The Idaho Technology Council is pleased to present the 2018 Idaho Deal Flow Report! This is our fifth annual report, showcasing many of the companies that are starting, growing, and thriving in Idaho. The report confirms that Idaho continues to experience rapid growth and to be one of the best places in the country to do business! The data collected demonstrates the strong Idaho economy which is driving a demand for more talent and supports increased capital investment.

In 2018, Idaho was recognized as the fastest growing state in the country. Idaho’s businesses are receiving increased attention and investment dollars from capital providers within the state and from around the country. More venture capital, private equity and angel funds are coming to Idaho to find new investment opportunities in Idaho companies.

We want to recognize the many capital providers, service providers, and supporters of the Idaho entrepreneurial ecosystem, and especially the entrepreneurs and innovators who make Idaho such a great place! The most rewarding trend that we’ve seen over the last five years is the reinvestment into the local economy by the entrepreneurs who have successful built and sold their business and used a portion of the funds to reinvest into the next generation of entrepreneurs and businesses. This trend is propelling Idaho’s growth even further and we believe it is key to Idaho’s future success.

We would like to thank the members of this year’s Deal Flow Committee, and the various sponsors who supported our efforts, and congratulate the companies whose transactions are featured in this year’s report.

We look forward to continuing to connect and cultivate these valuable relationships to build and support innovation and growth in Idaho’s economy.

Alison G. Johnson
Holland & Hart LLP
Deal Flow Co-Chair

Blake J. Hansen
Alturas Capital, LLC
Deal Flow Co-Chair
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Dear Friends,

It is an honor for me to introduce the 2018 Idaho Deal Flow Report, a publication we eagerly await every year because it spotlights many of the industries flourishing in Idaho and their investment partners.

For those who have called Idaho home for years – and for many of us, a lifetime – it is no wonder companies and people from other parts of the country and the world are choosing the Gem State to invest, do business, and live life.

We are consistently rated one of the top states for job growth, tax-friendliness, and livability. We welcome the rankings and accolades, but it is our culture above any statistic that makes us proud to call Idaho home. Our communities share in the excitement of an entrepreneur starting a business. We root for innovation and investment in our existing businesses, large and small. We extend open arms to anyone wishing to come here from somewhere else to retire, raise their families, or expand or relocate a business.

I appreciate the Idaho Technology Council and all the volunteers and organizers for contributing to the 2018 Idaho Deal Flow Report. For five years straight, you have put together a resource that summarizes trends in business activity and identifies where we excel and where can improve.

Together we will remain intently focused on public policies that support economic growth and prosperity because the next generation of Idahoans need the same kind of job opportunities in Idaho that they can find in large cities. With your help, we will continue to make Idaho the place where our children and grandchildren want to stay.

Sincerely,

Brad Little
Governor of Idaho
Capital Connect Conference and 2018 Deal Flow Report Committee

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Co-Chair, Alturas Capital

Christina Slaughter  
Idaho Technology Council

Scott Schlange  
Key Bank

Nathan Hines  
Alturas Capital

Alison Johnson  
Co-Chair, Holland & Hart LLP

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Idaho Technology Council

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Caprock

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Alturas Capital

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Idaho Technology Council

Laura Squyres  
Holland & Hart LLP

Benji Mellish  
Alturas Capital

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Co-Vice Chair, Truckstop.com

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Gardner Company

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POWER Engineers

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George Mulhern  
Cradlepoint

Rich Raimondi  
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Bayer U.S.

Jay Larsen  
President & CEO, ITC

Joel Poppen  
Micron

Rich Stuppy  
Kount

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Idaho Power

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AmerisourceBergen

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Zions Bank

Shauna Della  
J.R. Simplot Company

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Ian Bellias  
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Reid Stephan  
St. Luke’s Health System
Connections with our community. For more than 80 years we’ve built strong relationships with Idaho’s emerging and established businesses, helping navigate complex legal issues and connecting you to key partners and resources.

Alison Johnson | 208.383.3933
agjohnson@hollandhart.com
800 West Main Street, Suite 1750
Boise, ID 83702
hollandhart.com

Proud Supporter of the 2019 Capital Connect Conference
Deal Flow Data Findings and Conclusions

Boise Cascade
Boise, Idaho
Deal can be found on page 68
### DEAL COUNT BY REGION

#### NORTHERN

<table>
<thead>
<tr>
<th>County</th>
<th># of Deals</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bonner</td>
<td>7</td>
<td>$83M</td>
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<tr>
<td>Kootenai</td>
<td>30</td>
<td>$249M</td>
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<tr>
<td>Shoshone</td>
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#### NORTH CENTRAL

<table>
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<tbody>
<tr>
<td>Latah</td>
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#### EASTERN

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<td>Jefferson</td>
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<tr>
<td>Teton</td>
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#### SOUTHWESTERN

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<td>81</td>
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<tr>
<td>Canyon</td>
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</tr>
<tr>
<td>Valley</td>
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#### SOUTH CENTRAL

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<tr>
<td>Blaine</td>
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<td>Camas</td>
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</tr>
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<td>Twin Falls</td>
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#### SOUTHEASTERN

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</tr>
<tr>
<td>Bingham</td>
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TOTAL DEAL FLOW

Number of Deals

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</thead>
<tbody>
<tr>
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<td>145</td>
<td>144</td>
<td>127</td>
<td>166</td>
<td>147</td>
<td>163</td>
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</table>

$ Total Volume (billions)

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</thead>
<tbody>
<tr>
<td>Value</td>
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<td>$1.97</td>
<td>$6.51</td>
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<td>$3.47</td>
<td>$15.80</td>
<td>$1.34</td>
<td>$2.40</td>
<td>$1.73</td>
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TOTAL DEAL FLOW BY REGION

Deal Count by Region

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<td></td>
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<tr>
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<td>South Central</td>
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<tr>
<td>South-eastern</td>
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<tr>
<td>South-western</td>
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Average Deal Amount by Region (millions)

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<tbody>
<tr>
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<tr>
<td>Northern</td>
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<tr>
<td>South Central</td>
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<tr>
<td>South-western</td>
<td></td>
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</tbody>
</table>

NUMBER OF DEALS BY INDUSTRY (#)

- Consumer/Retail: 15
- Technology/Software Services: 33
- Other: 33
- Financial Services: 13
- Healthcare: 18
- Materials & Resources: 12

TOTAL DEAL VOLUME BY SECTOR (%)

- Consumer/Retail: 9%
- Technology/Software Services: 20%
- Other: 11%
- Financial Services: 7%
- Healthcare: 24%
- Materials & Resources: 8%
PUBLIC OFFERINGS

Public Offerings: Number of Deals

Public Offerings: $ Volume (millions)

PRIVATE PLACEMENT

Private Placement: Number of Deals

Private Placement: $ Volume (billions)

MERGER & ACQUISITION ACTIVITY

Mergers and Acquisitions: Number of Deals

Mergers and Acquisitions: $ Volume (billions)
**AVERAGE DEAL AMOUNT BY DEAL TYPE**

- **M&A**: $74.89
- **Private Placement**: $3.77
- **Public Offering**: $78.00

**2018 DEAL SIZE DISTRIBUTION**

- $0 to $250k: 7
- $250k to $500k: 5
- $500k to $1M: 8
- $1M to $2M: 5
- $2M to $4M: 11
- $4M to $8M: 16

*This graph shows the distribution for deals with disclosed amounts*

**CONSISTENT PERFORMERS**

# OF YEARS A COMPANY HAD A TRANSACTION IN THE DEAL FLOW REPORT SINCE 2010

- **Timberline Resources**: 8
- **New Jersey Mining Co**: 7
- **Micron Technology**: 7
- **GenZ**: 7
- **BiologIQ**: 7
- **Star Gold Corp**: 6
- **NanoSteel**: 6
- **MWI Veterinary Supply**: 6
- **Sun Valley Gold**: 6
- **Prosperity Organic Foods**: 5
- **Albertsons**: 5
- **Cradlepoint**: 5
- **Inovus Solar**: 3

**DEAL FLOW DISCLAIMER**

We have used commercially reasonable efforts to collect and publish accurate and reliable information in the Deal Flow Report. However, readers should understand that the information contained herein has been collected from several different sources and not all of the information contained in this publication has been independently verified, substantiated, or audited. Accordingly, we make no representation or warranty as to the accuracy, reliability, adequacy, or completeness of the information contained herein. Readers should also understand that this publication does not necessarily contain an exhaustive list of all transactions completed during 2018 in the State of Idaho because many transactions were confidential, not made public and/or were not reported. Inclusion in this publication of the logos of companies that completed transactions during 2018 does not imply endorsement or sponsorship of or ownership by trademark holder.

**Sources used in compiling the 2018 Deal Flow Report**

- Capital IQ (PE/VC database)
- Pitchbook (PE/VC database)
- PrivCo (PE/VC database)
- Idaho Reg D Filings
- SEC Form C Filings
- Company Press Releases
- Direct Contact of Idaho Companies

**Hours spent compiling, analyzing data, and designing the 2018 Deal Flow Report**

Over 700 hours
When your business requires sophisticated legal advice, look to Idaho’s premier, full service law firm. Our customized approach, The Hawley Troxell Way, uses a team of attorneys or one-to-one counsel to meet your specific legal needs. And, best of all, our nationally renowned legal services come with a local address.
Deal Flow Articles

Photo provided by Continuous Composites Coeur d’Alene, Idaho
Deal can be found on page 38
Rohinni, a small team of disruptive innovators, uses simplicity as a guide on the way to changing the world with light. Being in Idaho helps them do that.

Hanging in the Rohinni LLC lab in Coeur d’Alene, Idaho is the mantra that every team member can quote.

“It’s easy to make something simple, complex
It’s difficult to make something complex, simple.”

With the ability to place Mini LEDs faster and more accurately than anyone else in the world, Rohinni, hidden away in Northern Idaho is enabling partners like Magna International and BoE, the largest manufacturers in their respective industries, to change the lighting world as we know it. All because the team can keep what’s important and make everything simple once again.

The 38-person team is out to chase the difficult, and ultimately simplicity. Away from the fast-paced and chaotic environment in Silicon Valley keeps perspective focused on the vision of Rohinni, not on a neighboring tech giant.

Led by Chief Visionary Officer and Co-Founder, Cody Peterson, the Rohinni team is out to change the world with light, grounded in the certainty that tech solutions can be simpler. Peterson founded Rohinni on the belief that his team could create a better life, both for the Rohinni team and for the world through disruptive technologies. The small team started with the understanding that there was a need in the market for a better solution to place Micro/Mini LEDs. Then, they focused on each stage of the problem and tried to make it simple again. They designed and built the world’s fastest robot for placing light which enabled them to create new products never possible before. Now, the team is positioned to enable high volume manufacturing around the globe.

WHY IS IDAHO A COMPETITIVE ADVANTAGE?

- Being away from Silicon Valley allows the team to think more clearly
- Keeps perspective focused on the important things
- Allows team to be more disruptive
- Great place to attract new talent because they never want to leave the quality of life
The Next Industrial Revolution Starts in Idaho

Local reinvestment in the future of north Idaho plants the seed for the groundbreaking technology of Continuous Composites.

“The West” evokes visions of rugged individualism and a pioneer spirit. As evidenced by the energy coming out of north Idaho, The West is once again more than just a place on the map. Continuous Composites is breaking the mold of manufacturing and attracting representatives from industries across the globe traveling to see the cutting-edge Continuous Fiber 3D Printing (CF3DTM) technology in Idaho.

CF3D combines high-strength, low-weight composite materials, such as carbon fiber, with a 3D printing process creating the future of manufacturing. Located in downtown Coeur d’Alene (CDA), CF3D was invented and co-founded in 2015 by three local natives (Ken Tyler, Tyler Alvarado, & John Swallow) who share a passion for changing the world while intentionally reinvesting in the community and its people.

The foundation for Continuous Composites was born out of the restored Northern Pacific train station (The Depot) and led by Swallow. His passion for preserving history and reinvestment in CDA has laid the foundation for current and future entrepreneurs. United by a common thread - or continuous fiber, if you will - Alvarado (CEO) and Swallow (Chairman) have personally committed to advance the business acumen and startup ecosystem necessary for the next industrial revolution to take root in Idaho.

The Depot, at the heart of their downtown campus, houses Lyons O’Dowd law firm, Johnson Construction, and New Jersey Mining Co. (a gold producer led by Swallow). Continuous Composites is currently headquartered in the Depot Annex, a building directly adjacent to The Depot. To accommodate the company’s explosive growth, the Depot Warehouse (adjacent to The Depot & Annex) is being preserved by Swallow and Alvarado as the most recent addition to the Continuous Composites campus.

Located 9 blocks away lives a 40-year old manufacturing company, McAllister Technical Services, purchased in 2014 by Swallow and Alvarado. Together, the two business partners revitalized yet another historic building and relocated McAllister to further develop their entrepreneurial ecosystem while reinvesting in the community. McAllister not only contributes to the local economy, it incubated the young Continuous Composites.

Swallow and Alvarado’s community investment accounts for over 60 employees and is attracting talent from across the country. They are committed to entrepreneurship and recognize how the virtuous cycle enables local talent to remain local while drawing young families to establish roots in Idaho.

One of the many goals of Swallow and Alvarado is to rebuild the generational gap in knowledge and local history, while contributing the means for exponential reinvestment in the future of Idaho. Business is not a checklist and motivation gravitates to where it is treated best. This groundbreaking technology was purposefully threaded into the fabric of Idaho yet could have easily landed somewhere else on the map.
Poised for the Future

Truckstop.com was founded by Scott Moscrip in New Plymouth, Idaho, in 1995. Originally known as The Internet Truckstop, the online freight matching service aimed to eliminate the need for carriers to travel from truck stop to truck stop to access available loads on television monitors.

The Internet Truckstop’s Load Board shifted the logistics of freight movement. By increasing efficiencies and profits in the freight community, The Internet Truckstop quickly became a central hub for all freight movement. Now formally known as Truckstop.com, the software company provides technology solutions across the entire freight lifecycle.

An Idaho-grown company, Truckstop.com aims to empower all members in the freight community with innovative technology solutions. Serving large and small brokers and carriers alike, thousands of customers trust Truckstop.com to help them grow their freight businesses.

In 2016, Truckstop.com took on its first minority investment partner, Bregal Sagemount, to help accelerate its already rapid growth. In 2018, after three years of explosive growth and 21 years of growing top-line revenue, Truckstop.com acquired Safer Watch and D&S Factors. These acquisitions brought the Truckstop.com employee headcount to 448 located in six offices across North America.

