

INDIANA VENTURE RESOURCE GUIDE

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Venture Club of Indiana

P.O. Box 40872
Indianapolis, IN 46240
317-726-5040
www.ventureclub.org

The Venture Club of Indiana is the state's premier entrepreneurial business networking organization. Its mission is to be a catalyst for the creation and growth of entrepreneurial businesses by providing a unique environment in which sources of capital, entrepreneurs and business professionals interact, connect, share information, collaborate and create business opportunities.

Inception, LLC

7820 Innovation Boulevard
Indianapolis, IN 46278-2721
317-275-5928
<http://www.inceptionllc.com>

Inception is a private consulting and venture fund assisting Indiana entrepreneurs. Consulting services are provided to all businesses regardless of industry or size. Venture funding activities are focused on all aspects of assisting seed and early stage companies in any industry with investment needs ranging from \$50,000 to \$500,000. They will work with other funding partners and encourage the sharing of risks as well as sharing of rewards.

Indiana 21st Century Research and Technology Fund

One North Capital Avenue, Room 900
Indianapolis IN 46204
317-233-4332
<http://www.21fund.org>

The Indiana 21st Century Research and Technology Fund was created in 1999 by the Indiana General Assembly to stimulate the process of diversifying the State's economy by developing and commercializing advanced technologies in Indiana. The Fund emphasizes the creation of academic-sector/commercial-sector partnerships. In making awards, the Fund expects significant leverage from the partners involved in the projects.

Indiana Angel Investor Network

C/O Indiana Venture Center Inc.
902 North Capitol Avenue, Suite 302
Indianapolis, IN 46204
317-684-6700
<http://www.indianaangel.com>

The Indiana Angel Investor Network, also known as AngelNet, is a private network that provides connections, knowledge, and resources for Angel investors and Indiana high growth businesses. This statewide networking group evaluates prospective venture opportunities and acts as a broker/facilitator to bring together businesses, civic leaders and investors.

Indiana Seed Fund I

300 N. Meridian Street, Suite 950
Indianapolis, IN 46204
317-238-2450
<http://www.biocrossroads.com/entrepreneur/isf.htm>

Under the leadership of BioCrossroads, the Indiana Seed Fund I is a seed-stage private investment fund designed to be a source of critical pre-venture investment capital for emerging Indiana life sciences companies. The term 'life sciences' encompasses, but is not limited to, the fields of biotechnology, pharmaceuticals, nutraceuticals, agbiotech and biomedical diagnostics and devices. The Indiana Seed Fund is a return-driven fund that anticipates making direct equity investments of \$50,000 - \$500,000.



Indiana Venture Capital Investment Tax Credit

Indiana Economic Development Corporation
One North Capitol, Suite 700
Indianapolis, IN 46204
317-232-8800
<http://www.iedc.in.gov>

The Tax Credit program was established to improve access to capital to fast growing Indiana companies by providing individual and corporate investors an additional incentive to invest in early stage firms. Investors who provide qualified debt or equity capital to Indiana companies receive a credit against their Indiana tax liability.

Indiana Venture Center Inc.

902 North Capitol Avenue, Suite 302
Indianapolis, IN 46204
317-684-6700
www.indianaventurecenter.org

The Indiana Venture Center Inc. is a privately funded not-for-profit organization serving as a catalyst for the creation and growth of entrepreneurial, high growth businesses in Indiana. The Indiana Venture Center works to increase both the number and the quality of successful entrepreneurial companies in Indiana and provide new career opportunities to students and out-of-state alumni.

Indianapolis Microloan Fund

615 North Alabama Street, Room 219
Indianapolis, IN 46204
317-917-3266
<http://www.nsibiz.org/imf.shtml>

The Indianapolis Microloan Fund offers loans of \$500 to \$10,000 to very small businesses (also known as microenterprises) in Marion County whose owners cannot obtain regular commercial credit due to the small size and/or the lack of a proven track record of their business. Many microenterprises are one-person businesses, but may have as many as five employees.

Irish Angels Network

E-Mail: entrep@nd.edu
574-631-3042
http://www.business.nd.edu/IA/about_ia.cfm

The IrishAngels network comprises a select group of Notre Dame alumni and friends who are experienced in entrepreneurial endeavors and interested in supporting new venture development. The network creates a forum for entrepreneurial-minded members of the Notre Dame family to contact each other for networking purposes and foster the development of new business opportunities.

IU Research & Technology Corporation's SBIR/STTR Support Services

Contact: Davida Parks
351 West 10th Street
Indianapolis, IN 46202
317-278-1901 or 1-800-624-8315
<http://iurtc.iu.edu/sbir.html>

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are the largest source of early-stage technology financing in the nation with over \$2 billion of *grants* awarded annually. The program allows small businesses to compete for awards of up to \$850,000 to develop new technology-based products from eleven federal agencies.

Lynx Capital Corporation

c/o Cambridge Capital Management Corp.
4181 East 96th Street, Suite 200
Indianapolis, IN 46240
317-814-6193 ext: 124
<http://www.cambridgecapitalmgmt.com/>

Lynx Capital Corp. provides growth capital to minority owned businesses in Indiana. For projects outside of central Indiana, there must also be another participating lender. The minimum project size is \$75,000 and the borrowing company should have at least five employees and three years of operating history. The pricing and structure are tailored to meet the needs of the applicant.



Midwest Venture Club, Inc

1100 West Lloyd Expressway, Suite 113
Evansville, IN 47708
812-428-8140
<http://www.m-v-c.com/>

The Midwest Venture Club, Inc. is a not for profit corporation formed in August 2004 that desires to encourage the expansion of business and investment in the southern Indiana region. Monthly meetings offer five-minute presentations by entrepreneurs looking for venture capital to grow their businesses as well as upcoming program announcements.

Northeast Indiana Angel Network

1410 Production Road
Fort Wayne, IN 46808
219-407-6442
<http://www.localfund.net/niic/>

Northeast Indiana Innovation Center, Inc. has established the Northeast Indiana Angel Network through a licensing agreement with LocalFund.com, Inc. The purpose of the Northeast Indiana Angel Network is to help match entrepreneurs and investors both locally and throughout the U.S.

Purdue's Trask Pre-Seed Venture Fund

3000 Kent Avenue
West Lafayette, IN 47906
765-494-6725
<http://www.otc.purdue.edu/inventors.html>

Investments from this fund are limited to Purdue University faculty members who are starting a company that has licensed University technology. The fund makes only a one-time investment up to \$250,000.

Rose Hulman Venture's Seed Capital

100 South Campus Drive, P.O. Box 3799
Terre Haute, IN 47803-0799
812-244-4000
<http://www.rhventures.org/about.htm>

Technology-based business incubator, product development center, and venture capital fund. Provides seed capital and engineering services in the form of an investment in Indiana's start-ups and rapidly growing companies. Investments range between \$50,000 and \$1 million.

State Science & Technology Institute

5015 Pine Creek Drive
Westerville, OH 43081
614-901-1690
<http://www.ssti.org/about.htm>

State Science & Technology Institute has developed a nationwide network of practitioners and policymakers dedicated to improving the economy through science and technology. It provides weekly application information, eligibility criteria, and submission deadlines for hundreds of funding opportunities offered by the federal government and others.

The Imagineer Fund

Attn: Karen Goldner - Director of Special Projects
300 East Main Street
Fort Wayne, IN 46802
260-469-4411
<http://www.adventurefund.net/>

This fund is focused on seed and pre-seed financing for entrepreneurs developing new technology in Northeast Indiana. Investment will be made in for-profit businesses with new technology that promise rapid growth. Investments will typically be very early stage (seed or pre-seed) in increments of \$5,000 to \$15,000.

Vision Angel Network

401 South High Street
Muncie, IN 47305
765-288-6681
<http://www.visionangelnetwork.com/>

The Vision Angel Network was formed in August of 2003 for people who want to effect change in the community and witness an expansion in the East Central Indiana economic base. Vision Angel Network serves as a conduit between investors and companies in order to foster local investment opportunities for area investors seeking opportunities to diversify their portfolios and East Central Indiana businesses seeking funding.



1st Source Capital Corporation

PO Box 1602
South Bend, IN 46634
574-235-2250
<http://www.1stsource.com>

Described as the largest locally-owned financial institution headquartered in the Northern Indiana - Southwestern Michigan area, 1st Source makes investments through its Small Business Investment Company (SBIC). Investments range from \$250,000-\$750,000 in companies that have pretax profits of at least \$250,000, have a history of overall or rising profitability, and can demonstrate a potential for significant growth in the next 2-5 years.

