Tamiami Angel Funds Q1 2016 Member Newsletter

As of March 31, 2016







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71lbs, Inc.

Contact: Jose Li. President/CEO (954) 400-7194, jose@71lbs.com

Portfolio Representative: Ralph "Bud" Stoddard

Governance Role: Board Observer

Web Site: www.71lbs.com

Industry: NAICS: 541219, b2b SaaS

Entity Structure: Delaware C-Corporation

Company Description:

A system that allows for customers to easily and automatically collect their FedEx and UPS late-shipment refunds.

Value Proposition:

Many customers are unaware of the money-back guarantee policy of FedEx and UPS. If they are aware, they do not have the time to file the MBG. 71 lbs. automatically monitors and files the MBG and sends the customer a check.

Company Highlights:

- Now serving 2,670+ customers; added 265 in Q1.
- Planning to launch a marketplace later this year.
- Grew to 25 team members 5 in Tech, 9 in Sales, 4 in Ops, 4 in Customer Success, 1 Marketing, 1 Partner, 1 CEO, and interns.
- Competitive landscape is growing and competing on price, offering 25-35% fees.

Investment Highlights:

1/4/2013 3/31/2013 2/6/2014 3/11/2014 4/21/2014 11/08/2012 T1 Investment T1 Investment T2 Presentation T1 Note Conversion T1 Presentation T2 Investment

T12013-05

Security: Series-A Convertible

Promissory Note Amount: \$150,000

Features: 7% interest accrued annually, convertible into new

stock at QEF.

T12013-07

Security: Series-A Convertible

Promissory Note Amount: \$100,000

Features: 7% interest accrued annually, convertible into new stock at QEF.

Security: Note Conversion to Series AA Preferred Stock

Amount: \$0

of Shares: 156,893 Features: 10% cumulative

dividend

T22014-02

Security: Series AA Preferred

Stock

Amount: \$100,000 # of Shares: 43.478 Features: 10% cumulative

dividend

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$400,000	\$400,000	\$286,000	\$1,161,000
Net Income	(\$67,000)	(\$67,000)	(\$23,000)	(\$272,000)
Cash In Bank	\$775,000	\$775,000	\$1,112,000	\$772,000

Investment Detail:

T1 Investments	Detail				
Investment #	Financing	T1	Add-On		
T12013-05	\$150,000	\$150,000	\$0		
T12013-07	\$100,000	\$100,000	\$0		

T1 Summary					
	Total Financing	Total T1	Total Add-On		
	\$250,000	\$250,000	\$0		
T2 Investments	Detail				
Investment #	Financing	T2	Add-On		
T22014-02	\$100,000	\$100,000	\$0		

T2 Summary			
	Total Financing	Total T2	Total Add-On
	\$100,000	\$100,000	\$0

Fund Sentiment: POSITIVE

Management Comments: Jose Li - Q1 revenue of \$400K was 40% higher than Q1 in 2015. We're seeing good growth. Invested in hiring more salespeople. We should see fruits of these efforts in next coming months.

How can Tamiami Angel Funds assist?

Introductions to T2 member's accounting firms (they ship overnight!) Introductions to T2 member's attorneys (they ship overnight a lot!)



eNow, Inc.

Contact: Jeffrey Flath, CEO

(401) 732-7080, jeff.flath@enowenergy.com

Portfolio Representative: Bud Stoddard Governance Role: Board Member Web Site: www.enowenergy.com Industry: NAICS: 333414 and 335122,

Transportation/Trucking

Entity Structure: Delaware C-Corporation

Company Description:

An innovative, clean technology company that uses flexible, solar technologies to help the transportation industry realize substantial economic, environmental and regulatory benefits.

Value Proposition:

Idling trucks consume large quantities of fuel adding to the cost of shipping and excessive emissions. eNow solar energy solutions result in zero idling, increased driver satisfaction, emissions reduction, and decreased fuel, road service, battery replacement and maintenance cost.

Company Highlights:

- Current customers include Palfinger Lift Gates, Anthony Lift Gates, and Dometic.
- Attending numerous trade shows to enhance pipeline.
- Completed first tranche of Series A round.

Investment Highlights:

8/3/2015 T2 Presentation 3/11/2016 T2 Investment

T22016-14

Security: Series A Preferred Stock

Amount: \$250,000 (\$0 Add-On Member investments)

Features: 8% cumulative annual divided, payable upon liquidation

or redemption.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$127,444	\$127,444	\$91,247	\$174,633
Net Income	(\$212,718)	(\$212,718)	(\$324,680)	-
Cash In Bank	\$298,070	\$298,070	\$17,635	-

Investment Detail:

T2 Investments	Detail				
Investment #	Financing		T2	Add-On	
T22016-14	\$	250,000	\$ 250,000	\$	0

T2 Summary							
	Total Financing		То	tal T2	Total	Add-C)n
	\$	250,000	\$	250,000		\$	0

Fund Sentiment: POSITIVE

Management Comments: Jeff Flath - The Company continues to add Channel Partners to our Team (i.e. Dometic) and is in discussions with several other large companies in becoming Channel Partners. (i.e. Goodyear and Travel Centers of America). The Company closed on the first tranche of a Series A raise and the Company is meeting with multiple other investors in order to trigger the second tranche of funding. The Company will also close on a Working Capital Line of Credit in early May 2016.

How can Tamiami Angel Funds assist? Introductions to prospective customers and investors.



