

***Illinois Venture Capital Association
Transaction Case Study***

Company Name:	Alloyd Company, Inc.
Location:	DeKalb, IL
Website:	www.alloyd.com
Employees:	525
Illinois-based Employees:	300
Description of Business:	Alloyd is the Consumer Products Division of SCA Packaging North America. SCA offers packaging solutions for every need, from protective and temperature-assured packaging to the High Visibility Consumer Packaging available from the former Alloyd Company.
Stage of Transaction (from taxonomy):	Leveraged buy-out
Revenue Growth Rate (optional):	
Date of Round:	December 22, 1989 and November 15, 1994
Total Capital Raised:	\$2,810,000 (WPII equity investment)
Use of Proceeds (qualitative):	Common stock
Lead Investor:	Wind Point Partners
Other Investors:	Management team, Prudential Capital
Location and Contact Information for Lead Investor:	Wind Point Partners
Other Information:	

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Company Name:	Bakery Chef, Inc.
Location:	Westmont, IL
Website:	www.bakerychef.com
Employees:	1,600
Illinois-based Employees:	70
Description of Business:	Bakery Chef, Inc. produces frozen ready-to-bake biscuits, frozen ready-to-heat hotcakes, dry biscuit mixes, dry hotcake mixes, frozen waffles, muffins and table breads. Bakery Chef is one of the largest suppliers of breakfast products to McDonald's Corporation, supplying more than 19,000 McDonald's restaurants in the U.S., Canada, and Japan. Bakery Chef's customer base also includes Sysco and Gordon Foods. Wind Point Partners III sold its stake in Bakery Chef to Ralcorp Holdings, Inc. in December 2003.
Stage of Transaction (from taxonomy):	Leveraged buy-out
Revenue Growth Rate (optional):	
Date of Round:	December 29, 1998 and August 6, 1999
Total Capital Raised:	\$19,962,529 (WPIII total equity investment)
Use of Proceeds (qualitative):	Preferred and common stock
Lead Investor:	Wind Point Partners
Other Investors:	Northwestern Mutual Life, Prudential Capital and Bank of America
Location and Contact Information for Lead Investor:	Wind Point Partners
Other Information:	WPP bought a division of a company located in KY and created a HQ in IL because of our IL office location.

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Company Name:	Procyon Technologies, Inc.
Location:	Downers Grove, IL (prior to 2004 located in Chicago, IL)
Website:	www.procyontec.com
Employees:	232
Illinois-based Employees:	95
Description of Business:	Scot Incorporated was founded in 1942 as a firm engaged in the design and manufacture of small precision electric motors used in the general aviation field. In 1976, the company was acquired by four engineers who added propellant and explosive actuated devices to the firm's capabilities. The Scot product line covers components for aircrew egress and life support equipment testing as well as attach and release systems for launch vehicles and missile systems. Scot Incorporated operates a 47,000 square foot site in Downers Grove, IL, which supports a design and development staff, machine shop, production, loading, and test facilities. Scot has extensive expertise in the design and development of mechanical actuation systems and the analytical capabilities to support efficiency in designs.
Stage of Transaction (from taxonomy):	Leveraged buy-out
Revenue Growth Rate (optional):	
Date of Round:	September 14, 2000 through March 29, 2002
Total Capital Raised:	\$40,617,360 (WPPIV total equity investment)
Use of Proceeds (qualitative):	Preferred and common stock
Lead Investor:	Wind Point Partners
Other Investors:	Aetna, Metropolitan Life Insurance Co.
Location and Contact Information for Lead Investor:	Wind Point Partners
Other Information:	WPP bought a company located out of state and created a HQ in IL because of our IL office location.

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Company Name:	Nonni's Food Company, Inc.
Location:	Westchester, IL
Website:	www.nonnis.com
Employees:	484
Illinois-based Employees:	9
Description of Business:	<p>Nonni's is a leading manufacturer and marketer of specialty, premium baked goods with three primary product lines:</p> <ul style="list-style-type: none"> - Biscotti – <i>Nonni's</i> brand - Bagel Chips – <i>New York Style</i> brand - Melba Toast – <i>Old London</i> brand <p>Nonni's has diverse sales channels, including club, grocery and food service.</p>
Stage of Transaction (from taxonomy):	Leveraged buy-out
Revenue Growth Rate (optional):	
Date of Round:	March 29, 2004 and February 10, 2005
Total Capital Raised:	\$31,207,997 (WPPV total equity investment)
Use of Proceeds (qualitative):	Preferred and common stock
Lead Investor:	Wind Point Partners
Other Investors:	Northwestern Mutual Life, Babson Capital Management, Lexington Capital Partners
Location and Contact Information for Lead Investor:	Wind Point Partners
Other Information:	WPP bought a division of a company located out of state and created a HQ in IL because of our IL office location.

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Company Name:	Integra Integrated Procurement Solutions (formerly Industrial Distribution Partners)
Location:	Northbrook, IL
Website:	N/A
Employees:	N/A
Illinois-based Employees:	N/A
Description of Business:	Integra Integrated Procurement Solutions, Inc. was formed to build a national industrial distribution company through acquisition and internal growth. Integra’s strategy is to address customer demand for “Integrated Supply” distribution services, where the customer outsources procurement management to Integra. Integra acquired seven distributors in the maintenance, repair and operating supply industry, with a focus on companies with strong integrated supply capabilities and revenues.
Stage of Transaction (from taxonomy):	Leveraged buy-out
Revenue Growth Rate (optional):	
Date of Round:	June 29, 1998 through March 4, 2002
Total Capital Raised:	\$31,175,391 (WPPIII total equity investment)
Use of Proceeds (qualitative):	Preferred stock and Class A Units in IDP Holdings, L.L.C.
Lead Investor:	Wind Point Partners
Other Investors:	Rudolf Huyzer
Location and Contact Information for Lead Investor:	Wind Point Partners
Other Information:	WPP bought several companies located in multiple states and created a HQ in IL because of our IL office location.

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Company Name:	One Stop Telecommunications, Inc. (McLeodUSA, Inc.)
Location:	Lisle, IL
Website:	N/A
Employees:	N/A
Illinois-based Employees:	N/A
Description of Business:	One Stop was a Chicago area reseller of discounted telecom services to small and mid-sized businesses. The Company began operations in 1996 to compete in the local telecommunications marketplace. Just as the long distance market was opened in 1984, the Telecommunications Act of 1996 opened the \$105 billion local telephone market to aggressive new competitors. One Stop competed in its market by offering a bundled package of local, long distance, cellular and paging products. The Company added value by discounting prices and aggregating all charges for its telecommunications services onto one customized bill. One Stop Telecommunications, Inc. was acquired by McLeodUSA in December, 1999.
Stage of Transaction (from taxonomy):	Growth equity
Revenue Growth Rate (optional):	
Date of Round:	December 15, 1997 through May 5, 1999
Total Capital Raised:	\$3,963,729 (WPPIII total equity investment)
Use of Proceeds (qualitative):	Common stock
Lead Investor:	Wind Point Partners
Other Investors:	Seruus Ventures
Location and Contact Information for Lead Investor:	Wind Point Partners
Other Information:	