

VENTURE CAPITAL FIRMS L.A. and Orange county-based, ranked by capital under management

Rank	Firm (Ranking in 2003) • name • address	Capital (millions) • total capital	Project Profile • minimum size ¹ • preferred size ¹ • number invested in ²	Preferred Industries (partial list)	Companies Recently Funded	Preferred Financing Stage(s)	Source of Funds	Top Local Executive(s) • name • title • phone
1	AIG SunAmerica Ventures 1 SunAmerica Center, 38th Floor Los Angeles 90067	\$750	\$0.1 \$2-3 30+	wireless, semiconductors for consumer electronics, infrastructure software, security software	XenoPort, AccessLine, Network Physics, Procket Networks	early to mid	WND	M. Gamsin/T. Fukumoto president/managing dir. (310) 772-6000
2	Rustic Canyon Partners 2425 Olympic Blvd., Suite 6050 West Santa Monica 90404	720	2 3-5 51	software, semiconductors, services	NanoNexus, Glass-Lewis, StoneFly, FieldCentrix	seed, early, growth	institutions, individuals, families	Tom Unterman managing partner (310) 998-8000
3	GRP Partners 2121 Avenue of the Stars, Suite 1630 Los Angeles 90067	650	2 5-15 53	financial services and technology, retail technology, business and consumer services	I4 Commerce, Sagent Advisors, eStyle Inc., Evant Inc., Qualys Inc.	all	institutional investors	S. Lebow/Y. Siteron managing ptrns., founders (310) 785-5100
4	Clearstone Venture Partners 1351 Fourth St., Fourth Floor Santa Monica 90401	450	1 1-5 60	enterprise software and infrastructure, communications, Internet and business services	Chutney Technologies, Composite Software, iPolicy Networks, CastBridge	early (series A)	institutions, pensions, fund of funds, families	Bill Elkus managing director, founder (310) 460-7900
5	Kline Hawkes & Co. 11726 San Vicente Blvd., Suite 300 Los Angeles 90049	300	2 6 31	business process outsourcing, technology, telecommunications, manufacturing, distribution	CaseStack, LivHome	mid to late	institutional investors	Frank Kline managing partner (310) 442-4700
6	Palomar Ventures 100 Wilshire Blvd., Suite 450 Santa Monica 90401	300	0.3 3-5 27	information technology	Fulcrum Microsystems, Network Inference, Attensity Corp., Voxity, NetContinuum Inc.	early	institutional investors	J. Gauer/R. Smith general partners (310) 260-6050
7	Pacific Venture Group 16830 Ventura Blvd., Suite 244 Encino 91436	210	1 3 42	health care services, biotechnology, medical devices, health care information technology	N/A	all	private limited partners	E. Kurtin/L. Crouch managing directors (818) 990-4141
8	Forrest Binkley & Brown 19900 MacArthur Blvd., Suite 570 Irvine 92612	210	2 5 WND	diversified	N/A	late	institutions, high net-worth individuals	G. Forrest/J. Brown partners (949) 222-1987
9	Smart Technology Ventures 1801 Century Park West, Fifth Floor Los Angeles 90067	200	1 5-7 17	wireless communications, storage, network infrastructure, enterprise software, telecommunications	Alrenta Inc., E2O Communications Inc., STM Power Inc.	early, mid, late	private investors	David Nazarian founding member (310) 203-3800
10	InnoCal Venture Capital 600 Anton Blvd., Suite 1270 Costa Mesa 92626	175	1 3 34	enterprise software, wireless technology, communications, Internet and broadband technologies	Accruent Inc., DispenseSource Inc., ITM Software Inc., TCI Solutions Inc.	early, expansion	institutional investors	H.D. Lambert managing director (714) 850-6784
11	E*Capital Corp. 1000 Wilshire Blvd., Suite 830 Los Angeles 90017	150	1 3-7 15	consumer products, manufacturing, established technologies, retail, environmental	180s, Cargo Technology Inc.	growth	WND	Eric Wedbush president (213) 688-8080
12	Anthem Venture Partners 225 Arizona Ave., Suite 200 Santa Monica 90401	100	0.5 2-4 15	semiconductors, telecommunications, software	Neveengineering, Troika Networks, Solarflare, Entropic Communications, Planet ATE, Wavestream Corp.	series A-C	financial institutions	William Woodward managing partner (310) 899-6225
13	Evercore Ventures 11111 Santa Monica Blvd., Suite 1500 Los Angeles 90025	100	1 1-3 10	wireless, storage, enterprise software, services	Nth Orbit, Ario Data Networks, Meru Networks	all	WND	A. Beutner/S. Pant general partners (310) 689-0800
14	GKM Ventures 11150 Santa Monica Blvd., Suite 825 Los Angeles 90025	100	2 3 7	software, semiconductors, business services, communications	Silicon Bandwidth, TransDimension, ADX, Voyager	expansion (series B)	institutions, individuals, SBA	Jonathan Bloch managing director (310) 268-2623
15	Stone Canyon Venture Partners LP³ 301 N. Canon Drive, Suite 302 Beverly Hills 90210	84	1.5-2 3 4	media, consumer-based, energy, medical services	Allient Protection Services, Pasta Pomodoro, Cargo Technology Inc.	second round	institutions, individuals	M. Seibert/P. Smith managing directors (310) 551-2250
16	Miramar Venture Partners 2101 E. Coast Highway, Suite 300 Corona del Mar 92625	\$81	\$0.5 \$1-3 5	communications, information storage and processing, enterprise networks	Aktino Inc., Protego Networks Inc.	early to mid	WND	Bruce R. Hallett managing partner (949) 760-4450
17	Coastview Capital LLC 11111 Santa Monica Blvd., Suite 1850 Los Angeles 90025	73	1 1-5 4	biopharmaceutical life sciences	Cellular Genomics, Acadia Pharmaceuticals, Hypnion, Anadys Pharmaceuticals	all	limited partners, institutions, individuals	Gordon Binder managing director (310) 473-8440
18	Centre Palisades Ventures 11766 Wilshire Blvd., Suite 890 Los Angeles 90025	70	2.5 3-7 4	broadband, telecommunications, technology and related areas	Lucix Corp., Avenxus Inc., Zinio Systems, MegaPath Networks	growth	institutional investors	Paul D'Addario senior managing director (310) 996-7696
19	California Technology Ventures LLC 1111 S. Arroyo Parkway, Suite 220 Pasadena 91105	50	0.5 1-2 16	life sciences, information technology	Vivant, SurgRx, Turbine Entertainment	all	institutions, high net-worth individuals	A. Suh/G. Lazar managing directors (626) 403-6632
20	Funk Ventures 22048 Sherman Way, Suite 304 Canoga Park 91303	50	0.5 0.5-5 6	technology, biotechnology, wellness (health-oriented), education and entertainment with technology components	Strata Development Group	early, first and second round	institutions, private investors	Andy J. Funk ceo, managing director (818) 716-0413

N/A – Not Applicable

WND – Would Not Disclose

¹ In millions.

² Number of projects invested in since inception.

³ New address as of March 1.

Note: Information on this list was provided by representatives of the firms themselves. In order to qualify, venture capital firms must be headquartered in Los Angeles and Orange Counties. Firms are ranked by the amount of capital under management companywide and the number of projects completed since inception, respectively. DynaFund, Finaventures and Zone Ventures may have

qualified but failed to submit information.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2004 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Reprints, (800) 494-9051.