Fracture, LLC

Contact: Abhi Lokesh, CEO

(888) 675-8044, abhi@fractureme.com
Portfolio Representative: Roger Warren
Governance Role: Board Member
Web Site: www.fractureme.com

Industry: Consumer Services

Entity Structure: Delaware C-Corporation

Company Description:

Fracture combines e-commerce and lean manufacturing to reinvent how the world prints and displays their digital images.

Value Proposition:

Provides an alternative to high-priced, inefficient photoframing options for those who enjoy sharing photos as décor, gifts, or memorabilia. Product is an image printed on glass that combines both photo and frame.

Company Highlights:

- 1st quarter sales were up 50% over 2015 and are running at an annual rate of \$6MM.
- The company is anticipating an equipment purchase to increase printing capacity to prepare for Q4 2016.
 - Lokesh continues to discuss options with leasing companies and debt lenders but is unwilling to bring in any more equity investors because of dilution concerns.
 - o Two lease proposals were submitted but the terms are prohibitively expensive.
- Invested in support equipment to increase capacity. Existing printing equipment is running at 60-70% over what was expected when the original equipment was purchased.

Investment Highlights:

02/02/2012 5/10/2012 T1 Presentation T1 Investment 4/5/2013, 7/23/2013 T1 Investment 1/13/2014, 6/12/2014 T1 Investment

T12012-02

Security: Series-A Convertible Promissory

Note

Amount: \$410,000 (\$285,000 Add-On

Member investments)

Features: 9% interest per annum, calculated monthly, convertible into preferred stock.

T12013-06, T12013-09

Security: Series-A Convertible

Promissory Note

Amount: \$250,000 (\$150,000 Add-On

Member investments).

Features: 9% interest per annum, calculated monthly, convertible into preferred stock.

T12014-10, T12014-11

Security: Series-A Convertible

Promissory Note

Amount: \$250,000 (\$150,000 Add-On

Member investments).

Features: 9% interest per annum, calculated monthly, convertible into

preferred stock.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$1,366,608	\$1,366,608	\$885,216	\$3,843,189
Net Income	(\$83,347)	(\$83,347)	\$16,470	(\$50,700)
Cash In Bank	Not reported	Not reported	-	\$461,180

Investment Detail:

T1 Investments	Detail			
Investment #	Fina	ancing	T1	Add-On
T12012-02	\$	410,000	\$ 125,000	\$ 285,000
T12013-06	\$	125,000	\$ 50,000	\$ 75,000
T12013-09	\$	125,000	\$ 50,000	\$ 75,000
T12014-10	\$	125,000	\$ 50,000	\$ 75,000
T12014-11	\$	125,000	\$ 50,000	\$ 75,000

T1 Summary				
	Total Financing		Total T1	Total Add-On
	\$	910,000	\$ 325,000	\$ 585,000

Fund Sentiment: POSITIVE

Management Comments: Abhi Lokesh – N/A



Fresh Meal Plan Holdings, LLC

Contact: Marc Elkman, CEO

(954) 658-1338, marc@freshmealplan.com

Portfolio Representative: Roger Warren

Governance Role: Board Member **Web Site:** <u>www.freshmealplan.com</u>

Industry: NAICS: 722511, Food & Beverages

Entity Structure: Florida LLC

Company Description:

An Internet-based freshly prepared meal plan delivery company designed to enhance and sustain a more wholesome existence.

Value Proposition:

Customers in the fresh diet delivery marketplace want to lose weight, eat healthy, and do not want to cook. Fresh Meal Plan effectively markets a variety of good-tasting, healthy, and calorie controlled meals to solve these three problems.

Company Highlights:

- New Heights Capital (NHC) is interested in financing up to \$14MM in the company at \$30MM post money valuation. NHC is currently conducting thorough due diligence.
 - o The structure is \$9MM cash: a debt facility for FMP to access up to \$4MM and \$1MM in legal, management, and transaction fees.
 - o NHC will own 34%, the existing shareholders (T2 and Founders) will own 66%.
 - o NHC is opposed to the acquisition Fresh Diet.
- Revenue is up 20% in the first quarter and the company is breaking into the Atlanta market, supported out of Boca Raton.

Investment Highlights:

3/5/2015 T2 Presentation 9/8/2015 T2 Investment 12/21/2015 T2 Investment

T22015-09

Security: Class D Membership Units **Amount:** \$660,000 (\$360,000 Add-On

Member investments) # of Shares: 2870

T22015-13

Security: Class D Membership Units **Amount:** \$150,000 (\$85,000 Add-

On Member investments)

of Shares: 870

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue				_
Net Income	N	ot Rei	porte	d
Cash In Bank				

Investment Detail:

T2 Investments	Detail			
Investment #	Financing	T2	Add-On	
T22015-09	\$ 660,000	\$ 300,000	\$ 360,000	
T22015-13	\$ 150,000	\$ 65,000	\$ 85,000	

T2 Summary						
	Total Financing		Total T2		Total Add-On	
	\$	810,000	\$	365,000	\$	445,000

Fund Sentiment: POSITIVE

Management Comments: N/A



GroundMetrics, Inc.

Contact: George Eiskamp, CEO

(858) 381-4145, geiskamp@groundmetrics.com

groundmetrics2@groundmetrics.com

Portfolio Representative: N/A

Governance Role: N/A

Web Site: www.groundmetrics.com

Industry: NAICS: 541370, Surveying & Mapping

Entity Structure: Delaware C-Corporation

Company Description:

A full-services survey and monitoring company and the world leader in the development of land-based electromagnetic / resistivity sensor systems.