A.M. Pappas & Associates LLC*

7030 Kit Creek Road, P.O. Box 110287
Research Triangle Park, NC 27709
919-998-3300
<http://www.ampappas.com>

A.M. Pappas invests in early stage life science companies throughout the United States. Their primary interest is in the biotechnology and pharmaceutical sector, and includes companies developing platform technologies arising out of the fields of genomics, proteomics, and computational chemistry that accelerate and/or reduce the cost of the drug discovery process. They also have a substantial interest in medical devices, drug delivery and IT-oriented life science technologies.

Arboretum Ventures

Emerging Technologies Center
351 West 10th Street, Suite 209
Indianapolis, IN 46202
317-278-9968
<http://arboretumvc.com>

Arboretum Ventures is a private equity firm targeting investments in early stage life science companies. The firm's areas of focus include medical devices, pharmaceuticals, biotechnologies, diagnostics and bioinformatics. Arboretum principally seeks to invest in opportunities in the Midwest, but will invest outside this region when attractive and strategic opportunities arise.

Blue Chip Venture Company

6325 Digital Way, Suite 460
Indianapolis, IN 46278
317-275-6800
<http://www.bcv.com>

Blue Chip invests in early and growth-stage companies. Their goal is to maintain a sharp focus on healthcare, information technology, and marketing and media services companies seeking first- and second-round funding.

Bindley Capital Partners

8909 Purdue Road, Suite 500
Indianapolis, IN 46268
317-704-4162
<http://www.bindleycapitalpartners.com>

Bindley Capital Partner's focuses on companies with stable, established business models in industries where the it's principals have particular expertise. These include: Business Services, Financial Services, & Healthcare Distribution.

Burrill & Company*

One Embarcadero Center, Suite 2700
San Francisco, CA 94111
415-591-5400
<http://www.burrillandco.com>

Burrill venture capital funds and invests exclusively across the entire spectrum of life sciences, including human healthcare biotechnology, agricultural biotechnology, nutraceuticals, human healthcare diagnostics, and industrial biotechnology (biomaterials and bioprocesses).



Cambridge Venture Partners LP

4181 E. 96th Street, Suite 200
Indianapolis, IN 46240
317-814-6192
<http://www.cambridgecapitalmgmt.com>

Cambridge Ventures L.P. is a small business investment company (SBIC). Since its inception in 1991, it has provided \$20.5 million to 40 firms and has become a leader in video, audio, and digital production and internet development. Cambridge Ventures is currently harvesting its portfolio.

Centerfield Capital Partners

3030 Market Tower
10 West Market Street
Indianapolis, IN 46204
317-237-2323
<http://www.centerfieldcapital.com>

Centerfield Capital Partners L.P. is interested in the following industries: healthcare products and services, information technologies and telecommunications, business and financial services, manufacturing and value-added distribution. They seek companies interested in raising capital to launch a new product, enter a new market or buy another company. They are also interested in providing capital to individuals or groups seeking to purchase a company or a division of a larger firm. Centerfield, typically does not invest in seed or development stage companies or in turnarounds.

CID Equity Partners

One American Square, Suite 2850
Indianapolis, IN 46282
317-269-2350
<http://www.cidequity.com>

CID Equity Partner's is actively managing seed, venture, and mezzanine capital funds which together total approximately \$440 million in nearly 100 portfolio companies. Industries of interest include Life Sciences, Information Technology, Business Services, and Manufacturing Technology.

Command Equity Group LLC

1213 South High Street
Bloomington, IN 47401
812-339-3690
<http://www.commandequity.com>

Command Equity Group is an Indiana-based private venture capital management company with an emerging national investment network that focuses on making investments in start-up and early-stage technology companies.

Dow Venture Capital

2030 Dow Center
Midland, MI 48674
989-636-1915
<http://www.dow.com/venture/>

Venture capital arm of Dow Chemical Company. Provides capital and other developmental resources to start-up companies that meet Dow investment objectives. Has committed over \$300 million to businesses involved in life sciences and biotechnology, communications and information technology, electronics, and materials science. Has investments in venture funds through more than 10 institutional venture capital firms. Dow Venture Capital adds value to companies through Dow's \$800 million global R&D organization and manufacturing expertise. Minimum investment size is \$250,000 and the preferred investment size is \$500,000-\$5 million.

Gazelle TechVentures

11611 North Meridian Street, Suite 310
Carmel, IN 46032
317-275-6800
<http://www.gazellevc.com>

Gazelle TechVentures seeks to add value to potential investments in early stage companies and middle to late stage companies. In early stage companies, Gazelle assists entrepreneurs with plan formation and connections with resources. Gazelle provides middle to late stage companies with platforms for syndication of capital and resources.



Heron Capital LLC

One Indiana Square, Suite 2560
Indianapolis, IN 46204
317-496-5829
<http://www.heroncapitalllc.com>

Heron Capital Venture Fund I, L.P. is a venture capital fund dedicated primarily to investing in companies focused on the life sciences, biotechnology, medical devices, agtechnology and related fields. The Fund will focus on the Midwest region, but expects to make investments outside of the Midwest.

Indiana 21st Century Research and Technology Fund

One North Capital Avenue, Room 900
Indianapolis, IN 46204
317-233-4332
<http://www.21fund.org>

Indiana 21st Century Research and Technology Fund was created in 1999 by the Indiana General Assembly to stimulate the process of diversifying the State's economy by developing and commercializing advanced technologies in Indiana. The Fund emphasizes the creation of academic-sector/commercial-sector partnerships. In making awards, the Fund expects significant leverage from the partners involved in the projects.

Indiana Community Business Credit Corporation

c/o Cambridge Capital Management Corp.
4181 East 96th Street, Suite 200
Indianapolis, IN 46240
317-843-9704 ext. 124
<http://www.cambridgecapitalmgmt.com>

Indiana Community Business Credit Corp. provides mezzanine funds to supplement financing available from a senior lender for promising firms that do not qualify for commercial loans. The privately owned company manages a pool of risk capital provided by 30 Indiana banks. One of the 30 banks must be a primary lender with at least a 50% exposure. The Credit Corp. participates in projects that need at least \$200,000 in new financing and takes a subordinate collateral position. The project funding can be used for any legitimate business purpose, including working capital.

Indiana Future Fund

c/o CSFB Customized Fund Investment Group
11 Madison Avenue
New York, NY 10010-3629
212-325-2000
<http://www.indianafuturefund.com>

Indiana Future Fund seeks to foster the creation and growth of life sciences companies in Indiana, encourage the growth of a vibrant Indiana-based venture capital community and facilitate public and private partnerships within the state. The fund operates with a "Fund of Funds structure" with CSFB Customized Fund Investment Group inviting the following venture capital firms as participants. A.M. Pappas & Associates LLC, Burrill & Company, Pearl Street Venture Funds, REI Ventures, Spring Mill Venture Partners, & Triathlon Medical Ventures Fund L.P.

Irwin Ventures LLC

PO Box 929
Columbus, IN 47202-0929
812-373-1434
<http://www.irwinventures.com>

Invests in early-stage companies in financial services or financial services-related technology; primarily those using technology to change the landscape of their market niche.

Lilly Ventures

D.C. 1088
Lilly Corporate Center
Indianapolis, IN 46285
317-651-3050
<http://www.lillyventures.com>

Lilly Ventures is the venture capital arm of Eli Lilly and Company. e.Lilly Venture Fund targets investments in early to expansion stage start-up companies with innovative network technology that can transform the current pharmaceutical business model. Lilly BioVenture Fund targets investments in early to expansion stage start-up companies with highly differentiated and proprietary drug discovery and development technologies or breakthrough therapies. Lilly MedTech Venture Fund invests primarily in early to expansion stage start-up companies specialized in the convergence of treatment modalities or novel therapeutic devices.



Pearl Street Venture Funds*

Guaranty Building, Suite 805
20 North Meridian Street
Indianapolis, IN 46204
317-684-3719
<http://www.psvf.com>
<http://www.barnardassociates.com>
<http://www.coastviewcapital.com>

Pearl Street Venture Funds is an Indiana-based, early-stage venture capital fund investing in life science companies in the biotech, medical device, pharmaceutical and agri-bio sectors. Pearl Street was formed as a joint venture between Indianapolis advisory and management firm Barnard Associates and Los Angeles-based Coastview Capital.

REI Ventures*

c/o Rose Hulman Ventures
100 South Campus Drive, P.O. Box 3799
Terre Haute, IN 47803-0799
812-244-4000
<http://www.rhventures.org>
<http://www.edfvc.com>

REI Ventures is an Indiana-based venture capital firm focusing on early-stage investments in the life sciences including pharmaceuticals, genetics, medical devices and agricultural chemicals. REI Ventures was formed as a joint venture between Terre Haute-based technology and business incubator Rose-Hulman Ventures and Ann Arbor-based EDF Ventures.

