



Vermont Seed Capital Fund, LP

Investing in Entrepreneurs since May 2010

Annual Report to Limited Partners and State of Vermont Stakeholders
June 30, 2015

VCET Capital Corporation
General Partner and Fund Manager
January 31, 2016

Fund Overview

The Vermont Seed Capital Fund, LP launched for investing in May 2010. The for-profit Fund is managed by the VCET Capital Corporation, a wholly owned subsidiary of the non-profit Vermont Center for Emerging Technologies (VCET). VCET was selected as manager following a competitive bid process conducted by the Vermont Economic Development Authority (VEDA).

The for-profit Fund is capitalized with \$5.1M, is professionally managed and designed as a revolving venture capital investor to support a select number of seed and early stage companies.

Fund performance objectives include:

- Financial return commensurate with high risk investing in order to revolve the fund, after write-offs and expenses.
- Next generation job creation across Vermont.
- Capital leverage achieved for each \$1 invested by the Fund.
- Innovation ecosystem benefits (college technologies, internships, supply chain, cluster benefits, recruitment, natural resource utilization, green technologies, etc).

The Fund invests between \$25,000 and \$250,000 per transaction via a variety of debt and equity instruments. The Fund's manager, which is an entity, not an individual, makes investment recommendations for review and actions by the Fund's Investment Committee.

Because of a strategic relationship with VCET, portfolio firms also have access to substantive programs, coworking facilities, partners, mentors and value-adding services. VCET was named the #11 incubation program in the world by the UBI Index in 2013.

Fund Activity and Impact So Far

The Vermont Seed Capital Fund, LP ("Fund") was created to provide early stage, high risk companies with risk capital to start, create wealth and grow next generation employment opportunities. Prior to the Fund's capitalization in May 2010, Vermont was one of a handful of U.S. states without an early stage, state sponsored venture fund.

As of June 30, 2015, the Fund has invested in 18 companies for a total of \$3,399,759. This is comprised of \$2,479,544 in initial investments into 18 firms and \$920,215 in follow-on investments into 10 companies. Per company investments range from \$30,000 to \$408,063, with an average of \$188,876 invested per company.

The syndicate of co-investors, whether accredited angels, institutional venture capital firms or strategic corporate investors increased significantly in FY15. This is very positive for portfolio firms, the Fund and in exposing new investors to the Vermont innovation ecosystem and start-ups. So far, the Fund has co-invested with others such as Launch Capital, Atlas Ventures, .406 Ventures, VEDA, Fairhaven Capital, Silicon Valley Bank, Fresh Tracks Capital, Russell Investments, TransAmerica

Ventures, FinTech Collective and Google Ventures, among others. It is important to note that other accredited individual or institutional investors or lenders are responsible for their own due diligence and investment decisions.

The Fund is required to report on total capital at the time of initial investment per company as a measure of capital leverage. The total capital investment secured by the **18** portfolio companies at the time of the Fund's initial investments totals **\$17,024,128**. The Fund's leverage at time of initial investment was **6.9x**. Capital leverage at time of investment was expected to be 2x on average so evidence of companies and teams are better prepared for capital raising, a healthy private capital market exists, a positive network effect from within the portfolio and the Fund Manager's success at syndication. High risk capital is the protein source for emerging companies on their way to identifying a repeatable and sustainable business model.

The cumulative capital reported by portfolio companies now totals \$66,132,111 for a capital leverage ratio of 19.5x the Fund's invested capital of \$3,399,759. This is a significant achievement by the portfolio and in meeting a major Fund objective in increasing risk capital in Vermont. For comparison in FY13, the cumulative capital raised totaled just \$11, 524,128 which was a 4.0x leverage multiple.

