, Jr. and Elizabeth S. Campbell, assumed active roles in the family firm in 1991 and 1981, respectively. In 2006, Witt Jr. and Elizabeth sold their interest in Stephens Inc., the investment bank and established The Stephens Group, LLC, to focus on principal investing. Sectors of interest include: Energy, Energy Services & Industrials; Business Services; Consumer Services & Consumer Products; Financial Services; Healthcare; and Technology, Media & Telecommunications.

Portfolio companies include: FireHost

Investment Team:

Bob Schulte, CFO
Craig Campbell, Vice-Chairman
Elizabeth S. Campbell Elizabeth S. Campbell, Co-Chairman
Ron Clark, COO & General Counsel
W.R. (Witt) Stephens, Jr. W.R. Witt Stephens CEO & Co-Chairman

FI/ PE Stone Canyon Industries

1250 4th St, 5th Floor
Santa Monica, CA 90401
Phone: 424-316-2061
Fax: 424-316-2062

Stage: Late, Middle Market

Industry: Consumer Products & Services, Financial Services, Information Technology, Manufacturing & Industrial, Software & Internet

Stone Canyon Industries is a firm backed by the wealth of former junk bond legend Michael Milken. With consolidated revenues of over \$3 billion generated from several core industry verticals, Stone Canyon operates in over 160 locations throughout 18 countries. The firm targets companies valued from \$100 million to \$2 billion. Companies within the Stone Canyon family typically share similar characteristics, such as: market leaders within an industry or sector, mission-critical products or services, a blue-chip customer base, and a platform for future growth through acquisitions. BWAY Holding Company is a subsidiary of Stone Canyon.

Portfolio companies include: Draper James

Investment Team:

Adam Cohn, Co-Founder
James Fordyce, Co-Founder

FI/ VC Strand Equity Partners

1888 Century Park East, Suite 1440
Los Angeles, CA 90067

1 N Wacker Dr., Suite 3605
Chicago, IL 60606

<https://strandequity.com/>

Stage: Early, Expansion, Growth

Industry: Consumer Products & Services, Retail & Restaurant

Strand Equity Partners 'SEP' is a growth equity fund focused on making investments in emerging and dynamic consumer brands. Strand is the private capital division of Schwartz Capital Group (see profile), the Family Office of Ted Schwartz. One of SEP's key tenets is the ability to add value and be flexible when structuring its investment with founders and management. SEP has had great success aligning with founders and management teams in non-control positions. SEP invests in

companies after the proof of concept stage but before they have scaled. Typically this translates to \$2-\$10M of revenues.

Portfolio companies include: Banza, HUM Nutrition, RightRice, Youth To The People

Recent fundings include: RightRice

Investment Team:

Seth Rodsky Co-Founder & Ma, Co-Founder & Managing Partner, seth@strandequity.com
Ted Schwartz, Co-Founder & Partner, ted@strandequity.com
Todd Schwartz, Partner, todd@strandequity.com
Tracy Schwartz-Ward, Partner, tracy@strandequity.com

FI Stroud Companies

5949 Sherry Ln., #960
Dallas, TX 75225
Phone: 214-463-2600
<http://stroudcompanies.com>

Stage: Early, Middle Market

Industry: Real Estate & Construction, Retail & Restaurant

Stroud Companies is a privately held holding company headquartered in Dallas, Texas. The firm's origins are in commercial Real Estate and Senior Housing. However, the company now invests in a multitude of high growth sectors, focusing on non-operational, controlling roles. The goal since 1982 has been to provide opportunities for the company and its partners to achieve an above-market rate of return on a risk adjusted basis. Since 1982, the company and its partners have been involved in acquisitions and sales valued in excess of \$2 billion. Stroud has the ability to effectively structure investments that encompass direct investments, joint ventures, start-up companies, existing companies, and debt.

Portfolio companies include: Commonwealth Joe

Investment Team:

Jim Stroud, President, jstroud@stroudcompanies.com
Will Stroud, Managing Director, wstroud@stroudcompanies.com

FI Sunny River Management

3550 Lenox Road NE, Suite 1525
Atlanta, GA 30326
Phone: 470-552-1401

4514 Cole Avenue, Suite 627
Dallas, TX 75205

Phone: 214-273-7216

<http://www.sunnyrivermanagement.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Medical Device

Sunny River Management, LLC is an operationally-focused private investment firm backed by patient, long-term capital.. The company has a focus is typically on companies with \$1 - \$20 million in revenue \$0.5 - \$5 million in EBITDA.

Investment Team:

Harold Queen, Operating Partner
Jeremiah Yu, Managing Partner
John Cote, Managing Partner
Latif Alam, Associate
Scott Mattice, Principal

FI/ FIN Sutton Place Associates

One Embarcadero Center, Suite 1050
San Francisco, CA 94111

Stage: Middle Market

Industry: Business Services, Financial Services, Real Estate & Construction

Sutton Place Associates was founded by Gordon Getty and is located in San Francisco, CA. Getty is one of the nation's leading venture capitalists and also a well-known philanthropist with the bulk of his \$2 billion estate sequestered in the Gordon P. Getty Family Trust. In 2002, he donated \$3 million to the Ann and Gordon Getty Foundation and, though a Republican, is a major fund-raiser for local and national Democratic Party candidates.

Investment Team:

Alan Seigerman, CFO
David Chow, Director
J. Alan Reid, CEO & Director
James Halligan, Director
James O'Donneog CIO
Mary Curran, Chief Legal Officer
Thomas Woodhouse, Director
Toby Rosenblatt, Director
William Prezant, Director

FI Sweetwater Capital

42 Broad St., Ste. 1
Red Bank, NJ 07701
<http://sweetwatercg.com/>

Stage: Early

Industry: Communications & Networking, Information Technology

Founded in 2005, Sweetwater Capital is a family office, private equity fund led by William J. Marraccini. Based in Red Bank, NJ, Sweetwater invests primarily in communications infrastructure service businesses. Sweetwater backs talented and experienced management teams and prefers to be involved at an early stage in forming a platform to pursue a business plan. Firm founder Marraccini, previously was the Founder, Principal Owner, and long time Chief Executive Officer at AAT Communications LLC. Mr. Marraccini has founded several very successful communication services businesses, including NewPath Networks, LLC which he presented to Charterhouse for consideration as a platform investment. He also founded and operated a highly successful rural cellular provider and a PCS provider in the Southeast.

Portfolio companies include: Elementek/ PeakColo, Faction, PeakColo

Investment Team:

George O'Brien, Partner
Gordon G. Cohen, Partner
Lynn Zarandona, lzarandona@sweetwatercapitalgroup.com
William J. Marraccini, Managing Partner, wmarraccini@sweetwatercapitalgroup.com

FI Swift River Investments

53 Williams Street
Upton, MA 01568
Phone: 508-320-1399
<http://www.swiftriverinvestments.com/>
Stage: Early, Middle Market
Industry: Energy & Clean Tech, Information Technology

Swift River Investments is one of two family offices financed by Hamilton (Tony) James, vice chairman for the Blackstone Group LP (see profile) According to Bloomberg, James's wealth, about \$2.5 billion, is spread across at least two family offices, Jefferson River (see profile) and Swift River Investments.

Investment Team:

David R. James, Investment Manager
Hamilton James, Founder

FI Symax

32333 Aurora Rd.
Solon, OH 44139
Phone: 440-519-3500
Stage: Early
Industry: Consumer Products & Services

Symax is the family office for Sydell Miller, a retail pioneer and beauty industry executive.

In the 1960s, she opened and ran a clothing boutique in Cleveland, Ohio, called, Tops & Bottoms. The store was right above her husband's (Arnold Miller who is now deceased) beauty salon. Together they founded the haircare/ beauty brand, Matrix. In August of 1994, Sydell agreed to sell Matrix to Bristol-Myers, with a price of 7.4 million shares of stock-- worth about \$400 million. Sydell just sold La Reverie, a French-style mega-mansion, for \$105M. She completed the home nearly 20 years ago at 1415 S. Ocean Blvd. on 'Billionaires Row' in Palm Beach.

Investment Team:

Rich Armbruster, Executive Vice President
Sydell Miller, Founder
Zach Armbruster, Senior Accountant

FI T.W. Lewis Company

850 West Elliot Road, #101
Tempe, AZ 85284
Phone: 480-820-0807
<https://www.twlewis.com/contact-us.php>
Stage: Early, Middle Market
Industry: Real Estate & Construction

T.W. Lewis Company is the Family Office of real estate entrepreneur Tom Lewis. In 1984 Tom Lewis joined Trammell Crow Residential as its Regional Partner in the southwest. In 1991, Tom purchased his partner's interest in Trammell Crow Homes and founded T.W. Lewis Company. In 2012, Tom transitioned out of homebuilding and sold that portion of the business to David Weekley Homes. T.W. Lewis now focuses on philanthropy, luxury leasing & sales, and other real estate investments. Formed in 2000 by Tom and Jan Lewis, the T.W. Lewis Foundation has provided college scholarships to over 200 future leaders, made gifts to dozens of non-profits that help children and families in need, and supported youth education organizations that build character and encourage civic engagement.

Investment Team:

Brian Mooney, Controller, 480-768-4951, bmooney@twlewis.com
Christa Cooper, Designated Broker for CC Real Estate Company, 480-888-5272, cc@ccrealestate.com
Dana Fingleton, Executive Assistant to Owner and CEO, dfingleton@twlewis.com
Thomas Lewis, Founder, 480-820-0807

FI Taft Family Office

2217 Stantonsburg Road
Greenville, NC 27834
Phone: 252-752-7101
<https://www.taftfamilyventures.com/>
Stage: Middle Market
Industry: Real Estate & Construction, Retail & Restaurant

A Third-Generation family operation, Taft Family Office (TFO) controls and manages all private equity investments and family related assets. In addition, it coordinates financial management including purchases, sales and financing of the company and Taft Family assets. The TFO Asset Management division is responsible for the daily management of all non-real estate and private-equity investments of various members of the Taft family and its beneficiaries. A distinguished real estate investment firm, Taft Family Ventures (TFV) is highly regarded for its extensive experience, precise execution and purposeful investment philosophy. It acquires, owns, develops, constructs, and manages properties of all types including retail, multi-family and single-family residential, office, mini-storage, warehouse, medical office, student housing, and affordable housing. Five integrated and collaborative companies fuel TFV's strategic operations through the teamwork of Taft Development Group, Taft Management Group, Taft Construction Group, Taft-Mills Group and Taft Family Office. Since its incorporation as a real estate development firm in 1983 by E. Hoover Taft, Jr., Taft Family Offices has grown under the leadership of former N.C. State Sen. Thomas F. Taft, Sr.

Investment Team:

Cindy Donley, President
Dustin Mills, President
Frankie Cash-Langley, CFO
Glenn Crum, President
Jonathan G. Taft, Principal
Mike McCarty, President

Thomas F. Taft, Chairman & CEO
Thomas F. Taft, Principal

FI Talisman Capital Partners

330 West Spring Street, Suite 400
Columbus, OH 43215
Phone: 614-857-5000
www.talismancp.com

Stage: Middle Market

Industry: Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device

Talisman is the private investment company of the Walter family based in Columbus, Ohio. The firm's partners all come from operating company backgrounds. Talisman partners with management in businesses that it understands and to which it can add value. Talisman deploys up to \$100M of capital per opportunity (typically starting in the \$10-25M range). Talisman has created and managed three (Flagship Businesses) that each grew from infancy (less than \$1M of annual earnings) to greater than \$500M of annual revenue and \$1B of enterprise value. The firm's objective is to be a valued partner to management teams that seek to build significant shareholder value. Talisman doesn't have artificial, finite holding periods for any investments that it makes. Instead, the firm is driven by what is best for the business from a strategic and a long-term value creation standpoint.

Investment Team:

Bob Walter, Founder
Brendan Ford, Partner, 614-857-5011, bford@talismancp.com
George Bennett, Executive Vice President, 614-857-5031, gbennett@talismancp.com
Matt Bennett, Partner
Matt Walter, Founder and Managing Partner, 614-857-5012, mwalter@talismancp.com
R. Blane Walter, Partner, 614-857-5008, bwalter@talismancp.com

FI Tamarak Capital

1180 N. Mountain Springs Parkway
Springville, UT 84663
Phone: 801-853-9945

<https://www.tamarakcapital.com/>

Stage: Middle Market

Industry: Consumer Products & Services, Real Estate & Construction, Transportation & Distribution

Tamarak Capital is a Utah family office with investments in private companies as well as real estate. Tamarak Properties holds various residential and commercial properties throughout Utah. Tamarak Development has several community-benefiting projects currently under construction. Tamarak has also invested in a shooting-range equipment company, as well as an automobile marketplace.

Portfolio companies include: Momni

Investment Team:

Keaton Hatch, CEO & Partner, kHatch@tamarakcapital.com
Nate McBride, Partner & CFO, nMcBride@tamarakcapital.com

FI Tano Capital

One Franklin Parkway
Building 970, 2nd Floor
San Mateo, CA 94403
Phone: 650-212-0330
Fax: 650-212-0006

<http://www.tanocapital.com>

Stage: Early

Industry: Information Technology

Tano Capital is a California-based family office and alternative asset management firm, with offices in Singapore, Shanghai, Mumbai, Mauritius and San Francisco Bay Area. The firm is headed by Chuck Johnson, who was formerly co-president of Franklin Resources, Inc. (Franklin Templeton Investments; NYSE: BEN), and CEO of Templeton Worldwide Inc. Tano's mission is to develop innovative investment opportunities in global hard assets as well as rapidly growing companies in India and China that will directly benefit from the domestic consumption growth in both markets. Tano Ventures team is currently pursuing early-stage investments in technology companies operating in India, Singapore, Japan, Poland, Brazil and other emerging technology countries.

Portfolio companies include: AltoBeam, Tascent

Investment Team:

Candace Lyche, Chief Compliance Officer
Catherine Shapiro, Chief Financial Officer
Chuck Johnson, Managing Director
Ernest Tan, Managing Director
Peter Dabrowski, Managing Director

FI Tao Capital Partners

1 Letterman Dr., Bldg C
San Francisco, CA 94129
Phone: 415-549-4984

311 S. Wacker Dr., Suite 4990
Chicago, IL 60606

<http://www.taocap.com/>

Stage: Early, Expansion, Growth

Industry: Education & Training, Energy & Clean Tech, Food & Agriculture, Information Technology, Life Sciences & Healthcare, Real Estate & Construction, Software & Internet, Transportation & Distribution

Tao Ventures is an investment vehicle for Nicholas Pritzker and Joby Pritzker, heirs to the Pritzker family fortune. Tao Invest, the direct investment entity affiliated with Tao Capital Partners, invests in technology, alternative energy and transportation, healthcare, education, sustainable food & agriculture, consumer, and real estate businesses that have a positive impact. Tao is an active investor with the ability to support companies through various stages of their life-cycle.

