



GREATER CINCINNATI VENTURE ASSOCIATION

2003 ENTREPRENEUR RESOURCE GUIDE

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A FEW WORDS ABOUT ENTREPRENEURS

If you look up the meaning of the word "entrepreneur" in the dictionary it says:

A person who organizes, operates and assumes the risk for a business venture.

An oversimplification to say the least. On the subject of entrepreneurship, consider what some others have had to say:

"If we listened to our intellect, we'd never have a love affair. We'd -never have a friendship. We'd never go into business, because wed' be cynical. Well that's nonsense. You've got to jump off cliffs all the time and build your wings on the way down."

- Ray Bradbury

"What would life be if we had no courage to attempt anything?"

- Vincent Van Gogh

"Entrepreneurs are the forgotten heroes of America"

- Ronald Reagan

"The reason a lot of people do not recognize opportunity is because it usually goes around wearing overalls looking like hard work."

- Thomas A Edison

"Our greatest glory is not in never failing, but in rising up every time we fail."

- Ralph Waldo Emerson

*For all of you who dare to do things your own way,
start your own business and building something from nothing:*

*Don't give up. Believe in yourself and your dreams.
Set out a plan, listen to others, then revise, adapt, change and
be willing to do whatever hard work is necessary to make your dream a
reality. And, keep in mind, sometimes even the best businesses just need a
little luck to take off.*

GCVA FAST FACTS

The Greater Cincinnati Venture Association supplies entrepreneurs and investors with a much needed resource - each other!

GCVA is a professional forum for bringing together all the many individuals and organizations who build the entrepreneurial community. Our activities provide opportunities for members to promote new ventures, participate in ongoing education, network with others interested and involved in the entrepreneurial process, and provide a dedicated venue for discussion of issues about entrepreneurship. Our core Programming includes:

- Monthly luncheons with keynote speaker.
- Monthly business plan presentation by local entrepreneurs.
- Networking with venture capital community members.
- Annual seminar to educate and inform you of

A Special Thanks to Our Board Members

Executive Committee

Rob Daly, GCVA President, BlueSpring Software
Barbara Aras, Esq., Marketing Chair, Main Street Ventures
Rick Kieser, Programming Chair, River Cities Capital Fund
John S. Stith, Esq., Board Membership & Sponsors, Frost Brown Todd
Jennifer Wolfe, Esq., APR, Presenters Chair, The Wolfe Law Practice

Board Members At Large

Stephen Baker, Fort Washington Investment Advisers
John Bernloehr, The Walnut Group
Donald Bush, CPA, Pricewaterhouse Coopers
William Cunningham, Cincinnati Bell
Paul Darwish, Closson's
John Habbert, Queen City Angels
Eric Kearney, Abdiel Business Ideas
Richard Kiley, MRK International
John McIlwraith, Blue Chip Venture Company
George Molinsky, Esq., Taft Stettinius and Hollister
Tom O'Neil, Ernst & Young
Jeff Pasquale, Fifth Third Bank
Harry Robinson, Robinson Enterprises
Marcie Taylor, Grant Thornton

Program Manager

Mandy Justice, Greater Cincinnati Chamber of Commerce

2003 GCVA Calendar of Events

The GCVA meets on the third Tuesday of every month, September through June at noon for presentations by entrepreneurs, venture capitalists and other speakers of interest to promote the entrepreneurial spirit and to encourage small business investment in the area.

- October 21, 2003David Jones, Chrysalis Ventures
- November 18, 2003To be announced
- December 16, 2003Tom Churchwell, ARCH Development Partners - Sounding Board Luncheon
- January 20, 2004Rebecca White, Northern Kentucky University
- February 17, 2004Gus Long, Fund of Funds and Ohio-based PE Initiatives
- March 16, 2004Larry Farrel, author of "The Entrepreneurial Age"
- April 20, 2004John Rice, Early Stage Bio-tech Investing
- May 18, 2004Inventors Fair, Showcasing 10 "cool" Inventions
- June 15, 2004To be announced

Presenters Committee

Looking for capital for your new or growing business?

The GCVA provides a forum for entrepreneurs to formally present their business plans to our audience of investors and service providers. As a presenter, your executive summary will reach our membership, and you will receive valuable feedback on your presentation and business concept.

