# Minnesota Angel Tax Credit Program 2012 Annual Report

Report to the Legislature as required by M.S. 116J.8737

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# **Minnesota Angel Tax Credit Program**

2012 Report to the Minnesota Legislature

### Introduction

The Small Business Investment Tax Credit, commonly known as the Angel Tax Credit Program, was enacted into law on April 1, 2010 (Minnesota Statutes 116J.8737) and launched by the Department of Employment and Economic Development (DEED) in July 2010. The program was created to stimulate private investment in emerging businesses and to encourage job creation through the growth of those businesses.

In 2012, the program certified 190 businesses, 117 of which received investments from 465 certified individual investors and 191 investors in certified funds. These businesses received more than \$46.1 million in investment resulting in \$11.4 million in credits for investors. Details on program activity are presented below.

#### **How it Works**

The Angel program encourages growth and job creation by providing tax incentives to encourage investment in early stage companies. Investors in start-up businesses that are focused on developing or using proprietary technology in a high technology field or in specific industry fields receive a 25 percent refundable tax credit (subject to annual maximums of \$125,000 per person or \$250,000 if married filing jointly) for their equity investments in qualified businesses. The granting of these credits supports the success of Minnesota's entrepreneurs and the growth of emerging businesses, leading to job creation within Minnesota.

The law placed several requirements on businesses, investors and funds for participation in the program; some of these requirements were modified by the legislature in 2011 (2011, c. 112, art. 11, s. 2-4).

For businesses to qualify to participate in the program, they must meet the following requirements:

- Headquartered in Minnesota
- Minimum 51 percent of employees and payroll in Minnesota
- Fewer than 25 employees
- Pay employees wages of at least 175 percent of poverty level for a family of four on an annualized basis (the equivalent of \$19.39/hr in 2012); interns must be paid at least 175 percent of the federal minimum wage (the equivalent of \$12.69/hr)
- Not in operation for more than 10 years
- Not have received previous private equity investments of more than \$4 million
- Not have received private equity investments of more than \$4 million that have qualified for the angel credit
- Primary business activity of using or researching a proprietary technology in a high technology field or in agriculture, tourism, forestry, mining, manufacturing or transportation
- Not be an excluded business type

For investors to qualify to participate in the program, they must meet the following requirements:

- A natural person (not a pass-through or corporate entity)
- An accredited investor or one who will only invest in exempt filings
- Not receive more than 50 percent of annual gross income from the business invested in
- Make a qualifying investment of at least \$10,000

For investment funds to participate in the program, they must meet the following requirements:

- Minimum of three investors
- At least three investors of the fund must be natural persons
- Organized as a pass-through entity
- Make a qualifying investment of at least \$30,000

The process by which businesses, investors and funds receive credits is as follows:

- 1. All those who wish to participate in the Angel Tax Credit Program—businesses, investors, and funds—must apply to DEED for certification. This certification process ensures that they meet the requirements of the program.
- 2. Before a qualifying investment is made, the transaction participants must apply for a tax credit allocation. This process ensures that the parties do not exceed their annual or program life limitations for the tax credit and that sufficient tax credits are available for the planned investment.
- 3. Once the investment is made, the transaction participants must submit evidence of the investment; this evidence provides proof that the investment actually took place and that the investor is entitled to the tax credit.
- 4. Finally, those who make or receive investments pursuant to the program must file annual reports. These reports ensure compliance with the requirement that the investor hold the investment for three years and with the requirement that the business continue to maintain over 51 percent of its payroll and employees in Minnesota. Failure to meet these requirements results in recapture of the credit.

## **Businesses in Program**

Businesses must be certified by DEED to participate in the program before investors may make investments in the businesses that qualify for the tax credit. Of the 190 businesses that were certified in 2012, 117 received investments. Of these 117, 53 were new to the program in 2012 and 64 received investment pursuant to the program in 2012 and in prior years; 82 businesses received investment only in prior years, resulting in a total of 199 distinct businesses benefitting from the program since its inception in 2010.

These 199 businesses reported that, in 2012, they received a total of \$33,174,475 in investment outside the program. Details on the business investments made pursuant to the program are below:

	<u>2010*</u>	<u>2011</u>	<u>2012</u>
Number of businesses certified:	112	176	190
Number of businesses in which investments were made:	67	113	117
Investment made in businesses qualifying for credit:	\$28,023,232	\$63,148,784	\$46,150,674
Credit issued for these investments:	\$7,005,808	\$15,787,156	\$11,415,751
*July 1-December 31, 2010			

For a list of 2012 certified businesses, see Appendix A. For a list of 2012 certified businesses that received investments, see Appendix B.

#### **Industry Types**

In order to be certified to participate in the Angel Tax Credit Program, a business must be using proprietary technology to add value to a product, process or service in a qualified high-technology field; researching or developing a proprietary product, process or service in a qualified high-technology field; or researching, developing or producing a new proprietary technology for use in the fields of agriculture, tourism, forestry, mining, manufacturing or transportation.

The industries represented by certified business and the corresponding investment are displayed in Table 1 and Table 2. These industry types are those typically used by the angel investment community.

Table 1 - Industries Represented by Businesses Participating in Angel Tax Credit Program, 2012\*

Industry Type	Received Investments	Certified Only (No Investment)	Total
Biotechnology	11	3	14
Clean Technology	7	8	15
Consumer Products & Services	7	1	8
Electronics/Instrumentation	3	3	6
Food/Drink	3	1	4
Healthcare Services	4	3	7
IT (Information Technology) Services	8	5	13
Internet/Web Services	6	3	9
Marketing/Advertising	2	2	4
Medical Devices & Equipment	26	17	43
Software	31	16	47
Telecommunications	1	1	2
Other (I/E, Media, Nano, Travel)	8	10	18
TOTAL	117	73	190

<sup>\*</sup> Standardized categories used by angel investment community; not necessarily reflective of business' primary activity for certification purposes

The top four types of businesses receiving investment in in 2012—software, medical device, biotech, and IT, varied only from both 2010 and 2011 in that IT replaced clean tech.

