

# **Maryland Venture Fund (Including InvestMaryland and the Enterprise Fund) Annual Report – FY'16**

**Submitted By:**

**Maryland Technology Development Corporation  
(TEDCO)**



**MARYLAND**  
V E N T U R E F U N D

**December 31, 2016**

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## 1. Overview

Pursuant to Section § 6–529 of the Economic Development Article as amended (the Act), on or before January 1st of each year, the Maryland Technology Development Corporation (TEDCO) shall submit a report on the implementation of the InvestMaryland Program (the Program) to the Governor and, in accordance with Section § 2– 1246 of the State Government Article, to the Senate Budget and Taxation Committee and the House Ways and Means Committee.

For purposes of clarity and completeness, this annual report will consolidate the activities of the InvestMaryland program and the Enterprise Fund under the title of the Maryland Venture Fund. This report represents the first nine months of operation under the administration of TEDCO.

On October 1, 2015, the Maryland Venture Fund (MVF) was transferred from the Maryland Department of Business and Economic Development (DBED) to TEDCO. Andy Jones – who spent 15 years in the venture capital industry at Grotech Ventures and Boulder Ventures before successfully building and exiting his own venture-backed startup – was recruited to lead the turnaround effort to operate MVF as a professional venture capital fund. He started in the fall of 2015 and completely rebuilt the team over the next nine months.

As a result, MVF is now led by a team with successful operating and professional venture capital fund experience. New members of the team include Parag Sheth (Andy and Parag have worked together in the past and have produced returns for their investors through two successful startups), Phil Jung (Foundation Capital, TDF Ventures), Moss Amer (TCP Venture Capital), and Arti Santhanam (PhD, Microbiology and Molecular Genetics).

### Maryland Venture Fund Team



The new Maryland Venture Fund investment team was purposefully built to maximize full geographic coverage of the deal hubs in this region and its offices are based in Columbia, Maryland.



## 2. Purchasers of Premium Tax Credits

The following insurance companies purchased premium tax credits in March, 2012 under the InvestMaryland Program for the amounts indicated below totaling \$84 million.

All amounts due have been paid in full as of 6/30/16.

Purchasers	Amount Awarded	Price	Designated Capital Contributed	Remaining Due 6/30/16
The Hartford Financial Services Group	\$35,000,000	\$29,400,000	\$29,400,000	\$0
Hartford Fire Insurance Company	-	-	-	-
Hartford Accident and Indemnity Company	-	-	-	-
Hartford Casualty Insurance Company	-	-	-	-
Hartford Underwriters Insurance Company	-	-	-	-
Twin City Fire Insurance Company	-	-	-	-
Hartford Insurance Company of the Midwest	-	-	-	-
Trumbull Insurance Company	-	-	-	-
Property & Casualty Insurance Co. of Hartford	-	-	-	-
Sentinel Insurance Company, Ltd.	-	-	-	-
Hartford Life and Accident Insurance Company	-	-	-	-
Hartford Life and Annuity Insurance Company	-	-	-	-
Metropolitan Life Insurance Company	\$22,500,000	\$18,900,000	\$18,900,000	\$0
Medical Mutual Liberty Insurance Society of MD	\$10,000,000	\$8,400,000	\$8,400,000	\$0
New York Life Insurance Company	\$10,000,000	\$8,400,000	\$8,400,000	\$0
Chubb - Federal Insurance Company	\$6,100,000	\$5,124,000	\$5,124,000	\$0
Selective Insurance Group, Inc.	\$5,000,000	\$4,200,000	\$4,200,000	\$0
GEICO	\$4,900,000	\$4,116,000	\$4,116,000	\$0
Travelers	\$2,500,000	\$2,100,000	\$2,100,000	\$0
Chubb - Great Northern Insurance Company	\$2,000,000	\$1,680,000	\$1,680,000	\$0
Agency Insurance Company of Maryland, Inc.	\$1,000,000	\$840,000	\$840,000	\$0
Injured Workers Insurance Fund	\$1,000,000	\$840,000	\$840,000	\$0
<b>TOTAL</b>	<b>\$100,000,000</b>	<b>\$84,000,000</b>	<b>\$84,000,000</b>	<b>\$0</b>

### 3. Private Venture Capital Fund Allocations

Of the \$84,000,000 raised in the premium tax credit auction, 67% or \$56,280,000 was allocated by statute to investments in private venture capital firms committed to investing their designated capital in Qualified Businesses in the Maryland. From among the 37 venture firms that applied for the InvestMaryland Program, the Maryland Venture Fund Authority selected and prioritized the nine funds below.