Value Proposition:

Blind spots deep underground prevent the exploration and development of natural gas sources. GroundMetrics invented a device and system that allow for more effective surveying and discovery/use of clients' resources.

Company Highlights:

- Completed acquisition of a CO2 EOR job in south Texas the first with this new customer. This was one of the fastest jobs executed to date with nearly 6 square miles of data being acquired in 12 days.
- Completed the first ever time-lapse inversion. This is key for EOR and other monitoring applications. The customer has agreed to co-author a paper with us, which will help build credibility in this space.
- Began technical work on the SBIR casing integrity project.
- With the conclusion of field work necessary to service booked business, reduced the team (FTEs) by nearly 40%.
- In due diligence with a couple groups for a Series C investment. Things are progressing positively but again time is working against the company.
- A second key source patent was granted in Australia. Anticipating patent grant for the eQube™ in the U.S.

Investment Highlights:

7/23/2015 10/30/2015 T2 Presentation T2 Investment

T22015-11

Security: Secured Convertible Promissory Note

Amount: \$265,000 (\$15,000 Add-On Member investments)

Features: Convertible into Preferred Stock, accrues interest at 12% per annum, requires monthly interest payments, due 10/30/2018.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$670,312	\$670,312	\$215,376	\$2,007,670
Net Income	(\$846,451)	(\$846,451)	(\$926,461)	(\$3,039,765)
Cash In Bank	\$1,200,000	\$1,200,000	-	\$2,209,337

Investment Detail:

T2 Investments	Detail					
Investment #	Financing		T2	Add-On		
T22015-11	\$	265,000	\$ 250,000	\$15,000		

T2 Summary				
	Total Financing	Total T2	Total Add-On	
	\$ 265,000	\$ 250,000	\$ 15,000	

Fund Sentiment: POSITIVE

Management Comments: George Eiskamp – Even with prices rising to the \$40s this month the market is soft because oil companies are in 'wait-and-see' mode. They are down about 30% YOY and with the recent dip in the \$20s, capex budgets have been reduced likely for the remainder of 2016. To work through this, we are continuing to aggressively manage costs and assertively explore other revenue avenues – licensing deals, series C, and government projects.



Level Eleven, LLC.

Contact: Bob Marsh, CEO

(313) 373-1111, bob@leveleleven.com

Portfolio Representative: N/A

Governance Role: N/A

Web Site: http://leveleleven.com

Industry: NAICS: 519190, Computer Software

Entity Structure: C Corp.

Company Description:

A sales motivation engine that creates focus & energy around crucial sales behaviors like booking meetings, building pipeline & closing deals.

Value Proposition:

VP's of Sales struggle to reinforce employee behaviors that drive sales. LevelEleven provides a system for pinpointing and tracking those behaviors, and features leaderboards that allow employees to compete, which creates better performance.

Company Highlights:

- Record sales quarter w/\$325k net new recurring revenue (50% higher than historic average quarter).
- Key customer wins include Bell Mobility, Rogers Communications, Paycor, Staples, Fisery, and Zendesk.
- Company converted from LLC to C-Corp.
- Existing competitor, Hoopla, has been struggling particularly as our product has become more robust.
- New competitor, Ambition, has emerged but they are doing well against them. They are much more expensive than what Hoopla charged, which is helping increase market pricing expectations. Ambition's pricing is more similar to ours.
- Preparing paperwork to raise \$1.5MM in equity on \$14MM pre-money valuation (post on last round=\$12.6MM)

Investment Highlights:

5/1/2014 T2 Presentation 5/27/2014 T2 Investment 6/19/2015 T2 Conversion 9/17/2015 T2 Investment

T22014-03

Security: Convertible Promissory Note **Amount:** \$145,000 (\$45,000 Add-On

Member investments)

Features: 6.0% interest per annum Unpaid Interest: \$3,000 (YE 2014)

T22014-03

Security: Converted into Preferred AA3 Units # of Shares: 126,605

T22015-10

Security: Preferred AA3 Units Amount: \$180,000 (\$30,000 Add-

On Member investments)
of Shares: 110,533

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$659,532	\$659,532	\$421,250	\$2,061,191
Net Income	(\$806,899)	(\$806,899)	(\$627,837)	(\$2,995,494)
Cash In Bank	\$494,103	\$494,103	\$569,952	\$506,356

Investment Detail

T2 Investments	Detail					
Investment #	Financing		T2	Add-On		
T22014-03	\$	145,000	\$ 100,000	\$ 45,000		
T22015-10	\$	180,000	\$ 150,000	\$ 30,000		

T2 Summary							
	Total Financing		To	Total T2		Total Add-On	
	\$	325,000	\$	250,000	\$	75,000	

Fund Sentiment: POSITIVE

Management Comments: Bob Marsh - The Q4 shift for our sales organization to sell into larger enterprises proved to be successful in Q1 2016. Our average deal size was \$19K compared to a historic average of \$14K, and we closed our first \$100K+ new business contract. We have built a \$3.2MM future sales pipeline including several \$100K+ opportunities which gives us confidence in our future sales goals. The 2015 product enhancement adding KPI-management is proving successful as the cohort of our installed customer base using this new service (representing 60% of our revenue) is growing 200%+, and is becoming a clear "must have" in how companies manage their sales teams.

How can Tamiami Angel Funds assist?

\$1MM of our upcoming equity round will come from our existing investors. Would like to raise an additional \$500K from new outside investors, ideally wealthy individuals. Introductions would be helpful. Also, introductions to sales leaders at companies with 100+ salespeople, ideally with an inside sales team.