Table 2 – Investment in Industries Represented by Businesses Participating in Angel Tax Credit Program, 2012\*

Type of Industry	Total Investment	Total Credits
Biotechnology	\$5,983 <mark>,</mark> 773	\$1,495,938
Medical Devices & Equipment	\$11,670,824	\$2,913,676
Software	\$14,340,156	\$3,507,760
Clean Technology	\$2,092,000	\$522,997
Consumer Products & Services	\$1,346,013	\$336,504
Healthcare Services	\$839,000	\$208,107
Electronics/Instrumentation	\$1,646,000	\$386,500
IT Services	\$1,130,007	\$280,863
Internet/Web Services	\$1,092,900	\$269,117
Marketing/Advertising	\$710,000	\$177,500
Food/Drink	\$482,500	\$120,625
Telecommunications	\$55,000	\$13,750
Networking/Equip and Other	\$4,332,500	\$1,074,913
TOTAL	\$46,150,674	\$11,415,751

<sup>\*</sup>Standardized categories used by angel investment community; not necessarily reflective of business' primary activity for certification purposes

#### Location

Of the 117 certified businesses that received investment through the program in 2012, eight were located in Greater Minnesota; five other Greater Minnesota businesses were certified in 2012 but did not receive investment. Of the almost 200 businesses that have received investment pursuant to the program since its inception in 2010, 25 that are headquartered in the metro area also have operations in Greater Minnesota (see the *Business Demographics* section on page 6). Table 3 gives additional detail and Appendix C provides a map of business headquarters distribution.

Table 3 – Headquarters Location of Businesses Receiving Qualifying Investment in the Angel Tax Credit Program, 2010-2012

Location		Businesses Receiving Qualifying Investment		Total Investment Made in Businesses		s
	2010	2011	2012	2010	2011	2012
Twin Cities						
(7 county region)	62	100	109	\$26,248,232	\$50,260,689	\$43,892,174
Greater Minnesota	5	13	8	\$ 1,775,000	\$12,888,095	\$ 2,258,500
TOTAL	67	113	117	\$28,023,232	\$63,148,784	\$46,150,674

Throughout 2012, DEED actively worked to increase awareness of the Angel Tax Credit Program in Greater Minnesota by meeting with and presenting to interested business, investor, and economic development groups around the state, through email campaigns, and by an advertising campaign. These efforts will continue in 2013. However, because the program is focused on high tech start-ups,

and because the majority of high tech economic activity is in the metro area, the program remains metro-centric. See page 10 for more information on awareness campaign.

#### **Business Demographics**

Beginning in 2012, the Angel Tax Credit Program began collecting data, via business annual reports, regarding whether businesses that received investment pursuant to the program were minority-owned, women-owned, and whether metro area headquartered businesses had operations in Greater Minnesota.

Number of unique businesses:	199*
Number minority-owned:	4
Number women owned:	6
Number metro-headquartered with Gtr MN operations:	25

<sup>\*</sup>as some businesses received investments in more than one year, this number is less than the total of how many businesses received investments each year

#### Job Creation

Businesses provide employment figures at the time of certification and in their year-end annual reports. Businesses report only on jobs they directly create, meaning only employees they have on their payroll. They do not report on contract workers or on employees hired by others to do work that they outsource, though the department is evaluating methods to possibly collect this data.

Direct job creation by businesses participating in the program is a long-term proposition. The capital they raise pursuant to the program is often used to contract for services, as it is often not economically feasible for early-stage businesses to build large payrolls. As businesses grow beyond their initial research and development stage and into the production and sales stage of their lifecycle is when substantial job creation takes place.

The program, pursuant to legislative intent, promotes the creation of good paying jobs: at the time of certification, businesses' employees must be paid at or above the statutory wage floor of 175% of the poverty level for a family of four (\$40,338 on an annualized basis, or \$19.39/hr in 2012). Table 4 provides employment information related to businesses that received investments pursuant to the program:

Table 4 – Job Creation by Businesses Receiving Qualifying Investment in the Angel Tax Credit Program

2010 Job Creation: 2011 Job Creation: 2012 Job Creation:	# of Employees at Beginning of Year 137 266 463	# of Employees at End of Year 195 441 616	Jobs Created 58 175 <u>153</u>
Total Jobs Created			386

Estimated annual gross wages of jobs: (assuming at wage floor minimum)

\$15,570,468

#### **Number and Value of Credits Issued**

Angel tax credits are issued directly to investors, whether they invest in qualified businesses individually or through an investment fund. 656 credit certificates valued at almost \$11.4 million were issued for 2012 investments. In accordance with the Angel Tax Credit Program statute, any unused credit allocations are rolled forward to the following year's program. Because the 2010 program was in operation for only six months, there was a significant carryover of credits from 2010 to 2011.

Number of individual certified investors who made investments:	465
Number of investors in certified funds who made investments:	<u>191</u>
Total number of investors to whom credits were issued in 2012:	656

### Table 5 – Angel Tax Credits Appropriated, Available, and Issued

2010 credit appropriation:	\$11,000,000
2010 credits issued:	\$7,005,808
2010 credits unused and rolled over to 2011 program:	\$3,994,192
2011 credit appropriation:	\$12,000,000
2011 credits available:	\$15,994,192
2011 credits issued:	\$15,787,196
2011 credits unused and rolled over to 2012 program:	\$206,996
2012 credit appropriation:	\$12,000,000
2012 credits available:	\$12,206,996
2012 credits issued:	\$11,415,751
2012 credits unused and rolled over to 2013 program	\$791,245
2013 credit appropriation	\$11,900,000
2013 credits available	\$12,691,245

In 2012, all available tax credits were allocated as of July 24, indicating the exceptionally strong demand for this program. An allocation of a tax credit means that an applied for amount of credits are reserved for a proposed investment transaction. These proposed transactions must occur within 60 days or the credit allocation is cancelled; once the program has allocated all the year's tax credits, any unused credits (e.g., unused because the planned investment did not take place) cannot be reallocated and are instead rolled over into the next year. In 2012, one planned fund investment, for which a large tax credit allocation was approved, did not happen, as well as several other smaller planned investments, leading to an unexpectedly overall unused credit amount. For these reasons, while all 2012 credits were allocated, 2012 credits that remained unused that were rolled over to 2013.

