



IDAHO

DEAL FLOW REPORT

2017

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C.L. "BUTCH" OTTER

GOVERNOR

Dear Friends,

On behalf of the citizens of Idaho, it is my great pleasure to introduce the 2017 Idaho Deal Flow Report, chronicling investment in Idaho business opportunities during the past year. This report continues to examine connections between Idaho's growing industries and their investment partners. A strong knowledge-based economy features dynamic capital markets and measures growth in capitalization in terms of correlation to industry demand.

The Idaho Deal Flow Report chronicles the vitality of the relationship between Idaho's investment community and those companies experiencing growth in their commercialization of products and services. The report includes metrics providing important insights on Idaho's strengths and challenges, enabling the State to be more strategic in developing responsible public policies that support sustainable business growth, strong communities, and Idaho's increasing prosperity.

As you know, capital seeks out deals that will diversify and strengthen portfolios. The Idaho Deal Flow Report makes clear the important nexus between economic regions and investment dollars flowing into our state. The report reaches not only Idaho's investment community but investors beyond our borders. It has become a great resource for anyone who cares about business and economic growth in Idaho!

I extend my appreciation to the Idaho Technology Council, the organizers, and the volunteers who contributed to the 2017 Idaho Deal Flow Report. We continue to wish you all the very best as you continue to innovate, grow and create economic opportunities in Idaho!

As Always – Idaho, "Esto Perpetua"

A handwritten signature in black ink, reading "C.L. Butch Otter". The signature is stylized with a large, prominent "D" at the end.

C.L. "Butch" Otter
Governor of Idaho

Introduction

The Idaho Technology Council is pleased to present the 2017 Idaho Deal Flow Report! This is our fourth annual report, showcasing many of the companies that are starting, growing, and thriving in Idaho. The report confirms Idaho is one of the best places in the country to do business!

The secret is out! In 2017, 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. As Idaho companies grow, more and more talent is needed, driving the population growth.

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!

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.

Sincerely,



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

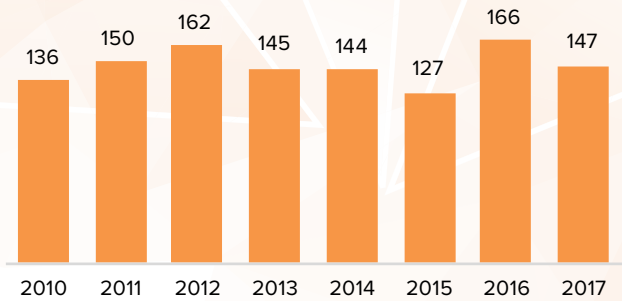


Blake J. Hansen
Alturas Capital, LLC
Deal Flow Co-Chair

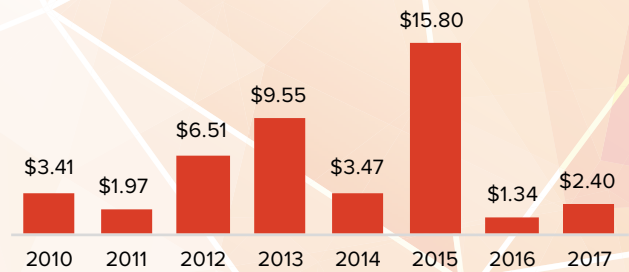
Data Findings and Conclusions

Total Deal Flow

Number of Deals



\$ Total Volume (Billions)

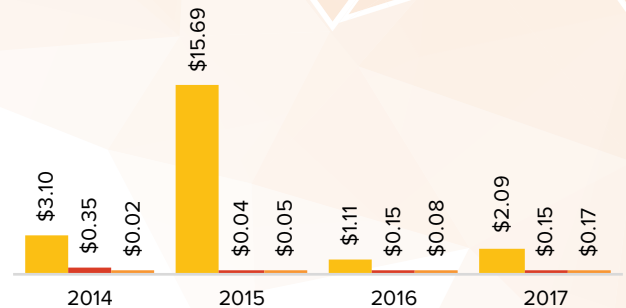


Total Deal Flow by Area

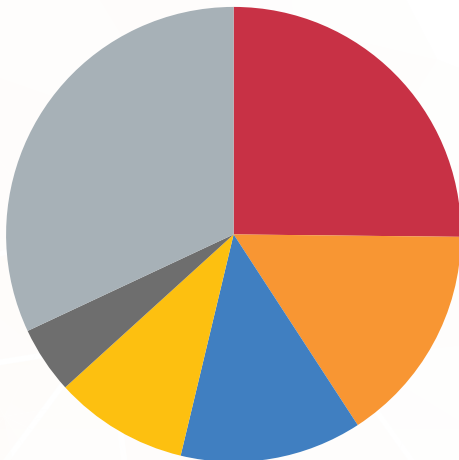
Number of Deals - Area



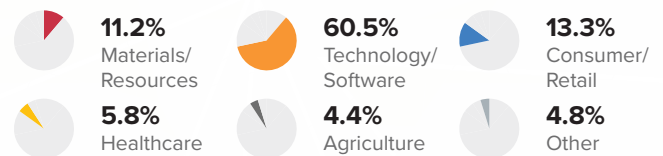
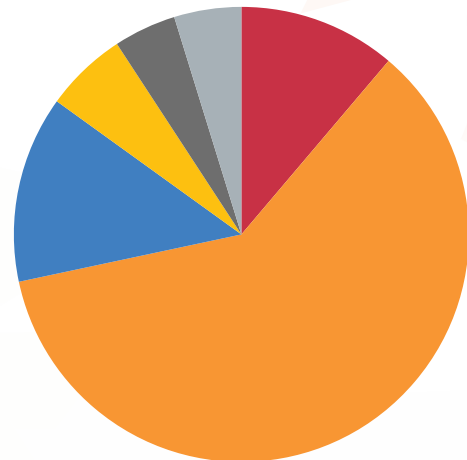
\$ Volume (Billions) - Area



Number of Deals by Industry



Total Deal Volume by Sector

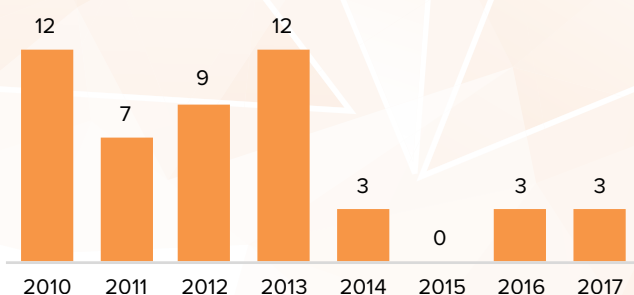


Other is "Other", financial services, chemical, manufacturing, communications, education, energy, engineering and construction, architecture, and food.

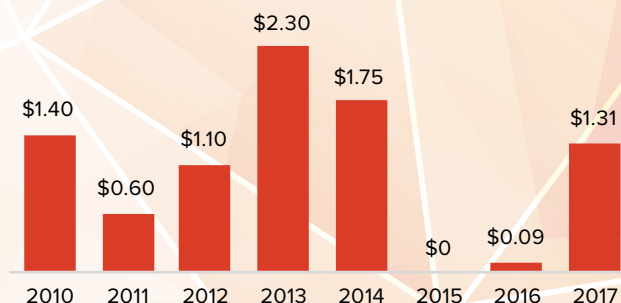
Data Findings and Conclusions

Public Markets

Number of Deals

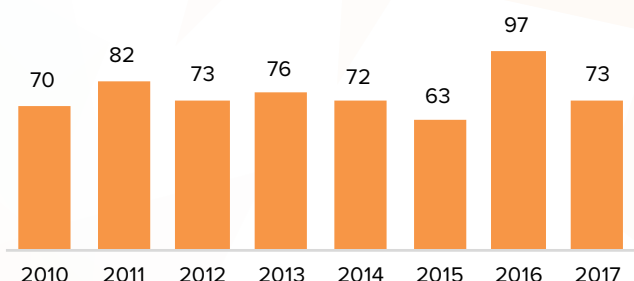


\$ Volume (Billions)

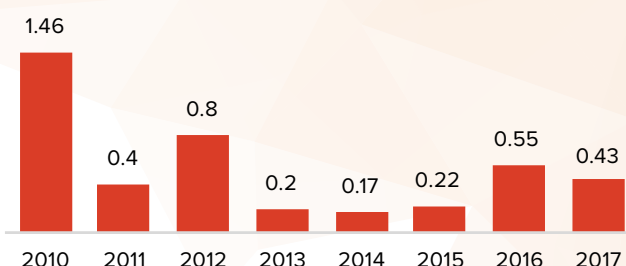


Private Placement

Number of Deals

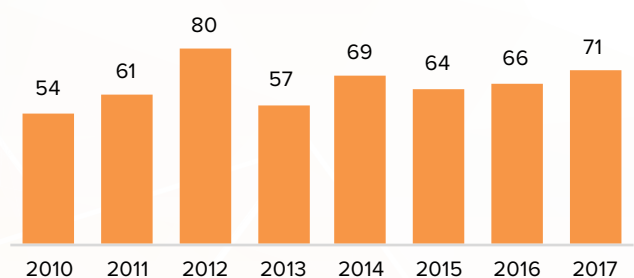


\$ Volume (Billions)