MassiveU, Inc.

Contact: Angelo Biasi, CEO

(239) 300-9613, abiasi@massiveu.com
Portfolio Representative: Don Kiernan
Governance Role: Board Member
Web Site: www.massiveu.com

Industry: Education Management **Entity Structure:** Florida C-Corporation

Company Description:

Turns traditional educational content (i.e. textbooks) into digital products focused on social, project-based learning for students, and professional development products for educators.

Value Proposition:

New learning models such as Massive Open Online Courses are disrupting the education market. MassiveU offers a platform for this type of education with mobile cross-platform content creation, ease-of-use, and monetization tools.

Company Highlights:

- · Moved one part-time employee to full-time.
- Signed SOW with Pearson for \$355k development of 28 titles plus ongoing hosting and Licenses for 8 years go live 8/1/2016.
- Signed additional SOW with Pearson for \$30K for development of 3 additional titles plus ongoing license fees for 8 years go live 8/1/2016.

Investment Highlights:

05/02/2013 T1 Presentation 8/23/2013 T1 Investment 4/3/2014 T2 Presentation 6/27/2014 T2 Investment 8/18/2015 T2 Investment



T12013-12

Security: Series-A Preferred Stock Amount: \$380,000 (\$180,000 Add-

On Member investments) # of Shares: 144,399

Features: 8% cumulative dividend, payable upon liquidation or

redemption.

T22014-05

Security: Series A Preferred Stock **Amount:** \$330,000 (\$80,000 Add-On Member investments)

of Shares: 125,399

Features: 8% cumulative dividend, payable upon liquidation or

redemption.

T12015-08

Security: Convertible Promissory Note **Amount:** \$420,000 (170,000 Add-On

Member investments)

Features: 8% interest per annum, converts at 20% discount to series B (or A if B is not

needed).

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$58,622	\$58,622	\$44,377	\$138,507
Net Income	(\$134,833)	(\$134,833)	(\$144,107)	(\$674,291)
Cash In Bank	\$222,380	\$222,380	\$350,264	\$378,697

Investment Detail:

T1 Investments	Detail					
Investment #	Financing	T1	Add-On			
T12013-12	\$ 380,000	\$ 200,000	\$ 180,000			

T1 Summary						
	Total Financing		Total T1		Total Add-On	
	\$	380,000	\$	200,000	\$	180,000

T2 Investments	Detail					
Investment #	Financing		T2	Add-On		
T22014-05	\$	330,000	\$ 250,000	\$ 80,000		
T22015-08	\$	420,000	\$ 250,000	\$ 170,000		

T2 Summary						
	Total Financing		Total T2		Total Add-On	
	\$	750,000	\$	500,000	\$	250,000

Fund Sentiment: NEUTRAL

Management Comments: Angelo Biasi - I am pleased to report that this quarter has been a game changer for MassiveU. With our 8 year contract with Pearson, we are well positioned to generate the traction and trajectory necessary for Series B in the Fall. In addition, we have several other large relationships in the pipeline that we intend to close within the next 4-12 weeks. MassiveU's executive team remains steadfast on efficient capital management, headcount and execution. Our innovative platform has value in the market and we're starting to see that.

How can Tamiami Angel Funds assist?

Any strategic investor relationships for our Series B would be greatly appreciated. We continue to work a "short list" and plan to expand that aggressively over the summer.





Dynamic Health Strategies, LLC

Contact: Jim Pritchett. CEO

(832) 201-8500, jim.pritchett@dhsgroup.com

Portfolio Representative: N/A

Governance Role: N/A

Web Site: http://www.dhsgroup.com

Industry: NAICS: 451110, Consumer Services

Entity Structure: Texas LLC

Company Description:

A wearable device & online activity platform for managing groups, activity and related data designed to improve health & performance.

Value Proposition:

MOVABLE leverages health and connected-devices to promote users to be more active. The platform engages its users in large, connected groups allowing for group competition in a cost-effective means compared with other health products.

Company Highlights:

- Customers include Cerner Corporation, Palmetto Health, Triple-S Salud, and Camden Property Trust.
- Capitalization/Financing/Treasury Purchases/New Investors:
 - Over 50 individual and/or small equity firm investors.
 - Current booked up capital at \$10MM.

Investment Highlights:

2/8/2014 T2 Presentation

6/13/2014 T2 Investment

7/24/2015 T2 Investment

10/12/2015 Acquisition by DHS

T22014-04

Security: Common Units **Amount:** \$150,000

of Shares: 30

T22015-06

of Shares: 20

Security: Common Units **Amount:** \$100,000

Details:

Movable shareholders received 22% of the combined company of the same class of shares as lead shareholders, and are the largest investor in DHS.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$1,050,000	\$1,050,000	\$476,000	\$2,300,000
Net Income	(\$300,000)	(\$300,000)	(\$599,000)	(\$2,800,000)
Cash In Bank	\$219,000	\$219,000	\$28,000	\$258,000

Investment Detail:

T2 Investments	Detail					
Investment #	Fina	ancing	T2	Add-On		
T22014-04	\$	150,000	\$ 150,000	\$0		
T22015-06	\$	100,000	\$ 100,000	\$0		

T2 Summary			
	Total Financing	Total T2	Total Add-On
	\$250,000	\$ 250,000	\$0

Fund Sentiment: NEUTRAL

Management Comments: Jim Pritchett - We are still implementing our new accounting system, so these numbers are high level estimates and are subject to change when the system gets finalized. Revenue for Q1 2016 was \$1,050,000 versus a \$1.20MM budget. Our expenses were \$1.25MM versus a budget of \$1.35MM and, as expected, are significantly lower than the same period last year (\$1.65MM). Net Income ended with a loss of approximately \$300K as budgeted. Revenue from Movable is back on track, HEDIS and Health Plan services are on schedule but our analytics software remains sluggish.