Rose-Hulman Ventures

100 South Campus Drive, P.O. Box 3799
Terre Haute, IN 47803-0799
812-244-4000
<http://www.rhventures.org>

Rose-Hulman Ventures is a technology-based business incubator and product-development center with a unique combination of resources to meet the challenges of taking a bright idea to the marketplace. Their technology-based business incubator and product-development center provides technical expertise, business assistance, venture capital, and infrastructure, as a means to enhance education and create economic opportunities.

Spring Mill Venture Partners*

11611 North Meridian Street, Suite 310
Carmel, IN 46032-6153
317-713-7549
<http://www.springmillvp.com>
<http://www.villageventures.com>

The Indiana fund invests in early-stage companies in the information technology and life science industries located in Indiana and the surrounding region. Spring Mill Venture Partners has a strategic partnership with Village Ventures, an early stage venture capital firm providing services and capital to a national network of early stage venture capital funds focused on emerging technology centers.

Triathlon Medical Ventures Fund L.P.*

20 North Meridian Street, Suite 810
Indianapolis, IN 46204
317-833-0595
<http://www.tmvp.com>

Triathlon Medical Ventures Fund, L.P. is a venture capital fund that targets investments in early-stage biomedical technology companies located in the Midwest. The Fund also invests in mid-to-late-stage biomedical technology companies based throughout the U.S. The Fund's specific focus is on high growth sectors within biomedical technology such as medical devices, diagnostics and biopharmaceuticals and emerging fields such as genomics, proteomics, regenerative medicine, and drug discovery.

Twilight Ventures Partners, LLC

One Indiana Square, Suite 2550
Indianapolis, IN 46204
317-423-1171
<http://www.twivp.com>

Twilight is an Indiana-based, early-stage global venture fund that invests exclusively in early-stage biotech and med tech companies. Its principals are local investors, entrepreneurs, and former senior executives with proven track records and a combined century of life sciences industry experience.

**Received funding from the Biocrossroad's Indiana Future Fund I.*



MANAGEMENT BUYOUT- TAKEOVER INVESTORS

DESCRIPTION:

Arlington Capital LLC

200 East Main Street, Suite 720
Fort Wayne, IN 46802
260-969-1492
<http://www.arlingtoncapital.net>

Arlington Capital LLC, established in August 2002, is a venture capital firm focused on providing good to excellent returns for its investors through acquisition of businesses and the subsequent investment of the capital, talent, and experience of its partners. Focus is primarily manufacturing sector, with interest in Telecommunications, Industrial Contracting, Food Service/Restaurant, Investment Banking Services, and Business Consulting Services.

Cardinal Ventures LLC

8910 Purdue Road, Suite 690
Indianapolis, IN 46268
317-228-5070
www.cardvent.com

Cardinal Ventures is a privately-owned partnership that seeks to acquire businesses that can be grown through internal means and by add-on acquisitions. Cardinal's goal is to buy, build, and operate a small number of companies for long-term value creation. They will not consider start-ups or first stage venture investments, high technology, natural resource investments, turnarounds, real estate, or companies that have a strong international dependence.

E & A Industries Inc.

101 West Ohio Street, Suite 1350
Indianapolis, IN 46204
317-684-3150
<http://www.eaindustries.com>

E & A Industries, Inc. is a privately held corporation which seeks long-term capital appreciation through strategic business acquisitions and growth of established manufacturing companies. Their strategy is to build on the inherent strengths of the people and products in a company by: Improving the performance of the underutilized assets, Pursuing new growth opportunities, and Developing operating objectives that emphasize strategic planning and financial management.

Ellis Capital Group

6508 Constitution Drive
Fort Wayne, IN 46804
260-459-1533
<http://www.elliscompany.com>

The Ellis Company is a private capital company. It's principal activity is the acquisition of well-established, mid-sized, profitable companies in the Midwest.

Fortune Diversified Industries Inc.

6402 Corporate Drive
Indianapolis, IN 46278
317-532-1374
<http://www.fdvi.net>

Fortune Diversified Industries is a dynamic and growing holdings company committed to the acquisition of profitable companies. Their focus is on companies in fields such as wireless infrastructure and human resource solutions. The companies they acquire must have established earnings with a minimum forward-looking five-year growth rate of at least 20 percent. The management team of each acquisition must remain in place and have the desire and drive to move to the next level. Each acquisition company will fill market gaps, vertically integrate and geographically expand Fortune's current operating segment.



Hammond, Kennedy, Whitney and Company Inc.

8888 Keystone Crossing, Suite 1210
Indianapolis, IN 46240
317-574-6900
<http://hkwinc.com>

Hammond, Kennedy, Whitney and Company Inc. concentrates its investment efforts on private and public, small middle market manufacturing companies with low risk of technological obsolescence. HKW focuses on management buy-outs of companies which have revenues between \$20 million and \$100 million, are headquartered in the United States and are established leaders in their respective niche markets.

Johnson Ventures Inc.

417 Washington Street
Columbus, IN 47201
812-373-4039
<http://www.johnsonventures.com>

Johnson Ventures Inc. is an investment company owned by the Johnson family in Columbus Indiana. This company invests in companies in the Midwest with leading positions in niche markets.

Monument Advisors Inc.

Bank One Tower
111 Monument Circle, Suite 4500
Indianapolis, IN 46204-5172
317-656-5065
<http://www.monumentadv.com>

Monument Advisors Inc. is an Indianapolis-based private equity firm focused on leveraged buyouts and recapitalizations in the lower middle market. They partner with management teams to acquire and help build companies with an enterprise value between \$5 and \$50 million. They also pursue add-on acquisitions that provide "tuck-ins" for their portfolio companies

Obsidian Enterprises Inc.

111 Monument Circle, Suite 4800
Indianapolis, IN 46204
317- 237-4122
<http://www.obsidianenterprises.com>

Obsidian Enterprises Inc. is a publicly traded (OTC: OBDE) holding company that invests in small and mid cap companies in basic industries such as manufacturing and transportation. Obsidian looks to acquire historically profitable, small and middle market companies that operate in niche markets of basic industries such as manufacturing and transportation.

Ruffolo Benson LLC

200 East Main Street, Suite 800
Fort Wayne, IN 46802
260-424-0227
<http://www.ruffolobenson.com>

Ruffolo Benson LLC is a trusted business advisor to individual and corporate clients with a particular emphasis on management buyouts. The partners of Ruffolo Benson LLC often co-invest in transactions and they do not raise capital for any transaction in which they would not personally invest.

Schwarz Partners LP

7225 Woodland Drive, Suite 200
Indianapolis, IN 46276
317-290-1140
<http://www.schwarzpartnerslp.com>

Schwarz Partners LP is the holding company for a diversified group of middle market manufacturing, transportation and distribution companies, with locations primarily in the Midwestern and Southeastern United States. The company seeks out the most creative companies, driven by innovative and determined entrepreneurs and managers, for purchase or investment.

Standard Management

10689 North Pennsylvania Street
Indianapolis, IN 46280-1087
1-800-606-0373
<http://www.smancorp.com>

Standard Management is actively pursuing other businesses that can be vertically integrated and is focusing on providing pharmaceutical products and services to the healthcare industry. They are capitalizing on 16 years of pragmatic growth by taking advantage of its size, earning power, and proven distribution system.



INDIANA'S TOP SMALL BUSINESS ADMINISTRATION (SBA) LENDERS FOR 2005*

<u>Rank</u>	<u>Lender</u>	<u>Number of SBA 7a Loans</u>	<u>Total SBA 7a Loan Amount*</u>
1	National City Bank of Indiana One National City Center, 700 E. Indianapolis, IN 46255 317-267-8887 http://www.nationalcity.com	221	\$16,480,100
2	Charter One Bank, N.A. Charter One Bank Building 1215 Superior Avenue Cleveland, OH 44114 866-262-4249 http://www.charteronebank.com	178	\$6,000,900
3	Capital One Federal Savings Bank P.O. Box 85015 Richmond, VA 23285-5015 804-747-7200 http://www.capitalone.com	115	\$5,210,000
4	Fifth Third Bank of Central Indiana 251 North Illinois Street, Suite 1000 Indianapolis, IN 46204 1-800-972-3030 http://www.53.com	83	\$26,221,220
5	Innovative Bank 360 14th Street Oakland, CA 94612 1-888-960-0700 http://www.innovativebank.com	81	\$630,000
6	Bank One, Indiana, N.A. 111 Monument Circle, Suite 971 Indianapolis, IN 46277 317-321-3000 http://www.bankone.com	64	\$8,106,000
7	Old National Bank 101 West Ohio Street, Suite 2200 Indianapolis, IN 46204 317-693-2583 http://www.oldnational.com	44	\$5,782,507
8	Star Financial Bank 9165 East 56 th Street Indianapolis, IN 46216 317-566-3170 http://www.starfinancial.com	38	\$3,324,100