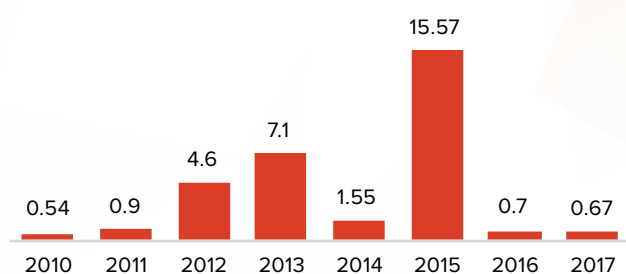


Merger & Acquisition Activity

Number of Deals

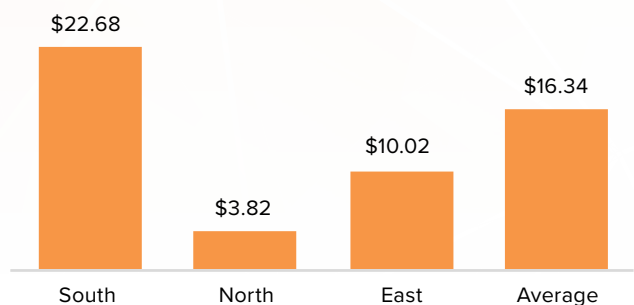


\$ Volume (Billions)

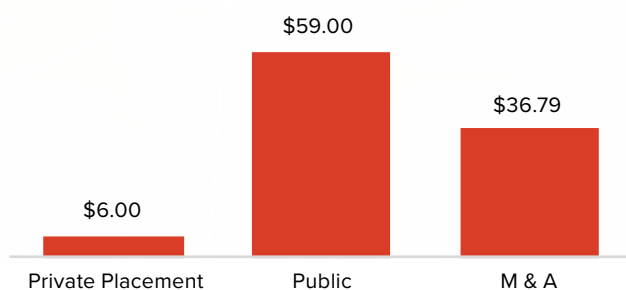


Deal Sizes

Average Deal Size by Region



\$ Average Size by Deal Type (Millions)



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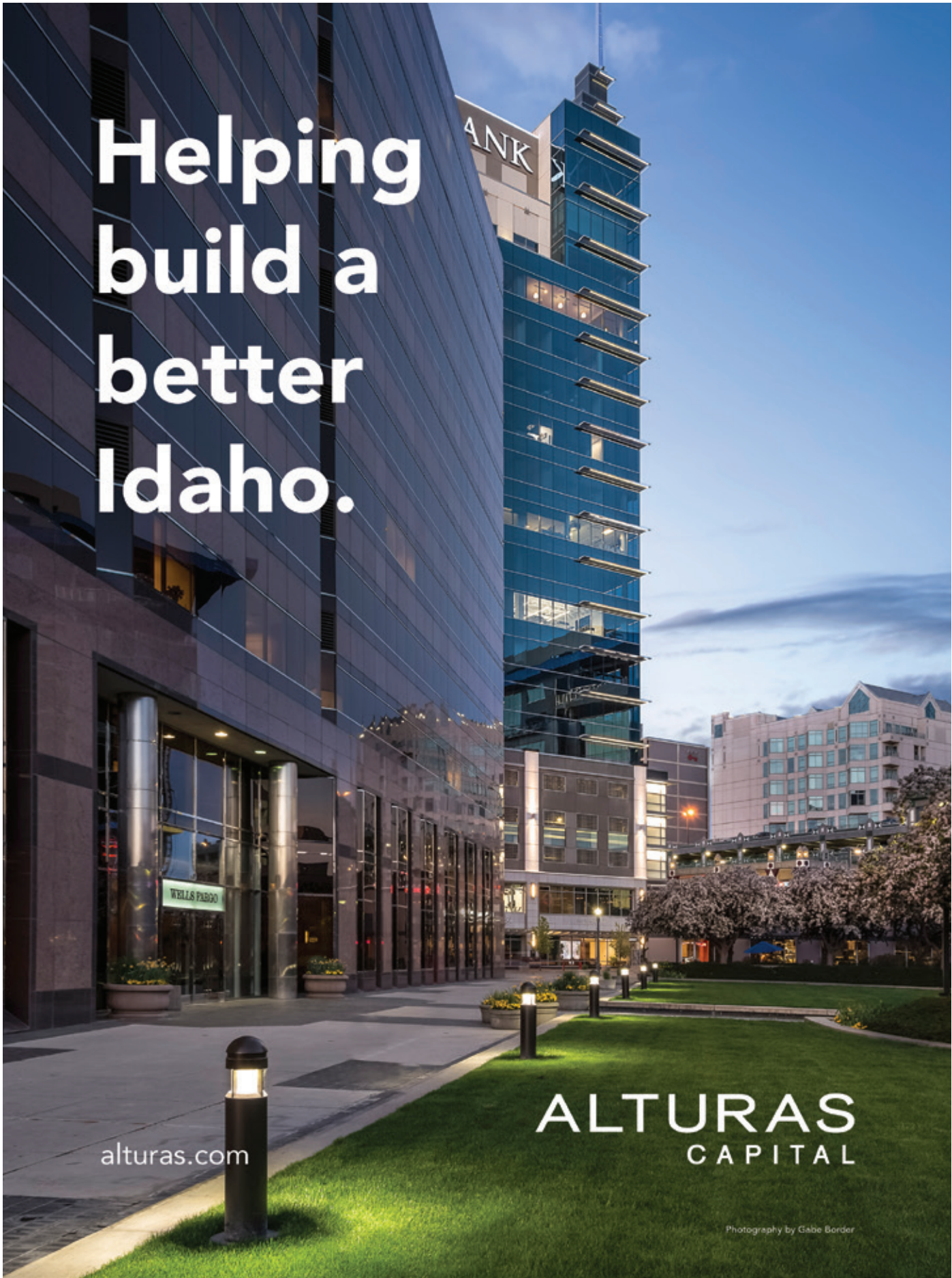
Holland & Hart is a proud supporter of the 2018 Capital Connect Conference.



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Knowhow

Sometimes what you know is who you know

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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.



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Articles

TSheets Acquisition Ignites the QuickBooks Ecosystem



On December 2017, Intuit announced its acquisition of Eagle, Idaho-based time tracking and scheduling software company TSheets. Founded in 2006 by entrepreneur Matt Rissell and software developer Brandon Zehm, TSheets was designed to make time tracking easier and more accurate for employees, no matter where they work, and cut costs for employers who want to track how time is allocated in their business.

As it stands, TSheets is the leading time tracking and scheduling software for payroll and invoicing. And the company's cloud-based mobile app comes complete with GPS tracking and facial recognition. Plus, it's the No.1 rated and requested time tracking app on apps.com boasting over 14,000 five-star reviews online.

TSheets has been named the Best Place to Work in Idaho for three consecutive years, has been called Idaho's startup "darling" by the New York Times, and is quickly growing into its lofty ambitions.

The acquisition means TSheets becomes part of a much larger business and finance software ecosystem. In case you missed the Super Bowl commercial featuring the Intuit Giant, Intuit takes pride in powering small business prosperity with integral software brands like QuickBooks, TurboTax, and Mint.

As TSheets transforms into TSheets by QuickBooks, their story grows from maintaining a long-standing partnership to operating together to improve time tracking accuracy, payroll, and insights for businesses worldwide.



Welcoming TSheets by QuickBooks

TSheets released their integration with QuickBooks back in 2012. And as they continued to study the QuickBooks model, they realized building meaningful relationships with accounting professionals could be an incredibly valuable channel for growth.

"It's very clear that no other company has built as quality or as many relationships with the accounting industry as Intuit and QuickBooks," said Rissell.

Working closely with accountants and bookkeepers to build those relationships meant TSheets could earn referrals quickly, but it would take dedicated employees to earn their trust and maintain those relationships.

"They truly care about the accountants, and they care about you as a human being, your life, and they want to build a relationship with you," said Rissell,

speaking to what makes his team members stand out.

Another part of that special sauce, undoubtedly, is the company's amazing customer experience and internal culture, which, Rissell says, will be positively impacted by the acquisition. In his most recent all-company Q&A, Intuit CEO Brad Smith celebrated Rissell as a world-class leader with an amazing team. The sentiment affirmed Intuit, No. 13 on Fortune's Best Companies to Work For in 2017, is dedicated to the unique culture and exemplary customer service TSheets is known for.

"Just as we can learn from them, we have things to bring to the table as well," said Rissell.

The Treasure Valley is the place to be

Intuit is excited to hold a location in Idaho and plans to build out the new Eagle campus, with plans to add at least 100 employees

in the next 12 months. As tech companies like Intuit settle into the Treasure Valley, the Boise area will only continue to attract talent from all over the country.

TSheets employees who consider themselves transplants are excited to take advantage of Boise's enthusiastic four-season outdoor recreation scene, the lower cost of living, exciting nightlife, and events like the Treefort Music Fest and Jaialdi.

Boise's small-city charm is quickly turning the City of Trees into a burgeoning tech hub. The Idaho Technology Council even reported Idaho is ranked second among emerging technology states. This is supported further by a small business-friendly government and institutions like Boise State University, the College

of Idaho, Trailhead, and Jack's Urban Meeting Place offering education and inspiration for young people and entrepreneurs.

What's next for TSheets by QuickBooks?

As TSheets continues to double in size and scope each year, the thought of slowing down has never been an option for the young, self-proclaimed "scrappy" company. Even with an acquisition like this one, TSheets employees still have their eyes on the prize: to help small businesses succeed.

