

Oklahoma Capital Investment Board

CDFA Annual Summit
Utilizing State Sponsored Seed and Venture
Fund Programs

April 30, 2008

Presented by
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OCIB President
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The OCIB Story

Building Oklahoma's Venture Capital Industry

- Who is OCIB
- Why OCIB was formed
- How OCIB does its work
- What OCIB has achieved



OCIB Structure

- State beneficiary public trust
- Private management
- Public oversight and accountability
- Private capital with public support



Why Contingent Tax Credits?

- Not state money
- Mostly off balance sheet -- not part of the state's allocated budget
- Leverages private dollars



OCIB's Mission

- Support the growth of a broadly diversified financial industry capable of providing necessary risk capital to Oklahoma entrepreneurial companies
- Support the culture that gives rise to world class entrepreneurs



OCIB's Core Values

- Attract risk capital to build the economy
- Focus on the best entrepreneurs
- Rely on professional investors
- Pursue market returns
- Diversify
- Select with care
- Demonstrate Oklahoma's commitment



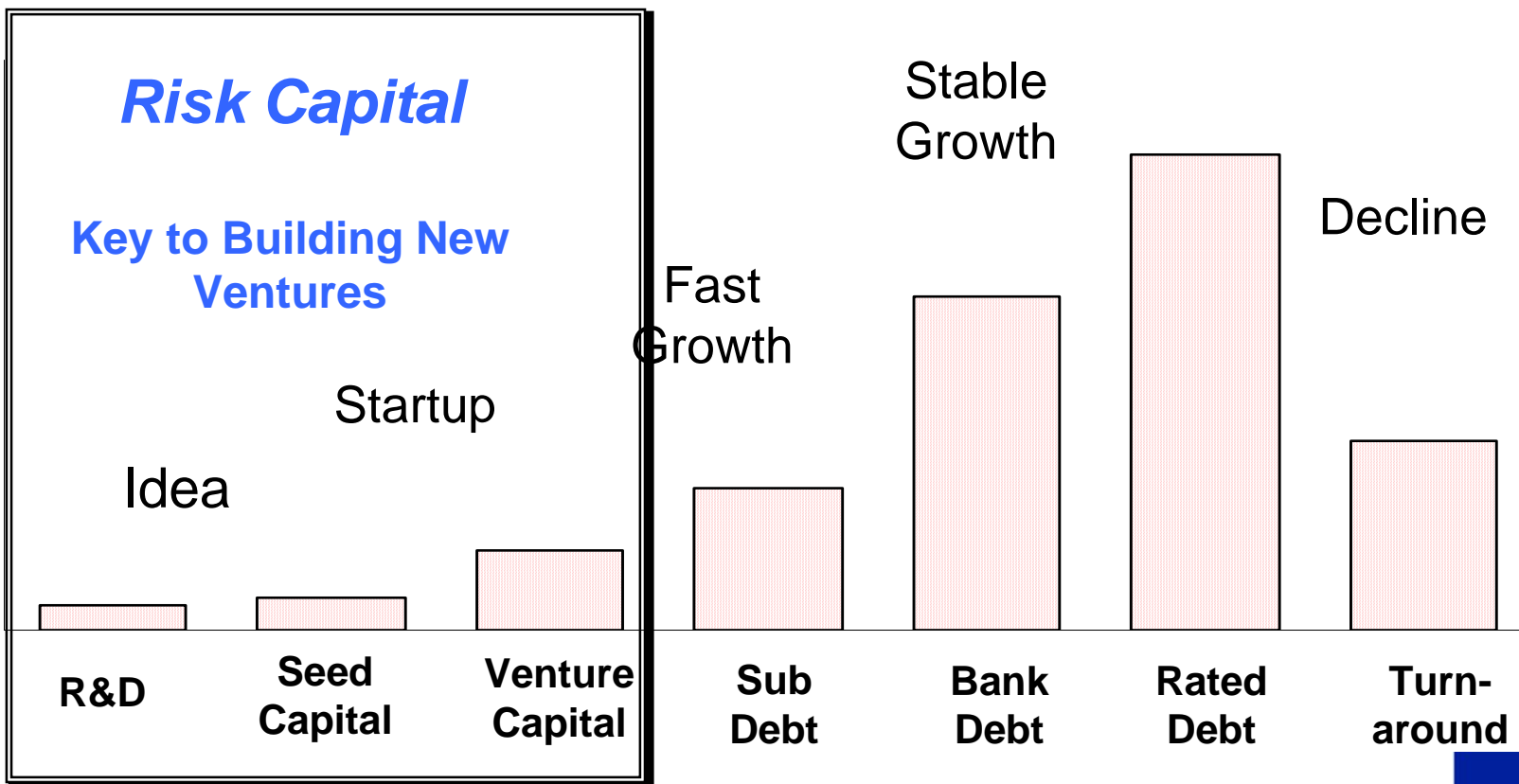
Today's Economy

- Capitalism has won
- Competition is EVERYWHERE
- The pace is *FAST*

- And all these drive the need for equity capital



Capital Continuum



Geography Remains a Challenge

All Investments – Quarter II 2006

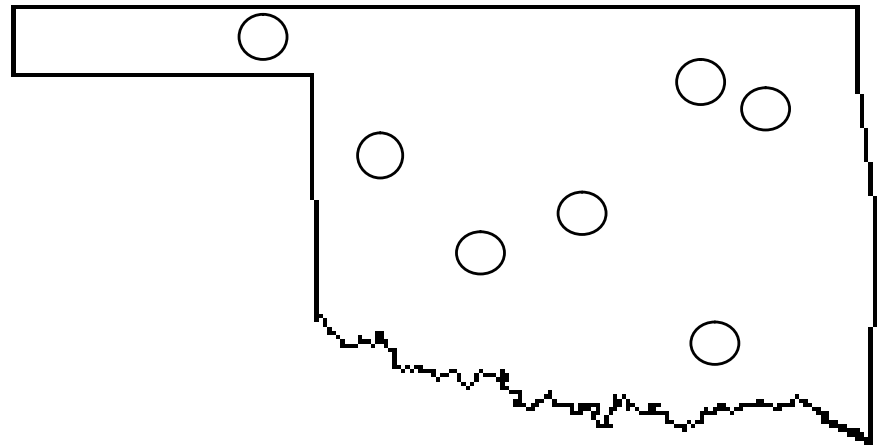
All	\$6,774,648,600	% of Total
<u>Silicon Valley</u>		35.33%
<u>New England</u>		10.95%
<u>NY Metro</u>		8.15%