Portfolio companies include: 908 Devices, BitTitan, DreamBox Learning, enlightened, Greenlight Biosciences, MJ Freeway, Ouster, Pax Labs, Powerhive, ProctorFree, Proterra, Raken, Revinate, SKUPOS, Soylent, TemperPack, Zymergen

Recent fundings include: SKUPOS, 908 Devices

Investment Team:

Christopher Olin, Partner
Isaac Pritzker, Director
Joby Pritzker, Co-Founder
Matt Bigliardi, Director of Investments
Nicholas Pritzker, Co-Founder
Steve Tracy, CEO

FI Tavistock Group

9350 Conroy Windermere Rd.
Windermere, FL 34786
Phone: 407-909-9000
www.tavistock.com

Stage: *Early, Expansion, Growth, Middle Market*

Industry: *Energy & Clean Tech, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device, Real Estate & Construction, Retail & Restaurant, Sports & Entertainment*

Tavistock Group is an international private investment organization founded by Joe Lewis more than 35 years ago. Tavistock Group holdings serve the needs of businesses and consumers worldwide in life sciences, financial services, real estate, oil and gas, leisure services, retailing, and manufacturing. Its division, Tavistock Life Sciences (TLS), invests in a select number of life science opportunities with technology profiles. TLS also partners with scientists, founders, and inventors on early stage biotech opportunities. With investments in more than 200 companies across 15 countries, Tavistock Group's holdings are diverse and significant in scale. The firm's investment sectors include sports, restaurants, real estate including resort properties and private clubs, master planned communities, life sciences, finance, energy, consumer products and retail. Headquartered in The Commonwealth of The Bahamas, Tavistock Group has offices all over the world, including the United States, United Kingdom, Luxembourg, Romania, Sweden, Norway, Poland, Bulgaria, Mexico and Argentina.

Portfolio companies include: Akero Therapeutics, Atreca, Poseida Therapeutics, Relay Therapeutics, SpringWorks Therapeutics

Recent fundings include: SpringWorks Therapeutics

Investment Team:

Christopher Anand, Senior Managing Director
Daniel Levy, Managing Director
Douglas E. McMahon, Managing Director
Jefferson Voss, Vice President
Joe Lewis, Founder
Kevin Brungardt, Managing Director
Mario Espinosa, Managing Director
Neil Reisman, Managing Director
Nico Van Ditmar, Managing Director
Rasesh Thakkar, Senior Managing Director
Richard McGuire, Managing Director
Ron Robson, Managing Director
Shehan Dissanayake, Managing Director
Vince Marino, Director
Vivienne Lewis, Managing Director

FI/ FIN TAWANI Enterprises

104 S. Michigan Avenue, Suite 500
Chicago, IL 60603
Phone: 312-374-9455
<http://tawanienterprises.com>

Stage: *Early*

Industry: *Real Estate & Construction*

Founded 1993, TAWANI Enterprises is a private wealth management company established to manage the personal wealth, philanthropic endeavors, and military interests of Colonel (IL) J.N. Pritzker, IL ARNG (Retired). Today, TAWANI Enterprises, Inc. continues to be a personal family business that has grown significantly and has expanded into many other areas of business. The firm is able to invest in venture capital opportunities in order to facilitate the creation of wealth while exercising flexible decision making and initiatives at all levels. Born as James Nicholas Pritzker, Jennifer Natalya (J.N.) Pritzker (born 1950) is a transgender American investor, philanthropist, and member of the Pritzker family. Pritzker retired as a Lieutenant Colonel from the United States Army in 2001, and was later made an honorary Colonel in the Illinois Army National Guard.

Investment Team:

Jennifer N. Pritzker, President & CEO

FI/ PE Tecum Capital

8000 Brooktree Road, Suite 310
Wexford, PA 15090
Phone: 724-602-4399
<http://tecum.com>

Stage: *Middle Market*

Industry: *Manufacturing & Industrial*

Tecum Capital is an independent investment firm based in Pittsburgh, PA with over \$450 million in assets under management. Tecum is a multi-strategy investor with three funds, Tecum Capital Partners I, Tecum Capital Partners II and Tecum Equity, all of which focus on investing private capital in lower middle market companies that are based in the U.S. Tecum Capital Partners II is a \$225 million SBIC fund that focuses on making mezzanine debt and minority equity investments. The investment size is \$3 million to \$15 million per transaction and the companies we finance have EBITDA of at least \$2 million. Tecum Equity is a family office with committed capital that was formed to make control equity investments in businesses with EBITDA of \$2 million to \$7 million. Tecum Capital Partners' geographic footprint lies east of the Mississippi River with a focus in the Midwest, Southeast and Mid-Atlantic regions. Tecum Capital Partners looks to place between \$3,000,000 and \$15,000,000 (with the ability to invest more with partners) in subordinated debt and/or equity to help mature or emerging companies who are seeking financial capital for: Management and Partnership Buyouts; Corporate Divestiture; Growth Capital; Acquisition Financing; and Leveraged Buyouts.

Portfolio companies include: Tier1

Investment Team:

Matt Harnett, Partner, 724-602-4388, mharnett@tecum.com
Matt Steve, Vice President, 724-602-0198, msteve@tecum.com

Stephen J. Gurgovits, Managing Partner, 724-602-4401, sgurgovits@tecum.com
Tyson Smith, Partner, 724-602-43941, tsmith@tecum.com

FI Temerity Capital

1255 23rd St. NW, Suite 550
Washington, DC 20037

1133 6th Avenue, Suite 3601
New York, NY 10036

<https://www.temeritycap.com>

Stage: Early

Industry: Financial Services, Information Technology, Real Estate & Construction

Established in 2015, Temerity Capital Partners is a private investment company that manages capital on behalf of its founder, his family interests, and eligible employees.

Temerity Capital Partners invests across the capital structure in publicly-traded securities, private companies, and direct real estate. While these traditional asset classes represent the primary areas of focus, Temerity has the flexibility to participate in esoteric investment opportunities as they arise. Temerity Capital Partners does not seek, solicit, or accept investors that are not eligible clients, as defined in the rules promulgated under the U.S. Investment Advisers Act of 1940.

Portfolio companies include: Ascent Technologies, Esusu, Exactuals

Recent fundings include: Esusu

Investment Team:

Andrew L. Sandler, Chairman and CEO
Jonathan Evans, Chief Investment Officer
Sarah (Levene) Buffonev, Executive Director

FI TGR Ventures

145 Soundings Ave, Suite 200
Jupiter, FL 33477

Fax: 407-876-8620

<https://tgr.tigerwoods.com/>

Stage: Middle Market

Industry: Retail & Restaurant, Sports & Entertainment

TGR Ventures unites golfer Tiger Woods' entrepreneurial and philanthropic endeavors off the course under a singular parent brand. Headquartered in Jupiter, Florida, TGR is guided by Tiger's vision and driven by the qualities that have made him a champion: a focused mindset, a precise method, and a relentless pursuit of mastery. Recognizing a generation of underserved students that was challenged by limited access to educational resources, he founded TGR Foundation in 1996, focusing on Science, Technology, Engineering, and Math before STEM was broadly embraced by the global learning community. Envisioning future champions who were deserving of memorable, playable courses to help them test their games regardless of their skill level, he created TGR Design in 2006. And understanding that even champions and everyday enthusiasts need a chance to recharge and enjoy great food, fun, and sport, he created TGR Live, the events production company responsible for organizing tournaments and events benefitting the Foundation, and The Woods, the restaurant group. Tiger Woods' net worth is estimated at \$800 million in 2019, according to Forbes.

Investment Team:

Chris Hubman, CFO
Glen Greenspan, Vice President
Kathryn Battaglia, Vice President
Rob McNamara, Vice President
Tiger Woods, CEO & Founder

FI The Boston Family Office

88 Broad Street
Boston, MA 02110

Phone: 617-624-0800

Fax: 800-900-4401

<http://www.bosfam.com/>

Stage: Early, Middle Market

Industry: Information Technology, Manufacturing & Industrial

The Boston Family Office was founded in 1996 by professionals responsible for the financial affairs of their families as well as other individuals and trusts. The Boston Family Office now manages over \$1 billion in assets, spread over more than 300 individuals and families, each individually managed by a principal of the firm. The firm's focus is on building and managing portfolios of growth-oriented equities, using fixed income and other asset classes for balance and stability. For asset classes outside of U.S. equities and bonds, such as international, private equity or real estate, The Boston Family Office considers other investment vehicles including limited partnerships, exchange-traded funds and mutual funds. George Putnam, III, one of the firm's founders, serves on the Board of Trustees of the Putnam Funds.

Investment Team:

Eliza H. S. Rowe, Partner
George P. Beal, Co-Founder, georgeb@bosfam.com
George Putnam, Co-Founder

FI The Cordish Companies

601 East Pratt St., 6th Floor
Baltimore, MD 21202

Phone: 410-752-5444

<http://cordish.com/>

Stage: Expansion, Middle Market

Industry: Real Estate & Construction, Retail & Restaurant, Sports & Entertainment

The Cordish Companies is the Family Office for the Cordish Family, and has a number of divisions. The Cordish Companies' encompass four generations of privately-held, Cordish family ownership. Founded by Louis Cordish in 1910, the company first began developing in the Baltimore-Washington area. The Cordish Companies is one of the largest and most respected developers in the world with extensive expertise in almost every discipline of commercial real estate: Mixed-Use Developments, Lifestyle & Retail Centers and Corporate Office. Founded in 1998, Cordish Private Ventures (CPV) is the private investment arm of The Cordish Companies and Cordish Family. CPV seeks superior risk-adjusted returns with a long-term investment horizon by investing in private funds run by exceptional managers, and by investing directly in private operating businesses in partnership with talented management teams. CPV's primary focus is on investing in 'small cap' private equity opportunities. Within its targeted segment, CPV seeks to (i) partner with experienced managers by making commitments to, or purchasing secondary

interests in, private equity funds, (ii) co-invest alongside its partner funds and other leading sponsors, and (iii) selectively make control equity investments in US operating businesses.

Investment Team:

Blake Cordish, Principal
David S. Cordish, CEO
Jon Cordish, Principal
Paul Simon, CFO
Reed Cordish, Principal

FI The Cynosure Group

First Security Building
79 South Main Street, 3rd Floor
Salt Lake City, UT 84111
Phone: 801-521-3100
<http://cynosureinvestments.com>

Stage: *Middle Market*

Industry: *Consumer Products & Services, Energy & Clean Tech, Financial Services, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant*

Led by Randal Quarles, Spencer P. Eccles, Herbert E. 'Bud' Scruggs and Keith Taylor, The Cynosure Group sources, evaluates and manages direct private equity investments in profitable, small to mid-sized companies as well as providing comprehensive wealth advisory services across traditional and alternative asset classes. The Cynosure Group is a Salt Lake City based company formed to bring together the resources of a number of the country's most significant family offices, including the Eccles family of Salt Lake City, to make long-term equity investments in private companies across a range of industries. The name of the firm, Cynosure, commemorates the sailing vessel which brought David Eccles and his family to America in 1863 from their home in Scotland. The Cynosure Group invests in small to mid-sized companies with at least \$5 million of EBITDA. Cynosure has expertise in financial services, industrials, healthcare, natural resources, consumer/retail and technology. It has the ability to make control buyouts as well as growth equity and strategic minority investments.

Investment Team:

Herbert E. Scruggs, Managing Director
Keith Taylor, Managing Director
Randal K. Quarles, Managing Director, randal.quarles@cynosureinvestments.com
Spencer P. Eccles, Managing Director, spencer.eccles@cynosureinvestments.com

FI The Durant Company

Oakland, CA
<https://kevindurant.com/durant-company>

Stage: *Early*

Industry: *Food & Agriculture, Information Technology, Software & Internet, Sports & Entertainment, Transportation & Distribution*

The Durant Company is an umbrella corporation that spans NBA player Kevin Durant's various investments. Kevin Durant and his agent/partner Rich Kleiman have a content-generation company called Thirty Five Media, which not only produces his content on YouTube but also other original content for the platform. Investments made under the Durant Company include: Acorns, Overtime, Thrive Global, Suzy, Coinbase, Rubrik, and Skydio. Durant Co. was started up before his final year in Oklahoma City, and has invested between \$50,000 and \$2 million into more than 30 companies. Thirty Five Ventures is a venture investing division of The Durant Company. According to an ESPN article, Durant has gone from holding the most endorsements in the NBA (at one time more than 10) to owning one of the most wide-ranging investment portfolios in the league. Durant is a limited partner in a fund operated by Andreessen Horowitz.

Portfolio companies include: LimeBike, Lively HSA, Yoshi

Investment Team:

Kevin Durant, Co-Founder
Rich Kleiman, Co-Founder, rich@kevindurant.com

FI The Family Office

138 2nd Ave N #200
Nashville, TN 37201
Phone: 615-370-0056

Stage: *Early, Middle Market*

Industry: *Financial Services, Real Estate & Construction*

The Family Office, LLC is a financial services firm which oversees the investment management, trust administration, asset allocation, foundation management, accounting, estate planning, tax, and financial reporting for the Turner family, the founding family of Dollar General Corp, a Fortune 100 company. The Family Office, LLC was formed in 1998, has a staff of 20 employees, and serves three generations of Turner family members. In 2010, under the leadership of The Family Office, the family chartered a private trust company, the first in Tennessee. Former Dollar General chief, Cal Turner Jr., his brother Steve Turner and their sister Laura Turner Dugas, jointly own The Family Office. The late Cal Turner Sr. and his father started Dollar General in Scottsville, Ky. in 1939. The Cal Turner Family Foundation was established in 1991. In 1994, Cal Turner, Jr. contributed 137,000 shares of Dollar General Stock to the Foundation. Steve Turner runs his real estate investments through Marketstreet Enterprises (<https://marketstreetenterprises.com/company>).

Portfolio companies include: YieldStreet

Investment Team:

Cal Turner, Co-Founder
Laura Turner Dugas, Co-Founder
Steve Turner, Co-Founder

FI The Ferrante Group

821 5th Ave S
Naples, FL 34102
Phone: 239-304-8990
<http://www.theferrantegroup.com/>

Stage: *Middle Market*

Industry: *Business Services, Consumer Products & Services, Financial Services, Manufacturing & Industrial, Media & Digital Media, Real Estate & Construction*

The Ferrante Group (TFG) is a Family Merchant Bank focused on lower middle-market private equity investments in manufacturing, business services, media and entertainment, consumer products and services, financial services, and real estate. TFG typically invests \$5 to \$25 million per investment, generally corresponding to companies generating \$3 to \$20 million of annual EBITDA. Domenic Ferrante is Managing Partner of The Ferrante Group. Domenic was a Managing Director at Bain Capital for 14 years and is founder of Brookside Capital, the hedge fund affiliate of Bain Capital.

