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## About MILCOM : News & PR

### CENTRAL FLORIDA START-UPS DRAW \$62.1 MILLION IN CAPITAL

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by [Venture Capital Column](#)

Venture capital investment quadrupled in Central Florida and tripled statewide in the first quarter over the same time in 1999, according to the latest survey by PricewaterhouseCoopers. Investors poured more than \$301 million into Florida companies. There were 31 deals, almost double the number in the first quarter last year. Central Florida, including Melbourne, garnered eight deals and almost \$62.1 million. South Florida companies sealed 13 deals and more than \$159 million.

Florida 1st-quarter 2000 deals:

#### 1. 2nd Century Communications

City: Tampa

Industry: Telecommunications

Description: CLEC with ATM-based technology, providing networking and telecommunications services

Stage of development: Expansion

Financing round: Third

Amount: \$2,500,000

Investors: Accel Partners, Venrock Associates, North Bridge Venture Partners, Meritech, Microsoft Corp.

#### 2. BizProLink.com

City: Boca Raton

Industry: New media

Description: Network of B2B community portals and Web sites for content and commerce

Stage of development: Early

Financing round: First

Amount: \$3,500,000

Investors: CrossBow Ventures, Netinvest, Power Equity AG

## 3. ByeByeNow.com

City: Pompano Beach

Industry: Business services

Description: Online provider of travel services and travel content focusing on leisure side of industry

Stage of development: Early

Financing round: Second

Amount: \$33,000,000

Investors: CrossBow Ventures, World Span

## 4. CAVU

City: Orlando

Industry: Telecommunications

Description: Delivers affordable high-speed Internet access to business users

Stage of development: Early

Financing round: First

Amount: \$19,400,000

Investors: Adams Capital Management, Digital Media Capital, Patricof & Co., Advent International, PSINet

## 5. d'essence Personal Luxury Products

City: Palm Beach Gardens

Industry: Retailing/distribution

Description: Telemarketer of imitation of perfume products

Stage of development: Start-up/seed

Financing round: Second

Amount: \$150,000

Investors: Sycamore Ventures, LM Capital Corp.

## 6. dbusiness.com (American Digital Media)

City: Fort Lauderdale

Industry: New media

Description: Publishes business news through a network of local-oriented Web sites across the United States.

Stage of development: Early

Financing round: First

Amount: \$16,000,000

Investors: BancBoston Capital and Ventures, U.S. Equity Partners, Times Mirror Interactive, TMCT Ventures

#### 7. DesktopDollars

City: Jupiter

Industry: Business services

Description: Internet-based information intermediary that sells access to membership lists

Stage of development: Early

Financing round: First

Amount: \$600,000

Investors: Advantage Capital and others

#### 8. Digital Owl

City: Winter Park

Industry: New media

Description: Web-based publishing media with copyright protection solutions

Stage of development: Early

Financing round: Second

Amount: \$1,000,000

Investors: Draper Atlantic Venture Fund and others

#### 9. Dynacs

City: Palm Harbor

Industry: Electronics/instrumentation

Description: Develops advanced techniques in the areas of information science systems, aerospace and satellite system operations

Stage of development: Late

Financing round: Bridge

Amount: \$1,900,000

Investors: RG Capital Fund

10. Encore Development

City: Jacksonville

Industry: Business services

Description: Provides Web solutions to large corporations, focusing on e-business and datawarehousing

Stage of development: Late

Financing round: Fourth and beyond

Amount: \$2,500,000

Investors: Rock Creek Partners

11. Gold Coast Restaurants

City: Tampa

Industry: Consumer services

Description: Seafood restaurant chain

Stage of development: Early

Financing Round: Second

Amount: \$10,250,000

Investors: Lovett Miller & Co., Jefferson Capital Partners, SSM Venture Partners

12. Highlander Communications

City: Lakeland

Industry: Software

Description: Develops middleware applications and tools that enable its clients to develop end-user wireless applications

Stage of development: Early

Financing round: First

Amount: \$2,000,000

Investors: Lovett Miller & Co. and others

13. Intelligent Machines Corp.

City: Titusville

Industry: Electronics/instrumentation

Description: Develops, manufactures and sells real-time 3-D systems used in manufacturing and assembly-line processes

Stage of development: Early

Financing round: Bridge

Amount: \$150,000

Investors: Advantage Capital Partners

14. iviewit.com

City: Boca Raton

Industry: New media

Description: Provides outsourced streaming video and high-speed, full-screen digital imaging over the Internet