The Enterprise Fund (dba Maryland Venture Fund) undertook implementation of the Authority's recommendations regarding the selection of firms for private venture capital allocations under the Program, which entailed negotiating the terms of investment with each venture firm and actively managing each relationship.

As of 6/30/16, the following nine venture firms received commitments of designated capital, although the capital will be called over the 10-year life of each fund. All firms that receive allocations have committed to investing in Qualified Businesses in Maryland an amount equal to the State's commitment in that venture firm.

Venture Firm	Address	Qualified Individuals	Committed Capital
Core Capital Partners III, LP	1717 K Street NW, Suite 920 Washington, DC 20006	William Dunbar, Mark Levine, Pascal Luck	\$4,532,812
EnerTech Capital Partners IV, LP	One Tower Bridge 100 Front Street, Suite 1225 West Conshohocken, PA 19428	Bill Kingsley, Wally Hunter, Scott Ungerer, Dean Sciorillo, Jarett Carson	\$7,000,000
New Markets Education Partners, LP	8161 Maple Lawn Blvd, Suite 350 Fulton, MD 20759	Rob Doub, Marc Grovic	\$3,000,000
Flare Capital Partners Fund IV, LP	200 Newbury Street Boston, MA 02116	Michael Greeley, Bill Geary	\$10,000,000
Grotech Ventures II, LP	8000 Towers Crescent Drive Suite 850 Vienna, VA 22182	Frank Adams, Chuck Cullen, Steve Frederick, Don Raine, Lawson Devries	\$12,000,000
Grotech Ventures III, LP	8000 Towers Crescent Drive Suite 850 Vienna, VA 22182	Frank Adams, Chuck Cullen, Steve Frederick, Don Raine, Lawson Devries	\$2,125,000
Kinetic Ventures IX, LP	2 Wisconsin Circle, Suite 620 Chevy Chase, MD 20815	Jake Tarr, William Heflin, Nelson Chu	\$5,000,000
New Atlantic Fund IV, LLC	11911 Freedom Drive, Suite 1080 Reston, VA 20190	John Backus, Thanasis Delistathis, Todd Hixon, Scott Johnson	\$3,521,955
Edison Partners VIII, LP	1009 Lenox Dr. #4 Lawrenceville, NJ 08648	Chris Sugden, Ryan Ziegler, Joe Allegra, Michael Kopelman, Gary Golding	\$7,125,000
<b>TOTAL</b>			<b>\$54,304,767</b>
<b>UNALLOCATED CAPITAL</b>			<b>\$1,975,233</b>
<b>GRAND TOTAL</b>			<b>\$56,280,000</b>

The table below presents a summary view of each of the nine private venture capital funds participating in the InvestMaryland Program for the time period 7/1/15–6/30/16. As of 6/30/16, \$686,489 in qualified distributions received by MVF/TEDCO from the venture firms are due back to the State.

Venture Firm	Committed Capital	Called Capital 7/1/15 - 6/30/16	Total Called Capital 6/30/16	Uncalled Capital 6/30/16	Qualified Distributions 7/1/15 - 6/30/16	Distributions Due to State 6/30/16
Core Capital Partners III, LP	\$4,532,812	\$691,254	\$2,878,336	\$1,654,476	\$0	\$0
EnerTech Capital Partners IV, LP	\$7,000,000	\$1,067,500	\$4,182,500	\$2,817,500	\$296,339	\$0
New Markets Education Partners, LP	\$3,000,000	\$382,500	\$2,362,500	\$637,500	\$10,153	\$10,153
Flare Capital Partners Fund IV, LP	\$10,000,000	\$684,381	\$2,114,121	\$7,885,879	\$0	\$0
Grotech Ventures II, LP	\$12,000,000	\$1,735,540	\$9,282,870	\$2,717,130	\$0	\$0
Grotech Ventures III, LP	\$2,125,000	\$186,610	\$186,610	\$1,938,390	\$0	\$0
Kinetic Ventures IX, LP	\$5,000,000	\$447,706	\$2,147,800	\$2,852,200	\$676,345	\$676,345
New Atlantic Fund IV, LLC	\$3,521,955	\$0	\$2,270,886	\$1,251,069	\$0	\$0
Edison Partners VIII, LP	\$7,125,000	\$1,068,750	\$1,068,750	\$6,056,250	\$0	\$0
<b>TOTAL</b>	<b>\$54,304,767</b>	<b>\$6,264,241</b>	<b>\$26,494,373</b>	<b>\$27,810,394</b>	<b>\$982,837</b>	<b>\$686,498</b>