Paris Cole, the current CEO of Truckstop.com, became CEO in 2015 after two years of serving as CFO. The growth of the company under his leadership, paired with his focus on growing Truckstop.com’s sales and marketing efforts, uniquely positions Truckstop.com for growth and expansion in the coming months.
We’re not that kind of truck stop.

We don’t sell fuel, but for over 23 years we have been the most trusted software company in the trucking industry. Our solutions keep wheels rolling with better paying freight. We’re one of the fastest growing companies in Boise, and we’re always looking for great people to join our team!

Join us: www.truckstop.com/careers
To create a vibrant business community, it’s important to tell success stories and lessons learned from local entrepreneurs. That’s why the Idaho Technology Council and its sponsors – Alturas Capital, Holland & Hart and Zions Bank – held the 2019 Capital Connecting Conference on Jan. 29 in Boise.

The presenting companies – FiftyFlowers.com, Red Aspen and Saalt – were chosen based on entrepreneurial passion and ability to share best practices with fellow entrepreneurs. Hosted at Zions Bank’s Idaho headquarters at 8th and Main, Capital Connecting allowed the company founders to share their entrepreneurial journey and what they have learned from running a successful business.

Event co-chairs Blake Hansen of Alturas Capital and Alison Johnson of Holland & Hart believe that Capital Connecting events play an important role in supporting access to capital and encouraging Idaho business growth.

“Business leaders look forward to learning more about the companies who are starting, growing and thriving in Idaho. By telling these stories, we inspire other entrepreneurs and ring the bell for Idaho – attracting capital, talent and business connectivity,” Hansen said.

Although the conference organizers didn’t intentionally choose women companies to spotlight, question-and-answer session moderator Karen Appelgren of Zions Bank noted that women-owned businesses are continuing to grow in Idaho. During fiscal year 2018, U.S. Small Business Administration loans to women- and minority-owned businesses accounted for more than 25 percent of the SBA loans approved by Zions Bank in Idaho.

“We’re thrilled to see women pursuing entrepreneurship,” said Appelgren. “At our Idaho Business Resource Center, approximately half of our clients and workshop attendees are female. It was exciting to host the conference and learn how three successful companies, founded and led by Idaho women, are creating jobs and addressing business needs.”
Red Aspen

Longtime friends Amanda Moore, Jesse Reese McKinney and Genie Reese recognized a gap in the social selling market for the beauty and cosmetic industry. They founded Red Aspen to sell false lashes and created their own products named after inspiring women.

Eyelashes were one of the top beauty trends of 2018 and Red Aspen positioned itself to catch a wave of interest among millennial women. Through leveraging brand ambassadors, the company saw incredible growth. They expanded from six lashes to more than 60 beauty products in the last year and a half, reached $1 million in sales in five months and now ship about 5,000 monthly orders.

Saalt

Founded by Amber Fawson and Cherie Hoeger, Saalt is a women’s period care company that provides a menstrual cup. In developing nations, a lack of adequate menstrual hygiene causes millions of girls to miss school or even drop out entirely. Although the cup has been around since the 1930s, the founders realized there was an opportunity to promote it to a greater audience.

Fawson and Hoeger found success through developing an effective social influencer program, which helped remove the taboo of talking about periods. This program allowed Saalt to acquire a significant number of early adopters, which helped fund charitable contributions to combat “period poverty.” In the company’s first year in business, they leveraged charity partnerships to donate 2,553 cups to women and girls in 10 different countries.

FiftyFlowers.com

A flower enthusiast since the age of 9, Liza Roeser-Atwood built her company through quickly recognizing and acting on opportunities. When serving in Ecuador through the Peace Corps, Roeser-Atwood observed that flowers were a relatively new export business for the country. When a friend stepped down from an accounting position at a flower farm, Roeser-Atwood took her place and broke into the industry.

After gaining more experience, she started FiftyFlowers.com in 2002. Although ecommerce was not prevalent at that time, Roeser-Atwood recognized how the Internet would allow her to create a 24-hour storefront. Through hard work and guerrilla-style marketing, the company became the official flower sponsor for Miss Universe in 2004. Today, the company has grown in revenue from $13 million to $100 million and supplies flowers for an estimated 3,000 weddings every week.
VersaBuilt transforms the CNC industry by making robotic automation possible where it has not been before.

**Business Model:** Sell automation accessories to mixed-part CNC manufacturers. As our model matures, there is opportunity to build a recurring revenue model through licensing or royalties and through software offerings.

**Management:**
- CEO Al Youngwerth is running his third successful startup.
- Natalie Shores, CFO, and Sarah Haight, Mechanical and Operations Manager.
- Andrea Keithlin, Customer Engagement Manager.
- Brian Havey, Director of Sales.

**Customer Problem:** Target market’s qualified labor pool is shrinking, and automation historically has been available only for single part, high batch quantity manufacturers due to the high cost required to customize robotic automation for each part.

**Products/Services:**
The VBX-160 is a complete, patented, commercial robotic automation solution for CNC manufacturing. Patent has been issued in the U.S. and multiple other countries. Other accessories are currently being introduced to support the high growth collaborative robot space.

**Target Market:** Mixed-part CNC manufacturing facilities. These facilities include 65-70% of all manufacturing facilities worldwide.

**Customers:** Current customers include manufacturers of components for aerospace, medical, firearms, industrial and sporting goods.

**Sales/Marketing Strategy:**
develop a distribution network that can sell, install, service and support the product. Distribute private label product through CNC OEM manufacturers. Sell direct to customers.

**Competitors:**
- Indirect competitors include current machine operators and programmers, direct competitors include ABB FlexMT, Halter CNC, BMO Automation, AutoCells

**URL:** www.versabuilt.com

**Industry:** Industrial Automation

**Employees:** 21

**Founders Investment:** $2M

**Pre-money valuation:** $15M

**Series Seed:** $2.7M

**Contacts:**
- President and Chairman Al Youngwerth, 208-761-1626, Al.Youngwerth@versabuilt.com
- CFO Natalie Shores, 208-340-2438, Natalie.Shores@versabuilt.com

**FOR A BANK COMMITTED TO ENTREPRENEURS AS THEY GROW THE ECONOMY**

Zions Bank is for you.
VersaBuilt

Summary: VersaBuilt transforms the CNC industry by making robotic automation possible where it has not been before.

Business Model: Sell automation accessories to mixed-part CNC manufacturers. As our model matures, there is opportunity to build a recurring revenue model through licensing or royalties and through software offerings.

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VERSABUILT AT A GLANCE

Industry
Industrial Automator

Employees
21

Founders Investment
$2M

Pre-money Valuation
$15M

Series Seed
$2.7M

CONTACTS

President and Chairman
Al Youngwerth
208.761.1626
Al.Youngwerth@versabuilt.com

CFO
Natalie Shores
208.340.2438
Natalie.Shores@versabuilt.com
Changing the World One Project at a Time

Premier Technology, Inc. headquartered in Blackfoot Idaho, was established in 1996. The young company has accomplished in 23 years, what takes most in its industry closer to 50. Premier's innovative approach to traditional fabrication has been the surging force behind the company's rapid growth.

Currently Premier is home to over 300 employees, and in 2018 laid claim to over a 100 million dollars in sales. Global vision and diversification are key factors in the company's success. Its customer base varies from the Department of Energy, mining companies all over the world, food and beverage packagers and commercial nuclear innovators. Connecting all of these different markets is one consistent factor: quality custom metal fabrication, specific to each customer.

Premier has a strong company culture of extreme ownership of its customer's problems. The company offers engineering and design services, it is a leader in fabrication, which also happens to be the company's central service. Finally it offers field service support: installation or any other on site service the customer may need. This full service model, at times can be difficult to manage, but it is the best solution for the customer.

It is this commitment to solving our customer's problems that makes Premier unique.

Being based in Idaho has aided in Premier's success. Operating in a state that has pro-business leadership and also a capable workforce is an outstanding asset. The company is currently expanding its manufacturing space, when the expansion is complete (July 2019), Premier will proudly have over 250,000 square feet of manufacturing space. State of the art equipment is also being installed to improve efficiency and quality output. Premier will continue to be a leader in its industry, changing the world one project a time.

Premier is currently hiring.
To apply please visit: www.ptius.net or contact directly at 208-785-2274.
Albertsons Companies
Steeped in a Tradition of Innovation

Joe Albertson’s long-standing philosophy of providing “tender loving care” propels Albertsons Companies’ success. Hometown grocer delivers innovation online and in two new next generation stores.

Albertsons may be 80 years old, but the Boise-based company is as fresh as ever. Joe Albertson opened his first store on the corner of 16th and State Street in 1939 with a simple philosophy - give customers the products they want, at a price they are willing to pay, with lots of tender loving care. This humble approach has been the springboard for innovation that has propelled Albertsons Companies to become the second largest traditional grocer in the United States.

“The grocery industry has changed in many ways since our founding in 1939, but the heart of our business is still simple. We want to make every day a better day for our people, customers and communities,” said Jim Donald, President and Chief Executive Officer of Albertsons Cos. “We want to take care of our customers where, when, and how they want to shop, whether it’s in our brick and mortar stores or our eCommerce business. There’s plenty of room for innovation in each, from unveiling dazzling shopping experiences in our new Treasure Valley stores to offering home delivery in as little as an hour.”

In July of 2018, Albertsons invited everyone to “Eat Life Up” at a brand-new store on the corner of Broadway and Beacon in Boise. This next generation store features a wide assortment of tasty fresh and local offerings, many of which are made in-store. Then, a new 110,000 square foot Albertsons Market Street opened on the corner of Eagle and Fairview in March of 2019 that took the grocery shopping experience to a whole new level.

Shoppers find culinary delights around every corner of both stores. They have catering, cooking classes, an in-store restaurant-style food court, a full bar with live music, international cuisine and Idaho favorites. Each store is staffed with culinary and health and wellness professionals who will ignite customers’ passion for great food, promote healthy choices and delight shoppers every time they visit.
When founder Dennis Conforto first envisioned HouseCheck, the business model was to be centered on providing home inspections under a nationwide brand.

Now, 3+ years later, the HouseCheck concept has expanded beyond home inspections to also include a variety of products and services that provide value to homebuyers, home sellers, and the real estate industry:

**HouseFax:**
Similar to an automotive history report, HouseFax delivers a valuable, detailed, accurate property history. Consumers understand the value of a report that details the history of a pre-owned car; how much more important is it to have access to the history of a house?

**Certified Pre-Owned Home:**
This innovative program provides for a home inspection BEFORE the house goes on the market, after which the seller can make repairs specified in the Home Inspection Report and thus earn our “Certified Pre-Owned Home” designation. This adds value to the home and provides a competitive advantage to the home seller.

**HouseCheckUp:**
Our consumer-friendly maintenance inspection helps homeowners maintain the value in their home by pre-emptively identifying maintenance issues BEFORE they become large, expensive problems.

**HouseCheck Environmental Services:**
This HouseCheck division provides expert evaluation and testing services for the detection of mold, radon, asbestos, water contaminants, and many other environmental hazards in and around the home.

**HouseTrack:**
Our interactive home energy management solution tracks and monitors energy usage, displaying data in real time on any web-enabled device. HouseTrack can help homeowners pinpoint “energy hogs” in the home, which enables the consumer to proactively take cost-saving measures.

**HouseCheck Government Services:**
We’ve established a division dedicated to serving Americans by providing services required by various government agencies on a contractual basis. Our nationwide footprint helps make us an ideal collaborator to manage and fulfill such government contracts.
HouseCheck Home Warranty:
Our home warranty safeguards homeowners against the high cost of unexpected failures of major systems in the home, increasing homeowner peace of mind and making home ownership less stressful.

MediaCheck:
In the process of establishing HouseCheck as a national consumer brand, we’ve learned how to purchase broadcast media cost-effectively. Through our MediaCheck division, we can pass that experience on to other companies who can benefit from our media-buying prowess.

HouseCheck University:
Because our nationwide roll-out will require us to field thousands of home inspectors and other service professionals, we’ve created a comprehensive system of educating and unifying personnel. We refer to this system as “HouseCheck University,” and it instills important knowledge and distinct service ethics into every HouseCheck representative across the nation.

HouseCheck Radio Show:
We believe that businesses of all kinds can be a powerful force for good in today’s world. Our HouseCheck Radio Show focuses on bringing to light the values and insights of key business leaders in a way that inspires others to serve, grow, and contribute.

HouseCheck Home Inspections:
Our original service offering is still vitally important; some 5 million homes are bought and sold in the U.S. every year, and a competent home inspection is the lifeline that enables buyers to understand the condition of the property they’re acquiring. Home Inspection has always been - and will always be - at the very heart of who we are as a company.

HouseCheck Foundation:
Because we believe in giving back to the communities we serve, we’ve established a Foundation through which we endeavor to restore hope to the victims of domestic abuse and violence.

HouseCheck is proud to be headquartered in Boise, Idaho, and we’re pleased to be growing into a role of local leadership here in the Treasure Valley.

For more information on HouseCheck, please visit HouseCheck.com.

HouseCheck is dedicated to helping people in ways that really matter.

- We equip homeowners with the information they need to keep their homes in top condition
- We evaluate and test living spaces to ensure a safe and healthy environment
- When it’s time to sell your home, we can inspect and certify it for added value and a trouble-free transaction
- When you’re buying a home, we can inspect it and give you a comprehensive report on the home’s true condition – and a full report on its history, as well
- We can help you manage your energy costs, thanks to our high-tech real-time energy monitoring solutions
- We even have a Foundation that’s focused on serving victims of domestic abuse

It all boils down to one thing: At HouseCheck, everything we do helps bring home happiness and peace of mind for homeowners and home buyers.

How can we help you? Visit HouseCheck.com to find out more.

Deal Flow Articles
Trailhead is Here to Help Tomorrow’s Businesses

Trailhead was founded by a handful of entrepreneurs and the City of Boise in order to provide the growing entrepreneurial community a place to land, connect, and find resources in order to grow their ideas into tomorrow's businesses. We do business here in Boise to help promote and foster a vibrant ecosystem of new business ventures so that our community continues to grow and thrive by retaining and attracting talent, creating the jobs of the future and providing access to capital to early stage startups. We love our community and healthy economic development is our way of adding value to it.

Trailhead is 4-year old 501(c)3 non-profit backed by the City of Boise, CCDC, Albertsons Companies, Micron, Perkins Coie, Cradlepoint and many other Boise based businesses that are aligned in a common mission to foster entrepreneurship and support the growth of a vibrant startup ecosystem in Boise.

Our mission is to accelerate the creation, growth and scaling of new business ventures in Boise. We do this by providing our members and the business community with:

- Collaborative workspaces at our Downtown Basecamp and North locations.
- Experiential learning through Pitch Competitions.
- Mentorship of early stage entrepreneurs and ventures.
- Startup ecosystem building through Boise Startup Week and Trailmix.

