



# FIRST CAPITAL GROUP

## FACT SHEET

**FOUNDED:** 1984

**LOCATION:** 750 E. Mulberry, Suite 305  
San Antonio, Texas 78212  
210/736-4233  
FirstCapitalGroup.com

**MANAGEMENT:** Jeffrey P. Blanchard, Founder and President of First Capital Group, has over 30 years' experience in sourcing, negotiating, and managing private equity and venture capital investments. Prior to forming First Capital Group in 1984, Mr. Blanchard held senior investment management positions with First Dallas Capital Corporation, Rust Capital, Ltd., and Victoria Capital Corporation. Additionally, he has held key operating positions with TESCOP, Inc., and Baseball Express, Inc.

James A. O'Donnell, Managing Member, has over 30 years' experience in private equity and venture capital investing. Prior to joining First Capital Group, Mr. O'Donnell was President and Chief Executive Officer of First Republic Venture Group and its predecessors, InterFirst Venture Corporation, and First Dallas Capital Corporation. He was a general partner of O'Donnell & Masur, L.P., and Sherry Lane Partners, L.P., both venture capital investment partnerships. Additionally, Mr. O'Donnell was a partner of Cravey, Green & Wahlen, an Atlanta-based private equity investment firm.

Together, Messrs. Blanchard and O'Donnell are owners of First Capital Group Management Company, LLC, which manages all of First Capital Group's investment funds, and, individually, they serve on the boards of all First Capital Group portfolio companies.

Paul S. Williams, CPA, CFA, Principal, has over 20 years experience in investment and financial analysis and investment management. Prior to joining First Capital, Mr. Williams worked at USAA Investment Management Company, USAA Federal Savings Bank, and KPMG.

**SUMMARY:** First Capital Group is a perpetual-life investment firm that invests in a diversified portfolio of well-managed middle-market companies in Texas and the Southwest, working with their management teams to help build value. Since the firm's 1984 inception, its investment objective has remained constant: to realize a superior return on investments in a diversified portfolio of well-managed companies having the potential to achieve exceptional growth in earnings and value.

First Capital Group feels that middle-market companies in all industry sectors in Texas are under-served by the capital investment community.

First Capital Group's goals are to identify those companies that need investment capital and have demonstrated their potential to achieve growth. First Capital Group works with management teams and existing investors of those companies to establish equitable investment structures that involve First Capital Group investing growth capital, on a preferential basis, in the senior equity securities or debt with equity features of those companies. First Capital Group believes this investment strategy provides attractive expected investment returns while exposing its investment capital to significantly lower risks than other alternative investments. First Capital Group originates and serves as the lead in all of its transactions.

**INVESTORS:** The investors in First Capital Group are institutional investors, corporations, individuals, family offices, trusts, and other investors attracted to the potential for current returns and long-term capital appreciation expected from their investment in First Capital Group.

**INVESTMENTS:** First Capital Group's portfolio companies are diverse and include investments in the fields of communications, information technology, medical products and life sciences, manufacturing, distribution, and services. Representative investments include: Extreme Communications, Inc., ProNet, Inc., Transcom Enhanced Services, Inc., SFX Broadcasting, Inc./Hicks Broadcasting Corporation, Inc., BOXX Technologies, Inc., Digital Motorworks, Injury Sciences, Mimix Broadband, Pavilion Technologies, Data Race, Inc., FairPay Solutions, IntelliPack, Inc., SecureLogix Corporation, Dan-Loc Industries, Chase Medical, Protective Packaging Corporation, Media Recovery, Inc., Shockwatch, Inc., Baseball Express, Inc., Microwave Networks, Inc., and PulseTech Products Corporation.

### **First Capital Group Boilerplate**

First Capital Group is a perpetual-life capital investment firm that invests in a diversified portfolio of well-managed middle-market companies with demonstrated growth potential. First Capital Group's investment focus is Texas and the Southwest. As one of Texas' premier capital investment firms providing funds to this traditionally under-served market segment, First Capital Group delivers more than 75 years' combined management experience to assist management teams in building and realizing enterprise value. Jeffrey P. Blanchard, President and Managing Member, launched the San Antonio based firm in 1984, having already founded and/or held senior management positions in four other such firms. For more information, please visit: [www.FirstCapitalGroup.com](http://www.FirstCapitalGroup.com)