\*Note – prior InvestMaryland Annual Reports included varying table headers, but in efforts to align the Annual Report with venture capital best practices, we have updated the fields to represent industry standards and provided a key below.

2016 Report Header		Prior Annual Report Headers
Committed Capital	=	Total Designated Capital Committed
Called Capital	=	Designated Capital Received
Total Called Capital	=	Cumulative Designated Capital Received
Total Called Capital Uninvested	=	Designated Capital Remaining Uninvested
Uncalled Capital	=	Total Designated Capital Remaining Uncalled

For the period 7/1/15–6/30/16, the nine private venture capital firms invested \$6,580,874 in Qualified Businesses in the State of Maryland, which in turn leveraged \$45,737,459 in additional private investment. The fair market value of these investments total \$6,542,267 as of 6/30/16.

Venture Firm	Qualified Business	Address	Investment Close Date	Investment Amount	Aggregate Fair Market Value (By Firm)	Aggregate Unrealized Gain / (Loss)	Additional Private Dollars Leveraged
Grotech Ventures II, LP	Healthcare Interactive, Inc.	3060 MD-97 Glenwood, MD 21738	8/3/2015	\$1,000,000	\$2,451,393	\$0	\$1,399,998
Grotech Ventures II, LP	Healthcare Interactive, Inc.	3060 MD-97 Glenwood, MD 21738	5/5/2016	\$777,762			\$2,631,532
Grotech Ventures II, LP	Ryft Systems, Inc. (fka Data Design Corp.)	7362 Calhoun Pl Derwood, MD 20855	4/8/2016	\$673,632			\$4,340,387
Core Capital Partners III, LP	Fugue, Inc. (fka Luminal, Inc.)	47 E All Saints St. Frederick, MD 21701	7/17/2015	\$671,706	\$2,421,705	\$0	\$1,118,933
Core Capital Partners III, LP	Zerofox, Inc.	1834 S Charles St. Baltimore, MD 21230	12/3/2015	\$749,999			\$26,250,001
Core Capital Partners III, LP	Staq, Inc.	8 Market Place, Suite 403 Baltimore, MD 21202	5/4/2016	\$1,000,000			\$4,000,000
EnerTech Capital Partners IV, LP	Blue Pillar, Inc.	2 North Market St. 4th Floor Frederick, MD 21701	5/31/2016	\$719,245	\$719,245	\$0	\$2,280,755
New Markets Education Partners, LP	Fishtree, Inc.	5425 Wisconsin Avenue Chevy Chase, MD 20815	2/22/2016	\$175,000	\$949,924	(\$38,607)	\$1,000,000
New Markets Education Partners, LP	Fishtree, Inc.	5425 Wisconsin Avenue Chevy Chase, MD 20815	3/9/2016	\$500,000			\$949,993
New Markets Education Partners, LP	Regent Education, Inc.	12 W. Church St. Frederick, MD 21701	11/5/2015	\$177,211			\$998,083
New Markets Education Partners, LP	Regent Education, Inc.	12 W. Church St. Frederick, MD 21701	5/23/2016	\$136,320			\$767,777
<b>TOTAL</b>				<b>\$6,580,874</b>	<b>\$6,542,267</b>	<b>(\$38,607)</b>	<b>\$45,737,459</b>



The final table below illustrates the progress of each venture firm as it relates to their investments of total called capital into Qualified Businesses in Maryland as of 6/30/16. Flare Capital Partners Fund IV and Edison Partners VIII have not yet met their commitments to invest in Qualified Businesses based on total capital called, which can be expected given the early nature of each fund's 10-year investment period. Kinetic Ventures IX and Grotech Ventures III have also not yet met their commitments to invest in Qualified Businesses, but have potential follow-on opportunities in Maryland that will allow these funds to cross their thresholds.