Stage of development: Start-up/seed

Financing round: First

Amount: \$1,500,000

Investors: CrossBow Ventures and others

15. Liquid Golf

City: Orlando

Industry: Consumer services

Description: Online golfing community that features news, information and e-commerce

Stage of development: Early

Financing round: Second

Amount: \$12,000,000

Investors: RG Capital Fund and others

16. MediaBrains.com

City: Naples

Industry: New media

Description: Outsourcer of online tools to the publishing/new media industry

Stage of development: Expansion

Financing round: Second

Amount: \$13,500,000

Investors: Plum Holdings, TL Ventures, Seaport Capital Partners and Advanta Partners

#### 17. Mesh Networks

City: Maitland

Industry: Semiconductors/equipment

Description: Designs and builds wireless chip sets using next generation technologies that include switching and routing intelligence within the subscriber unit

Stage of development: Start-up/seed

Financing round: First

Amount: \$1,000,000

Investors: BancBoston Capital and Ventures, Patricof & Co.

#### 18. Military Commercial Technologies (MILCOM)

City: Maitland

Industry: Business services

Description: Provides technology research and development and consulting services to identify military financed technologies with commercial applications

Stage of development: Not categorized

Financing round: Not categorized

Amount: \$16,000,000

Investors: BancBoston Ventures, Patricof & Co. and others

#### 19. Muvico

City: Fort Lauderdale

Industry: Publishing/broadcasting

Description: Operations IMAX movie theaters

Stage of development: Expansion

Financing round: Not categorized

Amount: \$1,500,000

Investors: BCI Partners

20. NT Corp. (Network Telephone Corp.)

City: Pensacola

Industry: Telecommunications

Description: DSL CLEC focused on Southeastern states

Stage of development: Not categorized

Financing round: Second

Amount: \$33,000,000

Investors: Morgan Keegan & Co., Spectrum Equity Investors, Mellow Ventures, Onset Ventures, Lehman Bros.

21. Parkstone Medical Systems

City: Weston

Industry: Health-care services

Description: Develops hand-held PDAs for physicians

Stage of development: Early

Financing round: Second

Amount: \$31,000,000

Investors: Partech International, Oak Investment Partners, Cardinal Health Partners, Salix Ventures

22. Parts Locators International

City: Jacksonville

Industry: Business services

Description: Auto-parts exchange on the Web

Stage of development: Start-up/seed

Financing round: Initial/seed

Amount: \$2,000,000

Investors: Interprise Technology Partners, Advantage Financial Group and others

23. Pronto Capital Technologies

City: Fort Lauderdale

Industry: Electronics/instrumentation

Description: Quick-turn manufacturer of prototype and pre-production printed circuit boards

Financing round: Fourth and beyond

Amount: \$3,200,000

Investors: North American Funds

24. ScoreCard USA

City: Orlando

Industry: New Media

Description: Personal Internet portal for amateur athletes

Stage of development: Early

Financing round: First

Amount: \$2,500,000

Investors: CrossBow Ventures

25. SweepsClub.com

City: Deerfield Beach

Industry: New media

Description: Online game and prize contests

Financing round: First

Amount: \$2,000,000

Investors: CrossBow Ventures

26. Switch and Data Facilities

City: Tampa



Industry: Telecommunications

Description: Carrier neutral co-location service provider

Financing round: Second

Amount: \$17,500,000

Investors: Seaport Capital Partners, Summit Capital Associates

27. TowerCom Development

City: Jacksonville

Industry: Networking and equipment

Description: Operates communications towers in the Southeast

Stage of development: Start-up/seed

Financing round: Initial/seed

Amount: \$7,300,000

Investors: Lovett Miller & Co.

28. US Bid

City: Melbourne

Industry: Business services

Description: E-commerce intermediary for electronic components

Stage of development: Early

Financing round: First

Amount: \$10,000,000

Investors: Brinson Partners, Spectrum Equity Investors

29. Vitalcast.com

City: Tampa

Industry: Health-care services

Description: Web site offering information on alternative health-care services

Stage of development: Start-up/seed

Financing round: Bridge

Amount: \$1,000,000

Investors: Imlay Investments

30. Wild Card Systems

City: Sunrise

Industry: Software

Description: Developing online payment systems for insurance industry

Financing round: Third

Amount: \$18,400,000

Investors: Sutter Hill Ventures, Greenwich Street Capital Partners, E.W. Branch and others

31. Xcelerate

City: Fort Lauderdale

Industry: Business services

Description: E-commerce information technology consulting firm

Financing round: Third

Amount: \$35,000,000

Investors: Idealab Capital Partners, Bessemer Venture Partners and others

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