

FUND OVERVIEW

SJF Ventures finances and assists rapidly growing companies whose competitive advantage includes environmental or workforce innovation. SJF is highly selective in identifying teams and business models that can sustain rapid sales, profitability, employment growth and premium exits. Founded in 1999, SJF currently has \$30MM under management and is investing from its second fund, which will finalize its fundraising in late 2005.

INVESTMENT STRATEGY

Industry Focus: SJF invests in clean technologies in large mainstream markets, technology enabled business services and consumer products. Particular interests:

- ❖ Industrial technologies & energy efficiency
- ❖ Green power & clean coal technologies
- ❖ Electronics & specialty materials recycling
- ❖ Green & secure building technologies & services
- ❖ Domestic outsourcing & business services
- ❖ Agricultural technology & sustainable food processing
- ❖ Healthy, organic & premium consumer products
- ❖ Health care equipment & services















Stage: Expansion stage companies with revenues of \$1MM to \$20MM at an inflection point for rapid growth.

Size, Structure: Initial investments \$500K to \$1.5MM in financings up to \$7MM, preferred stock or debt with warrants.

Geographic Focus: Primarily Eastern U.S.

Portfolio Support: Board participation, growth, M&A, management recruitment and capitalization strategies. Allied non-profit SJF Advisory Services provides entrepreneurial assistance and workforce services.

SJF PORTFOLIO COMPANIES

Cleantech	Business Services	Consumer Products
 <p>Online auto salvage auction Titusville, PA</p>	 <p>E-fulfillment for distance learning Nelsonville, OH</p>	 <p>Media asset management software Atlantic Highlands, NJ</p>
 <p>Fertigation and on-site wastewater systems Darlington, SC</p>	 <p>Security system services Charlotte, NC</p>	 <p>Direct-mail gourmet frozen food Plattsburgh, NY</p>
 <p>Synthetic coatings for paper & textiles Atlanta, GA</p>	 <p>Financial information industry contact center Woodstock, GA</p>	 <p>Inner-city day care centers Pittsburgh, PA</p>
 <p>Chemical analysis instrumentation Olney, MD</p>	 <p>Printing & fulfillment Newark, DE</p>	 <p>Commercial flooring products Avon, MA</p>
 <p>Commercial property energy efficiency Philadelphia, PA</p>		 <p>Cosmetics Yonkers, NY (exited 2004)</p>

SJF TEAM

- **David Kirkpatrick**, *Managing Director*, MBA, UNC-Chapel Hill, prev. with KirkWorks, SunShares.
- **Rick Defieux**, *Investment Committee Chair*, MBA, Columbia University. Also General Partner of four other venture funds with \$250MM under management (Allegra Capital Partners IV, Edison Venture Fund I, II & III).
- **Dan Hoversten**, *Managing Director*, MBA, Syracuse University, prev. with ProEdge Fund, Alex Brown.
- **Rick Larson**, *Managing Director*, MBA, Yale University, prev. with REAL Enterprises, Cummins Engine.
- **Bonny Moellenbrock**, *Finance Director*, MBA, MRP, UNC-Chapel Hill, prev. with Nature Conservancy, Historic Preservation Foundation, Orange Recycling Services.
- **Anne Claire Broughton**, *Executive Director*, SJF Advisory Services. BA, Oberlin College, Certificate in Non-Profit Management, Duke University, prev. Editor-in-Chief, *Recycling Today* magazine.
- **David Griest**, *Associate*, MBA, Yale University, prev. with Croft & Bender, investment banking and venture capital.

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