Ten minute presentations are reviewed and selected by the members of the Presenters Committee three to four weeks prior to the next event.

The steps to presenting are as follows:

1. Send an executive summary (maximum 3 pages) for a confidential review.

Greater Cincinnati Chamber of Commerce Attn: Mandy Justice
4540 Cooper Rd. Ste. 305
Cincinnati, OH 45242
mjustice@gccc.com

2. If the business is appropriate for our audience, you will be contacted to schedule a meeting during the pre-selection meetings, which take place from 4-6 p.m. three to four weeks prior to the monthly luncheon.
3. At the Presenters Committee meeting you will present your business in ten minutes or less to our Committee members. The CEO should give this presentation, and PowerPoint is preferred. To view a sample PowerPoint presentation, visit the GCVA website.

Your presentation will be considered on the following criteria:

- Professional graphic look of PowerPoint presentation
- Speaking ability of the presenter
- Presentation is of interest to our audience
- Handling of Q&A professionally
- Providing quantitative support for your business concept (i.e. market analysis, industry data, etc.).

4. The committee will then choose one or two companies to speak at an upcoming GCVA luncheon.

The following are prerequisites to present to the selection committee:

- Attend a GCVA luncheon. Please see the Calendar of Events for a listing of the upcoming luncheons.
- Follow the content guidelines of the Sample PowerPoint.
- Adhere to the 10-minute time limit. You will be cut-off at 10 minutes.

GCVA Sponsorship

The GCVA is supported by its membership and by monthly sponsors of each luncheon. A special thanks to our sponsors from the 2002-2003 season:

- Thompson Hine
- The Bachman Group
- River Cities Capital Funds
- Blue Chip Venture Company
- Xavier University
- Hamilton County Development Company
- Frost Brown Todd
- Fort Washington Investment Advisors
- Taft, Stettinius, & Hollister – Professional Women's Resource Group

And, also a very special thanks to our upcoming sponsors for the 2003-2004 season.

Blue Chip Venture Company
Chrysalis Ventures
Fort Washington Investment Advisers Inc.
Graydon Head & Ritchey
Pricewaterhouse Coopers (education sponsor)
River Cities Capital Funds

Sponsoring GCVA or events is a great way to show your support for entrepreneurship in the region. Some of the benefits of sponsorship include:

- Table in the foyer of the luncheon to display materials and have company representatives
- Two free admissions to the luncheon – all other registrations will be at the \$25 member price.
- Signage on all marketing materials, including printed materials, web site, emails, and PowerPoint displayed at the beginning of the luncheon
- Opportunity to introduce one of the luncheon presenters
- Personal thank-you from the podium by the GCVA President

If you are interested in sponsoring, please contact Mandy Justice, mjustice@gccc.com, (513) 686-2946.

WORKSHOP AGENDA

ONE-STOP SHOP FOR TRI-STATE ENTREPRENEURS

8:00 a.m. – Registration

8:15 a.m. – Panel Discussion

Entities Fostering Economic Development Panel Discussion

- Barbara Aras - Main Street Ventures
- Casey Barach - Madison E-Zone
- Steve Downey - Metacyte Business Lab
- Carol Frankenstein - Bio/Start
- Barbara Hayde - The Entrepreneurs Center
- Pat Longo - Hamilton County Development Center

Moderated by Mark Crane, executive director of The Enterprise Corporation in Louisville

10:00 a.m. – Network Break

10:15 a.m. – Panel Discussion

Regional Capital Providers Panel Discussion

- Steve Baker - Fort Washington Investment Advisors
- Greg Chapman - Anchorage Angels
- Chris Howard - Miami Valley Venture Fund
- Bob Saunders - Chrysalis Ventures
- Representatives from Blue Chip Venture Company and River Cities Capital Funds

Moderated by Rob Daly, president of Bluespring Software

11:45 – Network Break & Luncheon Registration

12:00 – Lunch and Keynote presentation by Dave Conway, president of Construction Software Technologies.

To Our Sponsors

Dear Sponsors,

Just as young entrepreneurs need investors to help them get on their feet, the GCVA also needs a little help. Without corporate, venture and investors' support, it would be difficult to program GCVA events. Bringing together entrepreneurs and investors is essential to growing business in Cincinnati and the area, and because of sponsors like you, we can continue to connect people throughout the city, state and the region through our luncheons and special events.

