

VENTURE CAPITAL FIRMS **ACTIVE IN SAN DIEGO**

Ampersand Ventures

162 S. Rancho Santa Fe Road, #B70
Encinitas, CA 92024
Phone: (760) 632-0626
FAX: (760) 632-0284
Web: www.ampersandventures.com
Capital Under Management: \$300M
Preferred size investment: Over \$5M
Preferred industries: Life sciences, high-tech, Info-tech, medical instruments and devices
Source of capital: Pension funds, endowments, and corporate sources
Preferred financing stage: early stage and buy-out
Local contacts: David J. Parker
Title: General Partner

De Novo Venture

12930 Saratoga Ave., # D-8
Saratoga, CA 95070
Phone: (408) 447-8600
FAX: (408) 447-8599
Web address: www.denovovc.com
Capital Under Management: \$100M
Preferred size investment: \$1-5M
Preferred industries: Life sciences, biotech, medical
Instruments and devices
Preferred financing stage: early stage

Enterprise Partners Venture Capital LP

7979 Ivanhoe Ave., #550
La Jolla, CA 92037
Phone: (858) 454-8833
FAX: (858) 454-2489
Web address: www.epvc.com
Capital Under Management: \$745M
Preferred size investment: Over \$5M
Preferred industries: High-tech, biotech, info tech
Source of capital: Foundations, individuals
Preferred financing stage: early

First Venture Associates

3549 Camino del Rio S., #7
San Diego, CA92108
Phone: (800) 645-2594
FAX: (619) 521-2398
Web address: www.first-venture.com
Preferred size investment: \$1.5 M
Preferred industries: High-tech, info tech
Source of capital: Investor base
Preferred financing stage: early
Local contacts: Charles Blevins
Title: President

Forward Ventures

9255 Towne Centre Drive, #300
San Diego, CA92121
Phone: (858) 677-6077
FAX: (858) 452-8799
Capital Under Management: \$82M
Preferred size investment: \$500,000-\$5M
Preferred industries: High-tech, biotech, medical
Instruments and devices
Source of capital: Institutions and individuals
Preferred financing stage: seed and early
Local contacts: Standish Fleming
Title: Partner

Hamilton Technology Venture, LP

9645 Scranton Road, #240
San Diego, CA92121
Phone: (858) 552-3690
FAX: (858) 552-3695
Web address: www.hamiltonventures.com
Capital Under Management: \$90M
Preferred size investment: \$500,000-1 M
Preferred industries: Life sciences, high-tech, info tech, medical instruments and devices
Source of capital: Private and strategic
Preferred financing stage: seed and early
Local contacts: Dr. Kerry Dance
Title: Managing Partner

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Idanta Partners

4660 La Jolla Village Drive
San Diego, CA 92122
Phone: (858) 452-9690
FAX: (858) 452-2013
Web address: www.indanta.com
Capital Under Management: \$300M
Preferred size investment: Over \$5M
Preferred industries: High tech, info tech
Preferred financing stage: early
Local contacts: Jonathan Huberman
Title: General Partner

Indosuez Venture

2180 Sand Hill Road, #450
Menlo Park, CA 94025
Phone: (650) 854-0587
FAX: (650) 323-5561
Capital Under Management: \$11 OM
Preferred size investment: Up to \$3M
Preferred industries: Computer and electronics and health care related areas
Preferred financing stage: early
Local contacts: Nancy D. Burrus, Guy H. Conger, David E. Gold
Title: General Partners

Inblewood Ventures, LP

12526 High Bluff Drive, #300
San Diego, CA 92130
Phone: (858) 792-3579
FAX: (858) 792-3417
Web address: www.inglewoodventures.com
Capital Under Management: \$40M
Preferred size investment: \$1-5M
Preferred industries: Life sciences, biotech, medical instruments and devices
Source of capital: CEOs, VC funds, SBIC
Preferred financing stage: early
Local contacts: Daniel Wood, CFA
Title: General Partner