We are Boise’s interface between the budding entrepreneurial community and a curated set of resources that support the startup journey through the “Valley of Death” and into the “Land of Profit”. Our members benefit from our partnerships with the established local business community, City and State entities, academic institutions, corporate sponsors and other non-profit organizations.

Trailhead puts on Boise Startup Week with the help of over 60 local organizations and an army of volunteers. This marque annual event has grown significantly to host over 2000 attendees, over 120 events, 8 distinct tracks, 2 pitch competitions with prize money all delivered in a 3-day event that is by the community - for the community.
Every deal comes with exciting opportunities and unique risks. Stoel Rives’ lawyers work with clients to navigate and mitigate those risks to maximize the outcome for our clients.
What is your company’s story?
Kochava began in 2011 when a team of mobile and gaming professionals saw the need to better understand the feedback loop of user acquisition, engagement, and LTV for mobile applications. Through the process of creating apps for customers from a wide range of industries, we were repeatedly asked if we could shed some light on what media advertising efforts were converting and the effectiveness of their mobile ad spend by partner. Realizing a solution to these questions wasn’t readily available, we started designing and building a mobile measurement platform that would become Kochava.

Why do you chose Idaho to do business?
We live and work in the wonderful ski resort town of Sandpoint, Idaho. Kochava has sales and agency representation in major markets worldwide, but we choose to grow our development and engineering infrastructure around Sandpoint, as it allows us to stay focused on cutting code while taking advantage of the community and quality of life the town offers to our team.

“Life 2.0” (popularized by Forbes magazine publisher, Rich Karlgaard, in his bestselling book by the same name) is the process of choosing to live in a location that you love while remaining globally relevant with exciting and interesting work. Just like Oracle’s campus, the Googleplex, or other large office ecosystems that are manufactured to create community, we leverage the picturesque downtown as our “Company Campus.” Philosophically, we believe in the “Life 2.0” concept and find it to be a great selling point for recruiting smart, talented people. A fleet of software engineers and account managers may not be the norm in a resort town like this, but we enjoy the full lifestyle benefits provided by the twin features of a great ski resort and an enormous mountain lake.
About PetIQ

PetIQ is a leading, rapidly growing pet health and wellness company. Through over 60,000 points of distribution across retail and e-commerce channels, PetIQ and VIP Petcare, a wholly owned subsidiary, have a mission to make pet lives better by educating pet parents on the importance of offering regular, convenient access and affordable choices for pet preventive and wellness veterinary products and services. PetIQ believes that pets are an important part of the family and deserve the best products and care we can give them.

EAGLE, Idaho, Jan. 17, 2018 (GLOBE NEWSWIRE) -- PetIQ, Inc. (“PetIQ” or the “Company”) (NASDAQ:PETQ), a leading pet medication and wellness company, today announced the pricing of an underwritten public offering of 5,000,000 shares of its Class A common stock (“Class A Shares”) at the public offering price of $39.00 per share. In the offering, the Company has agreed to sell 2,000,000 Class A Shares and certain selling stockholders (the “Selling Stockholders”) have agreed to sell 3,000,000 Class A Shares, including 1,241,860 Class A Shares issuable upon exchange of membership units (the “LLC Interest”) of PetIQ Holdings, LLC (“HoldCo”) with an equal number of shares of the Company’s Class B common stock. Certain Selling Stockholders have granted the underwriters a 30-day option to purchase up to 750,000 additional Class A Shares at the public offering price. The proceeds to the Company from the offering, before deducting underwriting discounts and commissions and estimated offering expenses, are expected to be $78.0 million. PetIQ intends to use the net proceeds from this offering to purchase 2,000,000 LLC Interests from HoldCo at a price per LLC Interest equal to the public offering price per share of the Class A Shares, after deducting underwriting discounts and commissions. PetIQ intends to cause HoldCo to use the proceeds from the sale of the LLC Interests for working capital and other general corporate purposes. PetIQ will not receive any proceeds from the sale of Class A Shares by the Selling Stockholders.

EAGLE, Idaho, Oct. 17, 2018 (GLOBE NEWSWIRE) -- PetIQ, Inc. (“PetIQ” or the “Company”) (Nasdaq: PETQ), a leading pet medication and wellness company, today announced it has completed the strategic acquisition of HBH Enterprises LLC (“HBH”), with HBH becoming a wholly-owned subsidiary of PetIQ. The consideration for the acquisition consisted of $0.5 million in cash, the issuance of 400,000 shares of PetIQ Class B common stock and the repayment of certain HBH debt.
Use the red key®
for strategic
corporate solutions.

No matter what your industry, from healthcare to oil and gas, public sector to non-profits, enterprises of all sizes rely on our capital, corporate services, and expertise to ensure their success.

We offer commercial payments and investment banking as well as employer services and major real estate financing. We also provide timely research and outlooks from our industry experts. In addition to business products, we're able to advise you on important personal and family areas, such as succession planning and wealth management.

For businesses, executives, and owners, we are truly your one-stop bank for all your financial needs.

KeyBank
Use the red key.

All credit, loan, and leasing product are subject to credit approval. SBA Preferred Lender. Key.com is a federally registered service mark of KeyCorp. ©2019 KeyCorp. KeyBank is Member FDIC. 171005-170606-9821355
Deal Flow Public Offering

Photo provided by PetIQ, VetIQ Pet Care
Eagle, Idaho
Deals can be found on pages 31 & 78
A part of—not apart from—our communities.

We are proud to support the 5th Annual Capital Connect Conference where new ideas are celebrated and aspiring entrepreneurs, capital providers, and business leaders come together in one place.

Find out more at firstinterstate.com
PetIQ, Inc.

923 S. Bridgeway Place, Eagle, ID 83616 | Founded 2010 | CEO Cord Christensen | CFO John Newland

PetIQ operates as a pet health and wellness company. The company provides veterinarian services and veterinarian-grade pet products across retail and e-commerce channels.

Transaction Details

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<td>PetIQ raised $78,000,000 in a public offering during 2018.</td>
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Deal Source(s): Capital IQ, Pitchbook, Network
OUR EMERGING COMPANIES & VENTURE CAPITAL TEAM advises startups on the development and integration of products and services that merge digital presence, physical hardware and human-inspired intelligence. We also represent investors as they make, manage and divest investments in technology industry.

We are proud to sponsor the ITC Capital Connect Conference and support the achievements of local Idaho companies and entrepreneurs.

StartupPercolator.com/Invest
Deal Flow Private Placements

American Ostrich Farms
Kuna, Idaho
Deal can be found on page 36
## PRIVATE PLACEMENTS

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<tr>
<td>West Kirkland Mining, Inc.</td>
<td>$1,065,400</td>
</tr>
<tr>
<td>xCraft Enterprises, LLC</td>
<td>$240,040</td>
</tr>
<tr>
<td>Ziggie Inc.</td>
<td>$800,000</td>
</tr>
</tbody>
</table>

## AMOUNTS UNDISCLOSED

- A10 Capital, LLC
- Bell Plumbing & Heating Company
- Fatbeam, LLC
- Kochava Inc.
- KONEXUS, Inc.
- Lovevery, Inc.
- Peak Utility Services Group, Inc.
- Synoptek, LLC
- Technology Associates, Inc.
- Tractor Beverage Co.
## A10 Capital, LLC

**800 W. Main St., Ste. 1100, Boise, ID 83702 | Founded 2007 | CEO Jerry Dunn | CFO Mark Klipsch**  

A10 Capital provides small to middle market commercial real estate loans and financing services.

### Outside Professionals
- **Law Firm**: Sidley Austin, LLP
- **Other Advisors**: Broadhaven Capital Partners

### Transaction Details
- **Deal Source(s)**: Capital IQ, Pitchbook
- **Date**: 5/3/18
- **Description**: A10 Capital announced that it received an undisclosed sum in its equity round of funding from Schroder Investment Management North America, Inc. for a 20% stake and from new investor Gemspring Capital, LLC on May 3, 2018.

## A7 Core, Inc.

**418 E. Lakeside Ave., Ste. 121, Coeur d'Alene, ID 83814 | Founded 2018 | CFO Richard Homan**  

A7Core develops a permission-based blockchain platform intended to offer trusted data and intelligent communication.

### Transaction Details
- **Deal Source(s)**: Network
- **Amount**: $5,000,000
- **Date**: 11/5/18
- **Description**: A7 Core raised $5,000,000 of angel funding on November 5, 2018.

## Agnico Eagle Mines, Ltd.

**145 King St. E., Ste. 400, Toronto, ON M5C 2Y7 | Founded 2011 | CEO Sean Boyd**  

Agnico Eagle Mines is a Canadian-based gold producer with operations in Canada, Finland, and Mexico and exploration and development activities extending to the United States.

### Transaction Details
- **Deal Source(s)**: Pitchbook
- **Amount**: $11,710,000
- **Date**: 4/20/18
- **Description**: Agnico Eagle Mines sold a 9.57% stake in the company to Idaho hedge fund Sun Valley Gold, LLC for CAD 14,924,000 on April 20, 2018.
American Ostrich Farms, LLC

20601 S. Pleasant Valley Rd., Kuna, ID 83634  |  Founded 2013  |  CEO Alexander McCoy  |  CFO Doug Ostrich  |  americanostrichfarms.com

Southwestern Region
Consumer/Retail Industry

American Ostrich Farms raises organic ostrich meat as a healthier alternative to cattle farming.

Outside Professionals

Law Firm  Perkins Coie, LLP

Transaction Details
Deal Source(s): Reg D, Pitchbook, Capital IQ

Amount  $275,000
Date  2/21/18
Description  American Ostrich Company raised $275,000 in a private placement on February 21, 2018.

American Semiconductor, Inc.

6987 W. Targee St., Boise, ID 83709  |  Founded 2001  |  CEO Doug Hacker  |  CFO Lorelli Hackler  |  americancemi.com

Southwestern Region
Technology/Software Industry

American Semiconductor develops flexible hybrid electronics technology designed to offer a complete suite of engineering and manufacturing products.

Transaction Details
Deal Source(s): PrivCo

Amount  $840,922
Date  11/27/18
Description  American Semiconductor raised $840,922 of venture funding from Keiretsu Forum and other undisclosed investors on November 27, 2018.

AppliedApps, Inc.

360 Sun Valley Rd E., Ketchum, ID 83340  |  Founded 2016  |  CEO Jeffrey Lee Nelson  |  appliedapps.info

South Central Region
Financial Services Industry

AppliedApps is the creator of LedgerBox, a “systems of engagement” (SoE), an app that is used to gather, organize, and analyze consumer financial data for completing day to day financial tasks.

Transaction Details
Deal Source(s): Network

Amount  $50,000
Date  6/1/18
Description  AppliedApps, dba LedgerBox, raised $50,000 during 2018.
AuditionMe, LLC

316 S. Washington St., Moscow, ID 83843 | Founded 2017 | CEO Caleb Applegate

AuditionMe works with some of the world’s top gaming content creators to design and build a platform focused on building a better world for creators and their fans.

Outside Professionals
Law Firm Sheppard Mullin Richter & Hampton, LLP

Transaction Details
Deal Source(s): Pitchbook
Amount $100,000
Date 3/19/18
Description AuditionMe raised $100,000 of angel funding from undisclosed investors on March 19, 2018.

Beehive Homes

3973 N. Eagle Rd., Boise, ID 83713 | Founded 1987

BeeHive Homes is an assisted living and memory loss care facility.

Transaction Details
Deal Source(s): Pitchbook
Amount $4,020,000
Date 11/2/18
Description Beehive Homes raised $4,020,000 of venture funding in the form of convertible notes from Dwight Capital on November 2, 2018.

Bell Plumbing & Heating Company

2150 S. Abilene St., Aurora, CO 80014 | Founded 1926 | CEO Greg Palmer

Bell Home Solutions offers plumbing, heating, cooling, electrical, and remodeling services to the Denver Metro area.

Transaction Details
Deal Source(s): Pitchbook
Date 4/6/18
Description Bell Homes Solutions received an undisclosed sum of development capital from Socius Capital LLC, an Idaho investor, on April 6, 2018.
BioLogiQ, Inc.

2400 E. 25th St., Idaho Falls, ID 83404 | Founded 2011 | CEO Brad LaPray | CFO Micah Scott

BioLogiQ manufactures sustainable plastic from renewable resources that is thinner and stronger than normal plastic.

Outside Professionals
Law Firm
Venable, LLP
Other Advisors
ViewTrade Securities

Transaction Details
Deal Source(s): Pitchbook, Reg D
Amount
$2,450,000
Date
6/8/18
Description
BioLogiQ raised $2,450,000 of angel funding from undisclosed investors on June 8, 2018.

Outside Professionals
Law Firm
Venable, LLP
Other Advisors
ViewTrade Securities

Transaction Details
Deal Source(s): Pitchbook
Amount
$3,150,000
Date
2/14/18
Description
BioLogiQ raised $4,000,000 of angel funding from undisclosed investors on February 14, 2018 of which $850,000 was debt.

Continuous Composites

215 E. Lakeside Ave., Coeur d’Alene, ID 83815 | Founded 2013 | CEO Jeff Beebout | CFO Tyler Alvarado

Continuous Composites uses 3-D printing to manufacture low-weight composite materials.

Transaction Details
Deal Source(s): PrivCo
Amount
$595,000
Date
1/4/18
Description
Continuous Composites raised $595,000 of angel funding from undisclosed investors on January 4, 2018.
Cogmentum, Inc.

4944 N. High Country Way, Star, ID 83669 | Founded 2012
cogmentum.com

Cogmentum specializes in the active management of portfolios delivered through separate managed accounts and pooled investment vehicles.

**Transaction Details**

- **Deal Source(s):** Pitchbook
- **Amount:** $1,361,000
- **Date:** 3/1/18
- **Description:** Cogmentum raised $1,361,000 in a private placement on March 1, 2018.

Covr Financial Technologies, LLC

401 W. Front St., Ste. 500, Boise, ID 83702 | Founded 2013 | CEO Michael Kalen
covrtech.com

Covr Financial Technologies develops and operates a platform that facilitates accessibility to insurance policies between insurers and customers.

**Transaction Details**

- **Deal Source(s):** Pitchbook, Capital IQ
- **Amount:** $10,000,000
- **Date:** 9/27/18
- **Description:** Covr Financial Technologies raised $10,000,000 of venture funding from Allianz Life Ventures, Nyca Partners, Commerce Ventures, Connectivity Capital Partners, and Contour Venture Partners on September 27, 2018.