We would like to thank all of our sponsors for today:



Chrysalis Ventures; Fort Washington Investment Advisers, Inc.; Graydon, Head & Ritchey, LLP; and River Cities Capital Funds have made today possible. Your financial backing and support makes it possible for us to thrive and for business to make significant gains. Together, we can continue to grow the economic strength of our community one entrepreneur at a time. Thank you for your support!

Sincerely,

A handwritten signature in black ink that reads "Rob Daly".

Rob Daly, GCVA President

CHRYSLIS SPONSOR PAGE INSERTED HERE

FORT WASHINGTON CAPITAL

GRAYDON HEAD & RITCHEY

RIVER CITIES CAPITAL

PROFILE PAGES

The following pages profile the participants in today's workshop.

Entrepreneur Resources & Incubators

- Bio/Start
- Cincinnati Business Incubator
- The Entrepreneurs Center
- Enterprise Corp
- Hamilton County Development Center
- Madison E-Zone
- Main Street Ventures
- Metacyte Business Lab

Sources of Capital & Financing

- Anchorage Angels
- Chrysalis Ventures
- Blue Chip Venture Company and River Cities Capital Funds
- Fort Washington Investment Advisors
- Miami Valley Venture Fund
- Queen City Angels
- Moderator – Rob Daly of Blue Spring Software

Bio/Start

President

Carol J. Frankenstein

3130 Highland Ave.
Third Floor
Cincinnati, Ohio 45219

P (513)475-6610

F (513)221-1980

info@biostart.org

www.biostart.org



Elevator Speech

Biostart provides business assistance and laboratory space for health care product and service companies in a state-of-the-art facility located near the UC medical campus. Their services focus on specific needs of health care companies with respect to product development, regulatory, reimbursement and marketing. Biostart serves scientists, engineers, business development and health care professionals who want to start a health care products or service company. They also offer business counseling, entrepreneurial education and support to enhance a tenant's probability of success.

Success

- BIO/START companies have created 100 jobs and attracted over \$25 million in investment to the Greater Cincinnati community.
- BIO/START is a founding member of SoundingBoard, the monthly business plan review program that improves the investment worthiness of entrepreneurial business plans through real time feedback from experienced investors and business professionals. Information available at www.cincysoundingboard.com.
- Companies have also brought more than \$16 million into the region through equity investments, SBIR and other grants and research contracts.

Cincinnati Business Incubator

President/CEO
Wayne Hicks

Cincinnati Business Incubator, Inc.
1634 Central Parkway
Cincinnati, OH 45202

P (513)362-2700
F (513)784-0812

www.cbincubator.org
info@cbincubator.org



Elevator Speech

Cincinnati Business Incubator serves the small business needs of all existing and potential entrepreneurs of Cincinnati and southwest Ohio, with a focus on minority and women-owned businesses. CBI is committed to supporting the small business community of the Greater Cincinnati area by providing training, management and financial resources including expertise and support networks. It also provides professional conference rooms, administrative support, office machinery and furnishings. They emphasize helping businesses in nine neighborhoods in Cincinnati: Avondale, Corryville, Evanston, Fairview/Clifton Heights, Mount Auburn, Over-the-Rhine, Queensgate, Walnut Hills and the West End.

Success

The Profitable Business Series is a new business learning opportunity that was introduced this year through a collaborative effort between CBI and Mbe-Coach. These workshops cover important information that start-up and existing entrepreneurs need to know to grow profitable businesses. They are offered online, 24 hours a day, by phone, and through face-to-face classroom workshops.

The Enterprise Corp.

Executive Director
Mark Crane

123 East Main Street
Suite 203
Louisville, KY 40202

P (502)625-0047
F (502)625-0061

www.enterprisecorp.com
info@enterprisecorp.com



Elevator Speech

The Enterprise Corp. serves entrepreneurs in the greater Louisville area by providing business-planning services, financial workshops, mentor matchmaking, capitalization strategy, and acquiring capital investors. Their mission is to increase the quality and quantity of fast-growth companies in the area. By assessing a business concept and its potential for growth and selecting concepts that demonstrate a high potential for growth, The Enterprise Corp can provide detailed service for their clients, from the concept phase through the client's maturity.