9	Wells Fargo Bank Calhoun-Isle Office 1455 West Lake Street Minneapolis, MN 55408 612-667-2836 http://www.wellsfargo.com	37	\$4,829,500
10	KeyBank 10 West Market Street Indianapolis, IN 46204 317-464-8008 http://www.key.com	33	\$6,002,500
11	1st Source Bank 100 North Michigan Street South Bend, IN 46634 574-235-2613 http://www.1stsource.com	29	\$5,069,400
12	Irwin Union Bank & Trust Company 333 Grandview Parkway, Suite 110 Traverse City, MI 49684 231-941-3188 http://www.irwinunion.com	24	\$6,342,400
13	Regions Bank One Indiana Square Indianapolis, IN 46204 317-221-6040 http://www.regions.com	18	\$2,125,500
14	PNC Bank, N.A. 600 Grant Street Mailstop P6-PUSX-36-1 Pittsburgh, PA 15219 800.366.9208 http://www.pnc.com	15	\$2,140,500
15	U.S. Bank N.A. U.S. Bancorp Center 800 Nicollet Mall Minneapolis, MN 55402 1-800-US BANKS http://www.usbank.com	13	\$1,632,100

* **Ranked by Number of Approvals** - Indiana 7a Loans approvals recorded between 10/01/04 and 7/31/05.
Source: Indiana District Office of the Small Business Administration

INDIANA INVESTMENT BANKS**DESCRIPTION:****City Securities Corporation**

30 South Meridian Street, Suite 600
Indianapolis, IN 46204
317-634-4400
Toll-Free at 1-800-800-CITY (2489)
<http://www.citysecurities.com>

City Securities Corporation is Indiana's oldest and largest independent, full-service investment firm. Their Corporate Finance Group offers services to middle-market Midwestern companies with sales typically ranging from \$10 million to \$100 million in the industries of manufacturing, distribution, and financial services. They seek clients with high quality, established businesses with well-defined operating strategies and solid management teams.

David A. Noyes & Company

111 Monument Circle, Suite 300
Indianapolis, IN 46204
317-633-1707
<http://www.danoyes.com>

David A. Noyes is a full-service investment firm staffed by professional investment specialists in a variety of areas, offering a comprehensive menu of products and services to individual and institutional clients. The David A. Noyes Financial Institutions Group has extensive experience with mergers & acquisitions, capital formation and project/retainer consulting.

Fifth Third Bank of Central Indiana

251 North Illinois Street, Suite 1000
Indianapolis, IN 46204
1-800-972-3030
<https://www.53.com>

Fifth Third provides sophisticated advisory capabilities to companies for private placement financing, mergers and acquisitions, recapitalizations, capital formation and business valuation. They advise corporations, individuals, and management groups on acquisitions, buyouts, and divestitures. This service includes a search for the buyer or seller, valuation, strategic analysis, acquisition or divestiture structure, negotiations, and due diligence.

Goelzer Investment Management, Inc.

Bank One Center - Circle
111 Monument Circle, Suite 500
Indianapolis, IN 46204-2990
Toll Free at 1-800-428-1618
<http://www.goelzerinc.com>

Goelzer Investment Banking provides senior management of middle market operating companies in the Midwest with business valuation and corporate financial advisory services. Goelzer specializes in succession planning for privately-held operating companies in the manufacturing, distribution and service sectors. Primary areas of expertise include: Strategic Business Valuations, Corporate Financial Advisory Services, Employee Stock Ownership Plans (ESOPs), Qualified Plan Advisory Services, and Litigation Support.

J P Morgan (Bank One)

111 Monument Circle
Indianapolis, IN 46277
317-321-3000 - Indianapolis
312-541-3300 - Chicago
<http://www.jpmorgan.com>

J P Morgan Investment Banking is one of the world's leading investment banks with deep client relationships and product capabilities, serving 8,000 clients in more than 100 countries. Their clients are corporations, financial institutions, governments and institutional investors worldwide.

J P Greene & Associates

8111 Moore Road
Indianapolis, IN 46278
317-328-9817
<http://www.jpgreen.com>

JP Greene & Associates are private equity specialists devoted exclusively to alternative investment offerings. They offer its clients a complete range of services necessary for the raising of highly specialized funds such as LBO, venture and funds-of-funds.

KeyBank

10 West Market Street
Indianapolis, IN 46204
317-464-8008
<http://www.key.com>

KeyBank provides a integrated source for capital raising, strategic insights and customized solutions from debt offerings to privatization. They match client goals with specialized industry team talents of Key bankers, analysts, sales and distribution professionals.

LaSalle Bank

30 South Meridian Street, Suite 800
Indianapolis, IN 46204
317-916-2214
<http://www.lasallebank.com>

LaSalle is a leader in providing flexible, competitive financing solutions and banking services for growing and established middle market companies to large corporations.

Maxus Advisors, LLC

2438 North Delaware Street
Indianapolis, IN 46205
317-925-2135
<http://www.maxusadvisors.com>

Maxus Advisors, LLC is a boutique investment banking firm specializing in the placement of senior debt, subordinated debt and an array of non-traditional financing alternatives with local and national resources. Maxus Advisors serves small and middle market companies gauged by annual revenues from \$1 million to \$250 million. Services focus on: Debt Placement, Private Equity Placement, Capital Formation Advisory and Asset Accumulation Consulting.

Merrill Lynch

111 Monument Circle
Indianapolis, IN 46204
317-262-1234
1-800-637-9262
<http://www.ml.com>

Merrill Lynch is one of the world's leading financial management and advisory companies, with offices in 36 countries and total client assets of approximately \$1.6 trillion, at the end of 2004. The Global Markets & Investment Banking Group is one of the world's top global investment banks, providing institutional sales and trading, investment banking advisory and capital raising services to corporations, governments and institutions worldwide.

Midwest Business Brokers

4626 W. Jefferson Blvd.
Fort Wayne, IN 46804
1-800-636-7046
<http://www.midwest-brokers.com>

Midwest Business Brokers is a full service business intermediary who specializes in helping buyers and sellers of small to mid-size businesses. Their services include business brokerage, a buyer client program, mergers and acquisitions, business valuation, financing, and business planning.

National City Bank of Indiana

One National City Center, 700 E.
Indianapolis, IN 46255
317-267-8887
<http://www.nationalcity.com>

National City provides a full range of capital markets services. Private Placements, Asset-Based Lending, Interest Rate Risk Management, Loan Syndications, Mergers and Acquisitions, Equity & Mezzanine Investing, Public Offerings, and Institutional Portfolio Services.

Periculum Capital Company LLC

111 Monument Circle, Suite 1022
Indianapolis, IN 46204-5176
317-636-1800
<http://www.periculumcapital.com>

Periculum Capital Company is a leading regional investment banking firm with a history of successfully selling companies to major companies and buyout funds around the world, and sourcing capital for growth companies and mid-market companies throughout the United States.

Regions Bank

One Indiana Square
Indianapolis, IN 46204
317-221-6040
<http://www.regions.com>

Regions Capital Markets Division provides products and solutions so you can manage and customize interest rate risk separate and apart from funding. They offer programs to raise or borrow capital to fund a major business initiative such as: Mergers, buyouts and acquisitions, Business expansion, Restructuring, spin-off, down-sizing, divestiture, sale, Purchase of facilities, plans and equipment, Upgrade or improvement to facilities, plans and equipment, Development and/or construction of major real estate projects.

Schneider Huse & Associates LLC

10 West Market Street, Suite 2995
Indianapolis, IN 46204
317-464-1515
<http://www.schneiderhuse.com>

Schneider Huse & Associates, LLC provides corporate finance advisory services to middle market companies. They focus on helping client's consummate mergers and acquisitions and raise later-stage growth capital.

The Christman Group LLC

450 East 96th Street, Suite 500
Indianapolis, IN 46240
317- 581-6220
<http://www.christmangroup.com>

The Christman Group is a multi-faceted investment bank that integrates all the business, personal, financial and legal factors that a client needs to make a wise decision. They offer clients a fully integrated, comprehensive investment banking process that enables them to maximize both the value of the companies they sell and the clients' after-tax net worth.