### **Recipients of Credits**

Investors can participate in the program as individual certified investors, as investors in certified investment funds, or both. Investors must be certified before they make an investment in a certified business for that investment to qualify for the Angel Tax Credit. In 2012, 511 investors were certified, of

which 465 actually made an investment in a qualified business. 19 funds were certified in 2011, 17 of which (representing 191 investors) made investments in a qualified business.

	<u>2010</u>	<u>2011</u>	<u>2012</u>
Number of individual investors certified:	275	623	511
Number of individual investors who made investments:	258	563	465
Number of investment funds certified:	5	21	19
Number of investment funds that made investments:	4	21	17
Number of investors in funds that made investments:	32	195	191

The Angel Tax Credit is a refundable credit, meaning that if an investor has limited or no Minnesota state tax liability, the difference or the whole credit amount is refunded to the investor. This feature of the program, which was unique until Oklahoma recently added a similar provision, provides the opportunity for non-Minnesotans to make equity investments in Minnesota businesses and be eligible for the credit. Wisconsin and North Dakota, and possibly other states with similar programs, are considering making their angel tax credits refundable. The average investment per investor in 2012 was \$72,479, a small decline from 2011 due to increased participation by angel funds with large numbers of investors in 2012.

	2010	2011	2012
Average investment per investor:	\$96,300	\$83,310	\$72,479
Average credit amount per investor:	\$24,075	\$20,827	\$18,120

Minnesota's Angel Tax Credit Program spurs substantial investment in Minnesota businesses by non-Minnesotans. In 2012, non-Minnesotan investors accounted for 28 percent of overall investment, an increase from 27% in 2011 and 22% in 2010. Non-Minnesotan investors include several from other countries, including the Switzerland and India. See Table 6 for additional information.

Table 6 – Location of Investors Making Qualifying Investment in Qualified Businesses in the Angel Tax Credit Program, 2012

	Minnesotans		Non-Min	nesotans	
	20	12	2012		
Number of					
Investors <sup>1</sup>	461	74%	165	26%	
Amount of					
Investment <sup>2</sup>	\$33,431,156	72%	\$12,737,518	28%	

<sup>&</sup>lt;sup>1</sup>Includes individual investors and fund investors

For a list of 2012 certified investors, see Appendix D.

For a list of 2012 certified funds, see Appendix E.

<sup>&</sup>lt;sup>2</sup>Includes individual investments and fund investments

#### **Number and Value of Credits Revoked**

Investors may have their Angel Tax Credits revoked and recaptured if they do not meet all program requirements as stated in law. In 2012, no credits were revoked due to investors or businesses not meeting the following program requirements.

- No credits were revoked due to investors failing to hold their investment for three years (exceptions to this requirement are delineated in the following bullet point).
- \$165,001 in credits for investments were exempted from the three-year investment holding requirement for meeting one of the four allowed exemptions. These exemptions are:
  - 1. The investment became worthless (\$45,000 in credits)
  - 2. 80% of the business assets were sold (none)
  - 3. The business was sold (\$112,501 in credits)
  - 4. The business' common stock began trading on a public exchange (\$7,500 in credits)
- One (1) business is subject to a penalty of the amount of credits issued for investments made in that business because it failed to maintain its headquarters and at least 51% of its employees and payroll in Minnesota. The penalty amount declines 20% for five years; at that time the penalty ends.
  - This business maintained its headquarters in Minnesota but over 51% of its employees and payroll is outside the state. The amount of credit subject to collection as a penalty is \$19,250.

## **Program Financing and Costs**

The Angel Tax Credit Program's operations are funded by program fees. Fees are collected at the time of certification application and upon submission of annual reports. Fee income in 2012 was derived from these sources:

\$178,850
\$19,000
\$28,500
\$114,300
\$340,650

Total program administration costs in 2012 were approximately \$203,000 which reflects staffing needs, continued development and enhancement of a database to track operations, an adverting campaign, and miscellaneous expenses such as travel and printing. The program used 1.7 FTE staff in 2012, plus one temporary staff person for the December-February busy period. Costs will be approximately the same in 2013.

Staff	\$146,000
Database development	\$ 31,367
Greater MN advertising campaign	\$ 14,221
Miscellaneous (e.g., travel, printing, postage)	<u>\$ 11,649</u>
Total	\$203,237

## **Program Initiatives**

#### Legislation

From its inception, the program has worked closely with stakeholders in the angel community to maximize business growth in Minnesota. In early 2011, the community recommended minor adjustments to the statute. As a result, the department proposed a wage minimum for interns, a member modification for funds, and an equity maximum consistency; all these proposals were passed by the 2011 Legislature. Additional minor adjustments were proposed by the department to the 2012 Legislature. These too were passed, but ultimately did not take effect when the 2012 tax bill was vetoed.

#### Greater Minnesota

Due to an unanticipated low level of participation by Greater Minnesota businesses in the Angel Tax Credit Program, the program in 2012 drafted and implemented a communications plan to ensure that businesses, economic development agencies and professionals, and angel communities in Greater Minnesota were aware of the program.

The communications plan employed a four prong strategy involving presentations, email campaigns, collaborations, and advertising:

#### 1. Presentations

Throughout the year we presented at six different Greater Minnesota angel events, providing information to 11 different organizations from all corners of the state.

### 2. Email campaigns

Informative emails were sent to a variety of lists so that various communities who may not have heard of the program could become familiar with it. Those that received the emails included accounting firms, economic developers, chambers of commerce, community banks, business attorneys, medical device industry participants, venture capitalists, Minnesota Cup participants, and MN IDEA participants.

#### 3. Collaborations

The program was publicized in Greater Minnesota using a number of different avenues. These included Small Business Center's annual conference, where information about the program was presented and program materials shared with attendees, articles published in the Economic Development Association's (EDAM) newsletter, news releases issued regarding the program, and materials about the program sent to LifeScience Alley and BioBusiness Alliance events.

## 4. Advertising campaign

Advertisements regarding the program were placed in Greater Minnesota newspapers, trade publications, and on related websites to increase awareness about the program by businesses outside the metro area. The ads were placed in three consecutive months (November and December 2012, January 2013) to coincide with the 2013 certification process. The ad placement included 285 general newspapers and their 56 websites, the BusinessNorth monthly business newspaper, the Minnesota High Tech Association's TechTuesday email weekly newsletter, The Farmer monthly magazine, and Engineering Minnesota monthly magazine. The variety of these venues corresponds to the industries included in the Angel Tax Program; overall circulation of these publications exceeds 1.5 million. The cost of the ad campaign was \$14,221.