Venture Firm	Committed Capital	Total Called Capital 6/30/16	Investments in Maryland Companies	Total Called Capital Uninvested
Core Capital Partners III, LP	\$4,532,812	\$2,878,336	\$6,407,415	\$0
EnerTech Capital Partners IV, LP	\$7,000,000	\$4,182,500	\$5,219,245	\$0
New Markets Education Partners, LP	\$3,000,000	\$2,362,500	\$5,237,429	\$0
Flare Capital Partners Fund IV, LP	\$10,000,000	\$2,114,121	\$0	\$2,114,121
Grotech Ventures II, LP	\$12,000,000	\$9,282,870	\$20,533,665	\$0
Grotech Ventures III, LP	\$2,125,000	\$186,610	\$0	\$186,610
Kinetic Ventures IX, LP	\$5,000,000	\$2,147,800	\$1,772,567	\$375,233
New Atlantic Fund IV, LLC	\$3,521,955	\$2,270,886	\$2,837,899	\$0
Edison Partners VIII, LP	\$7,125,000	\$1,068,750	\$0	\$1,068,750
<b>TOTAL</b>	<b>\$54,304,767</b>	<b>\$26,494,373</b>	<b>\$42,008,220</b>	<b>\$3,744,714</b>

## 4. The Enterprise Fund – Maryland Venture Fund

In addition to implementing the private venture capital fund allocation of the Program, MVF was also engaged to carry out the Program's direct investment allocation. Of the remaining 33% of designated capital raised in the premium tax credit auction (after 67% was allocated to the private funds), \$250,000 was allocated to the Rural Maryland Council and 75% of the remaining capital or \$20,602,500 was allotted for direct investments by MVF in Qualified Businesses in Maryland. The capital received by MVF as of 6/30/16 is as follows:

Capital Allocation	Capital Received 7/1/15 - 6/30/16	Total Capital Received	Total Capital Invested	Uninvested Capital (\$) 6/30/16	Uninvested Capital (%) 6/30/16
\$20,602,500	\$0	\$20,602,500	\$16,217,388	\$4,385,112	21.3%

For the period 7/1/15–6/30/16, MVF directly invested a total of \$1,107,329 into nine Qualified Businesses. As of 6/30/16, these investments have a fair market value of \$854,265 with realizations of \$295,595, representing a total value multiple of 1.03x:

Date	Qualified Business	Location	Investment	Fair Market Value 6/30/16	Realized Gain / (Loss)	Unrealized Gain / (Loss)	Multiple	Follow-on Reserves
8/10/2015	Unbound Concepts, LLC	Baltimore City	\$150,000	\$150,000	\$0	\$0	1.00 x	\$0
8/11/2015	BioDatomics, LLC	Montgomery County	\$25,000	\$0	\$0	(\$25,000)	0.00 x	\$0
8/12/2015	Triumfant, Inc.	Montgomery County	\$22,082.27	\$0	\$22,082.27	\$0	1.00 x	\$0
8/21/2015	CytImmune Sciences, Inc.	Montgomery County	\$100,000	\$0	\$0	(\$100,000)	0.00 x	\$0
8/25/2015	Triumfant, Inc.	Montgomery County	\$66,246.80	\$0	\$66,246.80	\$0	1.00 x	\$0
9/18/2015	Harpoon Medical, Inc.	Baltimore City	\$250,000	\$299,403	\$0	\$49,403	1.20 x	\$0
10/2/2015	Gold Lasso, Inc.	Montgomery County	\$75,000	\$75,000	\$0	\$0	1.00 x	\$0
11/1/2015	Mobile System 7, Inc.	Montgomery County	\$119,000	\$0	\$207,266.22	\$0	1.74 x	\$0
12/4/2015	Everseat, Inc.	Baltimore City	\$200,000	\$200,000	\$0	\$0	1.00 x	\$0
12/22/2015	Graybug Vision, Inc.	Baltimore City	\$100,000	\$120,861.37	\$0	\$20,861	1.21 x	\$428,572
<b>TOTAL</b>			<b>\$1,107,329</b>	<b>\$845,265</b>	<b>\$295,595</b>	<b>(\$54,735)</b>	<b>1.03 x</b>	<b>\$428,572</b>

## 5. The Maryland Small Business Development Financing Authority

After 67% of the total Program dollars was allocated to private venture capital firms and \$250,000 was allocated to the Rural Maryland Council, 25% of the remaining funds or \$6,867,500 was allotted to the Maryland Small Business Development Financing Authority (MSBDFA) for direct investments.