REGIONAL VENTURE CAPITAL SOURCES

Illinois Venture Capital Firms

Illinois Venture Capital Association
ABN AMRO Private Equity
Adams Street Partners LLC
Alpha Capital Partners Ltd.
American Capital Strategies Ltd.
Arbor Private Investment Co. LLC
Arch Development Partners L.L.C.
Arch Venture Partners
Baird Capital Partners
Baird Venture Partners
Batterson Venture Partners
Beecken Petty O'Keefe Co./2
William Blair Capital Partners
William Blair New World Ventures
Cambridge Capital Partners LLC
Capital For Business
Cardinal Growth L.P.
CID Equity Partners
CIVC Partners
Code Hennessy & Simmons LLC
DNJ Capital Partners LLC
Duchossois Technology Partners
Essex Woodlands Health Ventures
First Analysis
Frontenac Co.
Gaebler Ventures LLC
Glencoe Capital LLC
Goense Bounds & Partners
GTCR Golder Rauner LLC
Heartland Angels
High Street Capital
Hopewell Ventures L.P.
Illinois Finance Authority/3
Inroads Capital Partners
JK&B Capital
KB Partners
Kentco Capital Corp.
Keystone Capital Inc.
Lake Capital
Lake Pacific Partners LLC
Leo Capital Holding LLC
Madison Dearborn Partners LLC
Mesirow Financial
Mid Oaks Investments LLC
Midwest Mezzanine Funds



Motorola Ventures
New World Ventures
North American Funds
Northern Illinois Angels
OCA Venture Partners L.P.
Open Praire Ventures
Paradigm Group II LLC
Pfungsten Partners LLC
Polestar Capital Partners L.P.
Portage Venture Partners
Praire Angels
Prairie Capital III L.P.
Prism Capital
Prospect Partners LLC
Ravenswood Capital Venture Fund
Roundtable Healthcare Partners
SB Partners
Signature Capital, L.L.C.
Sterling Partners
Svoboda Collins LLC
Technology Crossover Ventures
Thoma Cressey Equity Partners
Transcap Associates Inc.
Tricor Pacific Capital
Trident Capital
Vector Fund Management
Waud Capital Partners
William Blair Capital Partners
Willis Stein & Partners
Wind Point Partners
Wynnchurch Capital Ltd.

Kentucky Venture Capital Firms

Venture Club of Louisville
Chrysalis Ventures
Humana Ventures
Ivisionary
Kentucky Enterprise Fund
Kentucky Highlands Investment Corporation
Prosperitas Investment Partners, L.P.
Southern Appalachian Fund



Michigan Venture Capital Firms

Apjohn Group
Arbor Partners, L.L.C.
Arboretum Ventures
Beringea L.L.C
EDF Ventures
Grand Angels
Great Lakes Angels
North Coast Technology Investors, L.P.
Seneca Health Partners
Sloan Ventures L.L.C.
TGap Ventures LLC
Tullis-Dickerson & Co., Inc.
Waypoint Ventures

Minnesota Venture Capital Firms

AAVIN Ventures
Affinity Capital Management
Baird Venture Partners
Bluestream Ventures
Brightstone Capital
Cargill Ventures
Carlson Ventures Enterprise
Cherry Tree Investments
Clique Capital
Coral Capital Management
Crescendo Ventures
Dept. Trade & Econ. Development
Goldner Hawn Johnson & Morrison
Granite Equity Partners
H.B. Fuller Ventures
LFE Capital
Lombard Life Sciences
Mayo Medical Ventures
Milestone Growth Fund
Minnesota Investment Network
Morgan Stanley Venture Partners
Northeast Ventures
Norwest Equity Partners
Oak Investment Partners
Odin Capital Group
Perkins Capital Management
Piper Jaffray Ventures
Portage Equity Investments
Primus Venture Partners
Quatris Fund
Sherpa Partners



Space Center Ventures
Split Rock Partners
Technology Venture Partners
Thomas, McNerney & Partners
Tonkawa
William C. Norris Institute
YankeeTek Ventures

Ohio Venture Capital Firms

Adena Ventures
Blue Chip Venture Company
Brantley Partners
Charter Life Sciences, L.P
CoreNetwork
Equitek Capital
Morgenthaler
Nationwide Mutual Capital, LLC
NCIC CapitalFund
Nationwide Mutual Capital, LLC
Ohio Tech Angels
Primus Venture Partners, Inc.
River Cities Capital Funds
Stonehenge Partners
Triathlon Medical Ventures

Wisconsin Venture Capital Firms

Advantage Capital Partners
Baird Venture Partners
Mason Wells Biomedical Fund
Venture Investors



LOCATION INDIANA BUSINESS INCUBATORS & RESEARCH PARKS

Anderson **Flagship Enterprise Center**
2701 Enterprise Drive
Anderson, IN 46013
765-622-0100
<http://www.flagshipenterprise.org/about/>

Flagship Enterprise Center is an innovative center for education, business incubation, technology transfer, and training which supports the economic development vision for the City of Anderson, Indiana.

Bloomington **InVenture**
501 North Morton Street
Bloomington, IN 47404
812-335-7356
<http://www.inventuretech.com>

InVenture, located in the Indiana University Research Park, is Bloomington's technology business incubator and entrepreneurial service center.

Charleston **Southern Indiana Innovation Center**
11452 Highway 62, Suite 218
Charlestown, IN 47111
812-256-4585
<http://www.siiconline.org>

Southern Indiana Innovation Center's mission is to increase educational opportunities in Southeast Indiana by utilizing current technology and be a resource for acceleration and growth of business in the region. Includes a business incubator facility. Provides education and training for students.

Columbus **Columbus Enterprise Development Center**
4920 North Warren Drive
Columbus, IN 47203
812-379-4041
<http://www.cedcorp.com>

Columbus Enterprise Development Center (CEDC), also known as the small business incubator, offers assistance to entrepreneurs by reducing the start-up costs and headaches associated with launching a new business venture.

Elkhart **Eastpoint Business Centre**
2701 Industrial Parkway
Elkhart, IN 46516
574-296-1300
www.eastpointbizctr.com

Eastpoint Business Centre is dedicated to providing a diverse sustainable environment in which new and emerging companies can develop and achieve growth, with the end result being, profitable businesses, job creation, capital generation, economic diversity and a positive impact on the Elkhart Community, manufacturers, suppliers and subcontractors.



Elkhart**Lexington Business Center**

421 South Second Street
Elkhart, IN 46516
574-522-0390
<http://www.lexingtonbizctr.com>

Lexington Business Centre is dedicated to providing a diverse sustainable environment in which new and emerging companies can develop and achieve growth, with the end result being, profitable businesses, job creation, capital generation, economic diversity and a positive impact on the Elkhart Community.

Evansville**Evansville Small Business Center**

1100 W. Lloyd Expressway
Evansville, IN 47708
812-426-9991
<http://www.evansvilleincubator.org/>

Evansville Small Business Center's mission is to provide assistance to new and emerging businesses as they successfully grow to eventual independence leading to job creation and a positive impact on our community.

Fort Wayne**Fort Wayne Enterprise Center**

1830 Wayne Trace
Fort Wayne, IN 46803
260-422-2304
<http://fwuea.org/>

Fort Wayne Enterprise Center is a small business incubator which can provide manufacturing, research and development and office space. The Center can house several tenants concurrently in its 50,000 square feet facility in spaces ranging in size from 100 to 6,500 square foot.

Fort Wayne**Northeast Indiana Innovation Center**

1410 Production Road
Fort Wayne, IN 46808
260-407-6442
<http://www.niic.net/>

Northeast Indiana Innovation Center nurtures technology businesses by developing the venture during start-up, early development, and the growth stages. The Innovation Center is all about growth. Growth in the economy, growth in jobs, and the growth of dynamic new companies with great new ideas ... and we're succeeding!

Indianapolis**Inception, LLC**

7820 Innovation Boulevard
Indianapolis, IN 46278-2721
317-275-5928
<http://www.inceptionllc.com>

Inception LLC provides incubation services in Class A office space on the northwest side of Indianapolis near I-465 and 79th Street. Inception also provides private consulting and venture fund assistance to Indiana entrepreneurs.

Indianapolis **Indiana University Emerging Technologies Center**

351 West Tenth Street
Indianapolis, IN 46202
317-278-4100
<http://www.iuetc.org/>

Indiana University Emerging Technologies Center functions as a business incubator and accelerator for life sciences, biotechnology and bioinformatics companies. The IUETC is dedicated to the mission of promoting Indiana University /Industry partnerships to foster economic growth.

Indianapolis **Indianapolis Enterprise Center**

55 South State Avenue
Indianapolis, IN 46201
317-634-7393
<http://www.indyincubator.com/index.html>

Indianapolis Enterprise Center is an Indianapolis-based business incubator. It is a facility in which assortments of new and growing businesses operate while sharing services, equipment, and experiences with other burgeoning entrepreneurs.

Indianapolis **INTECH Park**

I-465 & West 71st Street
Indianapolis, IN 46278
317-848-6500
<http://www.intechpark.com>

INTECH Park is the largest office development in Indiana and Indiana's only privately held Certified Technology Park. INTECH Park provides office, flex and R&D space of all sizes in a beautiful, natural environment. Its comprehensive technology infrastructure and abundance of services and amenities make it a clear choice.

Kokomo **Inventrek Technology Park (Kokomo Technology Center)**

700 E. Firmin Street
Kokomo, IN 46902
765-854-0443
<http://www.ktconline.org>

Inventrek is a high-tech incubator led by seasoned professionals who helps new technology-driven companies realize their potential. They help in provide both physical core services (receptionists, copiers, postage machines, conference rooms and T1 lines) and critical professional/technical services patterned after the Purdue Gateways Program.