Success

- Between July 2002 and July 2003, The Enterprise Corp. serviced over 80 clients from the Greater Louisville Area.
- These clients have raised \$3.2M in capital and create many new economy jobs.
- One recent success was the acquisition of Advanced Imaging Concepts, which raised only \$1M in capital and sold in July 2003 to AllScripts Healthcare Solutions for \$18M.

The Entrepreneurs Center

President
Barbara Hayde

714 East Monument Avenue
Dayton, OH 45042

P (937)281-0098
F (937)281-0099

www.techincubator.org
bhayde@techincubator.org



Elevator Speech

Since opening in October 2000, The Enterprise Center (TEC) has grown to full capacity, with 27 tenants in its 35,000 square feet facility. TEC, a technology- based incubator located in Dayton, Ohio, researches, identifies, teaches and disseminates critical skills and values to enable entrepreneurs to succeed. TEC's goal is to graduate successful tenants who will continue to contribute to the economic health of the region through the creation of jobs.

Success

- TEC has helped to retain 81 jobs and has created 73 new jobs since its beginning.
- One TEC company reports their sales revenue has increased by 1500 percent in the last 33 months.
- Another company's sales have tripled since their annual evaluation less than a year ago.
- A tenant who came in at pre-market and became post-market six months later now has the distinction of being the first tenant to export their product.

Hamilton County Business Center

Executive Director
Patrick N. Longo

1776 Mentor Avenue
Cincinnati, Ohio 45212

P (513) 631-8292
F (513) 351-0610

www.hcdc.com
Longo@HCDC.com



Elevator Speech

HCBC provides entrepreneurs with four essential components to starting and growing a business – flexible space, access to back room services and amenities, access to business coaching, seminars, and networks, and participation in an entrepreneurial environment. They provide a full-service incubation program in their Norwood, Ohio facility. HCBC is co-sponsor of SoundingBoard, an entrepreneurial focused capital presentation forum. HCBC prides itself on being known as the place “Where Business Comes to Life!” as it assists early stage, innovative, and scaleable businesses in a variety of industries.

Success

- HCBC has successfully graduated 75 businesses since 1992 that have created over 1,500 jobs and annually generate over \$150 million of revenue.

Madison E-Zone

Executive Director
Casey Barach

535 Madison Avenue
Covington, KY 41011

P (859)292-7781
F (859)292-7793

www.madisone-zone.com
cbarach@madisone-zone.com



MADISON
E - Z O N E

Elevator Speech

Madison E-Zone provides entrepreneurs with instructional programs and incubator space in their Northern Kentucky facility. Their mission is to enhance the success and sustainability of Northern Kentucky's knowledge-based companies by engaging the strengths and resources of business, government, and universities. E-Zone combines programs built on coaching and mentoring to maintain a thriving entrepreneurial climate supported by programs that inspire and accelerate the commercialization of ideas. Each stage of the building process involves utilization of an "ABC" process: assessment; business planning and capitalization.

Success

- Since opening in September of 2001, Madison E-Zone has helped clients raise more than \$4.5 million investment dollars.
- The E-Zone is only as successful as its clients are and have many successful clients: Tier One Performance Solutions; DataWing; People Strategy; Global Project Design; Optimum Pay; Know Your Rules; IDS; dba Direct and many others.

Main Street Ventures

Chief Executive Officer
Barbara Aras

1201 Main Street 3rd floor
Cincinnati, Ohio 45210

P (513)241-6695

www.digitalrhine.com
digitalrhine@hotmail.com



Elevator Speech

Main Street Ventures is a nonprofit organization with an economic development charter focused on developing the Over the Rhine/Upper Main Street District of downtown Cincinnati – an area that is now referred to as the “Digital Rhine” – into an entrepreneurial technology development hub. Their goal is to create a community that shelters high-growth potential startup companies and helps increase their chance for success. They provide office space and service, internet access and email, and temporary web site hosting for developing businesses, as well as evaluating business models and providing educational opportunities.

Success

- Since the inception of Main Street Ventures, the organization has created more than 30 new technology companies and attracted approximately 200 jobs.
- MSV has also raised \$90 million in capital investment for the Digital Rhine sector and into high growth potential companies.