As a standard practice, for each \$1 invested by the Fund, an additional +/- \$1 is held in reserve for follow-on growth financing, if it makes sense (and cents) to support further any one firm's situation. Not all firms who receive initial capital support, however, will receive follow-on funding. Since investing began in May 2010, the Fund has invested during the first 5 years into 18 firms during its first capital revolve cycle. At inception, the Fund had targeted +/- 16 initial investments for diversification and in meeting fund performance objectives. However, as of this report writing, the Fund has invested into 20 firms with the 21st pending.

In general, investments are not anticipated to return capital until years 5-8 though there may be exceptions. Per company investment losses are likely to occur during the first 1- 4 years post initial investment. However, there are a few portfolio firms where current year performance is a *make or break* year to either achieve a sustainable business model, sell or attract additional risk capital.

Nationally on average, about 80% of all capital in this stage of a company's life is used for personnel (full, part-time & consultant). Most of the Fund's investment proceeds are used for employees, marketing & sales, product development and general working capital purposes.

The communities in which these first 18 startup employers have been supported are: White River Junction, Woodstock, Richmond, Burlington, Winooski, St. Johnsbury, S. Ryegate, Montpelier, Colchester, Middlebury, Barre, Stowe, Charlotte, Berlin, and Waitsfield. Additional remote workers and offices are located around Vermont, around the US and in fact, across the globe.

The Fund's team has screened and reviewed an estimated 300 firms and entrepreneurs since inception. Capital seekers have come from across Vermont, the U.S., Quebec, alumni networks, portfolio company referrals, coworking members @VCET spaces, North Country Angels and elsewhere globally. At any given time, the Fund is tracking 2-3 firms for investment consideration. The investment process from initial screening to closing can range from 8 weeks to 2 years,

depending on the readiness of the business proposition, team, co-investors required for a sufficient round of finance and signals of market traction/demand for its products or services. The process averages about 3-5 months from start to closing. The Investment Committee meets monthly or more frequently as needed to review portfolio firm situations and new financings.

Initial Investments: During FY14, the Fund closed five initial company transactions into **Campus Connector** (d.b.a. **Bridj**) in Middlebury, VT, **Faraday** in Middlebury/San Francisco, **BityBean** in Charlotte, **Budnitz Bicycles** in Burlington and **NextCapital** in Stowe/Chicago.

For FY15, the Fund closed one initial new investment into **Ello** in Burlington/Boulder. Two other attempts for initial investment were close but failed to close for a variety of reasons, and two others were delayed in reaching an investment closing prior to FY15 ending. However, the companies were able to find financing without the Fund's participation. A very healthy ecosystem sign!

Follow on Investments: During FY15, most of the investing activity revolved around follow on financing considerations into existing portfolio firms. This past year, there were 7 follow-on financings conducted into 6 firms: **Green Mountain Digital (Yonder)**, **SemiProbe**, **Pwnie Express**, **Northern Reliability**, **Faraday**, **Budnitz Bicycles**. An additional two follow-on investment requests from two different existing portfolio firms were either declined or deferred subject to certain performance milestones/conditions to be achieved or an inability to agree on terms.

Realized Losses: During FY15, the Fund realized its fifth investment failure in BuysideFX. This was not generally anticipated and a disappointment for all involved. This was previously disclosed as a Subsequent Event in the FY14 Report. The team and company went for it but came up well short in the end. Details on these realized losses and their economic impacts are included later in this report. Four of these five investment losses had been previously written down in whole or part as an unrealized loss, during the Fund's semi-annual portfolio review and valuation process.

Looking Back, Looking Ahead: The Vermont start-up ecosystem remains active and improving overall. More teams and emerging companies are getting funded, generating revenues sooner and creating employment/wealth creation opportunities. The Fund remains a key and vibrant contributor within this ecosystem. Overall, Vermont is now experiencing a once in a generation uplift in angel investment from the incredible successes at Dealer.com and Keurig Green Mountain which have created massive new wealth for its investors, founders and employees. And, for the state to collect its tax share too. Many of these employees and founders (across all levels) are reinvesting into new start-ups, founding new companies, volunteering for entrepreneurial support programs like LaunchVT, HackVT and Tech@ Office hours and helping put Vermont on the map for startups and technology entrepreneurship. We count many as @VCET start-up mentors and co-investors too.