Investment Team:

Domenic Ferrante, Managing Partner
Todd Binkowski, Partner, tb@theferrantegroup.com

FI The Friedkin Group

1375 Enclave Pkwy
Houston, TX 77077
Phone: 713-580-3300

1375 Enclave Pkwy.
Houston, TX 77077
Phone: 713-580-3300

<https://www.friedkin.com/>

Stage: Early, Middle Market

Industry: Consumer Products & Services, Real Estate & Construction, Sports & Entertainment, Transportation & Distribution

The Friedkin Group is led by Chairman and CEO Dan Friedkin and encompasses a consortium of automotive, hospitality, entertainment, golf and adventure companies. These organizations include Gulf States Toyota, GSFSGroup, GSM, US AutoLogistics, Ascent Automotive Group, Auberge Resorts Collection, Imperative Entertainment, 30WEST, NEON, Diamond Creek Golf Club, Congaree and Legendary Expeditions. With a storied and distinguished history dating back to the establishment of Gulf States Toyota in 1969, The Friedkin Group's affiliated companies have grown and diversified, currently employing over 5,600 employees globally (2,100 based in Houston). The Friedkin Foundation was created to oversee the philanthropic endeavors, diverse charities and CSR efforts of the Friedkin family and companies within the enterprise.

Investment Team:

Amanda Hughes, Director, ahughes@friedkin.com
Dan Friedkin, Chairman and CEO
Dan Friedkin, CEO & Chairman, dan.friedkin@friedkin.com
Robert Smith, Director of Investments, rsmith@friedkin.com
Robert Smith, Head of Investments

FI The Heritage Group

6320 Intech Way
Indianapolis, IN 46278
Phone: 317-872-6010

<https://www.thgrp.com/>

Stage: Middle Market

Industry: Energy & Clean Tech, Food & Agriculture, Manufacturing & Industrial, Real Estate & Construction

The Heritage Group (THG) is a privately held company controlled by the Fehsenfeld family. The firm's CEO Fred Fehsenfeld passed away in 2018 at the age of 94. Fred Fehsenfeld grew the family's original company, Crystal Flash Petroleum, from 100 employees, operating gas stations and home heating oil sales in Indiana and Michigan. The firm was founded in 1930 and has about 6,500 employees globally in its portfolio companies, with about half of those working in Indiana. The company has various holdings in environmental services and remediation, specialty chemicals and fuel products, and construction and materials. THG has a stake in 31 companies, including Calumet Specialty Products, Heritage Environmental Services, Monument Chemical, Milestone Contractors and Asphalt Materials Inc. The firm makes investments in acquisitions, partnerships, internal expansion, and startups. THG's HG Ventures (see profile) specializes in early stage ventures.

Investment Team:

Amy Schumacher, President
Jonathan Schalliol, Director, New Ventures Group

FI The Hillman Company

310 Grant Street, Suite 1900
Pittsburgh, PA 15219
Phone: 412-281-2620

Fax: 412-338-3520

<http://hillmancompany.com/>

Stage: Early, Middle Market, Seed

Industry: Information Technology, Life Sciences & Healthcare, Medical Device, Software & Internet

The Hillman Company of Pittsburgh, Pennsylvania is a 65-year old corporate family office that is owned by, and advises trusts, corporations and foundations formed by or for the benefit of, the Hillman family. Investments include a globally diversified portfolio of direct and indirect interests in venture capital, private equity, real estate, natural resources and other alternative assets. Founded in 1951, the venture capital investments target the industries of medical technology, information technology, and other high-tech enterprises. Hillman in 1972 became a partner in the first venture capital fund of Kleiner Perkins, taking half of that fund. Hillman also became a founding investor in the private equity buyout firm Kohlberg Kravis Roberts & Co., taking one third of the first fund in 1976. Through Kleiner Perkins and others, as well as directly, Hillman invested in such companies as Tandem Computers, Genentech, and Hybritech. By the early 1980s Hillman had become the largest single venture capital investor in the United States.

Portfolio companies include: 2Tor, Apptio, Redfin

Investment Team:

Amanda Upton, Investment Manager
Eric Johnson, CFO & Chairman
Joseph Manzinger, CEO
Kevin Lavelle, Managing Director
Mike Haggerty, Managing Director
Thomas Goff, Managing Director
Tim Fisher, Senior Vice President
William Hallett, Managing Director

FI The Imlay Foundation

945 E. Paces Ferry Rd., Ste. 2450
Atlanta, GA 30326-1378
Phone: 404-239-1777

Fax: 404-239-1779

<http://theimlayfoundation.org>

Stage: Early, Seed

Industry: Communications & Networking, Information Technology, Software & Internet

The Imlay Foundation financially supports the people who demonstrate the passion, principles and leadership to create better lives in the community. They look for

exciting projects and organizations in five crucial areas: Healthy minds and healthy bodies; Beauty in the form of the environment and the arts; Atlanta and all its wonderful communities; Enabling those with disabilities and disadvantages; and Scotland and its cities, town and countryside.

Portfolio companies include: 2080 Media/ PlayOn! Sports, Urjanet

Investment Team:

Barbara Brooks, Executive Assistant, bbrooks@theimlayfoundation.org
I. Sigmund Mosley, President, ismosley@imlay.net
John P. Imlay, Founder & Chairman

FI The Johnson Company

45 Rockefeller Plaza, Ste. 1814
New York, NY 10111
Phone: 212-332-7500

Stage: Middle Market

Industry: Manufacturing & Industrial, Sports & Entertainment

The Johnson Company is the private investment company of the Johnson family. The firm was established in 1978 by Robert Wood 'Woody' Johnson IV, the current United States ambassador to the United Kingdom. He is a great-grandson of Robert Wood Johnson I (co-founder of Johnson & Johnson). Alongside his brother, Christopher, he is the owner of the New York Jets of the National Football League.

Investment Team:

Richard Gardiner, Chief Investment Officer

FI The Koffler Group

10 Memorial Blvd. Suite 901
Providence, RI 02903
Phone: 401-273-8600

Fax: 401-273-9648

<http://www.thekofflergroup.com/>

Stage: Middle Market

Industry: Real Estate & Construction

The Koffler Group is a full service real estate owner/developer/manager based in Providence, Rhode Island. The Group began its operation in 1978, having been capitalized with proceeds resulting from founder Sol Koffler's sale of American Tourister Luggage Company to Hillenbrand Industries. Since that time, The Group has been an active player in New England's real estate market, having acquired and/or developed a real estate portfolio with a maximum build-out potential of over 5 MM square feet and conservatively valued in excess of \$350 MM. Through continued direct investments and/or in conjunction with public and private equity venture partners, The Koffler Group intends to significantly increase the size of its real estate portfolio in the coming years. The Group's diversified portfolio is located regionally throughout New England and includes retail, office/R&D, industrial, and residential properties. The Group is vertically integrated and provides engineering, construction, and property management services for the assets in its portfolio. In addition to its wholly-owned portfolio, in 2001 The Group established KGI Properties to acquire, develop and manage retail and mixed-use real estate across the Northeastern United States. Since its inception, KGI has successfully completed the development of approximately 2.5 MM square feet of property at an aggregate cost in excess of \$250 MM, and presently has another 2.0 MM square feet in its pipeline.

Investment Team:

Anthony J. DeLuca, COO
C. Scott Chernick, Director of Residential Operations, s.chernick@kgiproperties.com
Kimberly A. Simmons, CFO
Richard J. Bornstein, President and Chief Executive Officer

FI The Lupton Company

820 Broad St., Ste. 400
Chattanooga, TN 37402-2604
Phone: 423-756-0611

Fax: 423-757-0504

Stage: Early, Middle Market

Industry: Business Services, Information Technology, Manufacturing & Industrial

The Lupton Company is a family office established from the sale of the Lupton family's Coca-Cola Bottling Companies. The Lupton Company invests in several different Private Equity and Venture Capital Managers. The Lupton family controlled and managed the largest group of Coca-Cola bottling companies in the U.S., which they sold to the Coca-Cola Company in 1986 for \$1.2 billion.

Investment Team:

David Belitz, CFO
Joel W. Richardson, Chief Manager and General Counsel

FI The Observatory

17-20 Whitestone Expressway Suite 403
Whitestone, NY 11357

<http://observatoryinc.com/>

Stage: Early, Middle Market

Industry: Business Services, Consumer Products & Services, Information Technology, Manufacturing & Industrial

The Observatory is the single family office of John Darius Bikoff, the founder of Energy Brands and Glaceau (makers of Vitaminwater and Smartwater). In 2007, Bikoff sold Energy Brands to The Coca-Cola Company for \$4.1 billion. This deal earned Bikoff personally \$325 million. The firm's investment mission is to find high caliber emerging managers who perform well in all market environments. The Observatory is looking for managers who annualize at a minimum 15% annualized returns with controlled drawdowns of 10%. Annualized return to max drawdown should be at a ratio of 1.5X.

Investment Team:

Issac Septon, Chief Investment Officer
John Darius Bikoff, Founder

FI The Perkins Fund

San Francisco, CA

<http://www.theperkinsfund.com/>

Stage: Early, Expansion, Growth, Seed

Industry: Communications & Networking, Information Technology, Software & Internet

Founded in 2016 by industry veteran Sonja Hoel Perkins, the fund focuses on high technology companies that fill an unmet market need that can only be solved through a combination of technology, marketing savvy and hard work. The fund typically invests in less than 10% of a round and selectively considers board seats. While typically not a board member, the Perkins Fund provides incredible value in fund raising, market positioning and general business strategy. The Perkins Fund has invested in dozens of companies with entrepreneurs of high character and capability. While the Perkins Fund does not only invest in women, over 50% of the Perkins Fund founders are women compared to a venture capital industry average of less than 15%. The fund's focus is on long term, lasting relationships with entrepreneurs. Over 30% of the founders have been backed by founder Sonja Hoel Perkins in the past. The Perkins Fund invests in all stages, including seed, startup and late stage deals. Sonja is the founder of Broadway Angels, an investment group made up of world-class investors and business executives who all happen to be women. In addition, Sonja is the founder of Project Glimmer, a nonprofit that inspires at-risk teenage girls and women to believe in themselves by letting them know their community cares.

Portfolio companies include: 128 Technology, Chronicled, ScribbleChat

Recent fundings include: 128 Technology

Investment Team:

Sonja Hoel Perkins, Founder, sonja@theperkinsfund.com

FI The Pritzker Organization

71 South Wacker Drive

Chicago, IL 60606

Phone: 312-873-4900

<https://pritzkerorg.com/>

Stage: Expansion, Late, Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Transportation & Distribution

The Pritzker Organization (TPO) is the merchant bank for the interests of certain members of the Pritzker family. TPO's primary focus is principal investing. For more than 60 years, TPO has controlled and guided the development of dozens of portfolio companies across a wide variety of industries, including manufacturing, logistics, life sciences, hospitality, healthcare and services. Notable businesses include Hyatt Hotels, Triton Container and the Marmon Group. In addition to its core strategy of long-term business building, TPO is also an active special situations investor, deploying capital across a wide spectrum of industries and across every tier of the balance sheet, from senior debt to equity.

Investment Team:

Brian Stal, Principal

Jason Pritzker, Co-Founder

John Stellato, Executive Vice President

FI The R-Group

17367 Bergis Farm Dr.

Lake Oswego, OR 97034

<https://www.linkedin.com/in/ranyraviv/>

Stage: Early, Seed

Industry: Financial Services, Information Technology, Software & Internet

The R-Group is the Family Office of Estee and Rany Raviv. Rany Raviv is the Vice President of Commercial & Strategic Relationships at Avangrid Renewables, LLC, the largest Renewable Energy company in the world. Estee is a chef, blogger, and author. The R-Group is an investor across FinTech, HighTech, Lifestyle- and CPG industries. The R-Group has made more than 50 early stage investments, and has participated in the Oregon Angel Fund's series of funds.

Investment Team:

Estee Raviv, Co-Founder

Rany Raviv, Co-Founder, rraviv@hotmail.com

FI The Strand Partners

Boca Raton, FL

Stage: Middle Market

Industry: Business Services, Energy & Clean Tech, Financial Services

The Strand Partners is the family investment office run through the Powers Family wealth investments. Bill Powers currently manages the firm. Additionally, he serves as a general partner of Encore Housing distressed and opportunistic investment partnership and of Sandbridge Capital, a private equity investment team focused on consumer goods, apparel and retail. Bill is a senior advisor to JRK Multifamily Platform and is Managing Director at Aspen Highland Partners, an investment partnership. Bill also actively invests in natural resources, commodities, and collectibles.

Portfolio companies include: Exactuals

Investment Team:

William C. Powers, Managing Partner

FI/ FIN The Washington Companies

P.O. Box 16630, 101 International Drive

Missoula, MT 59808

Phone: 406-523-1300

Fax: 406-523-1399

<http://www.washcorp.com/>

Stage: Middle Market

Industry: Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

The Washington Companies is the parent company of several independent entities that provide marine transportation, mining, rail transportation, heavy equipment distribution, environmental remediation, and aviation technology and services worldwide. The company is privately held and was founded by Dennis Washington, a Montana-based industrialist. With an estimated current net worth of around \$6.1 billion, Washington is ranked by Forbes as the 76th-richest person in America. Current companies owned by the Washington Companies include Seaspan Corporation, Montana Rail Link, Aviation Partners, Montana Resources, Dominion Diamond Mines, Modern Machinery, SRY Rail Link, and Envirocon. Washington and his wife have also founded The Dennis and Phyllis Washington Foundation, the major philanthropic organization for The Washington Companies and the Washington family.

Investment Team:

Dennis R. Washington, Founder

Kevin Washington

Kyle Washington

Larry Simkins, President

Molly Flomer, Director of Finance

Phyllis Washington

FI The Whittemore Collection

4 International Dr., #300
Rye Brook, NY 10573
Phone: 914-933-5755
<http://whittemorecollection.com/>

Stage: *Early, Growth, Seed*

Industry: *Energy & Clean Tech, Life Sciences & Healthcare*

The Whittemore Collection is a single family office managing a portfolio of public and private investments in a diverse range of industries and stages of development. The firm traces its origins to Parsons & Whittemore, a privately held company based in Rye Brook, N.Y., founded in 1853 and acquired by Karl F. Landegger in 1944. Throughout its history, the company has been recognized as a leading turnkey engineer/builder of pulp and paper mills, and has owned and operated some of the world's largest and most efficient pulp facilities, such as the Alabama River Pulp and Alabama Pine Pulp mills in Monroe County, Alabama.

Portfolio companies include: Acupera

Investment Team:

Francis FitzPatrick, Executive Vice President
Tim FitzPatrick, Portfolio Manager

FI Thiel Capital

One Letterman Drive, Building C, Suite 400
San Francisco, CA 94129
<http://thielcapital.com/>

Stage: *Early*

Industry: *Information Technology, Software & Internet*

Thiel Capital is an investment firm founded by Peter Thiel. Located in the Presidio of San Francisco, Thiel Capital provides strategic and operational support for Peter Thiel's many investment initiatives and entrepreneurial endeavors. Related organizations include Clarium, Founders Fund, Mithril, Valar Ventures, and The Thiel Foundation.