In 2013 we will continue our awareness building efforts through angel networks, economic developers and other organizations to seek more utilization of the program by Greater Minnesota businesses.

#### **Partnerships**

The department has developed strong partnerships with a number of organizations that promote angel investing and business development within Minnesota. One such partner is the Minnesota Angel Network (MNAN), which develops angel networks throughout the state, often working with community-based organizations such as the Southern Minnesota Initiative Foundation, and participates with networks in other states to encourage interstate investment and deal syndication. MNAN has also developed a process to assist businesses to position themselves to receive investment – including investments through the Angel Program and has opened four business intake centers in Greater Minnesota to specifically assist non-metro area businesses. The department also actively works with Gopher Angels, The Collaborative, AngelPolleNation, MOJO Minnesota, the U of M Venture Center, and other organizations seeking to facilitate the growth of the angel investment community in Minnesota.

## Closing

If you have any questions or comments regarding this report, please contact Jeff Nelson, Angel Tax Credit Program Coordinator, at 651.259.7523 or jeff.m.nelson@state.mn.us, or Bob Isaacson, Director of the Office of JOBZ and Business Finance, at 651.259.7458 or bob.isaacson@state.mn.us.

# Appendix A

## Minnesota Angel Tax Credit List of Qualified Businesses

The following businesses have been certified as Qualified Businesses under Minnesota Statute 116J.8737. This certification solely means that Minnesota Department of Employment and Economic Development (DEED) has found that each business meets the qualifications specified in Subdivision 3 of the statute and that each business is therefore eligible to participate in DEED's Angel Tax Credit Program.

## 2012 Qualified Business

3D Sports Technology. Inc Energy Technology Unlimited of Minnesota,

ABS Corporation LLC

Accelerated Innovations, LLC Environmental Technologies

AccuDose Solutions, LLC Event Content
Adestinn LLC Exablade Corp.

Advanced Healing Systems, Inc. Exosite, LLC

Advanced Vein Therapy, Inc.

Exsulin Corporation

Advanced Vein Therapy, Inc. FABtec medical, Inc

Anser Innovation, LLC FemMed, Inc.

Argos Risk, LLC Fision Holdings, Inc.

Aria CV, Inc. Fitness Formulary, LLC

Asset Record Company Flywheel Exchange, LLC

AsystMe, LLC For My Children

AUM Cardiovascular, Inc. Fortiori Design, LLC

Aushar LLC Founding Fathers Products, LLC

Avabar, LLC Fragrance Marketing Group, LLC

Axcept Media, LLC

FuelMiner, Inc.

Bavia Health

Pia Plastia Calutiona III C

Fusion Medical, Inc

Bio-Plastic Solutions, LLC

Bioactive Regenerative Therapeutics, Inc

FYI, When I Die, LLC

(BRTI) General Blood, LLC

BioCell Therapies, Inc. Genii, Inc.

BiteSquad.com LLC Heatwave Solar LLC

Blue Water Medical, Inc Heilux, LLC

BookBottles, LLC HMP Enterprises, LLC

ByME, Inc. Heroic, Inc.

Canopy Co. Horse Sense Shoes, LLC
Card Cells, LLC HSIO Technologies, LLC

Cardia Access, Inc.

Cardialen, Inc

CaringShare, Inc.

Hybrid Medical, LLC

iFundraise4U, Ltd.

ImmuMed, Inc

CaSTT, Inc.

Inclined Biomedical Technologies, LLC

Celcuity, LLC

Instant Wireless Interpretation, LLC

Chitogen, Inc. InterSlice Ventures, LLC

Circle Biologics, Inc.

Clinical Healthcare Corporation

Cloud Sports Data, LLC

Invenshure, LLC

Invisilighting, Inc.

IrriGreen, LLC

Conservis Corp. IVDesk Holdings, Inc.

Contour Innovations, LLC

Cool Clean Technologies, LLC

Jericho Ventures, LLC

JetE, LLC

Copa Animal Health, LLC KG Technology Associates, Inc.

Cora Cove, Inc. Kromer Co, LLC

CorCardia Group, Inc.

Labels 2 Learn, LLC

CoreSpine Technologies, LLC

LeagueSafe, LLC

curenci, LLC Living Greens Farm, Inc.

CytoMedical Design Group, LLC LocaLoop, Inc.

Datuit, LLC Machine Safety Management, Corp.

DealCurious, LLC

Defiant Bicycles, LLC

Do Group, LLC

Drazil Foods, LLC

Mashup Media, Inc.

Matrix MedTech, Inc

Mcgyan Biodiesel, LLC

MetaLogics Corporation

Dreamgard, Inc. Metamodix, Inc.

Drive Power Midart Communications, LLC
EarthClean Corporation Mill Creek Life Sciences, LLC

Echobit, LLC Minneapolis Biomass Exchange, LLC

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Ecovoltz Miromatrix Medical, Inc.

eLumen Collaborative, LLC MNY Group, LLC

Empathic Clinical Suite, LLC MobileRealtyApps.com, LLC

Energy Resource Insights, LLC Mylceberg, LLC

Nascent Surgical, LLC Rubigo Therapeutics, Inc

National Renewable Solutions, LLC RxFunction, Inc.

NeoCardial Technologies, LLC SafeKey Corporation
Nirva Medical, LLC Salus Devices, LLC

No Sweat, LLC ScyFIX, LLC Nomolos, Inc. Seeonic, Inc. Novu, LLC She - TAXI

Nu-Tech Foods Inc. Sheer Wind, Inc.

Once Innovations, Inc. Smart Packaging, LLC

One Way Hub, LLC SMART Signal Technologies, Inc.

OrthoCor Medical, Inc. SmartHangar.com, Inc.

Packet Power, LLC SocialMesh, Inc Patient Readiness Institute, Inc. SoPayMe, LLC

Paypongo, LLC Spinethera

Phraxis Inc. St. Teresa Medical, Inc Physio-Insight, Inc. Standard Health Inc.

PointPath, LLC Sterilucent, Inc.