The other significant observation from FY15 has been the participation, network connections and activities by Vermont colleges and universities from around the state, not just in Burlington and Middlebury. Teams from Bennington College, Norwich University, Marlboro College and Castleton University for example, are now more engaged, active and supportive of student entrepreneurs. The Fund and the Vermont Center for Emerging Technologies (VCET) invested heavily in outreach in these communities, in classroom instruction, coworking sites, Young Professional Events and in

forging new long term relationships with key faculty and administrators who really “want it” when it comes to supporting entrepreneurship on their campus, within their local communities and across all of Vermont. This trend has some real potential!

Today, the demand for risk capital (equity) is greater than ever. Moreover, the teams are generally better, more prepared and with business plans/products/services market tested or validated. Very encouraging news as our local startups compete for people, customers and capital in New England. The challenge for the Fund is that it is reaching full commitment of its investable cash into new companies until existing portfolio companies return the Fund’s capital for reinvestment forward. We are pleased that we are soon to close in 2016 our 21st investment from this Fund. At outset, the Fund was modeled as investing into 16 companies initially. This was due to a nice exit in Sound Innovations in 2014 and in making smaller initial investments more recently. Several of the portfolio firms are scaling and threatening to become very large, valuable companies which may generate a healthy financial return for the Fund in the years ahead along with wealth and income growth for employees, founders and regional coinvestors.

However, not all is encouraging. Vermont and its companies require more institutionally managed seed and venture capital to meet present demands, create new wealth and employment opportunities and to close a remarkable national gap in Vermont for venture investment.

Despite all the recent years progress made in Vermont and with the operation of the Vermont Seed Capital Fund playing its part, Vermont remains significantly behind the nation in per capita venture capital investment. The data below shows how paltry the total venture capital investment is when compared to the US and then a to a simple average of Vermont’s bordering states. There is a long ways to go. This Fund and the VCET organization, as its manager, remain committed to improving this venture investment gap in the months and years ahead.

Venture Capital Dollars by (Selected) State 2014

Region	Per Capita	
US Total	\$152	Vermont versus US Total: <i>only 41%</i>
Massachusetts	\$694	
New Hampshire	\$85	Vermont versus Bordering States Avg: <i>only 25%</i>
New York	\$215	
Vermont	\$63	

Source: National Venture Capital Association/PricewaterhouseCoopers

Subsequent Events (July-Dec)

Subsequent to the Fund's June 30, 2015 year end thru December 31, 2015, the following warrant disclosure and sharing at this time:

- **Pwnie Express:** Additional follow on investment occurred into **Pwnie Express** in advance of raising its Series B round of financing.
- **NextCapital** closed a \$16M Series B offering, is actively recruiting on campuses and in the community for IT engineering talent. It recently opened a Burlington office upon exiting the VCET @ BTV coworking space. The Fund participated with a small follow on investment.
- **Horse Collaborative** - A multi-million financing occurred led by Boston Seed Capital with the Fund's participation and support. The team is now up to +/- 18 FTE, with the majority of full time employment based in Vermont within the VCET @ BTV facility in the FairPoint Technology Hub. The company was started by Dia Jenks and its CEO is Sean Hurley formerly of HearForward and Dealer.com.
- **Visura.co** - This team from Lamoille County joined the Fund's portfolio in October after nearly 2 years of working with the team, finding a GREAT coinvestor and structuring a seed round of finance. Congrats to Adrianna, Graham, Geoff and John! This was the Fund's 20th company investment.
- **Invested Capital:** As of December 2015, the Fund's total invested capital across **20** companies grew to nearly **\$3.8 million**. The Fund has a Term Sheet outstanding with an expected closing by end of March in 2016.