MetaCyte Business Lab

Chief Operating Officer
Steve Downey

201 E. Jefferson Street
Louisville, KY 40202-1209

P (502)569-1020
F (502)569-1021

www.metacyte.biz
sdowney@metacyte.biz



Elevator Speech

MetaCyte Business Lab LLC is the venture development subsidiary of Louisville Medical Center Development Corporation. By creating and assisting in the development of high-growth life science companies, MetaCyte aims to improve the health of Kentuckians while growing the state's economy. In addition to providing clients with business development services such as due diligence, business plan development, capital formation, and management enhancement, MetaCyte Business Lab also provides office support services.

Anchorage Angels

Executive Director
Greg Chapman

808 Towner Place
Anchorage, KY 40223

gregchky@bellsouth.net



Elevator Speech

Anchorage Angels provide capital, expertise, contacts and straight talk for entrepreneurs in and around Louisville, KY. Their mission is to provide investors with positive returns commensurate with high-risk investments. Anchorage Angels invest in companies with a demonstrable record of success.

Success

- Since their inception in September 1999, Anchorage Angels has boasted twenty portfolio companies, four write offs and three exits.
- There have been three liquidity events from their portfolios in two years.

Chrysalis Ventures

*Chairman and Managing
Director*
David A. Jones, Sr.

101 South Fifth Street,
Suite 1650
Louisville, KY 40202

P (502) 583-7644
F (502)583-7644

www.chrysalisventures.com
info@chrysalisventures.com



Elevator Speech

Chrysalis Ventures, based in Louisville, KY, is a leading source of equity capital for growth companies in the Southeast and Midwest. The investment group identifies and nurtures promising early-stage companies poised for growth, contributing not only capital but also hands-on experience and assistance. Typically investing at least \$1.5 million, Chrysalis prefers to invest in companies that are already generating revenue.

Success

Some representative graduate investments:

- PeopleFirst.com – Chrysalis was the original venture capital investor in San Diego, CA-based PeopleFirst.com, which has become the leading provider of automobile loans on the Internet. The company was acquired by Capital One in October 2001.
- Six Flags – Chrysalis was also an original investor in Premier Parks, which later acquired the Six Flags group in 1998. Today, the Oklahoma-based company is the world's largest regional theme park company.
- AT&T Wireless – Tritel Communications, a Jackson, MS-based startup that went public and merged with Telecorp PCS, is another one of Chrysalis' successes. Telecorp PCS was then acquired by AT&T Wireless in February 2002.

Miami Valley Venture Fund/ Dayton Development Coalition

Executive Director
Christina S. Howard

900 Kettering Tower
Dayton, Ohio 45423

P (937) 222-4422
F (937) 222-1323

www.daytondevelopment.org
choward@daytondevelopment.org



Elevator Speech

The Miami Valley Venture Fund invests in small companies in early and growth stages located within the 10-county Dayton, Ohio Region. Through syndication with other venture sources participating in the Dayton Investment Network, they also accommodate investments of \$5 million and more to include corporate buyouts, rollups and regional expansion opportunities. The General Partner of MVVF is the Dayton Development Coalition, a private, non-profit economic development agency. MVVF serves high technology and high growth companies.

Their mission is to help target the Dayton area's resources and talents in all stages of business creation and growth and to link entrepreneurs with the resources and partnerships they need to plan and implement their concepts

Bluespring Software

President/CEO

Rob Daly

1128 Main St. 3rd Floor
Cincinnati, OH 45210

P (513)794-1764

F (513)794-1724

www.bluespringsoftware.com



Elevator Speech

Bluespring Software, headquartered in Cincinnati, OH, is a leading provider of pre-sale opportunity assessment solutions for non-standard opportunities in the telecommunications industry. Founded in 1991 on a vision to assist Tier 1 communications service providers evolve their customer acquisition strategy to embrace ICBs as a source of profitable growth, Bluespring continue to help ensure that the questions that impact profitability are answered before a non-standard deal is consummated. Bluespring Software serves the Telecommunications industry, specifically addressing the need of communications service providers to perform thorough pre-sale opportunity assessment of complex business opportunities presented by their enterprise customers. Bluespring Software's products are sold through direct and indirect channels worldwide.