Dental Innovations, Inc.

12828 W. Lasalle St., Ste. 101, Boise, ID 83713 | Founded 2016 | CEO Michael Boerner
dentalinnovationsinc.com

Dental Innovations uses technology to facilitate communication between dentists and their patients.

**Transaction Details**

- **Deal Source(s):** PrivCo
- **Amount:** $350,000
- **Date:** 1/29/18
- **Description:** Dental Innovations raised $350,000 of angel funding from undisclosed investors on January 29, 2018.
Divinia Water, Inc.

Divinia Water is pioneering the advancement of water purification technology that is energy efficient and eco-friendly while offering an exceptional drinking experience.

Transaction Details
Amount $151,935
Date 7/31/18
Description Divinia Water announced a private placement on July 31, 2018 through crowd-funding platform StartEngine Capital, LLC. As of October 15, 2018, the company had received $151,935 in its first tranche. The transaction included participation from 160 investors.

Eastland Storage Solutions, LLC

Eastland Storage Solutions offers clean, well-lit, secure storage units with 24-hour on-site security.

Transaction Details
Amount $875,000
Date 9/24/18
Description Eastland Storage Solutions announced a round of funding on September 24, 2018. As of October 26, 2018, the company had received $875,000 in its first tranche.

Emmersion Learning, Inc.

Emmersion Learning provides tutors to help customers become fluent in English.

Transaction Details
Amount $600,000
Date 2/8/18
Description Emmersion Learning raised $600,000 of seed funding from Zylun Global, Access to Education, and other undisclosed investors on February 8, 2018.
Fatbeam, LLC

2065 W. Riverstone Dr., Ste. 105, Coeur d’Alene, ID 83814 | Founded 2010 | CFO Kim Devlin

Fatbeam delivers fiber-based solutions to education, business enterprise, healthcare, and government customers in the western United States.

**Transaction Details**

- **Date**: 5/30/18
- **Description**: Fatbeam received funding from Canal Pointe Capital, LLC, a private equity firm from Ohio, on May 30, 2018.

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Firepoint Solutions, Inc.

10095 Emerald St., Ste. 110, Boise, ID 83704 | Founded 2013 | CEO Bud Rosenthal

Firepoint is a real estate software solution created by more than 15 top real estate teams and 120 agents across the nation.

**Outside Professionals**

- **Law Firm**: Burns Figa & Will, P.C.

**Transaction Details**

- **Amount**: $2,720,000
- **Date**: 10/1/18
- **Description**: Firepoint raised $2,720,000 of Series A2 venture funding from undisclosed investors on October 1, 2018.

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Focus IP, Inc

609 W. Main St., Ste. 202, Boise, ID 83707 | Founded 2011 | CEO Faisal Shah

Focus IP provides mobile application brand protection solutions for businesses and their customers. The company provides search, monitoring, and enforcement services to large brand-holders to combat the infringements and fraud in the application space.

**Transaction Details**

- **Amount**: $8,124,562
- **Date**: 12/21/18
- **Description**: Focus IP, dba AppDetex, announced that it will receive $12,000,000 in funding on December 21, 2018. As of January 4, 2019 the company had received $8,124,562 in its first tranche from 14 investors.
Forsta, Inc.

Forsta is an engineering company that develops a messaging application for secure and verified personal and professional online communications and event registration.

Outside Professionals

Law Firm: Stoel Rives, LLP

Transaction Details

Deal Source(s): Reg D
Amount: $338,000
Date: 10/25/18
Description: Forsta raised $338,000 in a private placement on October 25, 2018.

Outside Professionals

Law Firm: Stoel Rives, LLP

Transaction Details

Deal Source(s): Pitchbook, Reg D
Amount: $240,843
Date: 6/21/18
Description: Forsta raised $240,843 of angel funding from undisclosed investors on June 21, 2018.

Future Meat Technologies Ltd.

Future Meat Technologies is a biotechnology company that is striving to achieve animal-free meat production.

Transaction Details

Deal Source(s): Pitchbook
Amount: $2,200,000
Date: 5/2/18
Description: Future Meat Technologies raised $2,200,000 in seed funding on May 2, 2018. HB Ventures, an Idaho venture capital firm, participated in the round.
**Gather**

1750 W. Front St., Boise, ID 83702 | Founded 2016 | CEO Zach Chatterton
gather.app

Gather is an app that helps service funeral homes.

**Transaction Details**

<table>
<thead>
<tr>
<th>Amount</th>
<th>$500,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>12/31/18</td>
</tr>
<tr>
<td>Description</td>
<td>Gather raised approximately $500,000 in convertible notes during 2018.</td>
</tr>
</tbody>
</table>

**GenZ Corp.**

100 Main St., Ste. 203, Boise, ID 83702 | Founded 2011 | CEO Charles Jepson | CFO Philip Rangre
genztechnology.com

GenZ develops agricultural spray technology designed to achieve superior crop coverage.

**Outside Professionals**

**Law Firm** Stoel Rives, LLP

**Transaction Details**

<table>
<thead>
<tr>
<th>Amount</th>
<th>$875,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>9/30/18</td>
</tr>
<tr>
<td>Description</td>
<td>GenZ Technology raised $875,000 in a Series A3 round from the Gem State Angel Fund and other private investors in 2018.</td>
</tr>
</tbody>
</table>
Gina Cucina Inc.

1189 S. Huron St., Ste. D, Denver, CO  80023 | Founded 2014 | CEO Juan Carlos Duque

Gina Cucina is a mission-based company that raises the culinary bar for clean, delicious refrigerated soups, made with obsessively sourced, unadulterated fresh ingredients served in timeless glass jars.

Outside Professionals

Law Firm Greenberg Traurig, LLP

Transaction Details

Deal Source(s): Network

| Amount    | $420,000 |
| Date      | 9/1/18   |
| Description | Gina Cucina, headquartered in Colorado with operations in Challs, Idaho, raised $420,000 of convertible notes in the second half of 2018. |

Gold Torrent, Inc.

960 S. Broadway Ave., Ste. 350, Boise, ID  83706 | Founded 2006 | CEO Daniel Kunz | CFO Ryan Hart

Gold Torrent is a publicly-traded gold mining company which acquires and explores mining properties in the United States.

Transaction Details

Deal Source(s): Capital IQ

| Amount    | $11,363,910 |
| Date      | 5/1/18      |
| Description | Gold Torrent Canada entered into a non-brokered private placement of 37,000,000 subscription receipts at a price of CAD 0.38 per subscription receipt with Cartesian Royalty Holdings for gross proceeds of CAD 14,600,000 in two tranches. The subscription receipts will be exchangeable to shares upon the completion of a listing on the TSX Venture exchange. |

Greenbriar Capital Corp.

960 S. Broadway Ave., Ste. 530, Boise, ID  83706 | Founded 2009 | CEO Jeffery Ciachurski

Greenbriar Capital engages in the acquisition, development, management, and sale of various real estate properties and renewable energy projects primarily in North America. The company develops commercial, residential, industrial, and renewable energy related real estate properties.

Transaction Details

Deal Source(s): Capital IQ

| Amount    | $396,550 |
| Date      | 11/20/18 |
| Description | Greenbriar Capital announced a private placement of 500,000 units at CAD 1.03 per unit for gross proceeds of CAD 515,000 on November 20, 2018. |
## Happy Day Food Group, Inc.

**2155 Century Way, Boise, ID 83709 | Founded 2016**

Happy Day Food Group specializes in crafting non-gmo and organic products.

<table>
<thead>
<tr>
<th>Transaction Details</th>
<th>Deal Source(s): Capital IQ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Amount</strong></td>
<td>$750,000</td>
</tr>
<tr>
<td><strong>Date</strong></td>
<td>11/6/18</td>
</tr>
<tr>
<td><strong>Description</strong></td>
<td>Happy Day Food Group announced a round of funding on November 6, 2018. As of November 15, 2018, the company had received $750,000 in its first tranche.</td>
</tr>
</tbody>
</table>

## Healthnet, Inc.

**742 E. 3500 N., Rexburg, ID 83440 | Founded 2017**

<table>
<thead>
<tr>
<th>Transaction Details</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Amount</strong></td>
<td>$133,000</td>
</tr>
<tr>
<td><strong>Date</strong></td>
<td>1/5/18</td>
</tr>
<tr>
<td><strong>Description</strong></td>
<td>Healthnet raised $133,000 of angel funding from undisclosed investors on January 5, 2018.</td>
</tr>
</tbody>
</table>

## Hecla Mining Co.

**6500 N. Mineral Dr., Ste. 200, Coeur d'Alene, ID 83815 | Founded 1891 | CEO Phillips Baker | CFO Lindsay Hall**

Hecla Mining Company mines silver and other precious metals in northern Idaho.

<table>
<thead>
<tr>
<th>Transaction Details</th>
<th>Deal Source(s): Reg D, Capital IQ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Amount</strong></td>
<td>$30,824,000</td>
</tr>
<tr>
<td><strong>Date</strong></td>
<td>3/5/18</td>
</tr>
<tr>
<td><strong>Description</strong></td>
<td>Hecla Mining Company raised $30,824,000 in a private placement on March 5, 2018.</td>
</tr>
</tbody>
</table>
HintHealth, Inc.

1275 Mission St., San Francisco, CA  94103 | Founded 2013 | CEO Zak Holdsworth  
hint.com

Southwestern Region  
Healthcare Industry

HintHealth provides a direct care administration platform to assist in financial reporting for healthcare providers.

Transaction Details
Deal Source(s): Pitchbook
Amount $10,370,000  
Date 5/7/18  
Description Hint Health raised $10,370,000 in a combination of Series A venture funding led by AXA Venture Partners on May 7, 2018. Healthfundr, an Idaho investor, contributed to the round. Hint Health intends to use the funds to continue expanding operations.

Hotshot Technologies, LLC

5203 S.11th, Idaho Falls, ID  83404 | Founded 2017 | CEO Aaron Turner  
hotshot.mobi

Eastern Region  
Technology/Software Industry

Hotshot Technologies develops a platform that provides the security and performance for users from mobile messaging apps.

Transaction Details
Deal Source(s): Capital IQ
Amount $1,000,000  
Date 11/5/18  
Description Hotshot Technologies received over $1,000,000 in a round of funding from investor 9i on November 5, 2018.

IMOB, LLC

11533 W. Gunsmoke St., Boise, ID  83713 | Founded 2018 | CEO Chad Hamilton

Southwestern Region  
Services Industry

IMOB helps operate and manage commercial buildings.

Transaction Details
Deal Source(s): Reg D
Amount $475,000  
Date 11/9/18  
Description IMOB raised $475,000 in a private placement on November 9, 2018.
Impact Group

Impact Group is a sales and marketing agency that provides sales, merchandising, and category analytical support to companies in the consumer packaged goods industry.

Transaction Details
Deal Source(s): Capital IQ
Amount $12,900,000
Date 10/17/18
Description Impact Group announced that it received $12,900,000 in funding from Alcentra Capital Corporation on October 17, 2018.

Integrity Factoring Group, Inc.

Integrity Factoring Group provides funding for small businesses.

Transaction Details
Deal Source(s): PrivCo
Amount $138,000
Date 11/14/18
Description Integrity Factoring Group raised $138,000 of convertible debt funding from undisclosed investors on November 14, 2018.

iVinci Partners, LLC

iVinci Partners, dba VisitPay, provides an automated platform online for patients to manage their accounts on their own.

Outside Professionals
Law Firm Stoel Rives, LLP

Transaction Details
Deal Source(s): Reg D, Capital IQ
Amount $8,150,003
Date 12/21/18
Description VisitPay announced a round of funding on December 21, 2018. As of January 3, 2019, the company had received $8,150,003 in its first tranche. The transaction included participation from 7 investors.
Kochava Inc.

Kochava is the industry leader for mobile attribution and analytics that helps top brands utilize their data for growth.

Transaction Details

Deal Source(s): Pitchbook
Date 7/17/18
Description Kochava raised an undisclosed amount of venture funding in a deal led by Hashed on July 17, 2018.

KONEXUS, Inc.

KONEXUS provides emergency alerting, critical communication services and business continuity solutions.

Outside Professionals

Law Firm Holland & Hart, LLP
Accounting Firm Eide Bailly, LLP

Transaction Details

Deal Source(s): Network
Date 9/15/18
Description KONEXUS raised an undisclosed amount of funding on September 15, 2018.

LendingCoin, Inc.

The LendingCoin is a fin-tech corporation committed to creating high quality commercial real estate and securing preferred positions in economically inclusive housing opportunities.

Transaction Details

Deal Source(s): Reg D
Amount $750,000
Date 2/10/18
Description LendingCoin raised $750,000 in a private placement on February 10, 2018.

Transaction Details

Deal Source(s): Reg D
Amount $80,000
Date 3/12/18
Description LendingCoin raised $80,000 in a private placement on March 12, 2018.
Lignetics Inc.

31756 Hwy 200 E., Kootenai, ID 83840 | Founded 1983 | CEO Brett Jordan

**Northern Region**

Lignetics manufactures premium wood pellets and fire logs for home heating. The company’s products are made from recycled sawdust and are 100% renewable.

**Outside Professionals**

**Law Firm** Facebook Hoag, LLP

**Transaction Details**

**Deal Source(s): Pitchbook**

<table>
<thead>
<tr>
<th>Amount</th>
<th>$20,000,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>2/14/18</td>
</tr>
<tr>
<td>Description</td>
<td>Lignetics raised an undisclosed amount of development capital through a combination of debt and equity on February 14, 2018. $20,000,000 of equity financing was provided by Mill Road Capital. The financing was used for the acquisition of New England Wood Pellets.</td>
</tr>
</tbody>
</table>

Love Rose, LLC

1017 N. Marshall St., Boise, ID 83706 | Founded 2018 | CEO Wisti Rosenthal

**Southwestern Region**

Love Rose operates hotels, restaurants, and other businesses relating to leisure.

**Transaction Details**

**Deal Source(s): Reg D, Capital IQ**

<table>
<thead>
<tr>
<th>Amount</th>
<th>$100,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>9/24/18</td>
</tr>
<tr>
<td>Description</td>
<td>Love Rose raised $100,000 in a private placement on September 24, 2018.</td>
</tr>
</tbody>
</table>

Lovevery, Inc.

404 S. Eighth St., Ste. 204, Boise, ID 83702 | Founded 2018 | CEO Jessica Rolph

**Southwestern Region**

Lovevery manufactures play products for babies.

