

QUALIFIED NEW BUSINESS VENTURE (QNBV) PROGRAM 2015 RESULTS

By helping startups get access to the capital necessary for growth, the Wisconsin Economic Development Corporation's (WEDC's) Qualified New Business Venture (QNBV) Program contributes to a thriving startup ecosystem in Wisconsin. By offering tax credits for investments made in QNBV-certified companies, the program supports innovation and the commercialization of next-generation discoveries in areas including biotech, health technology, information technology, manufacturing, energy and beyond.

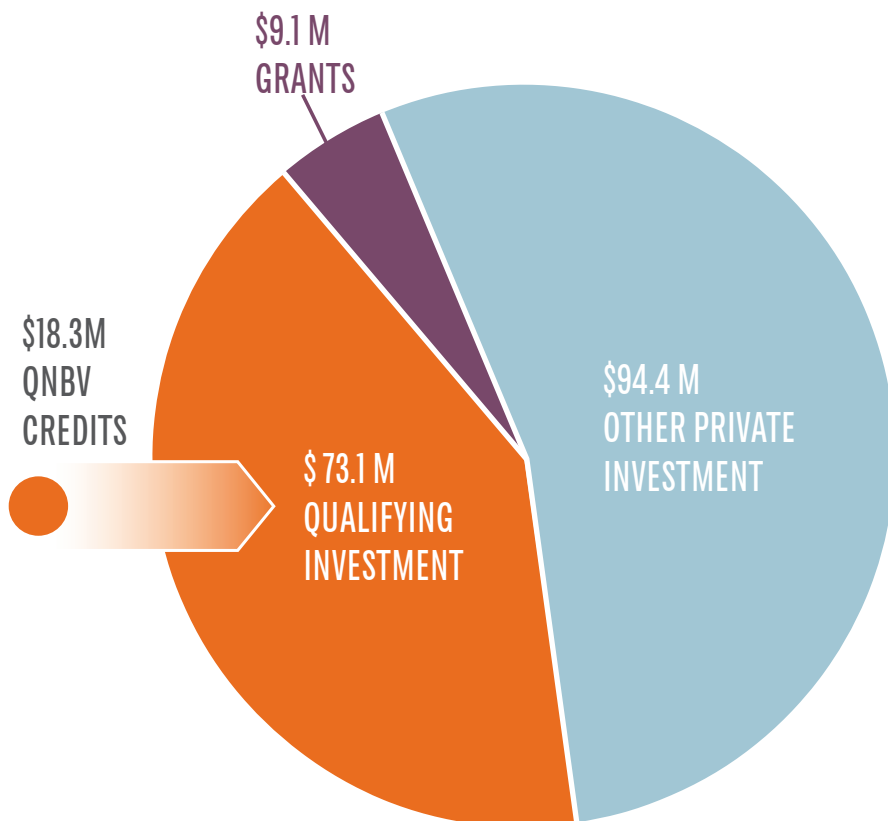
As the numbers in this report show, the companies represented in the QNBV pool are responsible for creating high-paying, high-skill jobs throughout Wisconsin. This program helps to close a critical gap in their development so they can finish their research, launch their products and become profitable to grow further.

The QNBV Program is only one of a wide variety of resources and programs available to startups in Wisconsin through WEDC and its partners. WEDC is committed to nurturing a vibrant startup ecosystem so ideas born in Wisconsin can make their mark on the world, improving the lives of future generations.

See these related links on WEDC's website for more information:

Support and resources for startups: Happening.InWisconsin.com

Innovation Investment Portfolio: InWisconsin.com/entrepreneurs/innovation-investment-portfolio



2015 QNBV SUMMARY

TOTAL INVESTMENTS

\$ 176.6M

Total funding received by certified companies including qualifying investments, other private investments and grant funding

