



Erie County Memo

March 18, 2024

Erie County Deal Flow

Throughout its investment period starting November 2019, Blue Highway has reviewed 5 investment opportunities in Erie-based companies and is committed to vetting more.

1. **Bliley:** Company is a manufacturer of high-end product segment of oven-controlled crystal oscillators. Investment amount considered \$3,000,000. Company elected to obtain capital from local individual investors.
2. **ANGLR:** Company has developed a tracking system for fisherpersons as well as wearables and devices to help record fishing data. Investment amount considered \$2,500,000.
3. **Eden Ingredients:** Company helps reduce food waste in the U.S. by processing Grape Juice Pomace (waste) into beneficial nutritional ingredients. Located in Westfield, NY with the goal of developing a processing plant in Erie, PA. Investment amount considered \$2,000,000.
4. **INRange Systems:** Company develops, manufactures and markets Remote Medication Management Systems (RMMS) for senior living and other residential healthcare environments. Located in Erie, PA and Altoona, PA. Investment amount considered \$5,000,000.
5. **Edynquote:** Reverse logistics company. Investment amount considered \$3,000,000.

Pennsylvania Deal Flow

Throughout its investment period starting November 2019, Blue Highway has reviewed over 150 investment opportunities in predominantly rural Pennsylvania-based companies.

Pennsylvania Investments

Blue Highway has made 4 of its 9 total investments in companies located in the Commonwealth of Pennsylvania including:

1. Food Products Manufacturer located in Reading, PA. Investment made on December 16, 2020.
2. Industrial Equipment Manufacturer located in Morgantown, PA. Investment made on October 29, 2021.
3. Craft Spirits Distillery located in Elverson, PA. Investment made on May 11, 2022.
4. Distributor of Team Sports Apparel located in Souderton, PA. Investment made on July 3, 2023.

While Blue Highway has not exited any of its investments to date, it has returned 11.12% of contributed capital in the form of interest payments, dividends and state tax credits as of December 31, 2023. The Fund has plans to fully or partially exit at least one portfolio company in 2024 with the balance forecasted to exit in 2025-2027 consistent with an average 5 year hold period for each investment.

There have been no write-downs or write-offs. The Fund's independent auditor, RSM, expects to continue to hold all investments at cost or higher for FYE 2023. Blue Highway has also had two successful audits by the USDA.