**Transaction Details**

**Deal Source(s): Reg D, Capital IQ**

<table>
<thead>
<tr>
<th>Date</th>
<th>5/25/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td>Lovevery raised an undisclosed amount of funding in a private placement on May 25, 2018.</td>
</tr>
</tbody>
</table>
**MedShift Match, Inc.**

520 W. Idaho St., Boise, ID 83702 | Founded 2018 | CEO Matthew Vuturo

**Southwestern Region**

**Healthcare Industry**

MedShift Match simplifies medical staffing by providing hospitals a platform to match shifts.

**Transaction Details**

<table>
<thead>
<tr>
<th>Amount</th>
<th>$300,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>6/1/18</td>
</tr>
<tr>
<td>Description</td>
<td>MedShift Match raised $300,000 during 2018.</td>
</tr>
</tbody>
</table>

**Melni, LLC**

255 Third Ave. W., Twin Falls, ID 83301 | Founded 2011 | CEO Mark Melni | CFO Armand Eckert

**South Central Region**

**Other Industry**

Melni Connectors manufactures an electrical device intended to provide a safer way to transfer power.

**Transaction Details**

<table>
<thead>
<tr>
<th>Amount</th>
<th>$1,980,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>4/19/18</td>
</tr>
<tr>
<td>Description</td>
<td>Melni Connectors raised $1,980,000 of angel funding from undisclosed investors on April 19, 2018.</td>
</tr>
</tbody>
</table>

**MotoTrax, Inc.**

1200 S. Mountain View Rd., Moscow, ID 83843 | Founded 2015 | CEO Sam Crooks

**North Central Region**

**Consumer/Retail Industry**

MotoTrax designs and manufactures snow bikes. The company markets and sells its products through dealers in the United States and online.

**Transaction Details**

<table>
<thead>
<tr>
<th>Amount</th>
<th>$475,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>12/12/18</td>
</tr>
<tr>
<td>Description</td>
<td>MotoTrax announced a round of funding on December 12, 2018. As of December 26, 2018, the company had received $475,000 in its first tranche.</td>
</tr>
</tbody>
</table>
NanoSteel Company, Inc.

NanoSteel is an advanced materials company specializing in the design and commercialization of patented steels with exceptional mechanical properties derived from their nano-scale microstructure.

Outside Professionals

Law Firm Honigman, Mintz, Levin, Cohn, Ferris, Glovsky, and Popeo

Transaction Details

Deal Source(s): Pitchbook
Amount $9,590,000
Date 5/21/18
Description NanoSteel raised $9,590,000 of venture funding from undisclosed investors on May 21, 2018.

National HouseCheck Corp.

HouseCheck helps to eliminate unexpected surprises and improve the overall process of buying and selling a home.

Transaction Details

Deal Source(s): Reg D, Capital IQ
Amount $1,378,732
Date 3/4/18
Description National Housecheck raised $1,378,732 in a private placement on March 4, 2018.

Natural Intelligence Semiconductor, Inc.

Natural Intelligence Semiconductor (NIS) is a semiconductor startup company whose processor device delivers disruptive performance in artificial intelligence (AI) and big data analytic applications.

Transaction Details

Deal Source(s): Network
Amount $507,500
Date 5/30/18
Description Natural Intelligence Systems raised $507,500 in convertible notes on May 30, 2018.
New Jersey Mining Company

New Jersey Mining Company explores, develops, and extracts gold, silver, and base metal resources in the Greater Coeur d’Alene Mining District of northern Idaho and western Montana.

**Transaction Details**

**Deal Source(s):** Reg D, Capital IQ

<table>
<thead>
<tr>
<th>Amount</th>
<th>$331,815</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>2/26/18</td>
</tr>
<tr>
<td>Description</td>
<td>New Jersey Mining Company raised $331,815 in a private placement on February 26, 2018.</td>
</tr>
</tbody>
</table>

**Transaction Details**

**Deal Source(s):** Capital IQ

<table>
<thead>
<tr>
<th>Amount</th>
<th>$500,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>5/20/18</td>
</tr>
<tr>
<td>Description</td>
<td>New Jersey Mining Company closed a private placement on May 20, 2018 of 3,846,154 units at a price of $0.13 per unit for gross proceeds of $500,000 with the participation of Hecla Silver Valley.</td>
</tr>
</tbody>
</table>

**Transaction Details**

**Deal Source(s):** Capital IQ

<table>
<thead>
<tr>
<th>Amount</th>
<th>$150,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>12/14/18</td>
</tr>
<tr>
<td>Description</td>
<td>New Jersey Mining Company announced a non-brokered private placement of $150,000 on December 14, 2018.</td>
</tr>
</tbody>
</table>

NowKeto LLC

KetoNow sells food supplement products, apparel, recipes, and coaching for adopting a Keto lifestyle.

**Transaction Details**

**Deal Source(s):** Form C

<table>
<thead>
<tr>
<th>Amount</th>
<th>$25,623</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>9/7/18</td>
</tr>
<tr>
<td>Description</td>
<td>NowKeto raised $25,622.80 from 44 investors via crowdfunding platform StartEngine Capital, LLC, on September 7, 2018. The offering was for class B common stock at $1.40 per share and the company sold 18,302 shares.</td>
</tr>
</tbody>
</table>
Peak Utility Services Group, Inc.

Peak Utility Services provides a full suite of services for the recurring repair, replacement, maintenance, upgrade, and installation of telecom, electric power, and natural gas infrastructure throughout the Pacific Northwest and Intermountain West.

Outside Professionals
Law Firm Kirkland & Ellis, LLP, Weil, Gotshal & Manges, LLP
Other Advisors Harris Williams

Transaction Details
Date 6/25/18
Description ORIX Capital Partners, LLC acquired an unknown minority stake in Peak Utility Services Group from CIVC Partners, LP on June 25, 2018.

Prosperity Organic Foods, Inc.

Prosperity Organic Foods, Inc. provides organic spreads from organic fruit and plant based fats and oils.

Transaction Details
Amount $2,500,000
Date 9/30/18
Description Melt Organic raised $2,500,000 in a Series C round from Blue Stem Investments on September 30, 2018.

Qurrent, LLC

Qurrent provides information and communications technology services.

Transaction Details
Amount $50,000
Date 9/26/18
Description Qurrent announced that it will receive $750,000 in funding on September 26, 2018. The company will issue membership units in the transaction. As of October 10, 2018, the company had received $50,000 in its first tranche. The transaction included participation from a single investor.
Resource Data, Inc.

1450 S. Eagle Flight Way, Ste. 150, Boise, ID 83709 | Founded 1986 | CEO Marcus Mollmann

Resource Data provides information technology consulting services including custom databases, web development, and application development.

Transaction Details
Deal Source(s): Pitchbook
Amount $185,141
Date 1/5/18
Description Resource Data raised $185,141 of angel funding from undisclosed investors on January 5, 2018.

Retrolux, Inc.

1020 W. Main St., Ste 370, Boise, ID 83702 | Founded 2016 | CEO Leif Elgethun

Retrolux provides a cloud-based lighting sales software solution that is used by contractors to manage projects, sales, and employees.

Transaction Details
Deal Source(s): Network
Amount $504,000
Date 12/31/18
Description Retrolux raised a $504,000 in preferred equity seed financing from the Gem State Angel Fund, Frontier Fund II, Idaho Capital Ventures, and additional undisclosed investors during 2018.

Rhino Hide, LLC

273 Birch Banks Rd., Sagle, ID 83860 | Founded 1954 | CEO Jason Giddings

Rhino Hide manufactures and markets bulletproof wallpapers.

Transaction Details
Deal Source(s): Capital IQ, CEO
Amount $65,410
Date 6/27/18
Description Rhino Hide announced a private placement on June 27, 2018 through crowdfunding platform StartEngine Capital. On September 25, 2018, the company announced that it had received $43,780 in the second tranche from 225 investors bringing the total funding raised to $65,410.
Rohinni, LLC
2139 N. Main St., Coeur d'Alene, ID 83814 | Founded 2013 | CEO Matt Gerber | CFO Jim Schlossher

Rohinni develops LED lighting products for electronic, transportation, display, outdoor, and other lighting applications.

Transaction Details
Deal Source(s): Pitchbook, Reg D
Amount $5,000,000
Date 8/29/18
Description Rohinni raised $5,000,000 of venture funding from Cowles Company and other undisclosed investors on August 29, 2018.

Safeguard Equipment Inc.
4442 W. Riverbend Ave., Post Falls, ID 83854 | Founded 2016 | CEO Tim Ledford | CFO Brandon Bledsoe

Safeguard Equipment manufactures and distributes personal protection equipment for customers to ensure safety when working with energized surfaces and conductors.

Outside Professionals
Law Firm Witherspoon Kelley, LLP

Transaction Details
Deal Source(s): Pitchbook
Amount $1,000,000
Date 7/3/18
Description Safeguard Equipment raised $1,000,000 of convertible debt financing from undisclosed investors on July 3, 2018.

SeekingSimple, LLC
950 W. Bannock St., Boise, ID 83707 | Founded 2018 | CEO Clay Young

SeekingSimple helps self-insured entities and grocery stores connect for better health outcomes.

Transaction Details
Deal Source(s): Reg D
Amount $291,133
Date 6/28/18
Description SeekingSimple raised $282,746 in a private placement on June 28, 2018.
SmartStory Technologies, Inc.

SmartStory develops an enterprise content, delivery, and analytics platform designed to help businesses communicate more effectively.

Transaction Details
Amount $2,350,000
Date 9/4/18
Description SmartStory Technologies raised $2,350,000 of Series AAA angel funding from undisclosed investors on September 4, 2018.

Snacktivists Foods, LLC

Owner and operator of handcrafted, dry-mixes to make high-quality foods. Snacktivist Food’s mixes are gluten-free, vegan, and use a unique base of ancient grains enabling consumers to enjoy tasty food while maintaining a busy and healthy lifestyle.

Transaction Details
Amount $100,000
Date 6/1/18
Description Snacktivist Foods raised $100,000 in a round of funding from friends and family.

Splash Wines Inc.

Splash Wines sells wine online in the United States. The company offers red, white, rose, and sparkling wines.

Transaction Details
Amount $582,250
Date 4/1/18
Description Splash Wines raised $582,250 of Series A angel funding from undisclosed investors via SeedInvest in April 2018.

Transaction Details
Amount $113,000
Date 12/3/18
Description Splash Wines raised $113,000 of a $500,000 private placement announced in March 2018.
### Synoptek, LLC

**Transaction Details**
- **Date**: 8/6/18
- **Description**: Synoptek, headquartered in California and with a business location in Boise, received an undisclosed amount of development capital from Sverica Capital Management on August 6, 2018.

### Tamarack Aerospace Group, Inc.

**Transaction Details**
- **Deal Source(s)**: PrivCo
- **Amount**: $5,010,000
- **Date**: 1/29/18
- **Description**: Tamarack Aerospace raised $5,010,000 of convertible debt funding on January 29, 2018 from undisclosed investors.

### Tango Card, Inc.

**Transaction Details**
- **Deal Source(s)**: Pitchbook
- **Amount**: $35,000,000
- **Date**: 5/18/18
- **Description**: Tango Card raised $35,000,000 of Series C venture funding from FTV Capital on May 18, 2018.
Technology Associates, Inc.

Technology Associates EC provides wireless telecommunications deployment and professional services. The company focuses on offering site acquisition services, engineering services, and construction management services.

Outside Professionals
Other Advisors
ClearRidge

Transaction Details
Deal Source(s): Pitchbook
Date: 1/15/18
Description: Technology Associates EC received an undisclosed amount of development capital from Optimal Investment Group on January 15, 2018. The company was recapitalized as part of funding.

Thoroughbred Performance Marketing, LLC

Thoroughbred Performance Marketing provides leads and performance lead services in the real estate and mortgage verticals.

Transaction Details
Deal Source(s): Network
Amount: $507,000
Date: 6/1/18
Description: Thoroughbred Performance Marketing raised $507,000 during 2018.

Thunder Mountain Gold, Inc.

Thunder Mountain Gold is a precious metals explorer, focused on developing high-quality precious metal and base metal projects in North America.

Transaction Details
Deal Source(s): Reg D
Amount: $357,000
Date: 2/22/18
Description: Thunder Mountain Gold raised $357,000 in a private placement on February 22, 2018.

Transaction Details
Deal Source(s): Reg D, Capital IQ
Amount: $200,000
Date: 2/26/18
Description: Thunder Mountain Gold raised $200,000 in a private placement on February 26, 2018.
Timberline Resources Corp.

Transaction Details
Amount $600,000
Date 5/8/18
Description Timberline Resources raised $600,000 in a private placement on May 8, 2018.

Transaction Details
Amount $300,000
Date 7/30/18
Description Timberline Resources announced that it has entered into a binding commitment letter with individual lender William Matlack for private placement of senior unsecured notes with detachable warrants for gross proceeds of $300,000 on July 30, 2018.

Transaction Details
Amount $503,381
Date 11/14/18
Description Timberline Resources raised $503,381 in a private placement from Toronto Venture Exchange.

Tractor Beverage Co.

Transaction Details
Date 9/6/18
Description Tractor raised an undisclosed amount of venture funding from AccelFoods on September 6, 2018.
Treasure Valley Hospital LP

8800 W. Emerald St., Boise, ID 83704 | Founded 1994
treasurevalleyhospital.com

Southwestern Region
Healthcare Industry

Treasure Valley Hospital owns and operates a hospital in Boise. The hospital provides spine, ear, nose and throat, and general surgery as well as services such as orthopedics, gynecology, radiology, anesthesiaology, gastroenterology, and urology.

Transaction Details
Deal Source(s): Capital IQ
Amount $481,500
Date 8/15/18
Description Treasure Valley Hospital LP announced that it will receive $1,444,500 in funding on August 15, 2018. The company will issue common shares in the transaction. As of August 17, 2018, the company had received $481,500 in its first tranche. The transaction included participation from one investor.

Triumph Dental, LLC

835 W. Front St., Boise, ID 83702 | Founded 2015

Southwestern Region
Healthcare Industry

Triumph Dental assists dentists in owning a private practice and helps them to receive the training they need to operate a profitable business.

Transaction Details
Deal Source(s): Capital IQ, Reg D
Amount $200,100
Date 3/14/18
Description Triumph Dental received $200,100 in a private placement on March 14, 2018.

ULedger, Inc.

910 W. Main St., Ste. 252, Boise, ID 83702 | Founded 2016 | CEO Josh McIver uledger.co

Southwestern Region
Technology/Software Industry

ULedger designs and develops blockchain solutions for recording data permanently for clients.

Transaction Details
Deal Source(s): Reg D
Amount $1,820,908
Date 1/24/18
Description ULedger raised $1,820,908 in a private placement on January 24, 2018.