How can Tamiami Angel Funds assist?

We are just putting together another round of financing, perhaps T2 can provide introductions to potential capital firms.



PlusOne Solutions, Inc.

Contact: Craig Reilly, CEO

(407) 359-5929, <u>sales@plusonesolutions.net</u> **Portfolio Representative:** Joseph Benaroya

Governance Role: Board Member

Web Site: www.plusonesolutions.net
Industry: NAICS: 813319, Business Supplies and

Equipment

Entity Structure: Florida C-Corporation

Company Description:

The industry's only comprehensive risk management and mitigation services provider offering turnkey solutions to enable all companies that provide required in-home services to realize a higher ROI and customer experiences.

Value Proposition:

Complex independent service networks for manufacturers, retailers, and service-fulfillment companies involve many labor-intensive support processes. PlusOne Solutions provides a turn-key solution to optimize and offload these support processes.

Company Highlights:

- 48 Total Employees (Orlando, Boise, + Remote); hired an experienced "Solutions Selling" professional in Q4.
- Converted \$500K Convertible Note to Equity releasing debt.
- Increased LOC from \$100K to \$200K and approved by Enterprise Florida for financial guarantee backing.
- Increased Working Capital and Equity by converting options and Long-Term Note from Founder.

Investment Highlights:

1/13/2011 T1 Presentation 4/28/2011 T1 Investment 03/16/2016 T1 Investment 3/11/2014 T1 Note Conversion

Security: Note Conversion

T12011-01

Security: Series-B Preferred Stock **Amount:** \$485,000 (\$285,000 Add-On

Member investments) # of Shares: 844,653

Features: 8% cumulative annual divided, payable upon liquidation or redemption.

T12016-13

Security: Convertible Promissory Note **Amount:** \$100,000 (\$100,000 Add-On

Member investments)

Features: 3% cumulative annual divided, payable on the Maturity Date.

of Shares: 363,972

to Common Stock

Amount: \$0

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$1,462,532	\$1,462,532	\$1,295,064	\$5,863,142
Net Income	\$85,989	\$85,989	\$11,848	\$136,673
Cash In Bank	\$594,904*	\$594,904*	\$146,844	\$60,268

* \$500,000 of Q1 2016 Cash-in-Bank reserved for retirement of \$500K Convertible Note on April 12, 2016.

Investment Detail:

T1 Investments	Detail				
Investment #	Financing		T1	Add-On	
T12011-01	\$	485,000	\$ 200,000	\$ 285,000	
T12016-13	\$	100,000	\$ -	\$ 100,000	

T1 Summary				
	Total Financing		Total T1	Total Add-On
	\$	585,000	\$ 200,000	\$ 385,000

Fund Sentiment: NEUTRAL

Management Comments: Craig Reilly - New Sales Professional, with a focus on Solutions Selling hired in mid-Q4, closed a few sales which were lingering for a long time and reengaged several large accounts making significant progress to close. Raised funds from internal investors to close out the 2007 Convertible Debt in exchange for the equity so we are fairly debt free. New software solution, "Insight" launched with an extremely positive reception in the market.

How can Tamiami Angel Funds assist?

TAFI can assist with introductions for sales leads and also by sharing best practices across portfolio companies including exit strategies and increasing valuation for an exit.





SchoolFlow. Inc.

Contact: Gabe Medina, CEO

(561) 452-8021, gabe@myschoolflow.com

Portfolio Representative: N/A

Governance Role: N/A

Web Site: www.myschoolflow.com **Industry:** Education Management **Entity Structure:** Florida Corporation

Company Description:

A cloud-based learner-engagement platform that delivers mobile assessment to measure students against predefined outcomes.

Value Proposition:

Reduced funding and a movement toward online education makes assessing student progress difficult. Their service provides real-time engagement through mobile devices, with analytics to effectively track and monitor student learning.

Company Highlights:

- Added an Android developer to the team, deployment of Android platform expected in late May 2016
- Developed a monetization strategy that involves recruiting students for jobs based on criteria such as GPA, class standing, major, courses taken etc.
- Grown our app usage at UCF to 3,000 users with a 64% MAU (which is 3 times the industry average).
- Became official partners with UCF and Canvas (one of the largest learning management systems). Canvas' penetration continues to grow, which increases our short term expansion capabilities.
- Made it to the Semifinals of business accelerator MassChallenge (a top 15 accelerator).
- Currently in Due Diligence for the Florida Institute for the Commercialization of Public Research which will allow us to qualify for a \$300K fund match.