Fund Manager's Outlook into FY16

Since investing began in May 2010, the Fund's principal milestones and activities so far have been to organize quickly and properly, complete the initial \$5.1M capitalization, make 20 initial investments into diverse companies so far, make follow-on investments into 11 companies totaling \$1.1 million, provide oversight and support to 20 portfolio firms, limit realized losses to 5 companies to date, achieve a positive exit from a portfolio company sale, conduct annual Fund audits and reporting, prospect for high opportunity investments in support of Vermont's next generation of employers, and manage towards fulfilling the Fund's four principal objectives around **financial return, employment, capital leverage** and **ecosystem benefits**.

Given finite capital resources, statutory fund requirements and an increasingly active entrepreneurial sector in Vermont, the Fund must say "no thanks" or "not yet" much more frequently than "yes" to capital seekers, even worthy business propositions. Fortunately, the Fund's team is able to assist entrepreneurs and firms even if an investment is not made via a relationship with the non-profit Vermont Center for Emerging Technologies (VCET) and its network of mentors, partner organizations, angel investors, venture capital firms and higher education institutions.

For the 6th consecutive year, an independent Audit was performed and contained no deficiency findings or any corrective actions - this is another solid result in CPA parlance. Among other areas, the audit covered topics such as accounting, governance, conflict of interest policy, portfolio valuation, cash management and other internal processes and practices. Fund operating expenses were 2.66% which consists of a 2% annual management fee and certain direct professional services fees such as

legal, insurance and audit.

As we look ahead this year, the Fund anticipates making another 1-2 initial investments from available capital. Additionally, there will be more follow-on investment decisions to be made among the active portfolio. As determined by the Investment Committee and the company's performance, some portfolio companies may warrant additional funding, while others may not.

In accordance with policies and accounting standards, the Fund determines estimated market value adjustments at mid-year and year-end, or on an as realized, interim basis. These adjustments can include unrealized gains or losses and any realized gains or losses among its investments.

VCET Capital Corporation (the Fund Manager and General Partner) would also like to acknowledge and thank the Seed Fund Advisory Board (SFAB) members for their efforts and assistance. The volunteer members are Jo Bradley, Hinda Miller, Dr. John Evans and Bob Britt who rejoined the Board. Jason Oleet stepped off the Board this past year given his move to Asia - Thanks Jason! . SFAB was established under the enabling statutes, receives confidential information on investments, receives the Fund's audit and are invited to the semi-annual portfolio review meetings with the Investment Committee. Investment Committee members also attend the SFAB meetings.

Fund Investment decisions are made by a three member committee consisting of VCET Capital Corporation's David Bradbury and two independent Investment Committee members with deep early stage investing and fund operation experiences. James Robinson and Ken Merritt serve as volunteer investment committee members providing independent domain expertise and guidance. VCET's Andrew Stickney also plays a significant role in deal sourcing, due diligence, investment recommendations and post investment support. The General Partner wishes to thank these professionals for their considerable volunteer time, expert skills, and thoughtful deliberation on these high risk, early stage investments. Since inception, Investment Committee members and the General Partner follow a Conflict of Interest policy.

As cautioned each year, early stage investing can be described as a "team contact sport" in that this stage is high risk, always dynamic, subject to inevitable losses, requires significant post investment support, and yet offers the greatest potential for high wage job growth, risk capital inflows and new wealth generation for employees, founders and Vermont as a whole.

We remain fully engaged, proactive in outreach and active in investing into appropriate high risk opportunities, supporting entrepreneurs statewide and fulfilling the Fund's four principal performance objectives. Thank you for your continued support.

Sincerely,

David Bradbury

David Bradbury, President
VCET Capital Corporation

STARTUP: “A temporary organization formed to search for a *repeatable* and *scalable* business model”

-Steve Blank

Some of the Portfolio's sectors include:

Renewable Energy Storage

Advanced Manufacturing Equipment

Cyber Security / Internet of Things

Consumer Products

Financial Services Technologies

Big Data Marketing

Urban Transportation

Consumer Media & Commerce Platforms

and more...