It has been a wild ride for those who've seen TSheets grow from a tiny team to being part of a company as influential as Intuit. Principal Engineer and co-founder Brandon Zehm says the acquisition has only made the developers more driven to do the


best work of their lives.

"Our focus is on making our product even more accessible and powerful by leveraging Intuit's platform," said Zehm. "As we join forces with some of the biggest and brightest in our field, I'm excited to be part of the team that puts our time tracking product in the hands of millions of employees."

Echoing that sentiment, Rissell said the team will remain scrappy and energized no matter how big they get. "Our vision of TSheets stays the same. This just accelerates it. It just makes it bigger, faster, stronger," he said.

Want to keep up with Idaho's tech darling? Follow TSheets by QuickBooks at blog.tsheets.com.



A photograph of a man in a blue checkered shirt and jeans helping a young girl in a blue and white patterned dress and a colorful helmet ride a white bicycle with pink wheels. They are on a paved driveway in front of a house with green trees in the background.

We focus on the egg so you can watch over the nest.

The most important thing to us is helping our members succeed. Maybe that's one reason the number one credit union in Idaho became the number one credit union in the country.*

- 1 in 6 Idahoans are ICCU members
- Helping members achieve financial success for over 77 years
- Full range of both personal and business financial services
- 33 branches throughout Idaho to serve you
- 24/7 access with eBranch Online and Mobile Banking

*As ranked by S&P Global Market Intelligence

Join 300,000+ Idahoans and become a member.



WE BELIEVE being rich has little to do with wealth.

ICCU.COM

In recent years, Idaho Central Credit Union (ICCU) has seen remarkable growth as an organization in both membership and employees. Such growth requires the innovative use of technology to operate more effectively and maintain excellent service that is personable, relevant, accurate, secure, and speedy. Idaho Central depends on its adept Information Technology (IT) Department of over 50 team members to provide service to its statewide membership base.

Hiring the right people is key to ICCU's success. For five years in a row, ICCU has been voted the #1 Best Place to Work in Idaho out of large corporations and #1 Top Performing Credit Union in the nation, two honors reached simultaneously thanks to dedicated and talented employees. In January 2018, ICCU hired its 1,000 employee and surpassed 300,000 members. CEO, Kent Oram, began his career at ICCU in IT. It is with his vision that Idaho Central has continued to grow its IT department and to move forward with a new data center expansion in Chubbuck, Idaho. This project is scheduled to be completed in 2019.

In 2017, a new Innovations Team within ICCU's IT department was created. Three research engineers and two designers work with the Director of Innovation to dedicate their full attention to provide innovative solutions to operational needs, whether it is in member interface and service or with internal processing and effectiveness.

One project run by the Innovations Team is Idea Central, launched in September 2017. This proprietary idea platform promotes innovations crowdsourced internally. In

this platform, team members can generate ideas and collaborate with other employees to improve operations, whether with a product, system, or service. By February 2018, fourteen of the crowdsourced ideas were already fully implemented. Over 293 ideas had been generated with 720 comments, and over 1/3 of those ideas deal with IT related topics. All ideas are in some phase of review, whether archived and on hold for a later time, or in review and prioritized for possible immediate implementation. The whole organization collaborates for innovative support and services in technology.

For a company its size, ICCU is cutting edge in technology provided to its members and employees. One level of service is with eBranch, ICCU's online banking, that allows for bill pay, easy transfers, and account management at the members' fingertips. Recently, Face ID was added to the eBranch app and more ideas are in development. Advances are being made in other online application fields while maintaining security and privacy for all accounts.

An additional service that combines internal and external service is with the use of OnBase. On October 19, 2017, Idaho Central Credit Union decked headlines across the nation for winning Hyland's 2017 Financial Services OnBase Innovation Award at the CommunityLIVE user conference in Las Vegas, Nevada. OnBase is a software program that standardizes workflow processes to improve speed and accuracy, which consequently improves member experiences.

In order to win this award, there were a couple of phases. In the first phase, an Idaho Central team

member submitted a proposal of how Idaho Central uses OnBase innovatively. Of all the submissions, the best three financial services submissions were selected. Each worked with a partner at Hyland to create a presentation of the proposal, and the proposals were anonymously presented by a third party so no favoritism would be shown. In a peer group of other professionals who also utilize OnBase, Idaho Central's innovative solution was voted first place.

The extent of OnBase use is no coincidence. Dedicated team members focus their attention on OnBase development to help all departments formulate smoother processes. From home loans to consumer loans, ICCU efficiently and effectively completes process forms within the organization in record time. What may take some organizations days (if not weeks) to approve will take ICCU hours. Many community partners like to work with Idaho Central for the seamless process and reliability, not to mention, the great people.

As of February 2018, Idaho Central Credit Union's innovative team members designed and built over 114 different OnBase workflows which are actively used, and 44 more OnBase workflows were in development. In the first two months of 2018 alone, nearly 1 million documents were processed through OnBase.

These are just a few examples of how Idaho Central is making waves with innovative solutions in Information Technology. Idaho Central Credit Union is proud of its team members who constantly work to improve services and build the larger IT community of Idaho.

Idaho's First Computing Ph.D. Program



BOISE STATE UNIVERSITY

In order to better address the diverse and rapidly changing needs of Idaho's technology community, Boise State University's Graduate College and Division of Research and Economic Development, are proud to announce the formation of Idaho's first Computing Ph.D. program. This cutting-edge, interdisciplinary program is designed to encompass expertise and research opportunities across a spectrum of computing fields under a single, high-quality research doctorate.

The program brings together faculty members from departments across the university, including Biological Sciences, Chemistry and Biochemistry, Civil Engineering, Computer Science, Electrical and Computer Engineering, Geosciences, Economics, Information Technology Management, Materials Science and Engineering, Mathematics, Mechanical and Biomedical Engineering, and Physics. Within this broad reach lies its strength: faculty and students are able to leverage a unique set of approaches, skills and expertise that enable and complement their research efforts, and will train graduate students to adeptly tackle, from multiple angles, the diverse challenges arising in the field of technology.

This doctoral program is designed with future employers in mind. For instance, demands for highly skilled data professionals in Idaho and across the nation are dramatically growing. In the field of cybersecurity alone, the projected job growth for analysts is 28% over the next eight years, according to the Bureau of

Labor Statistics. Boise State's new Computing Ph.D. program is addressing the technology sector's vital and expanding job market head-on with field emphases in Computational Science and Engineering, Computer Science, Cybersecurity and a forthcoming emphasis in Data Science.

In Boise State's Computing Ph.D. program, graduate students learn the skill sets required to apply principles of computational mathematics, computer science, and domain sciences to invigorate and advance multidisciplinary science. The program prepares the growing rank of computational scientists who are critical to the competitiveness and survival of technology companies.

The doctoral students in this new program read and learn widely and deeply in order to understand complex phenomenon. They organize and analyze large amounts of information, carry out complex tasks with minimal supervision, and manage complicated projects. This deep integration of knowledge allows graduates to extract insight and draw conclusions that produce technological advancements that go beyond what has been previously commonplace, or sometimes even possible, from within the bounds of most technology. Upon completion, our Computing Ph.D. graduates possess the skills and confidence to lead research and development efforts, versus simply participate in them.

In addition, having a robust doctoral program like Boise State's new Computing Ph.D. program on campus enhances

the undergraduate education experience for countless students. As our research capabilities grow, thanks to active faculty and graduate student engagement, opportunities for undergraduates to participate in these complex computational projects and cutting-edge research also grows. This experiential learning bolsters student engagement and inspires many to consider research fields and career opportunities they might otherwise overlook.

At Boise State, we are educating future generations of tech-savvy data professionals with the diverse skill sets and confidence to solve the tech industry's most intractable problems. Our vision is to create a workforce that embraces computation and data analytics for complex problem solving in every sector of society, from traditional science and engineering domains to such key areas as national security, public health and economic innovation.

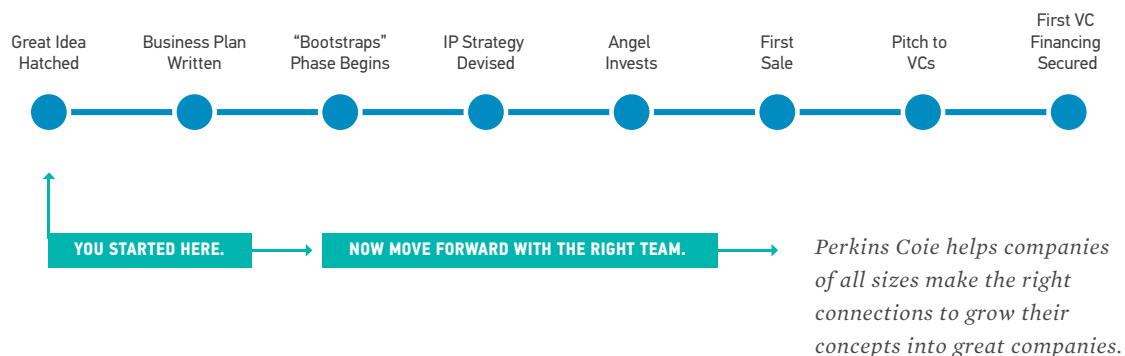


CREATING NEW CONNECTIONS BETWEEN THE UNIVERSITY AND THE REGION WE SERVE EVERY DAY

Boise State University's Graduate College, and Division of Research and Economic Development, proudly celebrate the new Ph.D. in Computing - a program that provides interdisciplinary expertise and research with a single doctorate.

computing.boisestate.edu

Make your story great



Perkins Coie's IP practice includes more than 250 lawyers focused on IP litigation, post-grant proceedings, patent and trademark prosecution, strategic portfolio counseling, technology licensing, copyrights, and trade secret and unfair competition counseling. Its clients include companies in all technologies and industries around the world. Our patent group has filed over 8,400 new patent applications in the past two years on behalf of our clients. The IP practice has extensive experience litigating patent and trademark infringement actions, internet disputes, trade secret, and gray market and anti-counterfeiting claims for companies in the online, biotechnology, medical products and electronics industries. Perkins Coie's clients benefit from its interdisciplinary approach to matters, which combines extensive legal and technical experience with strong corporate and litigation resources in a leading technology law firm.