Investment Highlights:

03/07/2013 T1 Presentation

5/23/2013 T1 Investment

9/15/2015 Asset Sale to SchoolFlow

T12013-08

Security: Series-A Preferred Stock

Amount: \$255,000 (\$55,000 Add-On Member

investments)

of Shares: 102,340

Features: 6% cumulative dividend, mature upon liquidation

Details:

- ViaResponse was dissolved upon completion of the transaction.
- T1 owns 30,561 Preferred Shares valued at \$104,780.
- This represents 3.49% Total Ownership.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue*	\$25,091	\$25,091	-	\$79,125
Net Income	(\$23,692)	(\$23,692)	-	(\$2,549)
Cash In Bank	\$26,809**	\$26,809**	-	\$24,599

*Revenue is from Via Response sales

Investment Detail:

T1 Investments	Detail				
Investment #	Financing		T1	Add-On	
T12013-08	\$	255,000	\$ 200,000	\$ 55,000	

T1 Summary						
	Total Financing		Total T1		Total Add-On	
	\$ 2	55,000	\$	200,000	\$	55,000

Fund Sentiment: **NEGATIVE**

Management Comments: Gabe Medina, CEO – Schoolflow Inc. has made significant breakthroughs in its objective to raise additional capital by moving into the due diligence stage for FICPR's fund matching program. We expect to launch the Android version of our app in early summer and are also working to build additional features that are projected to increase user base growth. We have acquired a patent from the University of Central Florida that revolves around lecture capture technology and consequently UCF has become a shareholder of our company. New security policies from Canvas LMS have forced us to pull our application from the store while we get re-vetted but may result in us gaining official support and promotion from the university level.

How can Tamiami Angel Funds assist?

We are currently going through due diligence with FICPR. T2 can assist by being diligent in reviewing and signing any amendments provided as a result of our corporate cleanup as well as introducing us to additional investors once we are approved for the \$300K fund match.

^{**}Schoolflow took in a \$20,000 convertible note in February of 2016



Senzari. Inc.

Contact: Bill Haiiar. CEO

(415) 475-7444, bhajjar@senzari.com

Portfolio Representative: N/A

Governance Role: N/A

Web Site: http://www.senzari.com

Industry: NAICS: 541613, Marketing Software **Entity Structure:** Delaware C-Corporation

Company Description:

A technology company that applies the latest techniques in machine learning and big data technologies to generate realtime semantic graphs around users and media.

Value Proposition:

Media consumers must make the decision to choose from millions of options. Senzari's solutions assist them in discovering and choosing from those options based on their preferences.

Company Highlights:

- Senzari presented their corporate deck, products, and demo and also included slides describing how they can add value to Nielsen. The meeting went well and Nielsen wants to take the next step which is to sign a mutual NDA and then kick off a Proof of Concept, centered around testing Senzari's capabilities of blending multiple user data sets to combine into a single profile and generate recommendations.
- Gracenote continues to pursue a strategic partnership with Senzari w/\$1MM up front pre-payment of revenue included.
- Rovi continues to pursue a strategic partnership with Senzari no up front cash included.
- Closed \$1.8MM in new investment from current Preferred Round offering.

Investment Highlights:

1/16/2014 3/2/2014 T2 Investment T2 Presentation

2/2/2015 T2 Investment

12/15/2015 T2 Investment

T22014-01

Security: Common Stock Amount: \$865,000 (\$615,000 Add-On Member investments)

of Shares: 432,500

T22014-01

Security: Common Stock Amount: \$25,000 (Add-On Member investments)

of Shares: 12,500

T22015-13

Security: Common Stock converted to Series A-7 Preferred **Amount:** \$255,000 (\$171,667 Add-On Member investments) # of Shares: 510,000 (Fund and

Add-On Shares) converted.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$81,167	\$81,167	\$464,604	\$1,279,000
Net Income	(\$1,147,000)	(\$1,147,000)	(\$1,170,000)	(\$4,951,000)
Cash In Bank	\$324,000	\$324,000	\$463,000	\$472,000

Investment Detail:

T2 Investments	Detail				
Investment #	Financing		T2	Add-On	
T22014-01	\$	500,000	\$ 250,000	\$ 250,000	
	\$	325,000	\$0	\$ 325,000	
	\$	25,000	\$0	\$ 25,000	
	\$	15,000	\$0	\$ 15,000	
	\$	25,000	\$0	\$ 25,000	
T22015-12	\$	255,000	\$ 83,333	\$ 171,667	

T2 Summary				
	Total Financing	Total T2	Total Add-On	
	\$ 1,145,000	\$ 333,333	\$ 811,667	

Fund Sentiment: NEGATIVE

Management Comments: Bill Hajjar – With regard to the financial summary, the reason for the revenue difference is that this year the revenue is from Senzari licensing only – Q1 last year almost all of it came from Wahwah's ad network. We shut that business down to transition WW to a technology provider, which is ongoing but we will start to see revenue from this in Q2.

Security: Common Stock

not converted

of Shares: 62,500

Amount: \$0



Streann Media, LLC

Contact: Giovanni Punzo, CEO (305) 766-2480, gio@Streann.com
Portfolio Representative: Bob Martin
Governance Role: Board Member
Web Site: www. streann.com

Industry: NAICS: 519130, Broadcast Media

Entity Structure: Florida LLC

Company Description:

Stream Media delivers transformational software solutions to middle market customers that want to offer next generation TV to their audiences.

Value Proposition:

Viewers want to watch content, "when and where it suits them". Stream offers cloud-based, easy to integrate, turn key solutions that enable content providers to offer their viewers a next generation TV experience on any smart device.

