

# 2010 PROSPERITY AWARD

## Advantage Capital Partners



*Scott Zajac, senior managing director of Advantage Capital Partners, plays an important role in helping new start-up businesses succeed.*

ADVANTAGE CAPITAL PARTNERS IS A FIRM IN THE BUSINESS OF HELPING OTHERS SUCCEED. By focusing on communities that have historically lacked access to investment capital, the firm's team has raised more than \$1.3 billion and helped create nearly 15,000 jobs at a time when these are most needed.

"The mission of Advantage Capital has always been to fund entrepreneurship and make the link between Wall Street and Main Street, so that people can grow their businesses," said Scott Zajac, senior managing director of Advantage Capital Partners.

The firm has a national footprint, but was founded and still continues to be most active in Missouri. The St. Louis-based office allows the company to be a part of innovative projects across the state. Most recently, Advantage Capital Partners invested \$9.75 million in the re-opening of Mid-America Brick in Mexico, Mo.

Zajac met the Mid-America Brick entrepreneur and CEO Frank Cordie through a Missouri Chamber of Commerce and Industry event. The project is a perfect example of the firm's "double bottom line" approach, which combines the dual goals of investor returns with community impact.

"What we do is essentially help people solve problems and grow their businesses," Zajac said. "And companies that are successful and profitable are the same ones that will have a positive impact on the community."

Mexico took a hard hit when the original brick factory, A.P. Green, closed in 2002. When the Mid-America Brick Plant is fully operational, it will supply 80 new jobs and provide a substantial boost to the entire community. And stories like the one in Mexico can be told across the nation, thanks to Advantage Capital Partners.