PointPath, LLC formerly: PointPath Corp Streamline, Inc

Preceptis Medical, Inc. Sunfish Studios, LLC

PrestigeWare Incorporated SynGas Technology, LLC

Primmo Apps, Inc. (old)

Talking Fish, LLC

ProfitSee, Inc. Tarsier, Inc.

protectRX TelemetryWeb, Inc.
PumpWorks, LLC The Living Tree, LLC

Pursuit Vascular, Inc.

QFO Labs, Inc.

Third Iron, LLC

Third Wind, LLC

Qonqr, LLC Thrill On, LLC

QuickCheck Health, Inc.

Triangle Energy Solutions, LLC
rareEarth, LLC

TruHealth, LLC

Real Time Translation, Inc.

Tweather, LLC

Recombinetics, Inc.

Upstream Technologies, Inc.

VaporLok Technology, LLC

Reshare Commerce, LLC VaporWire, LLC riteSOFT, LLC Vatrix Medical, Inc.

RowBot Systems, LLC VedaloHD Performance Eyewear, Inc.

Verde Environmental Technologies, Inc.

Vertical Farms Produce

Vertical Health Solutions, Inc.

Visiam, LLC

Vital Simulations, LLC

Vizsy, Inc.

Workface, Inc.

Zoltan Laboratories, LLC

# **Appendix B**

## Minnesota Angel Tax Credit List of Credits Issued

The following businesses have received investments that have qualified for Angel Tax Credit certificates under Minn. Stat. 116J.8737. Issuance of these certificates solely means that Department of Employment and Economic Development (DEED) has found that the investment meets the qualifications specified in the statute and that the qualified investor or qualified fund's investor are being awarded tax credits under DEED's Angel Tax Credit Program. Minn. Stat. 116J.8737, Subd. 8, paragraph (a) makes this public data.

# Businesses Receiving Investments through the Angel Tax Credit Program in 2012

Business Name	Investment Amount	Credits Issued
3D Sports Technology, Inc	\$315,000.00	\$78,750.00
ABS Corporation	\$317,500.00	\$77,320.00
Accelerated Innovations, LLC	\$1,000,000.00	\$250,000.00
Anser Innovation, LLC	\$492,500.00	\$123,125.00
Argos Risk, LLC	\$274,963.00	\$68,741.00
Aria CV, Inc.	\$135,000.00	\$33,750.00
AsystMe, LLC	\$292,500.00	\$73,125.00
AUM Cardiovascular, Inc.	\$415,000.00	\$103,750.00
Avabar, LLC	\$250,000.00	\$58,393.00
Bavia Health	\$650,864.00	\$162,706.00
Bio-Plastic Solutions, LLC	\$375,000.00	\$93,750.00
BRTI	\$102,500.00	\$25,625.00
Blue Water Medical, Inc	\$500,000.00	\$108,572.00
Card Cells, LLC	\$1,837,500.00	\$459,375.00
Cardia Access, Inc.	\$410,000.00	\$102,500.00
Cardialen, Inc	\$425,000.00	\$105,593.00
CaSTT, Inc.	\$125,000.00	\$31,250.00
Celcuity, LLC	\$200,000.00	\$50,000.00
Circle Biologics, Inc.	\$400,000.00	\$100,000.00
Cloud Sports Data, LLC	\$1,477,684.00	\$369,422.00
Conservis Corp.	\$1,022,500.00	\$255,625.00
CoreSpine Technologies, LLC	\$10,000.00	\$2,500.00
curenci, LLC	\$35,000.00	\$8,750.00
DealCurious, LLC	\$50,000.00	\$12,500.00

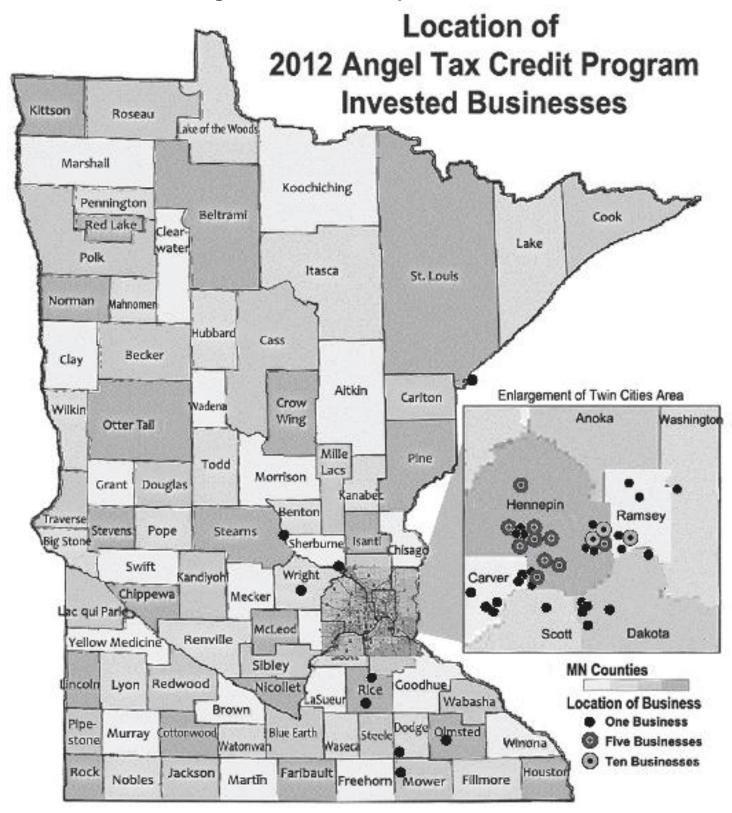
<b>Business Name</b>	Investment Amount	<b>Credits Issued</b>
Drive Power	\$550,000.00	\$137,500.00
EarthClean Corporation	\$550,000.00	\$137,500.00
Echobit, LLC	\$50,000.00	\$12,500.00
Ecovoltz	\$30,000.00	\$7,500.00
eLumen Collaborative, LLC	\$1,000,000.00	\$250,000.00
Empathic Clinical Suite, LLC	\$990,940.00	\$246,915.00
Energy Resource Insights, LLC	\$70,000.00	\$17,500.00
Energy Technology Unlimited of MN	\$600,000.00	\$149,998.00
Exosite, LLC	\$629,738.00	\$157,435.00
Exsulin Corporation	\$350,000.00	\$87,500.00
Fision Holdings, Inc.	\$250,000.00	\$62,500.00
Fitness Formulary, LLC	\$25,000.00	\$6,250.00
Flywheel Exchange, LLC	\$450,007.00	\$112,505.00
For My Children	\$105,000.00	\$25,429.00
Founding Fathers Products, LLC	\$150,000.00	\$37,500.00
Fragrance Marketing Group, LLC	\$333,000.00	\$83,250.00
FYI, When I Die, LLC	\$65,000.00	\$16,250.00
Genii, Inc.	\$320,000.00	\$80,000.00
Heilux, LLC	\$500,000.00	\$125,000.00
Heroic, Inc.	\$120,000.00	\$30,000.00
HSIO Technologies, LLC	\$1,300,000.00	\$325,000.00
iFundraise4U, Ltd.	\$20,000.00	\$5,000.00
ImBio, LLC	\$450,010.00	\$112,498.00
Instant Wireless Interpretation, LLC	\$146,000.00	\$36,500.00
Invenshure, LLC	\$616,677.00	\$154,172.00
Invisilighting, Inc.	\$10,000.00	\$2,500.00
IrriGreen, LLC	\$140,000.00	\$32,699.00
IVDesk Holdings, Inc.	\$50,000.00	\$10,858.00
Jericho Ventures, LLC	\$120,000.00	\$30,000.00
Labels 2 Learn, LLC	\$25,000.00	\$6,250.00
LeagueSafe, LLC	\$50,000.00	\$12,500.00
Living Greens Farm, Inc.	\$1,227,163.00	\$306,790.00
LocaLoop, Inc.	\$737,900.00	\$184,474.00
Matrix MedTech, Inc	\$150,000.00	\$37,500.00
MetaLogics Corporation	\$60,000.00	\$15,000.00
Metamodix, Inc.	\$1,016,375.00	\$254,094.00
Midart Communications, LLC	\$55,000.00	\$13,750.00
Mill Creek Life Sciences, LLC	\$125,000.00	\$31,250.00
Minneapolis Biomass Exchange, LLC	\$15,000.00	\$3,750.00
Miromatrix Medical, Inc.	\$1,693,600.00	\$423,400.00
MNY Group, LLC	\$588,000.00	\$147,000.00
Mylceberg, LLC	\$25,000.00	\$6,250.00
Nascent Surgical, LLC	\$325,000.00	\$81,250.00