TOTAL CREDITS ISSUED

\$ 18.3M

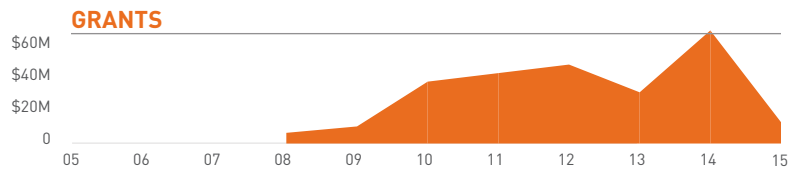
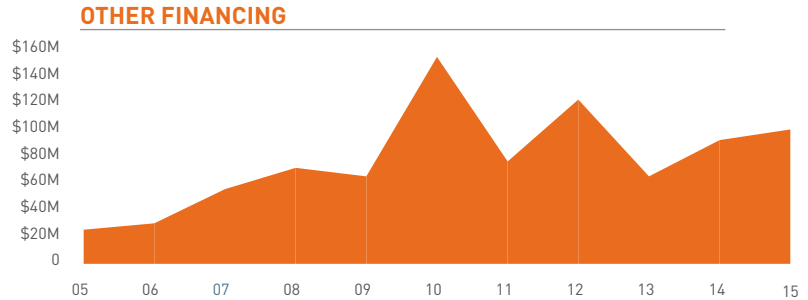
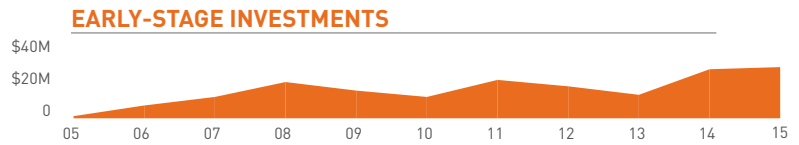
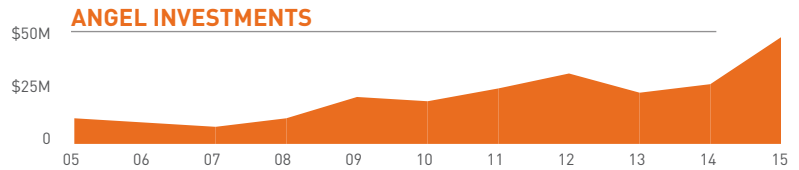
Total tax credits provided in 2015 for investments in certified businesses

ANNUAL RESULTS BY INVESTMENT TYPE

Qualified angel investments and qualified venture capital investments have both grown over the duration of the program. Other financing, including investments that do not qualify for credits (such as out-of-state equity, debt and founders' investments) have been more volatile, but overall, have also grown since the program's inception. Grants were not tracked separately until 2008. In the past few years, federal and other outside grants have represented approximately 20 percent of the total funding received by qualified companies.

\$1.4 BILLION

Total funding received by certified companies including qualifying investments, other private investments and grant funding since program's inception