Portfolio companies include: Advano, Compass Therapeutics, SPARK Neuro, ZestFinance

Recent fundings include: Advano

Investment Team:

Blake Masters, COO
Eric Weinstein, Managing Director
Peter Thiel, Founder

FI Thiel Foundation

One Letterman Drive
Bldg. C, Suite 400
San Francisco, CA 94129
<http://thielfoundation.org/>

Stage: *Early, Seed*

Industry: *Information Technology, Life Sciences & Healthcare*

The Thiel Foundation was established by Peter Thiel to promote the innovation and exploration of new frontiers in science and technology, including artificial intelligence, longevity science, cyberspace development, outer space exploration, and seasteading. The Foundation's mission is to promote freedom in all its forms. Thiel sponsors the Committee to Protect Journalists, The Seasteading Institute, and the Human Rights Foundation. Thiel funds the artificial intelligence research of the Machine Intelligence Research Institute. Thiel also aids work against violence through the Oslo Freedom Forum and through the research of philosopher Rene Girard, which is extended and promulgated by Imitatio. Thiel also promotes better health by funding the longevity research of Dr. Cynthia Kenyon and the SENS Research Foundation. Mr. Thiel created the 20 Under 20 Thiel Fellowship, which nurtures the tech visionaries of tomorrow. And Thiel formed Breakout Labs to help independent scientists, engineers, and inventors advance their most radical ideas.

Investment Team:

Hemai Parthasarathy, Scientific Director
Lindy Morris Fishburne, SVP Investments
Michelle Kim-Danely, Portfolio Manager at Breakout Labs
Peter Thiel, Founder

FI Thirty Five Ventures

112 Seventh Ave.
New York, NY 10024
<https://thirtyfiveventures.com/>

Stage: *Early*

Industry: *Financial Services, Information Technology, Software & Internet, Transportation & Distribution*

Co-founded by 2x NBA Champion and Finals MVP Kevin Durant and his manager Rich Kleiman, Thirty Five Ventures serves as the umbrella for all of their business interests across sports, tech, culture and more. Kevin Durant is a 12-year NBA veteran and small forward for the Brooklyn Nets. Previously with the Golden State Warriors, he has won back-to-back NBA championships and Finals MVP awards. Thirty Five Ventures includes a diverse investment portfolio, including companies such as Postmates, Acorns, Overtime, & Coinbase; a media and creative development arm; and the Kevin Durant Charity Foundation. Projects under the Thirty Five Ventures umbrella include the ESPN+ sports business show 'The Boardroom', which examines the ins and outs of sports business and illuminates the world of sports far beyond what fans ordinarily see.

Last fall also saw the opening of The Durant Center in Suitland, Maryland, the Kevin Durant Charity Foundation's college pipeline program in conjunction with College Track.

Portfolio companies include: Dutchie, Imperfect, Suzy

Recent fundings include: Suzy, Dutchie

Investment Team:

Kevin Durant, Co-Founder
Rich Kleiman, Co-Founder

FI Thomas H. Lee Family Office

767 5th Ave., 6th Floor
New York, NY 10153
Stage: *Middle Market*
Industry: *Financial Services*

Thomas H. Lee (born March 27, 1944) is an American businessperson, financier and investor and is credited with being one of the early pioneers in private equity and specifically leveraged buyouts. According to Forbes, Lee has a net worth of \$2B. Thomas H. Lee Partners (THL), the firm he founded in 1974, is among the oldest and largest private equity firms globally. Lee is currently the managing partner of Lee Equity Partners, a private equity firm he founded in 2006 after leaving Thomas H. Lee Partners. Lee has served as a trustee of Lincoln Center, the Museum of Modern Art, the Whitney Museum of American Art, the Museum of Jewish Heritage, Brandeis University, Cardozo Law School at Yeshiva University, Combined Jewish Philanthropies of Greater Boston, Harvard University, the Intrepid Museum Foundation, NYU Medical Center, and Rockefeller University. He's a major donor to James Turrell's Roden Crater project. Lee's second wife Ann Tenenbaum is also an Angel investor.

Investment Team:
Thomas H. Lee, Founder

FI/ VC Thomvest Ventures
203 Redwood Shores Parkway, Suite 680
Redwood City, CA 94065
Phone: 650-965-4700
Fax: 650-618-1509
www.thomvest.com
Stage: *Early, Seed*
Industry: *Financial Services, Information Technology, Software & Internet*

Thomvest is a \$300mm cross-stage venture capital fund based in Silicon Valley and Toronto. The firm invests the capital of one individual, Peter Thomson, whose family owns the majority of Thomson Reuters. Peter started Thomvest in 1996 and has invested in more than 50 private companies since that time. The firm primarily invests across three areas: financial and real estate technology, cybersecurity and cloud infrastructure, and sales and marketing technology. The company typically makes initial investments of \$250,000 to \$5 million, and has resources to follow up those investments as needed.

Portfolio companies include: Apsalar, Avalanche, Clari, Cylance, DataXu, ecobee, Kabbage, Ladder, Lastline, LendUp, Milyoni, NetBase, Orchard Platform, PeerStreet, Ribbon Home, Singular, Skyhigh Networks, Skyport Systems, ThousandEyes, Virool, YottaMark

Recent fundings include: PeerStreet, Ribbon Home, Avalanche, ThousandEyes

Investment Team:
Andrew Tweed, Associate
Don Butler, Managing Director, don@thomvest.com
Jonathan Barker, Venture Partner
Justin Moore, Venture Partner
Kip Knight, Venture Partner, kip@thomvest.com
Peter Thomson, Founder & Managing Director
Stefan Clulow, Managing Director

FI Three Fish Capital
PO Box 124
New York, NY 10013
<http://threefishcapital.com/>
Stage: *Early, Seed*
Industry: *Media & Digital Media, Software & Internet*

Three Fish Capital is a private investment firm that makes seed and early stage investments. The firm was founded by brothers Dave and Will Galvin. Together, they have invested in 12 companies.

Portfolio companies include: Infinite io, Staffly

Investment Team:
Dave Galvin, Co-Founder, dave@threefishcapital.com
Will Galvin, Co-Founder, will@threefishcapital.com

FI/ FIN Threshold Group
75 Broadway, Suite 202
San Francisco, CA 94111
Phone: 415-692-0630

Two Liberty Place
50 South 16th Street, Suite 3525
Philadelphia, PA 19102
Phone: 267-443-2220
Fax: 267-443-2280

1415 Western Avenue, Suite 600
Seattle, WA 98101
Phone: 206-748-3670
Fax: 206-623-2065
<https://www.thresholdgroup.com/>
Stage: *Middle Market*
Industry: *Energy & Clean Tech, Life Sciences & Healthcare, Real Estate & Construction*

The Threshold Group is a wealth-advisory firm and family office with \$3.4 billion in assets under management and around 1.5 billion designated to impact investments, as of June 30, 2017. Founded by the Russell family, George and Jane Russell started the Threshold Group in 1998 when George sold his global investment services firm known as Russell Investments. The Russell family were early innovators in impact investing making their first impact investment in 2006. Threshold currently has clients in more than 28 states and is dedicated exclusively to serving individuals, multigenerational families, and foundations.

Investment Team:
Ed Lazar, President
George Russell, Founder
Julie Dunnington, Managing Director

Kristen Bauer, Senior Managing Director
Ron Albahary, CIO
Stephanie Cohn-Rupp, Managing Director
Teresa Wells, Managing Director

FI Tice Capital

10455 N Central Expy, Ste. 109
Dallas, TX 75231
Phone: 214-217-4025
www.linkedin.com/pub/david-tice/11/515/abb

Stage: Early, Middle Market

Industry: Media & Digital Media, Software & Internet

Tice Capital is a Dallas investment company focusing on the technology and media categories. The firm founder, David Tice, previously founded the Prudent Bear mutual fund, and was portfolio manager from 1996-2008. For the ten years ended 12/08, the fund increased in value at a 7.97% annualized rate, while the S&P 500 lost 1.38% annually. After selling his investment management business in 2008, Tice has pursued other interests outside the public markets. He's become an active private equity investor, part-time executive producer of movies and philanthropist.

Portfolio companies include: VIRURL

Investment Team:

David Tice, Founder

FI Timberline Holdings

3800 Colonnade Pkwy.
Birmingham, AL 35243
Phone: 205-259-2060
<http://timberlineholdings.com/>

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Transportation & Distribution

Timberline is an investment firm that manages assets for the Goodrich family of Birmingham, Alabama. Mike Goodrich served as Chairman and Chief Executive Officer of BE&K, a worldwide engineering and construction operation, before retiring from that position in 2008 and founding Timberline Holdings Company in 2009. BE&K was acquired by the Houston, Texas-based construction firm KBR, Inc. for \$550 million. Timberline's investment strategy includes management buyouts, succession planning, corporate spinoffs and buy-and-build operations. Unlike traditional investment firms, Timberline does not have a fixed investment mandate. Timberline invests in both debt and equity and has the ability to hold investments indefinitely.

Investment Team:

Braxton Goodrich
Charles Goodrich
Joe McCarty, CFO
Mike Goodrich, Founder
Rich McRoberts, rich@timberlineholdings.com

FI/ PE Tincum Capital Partners

One Maritime Plaza Suite 1650
San Francisco, CA 94111
Phone: 415-391-7899

800 Third Avenue, 40th Floor
New York, NY 10022
Phone: 212-446-9300

www.tincum.com

Stage: Middle Market

Industry: Business Services, Manufacturing & Industrial, Medical Device

Tincum Incorporated was founded to manage the holdings of the Ruttenberg family and began managing outside capital in 1998. Tincum Capital Partners, L.P. was formed in December 1998 with committed capital of \$272 million and is fully invested. Tincum Capital Partners II, L.P. was formed in May 2004 and has committed capital of \$1.325 billion. Both funds were established with flexible investment mandates. Tincum Capital Partners, which is managed by Tincum Incorporated, seeks to acquire control of companies through acquisitions or restructurings or to take minority stakes in public or private companies through equity or debt securities. Tincum's investors are all individuals and families (no institutional investors). Tincum primarily pursues investments of \$25 million to \$75 million, but may invest more or less depending on the specific characteristics of an opportunity. Tincum invests opportunistically in a wide variety of industries, but is interested in acquisitions in industries where the firm already has investments, specifically: Aerospace, HVAC components, Magazine fulfillment, Medical devices, Fasteners and fastener manufacturing tools, and financial services. The firm is not interested in venture capital, unproven technology, and real estate. Managing Partner, Eric Ruttenberg is a son of Derald H. Ruttenberg (1916-2004), a lawyer who became a deal maker, organizing large industrial mergers. He arranged the merger of Studebaker and Worthington Corporation, and for some time ran the combined Studebaker-Worthington.

Portfolio companies include: Rebellion Photonics

Investment Team:

Bill Shockley, Partner
Bob Kelly, Partner
Chuck Crafts, Partner
Eric Ruttenberg, Co-Managing Partner, eruttenberg@tincum.com
Gabriel Yuen, Partner
Michael Donner, Partner
Seth Hendon, Partner
Terence M. O'Toole, Co-Managing Partner, totoole@tincum.com
Trip Zedlitz, Partner

FI Tisch Family Interests

667 Madison Avenue
New York, NY 10021
Phone: 212-339-5600

Stage: Middle Market

Industry: Manufacturing & Industrial, Real Estate & Construction, Retail & Restaurant

Tisch Family Interests is the Tisch family's holding company, which has interests in oil and drilling, insurance and hotels and a reported \$13.5 billion in revenue in

2015. Founded by investors and brothers Preston (known as Bob) and Laurence Tisch, the company manages portfolios that include public equity, private equity, debt and alternative investments. The brothers got their start with a New Jersey hotel in 1946 and later acquired Loews Theatres in 1959. Today, the Tisch family owns approximately 17% of publicly traded Loews Corp. which includes oil drilling (Diamond Offshore), natural gas pipelines (Boardwalk), and insurance (CNA). Massive philanthropists, they had joined the upper ranks of society, including membership in the Century, the classic 'Our Crowd' country club. Additionally, the Tisches donated enough to N.Y.U. to warrant the Tisch School of the Arts and the Tisch Hospital at the N.Y.U. Medical Center; there are also the Tisch Galleries at the Metropolitan Museum.

A/ FI TomorrowVentures

555 Bryant St., #555
Palo Alto, CA 94301

700 N. Colorado Blvd., Suite 121
Denver, CO 80206
Phone: 650-815-7087

www.tomorrowvc.com

Stage: Early, Seed

Industry: Information Technology, Software & Internet

Headquartered in Palo Alto, CA, TomorrowVentures is the investment vehicle for Eric Schmidt (Chairman of Google). TomorrowVentures is an opportunistic investment firm with a focus toward seed and early-stage venture capital investments that develop innovative ideas that have the power to change the way people live, interact, and thrive. Founded in 2009, the firm's goal is to grow companies capable of transforming technology, lifestyle and philanthropy. TomorrowInnovations is an evolving seed-fund incubator that connects TI founders with entrepreneurial peers, mentors, strategic partners, development teams, service providers and investors worldwide.

Portfolio companies include: BrightTag, BUMP Network, EverFi, Instructure, Mozido, Playsino, Remitly, Roadie, Shape Security, Sharecare, Sightly

Investment Team:

Brad Holden, Investment Counsel
Court Coursey, Managing Partner
Michael Slaby, Chief Technology Strategist

FI TOMS Capital

450 W 14th Street
New York, NY 10014
Phone: 212-524-7300

<https://plus.google.com/117865908519514993806/about?gl=us&hl=en>

Stage: Early

Industry: Consumer Products & Services, Media & Digital Media, Software & Internet

TOMS Capital is a family office run by Noam Gottesman, and handles his personal investments, art, and philanthropy. Noam Gottesman (born May 1961) is a New York City-based, Israeli-American businessman, former hedge fund manager, and co-founder of GLG Partners. He later entered the restaurant industry, investing in establishments including Eleven Madison Park in New York City, which was voted the number 1 restaurant in the world by The World's 50 Best Restaurants in 2017. Gottesman has dual citizenship in the US and UK, and was listed on the April 2017 Forbes 400 list of richest people in America, with a net worth of \$2.4 billion. In 2014, Gottesman cofounded Nomad Foods, which is today Europe's largest frozen food company. Gottesman's art collection has hundreds of works including pieces by Andy Warhol, Francis Bacon and Lucian Freud.

Portfolio companies include: Into The Gloss

Investment Team:

Alejandro San Miguel, Partner
Guy Weltsch, Partner
Noam Gottesman, CEO

FI Tornante

9401 Wilshire Blvd., Suite #760
Beverly Hills, CA 90212
Phone: 310-777-3630

www.tornante.com

Stage: Middle Market

Industry: Media & Digital Media, Sports & Entertainment

Founded in 2005 by former Disney CEO, Michael Eisner, the Tornante Company is a privately held company that invests in, operates, and acquires companies in the media and entertainment space. The company's new media studio, Vuguru, will produce and distribute innovative original content for current new media and emerging platforms that have the feel and storytelling similar to content on traditional media outlets. 'Prom Queen' is the first of many shows developed and produced by Vuguru.

