



Media Release

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SATAI Announces 2009 Results: \$32 Million raised by 14 Clients

\$159 Million in Total Client Investments since 2003

Friday, March 26, 2010, 10:00 a.m. (CST), San Antonio, Texas: SATAI today announced measures of success that demonstrate achievement in its mission to Inspire, Create, and Grow Technology Companies in South Texas. SATAI clients raised \$32 Million in 2009 bringing the total since 2003 to \$159 million. “We are proud of our client accomplishments to jump start technology businesses in South Texas,” said Jim Poage, President and CEO of SATAI. “We had 5 more clients raise money in 2009 than in 2008, and the \$32 million raised is more than triple the investments our clients secured in 2008. The investment sources were roughly 1/3 from early stage angel investors, 1/3 from state institutional funds, and 1/3 from traditional Venture Capital firms.”

SATAI – Measures of South Texas Technology Sector Success

Inspire

- SATAI served 962 clients since 2003 (213 in 2009)
- SATAI hosted the STARs Technology Innovation Conference in 2009 with 300+ attendees
- SATAI hosted or participated in 48 entrepreneur-focused events in 2009

Create

- 31 of the 215 SATAI clients achieved portfolio status in 2009. Those 31 portfolio clients reported:
 - 465 investor pitches were delivered
 - 14 companies received 27 rounds of investment
 - 20 companies hired 56 new employees
 - 31 companies had 423 employees
- 79 SATAI clients received investment since 2003

Grow

- SATAI clients received \$159 million in investment since 2003 (\$32 million of which came in 2009)
- Based on an Economic Impact Study performed by the Center for Community and Business Research by the Institute for Economic Development at The University of Texas at San Antonio, the 2009 economic impact of the 31 companies is as follows:
 - 423 jobs supported 556 additional jobs (261 indirectly supported, and 295 induced)
 - average pay for the 423 employees is \$64,219¹
 - Total economic impact of \$209 million
 - Total tax revenue is \$4.7 million

“Collaboration between organizations in the region is key to the success of the technology sector and these outstanding results speak for themselves. The collaboration is excellent,” added Poage. “Anyone that is not involved in this network every day may not see or recognize how effective it is, but it is alive, well and keeps improving.”

SATAI continues to grow the sources of funding available to innovators and new ventures in South Texas. “Most Entrepreneurs come to us looking for funding for their venture,” said David Clark, Director of Investment Services of SATAI. “We advise our

clients of the many sources of capital available for startup companies. We have a platform of more than 20 diverse funding sources so clients can pursue multiple options. We are eager to talk to public and private organizations that are interested in funding innovation and startup technology companies.”

¹Compared to estimated median household income of \$42,261 (<http://www.city-data.com/city/San-Antonio-Texas.html> Retrieved 2010-03-15.)

About SATAI

SATAI exists to **Inspire** technology innovation and commercialization, **Create** technology companies, and **Grow** them into viable businesses in the San Antonio and Bexar County regional economy. SATAI, as the host of the South Texas RCIC, is the South Texas portal for the Texas \$200M Emerging Technology Fund, and all applications in a 32-county region from Nueces County (Corpus Christi) to Bexar County (San Antonio) go through SATAI. For more information on SATAI, visit www.satai.us. SATAI derives support from the City of San Antonio, the University of Texas at San Antonio, the State of Texas, Bexar County, private companies, individuals, and public institutions.

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