Perkins Coie was named the 2018 U.S. News – Best Lawyers® "Law Firm of the Year" in Patent Law, an honor it has received three times in six years, more than any other firm. The Financial Times recently recognized the firm's Patent Prosecution Platform, or "P4," as the most innovative initiative in the Business of Law: Technology category as part of the 2017 Financial Times North American Innovative Lawyers Report. The firm was also recently recognized as the leading law firm representing America's largest companies in IP litigation by Corporate Counsel. Perkins Coie also ranks among the top ten firms representing parties

at the USPTO Patent Trial and Appeal Board.

Joshua Nelson, senior counsel at Perkins Coie LLP, focuses his practice on the strategic development and monetization of patent portfolios for companies in every stage of growth. Joshua has over a decade of experience counseling clients in all aspects of patent portfolio management, including the preparation and prosecution of patent applications, patent licensing and litigation, and portfolio acquisitions and sales. He has represented clients in a wide variety of industries, including semiconductor manufacturing and packaging, computer hardware, computer networking, telecommunications, aerospace, software, and image and video processing.

Prior to joining Perkins Coie, Joshua served as patent counsel for several leading global technology companies, where he managed patent portfolios comprising thousands of patents and directed the filing of hundreds of U.S. and foreign patent applications every year. He also helped clients to develop and implement intellectual property management programs for the early identification and strategic protection of high-value innovations.

Joshua is active in Idaho's technology community, including the Idaho Technology Council. He sits on the board of the directors for the Discovery Center of Idaho and also served as a presenter at the develop. idaho conference in 2017.

About Perkins Coie

Perkins Coie is a leading international law firm that is known for providing high value, strategic solutions and extraordinary client service on matters vital to our clients' success. With more than 1,000 lawyers in 19 offices across the United States and Asia, we provide a full array of corporate, commercial litigation, intellectual property and regulatory legal advice to a broad range of clients, including many of the world's most innovative companies and industry leaders as well as public and not-for-profit organizations.

Perkins Coie has several cross-practice industry groups that focus on emerging technologies, including Artificial Intelligence, Machine Learning and Robotics; Augment Reality / Virtual Reality and Mixed Reality; Blockchain Technology & Digital Currency; and Autonomous Vehicles Systems.



Joshua Nelson, Senior Counsel

Joshua Nelson focuses his practice on the strategic development and monetization of patent portfolios for companies in every stage of growth. Joshua has over 10 years of experience counseling clients in all aspects of patent portfolio management, including the preparation and prosecution of patent applications, patent licensing and litigation, and portfolio acquisitions and sales.

Access to Capital for Growing Companies

“Show me the money!” Or should it be, “Show me your money, please”? For growing companies, securing outside funding is often necessary but not always easy. Generally, there are three categories of outside funding: traditional borrowing, private equity (professional investors), and friend/family investors (non-professional investors). A growing company seeking outside funding should consider all three categories as each has its advantages and disadvantages.

Traditional Borrowing

With traditional borrowing, companies borrow from banks and capital comes in the form of a loan. The basic types of bank financing include lines of credit, credit cards, business loans (secured or unsecured, short or long term), and equipment financing. Commercial loans often offer comparatively low interest rates, which allow companies access to capital while controlling borrowing costs. Additionally, the complexities and risks associated with securities law compliance (discussed below) are typically “non-issues.”

One key reason for companies to consider traditional borrowing, as opposed to private equity, is it allows owners to retain complete ownership of their company. However, traditional borrowing is highly regulated at both the federal and state levels, which creates certain barriers to entry. Qualification for a commercial loan of any significant value typically requires solid business credit and a convincing proposal assuring against business failure.

This can be a considerable obstacle for companies with little or no credit/business history. Also, owners should be prepared to pledge collateral (business assets and/or personal assets) and personally guarantee the loan. Lenders may further require an accounting of how the borrowed money will be spent and restrict what may be done with the collateral securing the loan. Nevertheless, typically reasonable loan terms and the ability to retain full ownership of the business makes traditional borrowing an attractive way for growing businesses to raise capital.

Private Equity (Professional Investors)

This type of capital generally comes from venture capital, angel investors, or private equity investors. Venture and angel capital typically means investments of smaller sums focused on early-stage companies with high growth potential. On the other hand, private equity typically means funds from “private equity firms” involving investments of larger sums, often targeted at certain business sectors. Regardless of the subcategory, this capital source commonly involves the purchase and sale of securities, which are broadly defined to include almost every type of investment structure used by these investors.

Sales of securities are subject to numerous federal and state laws, which generally require any securities offering to either be registered with the appropriate regulatory body or qualify for an exemption. Private equity

investors typically qualify as “accredited investors” making it relatively easy to qualify for related exemptions under applicable securities regulations. Unlike traditional borrowing, this capital source will likely require giving up some of the company’s ownership. The more capital a company requires, the more control/equity it may need to relinquish. These investors often command a seat on the company’s board of directors, implement strategic initiatives and operational guidelines, set requirements for future capital infusions, and otherwise exert control over company’s operations. Given this inherent hands-on approach, companies should carefully pre-qualify their potential investors and ensure their respective visions and definitions of success and value align. Often more capital is available through these investors when compared to traditional bank lending and this approach can relieve the company of debt service obligations. Moreover, these investors may provide managerial and technical expertise, which can turn the hands-on approach into a positive for all owners – a more profitable business.

Friends/Family (Non-Professional)

Two examples of non-professional capital sources are investments by friends/family and crowdfunding. Raising capital from friends and family may appear straightforward but should be considered carefully and approached cautiously. Information regarding the business prospects and the nature of the investment should be clear and in

writing. The company should ensure the personal relationship can handle the stress of the deal, the ups and downs of the business, and the potential loss of the investment. Most importantly, treat this source of capital as a real business transaction with all the related formalities (e.g., disclosures, purpose, repayment schedule, interest terms). In addition, these transactions almost always involve the sale of securities and there is no “friends and family” exemption to securities laws. In fact, most securities laws are designed to protect investors in this category. Nevertheless, with the right approach, this can be a very worthwhile and rewarding source of capital.

Crowdfunding typically involves raising smaller amounts of capital from a larger number of (typically unaccredited) investors. As a result, crowdfunding spans both the private equity and non-professional capital categories. Initially, there were two general types of crowdfunding, donation-based and rewards-based, which do not involve the sale of securities but rather donations or cash in exchange for products, etc. In 2016 a third type, equity-based crowdfunding, was born when Regulation Crowdfunding (“Reg CF”) became effective. Equity-based crowdfunding works much like private equity, capital in exchange for a share of the company, but Reg CF provides an exemption from certain registration requirements that may otherwise apply to securities. Nevertheless, depending on the crowdfunding method chosen, a company will still be obligated to make substantial disclosures to potential investors. Crowdfunding may also allow companies to raise capital without surrendering the level of control common with other forms of private equity funding. But, while no one investor may command significant control, more (often unsophisticated) equity holders does mean increased complexity in actions requiring or involving shareholder voting. Ultimately, depending on the company’s eligibility and goals, crowdfunding may be an excellent option for capital funding.



Jon Bauer, Partner

Jonathan R. Bauer is a business attorney focusing on general business counseling, commercial transactions, estate planning, business formations, corporate formalities, real estate, and financing of capital assets, equipment, operating loans, lease financing and other forms of financing. He represents clients from startup and established business entities, corporate tenants, developers, landlords, sellers and lenders.



Steve Frinsko, Attorney

Steve Frinsko is a transactional attorney in the firm’s business and real estate law departments. His practice focuses on all aspects of business and real estate law, including mergers and acquisitions, corporate compliance, entity formation and governance, commercial transactions, antitrust compliance, and insurance. His M&A experience includes transactions involving both public and private companies, and his current client base covers the gamut from startups to long-established national companies.



Christopher Cook, Associate

Christopher Cook is a transactional associate attorney specializing in business, banking, and real estate law.

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Up or Out

Successfully Navigating the Three Stages of a Business Life Cycle



Building a business can be one of the most rewarding endeavors you ever undertake. The rewards take many forms, including developing a product or service that somehow makes the world a better place, creating jobs that help feed families, and generating significant financial returns for the business owners. However, as with any deeply rewarding endeavor, building a business will likely be the most difficult and challenging thing you ever do. Having witnessed first-hand the development of dozens of companies, I've come to appreciate a simple "Up or Out" framework that captures three critical stages of a business life cycle.