Portfolio companies include: Omaze, SPARK Neuro

Investment Team:

Michael Eisner, Founder

FI Transition Capital Partners

1909 Woodall Rodgers Freeway, Suite 575
Dallas, TX 75201
Phone: 214-978-3800

Fax: 214-978-3899

www.transitioncapitalpartners.com

Stage: Middle Market

Industry: Business Services, Communications & Networking, Consumer Products & Services, Education & Training, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Retail & Restaurant, Software & Internet

Transition Capital Partners (TCP) is a Dallas, TX based, family office funded, private investment firm. Founded in 1993, TCP has successfully invested in over 40 lower middle market companies spanning a diverse array of industries. TCP is affiliated with the Patterson Thoma Family Office. The firm invests in leveraged recapitalizations and management buyouts of well-managed, entrepreneurial, middle market businesses. TCP targets investments in entrepreneurial service businesses that are leaders in their niches, with a history of strong growth, defensible margins and current EBITDA of \$2.0 million to \$8.0 million. The firm's investment focus includes companies in the following service sectors: Healthcare and Behavioral Health Services; Non-Asset Based Logistics; Retail; Alternative Energy and Services; Security Services; Direct Marketing and Marketing Service Providers; Software Companies; Branded Food and Beverage; Hospitality and Related Services;

Educational Service Providers; Telecom-munication Services; Oil and Gas Services; and Outsourcing Services. Transition Capital is affiliated with Patterson Thoma Investments, which is a family-held private investment holding company. Its principals make investments in private equity, distressed debt, real estate, venture capital, and also makes charitable contributions through the Patterson Thoma Foundation.

Investment Team:

Andy Foskey, Managing Partner, 214-978-3832, Andy@tcplp.com
Colin Patrick, CFO, 978-3833, colin@pattersonthoma.com
Dan Patterson, Founder and Chairman, 214-978-3817, Dan@tcplp.com
Jason Faucett, Managing Director, 214-978-3812, Jason@tcplp.com
Keith Driscoll, Managing Director, 214-978-3814, Keith@tcplp.com

FI TRI Ventures

711 Boylston Avenue
Boston, MA 02116
Phone: 617-535-5025

Stage: Early

Industry: Consumer Products & Services, Information Technology, Software & Internet

TRI Ventures is the investment vehicle of John Chuang, co-founder and chairman of Aquent LLC, a global staffing firm. TRI invests in startup ventures focused on the development of recruitment software solutions and mobile applications as well as public companies. As CEO of TRI Ventures, John Chuang backs entrepreneurs building market-transforming consumer and enterprise technology companies. He was one of the earliest investors in Angie's List (NASDAQ: ANGI), the first and most successful home review marketplace. More recently, his investments have focused on innovative companies in the HR Tech space. Prior to leading TRI Ventures, Chuang founded Aquent, which has grown to become the world's largest creative staffing agency, for which he currently serves as Chairman.

Portfolio companies include: Scout Exchange

Investment Team:

John Chuang, CEO
Steven Kapner, Managing Director

FI Trivedi Family Office

1305 Cherrington Parkway #210
Moon Township, PA 15108
Phone: 412-787-9203

Stage: Early

Industry: Information Technology, Software & Internet

Trivedi Family Office manages the wealth of Ashok Trivedi, founder of Igate, the IT company sold to French company Capgemini for \$4 billion. The Trivedi Family Office controls some \$500 million in assets under management that will be invested across direct investments, alternatives and public equities. Trivedi, who is also the managing partner of SWAT Capital, has invested in over 55 startups in India, US and Israel and over half a dozen funds including Carlyle, Blackstone and Apollo that in turn invests in tech firms. He is an early backer of many technology companies including medical transcription firm CBay Systems and SaaS company Cvent.

Investment Team:

Ashok Trivedi, Founder
Joseph Lloyd, Director of Investments

FI Trog Hawley Capital

354 Toney Penna Drive, Ste 1
Jupiter, FL 33458
<http://www.troghawley.com/>

Stage: Early, Middle Market

Industry: Business Services, Financial Services, Information Technology, Life Sciences & Healthcare, Real Estate & Construction

Founded in 2012, Trog Hawley Capital is a Florida based single family office investment company that seeks long term capital appreciation through direct private investments. The company provides both private equity and debt financing to exceptional entrepreneurs with unique business opportunities. The firm's principals have track records of success in a variety of fields such as real estate, finance, healthcare, technology and business services. Trog Hawley Capital invests in multiple stages and across the balance sheet utilizing venture capital, private equity, bridge financing, private debt and hard asset lending.

Portfolio companies include: Spiffy

Recent fundings include: Spiffy

Investment Team:

Alexandru Monul, President and Chief Operating Officer
Claudel Trajan, General Counsel
Gavin King, Associate Vice President of Investments

FI/ FIN TRT Holdings

4001 Maple Ave., Suite 600
Dallas, TX 75219
Phone: 214-283-8500
Fax: 214-871-9240

Stage: Middle Market

Industry: Real Estate & Construction, Retail & Restaurant

Founded in 1989 by Texas oil entrepreneurs Reese Rowling and his son Robert Rowling, TRT Holdings is a private holding company. The Rowlings formed TRT Holdings to manage the family's wealth. In 1996, Robert Rowling bought Omni Hotels from Hong Kong-based Wharf Holdings for \$500 million. The deal included 35 hotels that were corporate-owned or under management contracts with Omni. TRT Holdings now owns hotel chain Omni Hotels, Gold's Gym, Tana Exploration, an oil and gas exploration firm, Waldo's Dollar Mart in Mexico. In 2010, Robert Rowling donated \$1 million to the American Crossroads, a 527 organization that primarily has supported Republican candidates in state and national elections. As of May 2017, Rowling is worth \$6.7 billion and he is the 82nd richest person in the United States

Investment Team:

James D. Caldwell, President & Director
Michael G. Smith, Sr. Vice President & General Counsel
Robert B. Bean, CFO & Director
Robert B. Rowling, Co-Founder, Owner, Chairman, & CEO
Terrell T. Philen, CFO & Sr. Vice President

FI True Family Enterprises

2260 University Drive
Newport Beach, CA 92660
Phone: 888-665-8638
<https://www.truefamilyenterprises.com/>

Stage: Early

Industry: Consumer Products & Services, Food & Agriculture, Real Estate & Construction, Retail & Restaurant

True Family Enterprises is a privately held office created to develop and manage its own operating companies. The firm specializes in real estate, consumer goods, retail, private equity, entertainment and venture capital. Alan True is Founder and CEO of True Family Enterprises, a privately-held family office founded in 2012. True Family Enterprises develops, operates and manages wholly-owned businesses in the food and beverage, health and beauty, real estate, and financial service sectors. True Family Enterprises also invests private capital in early stage, fast-growing companies through its subsidiary, True Venture Capital (see profile).

Investment Team:

Alan True, CEO, Alan@TrueFamilyEnterprises.com
Chris Dedic, SVP Family Office, Chris.Dedic@TrueFamilyEnterprises.com
Twila True, Founder, Twila@TrueFamilyEnterprises.com

FI/ VC True Venture Capital

2260 University Drive
Newport Beach, CA 92660
Phone: 888-665-8638
<https://trueventurecapital.com/>

Stage: Early

Industry: Financial Services, Food & Agriculture, Information Technology

True Venture Capital, a portfolio company of True Family Enterprises (see profile) makes investments in start-up firms operating in the Food & Beverage, Technology and Financial Service sectors.

Investment Team:

Alan True, Founder & CEO, alan@TrueFamilyEnterprises.com
Chris Dedic, VP, Family Office, chris.dedic@trueinvestmentsllc.com
Doug Urbansk, SVP, Accounting, doug@trueinvestmentsllc.com
Gwendolyn Wilson, SVP, Business Structure, gwendolyn@trueinvestmentsllc.com
Twila True, Founder, twila@trueinvestmentsllc.com

FI TS Partners

New York, NY
<https://tspartners.com/>

Stage: Early, Middle Market

Industry: Financial Services, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction

TS Partners is an international, diversified investment firm with real estate, private equity and venture capital holdings. The firm is the investment vehicle for Thomas M. Steinberg, who spent 22 years with Tisch Family Interests, which he joined as Managing Director in 1991, and where he became President in 1996. Tom serves as one of six trustees and heads the investment committee of Seritage Growth Properties (NYSE:SRG), a publicly-traded REIT with a market capitalization in excess of \$1 billion. Seritage owns approximately 250 real estate assets that were spun off from Sears Holding Corporation. Tom is also a member (formerly Chairman) of the Board of Directors of Gunther International, formerly a Nasdaq company. In addition, he serves on the board of directors and/or advisory boards of a number of privately held companies in various industries including Telecommunications, Information Services, Commercial Lending, and Venture Capital. TS Partners' real estate portfolio includes commercial, industrial, residential and land development holdings in various US and global geographies. TS Partners selectively identifies special Private Equity opportunities across a wide range of industries. The firm's current Venture portfolio includes investments in telehealth, digital media, and fintech.

Investment Team:

Joseph Shmidman, Managing Director, jShmidman@tspartners.com
Sarah Greenwald, Real Estate Manager, sGreenwald@tspartners.com
Sarah Jane Ross, Manager of Investments, sjRoss@tspartners.com
Tom Steinberg, Founder & CEO, tsteinberg@tspartners.com

FI Tuckahoe Holdings

919 East Main Street, Suite 2200
Richmond, VA 23219
Phone: 804-644-6000
<https://www.tuckahoeholdings.com/>

Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Medical Device, Transportation & Distribution

Tuckahoe Holdings, based in Richmond, Virginia, is a family-run and controlled private investment firm, focused on acquiring majority positions in middle market companies that we own on a permanent basis. Tuckahoe partners with business owners, employees, and customers who align with our permanent investment and people-focused philosophy. As a family-owned company, the firm's competitive advantage is its permanent investment horizon coupled with its strong capital base and ability to close transactions quickly and successfully. Tuckahoe Holdings is focused on redefining the private equity category, through its unique people-focused and permanent-ownership approach to doing business. Tuckahoe manages capital of the Farrell brothers, sons of Tom Farrell, CEO of utility giant Dominion Resources.

Investment Team:

Peter Goodwin, Managing Director
Stuart Farrell, Managing Partner

FI Tull Investment Group

10960 Wilshire Boulevard, 5th Floor
Los Angeles, CA 90024
<https://www.tullinvest.com/>

Stage: Early

Industry: Media & Digital Media, Software & Internet

Tull Investment Group is the investment vehicle for film producer, Thomas Tull, who 'Forbes Magazine' pegs at being worth \$1.2B. In addition to overseeing the Tull Investment Group, Thomas Tull most recently served as chairman and CEO of Legendary Entertainment, a leading media company with film, television, and digital and publishing divisions. In aggregate, Legendary's associated productions realized grosses of more than \$13 billion worldwide under Tull's leadership. Tull serves on

the board of directors of Hamilton College, his alma mater, and Carnegie Mellon university. He also sits on the boards of the National Baseball hall of fame and museum, the National Football Foundation, the San Diego Zoo, the Smithsonian Institution and is part of the six-time super bowl champion Pittsburgh Steelers ownership group, where he also holds a board seat.

Investment Team:

Thomas Tull, Founder, thomas@tullinvest.com

FI/ FIN Turner Enterprises

133 Luckie Street
Atlanta, GA 30303

<http://www.tedturner.com/>

Stage: Middle Market

Industry: Food & Agriculture, Real Estate & Construction, Retail & Restaurant

Founded 1976, Turner Enterprises (TEI) is the private investment company of billionaire Ted Turner, which manages his business interests, land holdings and investments, including the oversight of two million acres in 11 states and in Argentina. Through Turner Enterprises, Turner also manages the largest commercial bison herd (51,000) in North America on 16 ranches in Colorado, Kansas, Montana, Nebraska, New Mexico, and South Dakota. TEI also works closely with Turner's philanthropic and charitable interests, including the founding and ongoing operations of the United Nations Foundation, Nuclear Threat Initiative, Turner Foundation, Captain Planet Foundation, and the Turner Endangered Species Fund. Turner Enterprises is headquartered in the Turner Building in Atlanta, Georgia, also home to the Ted's Montana Grill restaurant chain, Ted Turner Expeditions, and Turner Renewable Energy.

Investment Team:

Ted Turner, Founder

FI/ FIN Upsher Asset Management

New York, NY

Stage: Middle Market

Industry: Electronics & Advanced Materials, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction

Upsher Asset Management is a single-family office that oversees the assets of Daniel C. Lubin and three others descended from his grandfather. Lubin's family wealth comes from a maker of diaper-rash cream built by his grandfather and later acquired by Pfizer. Currently, Lubin is a co-founder and managing partner of Radius Ventures. At Radius, he focuses on its investments in the healthcare services and information technology sectors. In addition to his Radius boards, Lubin serves on the Board of Trustees of Riverdale Country School, and the Board of Trustees of the Center for the Study of the Presidency and Congress. Upsher Asset Management devotes about 7 percent of its assets to direct investments in private companies or real estate.

Investment Team:

Daniel C. Lubin, Chairman

FI Vandaele Capital

2655 North Ocean Dr., Suite 203
West Palm Beach, FL 33404

www.vandaelecapital.com

Stage: Early, Expansion, Growth

Industry: Consumer Products & Services, Media & Digital Media, Real Estate & Construction, Retail & Restaurant, Sports & Entertainment

Vandaele Capital is a private investment partnership with a focus in real estate, sports, media, entertainment and retail sector investments while providing broad-based, pro-active business turnaround management solutions offering hands-on management and consultation relative to improving deteriorating financial and operational performance of small to middle market companies. Vandaele invests in startups, acquires and turns around distressed companies, and advises businesses of all sizes on strategy and execution by forming partnerships. The firm is operated by Christophe Vandaele, a venture investor and entrepreneur who has founded, grown and managed multi-national firms. In 2003, he created Vandaele Holdings as the parent company of all his ventures and investments. Several mergers and acquisitions later the holding firm became Vandaele Capital.

Portfolio companies include: Boxtera

Investment Team:

Christophe Vandaele, Founder

FI VantEdge Partners

9401 Indian Creek Parkway, Suite 800
Overland Park, KS 66210

Phone: 913-286-5500

<http://www.vantedge.partners/>

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Information Technology, Manufacturing & Industrial, Retail & Restaurant, Sports & Entertainment, Transportation & Distribution

Based in metropolitan Kansas City, VantEdge Partners is a private investment group focused on building partnerships that grow excellent companies. The firm's founders are former private equity executives who invest their own capital. VantEdge invests in platform companies in a variety of sectors including: Industrial, Services, Distribution, Restaurants, Technology, Consumer, and Sports & Entertainment. The firm's initial equity investments range from \$20-\$75 million or involve a strategy to deploy that investment as the company grows. Firm Co-Founder, Paul Edgerley, previously served as a Managing Director at Bain Capital from 1990 until his retirement in January 2016. Terry Matlack, the second Co-Founder, is also a board member and managing director of Tortoise Capital Advisors, an investment company he co-founded with partners in 2002. Tortoise Capital manages four NYSE-listed closed-end funds, open-end funds, private funds and separate accounts for institutional and individual investors primarily focused on the energy sector.