DIRECTORY OF RESOURCES

Development Resources

Association for Corporate Growth - Cincinnati

4540 Cooper Road, Suite 305
Cincinnati, Ohio 45242
P (513)686-2946
F (513)686-2999
www.acg.org/cincinnati
mjustice@gccc.com

- Mergers and acquisitions

CincyTech USA

P (513)579-3158
www.cincytechusa.com
kleavitt@gccc.com

- Presentations, training, networking

theCircuit

4500 Cooper Rd. Suite 206
Cincinnati, OH 45242
P (513)791-2884
F (513)791-4808
www.thecircuit.net
blark@thecircuit.net

City of Cincinnati Department of Economic Development

P (513)352-3950

- Licenses, MBE and WBE certifications
- City procurement information
- Zoning information

Edison Biotechnology Center/Omeris

1275 Kinnear Road
Columbus, OH 43212
P (614)675-3686
F (614)675-3687
www.omeris.org

The Greater Cincinnati Chamber of Commerce

441 Vine Street, Suite 300
Cincinnati, Ohio 45202 USA
P (513)579-3100
F (513)579-3101

www.cincinnati-chamber.com

- Business Information
- Economic Development
- Education and Networking

Hamilton County Business Center

1776 Mentor Avenue
Cincinnati, OH 45212
P (513) 631-8292
www.hcdc.com

Hamilton County Development Company

1776 Mentor Avenue
Cincinnati, OH 45212
P (513) 631-8292
F (513) 631-4887

www.hcdc.com

- Grants/loans and government programs

Northern Kentucky Chamber of Commerce

300 Buttermilk Pike Suite 330
Fort Mitchell, KY 41017
P (859)578-8800
www.nkycc.org

- Small Business Development Center

Ohio Angels

www.ohioangels.com

Ohio Department of Development

77 South High St.
Columbus, Ohio 43215-6130
P. O. Box address: Box 1001
Columbus, Ohio 43216-1001
P 1-800-848-1300

www.odod.state.oh.us/

- Business Permit Center
- State legal information

Ohio Small Business Development Center

P (513)984-2082

- Seminars and low cost consulting
- Links to regional SBDC organizations

Small Business Administration (SBA)

P (513)684-2814

www.sba.gov

- SBA loan Guarantees
- Numerous "How-To" Publications
- SCORE program mentors

Tech Solve

P (513)948-2000

www.techsolve.org

University of Cincinnati Small Business Development Center

P (513)556-2071

www.uc.edu

www.morebusiness.com

- Business resources for entrepreneurs by entrepreneurs

Financing

Ariston Capital

312 Walnut Street
Cincinnati, OH 45202
P (513)564-9900

Athenian Venture Partners

P (740)593-9393

www.ovvf.com

info@athenianvp.com

- Invests in life sciences companies

Blue Chip Venture Company

250 E. Fifth Street, Suite 1100
Cincinnati, OH 45202
P (513)723-2300
www.bcvvc.com

Chrysalis Ventures

1650 National City Tower
101 South Fifth Street
Louisville, KY 40202
P (502)583-7644

www.chrysalisventures.com

info@chrysalisventures.com

- Invests in young health and business services firms

CID Equity Partners

312 Elm Street
Cincinnati, OH 45202
P (513)381-4748

Circuit/C-Cap

P (513)791-2884
www.thecircuit.net
c-cap@thecircuit.net

- Seed funding
- Seminars
- Angel investing

Flying Start Ventures

36 E. Fourth Street
Cincinnati, OH 45202
P (513)241-4554

Ft. Washington Investment Advisors

P (513) 361-7616
www.fortwashington.com

- An investment advisory firm which offers professional and comprehensive investment management services to a variety of clients

GetSmart Financial Marketplace

Providian Financial Corp.
San Francisco, CA

Hillstreet Capital

300 Main Street
Cincinnati, OH 45202
P (513)651-0800

Independent Community**Bankers of America**

One Thomas Circle NW,
Suite 400
Washington, DC, 20005
P (202)659-8111

Isabella Capital

312 Walnut Street
Suite 3450
Cincinnati, OH 45202
P (513)721-7110
F (513)721-7115
www.fundisabella.com
info@fundisabella.com

Redwood Venture Group

9468 Montgomery Rd.
Cincinnati, OH 45242
P (513)984-9730

River Cities Capital Funds

221 East 4th Street, Suite 2250
Cincinnati, OH 45202
P (513)621-9700
www.rccf.com

Tri-State Growth Fund

P (513)361-7616

- The fund will make few, if any, direct investments in companies. The strategy is to invest in seed & early stage venture funds, spurring development of those funds in our region. These seed and early stage funds will make direct investments in companies.