Vermont Seed Capital Fund. LP Impact Measures @ June 30, 2015

The Vermont Seed Capital Fund, LP is a \$5.1M for-profit, professionally managed, permanently revolving, early stage investment fund. Investors are the Vermont Center for Emerging Technologies (\$1M) and the Vermont Economic Development Authority (\$4.1M) as limited partners. The Fund Manager is the VCET Capital Corporation, a subsidiary of the non-profit Vermont Center for Emerging Technologies (VCET).

Four principal operating and investment objectives guide our investments over a 10-year Fund horizon: Financial Return, Capital Leverage, Jobs Impacted, and Innovation Ecosystem Benefits.

<p>Financial Return (IRR)¹</p> <p>Target IRR > 20% Cumulative IRR -3.16%</p> <p>Absent an early year investment exits, positive IRR returns not anticipated until after year 5 and typical of the “J Curve” timing effect when investments start to return capital and gains to offset losses and expenses.</p>	<p>Jobs Impacted</p> <p>Target > 150 (Permanent FTE) Actual 174 Cumulative² 501</p> <p>Early stage firms can be expected to experience employment volatility associated with capital, revenues earned, and cash flows over time.</p>
<p>Capital Leverage</p> <p>Total VSCF Investment (18) \$3,399,759 Total Capital Investment \$66,132,111 Leverage 19.5x</p>	<p>Innovation Ecosystem Benefits</p> <p>5 downtowns, multiple higher education licensees, multiple internships and hiring. A world class network of mentors, board members, domain experts, strategic partners and institutional venture investors are being utilized in support of portfolio firms. Momentum continues!</p>
<p>Total Revenue</p> <p>Actual (LTM³) \$11,267,379 Cumulative \$36,191,793</p>	<p>Total Payroll</p> <p>Actual (LTM³) \$13,483,443 Cumulative \$29,783,283</p>
<p>Vermont Coverage</p> <p>White River Junction, Richmond, Woodstock, Middlebury, Winooski, Burlington, Montpelier, Colchester, S. Ryegate, St. Johnsbury, Barre, Waitsfield, Stowe, Charlotte</p>	<p>Investment Roadmap (first revolve)</p> <p>Target # Firms 16 Actual # Firms 18</p> <p>As of December 30th, Fund has invested into 20 firms.</p>

¹ IRR : Internal rate of return is the standard Fund financial performance measure of cash outflows and cash inflows adjusted for timing. Funds investing are typically negative in early years (1-5) and then anticipate positive returns in years 5-10 upon realized gains from remaining portfolio investments. This effect is also referred to as the J Curve in the venture fund industry.

² Job-years: This seeks to represent the cumulative Job years in portfolio companies as reported by firms annually.

³ LTM: Last twelve months.

PORTFOLIO COMPANIES @ JUNE 30, 2015



Sound Innovations

Location	White River Junction, VT
Fund Investment	\$150,000
Date of Investment	5.18.10
Date of Exit	2.28.14
Capital Returned:	\$450,000

- Description** Sound Innovations (SI) offers an Active Noise Reduction (ANR) technology platform for headsets, ear plugs and communication systems serving military, industrial, commercial and consumer markets.
- Use of Funds** Working Capital, Payroll, R&D, and S&M
- Status** [ACQUIRED February 2014](#). Returned 3x capital invested.



Green Mountain Digital

Location	Woodstock, Boston, Burlington, Boulder
Fund Investment	\$150,000 ; \$30,000 ; \$20,000 ; \$100,000
Date of Investment	9.22.10 ; 2.15.12 ; 3.6.13 ; 5.7.15

- Description** Green Mountain Digital, (d.b.a. Yonder) is an innovative digital media publisher and the mobile apps market leader for outdoor enthusiasts. The company's principal social app is Yonder. Download Yonder.it today and Get Outdoors!
- Use of Funds** Working Capital, Content, IT, Payroll, Production and marketing
- Status** **Active**