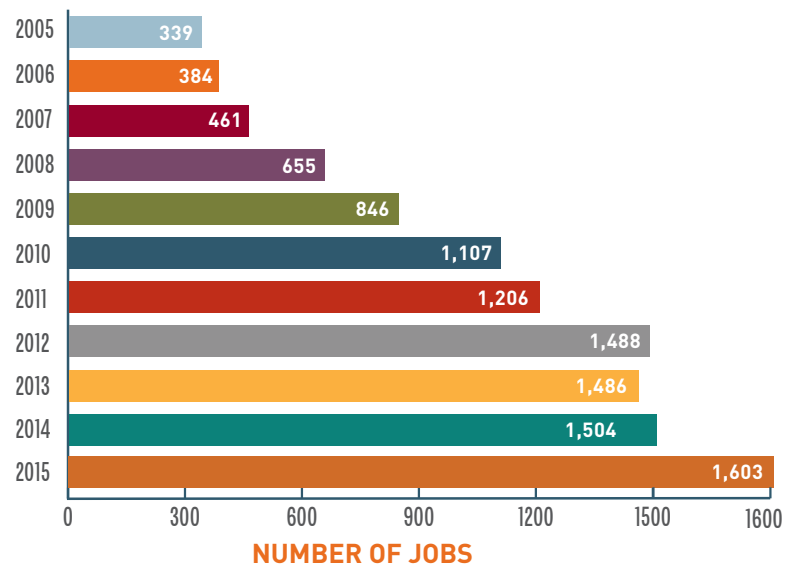
ANNUAL RESULTS

Source: Reporting from QNBV-Certified Companies

YEAR	ANGEL	EARLY-STAGE INVESTMENTS	TOTAL CREDITS	OTHER FINANCING	GRANTS	TOTAL
2015	\$49,437,940	\$23,690,405	\$18,282,087	\$94,382,685	\$9,064,800	\$176,575,830
2014	\$27,902,165	\$22,642,644	\$12,433,852	\$87,211,420	\$53,042,706	\$190,798,935
2013	\$24,099,020	\$11,211,212	\$8,827,558	\$60,891,701	\$24,315,133	\$120,517,066
2012	\$32,834,480	\$15,229,992	\$12,016,118	\$116,254,652	\$37,177,266	\$201,436,390
2011	\$26,802,916	\$18,486,944	\$11,322,465	\$72,498,556	\$33,155,828	\$150,944,244
2010	\$20,160,566	\$10,267,268	\$7,606,959	\$144,561,009	\$29,400,466	\$204,389,309
2009	\$22,116,868	\$12,902,148	\$8,754,754	\$61,487,213	\$8,141,039	\$104,647,268
2008	\$12,423,716	\$17,137,844	\$7,390,390	\$68,116,873	\$5,358,571	\$103,037,004
2007	\$8,201,848	\$10,400,808	\$4,650,664	\$51,573,820	N/A	\$70,176,476
2006	\$9,672,712	\$5,693,752	\$3,841,616	\$28,933,536	N/A	\$44,300,000

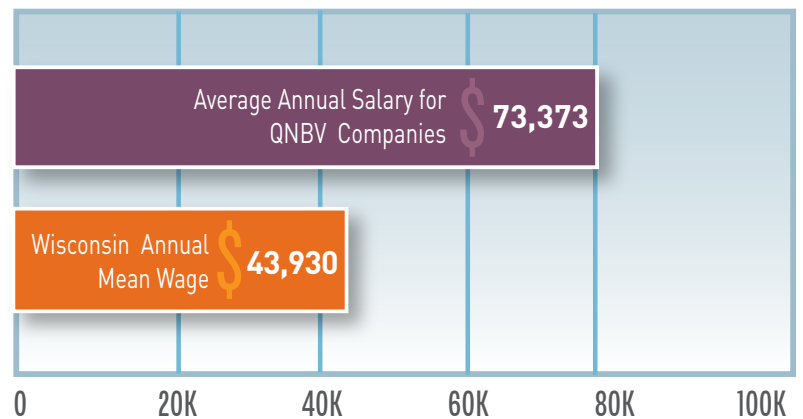
TOTAL JOBS AT QNBV-CERTIFIED COMPANIES

The total number of jobs at QNBV-certified companies has grown over the years as more companies have been added into the program.



2015 AVERAGE FULL-TIME SALARY BASE OF CERTIFIED COMPANIES

The average salary paid by QNBV-certified companies is well above the average salary for the state as a whole. The companies that are part of the QNBV Program help the state attract and retain highly educated, trained and talented individuals.



Source: May 2015 State Occupational Employment and Wage Estimates Wisconsin (All Occupations)

ANNUAL EMPLOYMENT AND WAGES

Source: Reporting from QNBV-Certified Companies

YEAR	CERTIFIED COMPANIES	NET NEW WI JOBS	WI FULL-TIME JOBS	WI PART-TIME JOBS	TOTAL JOBS (INCLUDING OUTSIDE WI)	FULL-TIME AVERAGE SALARY
2015	180	182	1107	312	1,603	\$73,373
2014	178	208	1111	228	1,504	\$72,610
2013	180	106	1074	247	1,486	\$71,149
2012	160	210	1,102	220	1,488	\$76,581
2011	138	207	934	181	1,206	\$76,564
2010	125	N/A	N/A	N/A	1,107	\$83,346
2009	106	N/A	N/A	N/A	846	\$76,627
2008	89	N/A	N/A	N/A	655	\$78,582
2007	76	N/A	N/A	N/A	461	N/A
2006	60	N/A	N/A	N/A	384	N/A

2015 QUALIFIED INVESTMENTS BY INDUSTRY

Qualified investments represent the amount of investments that are eligible for tax credits.