Company Highlights:

- · Company officially launched on April 1, 2016.
- Will hire additional teammates in Q2 to support marketing, finance, and technology.
- Marketing initiatives include attending the National Broadcast Association trade show (April), trade show presence at TECNE in Chile (May) with Value Added Reseller, Videocorp, and secured a speaking engagement (June) at Media 2016 event in Miami.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$53,108	\$53,108	-	-
Net Income	\$31,320	\$31,320	-	-
Cash In Bank	\$484,363	\$484,363	-	-

Investment Detail:

T2 Investments		Detail										
Investment #	Fina	ncing	T2		Add-On							
T22016-15	\$	500,000	\$ 3	370,000	\$	130,000						

T2 Summary							
	Total Financing		To	tal T2	Total Add-On		
	\$	500,000	\$	370,000	\$	130,000	

Fund Sentiment: POSITIVE

Management Comments: Gio Punzo - We received funding on March 17, 2016, gave two weeks' notice to our previous employers and started full time with Streann on April 1, 2016. We also changed our CFO and we are closing our books from 2015 through April 2016. Part of the change is moving accounting software from Wave app to QuickBooks.

How can Tamiami Angel Funds assist? Introduction to potential customers like cable operators, mobile operators, broadcasters, radio stations and influencers.

Investment Highlights:

 10/1/2015
 3/17/2016

 T2 Presentation
 T2 Investment

T22016-15

Security: Series A Preferred Membership Units

Amount: \$500,000 (\$130,000 Add-On Member investments) **Features:** 8% cumulative annual divided, payable upon liquidation

or redemption.



Wasabi Sushi Co.

Contact: Bo Davis, CEO davisb@wasabisushi.com

Portfolio Representative: John Cranor Governance Role: Board Member Web Site: www.wasabisushi.com Industry: NAICS: 722511, Restaurant Entity Structure: Delaware C-Corporation

Company Description:

Restaurant focused on fast, casual dining in regional malls.

Value Proposition:

The conveyor-belt sushi storefront used by Wasabi is a visually entertaining feature for restaurants in shopping malls. Wasabi has also established relationships with several REIT's, which should enable Wasabi to open more restaurants more easily in the future.

Company Highlights:

- Tyson Corner's store continued to perform strongly although given the nasty winter our sales were flat year over year. EBITDA decreased slightly from \$165K to \$151K.
- Similarly Natick's sales were down slightly with a decrease in EBITDA from \$45K to \$39K.
- Corporate overhead decreased slightly from \$59K to \$54K with focus on decreasing overhead costs.
- Corporate EBITDA was \$135K up from \$50K last year largely due to closing the loss making units.
- Closing costs are for the most part wrapped up and cash flow is stabilizing.

Investment Highlights:

03/01/2012 T1 Presentation 5/22/2012 T1 Investment 12/27/2012 T1 Investment 5/1/2014 Suspension of Interest

T1 agrees to suspend

interest on Promissory

Details:

Note.

T12012-03

Security: Series-A Preferred Stock and Promissory Note **Amount:** \$415,001 (\$215,000 Add-On Member investments)

of Shares: 69,167

Preferred Stock Features: 8% dividend, payable upon

liquidation or redemption.

Note Features: Accrues interest at 10% per annum, along with a premium of 20% of the principle paid in full May 2016.

T12012-04

Security: Series-A Preferred

Stock

Amount: \$319,998 (\$120,000 Add-On Member investments)

of Shares: 106,666 Features: 20% cumulative

dividend.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$976,755	\$976,755	\$1,247,974	\$5,030,132
Net Income	\$62,578	\$62,578	(\$93,919)	(\$1,976,000)
Cash In Bank	\$22,496	\$22,496	-	\$77,0207

Investment Detail:

T1 Investments		Detail										
Investment #	Fina	ancing	T1	Add-On								
T12012-03	\$	415,001	\$ 200,001	\$ 215,000								
T12012-04	\$	319,998	\$ 199,998	\$ 120,000								

T1 Summary							
	Total I	Financing	To	tal T1	Total Add-On		
	\$	734,999	\$	399,999	\$	335,000	

Fund Sentiment: NEGATIVE

Management Comments: Bo Davis — Now that Wasabi's closing costs are behind us and the company is stabilizing we are focused on paying down debt. Currently Wasabi's debt stands at \$3.7MM with \$2.3MM in bank term loans and \$1.4MM in investor debt. We anticipate EBITDA (cash flow before debt service) of \$850K in 2016, however our interest expense will be around \$270K and fixed term principal payments are an additional \$400K. We estimate the need for \$150K in catch up of our working capital to operate properly which we anticipate saving from operations this year. Given our current high debt levels we anticipate all cash flow for at least a few years going to pay this down.



ZoneFlow Reactor Technologies, LLC

Contact: Bruce Boisture, Chairman and President (770) 405-9378, bboisture@zoneflowtech.com

Portfolio Representative: Steve Gold Governance Role: Board Member Web Site: www.zoneflowtech.com Industry: NAICS: 332410, Oil &Energy Entity Structure: Delaware LLC

Company Description:

Company develops reactor technologies to improve the efficiency of the production of hydrogen and syngas by the steam methane reforming (SMR) process.

Value Proposition:

Zoneflow's patented new reactor is superior to current reactor technology, in that it will cut costs of SMR production facilities, while making them more efficient and productive.

Company Financial Summary:

Financials	1Q2016	2016YTD	1Q2015	2015YE
Revenue	\$0	\$0	\$0	\$0
Net Income	(\$219,906)	(\$219,906)	(\$244,368)	(\$737,175)
Cash In Bank	\$1,445,000	\$1,445,000	\$473,903	\$1,692,522

Investment Detail:

T2 Investments	Detail									
Investment #	Financing	T2	Add-On							
T22015-07	\$ 750,000	\$ 250,000	\$ 500,000							

T2 Summary						
	Total	Financing	То	tal T2	Total	Add-On
	\$	750,000	\$	250,000	\$	500,000

Company Highlights:

- Demonstration testing by prospective customer for hydrogen production for direct reduction of iron ore scheduled in Q3 2016.
- Currently in joint development of a demonstration plant with European engineering firm for oil refining.
- Also in joint development with European fired-products firm for a compact hydrogen reformer for all applications.
- Competitor, Catacel, a subsidiary of Johnson Matthey, has not brought to market a reactor with comparable capabilities. We think our patents prevent them from doing so.