InnoCal

600 Anton Blvd. #1270
Costa Mesa, CA 92626
Phone: (714) 850-6784
FAX: (714) 850-6798
Web address: www.innocal.com
Capital Under Management: \$200M
Preferred size investment: \$1-5M
Preferred industries: High tech, info tech, and medical instruments/devices
Source of capital: Pension funds, corporate
Preferred financing stage: seed, early
Local contacts: H. D. Lambert
Title: General Partner

JMI Equity Fund, LP

12680 High Bluff Drive, #200
San Diego, CA 92121
Phone: (858) 259-2500
FAX: (858) 259-4843
Web address: www.jimi-inc.com
Capital Under Management: \$400M
Preferred size investment: Over \$5M
Preferred industries: High-tech, info tech
Source of capital: Institutions and investors
Preferred financing stage: early
Local contacts: Charles Noel and Paul Barber
Title: General Partners

Kline Hawkes & Co.

11726 San Vidente Blvd., #300
Los Angeles, CA 90049
Phone: (310) 442-4700
FAX: (310) 442-4707
Web address: www.klinehawkes.com
Capital Under Management: \$440M
Preferred size investment: \$5-1 OM
Preferred industries: Technology, info tech
Preferred financing stage: late, expansion
Local contacts: Frank R. Kline, Jr.
Title: President

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Kriegsman Group

920 Greentree Road
Pacific Palisades, CA 90272
Phone: (310) 230-9359
FAX: (310) 230-9410
Capital Under Management: \$100M
Preferred size investment: \$1-5M
Preferred industries: Emerging/growth companies,
Software, Internet companies, health care
Preferred financing stage: early
Local contacts: Steven A. Kriegsman
Title: President

Mission Venture

11512EICaminoReal,#215
San Diego, CA92130
Phone: (858) 259-0100
FAX: (858) 259-0112
Web address: www.missionventures.com
Capital Under Management: \$290M
Preferred size investment: \$1-5M
Preferred industries: High-tech, info tech
Source of capital: Institutional and investors
Preferred financing stage: early
Local contacts: Dave Ryan, Robert Kibble
Title: Managing Partners.

Sanderling Ventures

103 Spinnaker Court
Menlo Park, CA 94025
Phone: (650) 854-9855
FAX: (650) 854-3648
Web address: www.sanderling.com
Capital Under Management: \$200M
Preferred size investment: \$500,000-1 M
Preferred industries: Life sciences, biotech, medical instruments and devices.
Source of capital: Institutional
Preferred financing stage: early

Sequoia Capital

3000 Sand Hill Road, Bldg. 4 #280
Menlo Park, CA 94025
Phone: (650) 854-3927
FAX: (650) 854-2977
Web address: www.sequoiacap.com
Capital Under Management: \$2M
Preferred size investment: Over \$5M
Preferred industries: High-tech, info tech
Source of capital: Limited partners, endowments, foundations
Preferred financing stage: seed through mezzanine
Local contacts: Mark Stevens
Title: General Partner

Sorrento Associates, Inc.

4370 La Jolla Village Driver-1040
San Diego, CA92122
Phone: (858) 452-3100
FAX: (858) 452-7607
Web address: www.sorrentoventures.com
Capital Under Management: \$115M
Preferred size investment: \$1-5M
Preferred industries: Life sciences, high tech,
biotech, info-tech, and medical instruments and devices
Source of capital: San Diego executives/community Leaders,
Preferred financing stage: early -late
Local contacts: Bob Jaffe
Title: President

Venture Management Associates

1104Camino Del Mar,#7
San Diego, CA92122
Phone: (858) 350-3900
FAX: (858) 794-7081
Web address: www.vmapartners.com
Preferred size investment: Over \$5M
Preferred industries: High tech, info-tech
Source of capital: Strategic partners, individual investment
Preferred financing stage: early, mid
Local contacts: Rich Amen
Title: Managing Partner

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Versant Ventures

450 Newport Center Drive#380

Newport Beach, CA 92660

Phone: (949) 729-4500

FAX: (949) 729-4501

Web address: www.versantventures.com

Capital Under Management: \$250M

Preferred size investment: Over \$5M

Preferred industries: Life sciences,
biotech, medical instruments and devices

Source of capital: Institutional

Preferred financing stage: seed and early