1. Building Believers

A business seed is planted by someone having an idea, inventing a product, or devising a new service. Before that seed can blossom, the entrepreneur must go through the important work of "building believers." Those believers include potential customers, willing investors, supportive family members, able employees, and necessary partners. The process of building believers can happen very quickly, or take years, and the degree of difficulty of building believers increases depending on the scale and complexity of the concept. Failure to build and sustain believers ultimately results in the business failing, so this is a critical foundation to establish.

2. Proving the Business Model

If a solid foundation of believers is in place, the next critical stage of business development involves proving the business model. Said differently, you can't confuse a good idea, innovative product, or helpful service with a good business. The business model is the system behind the product or service that generates revenues within a cost structure that ultimately is capable of delivering

profits. While the business may require a certain level of scale before profits materialize, this second stage of business development is critical because it ultimately determines if there is a commercially viable path for the business to continue. While there are rare examples of businesses operating unprofitably for years (which is only possible because they enjoy a very strong foundation of believers), successfully propelling a business to profitability is a key milestone in the life of a business. Once achieved, your base of believers becomes even more secure, and you can now enter the final phase...

3. Managing for Ongoing Growth and Profitability

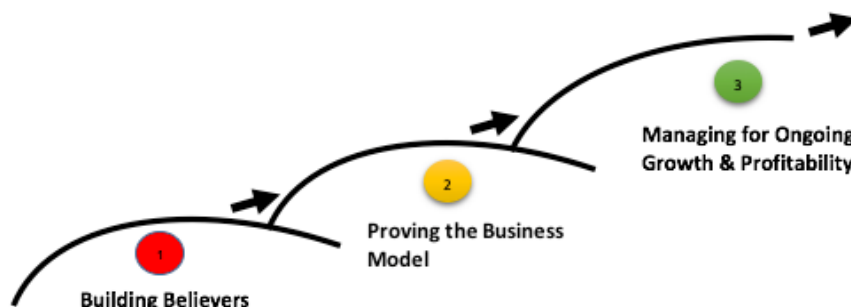
With strong believers and a proven business model, you've now earned the right to scale the business. This phase will hopefully last for years, decades, or even centuries. This phase involves refining and optimizing the business model, and developing the organization, systems, and processes that allow the business to consistently operate and continuously improve. The business is a "living organism," operating in a dynamic and competitive environment, so constant care is needed to course-correct and adapt. It surely involves enhancing and refining the original product or service, or developing completely new products or services. It may also involve dramatic business model changes to maximize

revenues or lower costs in order to remain competitive.

Perhaps the most important thing to understand about this "Up or Out" framework is that different people, practices, and metrics are required to succeed in each phase of the business building journey. It is critical to understand when you are moving from one stage to the next, and it is paramount to have the right people in the right positions as you tackle each phase. It is the exception rather than the rule for founders or executives to successfully span all three phases, so astute founders and/or board members should take great caution to ensure they understand the phase in which the business is positioned, the key priorities that need to be accomplished in that phase, and that the right people are on board and properly directed to accomplish those priorities.

About Banyan Ventures

Banyan Ventures was formed over 15 years ago with a mission to provide both capital and leadership to high performing growth companies in the Mountain West. Banyan helps companies make the critical transitions as they navigate between the 2nd and 3rd stages of business development described above. Scott Jorgensen is currently leading Banyan's development in Idaho with plans to build a local Idaho leadership team to invest in and grow Idaho companies.



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Boise, ID 83702

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Public Offerings



Public Offerings

Bare Metal Standard	\$3,000,000
Micron Technology.....	\$1,190,000,000
PetIQ.	\$115,000,000

Bare Metal Standard



Company Information

Principal Jeff Taylor, Project Coordinator
CFO James Bedal
Founded 2015

3604 Banner Ave
Boise, Idaho 83709

(208) 898-9379

baremetalstandardidaho.com

Bare Metal Standard Inc. provides commercial kitchen grease exhaust cleaning services.

Transaction Details

Amount \$3,000,000
Date 18-Jan-17
Description BareMetalStandard raised \$3 million in its initial public offering under the ticker symbol of BRRM on January 18, 2017. A total of 6,000,000 shares were sold at a price of \$0.5 per share. The total proceeds, before expenses, to the company was \$3 million.

Micron Technology



Company Information

Principal Sanjay Mehrotra, CEO
CFO Ernie Maddock, CFO
Founded 1978

8000 S. Federal Way, P.O. Box 6
Boise, ID 83707

(208) 368-4000

micron.com

Micron Technology, Inc. provides semiconductor systems worldwide. The company operates through four segments: Compute and Networking Business Unit, Storage Business Unit, Mobile Business Unit, and Embedded Business Unit. It offers DDR3 and DDR4 DRAM products. The company also provides NAND products, which are electrically re-writeable, non-volatile semiconductor memory, and storage devices; client solid-state drives (SSDs) for notebooks, desktops, workstations, and other consumer applications; enterprise SSDs for server and storage applications; cloud SSDs; and multi-chip package and managed NAND products. The company was founded in 1978 and is headquartered in Boise, Idaho.

Outside Professionals

Other Advisor JP Morgan Securities, LLC

Transaction Details

Amount \$1,190,000,000
Date 10-Oct-17
Description Micron Technology raised \$1.19B in common stock to retire several debts on October 10, 2017.

PetIQ



Company Information

Principal Cord Christensen
CFO John Newland
Founded 2010

500 E. Shore Dr., Ste 120
Eagle, ID 83616

(208) 939-8900

petiq.com

Provider of branded and generic pet pharmaceuticals.

Transaction Details

Amount \$115,000,000
Date 21-Jul-17
Description The company raised \$115 million in its initial public offering on the NASDAQ stock exchange under the ticker symbol of PETQ on July 21, 2017.



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Private Placements

Private Placements

Ahhhsome Relaxation.	\$150,000
Alertsense	\$5,863,348
American CuMo Mining Corp	\$100,000,000
American Ostrich Farms.	\$1,400,000
American Semiconductor	\$350,730
AppDetex	\$5,500,000
BannerSolar	\$50,000
BiologiQ	\$2,000,000
Buddy Pegs	\$165,159
Cauze	\$710,000
Continuous Composites (CC3D).	\$710,000
Covr Financial Technologies	\$5,000,000
Cradlepoint.	\$90,031,000
Dental Innovations	\$150,000
Emmersion Learning.	\$600,000
Forsta	\$260,000
GenZ	\$358,029
Gold Torrent.	\$13,250,000
Granatus Septem	\$175,225
Idaho CuMo Mining Corporation	\$103,207,721
IdeaRoom	\$71,515
International Isotopes.	\$3,434,550
LeanLaw	\$332,000
Lignetics	\$8,800,000
Melni Connectors	\$1,700,000
MotoTrax	\$1,000,000

Nanobox	\$650,000
NanoSteel.	\$27,000,000
Natural Intelligence Semiconductor.	\$ 1,085,000
New Jersey Mining Co.	\$1,910,000
Orflo Technologies (E.I. Spectra, LLC)	\$175,000
Otis Gold Corp.	\$5,477,951
Premier Performance	\$6,376,745
Proskriptive	\$200,000
Prosperity Organic Foods	\$1,650,000
RetroLux	\$596,000
Safeguard Equipment.	\$300,000
SmartStory Technologies.	\$500,000
SmartStory Technologies (Transilio Inc).	\$1,248,984
Star Gold Corp.	\$1,079,885
Sun Valley Gold	\$2,620,600
Tacsat Networks	\$384,000
Tamarack Aerospace	\$7,160,010
TapTokens.	\$55,000
The Car Park	\$4,750,000
The Wylder	\$425,000
Timberline Resources (TLRS)	\$4,880,000
Topo Insurance Group	\$141,960
Vie Active	\$2,240,000
Visitpay	\$15,000,000
xCraft Enterprises	\$1,570,000

Amount Not Disclosed

Polyphaser and Thorne Research

Ahhhesome Relaxation



Company Information

Principal Alyce Jeppesen, Owner &
COO
Founded 2015

939 South 25th East Suite 115
Ammon, Idaho 83406

(208) 523-1209

ahhhsomerelaxation.com

Offers massage, red light, and infrared heat therapies to boost relaxation and improve health.

Transaction Details

Amount \$150,000
Date 7-Jun-17
Description Ahhhsome Relaxation has closed on \$150,000 out of a planned \$600,000 of angel funding from undisclosed investors as of June 7, 2017. The funding is intended to be used for location expansion.

KONEXUS (Formerly AlertSense)



Company Information

Principal Dave Smith, CEO
CFO Mark Rawlings
Founded 1999

6149 N Meeker PI #250
Boise, ID 83713

(877) 840-2041

alertsense.com

KONEXUS, formerly AlertSense, provides emergency alerting and critical communication services.

Transaction Details

Amount \$5,863,348
Date 19-Sep-17
Description AlertSense raised \$5,863,348 million of angel funding from undisclosed investors on September 19, 2017.

American CuMo Mining Corp



Company Information

Principal Shaun Dykes, President and CEO
Founded 1971

638 Millbank Road, Vancouver
BC V5Z 4B7, Canada

604.689.7902

cumoco.com

American CuMo Mining corporation engages in gold mining through its interest in Calida Gold Project. The Calida Gold Project is managed by Poly Resources, an Idaho subsidiary.