Walnut Group

312 Walnut Street, Suite 1151
Cincinnati, OH 45202
P(513)651-3300

Incubators

BioStart

www.cincytechusa.com
P (513)475-6610
Business assistance for startups in the bio/med industry

Cincinnati Minority/Female Business Incubator

P (513)861-6616

Madison E-Zone

535 Madison Avenue
Covington, KY 41011
P (859)292-7781
F (859)292-7793
www.madisone-zone.com
cbarach@madisone-zone.com

Main Street Ventures

1201 Main Street 3rd floor
Cincinnati, Ohio 45210
P (513)241-6695
www.digitalrhine.com
digitalrhine@hotmail.com

Universities

Miami University Page Center for Entrepreneurship

218 Upham Hall
Miami University
Oxford, Ohio 45056
P (513)529-1221
F (513)529-3288
www.sba.muohio.edu/PageCenter/

Northern Kentucky University (SBDC)

222 BEP Center - NKU
Highland Heights, KY
41099-0506
P (859)572-6524
F (859)572-6567
www.nku.edu/~sbdc/
ashmahs@nku.edu

- Confidential consulting
- Training
- Classroom consultation

University of Cincinnati (SBDC)

7162 Reading Road Suite 725
Cincinnati, OH 45237-3838
P (513)556-2072
http://www.cba.uc.edu/cbainfo/sbdc/

- Strategic planning

- Business plan development
- Startup assistance

Xavier Entrepreneurial Center

P (513)745-EXEC(3932)

- Foundations of Entrepreneurial Success seminars
- Lessons in Leadership seminars
- Small Business Institute Consulting

Venture Clubs

Columbus Investment Interest Group

37 North High Street
Columbus, OH 43215
P (614)221-1321
1-800-950-1321
www.columbus-chamber.org/investor.html

Mid-Miami Valley Venture Association

137 N. Main Street, Suite 702
Dayton, Ohio 45402-1729
P (937)228-1141
F (937)228-8468
www.mvva.org
info@mvva.org

Midwest Entrepreneurs' Forum

8 S. Michigan Avenue #1000
Chicago, IL 60603
P (312)857-0301
F (312)580-0165
mef@gss.net
www.gss.net/mef/

- Business plan presentations

**National Association of Venture
Forums**

1173 N. Price Rd.
St. Louis, MO 63132
P (314)567-4145
navf@sbmon.com
www.ventureforums.org/

**National Venture Capital
Association**

1655 North Fort Myer Drive
Suite 850
Arlington, Virginia 22209
P (703)524-2549
F (703)524-3940
www.nvca.org

Venture Club of Indiana

P.O. Box 40872
Indianapolis, IN 46240-0872
P (317)726-5040
www.ventureclub.org/

Venture Club of Louisville

3400 Woodside Road
Louisville, KY 40222
P (502)589-6868
www.ventureclub-louisville.org/

GCVA MEMBERS

The GCVA members are included below. For contact information for these members, please visit www.gcva.com.

GCVA Corporate Members

Alpha Capital
Angus Group, LTD.
Baker & Hostetler
Ballenger Strike & Associates
Bank One
Barnes Dennig & Co.
Blue Chip Venture Company
Bluespring Software
Chrysalis Ventures
Cooney Faulkner & Stevens
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ABOUT THE RESOURCE GUIDE

This is the first year the GCVA has compiled a resource guide for its members. We hope it is helpful and informative as a guide to entrepreneur resources in the tri-state area.

The GCVA will update and provide this guide annually to its members. If we have failed to include your organization or provided any inaccurate information, please let us know for future editions.

We also welcome your input for additional sections and information to improve the value of The Guide. We hope this will continue to grow and become a valuable publication to our membership.

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