Logansport **Area Five Small Business Incubator**

1801 Smith Street
Logansport, IN 46947
574-722-4451
<http://www.areafive.com/smallbusiness.html>

Area Five has entered into a partnership with The Logansport/Cass County Chamber of Commerce and the Logansport/Cass County Economic Development Foundation to form the Business Solutions Group (BSG). The BSG offers entrepreneurs a comprehensive program that addresses the business planning process while increasing knowledge of general business management principals.



Madison**Venture Out Business Center**

975 Industrial Drive
Madison, IN 47250
812-273-6510 ext. 225

<http://www.madisonchamber.org/Venture%20Out%20Business%20Center.html>

Madison's Venture Out Business Center is a proven base of operations as Southeastern Indiana's only business incubator. This incubator is also home to the Madison Area Chamber of Commerce, Southeastern Small Business Development Center, and the Southeast Chapter of the Service Corps of Retired Executives (SCORE)

Merrillville**Purdue Technology Center of Northwest Indiana**

1247 E. 169th Street
Hammond, IN 46323-2094
219-989-2100

<http://www.purdueresearchpark.com/PTCNIContacts.html>

Purdue Technology Center of Northwest Indiana is a high-tech incubator modeled after a successful program at the Purdue Research Park, located near Purdue's West Lafayette campus, which hosts the largest, university-affiliated business incubation complex in the country.

Muncie**Muncie Innovation Connector**

1317 W Marsh
Muncie, IN 47306
765-285-4900

<http://www.innovationconnector.org/Index/index.php>

Muncie Innovation Connector assists in the creation of emerging technology-based companies that will improve the economy of East Central Indiana. Provides comprehensive program consisting of incubation, education, networking, mentoring, and basic business assistance to resident businesses.

Portage**Portage Innovation Center**

2610 Portage Mall
Portage, IN 46368
219-762-9761

<http://www.portagein.org/index.php?option=content&task=view&id=43>

Portage Innovation Center along with their strategic partner Ivy Tech Community College, provide space for up to 5 start-up or at-risk businesses to nurture their growth by providing resources and assistance. The center provides numerous services that would be cost prohibitive for start-ups to provide on their own.

Richmond**Uptown Innovation Center**

814 East Main Street
Richmond, IN 47374
765-962-8151

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

Uptown Innovation Center and their university partners are focused upon supporting emerging businesses in Richmond and the Wayne County area.

Shelbyville**Intelliplex**

54 West Broadway, Suite 2
Shelbyville, IN 46176
317-398-8533
<http://www.intelliplex.org>

Intelliplex is a Life Science business park structured to function as a not for profit corporation. Unlike a park owned by a private developer, Intelliplex reinvests its proceeds to further enhance its state-of-the-art technology and infrastructure. Intelliplex provides business residents with an affordable solution to advanced technology.

South Bend**Gigot Center Business Incubator**

204 Mendoza College of Business
Notre Dame, IN 46556-5646
574- 631-9853
<http://www.nd.edu/~entrep/businessIncubator.html>

Notre Dames Gigot Center for Entrepreneurial Studies has a business incubator which launches high-tech businesses and pairs aspiring entrepreneurs in the community with undergraduate and MBA student mentors.

South Bend**Sample Street Business Complex**

3702 West Sample Street
South Bend, IN 46619
574-237-6000
<http://www.ci.south-bend.in.us/redevelopment/UEA/SampleStBus.htm>

Sample Street Business Complex provides affordable and professional space in a prime location. Expert advice is also provided through the Small Business Development Center, SCORE, Minority Business Development Council, Indiana University South Bend, Notre Dame and Ivy Tech, along with many other business resources.

Terre Haute**Rose-Hulman Ventures**

100 South Campus Drive
P.O. Box 3799
Terre Haute, IN 47803
812-244-4000
<http://www.rhventures.org/>

Rose-Hulman Venture's technology-based business incubator and product-development center provides technical expertise, business assistance, venture capital, and infrastructure, as a means to enhance education and create economic opportunities. This unique combination helps entrepreneurs to meet the challenges of taking a bright idea to the marketplace or expand an existing technology-driven business.

**West
Lafayette**

Purdue Research Park

3000 Kent Avenue
West Lafayette, IN 47906
765-494-8645

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

Purdue Research Park is home to more than 90 companies that employ 2,500 people. Many of these companies are developing Purdue-licensed technologies. The park provides an interactive environment for private business/industry, mainly in the high-tech arena, and experienced Purdue University researchers.

**West
Lafayette**

Purdue Discovery Park

610 Purdue Mall - Room 345
West Lafayette, IN 47907
765-496-7342

<http://fred.e-enterprise.purdue.edu/wps/portal>

Discovery Park's prime focus is to foster the Discovery portion of the University's tripartite mission. Discovery is increasingly influenced by the convergence of technological advances in various academic disciplines. Discovery Park will capitalize on this trend by attracting faculty and financial support to conduct interdisciplinary research that spans multiple departments and is ambitious in scale and/or scientific impact.



Multi-University Initiatives**Governor Bob Orr Indiana Entrepreneurial Fellowship**

c/o Jordan Linville
 1030 E. Washington Street
 Indianapolis, IN 46202
 317-396-3768
<http://www.orrpartnership.org>

Governor Bob Orr Fellowship retains Indiana's top graduate talent and is designed to find and train the next generation of Indiana entrepreneurs. These two-year placements offer an entry-level job and leadership training including monthly meetings with some of Indiana's top entrepreneurs and business leaders. In addition, Orr Fellows attend entrepreneurial events and symposiums throughout the state and engage themselves in social and community service-related activities.

IndianaINTERN.net

c/o Greater Indianapolis Chamber of Commerce
 Bank One Tower
 111 Monument Circle, Suite 1950
 Indianapolis, IN 46204
 1-866-646-3434
<http://indianaintern.net>

The Indiana INTERNnet program is designed to retain college graduates within the State of Indiana. The goal of Indiana INTERNnet is to link Indiana employers, students, and educational institutions, all of whom benefit from increased use of internships.

Indiana Innovation Network

c/o Jerome McCluskey
 600 E. 96th Street, Suite 600
 Indianapolis, IN 46240
 317-569-4834
<http://www.indianainnovation.com>

The Indiana Innovation Network is a non-profit organization sponsored by ATAIN Inc., a statewide alliance of universities and companies established to promote technology transfer statewide. Its mission is to accelerate technology transfer and commercialization in the state by strengthening the connections between and within Indiana's research institutions and the marketplace.

Indiana Venture Center Inc.

902 North Capitol Avenue, Suite 302
 Indianapolis, IN 46204
 317-684-6700
www.indianaventurecenter.org

The Indiana Venture Center Inc. is a privately funded not-for-profit organization serving as a catalyst for the creation and growth of entrepreneurial, high growth businesses in Indiana. The Indiana Venture Center will work to increase both the number and the quality of successful entrepreneurial companies in Indiana and provide new career opportunities to students and out-of-state alumni.



Ball State University

Midwest Entrepreneurial Education Center

Ball State University

College of Business WB100

Muncie, IN 47306

765-285-8192

<http://www.indianaventurecenter.org/bsu.asp>

One of the nation's preeminent university based entrepreneurship programs. Develops the entrepreneurial perspective at the youth, college and adult levels and encourage the growth of the entrepreneurial environment in the Midwest.

Ball State University Research Center

2100 Riverside Avenue, BSU

Muncie, IN 47306

765-285-1600

<http://www.bsu.edu/research>

Responsible for the encouragement and support of research by faculty, students and staff of Ball State. Leading and encouraging efforts to secure support via grants and other funding instruments. Arenas include funding information services, proposal development, research, and intellectual property.

Butler University

Butler Business Accelerator

Butler University

4600 Sunset Avenue

Indianapolis, IN 46208

317-940-9221

<http://www.butler.edu/cba/index.html>

Butler University received a \$22 million grant from Lilly Endowment Inc., the largest gift ever received by the University, to support the creation of the Butler Business Accelerator, an initiative aimed at enhancing the education of Butler's undergraduate and graduate business students and aiding Hoosier businesses. The Accelerator targets companies that have been in business at least five years, have \$5 to \$50 million in annual sales, and are poised for growth. The Accelerator enables these companies to become entrepreneurial engines of the state.

Indiana University

Indiana University Research Technology Corporation (IURTC)

351 West Tenth Street

Indianapolis, IN 46202

317-278-1901

<http://iurtc.iu.edu/index.html>

The IURTC is dedicated to building Indiana's future with strategic commercialization of research and technology through Indiana University and business/industry collaboration. Promoting the transfer of new discoveries from the lab to the market place on behalf of Indiana University, via licensing or new business start-ups.



