

OVERVIEW

Marquette Capital Partners is a private investment firm, established in 1997, focused on junior capital investments in mature, smaller middle-market companies. The firm targets \$2 million to \$10 million sub-debt and equity investments in closely-held or fund-owned businesses in a wide variety of industries. Through partnerships with financial institutions and ownership groups, the company has funded internal growth strategies, new acquisitions, buyouts and recapitalizations. In early 2004, the firm established an SBIC fund with investors consisting of 12 banking organizations and several wealthy families and individuals with total funding of approximately \$80 million.

INVESTMENT CRITERIA	INVESTMENT PHILOSOPHY
<p>Amount: Marquette is prepared to invest between \$2 million and \$10 million in junior capital.</p>	<p>We are committed to working with management teams and ownership groups to unlock a company's full potential. We take a team-oriented approach to offer more than just capital including unique advisory assistance in the areas of optimizing capital structure, analyzing acquisitions and sourcing additional capital.</p> <p>We believe that the investment business is truly a people business, driven by trust and mutual respect. The common thread to our success has been our commitment to partner with companies and management teams that have had a proven business model and a well-conceived strategy for long term value creation.</p>
<p>Desirable Attributes: Marquette invests in companies that have a history of profitability and stable or growing demand for its products or services.</p>	
<p>Industries: Manufacturing, valued-added distribution, business to business services, retail. No start-ups, turnarounds, real estate or project finance.</p>	
<p>Company Size: Marquette invests in companies that have annual revenues between \$10 million and \$100 million and annual EBITDA of at least \$2 million.</p>	

PROFESSIONALS

Tom Jenkins, President & CEO tom.jenkins@marquette.com has over 30 years of executive experience with four leading Midwestern financial services organizations. In addition to founding Marquette Capital Partners, he served as the chief lending officer at Marquette Bank, a \$6 billion banking organization, from 1990 until 2002. Mr. Jenkins graduated from Lawrence University and has a BBA in finance from the University of Wisconsin. He also earned an MBA from DePaul University.








Greg Dames, Managing Director greg.dames@marquette.com used his 23 year career on structuring senior debt and mezzanine investments to middle market companies. Prior to joining Marquette Capital Partners, Mr. Dames was the head of commercial lending at Marquette Capital Bank, a highly successful start-up business bank. He is a graduate of Rice University and earned his MA in international relations at Yale University.








Steve Heinen, Managing Director steve.heinen@marquette.com Steve has 16 years of experience in identifying and providing private capital to growing middle market companies. His experience includes both mezzanine debt and equity co-investing with private equity groups, high net worth families and individual owners/entrepreneurs. Mr. Heinen heads Marquette Capital Partners' Chicago office. He earned his undergraduate degree from Drake University and his MBA from Northwestern University.

Maggie Yanez, Vice President-Portfolio Manager maggie.yanez@marquette.com Maggie has over 25 years of commercial lending experience in the middle market. Prior to joining Marquette Capital Partners, Ms. Yanez was a senior commercial lender at Marquette Capital Bank. She is a graduate of Iowa State University.

David Shapiro, Vice President david.shapiro@marquette.com ars of leveraged finance and private capital experience. Prior to joining Marquette Capital Partners, Mr. Shapiro had structured finance portfolio responsibilities at U.S. Bank, Minneapolis. He is a graduate of Syracuse University and earned his MBA at the University of St. Thomas.

Current Fund Investments

<u>Company</u>	<u>Business</u>	<u>Invested Capital</u>	<u>Location</u>	<u>Purpose</u>
 Diversified Graphics Incorporated	Commercial printer with fulfillment capabilities and proprietary social stationery products	\$7,000,000 Sub Debt with Warrants	Minneapolis, MN www.dgi.net	Management Buyout <i>Sponsored</i>
	Specialty doors and windows for the commercial, HVAC, and post-frame building industries	\$3,500,000 Sub Debt with Warrants	Bloomer, WI www.ajdoor.com	Management Buyout <i>Sponsored</i>
	Gift card manufacturer and specialty printer focused on plastic and foil applications	\$3,000,000 Sub Debt with Warrants	Roseville, MN www.uvcolor.com	Recapitalization <i>Non-sponsored</i>
<i>Other Current Investments</i>				
	Specialty non-woven materials for medical, filtration, military and industrial applications	\$2,000,000 Sub Debt with Warrants and Preferred Stock	Bellingham, MA / Bolton, UK www.lantorinc.com	Management Buyout <i>Sponsored</i>
 Universal Blanchers, LLC	Peanut processing services for candy and baked goods manufacturers	\$6,500,000 Sub Debt with Warrants and Preferred Stock	Peachtree City, GA www.universalblanchers.com	Growth Capital <i>Sponsored</i>
	Largest Taco Bell and Pizza Hut franchisee in the Upper Midwest	\$4,900,000 Sub Debt with Warrants	Golden Valley, MN www.borderfoods.com	Growth Capital <i>Non-sponsored</i>
	Leading regional provider of portable sanitation services	\$2,200,000 Sub Debt with Warrants	Shakopee, MN www.biffsinc.com	Management Buyout <i>Non-sponsored</i>

<u>Company</u>	<u>Business</u>	<u>Invested Capital</u>	<u>Location</u>	<u>Purpose</u>
	Provider of post-secondary technical and professional education focused on IT, healthcare and business services in over 30 locations	\$4,500,000 Sub Debt with Warrants and Preferred Stock	Austin, TX www.techskills.com	Add-on Acquisition <i>Sponsored</i>
	Provides mobile HDTV production services primarily for live national sports and entertainment events	\$4,000,000 Sub Debt with Warrants	Chicago, IL www.triovideo.com	Growth Capital <i>Non-sponsored</i>
	Provider of ventilation, cooling, and heating solutions for the agricultural, horticultural and commercial markets	\$1,500,000 Sub Debt without Warrants	Sauk Rapids, MN www.schaeferfan.com	Recapitalization <i>Sponsored</i>
	Manufacturer of backplane assemblies and interconnect products for the aerospace and military markets	\$2,000,000 Sub Debt with Warrants, Preferred and Common stock	New Hope, MN www.abelconn.com	Management Buyout <i>Sponsored</i>
	Designs, manufactures and supplies portable machine tools and related products	\$2,000,000 Sub Debt with Warrants and Preferred Stock	Portland, OR www.cpmt.com	Management Buyout <i>Sponsored</i>
	Manufacturer of engraved roto-gravure cylinders for the printing industry	\$2,500,000 Sub Debt with Warrants and Preferred Stock	Cincinnati, OH www.cnwinc.com	Management Buyout <i>Sponsored</i>
	Full service direct marketing and fulfillment business with a focus on direct mail	\$3,000,000 Sub Debt without Warrants	Bloomington, IL www.dmsgroupinc.com	Add-on Acquisition <i>Sponsored</i>