\$73.1M

180

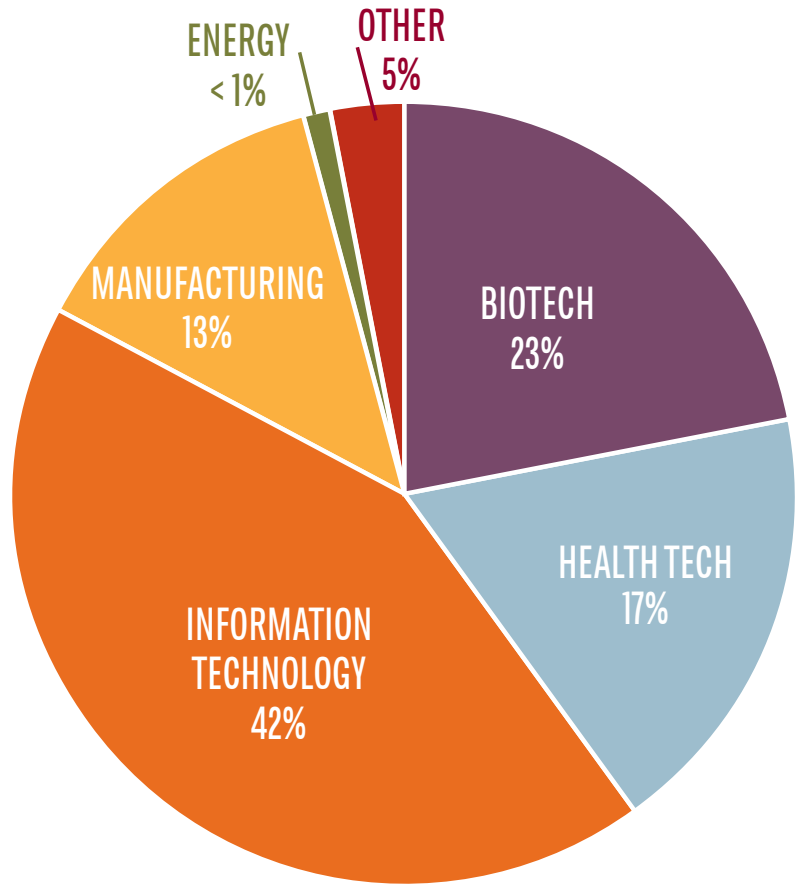
TOTAL CERTIFIED COMPANIES

30

NEW CERTIFICATIONS IN 2015

328

COMPANIES ASSISTED SINCE INCEPTION



Source: Reporting from QNBV-Certified Companies

TYPE OF INDUSTRY	TOTAL PARTICIPATING BUSINESSES	TOTAL BUSINESSES THAT RECEIVED CREDITS	QUALIFIED INVESTMENT	OTHER FINANCING	GRANTS
Biotech	46	17	\$16,667,877	\$20,105,324	\$4,127,951
Health Technology	34	16	\$12,476,705	\$10,005,651	\$1,687,280
Information Technology	62	35	\$30,624,584	\$46,396,957	\$2,835,190
Manufactured Products	24	13	\$9,324,831	\$14,651,403	\$414,379
Energy	5	1	\$21,000	\$954,550	-
Other	9	2	\$4,073,348	\$2,366,000	-
Total	180	84	\$73,128,345	\$94,382,685	\$9,064,800

ANNUAL QUALIFIED INVESTMENTS BY INDUSTRY

In 2015, biotechnology, information technology and health technology saw large increases in investment compared to the prior year, driving a large overall increase in qualified investments. Investments in manufactured products, broken out as a separate category for analysis for the first time in the 2014 report, also grew. Qualified investments in the energy sector were down compared to 2014.

CUMULATIVE TOTAL OF QUALIFIED INVESTMENTS SINCE INCEPTION (2005-2015)