**Johnson Center for Entrepreneurship & Innovation
Indiana University**

Graduate and Executive Education Center
1275 East 10th, Suite 2050
Bloomington, IN 47405
812-855-4248
<http://www.bus.indiana.edu/jcei>

The Center serves as a link between the Kelly School of Business and Indiana's business community. Conducts educational programs of excellence to support knowledge creation and transfer that will advance the understanding of entrepreneurship. Offers students the opportunity for hands-on entrepreneurial experience.

**Center for Intellectual Property Law and Innovation
Indiana University School of Law**

Lawrence W. Inlow Hall
530 W. New York Street
Indianapolis, IN 46202-3225
317-274-8523
<http://www.indylaw.indiana.edu/centers/ip/>

Indianapolis Center for Intellectual Property Law and Innovation serves as a resource for government, business, law firms, Indiana's life sciences initiative, and business incubators.

IU Office of Sponsored Research Services

Franklin Hall 116
601 East Kirkwood Avenue
Bloomington, IN 47405
812-855-5752
<http://www.research.indiana.edu/>

Sponsored Research Services (SRS) supports IU faculty with questions about external funding. SRS identifies potential funding sources, manages the funding process, assists with proposals, and provides guidance on interpreting research related policies.

Indiana University Purdue University Indianapolis (IUPUI)

IUPUI Solutions Center

719 Indiana Avenue
Indianapolis, IN 46202
317-278-9170
<http://www.solutioncenter.iupui.edu/>

Single point of access to IUPUI campus resources –

- develop partnerships
- create professional internships
- link community and faculty
- customize programs & research for community clients

Purdue University

**Burton D. Morgan Center for Entrepreneurship
Purdue University**

403 West State Street
West Lafayette, IN 47907
765-494-4366
<http://fred.e-enterprise.purdue.edu/wps/portal>

The Burton D. Morgan Center for Entrepreneurship brings together all of Purdue's efforts to put the university's research into the marketplace. The center facilitates the transferring of research into products and services. The center not only houses initiatives in entrepreneurship, but it also forms the critical link between Purdue and Indiana's economy. The Burton D. Morgan Center for Entrepreneurship is one of four major centers planned for the Discovery Park complex.



Purdue Office of Technology Commercialization

3000 Kent Avenue
West Lafayette, IN 47906
765-494-2610
<http://www.otc.purdue.edu>

Serves Purdue University through the commercialization of its intellectual property. Core functions of the office include; Being a resource for Purdue faculty regarding intellectual property and its commercialization, Marketing and licensing of Purdue intellectual property, Facilitation of start-up companies based on Purdue technology, Energize academic activities through attracting corporate research, and Support faculty recruiting.

Purdue Technical Assistance Program

1435 Win Hentschel Blvd, Suite B-110
West Lafayette, IN 47906
765-494-6258
<http://www.tap.purdue.edu>

Helps Indiana businesses, industry, and government implement new technologies to boost international competitiveness and strengthen the state and national economy. They offer multiple ways for your company or organization to connect with Purdue's technical expertise.

Rose-Hulman Institute of Technology

Rose-Hulman Ventures

Rose-Hulman Institute of Technology
100 South Campus Drive, P O Box 3799
Terre Haute, IN 47803
812- 244-4000
<http://rhventures.org>

Rose-Hulman Ventures is a technology based business incubator and product-development center with a unique combination of resources to meet the challenges of taking a bright idea to the marketplace. Their technology-based business incubator and product-development center provides technical expertise, business assistance, venture capital, and infrastructure, as a means to enhance education and create economic opportunities.

University of Notre Dame

Gigot Center for Entrepreneurial Studies

204 Mendoza College of Business
Notre Dame, IN 46556-5646
574-631-3042
<http://www.nd.edu/~entrep>

Gigot Center for Entrepreneurial Studies fosters innovation among current and aspiring entrepreneurs. Through a unique curriculum, business plan competitions, and mentoring opportunities with Notre Dame alumni, students gain vital experience and the skills necessary to build successful businesses.



Notre Dame Office of Research

Technology Transfer & Research Development
Office of Research, The Graduate School
511 Main Building, Notre Dame, IN 46556
574-631-5158
<http://www.nd.edu/%7Eresearch/>

Notre Dame Office of Research manages research and technology transfer for the university. It helps faculty members obtain and manage the funding necessary to support research and scholarship.



State of Indiana Business Web Portal

<http://www.biz.in.gov>

Indiana's electronic entry point to many state departments and agencies of interest to business.

Indiana Economic Development Corporation

One North Capitol, Suite 700
Indianapolis, IN 46204
317-232-8800
<http://www.iedc.in.gov/>

The Indiana Economic Development Corporation (IEDC) is the State of Indiana's lead economic development agency. The IEDC focuses its efforts on growing and retaining businesses in Indiana and attracting new business to the State of Indiana.

Indiana Small Business Development Centers**Offices Located Statewide**

One North Capitol, Suite 900
Indianapolis, IN 46204
317-234-2082
Toll Free: 888- 472-3244
<http://www.isbdc.org/>

The Indiana Small Business Development Center is a state based organization offering a wealth of free and low cost information, management counseling, and educational services designed to support Indiana small business owners and potential entrepreneurs. Their mission is to help Indiana business grow and create new jobs within the state.

Indianapolis Economic Development

111 Monument Circle, Suite 1800
Indianapolis, IN 46204
317-464-5402
<http://imaps.indygov.org/ed%5Fportal/>

Indianapolis Economic Development provides the essential services businesses require when considering expansion in or relocation to Indianapolis. The organization, on behalf of and in conjunction with the City of Indianapolis, successfully brings together the necessary public and private partners, to help expand and retain local businesses as well as to attract new businesses to the state's capitol.

Indianapolis Cultural Development Commission

Office of Cultural Tourism
100 South Capitol Avenue
Indianapolis, IN 46225-1021
317-262-4440
<http://www.culturalindy.com/>

The Indianapolis Cultural Development Commission supports and encourages an environment where arts and culture flourish, and lets the world know about Indy's vibrant cultural scene.

Service Corps of Retired Executives (SCORE)**Offices Located Statewide**

429 N. Pennsylvania Street, Suite 100
Indianapolis, IN 46204
317-226-7264
<http://www.score-indianapolis.org/>

Service Corps of Retired Executives (SCORE) is a resource partner with the U.S. Small Business Administration. It is a source of free and confidential small business advice to all types of businesses, in all stages of development. SCORE's extensive, national network of 10,500 retired and working volunteers are experienced entrepreneurs and corporate managers/executives.



Small Business University

902 North Capitol Avenue, Suite 302

Indianapolis, IN 46204

317-684-6700

<http://www.smallbizu.org/idoc/>

Thanks to a partnership of the State of Indiana and the Indiana Venture Center, Hoosier entrepreneurs can access this extremely helpful website for free. On-line mini-courses on a variety of small business topics such as how to do market research in the real world, and Accounting 101, are offered. SmallBizU teaches the 3Ms: Money, Marketing, and Management. This is done through a no-frills, utilitarian curriculum that provides small businesses with real world tools and information.

Crane Naval Surface Warfare Center

Commander

Code (recipients code) BLDG (recipients building #)

ATTN: recipient's name

300 Hwy 361

Crane, IN 47522-5001

1-800-798-2204

<http://www.crane.navy.mil/doingbusiness/default.asp>

The focus of NSWC Crane is harnessing the power of technology for the warfighter. They specialize in the Acquisition and Fleet support of Electronics, Ordnance and Electronic Warfare products and systems. The Crane division is interested in acquisition, technology transfer & partnership opportunities with the private sector.



NOT PROFIT PARTNERSHIPS**DESCRIPTION:****Venture Club of Indiana**

P.O. Box 40872
Indianapolis, IN 46240
317-726-5040
www.ventureclub.org

The Venture Club of Indiana's mission is to be a catalyst for the creation and growth of entrepreneurial businesses by providing a unique environment in which sources of capital, entrepreneurs and business professionals interact, connect, share information, collaborate and create business opportunities.

BioCrossroads

300 N. Meridian Street, Suite 950
Indianapolis, IN 46204
317-238-2450
<http://www.biocrossroads.com/default.htm>

BioCrossroads is a privately-funded organization that is dedicated to fully leveraging Indiana's existing world-class life science assets in order to create new jobs and spur new business opportunities in Indiana. Focus is upon new business formation activities in key target areas: expansion of venture capital, workforce development, K-12 education, and marketing Indiana's emerging life sciences resources to entrepreneurs, venture capitalists, and researchers both statewide and nationally.

Bloomington Life Sciences Partnership

400 West 7th Street, Suite 101
Bloomington, IN 47404
812-335-7346
<http://www.bloomingtonlifesciences.com/>

Bloomington Life Sciences Partnership's mission is to create opportunities for life sciences business formation, growth, and expansion in the Bloomington area. The organization was formed to bring together the leaders of local life science, medical and health related entities for collaboration. Public-private partnership of health industry leaders, academia and government.

