



milestone growth fund

Milestone Growth Fund is committed to facilitate and accelerate the formation of capital in minority-owned businesses, which in turn initiates a "ripple effect" that results in business growth, additional jobs, improved local economies, and an increased local tax base. Such a "ripple effect" goes beyond economic measures. Successful Milestone clients become involved in community initiatives to solve social problems and inspire others to pursue the American dream --- something that benefits, not just minorities, but all of us in the Twin Cities community.

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Milestone Growth Fund, Inc. Fact Sheet

- Milestone, in operation for 19 years, is a non-profit, tax-exempt 501(c)(3) community based investment fund licensed by the U.S. Small Business Administration (SBA) to operate as a Small Business Investment Company (SBIC), and is a certified Community Development Financial Institution (CDFI).
- Milestone is the only Minnesota-based venture capital fund that provides smaller amounts of long-term, high-risk, equity type financing and management assistance to minority entrepreneurs who belong to the African American, Asian, Hispanic or Native American communities.
- Milestone's investment strategy focuses on early-stage companies located in the Twin Cities. Milestone provides not just financing but value added services such as strategic planning guidance, financial discipline and identifying and recruiting board members, advisors, and experts.
- Milestone has a proven successful track record:
 - Milestone's contributed capital has grown from a modest \$1.3 million in 1990 to \$5.4 million in 2009
 - Milestone has leveraged these contributions by attracting more than \$200 million in additional financing for our clients - a leverage of \$8 for every dollar invested
 - Milestone has invested \$27.0 million in 77 minority-owned companies since 1990
 - Historically, the income generated by investments has paid for operating expenses
 - Milestone investments, over the last 17 years, have generated a 5.74% IRR
 - For 18 years in a row Milestone has received unqualified opinion from its external auditors and clean SBA examinations
 - Over the past 10 year period, Milestone's outstanding portfolio companies have provided annual employment opportunities to 700 full-time employees, including almost 100 new jobs per year; during the same 10-year period, these companies paid over \$50 million in total taxes
- In FYE 6/30/09 Milestone:
 - Provided information, referrals, and networking opportunities to over 500 entrepreneurs
 - Received over \$16.0 million in funding requests
 - Responded to over 300 formal inquiries; 43 of those entrepreneurs submitted formal funding requests
 - Conducted due diligence on 17 companies requesting \$6.75 million in funding
 - Approved \$700,000 in new or follow-up investments for three (3) companies
 - Portfolio companies as of September 30, 2009, reported \$51 million in gross revenues, 355 total employees, \$17 million total payroll, and \$3.4 million in total taxes paid during their last fiscal year
- Currently Milestone has \$5.4 million invested in 21 minority-owned companies

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