\$392_M

INVESTED IN INFORMATION TECHNOLOGY **\$30.6M**

INVESTED IN BIOTECHNOLOGY **\$16.7M**

INVESTED IN HEALTH CARE TECHNOLOGY **\$12.5M**

INVESTED IN MANUFACTURED PRODUCTS **\$9.3M**

INVESTED IN ENERGY **\$21_K**

INVESTED IN OTHER CATEGORIES **\$4.1M**

ANNUAL QUALIFIED INVESTMENTS

Source: Reporting from QNBV-Certified Companies

YEAR	BIOTECH	HEALTH TECH	INFO TECH	ENERGY	MANUFACTURING	OTHER	TOTAL
2015	\$16,667,877	\$12,476,705	\$30,624,584	\$21,000	\$9,324,831	\$4,073,348	\$73,128,345
2014	\$11,384,562	\$2,294,275	\$25,053,007	\$111,052	\$8,076,744	\$4,210,840	\$51,130,480
2013	\$8,284,226	\$3,081,059	\$15,821,454	\$1,150,000		\$6,973,493	\$35,310,232
2012	\$14,124,638	\$7,907,684	\$15,174,447	\$1,000,000		\$9,857,703	\$48,064,472
2011	\$9,981,389	\$6,953,353	\$16,261,914	\$66,900		\$12,026,308	\$45,289,864
2010	\$6,434,855	\$5,926,707	\$12,975,731	\$2,064,502		\$3,026,030	\$30,427,825
2009	\$13,311,025	\$5,347,361	\$8,562,056	\$2,412,772		\$5,385,800	\$35,019,014
2008	\$14,915,461	\$8,206,001	\$4,264,903	\$820,200		\$1,355,000	\$29,561,565
2007	\$7,260,451	\$1,741,000	\$7,188,012	\$1,838,200		\$575,000	\$18,602,663
2006	\$7,604,047	\$473,699	\$6,775,219	\$338,500		\$175,004	\$15,366,469

2015 QUALIFIED INVESTMENTS AND CREDITS

CERTIFIED COMPANY	ANGEL INVESTMENT	VENTURE FUND INVESTMENT	TAX CREDIT
100 Health, Inc	\$44,647.51	\$250,000.00	\$73,661.88
AkitaBox, Inc.		\$20,000.00	\$5,000.00
Altus Medical Group, Inc.	\$292,500.00	\$160,000.00	\$113,125.00
Always In Touch, LLC		\$1,500,000.00	\$375,000.00
Bomboard LLC	\$270,000.00		\$67,500.00
Branch2, Inc.	\$145,000.00		\$36,250.00
Brandbumps Marketing Group, Inc.	\$473,060.00		\$118,265.02
Cellara, LLC	\$550,000.00		\$137,500.00
Centrose LLC	\$250,000.00		\$62,500.00
countabout	\$53,000.00		\$13,250.00
Cover5, Inc.	\$385,000.00	\$150,000.00	\$133,750.00
Cytometix	\$247,500.00		\$61,875.00
Cytophil, Inc.	\$90,000.00		\$22,500.00
Dairyvative Technologies, LLC	\$2,000,000.00		\$500,000.00
Digsite, Inc	\$119,498.90		\$29,874.76
Dock Technologies	\$350,000.00	\$150,000.00	\$125,000.01
EatStreet, Inc.	\$808,842.85	\$1,484,654.15	\$573,374.25
Elli Health, Inc.	\$882,668.36	\$279,999.42	\$290,666.96
Emopti, Inc.	\$680,000.00	\$150,000.00	\$207,500.00
energybank inc.	\$2,672,750.00		\$668,187.50
Engineered Propulsion Systems, Inc.	\$433,200.00		\$108,300.00
Eso-Technologies, Inc.	\$146,000.00	\$444,000.00	\$147,500.00
Fasetto	\$6,037,000.00		\$1,509,250.00
Fetch Rewards, LLC	\$2,474,600.00	\$3,250,000.00	\$1,431,150.03
FloraSeq, LLC		\$50,000.00	\$12,500.00
FluGen Inc.	\$157,757.99	\$492,014.00	\$162,443.00
Global Pharmacy Solutions LLC		\$1,000,000.00	\$250,000.00
Grocerkey, Inc.	\$500,000.00	\$160,000.00	\$165,000.00
GymDandy	\$95,000.00		\$23,750.00
HDL Diagnostics, Inc.	\$192,500.00		\$48,125.00
HealthMyne, Inc.		\$3,750,000.00	\$937,500.00

