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## Austin's AIC Ventures Closes 100<sup>th</sup> Acquisition, Prepares for More

*- Leading investment fund manager sees significant opportunity to meet middle-market company demand across the country-*

AUSTIN, TX October 31, 2008 - Austin, Texas-based AIC Ventures, L.P., an investment fund manager providing alternative finance solutions to middle-market companies across the United States through office and industrial sale-leasebacks, is celebrating its 100<sup>th</sup> real estate acquisition. Founded in 1990, the firm's total transaction value is nearly \$1 billion.

"Over the past 20 years we've seen an increasing demand for sale-leasebacks as a strategic capital solution for middle-market companies," said David Steinwedell, managing partner, AIC Ventures. "As capital needs become more complex, sale-leasebacks are a tool for realizing the full value of existing real estate assets. With today's issues surrounding the credit markets, we continue to see growing interest."

In 2007, AIC Ventures had a record year with over \$170 million in acquisitions and is on track to nearly double its transactions to \$300 million in 2008 with its seventh fund. Despite the economic slowdown, AIC Ventures plans to move forward on its eighth fund and acquire over \$350 million in commercial real estate assets nationwide in 2009.

AIC Ventures has acquired and entered into long-term leases on 100 commercial real estate assets owned by middle-market companies. The capital infusion is used by companies to strengthen their corporate balance sheet fundamentals, fund growth initiatives or acquisitions and/or support other strategic investments. With fewer restrictions and requirements in comparison to more traditional financing options, sale-leasebacks offer sellers flexible capital that can be redeployed at the company's discretion.



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## **AIC Ventures Closes 100<sup>th</sup> Acquisition, Prepares for More, Page 2 of 2**

“Our focus is on making acquisitions in strong, major and secondary markets across the country, and working with companies that have a solid presence and steady growth in their respective industries. AIC Ventures has delivered value for its investors over many years and sees the current economic conditions as an opportunity to assist more companies with their capital needs,” continues Steinwedell.

AIC Ventures acquires single-tenant leased or owner-occupied office, industrial or warehouse properties central to the ongoing operations of a middle-market company, often headquarter facilities. Targeting properties valued between \$4 million and \$50 million, the firm focuses its acquisitions on the top 200 markets in the U.S. with healthy, recurring demand for the building type, including: the Pacific Northwest, West Coast, Northeast and Southwest.

Headquartered in Austin, AIC Ventures has more than 40 employees and offices in Chicago and Dallas.

### **About AIC Ventures, L.P.**

AIC Ventures is a leading provider of capital to middle-market companies. With almost \$1 billion in completed transactions, AIC Ventures structures innovative corporate finance solutions for companies facing limited, short-term or expensive alternatives for capital. The company has closed more than 100 transactions in 27 states. Whether sellers need to close quickly, have private equity interests, environmental or other challenges, AIC Ventures can help. For more information, visit [www.AICVentures.com](http://www.AICVentures.com).

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