<u>LA/Orange County</u>		7.61%
<u>DC/Metroplex</u>		6.74%
<u>Northwest</u>		5.56%
<u>Texas</u>		5.12%
<u>Southeast</u>		4.35%
<u>Midwest</u>		4.34%
<u>Philadelphia Metro</u>		4.05%
<u>San Diego</u>		3.11%
<u>Colorado</u>		1.31%
<u>SouthWest</u>		1.29%
<u>North Central</u>		1.02%
<u>South Central</u>		0.58%
<u>Upstate NY</u>		0.32%
<u>Sacramento/N.Cal</u>		0.11%
<u>Unknown</u>		0.05%
<u>AK/HI/PR</u>		0.03%

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



Building a Risk Capital Industry

**I – Invest in
Entrepreneurs**



Building the Culture that Serves Entrepreneurs

Conferences - Workshops - Seminars

- Leading Events
- Teaching
- Demonstrating Best Practices



Technology Ventures Summit

Featured Keynote Speaker:

Rich Karlgaard

Summit Results

Technology Ventures Summit Tulsa OK

[Main Page](#) [Join the Team](#) [Sponsors](#) [Contact](#) [Agenda](#) [Details](#)

Tap into Oklahoma's entrepreneurial strength. Mark your calendars today for Oklahoma's first statewide Technology Ventures Summit scheduled for Feb. 20 - Feb. 21 in Tulsa. The two day event will focus on **emerging technology deals and opportunities, strategies for the state, and nationally acclaimed training for entrepreneurs.**

Hands-On Workshop

02-20-07

A full day workshop for businesses that plan to grow by commercializing technology. Sponsored by the National Science Foundation, this workshop will enable you to decide which of your product or service concepts is the most promising, and will give you and your company a customized master plan for commercializing your best ideas.