SemiProbe

Location	Winooski, VT
Fund Investment	\$250,000 ; \$114,585 ;
Date of Investment	\$43,478 12.20.10 ; 10.4.13 ; 11.5.15

- Description** SemiProbe designs and manufactures the most innovative probing, inspection and test semiconductor solutions available today. Customers include the top foundries, research centers and corporations in the world.
- Use of Funds** Working capital, payroll, IT development, equipment and sales
- Status** **Active**



Aprexis

Location	Montpelier, Denver
Fund Investment	\$200,000
Date of Investment	1.25.11

- Description** Aprexis Health Solutions empowers pharmacists with tools to increase medication adherence among patients. The easy to use, web-based software revolutionizes delivery of personalized medication therapy management (MTM) and patient-centric clinical services while increasing revenues for pharmacies.
- Use of Funds** Working capital, payroll, SaaS platform, customer services, and business development.
- Status** **Active**

ElectroCell

Location	Colchester, VT
Fund Investment	\$99,544
Date of Investment	12.30.11

Description ElectroCell provides liquid waste treatment services to livestock farms, municipal wastewater treatment plants and industrial customers. Its bioelectric treatment uses precisely managed electrical pulses to open organic cells with breakthrough efficiency.

Use of Funds Working capital, personnel, pilot projects, equipment, and sales

Status **Active**



Pwnie Express

Location	Berlin, Burlington and Boston
Fund Investment	\$200,000 ; \$100,000 ; \$77,152
Date of Investment	10.11.12 ; 8.29.13 ; 4.15.15

Description Pwnie Express is the premier global provider of innovative, cost effective, rapid deployment penetration testing and threat detection/visibility products. Their products have been incorporated into the cyber-security toolboxes of over one thousand security service providers, Fortune 500 companies and various federal agencies. Pwnie closed a \$5.1 Series A investment in August 2013.

Use of Funds Working capital, personnel, product development and business development

Status **Active - Subsequently, an additional \$127,152 invested over 4 transactions.**



Northern Reliability

Location	Waitsfield, VT
Fund Investment	\$150,000 ; \$75,000
Date of Investment	4.1.13 ; 3.27.15

Description As remote and back-up power experts, Northern Reliability offers premium stand-alone power systems and microgrids providing solutions for customers needing a reliable energy source for their business or community, no matter the location or environment.

Use of Funds Working capital, personnel, product development and business development

Status **Active**



GroupZoom (Bridj)

Location	Boston / Burlington
Fund Investment	\$50,000
Date of Investment	7.2.13

Description GroupZoom creates pop-up mass transportation networks, such as Bridj, a smart mass transit system, and Campus Connector, a bus service for colleges.

Use of Funds Working capital, personnel, product development and business development

Status **Active**



Faraday

Location	Middlebury, Burlington, SF
Fund Investment	\$75,000 ; \$100,000
Date of Investment	2.13.14 ; 1.21.15

Description Faraday helps companies sell things that matter to families that care. The company uses big data sources on over 100 million US households, proprietary learning algorithms and leading visualization tools to help companies find, reach and track customer acquisition programs for “considered purchases” like solar installations, college education, health care plans, etc

Use of Funds Working capital, personnel, product development and business development

Status **Active**



BityBean

Location	Charlotte, VT
Fund Investment	\$30,000
Date of Investment	4.9.14

Description BityBean designs and creates convenient and packable soft-sided child carriers, with future products in development.

Use of Funds Working capital, personnel, product development and business development

Status **Active**



Budnitz Bicycles

Location	Burlington
Fund Investment	\$250,000 ; \$100,000
Date of Investment	5.1.14 ; 4.6.15

Description Budnitz Bicycles creates luxury handmade bicycles and accessories. The company relocated from Boulder, CO to Burlington.

Use of Funds Working capital, personnel, product development and inventory.