Total capital received and invested by MSBDFA through 6/30/16 is as follows:

Capital Allocation	Capital Received 7/1/15 - 6/30/16	Total Capital Received	Total Capital Invested	Uninvested Capital (\$) 6/30/16	Uninvested Capital (%) 6/30/16
\$6,867,500	\$0	\$6,845,217	\$900,000	\$5,967,500	87.2%

For the period 7/1/15–6/30/16, MSBDFA directly invested a total of \$47,000 Program dollars into one Qualified Business:

Qualified Business	Location	Investment	Fair Market Value 6/30/16
Text Behind, LLC	Baltimore County	\$47,000	\$47,000

## 6. Qualified Businesses and Job Reports

With respect to all Qualified Businesses in which the private venture capital funds, MVF, and MSBDFa have invested Program dollars in for the time period from 7/1/15–6/30/16, 87 new jobs in Maryland have been created with an average wage of \$99,042, and 256 jobs have been retained in the State with an average wage of \$102,180. Job data was reported independently by each agency to MVF as further outlined below.

### Private Venture Capital Fund Allocation

Investments made through the private venture capital funds yielded 75 new jobs in Maryland with an average wage of \$101,350, and 225 retained jobs in the State with an average wage of \$105,522.

#### Private Venture Capital Fund Allocation - Job Impact 7/1/15–6/30/16

Venture Firm	Qualified Business	Industry Sector	Size of Business	New Jobs Created in Maryland	Average Wage	Jobs Retained in Maryland	Average Wage
Grotech Ventures II, LP	Healthcare Interactive, Inc.	Digital Health	Small	0	-	20	\$67,697
Grotech Ventures II, LP	Ryft Systems, Inc. (fka Data Design)	Computer Hardware	Small	15	\$140,000	45	\$142,000
Core Capital Partners III, LP	Fugue, Inc. (fka Luminal, Inc.)	Software	Small	8	\$135,750	10	\$133,600
Core Capital Partners III, LP	Zerofox, Inc.	Cyber Security	Small	42	\$85,693	60	\$74,549
Core Capital Partners III, LP	Staq, Inc.	Digital Media	Small	10	\$81,615	7	\$79,286
EnerTech Capital Partners IV, LP	Blue Pillar, Inc.	Energy	Small	0	-	10	\$143,333
New Markets Education Partners, LP	Fishtree, Inc.*	Ed Tech	Small	0	-	0	-
New Markets Education Partners, LP	Regent Education, Inc.	Ed Tech	Small	0	-	73	\$112,346
<b>TOTAL</b>				<b>75</b>	<b>\$101,350</b>	<b>225</b>	<b>\$105,522</b>

\*Fishtree, Inc. moved offices to Arlington, VA during this time period

### Maryland Venture Fund Allocation

MVF's direct investments in nine companies resulted in 12 new jobs created in Maryland with an average wage of \$81,737, and 30 jobs retained in the State with an average wage of \$80,524.

**Maryland Venture Fund - Job Impact 7/1/15-6/30/16**

Qualified Business	Industry Sector	Size of Business	New Jobs Created in Maryland	Average Wage	Jobs Retained in Maryland	Average Wage
Everseat, Inc.	Health IT	Small	4	\$63,500	7	\$77,500
Gold Lasso, Inc.	Advertising Tech	Small	0	\$0	5	\$88,000
Unbound Concepts, LLC	Ed Tech	Small	0	\$0	5	\$40,000
BioDatomics, LLC	Software	Small	0	\$0	2	\$0
Triumfant, Inc.*	Cyber Security	Small	-	-	-	-
CytImmune Sciences, Inc.	BioTech	Small	0	\$0	0	\$0
Harpoon Medical, Inc.	Medical Instruments	Small	5	\$116,278	8	\$116,278
Mobile System 7, Inc.*	Cyber Security	Small	-	-	-	-
Graybug Vision, Inc.	BioTech	Small	3	\$60,000	3	\$101,000
<b>TOTAL</b>			<b>12</b>	<b>\$81,737</b>	<b>30</b>	<b>\$80,524</b>