Transaction Details
Deal Source(s): Capital IQ
Amount $10,000,000
Date 7/31/18
Description ULedger announced a private placement of common shares for gross proceeds of $10,000,000 on July 31, 2018. The transaction will involve participation from private investors and accredited investors. The company will offer 15% equity in the transaction.
uQontrol, Inc.

602 Sandpoint Ave., Sandpoint, ID 83864 | Founded 2012
UQontrol develops a chip and PIN device for securing online payments. The company offers Qkey, a removable security device that secures online personal information.

Transaction Details
Deal Source(s): Capital IQ
Amount $614,500
Date 8/17/18
Description uQontrol announced that it will receive $614,500 in funding on August 17, 2018. The company will issue common shares and convertible debt in the transaction.

UserFirst Software, Inc.

950 W. Bannock St., Ste. 1090, Boise, ID 83702 | Founded 2014 | CEO Gary Allen
LeanLaw makes financial and integration software for law and professional service firms.

Outside Professionals
Law Firm Exceed Legal, PLLC.

Transaction Details
Deal Source(s): Network
Amount $220,000
Date 6/27/18
Description LeanLaw raised $220,000 from individual accredited investors with the final closing in June 2018.

Vacasa, LLC

999 W. Main St., Ste. 300, Boise, ID 83702 | Founded 2009 | CFO Ryan Vestal
Vacasa offers professionally-managed vacation rentals.

Transaction Details
Deal Source(s): Network
Amount $64,000,000
Date 10/18/18
Description Vacasa raised $64,000,000 on October 18, 2018 in a round of funding led by Riverwood Capital.
VersaBuilt, Inc.

12000 W. Franklin Rd., Boise, ID 83709 | Founded 2014 | CEO Al Youngwert | CFO Natalie Shores

**Transaction Details**

**Deal Source(s):** Reg D, Capital IQ, Pitchbook

| Amount   | $2,553,283 |
| Date     | 7/2/18     |
| Description | VersaBuilt raised $2,553,283 in a private placement on July 2, 2018. |

Outside Professionals

**Law Firm**

Stoel Rives, LLP

**Technology/Software Industry**

VersaBuilt provides robot-automated CNC solutions to manufacturers worldwide.

Wanthub, Inc.


**Transaction Details**

**Deal Source(s):** Reg D, Capital IQ

| Amount   | $100,000 |
| Date     | 4/6/18 |
| Description | Wanthub raised $100,000 of angel funding from an undisclosed investor on April 6, 2018. |

**Consumer/Retail Industry**

Wanthub owns and operates an e-commerce website that enables users to search and buy automation products online.

West Kirkland Mining, Inc.

550 Burrard St., Vancouver, BC V6C 2B5 | Founded 2010 | CEO R. Michael Jones | CFO Frank Hallam

**Transaction Details**

**Deal Source(s):** Capital IQ

| Amount   | $1,065,400 |
| Date     | 3/23/18 |
| Description | West Kirkland Mining closed a non-brokered private placement of 22,900,000 common shares at a price of CAD 0.06 per share for aggregate gross proceeds of CAD 1,374,000 on March 13, 2018. |

**Materials & Resources Industry**

West Kirkland Mining focuses on the acquisition, exploration, and development of gold projects in Nevada. The company is run under the direction of Sun Valley Gold, LLC.
xCraft Enterprises, LLC

418 E. Lakeside Ave., Coeur d'Alene, ID 83814 | Founded 2014 | CEO J.D. Claridge

Northern Region Technology/Software Industry

xCraft develops and manufactures drones for commercial and consumer applications.

Transaction Details
Deal Source(s): Form C
Amount $240,040
Date 9/20/18
Description xCraft Enterprises raised $240,040 of class B nonvoting common stock on September 20, 2018.

Ziggie Inc.

7184 W. Boekel Rd., Rathdrum, ID 83838 | Founded 2016 | CEO Bailey Heckel | CFO Adam Robinson ziggie.com

Northern Region Consumer/Retail Industry

Ziggie is a coin-based marketing platform designed for sustainable brands to connect to social causes.

Transaction Details
Deal Source(s): Pitchbook, PrivCo
Amount $800,000
Date 5/29/18
Description Ziggie raised $580,000 of angel funding from undisclosed investors on May 29, 2018.
Well Worth Talking To.

WEALTH MANAGEMENT

390 E ParkCenter Blvd, Ste. 100A
Boise, ID 83706
BRWealthMgmt.com
(208) 258-2540

Investment products and services are offered through Wells Fargo Advisors Financial network, LLC (WFAFN). Member SIPC.

BR Wealth Management is a separate entity from WFAFN.
Deal Flow Mergers and Acquisitions

Photo provided by Thorne Research, Inc.
Sandpoint, Idaho
Deal can be found on page 84
MERGERS & ACQUISITIONS

Critical Process Systems Group, Inc. $111,000,000
Cross Healthcare, LLC $13,000,000
Hecla Mining Co. $3,000,000
Hecla Mining Co. $153,000,000
Integra Resources Corp. $1,600,000
Lamb Weston, Inc. $78,000,000
PetIQ, Inc. $14,800,000
PetIQ, Inc. $220,000,000
Pure Health Solutions, Inc. $57,600,000
Referral Key, Inc. $700,000
Soldier Mountain Ranch and Resort $1,300,000
Tedder Industries LLC $23,900,000
Timberline Resources Corp. $1,000,000
TSheets.com, LLC $340,000,000
U.S. Geothermal, Inc. $110,000,000
U.S. Geothermal, Inc. $110,000,000
US Ecology, Inc. $22,000,000
US Ecology, Inc. $87,200,000

AMOUNT NOT DISCLOSED

Accommodation Services, LLC
Apex Insurance Benefits, LLC
Basin Wastewater Solutions, LLC
Boise Cascade Co.
Boise Weekly Inc.
By Design Publishing, Inc.
Carlisle Precision Machining, Inc.
Clearwater Insurance Co.
Compass Sales Solutions, Inc.
Economic Modeling, LLC
Elevation Labs, LLC
Falls Water Co., Inc.
Fatbeam, LLC
FullCircle Registry, Inc.
Harman Agency LLC
HealthCast, Inc.
Idaho Forest Group, LLC
Idaho Pacific Corp.
Idaho Solar 1 Project
Idaho Supreme Potatoes, Inc.
Impact Group
Impact Group
Impact Group
Internet Truckstop, LLC
Lamb Weston, Inc.
LeapFox Learning Inc.
Legacy Seeds, Inc.
Magic Reservoir Hydroelectric, Inc.
Marketron Broadcast Solutions, LLC
NoPileups, LLC
POWER Engineers, Inc.
Red Giant Oil Co.
Rekluse Motor Sports, Inc.
Robertson Supply, Inc.
Running Ledger Accounting, Inc.
Specialty Tree Services, Inc.
Strate Line, Inc.
Sun Valley Air Club
Syringa Networks, LLC
THB, Inc.
The Center for Digital Intelligence, LLC
Thorne Research, Inc.
TMA Technology and Operations Co LLC
Triad Behavior Health LLC
Walker Sand & Gravel Ltd. Co.
Whitewater Brands, Inc.
Xtreme Consulting Group, Inc.
Yost Business Systems, Inc.
Accommodation Services, LLC

Accommodation Services is a vacation home rental agency. As of February 6, 2018, the company operates as a subsidiary of Vacasa, LLC.

Transaction Details
Date 2/6/18
Description Vacasa acquired Accommodation Services on February 6, 2018 for an undisclosed sum. Vacasa will take over management of Accommodation’s 75 short-term rentals, nearly doubling Vacasa’s inventory in the market.

Apex Insurance Benefits, LLC

Apex Insurance Benefits provides employee benefits consulting services. The company offers group health, employee benefits, individual health, and senior health products.

Transaction Details
Date 12/14/18
Description Apex Insurance Benefits was acquired by Hub International, via its financial sponsor Hellman & Friedman, AlpInvest Partners, HarbourVest Partners and Alatas Partners through a leveraged buyout on December 14, 2018 for an undisclosed sum.

Basin Wastewater Solutions, LLC

Basin Wastewater Solutions provides rig site potable water and wastewater recycling services. The company designs, installs, and operates self-sufficient portable wastewater treatment plants that are environmentally sustainable and reliable.

Transaction Details
Date 1/3/18
Description Basin Wastewater Solutions was acquired by Stallion Oilfield Services through a leveraged buyout on January 3, 2018 for an undisclosed sum. Stallion Oilfield Services’ financial sponsors in the transaction included Centerbridge Partners, Littlejohn & Company, TPG Capital, and Wayzata Investment Partners.
Boise Cascade Co.

1111 W. Jefferson St., Ste. 300, Boise, ID 83702 | Founded 1957 | CFO Wayne Rancourt

Boise Cascade manufactures wood products and distributes building materials in the United States and Canada.

Transaction Details
Date 4/25/18
Description Boise Cascade acquired Lumberman’s Wholesale Distributors, Inc., a lumber distribution company in Tennessee, on April 25, 2018 for an undisclosed sum.

Transaction Details
Date 9/21/18
Description Boise Cascade agreed to acquire Arling Lumber Incorporated on October 11, 2018 for an undisclosed amount.

Boise Weekly Inc.

523 W. Broad St., Boise, ID 83702 | Founded 1992

The Boise Weekly is an unaudited weekly local newspaper company from Boise, Idaho.

Transaction Details
Date 8/2/18
Description The Boise Weekly was acquired by Adams Publishing through a leveraged buyout on August 2, 2018 for an undisclosed sum.

By Design Publishing, Inc.

11626 Tracey Rd., Hayden, ID 83835 | Founded 2002 | CFO Steve Swayne

By Design Publishing delivers award-winning print and online personally branded content solutions to real estate professionals.

Transaction Details
Date 2/2/18
Description Teldon Media Group agreed to acquire By Design Publishing on February 2, 2018 for an undisclosed sum. On completion of the transaction, By Design Publishing will continue to operate out of its facility in Hayden, Idaho, and Teldon will continue to operate out of its two facilities in Richmond, BC.
Carlisle Precision Machining, Inc.
4218 Sunnyridge Rd., Nampa, ID 83686 | Founded 2010

Carlisle Precision Encapsulation Parts manufactures aftermarket tooling and replacement parts for encapsulation machines.

Transaction Details
Date: 3/27/18
Description: Natoli Engineering Company, Inc. acquired Carlisle Precision Machining on March 27, 2018 for an undisclosed sum. Following acquisition, Carlisle Precision Machining has changed its name to Carlisle Precision Encapsulation Parts.

Clearwater Insurance Co.
701 Bryden Ave., Lewiston, ID 83501

Clearwater Insurance specializes in providing health insurance products, Medicare plans, and life insurance throughout Idaho, Washington, Oregon, and Montana.

Transaction Details
Date: 9/10/18
Description: Clearwater Insurance was acquired by Hub International on September 10, 2018 for an undisclosed amount.

Compass Sales Solutions, Inc.
129 E. 50th St., Garden City, ID 83714 | Founded 2001

Compass Sales Solutions provides sales force automation solutions for the office technology industry.

Transaction Details
Date: 6/20/18
Description: Eden Capital, a private equity firm from New York, acquired Compass Sales Solutions for an undisclosed sum.

Transaction Details
Date: 10/11/18
Description: Compass Sales Solutions acquired Tour de Force, a software solutions company from Ohio, for an undisclosed sum on October 11, 2018.
Critical Process Systems Group, Inc.

Critical Process Systems Group is a leading broad range provider of mission-critical process solutions for highly demanding industries and applications.

Outside Professionals
Law Firm
Paul Hastings, LLP
Other Advisors
The Martec Group, William Blair & Company

Transaction Details
Deal Source(s): Pitchbook
Amount: $111,000,000
Date: 6/22/18
Description: Critical Process Systems Group was acquired by Wynnchurch Capital through a $111,000,000 leveraged buyout on June 22, 2018 for an undisclosed sum. LBC Credit Partners provided $76,500,000 in senior secured credit facilities to support the acquisition.

Cross Healthcare, LLC

Cross Healthcare owns and operates assisted living and seniors housing facilities.

Transaction Details
Deal Source(s): Capital IQ
Amount: $13,000,000
Date: 3/26/18
Description: Cross Healthcare acquired three-facility assisted living and memory care centers from CareTrust REIT, Inc., for $13,000,000 on March 26, 2018.
Economic Modeling, LLC

409 S. Jackson St., Moscow, ID 83843 | Founded 2001 | CFO Timothy van den Broek
economicmodeling.com

Emsi provides labor market data to professionals in higher education, economic development, workforce development, talent acquisition, and site selection.

Outside Professionals
Law Firm Akin Gump Strauss Hauer & Feld, LLP
Other Advisors LionTree Advisors

Transaction Details
Date 4/24/18
Description Strada Education Network, a nonprofit organization from Indiana, acquired Economic Modeling Specialists International from CareerBuilder, LLC on April 24, 2018 for an undisclosed sum.

Elevation Labs, LLC

2105 Boge Ave., Idaho Falls, ID 83401 | Founded 1995 | CEO Michael Hughes | CFO Courtney Sanen
trustelevationlabs.com

Elevation Labs is a contract manufacturer offering comprehensive solutions across multiple personal care categories.

Transaction Details
Date 7/30/18
Description NCL Holdings, LLC acquired Colorado Quality Products, LLC on July 27, 2018.

Falls Water Co., Inc.

2180 N. Deborah Dr., Idaho Falls, ID 83401 | Founded 2001 | CFO Timothy van den Broek
fallswater.com

Falls Water Company provides water services for individuals residing in the Idaho Falls area. The company's various options enable the commercial and residential sectors access to a wide range of services for receiving proper water supply.

Transaction Details
Date 9/17/18
Description Falls Water Company was acquired by Northwest Natural Gas for an undisclosed amount on September 17, 2018. The acquisitions mark the acquirer's entrance into the regulated water utility sector.
Fatbeam, LLC

2065 W. Riverstone Dr., Ste. 105, Coeur d’Alene, ID 83814 | Founded 2010 | CFO Kim Devlin

Transaction Details
Deal Source(s): PrivCo, Capital IQ
Date 7/10/18
Description Fatbeam acquired Ednetics, a technology services company from Post Falls, Idaho, on July 10, 2018 for an undisclosed sum.

Fatbeam delivers fiber-based solutions to education, business enterprise, healthcare, and government customers in the western United States.

FullCircle Registry, Inc.

417 W. Peck St., Meridian, ID 83646 | Founded 2000

Transaction Details
Deal Source(s): Capital IQ
Date 6/22/18
Description Galaxy Next Generation, Inc. entered into a merger agreement to acquire FullCircle Registry in a reverse merger transaction on June 6, 2018. The deal closed on June 22, 2018.