<b>Business Name</b>	Investment Amount	<b>Credits Issued</b>
National Renewable Solutions, LLC	\$360,001.00	\$90,001.00
Nirva Medical, LLC	\$25,000.00	\$6,250.00
No Sweat, LLC	\$272,500.00	\$68,125.00
Novu, LLC	\$2,000,001.00	\$434,292.00
Nu-Tech Foods Inc.	\$137,500.00	\$34,375.00
One Way Hub, LLC	\$100,000.00	\$25,000.00
OrthoCor Medical, Inc.	\$1,270,101.00	\$317,525.00
Packet Power, LLC	\$125,000.00	\$31,250.00
Patient Readiness Institute, Inc.	\$215,000.00	\$52,107.00
Phraxis Inc.	\$400,000.00	\$100,000.00
Preceptis Medical, Inc.	\$610,000.00	\$152,500.00
PrestigeWare Incorporated	\$30,000.00	\$7,500.00
protectRX	\$72,500.00	\$18,125.00
PumpWorks, LLC	\$710,000.00	\$177,500.00
Pursuit Vascular, Inc.	\$2,203,500.00	\$544,304.00
QFO Labs, Inc.	\$200,000.00	\$50,000.00
QuickCheck Health, Inc.	\$104,000.00	\$26,000.00
Real Time Translation, Inc.	\$1,451,492.00	\$354,430.00
Recombinetics, Inc.	\$705,000.00	\$176,250.00
riteSOFT, LLC	\$400,000.00	\$100,000.00
RowBot Systems, LLC	\$250,000.00	\$62,500.00
RxFunction, Inc.	\$100,000.00	\$25,000.00
Salus Devices, LLC	\$210,000.00	\$52,500.00
ScyFIX, LLC	\$182,408.00	\$45,603.00
Seeonic, Inc.	\$300,000.00	\$75,000.00
Sheer Wind, Inc.	\$337,000.00	\$84,250.00
Smart Packaging, LLC	\$250,000.00	\$54,288.00
SMART Signal Technologies, Inc.	\$60,000.00	\$15,000.00
SmartHangar.com, Inc.	\$75,000.00	\$18,750.00
Spinethera	\$320,000.00	\$80,000.00
St. Teresa Medical, Inc	\$390,000.00	\$120,000.00
Standard Health Inc.	\$202,400.00	\$50,600.00
Streamline, Inc	\$35,000.00	\$8,750.00
Sunfish Studios, LLC	\$900,000.00	\$225,000.00
SynGas Technology, LLC	\$360,000.00	\$89,999.00
Talking Fish, LLC	\$150,000.00	\$37,500.00
The Living Tree, LLC	\$10,000.00	\$2,500.00
Third Iron, LLC	\$50,000.00	\$12,500.00
Thrill On, LLC	\$1,135,000.00	\$283,750.00
TruHealth, LLC	\$195,000.00	\$48,750.00
Tweather, LLC	\$160,000.00	\$40,000.00
Upstream Technologies, Inc.	\$115,000.00	\$28,750.00
VaporWire, LLC	\$50,000.00	\$12,500.00

Business Name	Investment Amount	Credits Issued
Vatrix Medical, Inc.	\$510,000.00	\$127,500.00
VedaloHD Performance Eyewear, Inc.	\$300,550.00	\$75,138.00
Verde Environmental Technologies, Inc.	\$150,000.00	\$37,500.00
Vertical Health Solutions, Inc.	\$248,800.00	\$62,200.00
Vital Simulations, LLC	\$100,000.00	\$25,000.00
Vizsy, Inc.	\$265,000.00	\$66,250.00
Zoltan Laboratories, LLC	\$150,000.00	\$37,500.00

# **Appendix C**

# Minnesota Angel Tax Credit: Map of Business Distribution



## **Appendix D**

## Minnesota Angel Tax Credit List of Qualified Investors

The following investors have been certified as Qualified Investors under Minnesota Statute 116J.8737. This certification solely means that Minnesota Department of Employment and Economic Development (DEED) has found that each investor meets the qualifications specified in Subdivision 3 of the statute and that each investor is therefore eligible to participate in DEED's Angel Tax Credit Program.