Business and Professional Exchange, Inc.

P.O. Box 50372
Indianapolis, IN 46250
317-252-9947
<http://www.bpeindy.org/index.html>

Founded in 1991, the Business & Professional Exchange (BPE) is a networking organization for employers and those in career transition. BPE provides employers a readily available pool of quality professionals from the Indianapolis area. More than 3,000 individuals and businesses have benefited from affiliation with the BPE.

Crane Technology Inc.

c/o Steve Booker
812-323-4057, ext. 182 or 812-276-3456
E-Mail: sbooker@cranetechnologyinc.org
<http://www.cranetechnologyinc.org/>

Crane Technology Inc. mission is to develop technology-based business in the Crane region by leveraging Crane and its partners' technologies and capabilities, and substantially increase the impact of Crane on the Indiana economy.

Entrepreneurs' Alliance of Indiana

208 East 600 South
Anderson, IN 46013
317-216-8290
<http://www.eain.org/>

Entrepreneurs' Alliance of Indiana is a network of entrepreneurs, professionals, and business owners working together to provide the resources, information, encouragement and support needed by emerging businesses.



Indiana Association for Corporate Renewal

1720 Market Tower
10 West Market Street
Indianapolis, IN 46204
317-464-5330

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

The purpose of the Indiana Association for Corporate Renewal is to promote and foster best practices of conduct in the field of business rehabilitation, through educational programs for its members and the public at large, professional development opportunities, business development, and networking functions.

Indiana Health Industry Forum

351 W. 10th St., Suite 216
Indianapolis, IN 46202
317-278-9970

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

The mission of the Indiana Health Industry Forum (IHIF) is to position Indiana as a premier state for the creation and growth of health industry enterprises. IHIF collaborates with both public and private economic development organizations, industry advocates, academe, and corporations large and small. In this umbrella role, the organization serves as a clearinghouse and broker of resources and information, as well as a spokesman on issues facing the industry.

Indiana Venture Center Inc.

902 North Capitol Avenue, Suite 302
Indianapolis, IN 46204
317-684-6700

www.indianaventurecenter.org

The Indiana Venture Center Inc. is a privately funded not-for-profit organization serving as a catalyst for the creation and growth of entrepreneurial, high growth businesses in Indiana. The Indiana Venture Center works to increase both the number and the quality of successful entrepreneurial companies in Indiana and provide new career opportunities to students and out-of-state alumni.

Midwest Venture Club Inc

1100 West Lloyd Expressway, Suite 113
Evansville, IN 47708
812-428-8140

<http://www.m-v-c.com/>

The Midwest Venture Club Inc. is a not for profit corporation formed in August 2004 that desires to encourage the expansion of business and investment in the southern Indiana region.

Neighborhood Self-Employment Initiative

615 North Alabama Street, Room 219
Indianapolis, IN 46204
317-917-3266

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

Neighborhood Self-Employment Initiative (NSI) is a Indianapolis not-for-profit organization launched in 1997 that helps individuals turn an idea into an on-going business. It provides one-on-one business counseling, as well as workshops covering a number of small business topics. With funding from the State of Indiana, NSI along with the Local Initiatives Support Corporation and the Community Choice Federal Credit Union, initiated the Indianapolis Microloan Fund. This fund offers loans of \$500 to \$10,000 to owners of very small businesses in Marion County.

Techpoint

Intech Two
6650 Telecom Drive, Suite 175
Indianapolis, IN 46278
317-275-2080

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

Techpoint is Indiana's only statewide technology trade group representing approximately 400 corporate members, including publicly-traded companies, private businesses, colleges and research universities, and local economic development organizations. The group's mission is to transform Indiana into a recognized technology leader by developing relevant policy, catalyzing change, and measuring the state's progress.

Indiana Economic Development Corporation

www.iedc.in.gov

The Indiana Economic Development Corporation (IEDC) is the state's lead economic development organization. The IEDC has many incentive programs available for companies creating jobs and raising income in Indiana. Economic development incentives include tax credits based on job creation and capital investment, training grants, and public infrastructure assistance.

Programs and Services

Skills Enhancement Fund (SEF)

SEF provides financial assistance to new and expanding companies committed to training their Indiana resident workforce. Eligible companies can receive reimbursement of up to 50% of eligible training costs. Indiana continues this commitment to training by allowing companies to re-apply for additional funds to retrain employees after a two year period.

Technical Enhancement Certification for Hoosiers (TECH Fund)

The TECH Fund provides financial assistance to companies to assist with training their information technology (IT) workers. Eligible companies may receive reimbursement of up to \$50,000, \$2,500 per employee, or 50% of training costs, whichever is less. The program is administered on a reimbursement basis.

Industrial Development Grant Fund (IDGF)

These grants help communities meet the public infrastructure needs of a new or expanding business. Assistance is available for publicly-installed infrastructure leading up to, but not onto, the company's property, except in the case of rail spurs and fiber optic cable.

Economic Development for a Growing Economy (EDGE)

EDGE tax credits are based on the additional employee payroll withholdings for net new job creation in Indiana. The grant may be for a period of up to ten years. Credits are applied against the company's Indiana income tax liability and are refundable.

Industrial Recovery Site Tax Credit (Dinosaur Building)

Credits are available for rehabilitating buildings that have been empty for the previous two years that were in operation at least twenty years ago, and that have at least 250,000 square feet of interior space.

Hoosier Business Investment Tax Credit (HBI)

HBI tax credits are available to a company making a "qualified investment" in an Indiana facility. Generally speaking, a "qualified investment" includes new buildings, building improvements and equipment. The credit award may equal up to 10 percent of the qualified investment, and may be carried forward for up to nine years. The credit percentage and carry-forward term are determined by the IEDC on a case-by-case basis.

Venture Capital Investment Tax Credit (VCI)

The Venture Capital Investment (VCI) Tax Credit is a non-refundable tax credit available to qualified applicants that provide investment capital to qualified Indiana businesses. The aggregate credit amount for a particular qualified business is equal to the lesser of 20 percent of the qualified investment or \$500,000.



21st Century Research and Technology Fund

The Indiana 21st Century Research and Technology Fund ("21Fund") helps develop and commercialize advanced technologies in Indiana. Proposals go through a review process whereby (1) the technology or science is reviewed by experts in the field and (2) the commercial viability of the proposal is evaluated.

Small Business Development Center (SBDC)

The mission of the Small Business Development Center ("SBDC") is to help Indiana businesses grow and create new jobs within the state. The SBDC provides free and low-cost information, management counseling, and educational services designed to support Indiana small business owners and potential entrepreneurs, including assistance with business plan development.

Certified Technology Parks

The Certified Technology Park program was created as a tool to support the attraction and growth of high-technology business in Indiana. Designation as a Certified Tech Park allows for the recapture of certain state and local tax revenue which can be invested in the development of the park.

Permitting Assistance

The IEDC can assist companies by serving as a liaison between the company and communities, local economic development organizations and regulatory agencies. The IEDC can also provide permit application assistance and tracking. This service is an effort to minimize the amount of time spent on regulatory compliance.

Initiatives

In addition to the grants, tax incentives, and services the IEDC offers generally, we are also focusing efforts on particular industries including:

- Life Sciences
- IT/High-Technology
- Advanced Manufacturing
- 21st Century Logistics
- Agribusiness
- International Development
- Insurance
- Motor Sports

Latest Legislative Developments

Research and Development Tax Credit

For taxable years beginning after December 31, 2007, the qualified research expense credit will be increased from 10% to 15% on the first \$1,000,000 of investment. The research expense credit may be carried forward for ten years.

Research and Development Sales Tax Exemption

This program provides a refund of 50 percent of the sales taxes paid on transactions involving research and development equipment acquired after June 30, 2005, and before July 1, 2007. This program will then exempt a person from 100 percent of the sales tax on research and development equipment acquired after June 30, 2007.

Automatic Property Tax Deduction Phase-In

Companies of all sizes making investments that increase their property's assessed value can receive an automatic property deduction. Deductions are available for investments in real and personal property. The deduction under this section is first available in the year in which the increase in assessed value resulting from the investment occurs and continues for the following 2 years.



Hoosier Headquarters Relocation Tax Credit

Beginning in 2007, a business that relocates its corporate headquarters (defined as the location of the principal office of the principal executives) to Indiana is entitled to a credit against its state tax liability equal to half of the costs incurred in relocating the headquarters. A company must have a worldwide annual revenue of at least \$500 million to qualify.

Shovel Ready Program

In an effort to accelerate the timeframe in which new businesses can relocate to or expand in Indiana, the Shovel Ready Site Development Center maintains a list of sites that have been pre-permitted.

Indiana Economic Development Corporation:

www.iedc.in.gov