FullCircle Registry is a holding company formed for the purpose of acquiring small profitable businesses to provide exit plans for those companies’ owners.

Outside Professionals
Law Firm Jones, Haley & Mottern, P.C.

Harman Agency LLC

321 Main St., Cottonwood, ID 83522

Transaction Details
Deal Source(s): Pitchbook
Date 9/5/18
Description Harman Real Estate was acquired by Hub International through a leveraged buyout on September 5, 2018 for an undisclosed sum.

Harman Real Estate provides real estate brokerage services for farms, ranches, residential and recreational properties, building plots, and rangelands.
HealthCast, Inc.

6213 N. Cloverdale Rd., Boise, ID 83713 | Founded 1996 | CEO James Litton | CFO Chris Honeycutt
gohealthcast.com

Southwestern Region
Technology/Software Industry

HealthCast provides enterprise access management and single sign-on software for hospitals.

Outside Professionals
Law Firm Stoel Rives, LLP

Transaction Details
Date 7/24/18
Description HealthCast was acquired by Identity Automation through a leveraged buyout on July 24, 2018 for an undisclosed sum.

Hecla Mining Co.

6500 N. Mineral Dr., Ste. 200, Coeur d’Alene, ID 83815 | Founded 1891 | CEO Phillips Baker | CFO Lindsay Hall
hecla-mining.com

Northern Region
Materials & Resources Industry

Hecla Mining Company mines silver and other precious metals in northern Idaho.

Transaction Details
Amount $3,000,000
Date 5/31/18
Description Hecla Silver Valley, Inc., a subsidiary of Hecla Mining Company, acquired the Toboggan Project of New Jersey Mining Company for $3,000,000 on May 31, 2018.

Outside Professionals
Law Firm K&L Gates, LLP, Cassels Brock & Blackwell, LLP
Other Advisors JPMorgan Chase, CIBC World Markets

Transaction Details
Amount $153,000,000
Date 7/20/18
Description Hecla Mining Company completed the acquisition of Klondex Mines Ltd. from CI Investments, Inc., Sentry Investments, Inc., and other shareholders on July 20, 2018 for $153,000,000.
### Idaho Forest Group, LLC

**687 W. Canfield Ave., Coeur d'Alene, ID 83815 | Founded 2008**  
**idfg.com**

**Northern Region**  
**Materials & Resources Industry**

Idaho Forest Group grows, harvests, manufactures, and distributes wood and wood products.

| **Transaction Details** |  
| **Date** | 4/13/18 |  
| **Description** | Idaho Forest Group acquired a 115-acre mill owned by Merritt Brothers Lumber Co. in Athol, Idaho on April 13, 2018 for an undisclosed sum. |

### Idaho Pacific Corp.

**4723 E. 100 N., Rigby, ID 83442 | Founded 1987 | CEO Wally Browning**  
**idahopacific.com**

**Eastern Region**  
**Consumer/Retail Industry**

Idaho Pacific Corporation produces and supplies dehydrated potato products.

| **Outside Professionals** |  
| **Other Advisors** | Bayview Capital Group |  

| **Transaction Details** |  
| **Date** | 11/15/18 |  
| **Description** | Seidler Haas, LLC acquired Idaho Pacific Corporation effective November 15, 2018 for an undisclosed amount. Bayview Capital Group acted as financial advisor in the transaction. |

### Idaho Solar 1 Project

**Cheifs Ln., Kuna, ID 83634 | Founded 2016**  
**spower.com**

**Southwestern Region**  
**Materials & Resources Industry**

The Idaho Solar 1 project is a 40-megawatt biomass power plant that produces electricity for approximately 29,000 households.

| **Transaction Details** |  
| **Date** | 9/24/18 |  
| **Description** | Idaho Solar 1 Project was acquired by Sustainable Power Group, a solar and wind assets group from Utah, through a leveraged buyout on September 24, 2018 for an undisclosed sum. |
Idaho Supreme Potatoes, Inc.

Idaho Supreme Potatoes is a potato processing company in Idaho which produces dehydrated potato flakes and potato specialties.

Outside Professionals
Other Advisors  Kirkland & Ellis

Transaction Details
Date  3/14/18
Description  Idaho Supreme Potatoes was acquired by Idaho Pacific, via its financial sponsors Arlon Group and Maranon Capital, through a leveraged buyout on March 14, 2018 for an undisclosed sum.

Impact Group

Impact Group is a sales and marketing agency that provides sales, merchandising, and category analytical support to companies in the consumer packaged goods industry.

Outside Professionals
Law Firm  Paul, Weiss, Rifkind, Wharton & Garrison, LLP

Transaction Details
Date  4/4/18
Description  Impact Group acquired Wildfire Sales and Epic Natural Sales, on April 4, 2018 for an undisclosed sum.

Outside Professionals
Law Firm  Paul, Weiss, Rifkind, Wharton & Garrison, LLP

Transaction Details
Date  5/17/18
Integra Resources Corp.

Integra Resources is a mineral exploration company from Canada. The company’s DeLamar Gold Project is located 50 miles from Boise.

Transaction Details
Deal Source(s): Internet
Amount $1,600,000
Date 1/9/18
Description Integra Resources acquired a 100% interest in the Empire Group Claims that cover over 95% of the past producing Florida Mountain Gold-Silver Project for $1,600,000 on January 9, 2018.

Lamb Weston, Inc.

Lamb Weston Holdings produces, distributes, and markets value-added frozen potato products worldwide.

Transaction Details
Deal Source(s): Capital IQ, Pitchbook
Amount $78,000,000
Date 11/2/18
Description Lamb Weston Holdings purchased a 50.01% stake in Lamb Weston BSW, LLC from Ochoa AG Unlimited Foods, Inc. for $78,000,000 on November 2, 2018.

Outside Professionals
Law Firm Pinsent Masons, LLP

Transaction Details
Deal Source(s): Capital IQ
Date 12/21/18
Description Lamb Weston Holdings acquired Marvel Packers Pty. Ltd. on December 21, 2018 for an undisclosed amount. Ewan Robertson, Lucy Carter, and Lisa Meyer of Pinsent Masons acted as legal advisors to Lamb Weston Holdings.
### LeapFox Learning Inc.
2100 E. Fairview Ave., Ste. 12, Meridian, ID 83642 | Founded 2007

#### Transaction Details
- **Date**: 10/15/18
- **Description**: LeapFox Learning was purchased by a private buyer on October 15, 2018 for an undisclosed sum.

LeapFox offers computer software training classes for both companies and individuals.

#### Legacy Seeds, Inc.
2818 Brandt Ave., Nampa, ID 83687 | CEO Bruce Ceranske | CFO Greg Williams

#### Transaction Details
- **Date**: 8/13/18
- **Description**: Legacy Seeds, with headquarters in Wisconsin and a business location in Nampa, Idaho, was acquired by Tillerman Seeds, through a leveraged buyout on August 13, 2018 for an undisclosed sum.

Legacy Seeds produces non-genetically modified seeds to provide farmers with chemical-free agricultural products.

#### Magic Reservoir Hydroelectric, Inc.
100 Magic Dam Rd., Shoshone, ID 83352 | Founded 1910

#### Transaction Details
- **Date**: 6/22/18
- **Description**: Magic Reservoir Hydroelectric agreed to acquire the license of Magic Dam Hydroelectric Facility of Magic Reservoir Hydroelectric Inc. in April 2018. On May 10, 2018, Big Wood Canal and Magic Reservoir Hydroelectric filed their application with the Federal Energy Regulatory Commission to transfer the hydroelectric facility’s license.
Marketron Broadcast Solutions, LLC

101 Empty Saddle Trl., Hailey, ID 83333 | Founded 1969 | CEO Michael Collins | CFO Matt Wellner

Marketron Broadcast Solutions provides business software solutions and services in the media industry.

Transaction Details

Deal Source(s): PrivCo, Capital IQ

Date 1/18/18

Description Diversis Capital, LLC, a private equity firm from California, acquired Marketron Broadcast Solutions on January 18, 2018 for an undisclosed sum.

NoPileups, LLC

405 S. Eighth St., Ste. 301, Boise, ID 83702 | Founded 1998 | CEO Pete Ness

NoPileups develops software for accident prevention systems for car washes. Their software enables car wash systems to watch cars move through the wash and automatically stops the conveyor before collisions happen.

Transaction Details

Deal Source(s): Pitchbook

Date 4/20/18

Description NoPileups was acquired by DRB Systems, via its financial sponsor New Mountain Capital, through a leveraged buyout on April 20, 2018 for an undisclosed sum.

PetIQ, Inc.

923 S. Bridgeway Place, Eagle, ID 83616 | Founded 2010 | CEO Cord Christensen | CFO John Newland

PetIQ operates as a pet health and wellness company. The company provides veterinarian services and veterinarian-grade pet products across retail and e-commerce channels.

Transaction Details

Deal Source(s): Network

Amount $220,000,000

Date 1/17/18

Description PetIQ acquired VIP Pet Care for $220,000,000 on January 17, 2018.

Transaction Details

Deal Source(s): Capital IQ, Pitchbook, Network

Amount $14,800,000

Date 10/17/18

Description PetIQ acquired HBH Enterprises, LLC for $14,800,000 on October 17, 2018.
POWER Engineers, Inc.

3940 Glenbrook Dr., Hailey, ID 83333 | Founded 1976 | CEO Bret Moffett | CFO Chuck Kemp

POWER Engineers is a global consulting engineering firm specializing in the delivery of integrated solutions in a wide range of industries.

Transaction Details
Date 5/9/18
Description POWER Engineers, Incorporated acquired MITKOR Consulting, Ltd., an engineering and project management firm in Alberta, Canada, on May 9, 2018 for an undisclosed sum.

Pure Health Solutions, Inc.

120 E. Lake St., Ste. 401, Sandpoint, ID 83864 | Founded 1996 | CEO Alan Crosby

PHSI Pure Water Technology manufactures bottleless point of use water purification systems for better-than-bottled-water quality water without the hassles and hazards of bottled water.

Transaction Details
Amount $57,600,000
Date 12/18/18
Description Quench acquired all of the outstanding shares of Pure Health Solutions on December 18, 2018 for $57,600,000.

Red Giant Oil Co.

27 N. Third W., Downey, ID 83234

Red Giant Oil produces locomotive engine oils and lubricants.

Transaction Details
Date 8/1/18
Description Red Giant Oil was acquired by HollyFrontier, a petroleum refiner from Texas, on July 10, 2018 for an undisclosed sum.
Referral Key, Inc.

Referral Key provides a referral networking platform intended to help users manage their trusted referral relationships. The company’s platform allows users to create a profile where they can give and receive referrals from other professionals, helping users to increase sales, expand their professional network, and differentiate themselves from their competition.

Transaction Details

Amount $700,000
Date 1/23/18
Description Refer.com, Inc. acquired Referral Key on January 23, 2018 for $700,000.

Rekluse Motor Sports, Inc.

Rekluse Motor Sports manufactures clutches and driveline products for the powersports market.

Transaction Details

Date 4/3/18
Description Race Winning Brands, Inc., a company from Ohio involved in the powersports market, completed the acquisition of Rekluse Motor Sports on April 3, 2018 for an undisclosed sum. Rekluse Motor Sports will continue to operate from its Boise, Idaho headquarters.

Robertson Supply, Inc.

Robertson Supply provides plumbing products for both residential and commercial businesses, industrial products, agricultural supplies, and appliances.

Transaction Details

Date 11/19/18
Description Ferguson Enterprises, Inc. acquired Robertson Supply on November 19, 2018 for an undisclosed amount.
### Running Ledger Accounting, Inc.

**P.O. Box 440, Rathdrum, ID 83858 | Founded 2016**  
[T: Running Ledger Accounting](http://coeurdaleneaccountant.com)

**Northern Region**  | Financial Services Industry

Running Ledger Accounting provides accounting services such as payroll, bookkeeping, information technology, and tax preparation.

**Transaction Details**  
Deal Source(s): Pitchbook

- **Date**: 1/30/18
- **Description**: Running Ledger Accounting was acquired by Chatters, Metzger & Company for an undisclosed amount on January 30, 2018.

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### Soldier Mountain Ranch and Resort

**P.O. Box 333, Fairfield, ID 83327 | Founded 1971**  
[Camp Rainbow Gold](http://camprainbowgold.org)

**South Central Region**  | Services Industry

Soldier Mountain Ranch and Resort is a mountain getaway destination with lodging and abundance of outdoor activities.

**Transaction Details**  
Deal Source(s): Capital IQ

- **Amount**: $1,300,000
- **Date**: 11/12/18
- **Description**: Camp Rainbow Gold entered into an agreement to acquire Soldier Mountain Ranch and Resort from Smokey Dome, LLC for $1,300,000 on November 12, 2018.

---

### Specialty Tree Services, Inc.

**P.O. Box 1373, Coeur d'Alene, ID 83816 | Founded 2018**  
[specialtytree.com](http://specialtytree.com)

**Northern Region**  | Services Industry

Specialty Tree Services offers stump grinding, tree trimming, forestry cleanup, and fire fuels reduction services. As of August 30, 2018, the company operates as a subsidiary of Tree Medic, LLC.

**Transaction Details**  
Deal Source(s): Capital IQ

- **Date**: 8/30/18
- **Description**: Tree Medic Tree Services acquired Specialty Tree Services from Ken Roberge on August 30, 2018 for an undisclosed amount. Tree Medic Tree Services also acquired Tree Removal Services, subsidiary of Specialty Tree Services.
Strate Line, Inc.
4381 W. Seltice Way, Coeur d’Alene, ID  83814 | Founded 2005
stratelineinc.com

Strate Line offers operated hydraulic cranes from 30 tons to 175 tons in Idaho, Montana, and Washington.

Transaction Details
Date 6/14/18
Description Barnhart Crane and Rigging Co. entered into definitive agreement to acquire Strate Line on June 14, 2018 for an undisclosed amount. Barnhart Crane and Rigging will maintain all of the Strate Line’s current assets and employees, but will manage operations primarily from its current Spokane, Washington, branch location.

Sun Valley Air Club
1811 Lear Ln., Hailey, ID  83333 | Founded 2014
sunvalleyairclub.com

Sun Valley Air Club is an exclusive concierge service that coordinates and books air travel on private jets for club members.

Transaction Details
Date 7/11/18
Description Embark Aviation acquired the Sun Valley Air Club on July 11, 2018 for an undisclosed amount.

Syringa Networks, LLC
12301 W. Explorer Dr., Boise, ID  83713 | Founded 2000 | CEO Greg Lowe syringanetworks.net

Syringa Networks provides fiber-optic networking services to wireless and wireline carriers in the Mountain West.