Investment Team:

Paul Edgerley, Co-founder and Managing Director, pedgerley@vantedge.partners

Terry Matlack, Co-founder and Managing Director, tmatlack@vantedge.partners

FI Vareco Holdings

132 Water St, 3rd Floor
South Norwalk, CT 06854

Phone: 203-295-8907

<https://www.varecoholdings.com/>

Stage: Expansion, Late, Middle Market

Industry: Energy & Clean Tech, Transportation & Distribution

Vareco Holdings is a single family office with operational expertise in the shipping and energy infrastructure. Vareco provides senior management services and strategic guidance to a variety of privately-held and publicly-traded companies through direct investment and active board participation. Investment Vehicles include:

Public Equity, Debt and Derivative Securities, Private Equity, Hedge Funds, Direct Investments, Real Estate, and Collectibles.

Portfolio companies include: Tantalus

Investment Team:

Carla Artone, Accounting and Business Solutions Provider, carla@varecoholdings.com
Matt Motley, CIO, matt@varecoholdings.com

FI Ventry Industries

1 Monarch Place, #1450
Springfield, MA 01144
Phone: 413-788-1457

Stage: Early, Seed

Industry: Manufacturing & Industrial

Ventry Industries is an investment holding company formed by the Davis family after the 2003 sale of the American Saw & Manufacturing Company of East Longmeadow, Massachusetts to Newell Rubbermaid. American Saw was a New England based manufacturer of saws, blades and other cutting tools, primary under the Lenox Industrial Tools name. Ventry invests in a wide variety of assets, including both public and private securities.

Portfolio companies include: FloDesign Sonics

Investment Team:

Robert Roy, Executive Director
Stephen Davis, Partner

FI Vineyard Capital Group

41000 Woodward Avenue, Stoneridge West
Bloomfield Hills, MI 48304
Phone: 248-415-8000

<http://vineyardcap.com/>

Stage: Early, Expansion, Growth

Industry: Information Technology, Real Estate & Construction

Vineyard Capital Group oversees the family office of a high net worth family, and the associated family charitable foundation. Vineyard Capital Group was formed to co-invest with Private Equity Funds and High Net Worth Individuals in small to medium-sized later-stage private companies and small-cap and micro-cap public companies. Vineyard specializes in fast-growth technology businesses, investing through its Vineyard Tenacity Opportunity Fund as well as company-specific vehicles.

Portfolio companies include: reach | influence

Investment Team:

Dennis Sarafa, Managing Partner, dennis@vineyardcap.com
Eric Green, Managing Partner, eric@vineyardcap.com
James House, Chief Financial Officer, jim@vineyardcap.com
Rich Helppie, Managing Partner, rich@vineyardcap.com
Rich Saslow, General Counsel

FI/ FIN Viterbi Group

2712 Glenwick Pl.
La Jolla, CA 92037
Phone: 858-909-9069
Fax: 858-909-9070

Stage: Seed

Industry: Communications & Networking, Information Technology

Viterbi Group was founded in 2000 by Dr. Andrew Viterbi and his daughter Dr. Audrey Viterbi to advise and invest in startup companies, predominantly in the fields of wireless communications, network infrastructure, and image, optical and signal processing. Dr. Viterbi co-founded QUALCOMM, Inc. and LINKABIT Corporation, and was a Professor at the UCLA School of Engineering and Applied Science. Andrew James Viterbi (born Andrea Giacomo Viterbi; March 9, 1935) is an Italian-born American electrical engineer and businessman who invented the Viterbi algorithm. He is currently Presidential Chair Professor of Electrical Engineering at the University of Southern California's Viterbi School of Engineering, which was named in his honor in 2004 in recognition of his \$52 million gift.

Investment Team:

Dr. Andrew Viterbi
Dr. Audrey Viterbi

FI Vulcan Capital

435 Tasso St., Suite 210
Palo Alto, CA 94301
Phone: 650-329-5920
Fax: 650-323-3803

505 Fifth Avenue S, Suite 900
Seattle, WA 98104
Phone: 206-342-2000
Fax: 206-342-3000

<http://capital.vulcan.com/>

Stage: Early, Expansion, Growth, Middle Market

Industry: Communications & Networking, Energy & Clean Tech, Information Technology, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Software & Internet, Sports & Entertainment

Microsoft Co-Founder, Paul G. Allen, founded Vulcan Inc. in 1986 with Jo Allen Patton to manage his business and charitable endeavors. Those endeavors include the creation of innovative technologies, award-winning films and vibrant new neighborhoods. Vulcan oversees various business and charitable projects including real estate holdings, investments in more than 50 companies (including Charter Communications, DreamWorks SKG, Digeo Broadband, the Sporting News, the Seattle Seahawks NFL and Portland Trail Blazers NBA franchises, First & Goal Inc., Vulcan Productions, the Seattle Cinerama theatre, Experience Music Project, the Science Fiction Museum & Hall of Fame, Mojave Aerospace Ventures), and the Paul G. Allen Family Foundation. Vulcan Capital is the multi-billion dollar investment arm that invests in companies at various stages of their development through four dedicated groups. The Venture Capital team invests into promising, early-stage companies across the technology, life sciences and alternative energy sectors. The Growth team makes \$10 to \$100 million sized investments into category-leading mobile, internet and technology companies on a global basis.

Portfolio companies include: Ally, Applied Proteomics, avvo, Blokable, Booster Fuels, Calxeda, Context Relevant, Cortexyme, Dato, Decide.com, Echodyne, Epic Games, Freedom Financial Network, FutureFuel.io, Gentem, High Fidelity, Igneous Systems, LumaTax, Magic Leap, Make.TV, Matcherino, Nanit, Off-Grid Electric, Peach, Pixvana, Rad Power Bikes, Redfin, Remitly, Rival IQ, ScytL, Shippable, Shujinko, Siluria Technologies, Spaceflight Industries, Sun Basket, TrueCar.com, Uearth, UNITY Biotechnology, Versive, Vreal, Wrench, Zuora

Recent fundings include: Rad Power Bikes, Gentem, Wrench, Ally, Uearth, Echodyne, Blokable, Ally, Booster Fuels, Igneous Systems, FutureFuel.io

Investment Team:

Abhishek Agrawal, Managing Director
Ada M. Healy, Vice President
Barbara Bennett, President and Chief Operating Officer
Ben Kolpa, Managing Director
Bill Hilf, Chief Executive Officer
Chris Orndorff, Chief Investment Officer
Dave Stewart, Executive Vice President
David Franco, Chief Financial Officer
Paul G. Allen, Founder & Chairman
Steve Hall, Managing Director

FI Wadhvani Family Office

1305 Cherrington Parkway
Building 210, Suite 400
Moon Township, PA 15108
Phone: 412-787-9590

Stage: Early

Industry: Information Technology, Software & Internet

Wadhvani Family Office manages the assets for Sunil Tekchand Wadhvani (born 1952/1953), an Indian-born American businessman, and philanthropist. He is best known as the co-founder (with Ashok Trivedi) of Mastech, Inc. and IGATE. Born in Delhi, Sunil graduated from the Indian Institute of Technology, Madras, before moving to the United States to earn a degree from Carnegie Mellon University. Wadhvani is the managing partner at SWAT Capital, and is involved with two philanthropic initiatives, the Wadhvani Institute for Sustainable Healthcare (WISH) and the Wadhvani Institute for Artificial Intelligence (WIAI). French-IT company, Capgemini completed a \$4 billion acquisition of IGATE, recorded as one of the largest deals in the Indian information technology sector. It saw the exit of both Sunil and Ashok Trivedi. Sunil earned \$504.2 million from 1,05,06,075 shares.

Investment Team:

J.M. Ruscetti, Director of Investments, jruscetti@wadhvani-fo.com
Lauren Renken, CFO
Sunil Wadhvani, Founder, swadhvani@wadhvani-fo.com

FI/ FIN Walton Enterprises

125 West Central Ave., #218
Bentonville, AR 72712
Phone: 479-464-1500

Stage: Middle Market

Industry: Communications & Networking, Financial Services, Media & Digital Media, Real Estate & Construction, Retail & Restaurant

Walton Enterprises is the private holding company that serves as the investment vehicle for America's richest family -- the Walton family. Sam Walton was the founder of Walmart and Sam's Club. He was included in Time's list of 100 most influential people of the 20th Century, as well as listed in Forbes as the richest person in the United States from 1982 to 1988. As of December 2014, the Waltons collectively owned 50.8% of the Walmart and were worth a combined total of about \$170 billion. Additionally, they founded Arvest Bank and began rolling out bank branches throughout the states surrounding Arkansas, some of which are found in Wal-Mart stores. Throughout the year, members of the Walton family meet to discuss how they want to handle the money held within Walton Enterprises.

Investment Team:

Stephan Roche, President

FI ward.ventures

Reagan Place at Old Parkland
3963 Maple Ave, Suite 300
Dallas, TX 75219

<http://www.ward.ventures/>

Stage: Early, Expansion, Growth, Late

Industry: Business Services, Information Technology, Real Estate & Construction, Software & Internet

Ward.ventures invests in privately placed debt and equity transactions in venture capital, private equity, real estate, and strategic funds. The firm currently invests out of several funds: Opportunistic Investment Fund, Interlock Partners Fund I, CAVU Venture Partners Fund I, Five Elms Capital Fund III, and Scalar Gauge Fund.

Portfolio companies include: Freeletics

Investment Team:

David C. Ward, Managing Director, david@ward.ventures

FI/ FIN Waycrosse

15407 McGinty Road West
Wayzata, MN 55391
Phone: 952-742-7500

Fax: 952-742-7595

Stage: Middle Market

Industry: Business Services, Consumer Products & Services, Financial Services, Manufacturing & Industrial

Waycrosse is the investment arm of Cargill, Inc and family office for the Cargills and MacMillans, descendants of founder William Wallace Cargill. The firm seeks to invest in banking, insurance, plumbing, and steel. Cargill is one of the world's largest privately held companies by revenue. As a private group, Cargill funds investments with cash and debt rather than issuing equity and its largest acquisition remains the \$2 billion purchase of Provimi, an animal nutrient company, in 2011. The company is allowed to reinvest 80% of annual earnings back into the business, while the rest is paid as dividends.

Investment Team:

Brian Lande, Senior Investment Analyst

Katherine (Rodenwald) Weber, Advisor
Kyle Swenson, Analyst
Lynn Wilde, Vice President
Tim Vedder, Senior Portfolio Manager

FI Waypoint Capital

55 Cambridge Parkway, Suite 401
Cambridge, MA 02142
Phone: 617-588-4900

<https://www.waypointcapital.net>

Stage: Early, Middle Market

Industry: Information Technology, Life Sciences & Healthcare, Real Estate & Construction

Chaired by Ernesto Bertarelli, Waypoint and the businesses created by it manage investments in healthcare, medical technologies and asset management, including real estate. Headquartered in Geneva, it has offices in London, Jersey, Boston and Luxembourg. Waypoint also manages investments directly, both majority holdings in established companies and also venture capital investments in innovative companies at an earlier stage of their growth. Waypoint has two principal areas of focus: Healthcare, building on the Bertarelli family's long involvement in biotechnology and life sciences.

Asset Management, where Waypoint uses its expertise to develop interests in areas such as hedge funds, private equity, venture capital, real estate and fund of fund investments. Investment divisions within Waypoint include: Kedge Capital, Crosstree Real Estate, Roxbury, Gurnet Point Capital (see profile), and Forestay Capital. In 1998 Ernesto and his family established the Bertarelli Foundation to manage their charitable giving and philanthropic projects.

Portfolio companies include: Simple Contacts, SimpliVity

Investment Team:

Ernesto Bertarelli, Chairman
Ron Cami, General Counsel
Stefan Meister, COO

FI WayPoint Capital Partners

555 Theodore Fremd Ave., Suite C-207
Rye, NY 10580
Phone: 914-417-6960

1325 Avenue of the Americas, 20th Floor
New York, NY 10019
Phone: 212-599-1702

<https://www.waypointcapitalpartners.com/>

Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Medical Device, Transportation & Distribution

WayPoint Capital Partners is the direct private equity affiliate of Privet Capital, a family investment office for a cable and satellite entrepreneur with over \$2.5 billion in assets under management. WayPoint Capital Partners was founded to provide entrepreneurs and family-owned businesses with the expertise and resources of a traditional fund sponsor, but without a traditional fund's limitations. Typical initial investment ranges from \$10mm to \$30mm. WayPoint focuses on partnering with entrepreneurs across the middle market healthcare, logistics and business services sectors to grow their businesses organically and through add-on acquisitions

Investment Team:

John Henry Moulton, Partner

FI Weatherford Capital

100 North Tampa Street, Suite 2320
Tampa, FL 33602

<https://www.weatherfordcapital.com/>

Stage: Middle Market

Industry: Business Services, Financial Services

Weatherford Capital invests proprietary capital into private companies with a strategic focus on Florida. The firm deploys funds directly into private equity and venture deals, while also co-investing with highly qualified business operators and fund managers. Managing Partner, Will Weatherford, was the 84th Speaker of the Florida House of Representatives, serving from 2012 to 2014, during which time he was the youngest Speaker in America. Will serves on several boards including Payit, Sunshine Bank, the Florida Chamber of Commerce, the National Coalition for Capital, the U.S. Global Leadership Collation, the Republican State Leadership Committee and Jobs for America's Graduates. Will also served as a Rodel Fellow at the Aspen Institute. Will spent six years as a board director at Florida Traditions Bank before it was sold to Home BancShares in July 2014. In 2008, Will was Founder of Red Eagle Group, a boutique investment and business consulting firm.

Portfolio companies include: OpenGov, PayIt

Recent fundings include: OpenGov

Investment Team:

Drew Weatherford, Partner, drew@weatherfordpartners.com
Sam Weatherford, Partner, sam@weatherfordpartners.com
Will Weatherford, Managing Partner, will@weatherfordpartners.com

FI Webb Investment Network

PO Box 1060
Los Gatos, CA 95031
www.winfunding.com

Stage: Seed

Industry: Communications & Networking, Consumer Products & Services, Information Technology, Software & Internet

Maynard Webb created the Webb Investment Network in 2010 to formalize the investing he's done over the past fifteen years. Webb is the former CEO of LiveOps and former COO of eBay. Webb Investment Network (WIN) seeks to invest in companies with innovative ideas in the fields of cloud computing, enterprise software, mobile, marketplaces, e-commerce, crowdsourcing, and consumer Internet. WIN does not generally fund sectors with a focus in semiconductors, cleantech, life sciences, and non-technology companies. The firm prefers to invest in the seed round of a company, though will make select investments in later stage (A, B, C) rounds and secondary market purchases. Typical investments are between \$100,000 and \$500,000, with additional capital reserved for follow-on investments. A long-time technology executive and angel investor, a board member of Salesforce, VISA, Everwise and Chairman of the Board of Directors at Yahoo!.