\*Company was acquired and exited from the portfolio

### Maryland Small Business Development Financing Authority Allocation

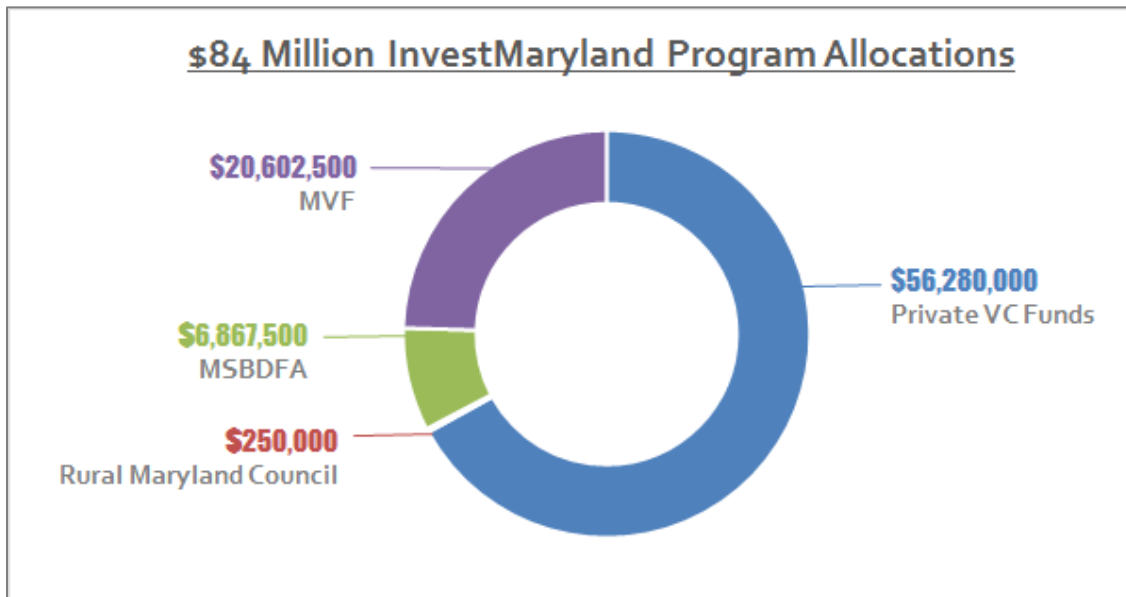
MSBDFA's direct investment in Text Behind, LLC resulted in no new jobs created for the State and one job retained with an average wage of \$79,655.

**MSBDFA - Job Impact 7/1/15-6/30/16**

Qualified Business	Industry Sector	Size of Business	New Jobs Created in Maryland	Average Wage	Jobs Retained in Maryland	Average Wage
Text Behind, LLC	Software	Small	0	-	1	\$79,655
<b>TOTAL</b>			<b>0</b>	<b>-</b>	<b>1</b>	<b>\$79,655</b>

## 7. Full Accounting of InvestMaryland Program since Inception

Of the \$84,000,000 InvestMaryland Program dollars raised through the premium tax credit auction in 2012, \$56,280,000 was allocated to private venture capital funds, \$20,602,500 was allocated to the Maryland Venture Fund, \$6,867,500 was allocated to the Maryland Small Business Development Financing Authority, and \$250,000 was allocated to the Rural Maryland Council.



The following tables summarize the full accounting history of the private venture capital funds, MVF, and MSBDFA for the InvestMaryland Program.

As of 6/30/16, the nine private venture capital firms called \$26,494,373 of the \$54,304,767 total committed capital. There have been \$1,231,897 in total distributions with a remaining portfolio fair market value of \$24,700,348, resulting in a net investment loss of \$562,128 – to be expected given the early nature of each fund’s 10-year investment period. MVF, which manages the Program’s private venture capital fund allocation, had a cash account balance of \$5,690,811 as of 6/30/16. The remaining Program commitments for the private venture capital fund allotment are currently with the State and will be drawn over time by MVF as each venture firm calls its committed capital.