## 2012 Qualified Investors

Abdella, Blake Bartsch, Eric Adams, Ted Baumgartner, Robert Ahrens, Bradley Becker, Terry Aldritt, Colleen Beltz, Nancy Allaei, Daryoush Beltz, Richard Alldredge, William Bensen, Garfield Ament, Jeffrey Benson, Joseph Anderson, Bradbury Berdusco, John Anderson, Chad Berge, Donald Anderson, Jeffrey Berge, Ivar Anderson, Lee Bergquist, Jon Bersin, Robert Ange, Jr., William Arneson, Thomas Bianco, Jeffrey Bingham, Paul Arvidson, Curt Arvidson, Jessica Bird, John Atherton, Richard Blanchard, III, John Attman-Segal, Robert Blank, John Baarsch, Katherine Blegen, Mary Bailey, Cheryl Blissenbach, Henry Bailey, Jean Blofield, Ken Baillie, Glenn Brading, David Baker, Jason Bradley, Timothy Baker, Richard Brandt, Larry Baldwin, Matthew Breon, Robert Bankwala, Zehyani Brian, Mari Bares, Charles Briden, Marie Bares, Keith Bringer, Robert Barkmeier, Jeffrey Briones, Richard Brocker, Michael Barry, Leigh

Barton, James

Barton, Scott

Brown, Michael Bruggeman, Jr., William Brust, Thomas Brzica, Jr., Stephen Bursch, Frederic Buysse, Thomas Calhoun, Michael Campbell, Bruce Campbell, James Cannon, Edward Carroll, Karen Carroll, Patrick Casby, Kurt Caulfield, Kevin Chapman, James Chitale, Sameer Christian, Amber Christiansen, John Chung, Won Clark, Jay Clark, Kevin Clasen, Dodd Cleet, James Cochrane, Richard Colton, Joshua Connors, Bradley Cousineau, Henry Crandall, David Crump, Lisa Culey, Dennis

Brown, James

Broderick, Sean

Brooks, John

Cullen, Hugh Cunagin, Danny Curry, David Curtis, Paul Dahl, Brian Dahl, Mark Dahl, Miriam Dahl, Mitchell Dale, Michael Damani, Ramesh D'Amico, Dominic Dardi, Peter DeBerg, Craig Deckas, Andrew DeLahunt, James DeLanghe, Donald DeMello, Jeffrey Dennis, MarryAnne Dent, David DeSalvo, Matthew Devon, Richard DiCola, John

Diebold, Dixon Diebold, Rene Diebold, Stephen Dippel, Eric Donan, William Douglas, William Doyal, Randall Dryer, Daniel DuBois, Christopher Duffer, Mark

Ebertz, Michael Edgar, Robin Eftekhari, Malekeh Ehlers, Gary Eide, Vicki Eidsvold, James

Dyrstad, Marvin

Elftmann, Joel Ellingson, Bernhard Endres, Leon Endres, Thomas Erdem, Cem

Erickson, Brian

Ekstrand, Richard

Erickson, Renwood Espindola, Sebastifo Esser, Teresa Farrell, April Farrell, William Fisher, David Fitzgerald, Michael Flowers, Jr., Lewis

Floyd, Dale Flynn, Charlie Forney, Walter Foss, Richard Fox, Charles Francis, John Frederickson, Daniel

Frey, Katherine Garen, Scott Gentry, Staley Gerhardt, Donald Gesko, David Gilbertson, David Golden, Marshall Goode, Lawrence Gougeon, Franck Gray, James Grochowski, Chad

Grunewald, Jonathon Gurbach, David Gustilo, Gloria Gwinn, Michael Hafdal, Richard Hagberg, Norman Hagen, Russell Haines, Stanley Haines, Timothy

Halla, Donald

Halper, David Halverson, James Hanson, Michael Harrington, Michael Harrison, Supenn Hart, Brian Hassan, Sohail Hasslinger, Michael Haugan, Todd Haughey, Matthew Hauschild, Thomas Hauser, Peter Hays, James

Heeter, Russell

Heinemann, Mark Hellervik, Lowell Helms, Jack

Henderson, Joseph Hendry, Bruce Herman, Reginal Heupel, Joshua Hickey, Thomas Hickey, Jr., James HIggins, Stuart Hollenhorst, Charles Hopfenspirger, Larry Howe, Michael Hultgren, Bruce

Hutson, Jr, Harold Ibsen, Craig Jensen, Peter Jerome, Jerome Johnson, David Johnson, David Johnson, Jay Johnson, Michael Jorgenson, David Joshi, Amol

Joy, Samuel Jutting, Todd Karkela, Larry Katalinich, Steve Kaufmann, Allen Keeth, Douglas Kent, Ingrid Ketelsleger, Kevin King, Steven

Kinney-Nelson, Barbara

Kielden, Robert Klas, Jr., Robert Klinefelter, Gary Klungness, James Knuth, Gregory Knutsen, Sean Kolb, Fred Kolb, Lori Kollock, Kevin Konezny, Ronald Kopischke, Troy Koziol, Paul Kramp, Richard

Krishnan, Subramanian

Krocak, Robert Kroll, Laurel Kroll, Mark Kroll, Richmond Kroll, Robert Kurzman, David Kyle, Richard Lamovec, Raymond Larkins, Stuart Larson, Paul Larson, Vincent Laube, Dean Lawton, Nicholas Lawyer, Joseph Lazar, Eric Lear, Steven Leonard, Dean Leonard, Gary Lepeska, James Lerum, Stephen Letscher, Thomas Lettmann, John Levey, Richard Lillemoe, Kent Linstroth, Paul Lisberg, William Litschke, Leann Livingston, Jason Loehrke, Kent Loken, Kenneth Longlet, Donald Lothenbach, Robert Lundberg, Steve Lynds, Edward Maas, Dennis Macdonald, Ken Machmeier, Bruce Macintyre, James Magne, Thomas Mahler, Glenn Makowski, John Mandt, David Mansfield, Seymour Marra, James Marvin, John Mataczynski, Craig