Status **Active**



NextCapital Group

Location	Stowe, Burlington, Chicago
Fund Investment	\$250,000
Date of Investment	5.13.14

Description NextCapital is an enterprise wealth adviser technology platform that allows large institutions, wealth managers and investors build and manage personal, objective, and affordable world-class investment portfolios and services.

Use of Funds Personnel, Vermont company/office creation and business development

Status **Active - Subsequently, a Series B follow on investment of \$50,000 made in December 2015**



Ello

Location	Burlington/Boulder
Fund Investment	\$50,000
Date of Investment	10.17.14

Description Ello's mission is to transform the way creative people connect by fueling a worldwide movement based on beauty, positivity, and transparency. Ello is a Benefit Corporation

Use of Funds Personnel, Vermont company/office creation and development

Status **Active**

Subsequent to June 30, 2015, the following *new* initial investments occurred:



Horse Collaborative

Location	Burlington
Fund Investment	\$100,000
Date of Investment	10.21.15

Description The Horse Collaborative is a digital publishing platform for horse people. Since launching in 2012, the Horse Collaborative has quickly cultivated and connected a passionate international community of horse lovers, athletes, equine professionals, hobbyists, dreamers, and people who just think horses are cute.

Use of Funds Personnel, Vermont company/office creation and business development

Status **Active - Subsequent to June 30, 2015.**



Visura.co

Location	Burlington/NYC
Fund Investment	\$75,000
Date of Investment	11.19.15

Description Visura.co is professional global networking platform for photographers, large media buyers and organizations. The company is located in Stowe and NYC.

Use of Funds Personnel, Vermont company/office creation and business development

Status **Active - Subsequent to June 30, 2015. Fund's 20th initial investment.**

1Realized Gains:

After five full years of investing and support, the Fund is at the point where some investments are beginning to mature to a liquidity point that produces a return of capital. This liquidity can be produced any number of ways via sale, merger, recapitalizations, liquidations, employee buyout, etc. This financial return is by design and necessary to cover Fund expenses, losses and for revolving the fund forward in order to make continued investments into new entrepreneurs and emerging growth companies.

During FY15, there were no realized gains from within the portfolio.

Summary Data (1 Firm)

Total Fund Investment:	\$150,000
Cumulative Capital Raised:	\$4,203,630
Capital Leverage:	28.0x
Cumulative Wages Paid:	\$1,821,920
Cumulative Revenues:	\$2,833,799

Sound Innovations, Inc.

Fund Investment	\$150,000 (May 2010)
Capital Returned	\$450,000 (Feb 2014)

Fund Investment
Capital Returned

Fund Investment
Capital Returned

Fund Investment
Capital Returned

Fund Investment
Capital Returned

Realized Losses:

During FY15, one of the Fund's portfolio companies ceased operating for a variety of factors. These five now failed companies and teams worked tirelessly towards finding a sustainable business model. While these risk takers did not reach their lofty goals, the work and impacts of the employees, founders and investors nevertheless contributed to Vermont's start-up ecosystem and in meeting two other Fund objectives for capital leverage and payroll creation.

Summary Data (5 Firms)

Total Fund Investment:	\$735,000
Cumulative Capital Raised:	\$9,485,750
Capital Leverage:	12.9x
Cumulative Wages Paid:	\$3,238,155
Cumulative Revenues:	\$557,124

True Body Products

Fund Investment	\$50,000 ; \$10,000
Date of Investment	Jul 9 2010 ; Aug 8 2011

eCorp English

Fund Investment	\$200,000
Date of Investment	Oct 22 2010

Thermal Storage Solutions

Fund Investment	\$75,000 ; \$25,000
Date of Investment	Feb 22 2011 ; Nov 7 2011

Evergreen Behavioral Solutions (vTrim Online)

Fund Investment	\$150,000 ; \$25,000
Date of Investment	Sep 6, 2011 ; Apr 27, 2012

BuysideFX

Fund Investment	\$100,000 ; \$100,000
Date of Investment	5.16.12 ; 7.24.13

Fund Investment	
Date of Investment	