Transaction Details

Amount \$100,000,000
Date 27-Feb-17
Description Poly Resources LLC received a private placement of \$100,000,000 from Millenia Minerals.

American Ostrich Farms



Company Information

Principal Alexander McCoy, CEO
Founded 2013

20601 S Pleasant Valley Rd
Kuna, ID 83634

(208) 995-8295

americanostrichfarms.com

Supplier of red meat procured from ostriches.

Transaction Details

Amount \$1,400,000
Date 8-Aug-17
Description American Ostrich Farms raised \$1.4 million of seed funding from undisclosed investors on August 8, 2017.

American Semiconductor



Company Information

Principal Doug Hackler, CEO
Founded 2001

6987 W. Targee St.
Boise, ID 83709

(208) 336-2773

americansemi.com

American Semiconductor, Inc., a semiconductor foundry, provides pure-play foundry services for various aspects of wafer fabrication and process development.

Transaction Details

Amount \$350,730
Date 13-Oct-17
Description American Semiconductor raised \$350,730 of venture funding from Keiretsu Forum and other undisclosed investors on October 13, 2017.

AppDetex



Company Information

Principal John Rubocki
Founded 2012

609 W. Main St. Ste 202
Boise, ID 83702

(855) 693-3839

appdetex.com

Developer of a SaaS brand protection technology solution focused on protecting corporate brand holders across mobile app stores, marketplaces, websites and domain names.

Transaction Details

Amount \$5,500,000
Date 23-Mar-17
Description AppDetex raised \$5.5 million of Series A1 venture funding from lead investor EPIC Ventures on March 23, 2017. The funding will be used to expand its products and accelerate growth.

BannerSolar



Company Information

Principal Clay Young, CEO
Founded 2015

950 W. Bannock St. Ste 800
Boise, ID 83702

(208) 366-5065

bannersolar.com

Provider of a retail marketing platform intended to reduce the negative impact of carbon-based electricity through creative infrastructure re-use and visible demonstration of clean energy generation.

Transaction Details

Amount \$50,000
Date 17-Aug-17
Description BannerSolar closed on \$50,000 of convertible debt financing from undisclosed investors on August 17, 2017.

BiologiQ



Company Information

Principal Bradford LaPray
CFO Dale Brockman
Founded 2011

2400 East 25th Street
Idaho Falls, ID 83404

(208) 881-2648

biologiq.com

Creator of plastic and bioplastic materials from renewable resources. The company produces a type of thermoplastic starch resin pellets that is recyclable, bio-degradable, and mixable with other types of plastic to increase sustainability.

Transaction Details

Amount \$2,000,000
Date 1-Feb-17
Description BiologiQ raised \$2 million of venture funding in the form of convertible notes and warrants from undisclosed investors in February 2017.

Buddy Pegs



Company Information

Principal Jannine Fitzgerald, Co-Founder
Founded 2014

PO Box 846
Victor, ID 83455

buddy pegs.com

Buddy Pegs promotes positivity and a healthy lifestyle through children picture books about bicycling.

Transaction Details

Amount \$40,159
Date 22-Jul-17
Description Buddy Pegs raised \$40,159 of Product Crowdfunding via Kickstarter on July 22, 2017.

Transaction Details

Amount \$125,000
Date 11-Nov-17
Description Buddy Pegs raised \$125,000 of angel funding from undisclosed investors on November 11, 2017.

Cauze



Company Information

Principal Jason Hausske, CEO
Founded 2011

300 Main Street Suite 300
Boise, ID 83702

(425) 329-7128

cauze.com

Cauze, formerly known as One4All, is a social giving website where individuals can manage their charitable donations.

Outside Professionals

Law Firm Summit Law

Transaction Details

Amount \$710,000
Date 11-May-17
Description Cauze closed on \$55,000 of convertible debt financing from undisclosed investors on May 11, 2017.

Continuous Composites (CC3D)



Company Information

Principal Tyler Alvarado, CEO
Founded 2013

215 E. Lakeside Ave.
Coeur d'Alene, ID 83814

(509) 499-7202

continuouscomposites.com

CC3D LLC develops a continuously scaled manufacturing solution that focuses on printing functional and lightweight materials.

Transaction Details

Amount \$115,000
Date 5-Jan-17
Description Continuous Composites (CC3D) raised \$115,000 according to the Form D records of the SEC.

Transaction Details

Amount \$595,000
Date 20-Dec-17
Description CC3D received \$595,000 in funding on December 20, 2017. The transaction included participation from seven investors.

Covr Financial Technologies



Company Information

Principal Amy Huntington Salerno, CFO & COO
Founded 2013

401 W. Front St. Ste 500
Boise, ID 83702

(844) 430-2687

covrtech.com

Operator of a digital personal insurance platform designed to simplify the insurance buying experience for consumers.

Transaction Details

Amount \$5,000,000
Date 13-Jun-17
Description Covr Financial Technologies raised \$5 million of venture funding from NYCA Partners, Commerce Ventures and Contour Venture Partners on June 13, 2017.

Cradlepoint



Company Information

Principal Valerie Heusinkveld
Founded 2006

1111 W Jefferson Street, Ste. 400
Boise, ID 83702

(208) 424-5054

cradlepoint.com

Cradlepoint provides secure cloud-managed 3G/4G/LTE networking solutions for the Distributed Enterprise with various locations.

Transaction Details

Amount \$1,031,000
Description Cradlepoint raised \$1.031 million of venture funding from undisclosed investors.

Transaction Details

Amount \$89,000,000
Date 8-Mar-17
Description Cradlepoint raised \$89 million of Series C venture funding in a round led by Technology Crossover Ventures on March 8, 2017. Cradlepoint will use the funding to drive continued growth and further capitalize on the disruption in the enterprise wide area networking market as the result of Digital Transformation.

Dental Innovations



Company Information

Principal Michael Boerner, President
Founded 2016

12828 W Lasalle St Suite 101
Boise, ID 83713

(208) 602-9090

dentalinnovationsinc.com

Dental Innovations provides video text technology to bridge the treatment recommendation knowledge gap between dentists and their patients.

Transaction Details

Amount \$150,000
Date 3-Jan-17
Description Dental Innovations raised \$150,000 of angel funding from undisclosed investors on January 3, 2017.

Emmersion Learning



Company Information

Principal Joseph Tomco, CEO
Founded 2015

669 Pioneer Road Ste 200
Rexburg ID 83440

emmersionlearning.com

Developer of an online platform designed to make English language training easy to common people.

Transaction Details

<i>Amount</i>	\$600,000
<i>Date</i>	8-Dec-17
<i>Description</i>	Emmersion Learning received \$300,321 of angel funding from undisclosed investors on December 8, 2017.

Forsta



Company Information

Principal Pat Sewall, CEO
Founded 2016

1109 Main St, Suite 320
Boise ID, 83702

(208) 789-2541

forsta.io

Forsta, Inc. develops a messaging application for secure and verified personal and professional online communications and event registration.

Transaction Details

<i>Amount</i>	\$260,000
<i>Date</i>	23-Feb-17
<i>Description</i>	Forsta raised \$260,000 of angel funding from undisclosed investors on February 23, 2017.

GenZ



Company Information

Principal Richard Johnson, Co-Founder
CFO Grant Thompson, CEO
Founded 2011

2909 W. Featherly Way
Boise, ID 83709

(208) 860-8870

genztechnology.com

GenZ operates as an agricultural engineering company developing spraying system which reduces the off-target movement of pesticides from the sprayed area.

Transaction Details

<i>Amount</i>	\$358,029
<i>Date</i>	11-Jan-17
<i>Description</i>	GenZ raised \$358,029 of Series A2 angel funding from undisclosed investors on January 11, 2017.

Gold Torrent



Company Information

Principal Alex Kunz, CFO
Founded 2006

960 S. Broadway Avenue Ste 530
Boise, ID 83706

(208) 343-1413

goldtorrentinc.com

Gold Torrent, Inc. engages in acquisition and exploration of mining properties in the United States. It holds 70% interest in the Lucky Shot gold project located in Alaska.

Outside Professionals

Law Firm Kane Kessler P.C., Dorsey & Whitney LLP

Transaction Details

Amount \$13,250,000
Date 2/13/17

Description Gold Torrent, Inc. entered into a convertible preferred note and investment agreement with new investor, Crh Mezzanine Pte Ltd for \$2,000,000 on February 13, 2017. Gold Torrent also received US\$11,250,000 from a Stream Investor, which will be credited to the company's investment in Alaska Gold.

Granatus Septem

Company Information

Principal Greg Emerson, Manager
Founded 2016

608 N. W. Blvd Ste 200
Coeur d'Alene, ID 83814

Granatus Septem, LLC was incorporated in 2016 and is based in Coeur d'alene, Idaho.

Transaction Details

Amount \$175,225
Date 31-Oct-17

Description Granatus Septem raised \$175,225 of angel funding from undisclosed investors on October 31, 2017.

Idaho CuMo Mining Corporation



Company Information

Principal Shaun Dykes, President and CEO

Founded 2013

PO Box 1623
Boise, ID 83702

(208) 352-7272

idahocumo.com

Provides natural resource exploration and development services. Its portfolio includes molybdenum and gold projects. The company was founded in 2013 and is based in Boise, Idaho. Idaho CuMoCo operates as a subsidiary of American Cumo Mining Corporation.