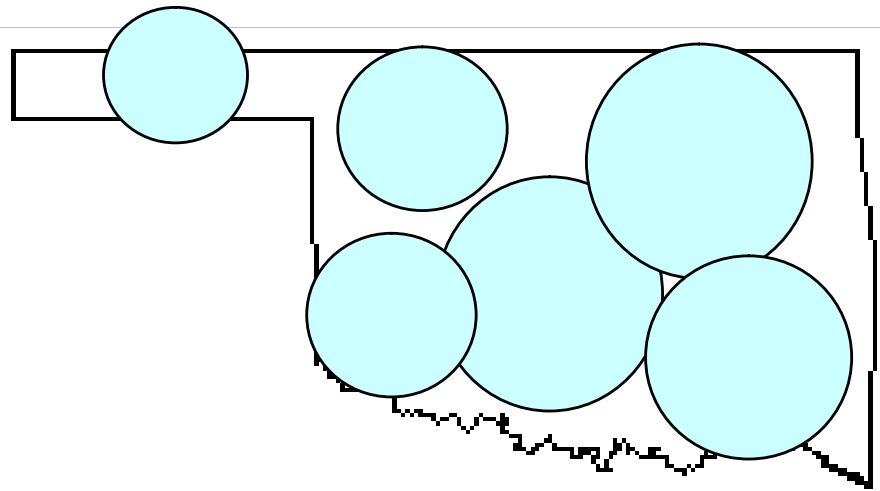
Deals and Strategies

02-20-07 - 02.21.07

Up to twelve entrepreneurial ventures will present their plans for commercializing innovative technologies to an audience of angels, seed funds and venture investors. The leading strategies for commercializing technologies in Oklahoma will be explored.