Transaction Details
Date 5/4/18
Description Syringa Networks acquired metro network assets from Level 3 Parent, LLC, a company that specializes in communication services in Colorado, on May 4, 2018 for an undisclosed sum.
**TMA Technology and Operations Co LLC**

311 Village Dr., Tamarack, ID 83615 | Founded 2002
tamarackidaho.com

**Outside Professionals**

Law Firm: Stoe Rives, LLP

**Transaction Details**

**Deal Source(s):** Pitchbook

**Date:** 12/3/18

**Description:** Tamarack Resort was acquired by The Imperium Companies, MMG Equity Partners and Blue River Partners through a leveraged buyout on December 3, 2018 for an undisclosed amount.

Tamarack Resort is a year-round resort which offers mountain lodging, hiking trails, ski trails, ski lessons, ski rentals, and other related activities.

**Tedder Industries LLC**

4411 W. Riverbend Ave., Post Falls, ID 83854 | Founded 2010 | CEO Thomas Tedder
tedderindustries.com

**Outside Professionals**

**Producer:** Main Street Capital

**Transaction Details**

**Deal Source(s):** Pitchbook, Capital IQ

**Amount:** $23,900,000

**Date:** 9/5/18

**Description:** Tedder Industries was acquired by Main Street Capital through a leveraged buyout for an undisclosed amount on September 5, 2018. As a part of the transaction, Main Street Capital funded $23,900,000 in a combination of first-lien, senior secured term debt, and a direct equity investment.

Tedder Industries manufactures gun holsters and accessories to carry weapons.
THB, Inc.

8068 W. Woodlark St., Boise, ID 83709 | Founded 1984 | CEO Akansh Khurana

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THB distributes industrial fasteners and provides services for kitting, packaging, and specialized quality control. The company sells products which are accredited with ISO 9001 and ASME NQA-1 certifications, giving contractors and manufacturers the best quality products and services.

Outside Professionals
Other Advisors
Dinan & Company

Transaction Details
Deal Source(s): Pitchbook
Date 1/12/18
Description THB was acquired by Fairmont Supply, via its financial sponsor Tenex Capital Management, through a leveraged buyout on January 12, 2018, for an undisclosed sum. This acquisition will benefit the company from a broader MRO, safety, and industrial product offering.

The Center for Digital Intelligence, LLC

825 S. Capitola Way, Boise, ID 83712 | Founded 2017

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The Center for Digital Intelligence provides digital strategies practice and research services intended to understand emerging technologies and their impact on industries, business processes, and competitive markets.

Transaction Details
Deal Source(s): Pitchbook
Date 1/16/18
Description The Center for Digital Intelligence was acquired by Regalix for an undisclosed amount on January 16, 2018. The move is a part of the acquirer’s effort to strengthen its position in the customer success and customer experience space globally.

Thorne Research, Inc.

25820 US-Hwy 2, Sandpoint, ID 83825 | Founded 1984 | CEO Paul Jacobsen | CFO Scott Wheeler

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Thorne Research manufactures dietary supplements to enhance consumer health and well-being.

Transaction Details
Deal Source(s): Pitchbook
Date 7/8/18
Description Thorne Research was acquired by Kirin Holdings Company and Mitsui & Co. (both companies from Tokyo, Japan) on July 8, 2018 for an undisclosed sum.
Timberline Resources Corp.

101 E. Lakeside Ave., Coeur d’Alene, ID 83814 | Founded 1968 | CEO Steven Osterberg | CFO Ted Sharp  

Timberline Resources is a gold exploration and development company focused in Nevada.

**Transaction Details**  
Deal Source(s): Capital IQ  
Amount $1,000,000  
Date 8/14/18  
Description Timberline Resources acquired two Nevada gold copper mineral properties located in Battle Mountain Mining District from Americas Gold Exploration, Inc. for $1,000,000 on August 14, 2018.

---

Triad Behavior Health LLC

5500 W. Riverbend Ave., Post Falls, ID 83854 | Founded 2017 | CEO Glenn Eaton | CFO Jason Beasley  

Triad Behavioral Health provides educational resources to behavioral health specialists.

**Transaction Details**  
Date 7/13/18  
Description Triad Behavioral Health acquired Gerry Grossman Seminars on July 13, 2018 for an undisclosed amount.

---

Truckstop.com

222 N. Plymouth Ave., New Plymouth, ID 83655 | Founded 1995 | CFO Mark Robinson  

Truckstop.com provides access to a database of load and truck availability on the Internet.

**Transaction Details**  
Date 7/17/18  
Description Truckstop.com agreed to acquire Grizella, LLC on July 3, 2018 for an undisclosed amount. The transaction was completed on July 17, 2017. The entire Grizella team will join the Truckstop.com family while they continue working from their office in Hebron, North Dakota.

**Outside Professionals**  
Law Firm Holland and Hart, LLP  

**Transaction Details**  
Date 8/27/18  
Description Truckstop.com acquired D&S Factors on August 27, 2018 for an undisclosed sum.
**TSheets by Quickbooks**

235 E. Colchester Dr., Eagle, ID 83616 | Founded 2009 | CEO Matt Rissell | CFO Amy Bailey
tsheets.com

- **Southwestern Region**
- **Technology/Software Industry**

TSheets develops time-tracking and scheduling platforms.

**Transaction Details**

**Deal Source(s):** PrivCo

| Amount  | $340,000,000 |
| Date    | 1/1/18       |
| Description | TSheets was acquired by Intuit for $340,000,000 in January 2018. |

---

**U.S. Geothermal, Inc.**

390 E. Parkcenter Blvd., Ste. 250, Boise, ID 83706 | Founded 2000
usgeothermal.com

- **Southwestern Region**
- **Materials & Resources Industry**

U.S. Geothermal is a geothermal energy company focused on the development, production, and sale of electricity from geothermal energy. The company operates three geothermal plants in the United States.

**Outside Professionals**

- **Law Firm:** Dorsey & Whitney, LLP
- **Other Advisors:** Roth Capital Partners, Georgeson

**Transaction Details**

**Deal Source(s):** Capital IQ

| Amount  | $110,000,000 |
| Date    | 1/24/18      |
| Description | Ormat Nevada, Inc. entered into a definitive merger agreement to acquire U.S. Geothermal for approximately $110,000,000 on January 24, 2018. The transaction was approved by shareholders of U.S. Geothermal on April 19, 2018. |

**Transaction Details**

**Deal Source(s):** PrivCo

| Amount  | $110,000,000 |
| Date    | 4/24/18      |
| Description | U.S. Geothermal was acquired by Ormat Technologies for $110,000,000 on April 24, 2018. |
US Ecology, Inc.

101 S. Capitol Blvd., Ste. 1000, Boise, ID 83702 | Founded 1952 | CEO Jeffrey Feeler | CFO Katina Dorton

US Ecology provides environmental, field, and industrial services to commercial and government entities in the United States, Canada, and Mexico.

Transaction Details
Deal Source(s): Capital IQ

| Amount   | $22,000,000  |
| Date     | 9/4/18       |
| Description | US Ecology agreed to acquire ES&H of Dallas, LLC for $22,000,000 on August 4, 2018. The acquisition was completed on August 31, 2018. |

Transaction Details
Deal Source(s): PrivCo

| Amount   | $87,200,000  |
| Date     | 11/14/18     |
| Description | US Ecology acquired EcoServ LLC from Lariat Partners, LP for $87,200,000 on November 14, 2018. |

Walker Sand & Gravel Ltd. Co.

100 Walker Dr., Bellevue, ID 83313 | Founded 1970

Walker Sand & Gravel specializes in supplying sand and gravel for outdoor projects.

Transaction Details
Deal Source(s): Capital IQ

| Date     | 11/6/18     |
| Description | Summit Materials, Inc. acquired Walker Sand & Gravel on October 6, 2018 for an undisclosed amount. |
Whitewater Brands, Inc.

Whitewater Brands manufactures automotive equipment and supplies. The company also serves as a distributor to the automotive collision and mechanical repair industries.

Transaction Details
Date: 3/14/18
Description: Whitewater Brands, a holding company operating under Rock Gate Partners in Chicago, acquired Auto Body Toolmart, an automotive tools supplier from Illinois, on March 14, 2018 for an undisclosed sum.

Xtreme Consulting Group, Inc.

Xtreme Consulting Group partners with leading consumer and technology companies to provide the talent resources, operational expertise, and comprehensive staffing solutions they need to grow their businesses.

Outside Professionals
Law Firm: Cooley, LLP
Other Advisors: Outcome Capital, Cascadia Capital, Meridian Capital

Transaction Details
Date: 4/24/18
Description: Xtreme Consulting was acquired by Disys, via its financial sponsors Main Post Partners and Weston Presidio, through a leveraged buyout on April 24, 2018 for an undisclosed sum.

Yost Business Systems, Inc.

Yost Business Systems helps organizations improve and maintain their office equipment.

Transaction Details
Date: 6/28/18
Description: Yost Business Systems was acquired by Pacific Office Automation for an undisclosed amount on June 28, 2018.
Cloud Consulting and IT Recruiting

Official Cloud Consulting Partner for AWS and Salesforce in Idaho

Tim Fitzpatrick, President
208-559-3660
tim@asantealliance.com
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Your Team Dedicated to Minimizing Cyber Risk

ASSESSMENT & PLANNING

Enterprise Cyber Risk Assessment
Understand and document current state of risk, including infrastructure, web applications, policies, and potential attack vectors

Vulnerability Scanning
Identify weak spots in both your internal infrastructure and the external perimeter, then prioritize for remediation

Penetration Testing
Test digital and human element security posture to understand the potential and the effects of a malicious breach

IMPLEMENTATION, OPERATIONS, & COMPLIANCE

Cyber I.M.P.A.C.T. Solution™
Silent Sector becomes your company’s cybersecurity department covering strategy, implementation, and compliance so your team can focus on its core objectives.

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Give your in-house security team leverage and support for the best possible cybersecurity posture. Your in-house cybersecurity team’s Force Multiplier!

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Risk assessments, testing, advisory, and support services to protect your major business transactions.

LET’S CONNECT!
Reach out and we’ll introduce you to our firm of industry-leading, passionate experts who dedicate their knowledge and talents to protecting mid-market and smaller companies. Our team functions as a complete cybersecurity department for organizations without in-house capabilities. For companies with internal cybersecurity professionals, Silent Sector is a force multiplier, scaling capacity and accelerating results.

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www.silentsector.com
The mission of the Idaho Technology Council is to help companies in Idaho start, grow, and thrive. ITC’s member-driven organization includes partners ranging from growing companies, mid-size companies, and large corporations, all committed to the success of Idaho’s technology ecosystem.

A member-driven organization committed to the success of Idaho’s technology ecosystem. Fostering growth, championing innovation and providing value for members through Professional Networks, Government Relations, Talent Development and Sector Promotion. By bringing together industry, education and government leaders, we are the convener for great collaborations and experiences that make our state stronger and more vibrant.

**WHAT IS THE ITC?**

The mission of the Idaho Technology Council is to help companies in Idaho start, grow, and thrive. ITC’s member-driven organization includes partners ranging from growing companies, mid-size companies, and large corporations, all committed to the success of Idaho’s technology ecosystem.

**TALENT PIPELINE**
- Attract Talent
- Grow Skills
- Retain Employees

**ACCESS TO CAPITAL**
- Connect to valuable networks
- Track deal flow

**R&D COMMERCIALIZATION**
- Assist creation of IGEM
- Ease technology transfer
- Bring intellectual property to market

**GET INVOLVED**

**Voice of Industry**
- Members participate as the Idaho voice of industry on action committees that grow the ecosystem

**Capital Connect**
- Connect to valuable networks
- Track deal flow

**Computing Technologies Alliance**
- Attract talent
- Grow skills
- Retain employees
- Idaho computing K-Career team

**Tech2Market**
- Assist creation of IGEM
- Research and development, support taking products to market
- IDAHO KNOWLEDGE REPORT

START. GROW. THRIVE.
BENEFITS TO MEMBERS

- Drive outcomes in growing a knowledge-based economy through initiatives of our industry-lead Committees
- Influence change in our three focus areas: attracting talent, increasing capital, and developing the commercialization of ideas
- Receive discounts on event and conference attendance, including our flagship conferences, events, peer-to-peer forums, and ITC leadership round tables throughout the Gem State
- Talent initiatives related to software computing technologies and advanced manufacturing
- Opportunities to network with other members, nationally recognized thought leaders, and civic officers
- Serve as the collective voice of the technology ecosystem
- Provide a nexus for capital

IDAHO TECHNOLOGY COUNCIL WINS

The ITC team, industry partners, K-20 education entities, and the STEM Action Center have successfully partnered in every region of the state to collaboratively build a knowledge-based economy and to grow our talent ecosystem. Recent accomplishments include:

- **Computer Science Legislation**
- **Idaho Knowledge Report**
- **Idaho Deal Flow Report**

STRATEGY

**ITC advances workforce development** and the talent pipeline as a critically important initiative as we continue to grow more high-paying, quality jobs for Idahoans. Strategic workforce development provides a uniform entry point into K-Career education and creates solutions for future opportunities.

**ITC creates a network for advancing companies** in Idaho and connects to national and international networks. ITC events provide a perfect venue for expanding networks locally and nationally.

**ITC provides a strong voice in Idaho for investing in technology** through basic research and development. These form the foundation for new innovations needed to grow companies and keep them competitive and create product disruption.

ALIGN

**ITC unifies diverse corporate and government interests** into a single value proposition for all of us, building a competitive work force, driving research that creates new products and services, growing capital into our companies, and providing a powerful venue for expanding our networks.

ADVOCATE

**ITC is instrumental in building support** needed to convince our legislators and private industry to invest in high return initiatives that are necessary to propel new companies, retain and grow existing companies.

Want to know more? idahotechcouncil.org
We grow together.

The most important thing to us is helping our members succeed. Come visit your local ICCU branch and see for yourself how the #1 credit union in Idaho, as ranked by S&P Global, can help you achieve your financial success.

• 1 in 6 Idahoans are ICCU members
• Helping members achieve financial success for over 78 years
• Full range of both personal and business financial services
• 36 branches throughout Idaho to serve you
• 24/7 access with eBranch Online and Mobile Banking

Become a member today.
Why Idaho
Idaho is consistently ranked by The Wall Street Journal, Kiplinger’s, Forbes and others as one of the top 10 locations for business and family in the U.S., Idaho is the ideal setting for companies in search of an affordable, pro-business environment and a superior quality of life for employees and prospective employees. In fact, Idaho has a long history as the home of some of America’s greatest business success stories.