Mathes, James

Matteson, Brian

Mayhew, Anthony McEllistrem, Thomas McFarland, Richard McGuire, Jane McKay, Randy McKay, Steven McKinney, Patrick McNellis, Gregory McPhee, Scott McQuinn, Alvin McQuinn, Mary Melilli, Steven Meloch, Michael Melquist, Paul Mershon, William Meskan, Thomas Meyer, Nathaniel Michel, Eduard Michelon, Richard Miller, Stephen Missling, Robert Mitchell, Andrew Mitchell, Charles Mitchell, Kari Mohoruk, Terrance Morgan, Randy Morrison, John Mueller, Gerald Mueller, III, John Munster, Charles Myhre, Jeff Nash, Marlow Nelson, Cheryl Nelson, Erik Nelson, Glen Nelson, Kenneth Nelson, Matthew Nelson, Michael Nelson, Steven Nelson, Timothy Ness, Nancy Nickels, Kevin Noble, Gary Noble, John

Ohlson, Eric Olivier, Edmund Olson, Jack Olson, Kristopher O'Neil, Jeannie O'Neill, Elizabeth Opperman, Nathaniel Oppold, Thomas Otterlei, John Page, John Palmer, David Parikh, Manish Patel, Ashokkumar Patel, Mukesh Paulus, Kenneth Pauly, Daniel Pavelski, Richard Paxton, Michael Pedersen, Bradley Pederson, Andrea Pell, Lewis Perkins, Daniel Perrine, Richard Pestello, Cheryl Petersen, Gary Peterson, Craig Peterson, Dale Peterson, Lars Peterson, Pamela Peterson, Robert Petrucci, Gary Phippen, Timothy Piper, Jeffrey Pjesky, Chelsey Ploen, Mark Polachek, Sol Polson, Jacqueline Polson, Jeremy Pontius, Stephen Potvin, Roger Pricco, Steven Priedeman, Jr., William Pugh, Steven

Qualen, Christopher

Qualen, Michael

Radovich, Nick

Ragaller, Steven

Rasmussen, David

Norman, Dermott

Novogratz, Joseph

O'Dell, Jeffrey

Novak, Jav

Rausnitz, Gerald Redfield, Corey Reedy, David Reese, Brett

Rehemtulla, Almawaz Rehnberg, Kevin Rehwaldt, Gregory Rettew, Bruce Rice, Eric Richie, Alfred Rivkin, Judith Roach, Daniel Robbins, Mark Roberts, Steven

Rocha-Singh, Krishna Rogers, John Rose, Brian Rose, Matthew Rose, Megan Rose, William Rosen, Thomas Rosene, Robert

Ross, Brian Roth, Damon Rowley, Thomas Russick, Leslie Salovich, Elmer Sandozi, Irfan Sarrail, James Satorius, John Scandurra, John Schell, Robert Scherer, Gary Schmidt, Perry

Schoper, Paul Schriver, Robert Schultz, Wesley Schutz, Ron Schwidder, Brian Seaberg, John Sealock, Donald

Scholz, Jon

Seed, Randolph Seleskie, Joel Sellke, Terry Shapiro, Daniel Shapland II, James Shearer, III, James Shearer, Jr., James Shorba, Christopher Simenstad, Mark

Simonson, Gerald

Simpson, William

Sletto, Ronald Slipka, Brian Smith, Dean Snow, Michael Sorvala, Marvin Speroni, Karen Spies, Gary Sprenger, Leon Springer, John Springer, Keith

Sproule, Paul

Sreekumar, Bhaskaran

Stamer, Dale Steigauf, Timothy Stenoien, Daniel Stenoien, Mark Stewart, David Storlie, Ted Sulheim, Kasey Sulheim, Ryan Sullivan, Brian Sullivan, Michael Surich, Richard Sutton, Robert Swank, Sidney Swansen, Russell Sweetser, Philip Swenson, Michael Swenson, Michael

Swenson, Michael Swift, Thomas Talmage, Ross Talmage, William Tenenbaum, Daniel

Teske, Judy Thacker, Kipling Thomas, Abbott
Thorsland, Michael
Thorvilson, John
Tibbles, Mark
Tice, Trevor
Tofteland, Dean
Townsend, Frederick

Trapp, Chris
Troendle, Fredrick
Ulstad, Vincent
Urness, Todd
Vasko, Roger
Verburgt, Thomas
Vickerman, Robert

Vig, Linn
Villas, John
von Kuster, Paul
Voss, Gregory
Voss, Thomas
Wachsler, Steven
Waddell, Wiley
Ware, Justin
Way, William
Weber, Robert
Weber, Ryan

Weinmann, IV, Robert

Weitzel, John Welsh, Timothy Wentland, Arnold Wheeler, Steven White, Michael Wicka, James Wicka, John Wicka, Thomas Wirth, Steven

Woodburn, Jr., James Wright, Michael Wynne, Christopher

Yoch, E. Ted Zarama, Mario Ziebol, James Ziebol, Robert

# Appendix E

# Minnesota Angel Tax Credit List of Qualified Funds

The following funds have been certified as Qualified Funds under Minnesota Statute 116J.8737. This certification solely means that Minnesota Department of Employment and Economic Development (DEED) has found that each fund meets the qualifications specified in Subdivision 3 of the statute and that each fund is therefore eligible to participate in DEED's Angel Tax Credit Program.

## 2012 Qualified Funds

Abigail Investments

Bermuda Group, LLC

Fountain Hills Investments, LLC

G.D.O., Inc. d/b/a Gradient Technology

Honour Capital Partners, L.P.

Invenshure Fund I, LP

Madcap Ventures, LLP

Mason Family, LLC

McKay Investments, LLC

Metavest, LLC

Omphalos Venture Partners, LLC

PL Investment Partners, LLC

Rappaport Investment Fund, LLC

Red Hawk Capital, LLC

Sofia Angel Fund, LLC

Twin Cities Angels II, LLC

Twin Cities Angels, LLC

WEA Energy Private Equity

Zen Partners, LLC