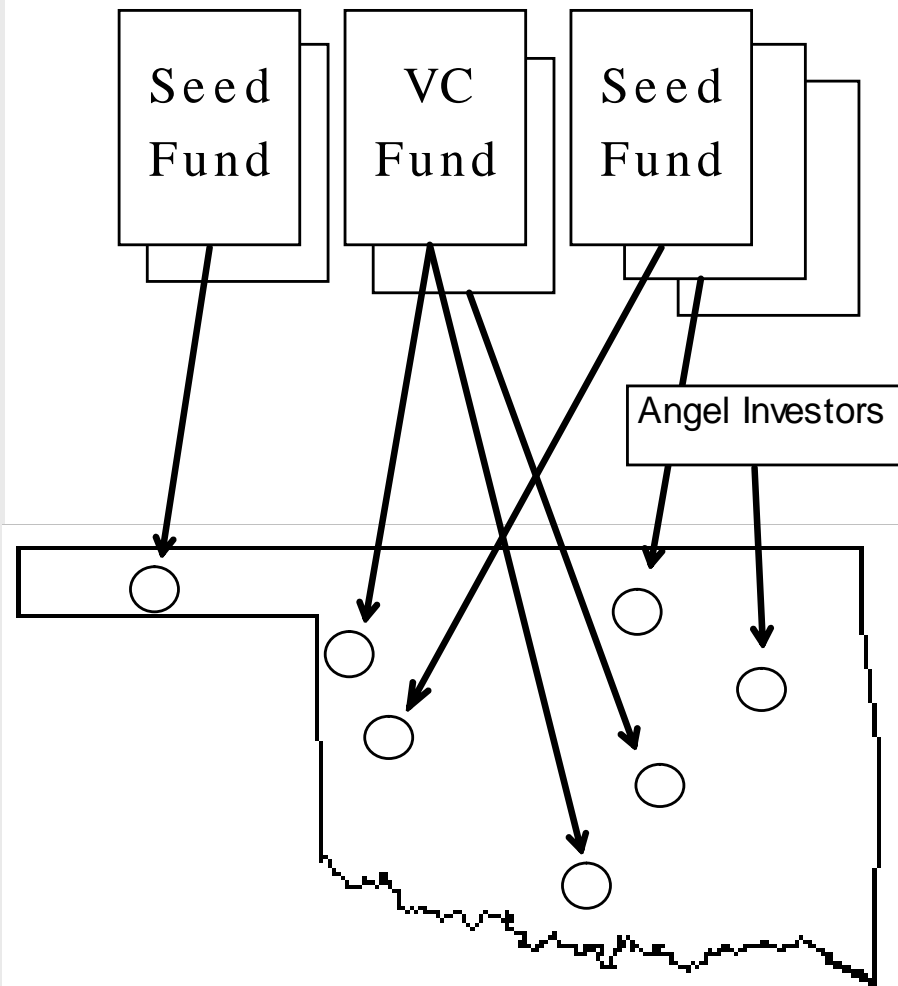
II – Train the Community



III – Recruit Investors

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I – Invest in Entrepreneurs

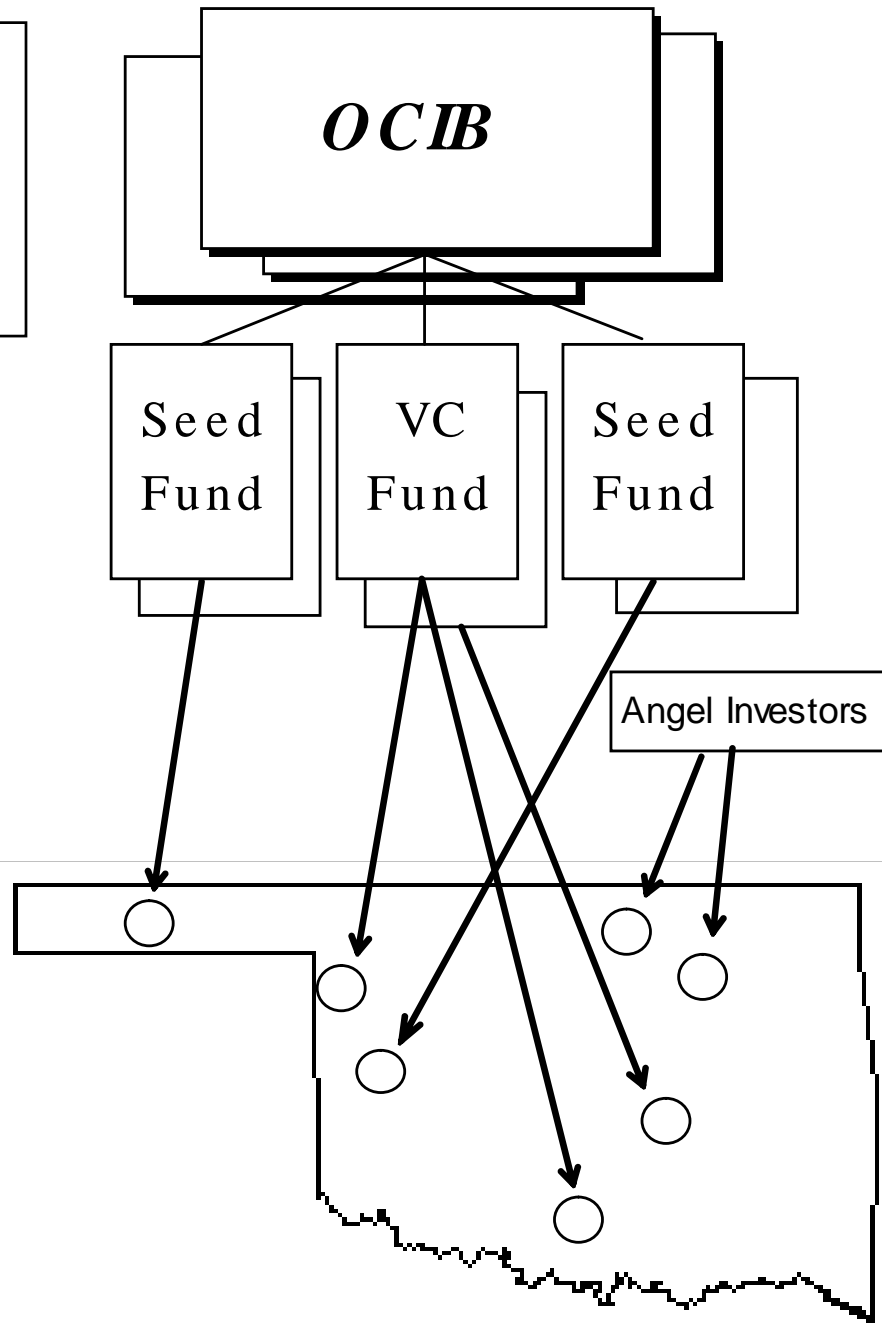


**IV – Build the
Oklahoma
Venture Industry**

III – Recruit
Investors

II – Train the
Community

I – Invest in
Entrepreneurs



How Do You Measure Program Success? – Often open for debate

Dollars Invested in State

Investment Talent Developed in State

Program Costs/Profit to the State

Number of Oklahoma Companies Receiving Capital

Jobs, Payroll and Other Indirect Benefits



Changes in Oklahoma's Venture Culture Since OCIB Launch

Building the Industry

- 19 new seed and ventures funds
- Active funds increased from 3 to over 15
- Active local VCs increased from 6 to over 30

Growing the Economy

- \$214 million in wages
- Thousands of jobs
- \$350 million equity and debt attracted
- Over \$1.1 billion in total economic impact
(Analysis by Applied Economics, Phoenix)
- \$86 of benefit for only \$1 of direct cost