Portfolio companies include: Boost Media, Buoyant, Drivetime, Elevate Security, Everwise, Fauna, GOAT, Hellosign, Ionic Security, Kentik, Koality, LockPath, Luma, PagerDuty, Pepperdata, Pindrop Security, Poynt, Replicated, System1 Biosciences, tCell, Wavefront

Investment Team:

Dena Porter, Program Manager
Jeremy Schneider, Senior Associate
Kevin Webb, Associate
Maynard Webb, Founder, maynard@winfunding.com
Michael Neril, Director

FI/ PE Weinberg Capital Group

5005 Rockside Road, Suite 1140
Cleveland, OH 44131
Phone: 216-503-8302
Fax: 216-503-8313

<http://www.weinbergcap.com/>

Stage: Middle Market

Industry: Business Services, Life Sciences & Healthcare, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

The Weinberg Capital Group is a family office dedicated to private equity in the lower-middle corporate & real estate markets. Working closely with owners and management, the Weinberg establishes a partnership to determine the proper strategy to maximize the company's opportunities and investor return. WBG seeks established middle market companies with a strong market position and/ or historical financial performance. Weinberg seeks businesses throughout North America with annual revenue from \$15 to \$100 million, a three-year or longer history of profitable operations, and EBITDA's ranging from \$2-\$10M. The firm targets companies across a broad range of industries including manufacturing, business services, medical and healthcare, aviation services and value added distribution. Weinberg invests in diversified real estate investments, including: retail, multi-family, office, industrial.

Investment Team:

Cameron S. Miele, Senior Vice President, 216-503-8304, cmiele@weinbergcap.com
Chip Weinberg, Managing Director, 216-503-8303, cweinberg@weinbergcap.com
Deborah A. Morsefield, Financial Administrator, 216-503-8306, dmorsefield@weinbergcap.com
John Herman, Director & Principal, jherman@weinbergcap.com
Ronald E. Weinberg, Director & Principal, 216-503-8301, rweinberg@weinbergcap.com

FI Westcott Family

100 Crescent Ct., Suite 1620
Dallas, TX 75201
Phone: 214-777-5000
Fax: 214-777-5010

<http://www.westcott.com/>

Stage: Early, Growth

Industry: Communications & Networking, Financial Services, Information Technology, Real Estate & Construction

Carl Westcott founded Westcott LLC in 1996 as an entrepreneurial private investment platform. The investments of Westcott include real estate, technology, energy, finance, and consumer services. The Westcott Family includes Commodore Partners, Fountain Residential Partners, and Commodore Development. Founded in 2002, Commodore Partners is a Westcott-owned private equity firm that focuses on venture capital investments and the acquisition and development of real estate. Commodore Development was formed to develop real estate assets owned by the Westcott family and Commodore Partners. Fountain Residential Partners is a privately held Dallas-based multifamily real estate development, acquisition, and asset management company specializing in the student housing asset class. Specializing in student housing since 2000, the principals of Fountain Residential have completed well over \$1 Billion in new student housing construction across the country.

Portfolio companies include: Expect Labs, Variable

Investment Team:

Carl Westcott, Principal and Founder
Chart Westcott
Court Westcott
Hillary Turner
Jack Smith
Mike Smartt
Swayze Smartt

FI Whittier Trust

1600 Huntington Drive
South Pasadena, CA 91030
Phone: 626-441-5111

505 Montgomery Street Suite 620
San Francisco, CA 94111

Phone: 415-283-1850

www.whittiertrust.com

Stage: Early

Industry: Information Technology, Medical Device

Whittier Trust began with the Whittier family in 1935, and today is the largest independently owned family office headquartered on the West Coast. The firm is entrusted to manage and consult on more than \$8 billion in assets for families in more than 30 states, with offices in Los Angeles, San Francisco, Reno, and Seattle. Whittier Trust has extensive experience with direct buyout and venture capital investments. The firm provides its clients with due diligence services, and can select and monitor private equity funds on their behalf. Periodically Whittier presents clients with the opportunity to participate in direct financing of companies in high-growth industries, such as information technology and medical devices.

Portfolio companies include: SnapMD

Investment Team:

David A. Dahl, Managing Director and COO
Donna L. Carter, Executive Vice President and CFO
James A. Jeffs, Managing Director and Chief Investments Officer, jjeffs@whittiertrust.com
Michael J. Casey, President and CEO, mcasey@whittiertrust.com
Peter J. Zarifes, Executive Vice President, pzarifes@whittiertrust.com
Steven A. Anderson, Managing Director and General Counsel, sanderson@whittiertrust.com
Thomas J. Frank, Executive Vice President, tfrank@whittiertrust.com
Timothy K. McCarthy, Executive Vice President

FI Wicklow Capital

53 W. Jackson Blvd.
Chicago, IL 60604
Phone: 312-360-1377

Stage: Early

Industry: Financial Services, Information Technology

Wicklow Capital is the family office of Dan Tierney, co-founder and board member of GETCO, Inc., one of the world's leading market makers and financial innovators in financial and commodities markets. According to Forbes, GETCO currently buys and sells 15% of all the stocks traded in the U.S., ranking it among players such as Goldman Sachs and Fidelity Investments. Getco was reportedly valued at \$1 billion two years ago and is rumored to have earned roughly half as much as that in net profit in some years.

Portfolio companies include: Civil Maps, Crusoe Energy Systems, Mirador Financial, Motif Investing, Omniex, Quantopian, RedKix, Ripple Labs, Shiftgig, Social Finance, Tipalti, Viracta Therapeutics

Recent fundings include: Crusoe Energy Systems

Investment Team:

Benjamin Rose, Chief Investment Officer
Dan Tierney, Founder
John Flynn, COO and Counsel
John Pach, CFO

FI Wild Basin Investments

7447 Bee Cave Rd.
Austin, TX 78746
Phone: 512-386-1415

<http://wildbasininv.com>

Stage: Early, Seed

Industry: Consumer Products & Services, Information Technology, Medical Device, Software & Internet

Formed in 2007, Wild Basin Investments is a closely-held family entity focused specifically on early-stage equity investments. Wild Basin was formed by Rosa McCormick, who is also President of Flat Rock Holdings, a Texas-based investment holding company. Rosa is a long-time member of the Central Texas Angel Network and serves on that organization's board. Current portfolio interests are in investments in the software, medical device and consumer product industries. Wild Basin was formed in November 2007 and is the most recent investment vehicle for a group of individuals who have participated in venture and angel investing since 1987. Wild Basin usually co-invests with others in equity rounds; however, the firm will consider other investment structures including debt offerings. In addition to early stage activity, Wild Basin provides portfolio management for pre-Wild Basin equity and real estate investments. As a closely held private investment company, the firm does not accept outside funds.

Portfolio companies include: Dropoff, LiveOak Technologies, Querium, Recursion Pharmaceuticals

Recent fundings include: LiveOak Technologies

Investment Team:

Craig Harris, CFO
Rosa McCormick, Managing Director, rlmccormick@wildbasininv.com

FI Wildcat Capital Management

301 Commerce Street, Suite 3300
Fort Worth, TX 76102

Phone: 817-869-8218

Fax: 817-869-8318

<https://www.linkedin.com/company-beta/3719996/?path=Wildcard=3719996>

Stage: Early, Expansion, Growth, Seed

Industry: Communications & Networking, Life Sciences & Healthcare, Software & Internet

Wildcat Capital Management was founded in 2011 by Len Potter with the purpose of managing capital for the founding partner of TPG Capital, David Bonderman. The firm manages assets for 16 underlying vehicles and a total of 42 individuals including David's family and friends. The firm is a registered investment advisor and has \$1.79 billion in assets under management. Wildcat is currently backing a new startup business, Infinity Q Capital Management, that provides exposure to Bonderman's Wildcat family office investment strategies under the structure of a liquid alternative mutual fund.

Portfolio companies include: Doppler Labs, ELOQUII, Glia, Hubble Contacts, NeuroVision Imaging, Skillz, Tradesy

Recent fundings include: Glia

Investment Team:

Alan Xie, Associate
Drew Tarlow, Vice President
James Velissaris, Portfolio Manager
Jeffrey Messer, Associate
Jennifer Ma, Associate
Leonard A. Potter, President & CIO

FI Wilkes Lane Capital

503 Albemarle St.
Baltimore, MD 21202
Phone: 410-948-1051

<http://www.wilkeslane.com/>

Stage: Early

Industry: Life Sciences & Healthcare, Medical Device

Wilkes Lane Capital, LLC is an entrepreneurial investment firm focused on acquiring and investing in manufacturing and health care companies. Wilkes Lane invests the personal capital of its principals and can therefore be very creative in evaluating and molding opportunities. The principals have extensive experience buying, operating and growing companies across changing business cycles.

Investment Team:

Daniel C. Reck, Partner
Felix J. Dawson, Partner

FI Willcrest Partners

100 Spear Street, Suite 1500
San Francisco, CA 94105

<http://willcrest.com/>

Stage: Middle Market

Industry: Business Services, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial

Willcrest Partners is a family office focused on investing in emerging businesses that direct their attention towards a particular niche within their market. The firm seeks companies with an EBITDA from \$1 million to \$5 million with strong gross margins. Sectors of interest include business services, financial services, healthcare services, and specialty manufacturing.

Investment Team:

Benjamin Krick, Partner, 415-200-7481, bforster@willcrest.com

Bret Forster, Partner, 415-816-0086, bkrick@willcrest.com

Sam Petke, Origination, 415-407-7626, spetke@willcrest.com

FI Willett Advisors

650 Madison Avenue, 17th Floor

New York, NY 10022

Phone: 212-783-9500

<https://www.willettadvisors.com/>

Stage: Middle Market

Industry: Energy & Clean Tech, Life Sciences & Healthcare, Media & Digital Media, Real Estate & Construction, Software & Internet

Willett Advisors LLC manages the philanthropic assets of Michael R. Bloomberg, including the assets of Bloomberg Philanthropies. Michael Bloomberg is an American businessman, engineer, author, politician, and philanthropist. He is the founder, CEO, and owner of Bloomberg L.P., a global financial services, mass media, and software company. Additionally, Bloomberg served as the 108th Mayor of New York City, holding office for three consecutive terms, beginning with his first election in 2001. Licensed as a commercial pilot, Bloomberg pilots an AW109 helicopter, and is near the top of the waiting list for an AW609 tiltrotor aircraft. In his youth, he was a licensed amateur radio operator, was proficient in Morse code, and built ham radios. As of February 2018, his net worth was estimated at \$50.8 billion, making him the 7th-richest person in the United States and the 10th richest person in the world. He has joined The Giving Pledge, whereby billionaires pledge to give away at least half of their wealth.

Portfolio companies include: Finch Therapeutics Group

Recent fundings include: Finch Therapeutics Group

Investment Team:

Andrew Mulderry, Co-CIO, amulderry@willettadvisors.com

Binu George, Head of Investment Manager Diligence, bgeorge@willettadvisors.com

Boris Raykin, Director, braykin@willettadvisors.com

Bradford B. Briner, Co-CIO, bbriner@willettadvisors.com

Charanya Rangamannar, Associate Director, crangamannar@willettadvisors.com

Georgina Russell, Portfolio Manager, grussell@willettadvisors.com

Peter Crews, Associate Director, pcrews@willettadvisors.com

Steven Rattner, Chairman & CEO, srattner@willettadvisors.com

FI William A. M. Burden & Co.

10 East 53rd St. 32nd Fl.

New York, NY 10022

Phone: 212-872-1133

Fax: 212-872-1199

Stage: Early, Middle Market

Industry: Business Services, Financial Services, Manufacturing & Industrial, Real Estate & Construction

William A. M. Burden & Co. is the oldest continuously running single-family office in the world. Founded in 1949 by William Burden, the office has been acting as the private investment firm for the Burden branch of the old Vanderbilt railroad fortune, now worth half a billion dollars. According to Forbes, six generations after Commodore Cornelius Vanderbilt made his fortune, 43 of the descendants of the Commodore's great-great-grandson William A.M. Burden (which include families such as Kellys, Rosengartens, MacDonalds and Burdens -- remain individually and collectively wealthy. According to Forbes, the aggregate Burden wealth is equally split among hedge funds, small-business investment companies and real estate. The office is staffed by seven full-time employees. It contracts some tax and accounting advice from PricewaterhouseCoopers and uses Bankers Trust as a custodian. To hedge against its own judgment, the office farms out management of about 80% of the Burden money to 25 outside money managers.

Investment Team:

Adrienne Eckart, CFO

FI/ FIN Willoughby Capital Management

10 Bank St, Suite 1220

White Plains, NY 10606

Phone: 914-367-0068

Stage: Middle Market

Industry: Education & Training, Life Sciences & Healthcare, Real Estate & Construction

Willoughby Capital Management is a single family office, private investment company established in January of 2009. The company was founded in 2012 by Daniel Och, an American billionaire investor, hedge fund manager, and philanthropist. He is the founder, chairman and former CEO of Och-Ziff Capital Management Group, a global hedge fund and alternative asset management firm. Och also sits on the board of Endeavor, a nonprofit for entrepreneurs, and is the vice chair of Robin Hood Foundation, a charitable organization fighting poverty in New York City. In February 2014 Forbes listed Och as one of the 25 Highest-Earning hedge fund managers in 2013. His 2013 total earnings of \$400 million rank him the 17th among the 25 top-earning hedge fund managers.

Investment Team:

Daniel Och, Founder

Helen Shaw, COO

Mira Muhtadie, CIO

Morgan Rutman, President

FI Wilmot Ventures

80 Wilmot St.
San Francisco, CA 94115
Phone: 415-517-7499
Stage: Early
Industry: Information Technology, Life Sciences & Healthcare

Wilmot Ventures is a family investment fund supporting companies led by exceptional entrepreneurs. The firm is led by Daniel Lurie, a step-son of Peter Haas, a scion of the family that controlled Levi Strauss apparel corp.

Portfolio companies include: System1 Biosciences

Investment Team:

Daniel Lurie, Managing Director
Danielle DeLancey, Principal, danielle@wilmotventuresllc.com

FI Winklevoss Capital

30 W. 24th St.
New York, NY 10010
Phone: 646-751-4444
<http://winklevosscapital.com>

Stage: Early, Seed
Industry: Financial Services, Media & Digital Media, Software & Internet

Founded by the Winklevoss twins of Facebook fame, Winklevoss Capital partners with a select number of early stage companies to provide not just investment, but a full service approach to driving growth. According to published reports, Cameron and Tyler Winklevoss signed a five-year lease for 5,625 square feet at 30 W. 24th St. The twins will take the entire fourth floor of the building for Winklevoss Capital.