**Program History of Private Venture Capital Fund Allocation Through 6/30/16**

Venture Firm	Committed Capital	Total Called Capital	Total Distributions	Remaining FMV	Investment Gain / (Loss)	Net IRR	Distributed Value to Paid-In (DPI)	Remaining Value to Paid-In (RVPI)	Total Value to Paid-In (TVPI)
Core Capital Partners III, LP	\$4,532,812	\$2,878,336	\$0	\$2,668,429	(\$209,907)	-3.85%	0.00 x	0.93 x	0.93 x
EnerTech Capital Partners IV, LP	\$7,000,000	\$4,182,500	\$296,339	\$3,048,530	(\$837,631)	-12.65%	0.07 x	0.73 x	0.80 x
New Markets Education Partners, LP	\$3,000,000	\$2,362,500	\$143,257	\$2,472,777	\$253,534	5.14%	0.06 x	1.05 x	1.11 x
Flare Capital Partners Fund IV, LP	\$10,000,000	\$2,114,121	\$0	\$1,532,964	(\$581,157)	-20.63%	0.00 x	0.73 x	0.73 x
Grotech Ventures II, LP	\$12,000,000	\$9,282,870	\$0	\$9,492,184	\$209,314	0.99%	0.00 x	1.02 x	1.02 x
Grotech Ventures III, LP	\$2,125,000	\$186,610	\$0	\$129,883	(\$56,727)	-46.58%	0.00 x	0.70 x	0.70 x
Kinetic Ventures IX, LP	\$5,000,000	\$2,147,800	\$792,301	\$1,843,768	\$488,269	9.21%	0.37 x	0.86 x	1.23 x
New Atlantic Fund IV, LLC	\$3,521,955	\$2,270,886	\$0	\$2,449,616	\$178,730	3.76%	0.00 x	1.08 x	1.08 x
Edison Partners VIII, LP	\$7,125,000	\$1,068,750	\$0	\$1,062,197	(\$6,553)	-1.27%	0.00 x	0.99 x	0.99 x
<b>TOTAL</b>	<b>\$54,304,767</b>	<b>\$26,494,373</b>	<b>\$1,231,897</b>	<b>\$24,700,348</b>	<b>(\$562,128)</b>	<b>-</b>	<b>0.05 x</b>	<b>0.93 x</b>	<b>0.98 x</b>

As of 6/30/16, MVF invested a total of \$16,217,388 of the \$20,602,500 direct investment Program allocation. The cash balance as of 6/30/16 is \$3,971,255, which includes total realizations of \$1,312,462. The remaining portfolio has a fair market value of \$14,013,193.