Oklahoma Projects and their OCIB supported investors

AEMT, Tulsa

Chisholm Private Capital Partners

Altheus, Oklahoma City

Prolog Capital Partners II

Oklahoma Equity Partners

Oklahoma Seed Capital Fund

Amber Waves, Tulsa

Oklahoma Equity Partners

Mesa Oklahoma Growth Fund I

Choncept, Oklahoma City

Emergent Technologies Oklahoma

Dominion Management, Edmond

Chisholm Private Capital Partners

Excel Energy, Tulsa

Oklahoma Equity Partners

Mesa Oklahoma Growth Fund I

Global Dispatch Tech., Oklahoma City

Chisholm Private Capital Partners

Heparinex, Oklahoma City

Emergent Technologies Oklahoma

Hyalose, Oklahoma City

Emergent Technologies Oklahoma

Infinitec Communications, Inc., Tulsa

Intersouth Partners III

Chisholm Private Capital Partners

Davis, Tuttle Venture Partners

InfoGlide Corporation, Tulsa

Intersouth Partners III

Inovar Packaging, Inc., Tulsa

Rocky Mountain Mezzanine Fund II

Inoveon, Oklahoma City

Oklahoma Equity Partners

Life Guard America, Tulsa

Mesa Oklahoma Growth Fund I