2015 QUALIFIED INVESTMENTS AND CREDITS

CERTIFIED COMPANY	ANGEL INVESTMENT	VENTURE FUND INVESTMENT	TAX CREDIT
Healthfinch, In		\$3,750,000.00	\$937,500.00
HuTerra, LLC	\$700,000.00		\$175,000.00
iDAvatars, Inc.	\$200,000.00		\$50,000.00
Integrated Vital Medical Dynamics, LLC	\$342,000.00		\$85,500.00
Intuitive Biosciences, Inc.	\$241,311.46	\$766,000.00	\$251,827.87
Invenra Inc	\$2,267,223.67	\$929,060.00	\$799,070.97
Invisible Connect LLC	\$1,100,000.00		\$275,000.00
ioGenetics, LLC	\$800,000.00		\$200,000.00
Isomark LLC	\$211,400.00		\$52,850.00
Keystone Insights, Inc.	\$430,000.00	\$120,000.00	\$137,500.00
Kiio, Inc	\$465,810.00	\$932,500.00	\$349,577.50
Lightweight Structures LLC	\$500,000.00		\$125,000.00
Lucigen Corporation	\$1,718,797.50		\$429,699.41
MCT of Wisconsin, Inc.	\$284,750.00	\$925,000.00	\$302,437.51
Medical Companion, LLC	\$300,000.00		\$75,000.00
Medical Engineering Innovations, Inc.	\$380,011.67		\$95,002.92
Microscopy Innovations, LLC	\$265,012.50		\$66,253.17
Movein, Inc.	\$226,280.00	\$800,000.00	\$256,570.00
Murfie Inc.	\$1,367,000.00		\$341,750.00
NeoClone Biotechnology International LLC	\$728,000.00	\$400,000.00	\$282,000.00
NexVex Inc		\$50,000.00	\$12,500.00
NovaScan LLC	\$250,000.00		\$62,500.00
Omega Foods	\$460,000.00		\$115,000.00
oneEvent Technologies Inc.	\$230,000.00		\$57,500.00
OrgPix, Inc.	\$37,500.00	\$50,000.00	\$21,875.00
PDM Solar, Inc.	\$21,000.00		\$5,250.00
Pegasus Sustainability Solutions, Inc.	\$541,500.00		\$135,375.00
Pinpoint Software, Inc.	\$84,500.00	\$150,000.00	\$58,625.00
Quietyme, Inc.	\$342,284.75	\$400,000.00	\$185,571.19
Quintessence Biosciences, Inc.	\$75,000.00		\$18,750.00

2015 QUALIFIED INVESTMENTS AND CREDITS

CERTIFIED COMPANY	ANGEL INVESTMENT	VENTURE FUND INVESTMENT	TAX CREDIT
RAI Stone Group	\$60,000.00		\$15,000.00
Regenerative Medical Solutions, Inc.	\$30,000.00		\$7,500.00
Swallow Solutions, LLC	\$758,796.17	\$747,406.46	\$376,550.72
Swift Manufacturing & Engineering, Inc.	\$74,750.00		\$18,687.50
TAI Diagnostics	\$3,133,335.00	\$2,000,000.00	\$1,283,333.76
Tascet, Inc.	\$607,400.00		\$151,850.00
The Art Commission, LLC	\$208,376.24		\$52,094.07
United Community, LLC	\$225,000.00		\$56,250.00
Vibetech, Inc.	\$150,000.00		\$37,500.00
WellIntel, Inc.	\$2,500.00		\$625.00
WeMontage, Inc	\$100,000.00		\$25,000.00
WITS(MD), LLC	\$1,600,000.00		\$400,000.00
WoundZoom, Inc.	\$1,235,000.00		\$308,750.00
Xolve, Inc.	\$628,987.83	\$924,360.33	\$388,337.05

HOW IT WORKS

To be QNBV-certified, a company must be headquartered in Wisconsin and must have fewer than 100 employees, and at least 51 percent of its employees must be based in the state. It must not have been in operation for more than 10 consecutive years, and must not have received aggregate private equity investment in cash of more than \$10 million. It must offer significant potential for increasing jobs or increasing capital investment in Wisconsin.

With a focus on technological advancements, QNBV certification excludes companies primarily engaged in real estate development, insurance, banking, lending, lobbying, political consulting, professional services, wholesale or retail trade, leisure, hospitality, transportation or construction, except the construction of power production plants that derive energy from a renewable resource.

Businesses can receive up to a total of \$8 million in tax-eligible cash equity investment, for up to \$2 million in tax credits for the investors. There is no limit on the amount of credits a single investor can claim.

TO LEARN MORE

Information on applying for QNBV certification, along with a list of QNBV-certified companies, can be found at InWisconsin.com/qnbv.

For more information about available investment opportunities or about achieving QNBV certification, contact a WEDC technology investment manager:

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