Portfolio companies include: Cargomatic, Caviar, Crusoe Energy Systems, Eaze, Keepy, Kindbody, TaxBit, TripleMint, Zuli

Recent fundings include: TaxBit, Crusoe Energy Systems, Kindbody

Investment Team:

Cameron Winklevoss, Co-Founder, cameron@winklevosscapital.com
Tyler Winklevoss, Co-Founder, tyler@winklevosscapital.com

FI Witter Family Offices

135 E 57th Street
New York, NY 10022
<http://www.witter.nyc/>

Stage: Early, Middle Market
Industry: Business Services, Financial Services, Information Technology, Manufacturing & Industrial, Real Estate & Construction, Transportation & Distribution

The Witter Family Offices was founded by Michael D. Witter, grandson of Dean Witter (who founded the eponymous Financial Services firm in 1924), and Sherry Pryor Witter to drive wealth generation and philanthropic giving. The group invests across investment asset classes including real estate, private equity, venture opportunities, art, fine musical instruments, and hedge funds. Sherry Pryor Witter is responsible for the deployment of investment capital and wealth expansion. She does so by seeding and partnering with entrepreneurial mathematicians, traders, portfolio managers and statisticians. The Witter Family Offices is also focused on its charitable giving, whose mission is governed by Michael Witter. Michael's philanthropic mission continues Dean Witter's legacy of charitable giving dedicated to wildlife habitat and land conservation, while also focusing on military veteran rehabilitation, preservation of American history, and the fostering of relations between allied forces.

Investment Team:

Michael D. Witter, Partner & Co-Founder, michael@witter.nyc
Sherry Pryor Witter, Managing Partner and CIO, sherry@witter.nyc

FI Woodland Management

201 S. Highland Ave., Suite 204
Pittsburgh, PA 15206
Phone: 412-362-0309
<http://129.121.5.217/~wmfiocom/>

Stage: Early, Middle Market
Industry: Business Services, Consumer Products & Services, Food & Agriculture, Life Sciences & Healthcare, Manufacturing & Industrial, Retail & Restaurant, Transportation & Distribution

Woodland Management, a Pittsburgh, PA-based family office, co-invests with operators and sponsors in companies with significant growth potential. After the sale of Leed's (a promotional products company), Tom Bernstein founded Woodland Management, a family office, with his sons Michael and Todd. Tom and his wife Karen also formed the Marci Lynn Bernstein Fund, a charitable foundation which supports various local charities in Pittsburgh, Sarasota and Israel. Tom serves on several non-profit boards in the United States and abroad. Founded in 2004, Woodland Management invests in growing companies, typically with \$5 million to \$75 million in sales. Woodland co-invests up to \$5 million with talented operators and proven investment sponsors. Preferred industries to invest include: Consumer, Food and beverage, Business and healthcare services, Franchises, Distribution and niche manufacturing.

Investment Team:

Michael Bernstein, Co-Founder
Steve Halpern, Principal
Todd Bernstein, Co-Founder
Tom Bernstein, Co-Founder

FI Wrigley Management

401 North Michigan Avenue #3200
Chicago, IL 60611
Phone: 312-832-6100
Stage: Early, Expansion, Growth, Middle Market

Industry: Life Sciences & Healthcare, Sports & Entertainment

Wrigley Management manages assets for William Wrigley Jr., also known as Beau. Beau Wrigley was the fourth generation member of the Wrigley family to lead the Wm. Wrigley Jr. Company, a global leader in confections founded in 1891. He began his career with the company in 1985 and, after serving in multiple roles, became the Chairman, President and CEO in 1999. During his leadership, the Wrigley Company tripled in size and expanded its reach to consumers in 180 countries. In 2008, Wrigley was sold to privately held and family-owned Mars, Incorporated. Currently, Beau is Chairman and CEO of Wrigley Management Inc., a family office, and WWJr. Enterprises Inc., an investment company that invests in a range of venture capital and private equity interests. Wychwood Asset Management is

the direct private equity and venture capital arm of WWJr. Enterprises Inc. Wychwood is opportunistic; stage, industry and geographically agnostic. Beau also is Co-Founder and Chairman of Higi, a wellness and incentive reward platform that empowers individuals to measure and manage their personal health and well-being. According to Forbes, his net worth is \$2.9 billion.

Investment Team:

Beau Wrigley, Founder
James C. Holmes, Managing Director

FI Wyndcrest Holdings

10521 SW Village Center Dr, Suite 201
Port St. Lucie, FL 34987
Phone: 772-565-9064
Fax: 772-545-9065

Stage: Late, Middle Market

Industry: Communications & Networking, Information Technology, Software & Internet

Founded in 1997 by John Textor, Wyndcrest Holdings is a private equity firm specializing in acquisitions and PIPEs. The firm seeks to invest in technology sector with a focus on entertainment, telecommunication, and Internet. Wyndcrest was best known for its role as an early lead investor in Art Technology Group (then Nasdaq $\hat{\text{A}}\text{RTG}\hat{\text{A}}\text{E}$), a principal pioneer of internet personalization technology, that achieved a liquid \$10.5 billion valuation as one of the most successful IPOs of 1999.

Investment Team:

John C. Textor, Founder and Managing Principal

FI/I XLP Capital

307 Harvard Street, 3rd Floor
Cambridge, MA 02139

805 3rd Ave., 15th Floor
New York, NY 10022

Phone: 212-752-5392

<http://www.xlpcapital.com/>

Stage: Early, Seed

Industry: Information Technology

XLP Capital is a Family office that operates as a technology development, venture investment, and strategy advisory firm headquartered in Boston, MA with offices in New York. Founded in 2015, the firm is focused on technology strategy development, new technology business incubation and technology-based investments. Mark Blaxill is co-founder and Executive Director. Matt Stack is a founder of XLP Capital, the founding manager of the Lambda Prime Investment Incubator Fund, and the Chief Investment Officer of XLP's technology activist fund, Devonshire Capital Fund I.

Investment Team:

Erik Williamson, Director
John Norair, Director
Margaret Peterlin, Managing Director
Mark Blaxill, Co-Founder & Executive Director
Matt Stack, Co-Founder & Managing Director
Michael Poppler, Vice President
Robert Malcolm, Associate
Salome Gvaramia, CFO & COO

FI YAM Worldwide

15475 N. 84th Street
Scottsdale, AZ 85260

<http://www.yamcapital.com/>

Stage: Middle Market

Industry: Real Estate & Construction, Sports & Entertainment

YAM Worldwide is a holding company for the investments of Bob Parsons, best-known as the founder and executive chairman of GoDaddy. YAM operates in the fields of power sports, golf, real estate, marketing, innovation and philanthropy. Core businesses include LZ Delta, which owns Harley-Davidson of Scottsdale; Go AZ Motorcycles and Spooky Fast Customs; MS LZ Delta, which owns Southern Thunder Harley-Davidson and alternate retail outlets Graceland Harley-Davidson and Blues City Harley-Davidson; Scottsdale National Golf Club; MP Agency, YAM Capital; The Bob & Renee Parsons Foundation; and eight commercial real estate properties in the greater Phoenix area. Privately held since its formation, YAM Worldwide employs more than 225 Arizonans and 70 Mississippians. YAM Capital is a national Private Lending and Investment Firm. YAM specializes in commercial real estate lending, along with the full acquisition of closely held middle-market companies. YAM financing for the acquisition, development and refinance of commercial real estate projects. Typical loans range from \$2 million to \$50 million+ with terms from 6 months to 3 years. YAM Private Equity takes highly selective acquisitions in middle-market businesses across a variety of sectors and industries, targeting companies with EBITDA of \$2 million- \$20 million+.

Investment Team:

Jim Strickland, Business Development, 602-418-8725, jstrick@yamcapital.com
Joy Graham, Financial Analyst
Mike Marmis, Managing Director, 480-696-4805, mmarmis@yamcapital.com

FI/FIN Yarbrough Capital

730 Cool Springs Boulevard, #120
Franklin, TN 37067

Stage: Early

Industry: Sports & Entertainment

Yarbrough Capital is the family office for Jon Yarbrough, the founder of Video Gaming Technologies (VGT). In 2014, as the lone stockholder and the company having no debt, Jon Yarbrough sold Video Gaming Technologies for \$1.3 billion in an all-cash deal. According to Forbes, Yarbrough is currently worth nearly \$2B.

Investment Team:

Jon P. Yarbrough, Managing Director

FI YETI Capital

Austin, TX

<http://yeticap.com/>

Stage: Expansion, Growth

Industry: *Consumer Products & Services, Information Technology, Retail & Restaurant, Software & Internet*

YETI Capital was created by the founders of YETI Coolers, Roy and Ryan Seiders, in partnership with a prominent private capital investor. Collectively, the YETI Capital team has more than 45 years of experience helping to build U.S. and Canadian businesses across a variety of industries and markets. The firm seeks to invest in US-based companies that are post-revenue and have an employee base, operate out of a business office, not a home office, and have defined and reasonable expansion plans. YETI Capital seeks to invest \$500,000 to \$5 million per company and prefers either board representation or observer roles.

Investment Team:

Roy Seiders, Co-founder
Ryan Seiders, Co-founder

FI Yucatan Rock Ventures

Denver, CO

<https://www.linkedin.com/company/yucatan-rock-ventures/>

Stage: *Early, Seed*

Industry: *Communications & Networking, Information Technology, Software & Internet*

Yucatan Rock Ventures is a private family investment and consulting firm co-founded by Stephen G. Pearse and Robert G. Pearse. Stephen is known for leading one of Silicon Valley's fastest ever value creation startups. He led Cyrus Systems from \$15M to over \$5B in valuation in 12 months with 3 rounds of VC funding, finally selling the company to Ciena in 2000. Stephen is currently Chairman of Denver-based Innovation Pavilion, a leader in entrepreneurial campuses and neighborhoods for millennial workers in suburban cities around the U.S. Previously as Executive VP of Bay Networks, Stephen led the \$9B merger with Nortel. Stephen is an active Venture Capital investor and is a Board Director for several public and private companies and non-profit organizations.

Robert (Bob) is a Board Director for several public companies including Aviat Networks (NASDAQ: AVNW), Ameri Holdings (OTC:AMRH), Novation Companies (OTC:NOVC), and Crossroads Systems (NASDAQ:CRDS) where Bob currently serves as Chairman.

Investment Team:

Robert Pearse, Co-Founder
Stephen Pearse, Co-Founder

FI/ FIN Ziff Brothers Investments

80 State St

New York, NY 12207

Stage: *Middle Market*

Industry: *Electronics & Advanced Materials, Energy & Clean Tech, Information Technology, Manufacturing & Industrial, Real Estate & Construction*

Ziff Brothers Investments is the multi-billion dollar family office hedge fund that invests the family fortunes of the three billionaire Ziff brothers. The firm seeks to invest in public and private securities and invests in real estate, energy, oil and gas, emerging markets, and high-technology sectors. Ziff Brothers Investments operates in many fields of investing, including public equities, fixed income, commodities, macro trading, and other types of investments, and does not accept outside capital. The Ziff fortune dates back to 1927 when the grandfather of Daniel, Robert, and Dirk, William Ziff Sr., first started his publishing business. Their father William Ziff Jr. built up magazine publisher Ziff Davis, which became best known for PC Magazine and Car and Driver, before selling it for \$1.4 billion in 1994. While they still use high-profile Ziff Brothers Investments to manage a portion of their investments, eldest brother Dirk has started his own family office, Ziff Capital Partners (see profile).

Investment Team:

Arturo Gonzalez, Director
Daniel M. Ziff
Dirk Ziff, Co-Chairman
Jill Preston, Principal
Michael Miller, CIO
Michael Simonetti
Nicholas Seaver, Senior Advisor
Pavel Chernyshov, Managing Director
Robert D. Ziff, Managing Partner & Co-Chairman
Timothy J. Mitchell, CFO

FI/ FIN Ziff Capital Partners

80 State St.

New York, NY 12207

Stage: *Middle Market*

Industry: *Consumer Products & Services, Information Technology, Media & Digital Media, Real Estate & Construction*

Ziff Capital Partners is the multi-strategy family office founded and managed by Dirk Ziff. The firm seeks out growth stage companies with a focus on consumer tech and media. Dirk Ziff created Ziff Capital Partners outside of Ziff Brothers Investment (see profile). The Ziff fortune dates back to 1927 when the grandfather of Daniel, Robert, and Dirk, William Ziff Sr., first started his publishing business. Their father William Ziff Jr. built up magazine publisher Ziff Davis, which became best known for PC Magazine and Car and Driver, before selling it for \$1.4 billion in 1994.

Portfolio companies include: Platelet Biogenesis

Recent fundings include: Platelet Biogenesis

Investment Team:

Anthony Philipp, Investment Research
Arthur Levy, Direct Private Investments
Dirk Ziff, Managing Partner
Erica Cheng Lee, Partner & COO
Gary Stern, Partner & CIO
Nicholas Seaver, Managing Director

FI Zoma Capital

100 Jackson Street, Suite 202

Denver, CO 80206

Stage: *Early*

Industry: *Energy & Clean Tech, Food & Agriculture*

Zoma Capital is the investment arm for the family office of Ben and Lucy Ana Walton. Ben is the grandson of Helen and Sam Walton, founders of the Walton Family Foundation and Walmart. Zoma Capital invests in a broad range of market-based sustainable solutions addressing environmental and social problems, with an emphasis on energy, water and community development and with a geographic focus on Colorado and Chile. Zoma Holdings, Zoma Capital, and Zoma Foundation form the core activities of a family office, Zoma Lab, based in Denver. Zoma Holdings, headed by a Chief Operations Officer, oversees family finances and properties.

Portfolio companies include: Credly, Enbala Power Networks, Mursion, Techtonic

Recent fundings include: Techtonic, Credly, Mursion

Investment Team:

Ben Walton, Founder
Melissa Cheong, Chief Investment Officer
Ryan Smith, Managing Director

FI Zunis Investments

Bala Cynwyd, PA

Stage: *Early*

Industry: *Information Technology*

Zunis Investments is a single Family Office located in greater Philadelphia, PA.

Portfolio companies include: Spiffy

Recent fundings include: Spiffy

Investment Team:

Adele Gorrilla, Chief Investment Officer
Eric D. Moon, Investment Manager
Thomas Nicholson, Portfolio Analyst

FI Zwick Partners

101 South Tryon Street

Charlotte, NC 28202

Phone: 704-817-0516

<https://www.zwickpartners.com/>

Stage: *Middle Market*

Industry: *Business Services, Financial Services, Life Sciences & Healthcare, Manufacturing & Industrial, Software & Internet, Transportation & Distribution*

Zwick Partners LP is a Charlotte-based Single Family Office investment vehicle. The firm makes investments in high quality private market business opportunities, typically equity capital in the form of buyouts, growth capital, or re-capitalizations. Zwick looks for situations that it can thoroughly understand as well as people it can fully trust. Although Zwick targets equity investments, the firm has experience investing in other parts of the capital structure. Zwick Partners currently has six direct investments in their portfolio. The Company invests in industrial and business services, health care, specialty finance, enterprise software, transportation, and logistics companies. The firm seeks high quality small business opportunities in the U.S. and parts of Western Europe. Johannes Zwick founded Zwick Partners LP as an investment vehicle for his family in 2012 and began his investment career in 2009 when he started managing separate accounts for various family members. Prior to Zwick Partners, Johannes worked in his family's health care business in Europe on operational and strategic initiatives. Zwick typically does not invest in co-mingled funds or funds of funds. The investment opportunities the firm seeks are usually below \$10MM in EBITDA (with a sweet spot in the \$1-5MM range).

Investment Team:

Bradley Batten, Partner
Johannes Zwick, Founder and Managing Partner