MedSynergy, Oklahoma City

Emergent Technologies Oklahoma

MelanX Corporation, Oklahoma City

Ventures Medical II

Intersouth Partners III

NetCom Solutions, Oklahoma City

Pacesetter Growth Fund

Premier Parks, Oklahoma City

Richland Ventures

Richland Ventures II

Pure Protein, Oklahoma City

Emergent Technologies Oklahoma

StadiaNet Sports, Inc., Tulsa

Chisholm Private Capital Partners

Symbion, Inc., Oklahoma City

Richland Ventures II

Torch Health Care, Lawton

Richland Ventures

Richland Ventures II

The Rock Island Group, Okla. City

Chisholm Private Capital Partners

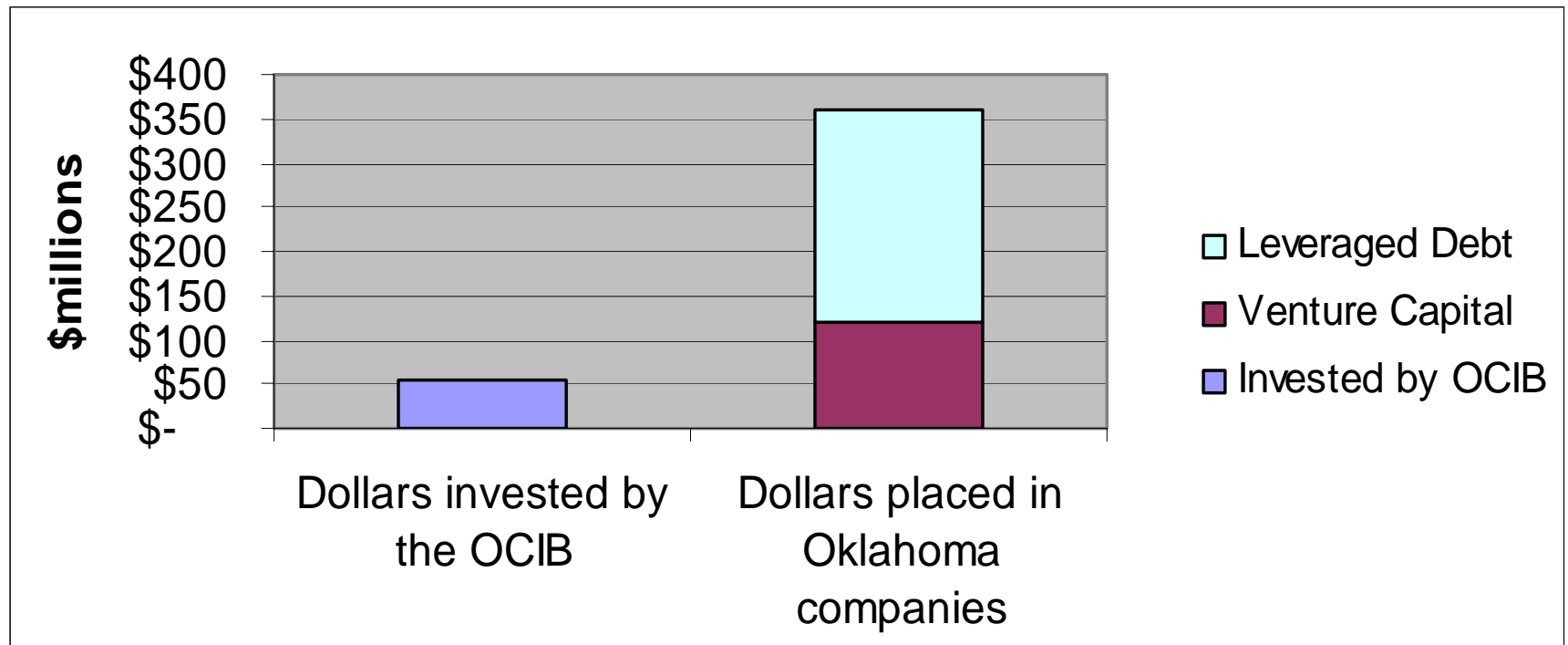
Webcast.com (iBeam), Edmond

Chisholm Private Capital Partners



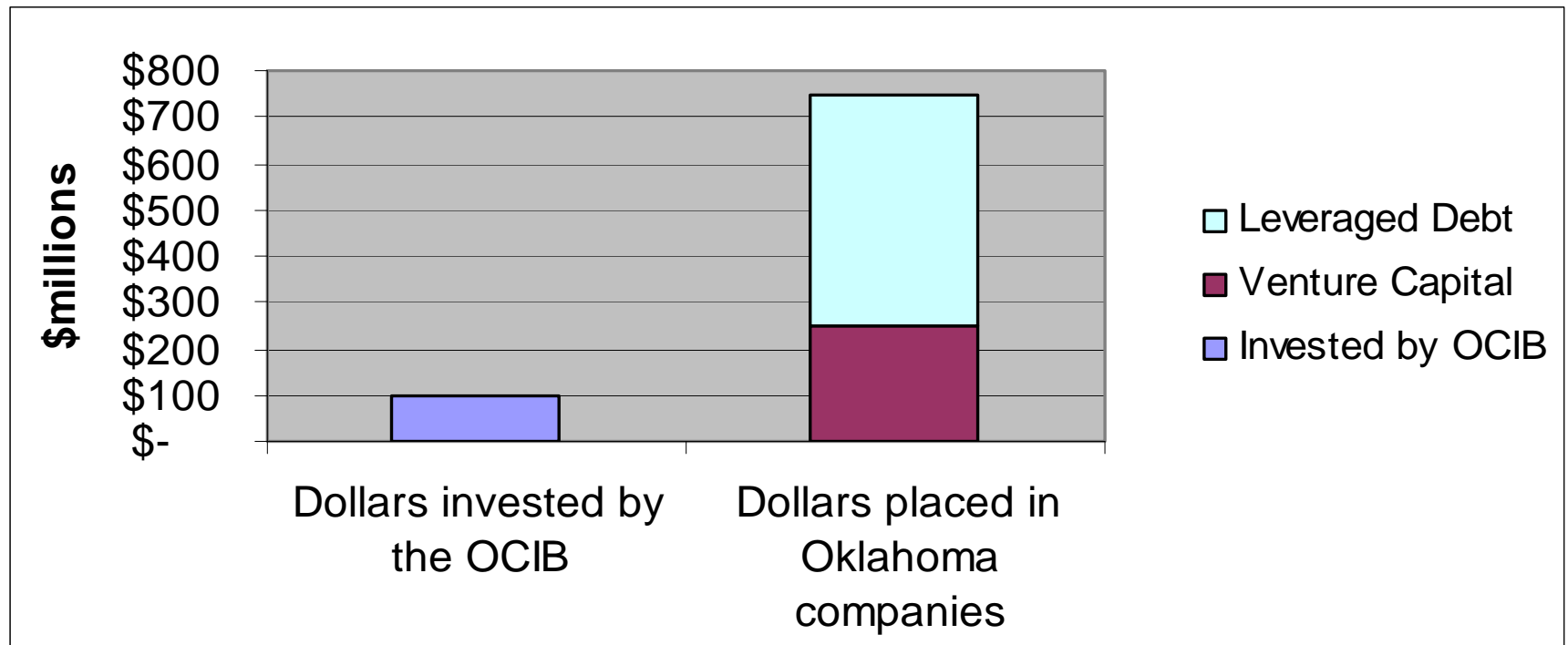
Leveraged Impact

Every \$1 ***invested*** by OCIB has catalyzed an estimated \$6.6 for Oklahoma companies



The Goal: Leveraged Impact

\$100 million invested, \$700 million attracted to Oklahoma companies



OCIB

Thank you for the opportunity to share OCIB's story!