**Program History of MVF Allocation Through 6/30/16**

Company	FY 2012 Investments	FY 2013 Investments	FY 2014 Investments	FY 2015 Investments	FY 2016 Investments	Total Program Investments	Fair Market Value 6/30/16	Realizations
20/20 GeneSystems, Inc.	-	\$150,000	-	-	-	\$150,000	\$0	\$0
3CLogic, Inc.	-	\$390,000	\$100,000	-	-	\$490,000	\$0	\$0
6th Street, Inc. dba SalesWarp	-	-	\$500,000	\$50,000	-	\$550,000	\$0	\$0
Bambeco, Inc.	\$100,000	\$850,000	\$600,000	\$450,000	-	\$2,000,000	\$2,000,000	\$0
BioDatomics, LLC	-	-	\$99,997	-	\$25,000	\$124,997	\$0	\$0
BrainScope Company, Inc.	-	\$250,000	\$400,000	-	-	\$650,000	\$650,000	\$0
Cellphire, Inc.	-	-	\$1,000,000	-	-	\$1,000,000	\$540,000	\$491,143
CES Acquisition Corp.	-	\$400,000	\$77,482	\$69,564	-	\$547,046	\$297,046	\$0
CytImmune Sciences, Inc.	-	-	\$200,000	-	\$100,000	\$300,000	\$0	\$0
Everseat, Inc.	-	-	-	-	\$200,000	\$200,000	\$200,000	\$0
Fugue, Inc. (fka Luminal)	-	-	\$600,000	\$450,940	-	\$1,050,940	\$1,603,545	\$0
Gold Lasso, Inc.	-	-	-	-	\$75,000	\$75,000	\$75,000	\$0
Graybug Vision, Inc.	-	-	\$300,000	\$240,000	\$100,000	\$640,000	\$694,078	\$0
Harpoon Medical, Inc.	-	-	-	\$500,000	\$250,000	\$750,000	\$1,174,404	\$0
InstantLabs Medical Diagnostics Corp.	-	\$150,000	-	-	-	\$150,000	\$0	\$0
Job On Corp.	-	\$150,000	-	-	-	\$150,000	\$0	\$150,000
KoolSpan, Inc.	-	-	\$400,000	-	-	\$400,000	\$0	\$0
Maxtena, Inc.	-	\$1,023,288	\$250,000	\$250,000	-	\$1,523,288	\$1,577,288	\$0
Mobile System 7, Inc.	-	-	\$400,000	-	\$119,000	\$519,000	\$58,939	\$207,266
NuoTherapeutics, Inc. (fka Cytomedix)	-	-	\$300,000	-	-	\$300,000	\$0	\$339,288
Onevest Corp. (fka Cofounders Lab)	-	-	\$75,000	-	-	\$75,000	\$0	\$0
Pathensors, Inc.	-	\$200,000	-	-	-	\$200,000	\$184,023	\$36,436
Plasmonix, Inc.	\$100,000	-	\$150,000	-	-	\$250,000	\$0	\$0
Pulse8, Inc.	-	-	\$500,000	\$90,000	-	\$590,000	\$2,092,500	\$0
ReelGenie, Inc.	-	-	\$150,000	-	-	\$150,000	\$0	\$0
Social Toaster, Inc.	-	-	\$400,000	-	-	\$400,000	\$902,161	\$0
Synapsify, Inc.	-	-	\$145,000	\$50,000	-	\$195,000	\$0	\$0
Tales2Go, Inc.	-	-	\$350,000	\$100,000	-	\$450,000	\$225,000	\$0
Three Ring, Inc.	-	-	-	\$200,000	-	\$200,000	\$0	\$0
Triumfant, Inc.	-	-	\$500,000	\$250,000	\$88,329	\$838,329	\$375,000	\$88,329
Unbound Concepts, LLC	-	-	-	-	\$150,000	\$150,000	\$150,000	\$0
Weather Analytics, Inc.	-	-	\$500,000	-	-	\$500,000	\$555,421	\$0
Zenoss, Inc.	-	\$148,789	-	-	-	\$148,789	\$148,789	\$0
Zeuss, Inc.	-	-	\$500,000	-	-	\$500,000	\$500,000	\$0
<b>TOTAL</b>	<b>\$200,000</b>	<b>\$3,712,077</b>	<b>\$8,497,479</b>	<b>\$2,700,504</b>	<b>\$1,107,329</b>	<b>\$16,217,388</b>	<b>\$14,013,193</b>	<b>\$1,312,462</b>



As of 6/30/16, MSBDFA had invested \$900,000 of the Program's \$6,867,500 total allocation into four companies with total realizations of \$6,785 and a remaining fair market value of \$900,000. MSBDFA has a remaining account balance of \$5,967,500 that is yet to be invested in Qualified Businesses in the State.

**Program History of MSBDFA Allocation Through 6/30/16**

Company	FY 2012 Investments	FY 2013 Investments	FY 2014 Investments	FY 2015 Investments	FY 2016 Investments	Total Program Investments	Fair Market Value 6/30/16	Realizations
Integrata, Inc.	-	-	-	\$150,000	-	\$150,000	\$150,000	\$0
MainStreet Technologies, Inc.	-	-	\$200,000	-	-	\$200,000	\$200,000	\$0
Text Behind, LLC	-	-	\$135,000	\$18,000	\$47,000	\$200,000	\$200,000	\$6,465
OGOS Energy, LLC	-	-	\$350,000	-	-	\$350,000	\$350,000	\$320
<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$685,000</b>	<b>\$168,000</b>	<b>\$47,000</b>	<b>\$900,000</b>	<b>\$900,000</b>	<b>\$6,785</b>