Transaction Details

Amount \$100,000,000
Date 7-Jun-17
Description Idaho CuMoCo received \$100 million in a round of funding from Millennia Minerals on June 7, 2017. The investor will acquire 20% stake in the company. The transaction will occur in five tranches through June 30, 2019.

Transaction Details

Amount \$1,169,960
Date 8-Dec-17
Description On December 8, 2017 Idaho CuMoCo completed the raising of the second and final tranche of its non-brokered private placement of 19,625,688 units at \$.075/unit for total proceeds of CAD \$1,471,927.

Transaction Details

Amount \$232,169
Date 21-Dec-17
Description On December 21, 2017, Idaho CuMoCo's rights offering was completed w/ 4,453,776 shares issued for net proceeds of \$295,742 CAD.

Transaction Details

Amount \$1,805,592
Date 21-Dec-17
Description On December 21, 2017, Idaho CuMoCo sold \$2,300,000 CAD of convertible debentures. The funds will be used to pay off some of the company's debt and support ongoing work at the CuMo project and Calida Gold project.

IdeaRoom



Company Information

Principal Russ Whitney, CEO
Founded 2012

910 W Main St #208
Boise, ID 83702

(208) 954-8570

idearoominc.com

Idea Room combines an industry-leading 3D product configurator with powerful business analytics to create a complete online sales solution for build-to-order products.

Transaction Details

Amount \$71,515
Date 15-Mar-17
Description IdeaRoom raised \$71,515 of angel funding from undisclosed investors on March 15, 2017.

International Isotopes



International Isotopes Inc.

Company Information

Principal Laurie McKenzie-Carter, CFO
Founded 1995

4137 Commerce Circle
Idaho Falls, ID 83401

(208) 524-5300

intisoid.com

International Isotopes, Inc. manufactures a range of nuclear medicine calibration and reference standards, cobalt teletherapy sources, and radioisotopes and radiochemicals for medical research, pharmacy compounding, and clinical application.

Transaction Details

Amount \$3,434,550
Date 3-Mar-17
Description International Isotopes Inc. (OTCBB:INIS) announced that it has entered into a subscription agreement for private placement of 3,433 series C convertible redeemable preferred shares at a price of \$1000.451500 per share for gross proceeds of \$3,434,550 on February 17.

LeanLaw



Company Information

Principal Gary Allen, CEO
Founded 2015

950 W. Bannock St.Ste 1090
Boise, ID, 83702

(888) 882-3017

leanlaw.co

Developer of a cloud based professional services productivity software designed to improve efficiency within legal specific workflows such as timekeeping, invoicing, trust accounting and reports.

Transaction Details

Amount \$332,000
Date 2-May-17
Description LeanLaw raised \$330,000 of seed funding from The Gem State Angel Fund as of March 20, 2017. The company will use the funds to expand the engineering team.

Lignetics



Company Information

Principal Ken Tucker, CEO
CFO Ted Hardshorn
Founded 1983

31756 Hwy 200 E
Kootenai, ID 83840

(208) 263-0564

lignetics.com

Manufacturer of premium wood pellets and presto logs fire logs intended for home heating and barbeque. The company's heating products platform manufactures wood pellets, fire logs and fire starters for home heating which are 100% renewable and are generated from recycled sawdust at lumber and flooring manufacturing facilities, enabling users with less emission when burned. It offers its products through its "Pres-to-Logs" brand.

Transaction Details

Amount \$8,800,000
Date 20-May-17
Description The company received \$8.88 million of development capital from undisclosed investors on May 20, 2017.

Melni Connectors



Company Information

Principal Armand Eckert
Founded 2010

255 3rd Avenue
Twin Falls, ID 83301

(208) 736-8266

melnicconnectors.com

Manufacturer of electrical devices that enable industries to transfer power in a safer, more reliable way.

Transaction Details

Amount \$1,700,000
Date 19-Apr-17
Description Melni Connectors raised \$1.7 million of angel funding from undisclosed investors on April 19, 2017.

MotoTrax



Company Information

Principal Randy Gentry, Owner
Founded 2014

1220 S. Mountain View Road, Unit B,
Moscow, ID, 83843

(208) 310-0818

moto-trax.com

Designer and manufacturer of snow-bikes designed for the power-sports industry. The company's snow-bikes replace wheels of a dirt bike with a ski and snowmobile-like track system, enabling bikers to go on ice and snow and ride bike year round.

Transaction Details

Amount \$1,000,000
Date 17-Oct-17
Description MotoTrax raised \$1 million of angel funding from Tom Simpson and other undisclosed investors on October 17, 2017.

Nanobox



Company Information

Principal Michael Andrus, Secretary
Founded 2015

901 Pier View Drive Ste 206
Idaho Falls, ID 83402

(801) 396-7422

nanobox.io

Nanobox, Inc. creates a virtual machine that allows application developers to deploy applications to the cloud.

Transaction Details

Amount \$650,000
Date 22-Nov-17
Description Nanobox, Inc. received \$650,000 in a round of funding on November 14, 2017.

NanoSteel



Company Information

Principal David Paratore
CFO Rhonda Landers
Founded 2002

2399 E 24th N
Idaho Falls, ID 83401

(208) 552-5226

www.nanosteel.com

Designer of nano structured steel sheets and powder created to assist automakers in building lightweight vehicles.

Transaction Details

Amount \$27,000,000
Date 13-Mar-17
Description NanoSteel raised \$27 million of Series 2 venture funding in a deal led by General Motors Ventures on March 13, 2017.

Natural Intelligence Semiconductor



Company Information

Principal Paul Dlugosch, CEO & Founder
Founded 2016

800 W Main St. #1460
Boise, ID, 83702

(208) 401-9335

naturalsemi.com

Operator of a semiconductor company intended to develop an artificial intelligence processing technology and platform.

Transaction Details

Amount \$300,000
Date 6-Jul-17
Description Natural Intelligence Semiconductor raised \$300,000 of angel funding in the form of convertible debt from THV-NIS Investors LLC and Boise Angel Alliance on July 6, 2017.

Transaction Details

Amount \$455,000
Date 10-Apr-17
Description Natural Intelligence Semiconductor was capitalized with \$480,000 of funding in the form of convertible debt by friends and family on April 10, 2017.

Transaction Details

Amount \$330,000
Date 2-Feb-17
Description Natural Intelligence Semiconductor was capitalized with \$330,000 of funding from founder Paul Dlugosch, and employees Dave Roberts, and Steven R. Narum on February 2, 2017.

New Jersey Mining Co



Company Information

Principal John Swallow, President
Delbert W. Steiner, CEO
Founded 1996

201 N. Third Street
Coeur d'Alene ID 83814

(208) 625-9001

newjerseymining.com

New Jersey Mining Company is an emerging gold producer headquartered in north Idaho. The Company is focused on diversifying and increasing cash flows through a portfolio of mineral properties.

Transaction Details

Amount \$100,000
Date 17-Nov-17
Description New Jersey Mining Company received \$100,000 in a round of funding on November 3, 2017.

Transaction Details

Amount \$427,500
Date 6-Mar-17
Description New Jersey Mining Company received a private placement of 2,137,500 units at a price of \$0.20 per unit for gross proceeds of \$427,500 on March 6, 2017.

Transaction Details

Amount \$850,000
Date 28-Mar-17
Description New Jersey Mining Company received a private placement of \$850,000 on March 28, 2017.

Transaction Details

Amount \$310,000
Date 20-Oct-17
Description New Jersey Mining Company received a private placement of 1,041,667 units at a price of \$0.24 per unit for gross proceeds of \$250,000 on October 20, 2017. The transaction included participation from returning investor H&H Metals Corp. President John Swallow also added \$60,000 for a total of \$310,000.

Transaction Details

Amount \$222,500
Date 11-Jan-17
Description New Jersey Mining Company raised \$222,500 on January 11, 2017 according to the Form D records of the SEC.

Orflo Technologies (E.I. Spectra, LLC)



Company Information

Principal Ted Ayliffe
Founded 2003

260 Northwood Way
Ketchum, ID 83340

(855) 879-6694

orflo.com/v/vspfiles/home.html

Developer of instrumentation for the cell-analysis industry.

Transaction Details

Amount \$175,000
Date 6-Apr-17
Description Orflo Technologies received \$175,000 of development capital from an undisclosed investor on April 6, 2017.

Otis Gold Corp.



Company Information

Principal Craig Lindsay, President
Founded 2007

580-625 Howe St
Vancouver, BC, V6C 2T6
Canada

(604) 683-2507

otisgold.com

Otis Gold Corp. engages in the acquisition, exploration, and development of precious metals deposits in Idaho, the United States. The company's flagship project is the Kilgore gold project located in Clark County, Idaho.

Transaction Details

Amount \$1,526,655
Date 16-Jun-17
Description Otis Gold announced that 13 million warrants were exercised at a price of \$.15/each for gross proceeds of \$1,950,000.

Transaction Details

Amount \$3,951,296
Date 30-Jun-17
Description Otis Gold closed a private placement on February 24, 2017 whereby Agnico Eagle Mines Limited has acquired 14,420,000 common shares of Otis at a price of \$0.35 per common share for proceeds of \$5,047,000. The proceeds from the transaction shall be primarily used for the exploration of Otis' Kilgore Gold project located in Clark County, Idaho.

Polyphaser



Company Information

Principal Roger Block
Founded 1982

10701 Airport Road
Hayden ID 83835

(208) 772-8515

polyphaser.com

Manufacturer and distributor of patented radio frequency protection products intended to support communications systems.

