



Cincinnati's Angel Capital Hub  
www.c-cap.net



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## 2009 Annual Operating Report

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### ACHIEVEMENTS

#### *Investing:*

**Queen City Angels Invested in 12 Companies**

**More than \$50,000,000 has been Invested by  
Queen City Angels and Direct Co-Investors**

**QCA's Portfolio Companies Have Raised  
\$65,000,000 in Follow-on Capital**

**Ohio's Angel Investor Groups Collaborate for  
Statewide Co-Investing**

#### *Coaching:*

*Our Entrepreneur Roadmap™ strategy works:*

**VaanGuard™ Network:           Advised 14 companies**

**Entrepreneur Boot Camp :    Trained 44 Entrepreneurs**

**Morning Mentoring™:           Mentored 39 Companies**

Thank you to our Sponsors and the many individuals whose time and commitment are indispensable to our success, including our mentors, speakers and friends.

- *Jim Cunningham*, Executive Director of C-Cap
- *Tony Shipley*, Chairman of Queen City Angels

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## The Entrepreneur Roadmap Is Fully Implemented

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C-Cap, Queen City Angels and their partners continue to operate at all the key milestones on the road for entrepreneurs. Our comprehensive system of support can assist the entrepreneur ‘from start to financing’ and beyond, to success. Our incubator partners, Hamilton County Business Center and BioStart, play a key role in this strategy. *The Roadmap:*

**Regional Entrepreneur Forum breakfast meetings >**

**Morning Mentoring half-day sessions >**

**VaanGuard customized mentor assistance >**

**Incubation >**

**Queen City Angels funding**

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## The Queen City Angels Fund Twelve Companies

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The Queen City Angels investment group and its QCA First Funds had another busy year, funding 7 companies in life science, 4 in information technology and 1 in advanced materials.

- **Akebia Therapeutics** is a biopharmaceutical company focused on the development of small molecules for the treatment of anemia and vascular disease. Its lead compound is an HIF-PH inhibitor in clinical trials for anemia.
- **AssureRx.** Using technology developed and proven at Cincinnati Children’s Hospital, AssureRx provides clinically significant bioinformatics to better select the right drug and the right dosage level for individual patients, avoiding adverse drug reactions and improving response.
- **Charles H. Mack & Associates.** This Cincinnati company develops and markets world-class patient case management software for the healthcare industry.
- **Collaborent.** This Cleveland company organizes groups of organizations to lower costs through group purchasing programs, shared services and collaboration.
- **Global Shelter Systems.** This local company has developed the BlastBloc™, an innovative, high-performance replacement for defensive structures typically built with sandbags or the like, for use by the military and in disaster relief.
- **Minimally Invasive Devices LLC.** MID is developing special-purpose medical instrumentation to enable surgeons to perform complex laparoscopic, or minimally invasive, surgical procedures. The Queen City Angels led this deal, which received co-investment by the OhioTechAngels investment group of Columbus and other investors.
- **Neuros Medical** is developing neurostimulation therapies for patients with chronic pain and other neuro-muscular disorders. Its therapies have potential applications in cancer pain, diabetic neuropathy, cerebral palsy, multiple sclerosis and stroke.
- **Orthodata Technologies.** This life sciences company has developed an innovative diagnostic system that will allow orthopaedic surgeons to accurately diagnose the progress of spine fusion surgeries and eliminate the need for unnecessary exploratory follow-up surgeries.

## *Thank You, Platinum Sponsors*

**Taft, Stettinius & Hollister**

**BioStart**

**Hamilton County Business Center**

- **RhinoCyte.** RhinoCyte is developing diagnostic tools and therapies for the stem cell treatment of multiple degenerative and traumatic neurological diseases, using cells from the patient's own nasal cavity, eliminating the need for immunosuppressive therapy. This process could eventually be used to treat conditions such as Parkinson's disease, multiple sclerosis, Alzheimer's disease and spinal cord injuries.
- **Spine Form LLC.** This medical device company has emerged from breakthrough research in treating scoliosis at Cincinnati Children's Hospital Medical Center. Its HemiBridge™ product is a minimally invasive treatment for scoliosis, without the need for spinal fusion.
- **SignTrak.** SignTrak provides online point-of-sale display management solutions for retailers and distributors, initially in the beverage industry. The company's solution automates and streamlines the process of on-site sign design, creation and distribution.
- **Transactiv** is an online "commerce network" that connects businesses of all sizes, and enables buyers to find, select, and buy goods and services from sellers on the Transactiv Commerce Network in real time, overcoming the inefficiencies associated with the traditional manual process of buying and selling.

### **Queen City Angels Create a \$4,000,000 QCA First Fund III**

Queen City Angels has been awarded a grant to form a third FIRST FUND, from the Ohio Department of Development. The fund has \$4 Million in investment capital, and already has made three investments. Previously, QCA First Funds I and II have invested in 19 companies.

### **Public Recognition of Queen City Angels**

The Queen City Angels are consistently one of the most active investor groups in the United States. As a result, they have been recognized nationally and locally. Most recently, the Cincinnati Association for Corporate Growth recognized QCA as Financier of The Year for 2009.

### **Angel Groups across Ohio Collaborate on Investments**

The Queen City Angels and eight other groups of angel investors throughout Ohio have formed an informal network so they can easily invest in deals together. Tony Shipley, chair of Queen City Angels, is chair of the state-wide network.

## **Morning Mentoring: Experienced Advisors Help 39 Young Companies**

*C-Cap* and the *Hamilton County Business Center* incubator have combined their resources for a third full year, to introduce promising growth companies to their network of mentors. We connect Queen City Angels investors, experienced entrepreneurs and expert professionals to provide free individualized mentoring to four companies a month at our half-day Morning Mentoring sessions.

### **VaanGuard Advisor Network**

In 2007 C-Cap and QCA established the Volunteer Advanced Advisor Network of experienced entrepreneurs and senior executives, called VaanGuard™, to mentor entrepreneurs. This past year the network advised 14 young companies. *Hamilton County Business Center*, *BioStart* and *CincyTech* are our partners in this effort. We are harnessing our region's wealth of experienced managers to help local entrepreneurs build great companies through ongoing advisory help such as advisory boards and CEO coaches.

### **Entrepreneur Boot Camp educates 44 Entrepreneurs**

C-Cap programs have now educated more than 340 entrepreneurs and 60 investors. The Entrepreneur Boot Camp held in June 2009 was another sold-out success. More than 35 Queen City Angel investors, venture capitalists, professionals and entrepreneurs participated in our unique "breakout sessions" to meet with entrepreneurs individually, hear their stories and give targeted advice. The next Boot Camp will be held June 7-8, 2010.

#### **Thanks to Our Supporting Sponsors**

**Cors & Bassett**

**Clark, Schaefer, Hackett & Co.**

**Graydon, Head & Ritchey**

**River Cities Capital Funds**

**Cooney, Faulkner & Stevens**

**Thompson Hine LLP**

**Wood, Herron & Evans**

**The Ohio Capital Fund**

**Keating, Muething & Klekamp**

**Frost Brown Todd**

**Fort Washington Capital Partners**

**The University of Cincinnati Foundation**

**The Health Foundation of Greater Cincinnati**