Investment Highlights:

4/2/2015 6/3/2015 T2 Presentation T2 Investment

T22015-07

Security: Series B Participating Preferred Capital Interests **Amount:** \$750,000 (\$500,000 Add-On Member investments)

of Shares: 2,095

Features: 2x in liquidation plus 6% cumulative dividend.

Fund Sentiment: POSITIVE

Management Comments: Bruce Boisture – We made significant progress on our reactor validation projects with Midrex and Kinetics Technology during the first quarter and began work on a third such project. We arranged for the creation of our own industrial-scale pilot plant. We also devoted substantial attention to a major design and engineering project for our convective pre-reforming reactor and to our patent applications.

Tamiami Angel Fund I Investment Overview

as of 03/31/2016

T1 Investments				Detail				Summary						
Company	Finan	cing	T1	Γ1 /		Add-On		Wire Date	Total	Financing	Total T1		Total Add On	
71 lbs.	\$	150,000	\$	150,000	\$	-	5	1/4/2013	\$	250,000	\$	250,000	\$	-
71 lbs.	\$	100,000	\$	100,000	\$	-	7	3/31/2013						
Fracture	\$	410,000	\$	125,000	\$	285,000	2	5/10/2012	\$	910,000	\$	325,000	\$	585,000
Fracture	\$	125,000	\$	50,000	\$	75,000	6	4/5/2013						
Fracture	\$	125,000	\$	50,000	\$	75,000	9	7/23/2013						
Fracture	\$	125,000	\$	50,000	\$	75,000	10	1/13/2014						
Fracture	\$	125,000	\$	50,000	\$	75,000	11	6/13/2014						
MassiveU	\$	380,000	\$	200,000	\$	180,000	12	8/23/2013	\$	380,000	\$	200,000	\$	180,000
PlusOne Solutions	\$	485,000	\$	200,000	\$	285,000	1	4/29/2011	\$	585,000	\$	200,000	\$	385,000
PlusOne Solutions	\$	100,000	\$	-	\$	100,000		3/16/2016						
Via Response	\$	255,000	\$	200,000	\$	55,000	8	5/23/2013	\$	255,000	\$	200,000	\$	55,000
Wasabi	\$	415,001	\$	200,001	\$	215,000	3	5/22/2012	\$	734,999	\$	399,999	\$	335,000
Wasabi	\$	319,998	\$	199,998	\$	120,000	4	12/27/2012						
6 Companies							12	Investments	\$	3,114,999	\$	1,574,999	\$:	L,540,000

Tamiami Angel Fund II Investment Overview

as of 03/31/2016

T2 Investments				Detail				Summary						
Company	Financi	ng	T2	T2 A		Add-On		Wire Date	Total F	inancing	To	otal T2	Total	Add-On
71 lbs.	\$	100,000	\$	100,000	\$	-	2	4/21/2014	\$	100,000	\$	100,000	\$	1
eNow	\$	250,000	\$	250,000	\$	-	14	3/11/2016	\$	50,000	\$	250,000	\$	1
Fresh Meal Plan	\$	660,000	\$	300,000	\$	360,000	9	9/8/2015	\$	810,000	\$	365,000	\$	445,000
Fresh Meal Plan	\$	150,000	\$	65,000	\$	85,000	13	12/21/2015						
GroundMetrics	\$	250,000	\$	250,000	\$	-	11	11/2/2015	\$	265,000	\$	250,000	\$	15,000
GroundMetrics	\$	15,000			\$	15,000		11/20/2015						
LevelEleven	\$	145,000	\$	100,000	\$	45,000	3	5/27/2014	\$	325,000	\$	250,000	\$	75,000
LevelEleven	\$	180,000	\$	150,000	\$	30,000	10	9/17/2015						
MassiveU	\$	330,000	\$	250,000	\$	80,000	5	6/27/2014	\$	750,000	\$	500,000	\$	250,000
MassiveU	\$	420,000	\$	250,000	\$	170,000	8	8/18/2015						
Movable	\$	150,000	\$	150,000	\$	-	4	6/17/2014			\$	250,000		
Movable	\$	100,000	\$	100,000	\$	-	6	4/3/2015						
Senzari	\$	500,000	\$	250,000	\$	250,000	1	3/21/2014	\$	1,145,000	\$	333,333	\$	811,667
Senzari	\$	325,000	\$	-	\$	325,000		4/21/2014						
Senzari	\$	25,000	\$	-	\$	25,000		4/29/2014						
Senzari	\$	15,000	\$	-	\$	15,000		10/30/2014						
Senzari	\$	25,000	\$	-	\$	25,000		2/2/2015						
Senzari	\$	255,000	\$	83,333	\$	171,667	12	12/15/2015						
Streann Media	\$	500,000	\$	370,000	\$	130,000	15	3/17/2016	\$	500,000	\$	370,000	\$	130,000
ZoneFlow	\$	750,000	\$	250,000	\$	500,000	7	6/3/2015	\$	750,000	\$	250,000	\$	500,000
10 Companies							15	Investments	\$	5,295,000	\$ 2,9	18,333.33	\$ 2,3	76,666.67