Transaction Details

Date 5/2/17
Description PolyPhaser was acquired by Infinite Electronics through a leveraged buyout on May 2, 2017 for an undisclosed sum.

Premier Performance



Company Information

Principal Matt Jordan, Manager
Founded 1999

278 East Dividend Drive
Rexburg, ID 83440

(208) 227-5655

premierwd.com

Premier Performance distributes automotive aftermarket/performance products.

Transaction Details

Amount \$6,376,745
Date 21-Nov-17
Description Premier Performance raised \$6,376,745 according to the Form D records of the SEC.

Proskriptive



Company Information

Principal Michael Hollenbeck
Founded 2014

6205 Franklin Rd, Boise, ID 83709

(208) 629-7992

proskriptive.com

Provider of predictive analytics technology and services designed to connect healthcare organizations with the analytics needed to derive key patient insights.

Transaction Details

Amount \$200,000
Date 20-Mar-17
Description Proskriptive closed on \$200,000 of convertible debt financing from undisclosed investors on March 20, 2017.

Prosperity Organic Foods



Company Information

Principal Meg Carlson
CFO Koret Hall
Founded 2005

816 W Bannock St #100
Boise, ID 83702

(208) 429-9800

meltorganic.com

Manufacturer of organic dairy-free, plant-based butter designed for improvement in baking, cooking, and topping.

Transaction Details

Amount \$1,650,000
Date 7-Sep-17
Description Prosperity Organic Foods raised \$1.65 million of venture funding from undisclosed investors as of September 7, 2017.

Retrolux



Retrolux

Company Information

Principal Leif Elgethun, CEO
Founded 2012

1020 W. Main St, Ste 370
Boise, ID 83702

(208) 297-6031

retrolux.com

Retrolux, Inc. provides a cloud-based lighting sales software solution.

Transaction Details

Amount \$148,000
Date 6-Sep-17
Description Retrolux has closed on \$148,000 of a planned \$500,000 of convertible debt financing from Woebly Group and other undisclosed investors as of September 6, 2017.

Transaction Details

Amount \$100,000
Date 1-Jun-17
Description Retrolux, Inc. announced that it received \$100,000 in funding on February 23, 2017. The company issued convertible debt and option, warrant or other right to acquire another security in the transaction.

Transaction Details

Amount \$348,000
Date 31-Dec-17
Description In addition to the first two rounds, Retrolux raised \$348,000 in additional funding during 2017.

Safeguard Equipment



Company Information

Principal Tim Ledford, President
CFO Brandon Bledsoe
Founded 2016

418 E Lakeside Ave #115
Coeur d'Alene, ID 83814

(208) 819-9833

safeguardequipment.com

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

Transaction Details

Amount \$300,000
Date 19-Jan-17
Description Safeguard Equipment raised \$300,000 of angel funding in a round led by Spokane Angel Alliance and Avista Utilities on January 19th, 2017.

SmartStory Technologies



Company Information

Principal Michael Boerner, Founder
Founded 2012

3597 E Monarch Sky Ln. Ste 240
Meridian, ID 83646

(208) 258-6100

site.smartstory.com

SmartStory Technologies is an enterprise content delivery and analytics platform company. Its cloud-based platform converts big data into personalized and data-driven video stories.

Transaction Details

Amount \$500,000
Date 30-Jan-17
Description SmartStory Technologies raised \$500,000 on August 22, 2017 according to the Form D records of the SEC.

Transaction Details

Amount \$1,248,984
Date 22-Aug-17
Description SmartStory Technologies raised \$1,248,984 on February 21, 2017 according to the Form D records of the SEC.

Star Gold Corp



Company Information

Principal Kelly Stopher, CFO
Founded 2006

611 E Sherman Ave
Coeur d'Alene, ID 83814

(208) 664-5066

stargoldcorp.com

Star Gold Corp. acquires and explores for precious and base metal properties in Nevada. Star Gold Corp. was founded in 2006 and is headquartered in Coeur d'Alene, Idaho.

Transaction Details

Amount \$1,079,885
Date 17-Oct-17
Description Star Gold Corp raised \$1,079,885 on October 17, 2017 according to the Form D records of the SEC.

Sun Valley Gold

SUN VALLEY GOLD LLC

Company Information

Principal Peter Franklin Palmedo,
President
CFO Sandra Shaw, CFO
Founded 1990

620 Sun Valley Road
Ketchum, ID 83340

(208) 726-2399

Sun Valley Gold LLC is a privately owned hedge fund sponsor based in Ketchum, Idaho.

Transaction Details

Amount \$1,150,362
Date 3-Aug-17
Description West Kirkland Mining Inc. announced a subscription agreement for a non-brokered private placement of 19,300,000 common shares at a price of CAD 0.075 per share for aggregate gross proceeds of CAD \$1,447,500 on August 3, 2017.

Transaction Details

Amount \$1,470,238
Date 1-Aug-17
Description Sarama Resources Ltd (TSXV:SWA) announced a non-brokered private placement of CAD \$1,850,000 in August 2017.

Tacsat Networks



Company Information

Principal Brad Klemek, Founder & CEO
Founded 2015

210 E 37Th Street #210-8
Garden City, ID 83714

408.689.8248

tacsatnetworks.com

TacSat Networks Corporation specializes in the integration, delivery, and sale of tactical rapidly deployable secure wireless communications for emergency response agencies and private sector business continuity.

Transaction Details

Amount \$384,000
Date 7-Dec-17
Description Tacsat Networks raised \$384,000 of angel funding from undisclosed investors on December 07, 2017.

Tamarack Aerospace



Company Information

Principal Nicholas Guida, Founder
Founded 2010

2021 Industrial Dr
Sandpoint, ID 83864

(208) 255-4400

tamarackaero.com

Tamarack Aerospace Group, Inc. develops aerodynamic and structural improvements products for aircraft.

Transaction Details

Amount \$5,010,000
Date 28-Apr-17
Description Tamarack Aerospace raised \$5.01 million of convertible debt funding from undisclosed investors on April 28, 2017. Out of the total amount, \$4.08 million has been converted to equity on December 14, 2017.

Transaction Details

Amount \$2,150,010
Date 21-Jun-17
Description Tamarack Aerospace raised \$2,150,000 on June 21, 2017 according to the Form D records of the SEC.

TapTokens



Company Information

Principal David Storey
Founded 2017

2401 S. Owyhee St.
Boise, ID 83705

(208) 297-3588

taptokens.com

Developer of a discount application designed to connect craft beer brewers with craft beer drinkers. The company's mobile application allows users search for breweries near a user and get discounts.

Transaction Details

Amount \$55,000
Date 22-Nov-17
Description TapTokens raised \$55,000 of angel funding from undisclosed investors on November 22, 2017.

The Car Park



Company Information

Principal Barbara Wolfe, COO & Secretary
Founded 2003

702 W. Idaho St. Ste 650
Boise, ID 83702

(208) 336-6597

carparkusa.com

The Car Park is a professional parking management company that leases, manages, and owns car parking facilities.

Transaction Details

Amount \$4,750,000
Date 22-Sep-17
Description The Car Park raised \$4,750,000 according to the Form D records of the SEC.

The Wylder



Company Information

Principal David Rex
Founded 2017

501 W. Broad Street
Boise, ID 83702

(208) 209-3837

thewylderboise.com

Wylder LLC operates a pizza restaurant. The company was founded in 2017 and is based in Boise, Idaho.

Transaction Details

Amount \$425,000
Date 5-Sep-17
Description Wylder LLC raised \$425,000 on September 5, 2017 according to the Form D records of the SEC.

Thorne Research



Company Information

Principal Tom McKenna
CFO Scott Wheeler
Founded 1984

25820 US-2
Dover, ID 83825

(800) 228-1966

thorne.com

Manufacturer of dietary supplements intended to enhance the health and well-being of people worldwide.

Transaction Details

Date 29-Nov-17
Description The company received an undisclosed amount of financing from Mitsui & Company on November 29, 2017.

Timberline Resources (TLRS)



Company Information

Principal Steven A. Osterberg,
President & CEO
CFO Randal Hardy
Founded 1968

101 E Lakeside Ave
Coeur d'Alene, ID 83814

(208) 664-4859

timberlineresources.co

Timberline Resources Corporation engages in the exploration and development of mineral properties in southern Nevada. TLRC was incorporated in 1968 and is headquartered in Coeur d'Alene, Idaho.

Transaction Details

Amount \$2,000,000
Date 13-Apr-17
Description Timberline Resources received \$2 million development capital from an undisclosed investor on April 13, 2017 through a private placement.

Transaction Details

Amount \$1,630,000
Date 21-Sep-17
Description Timberline Resources raised \$1.63 million of angel funding from undisclosed investors on September 21, 2017.

Transaction Details

Amount \$1,250,000
Date 21-Dec-17
Description Timberline Resources Corporation closed non-brokered private placement of 4,166,666 units at \$0.30 per unit for gross proceeds of \$1,250,000 on December 21, 2017.

Topo Insurance Group



Company Information

Principal Cameron Patch
Founded 2010

147 N 2nd E Ste 2
Rexburg, ID 83440

(877) 540-8376

topoinsurancegroup.com

Provider of insurance brokerage services intended to help people save and utilize their earned money.

Transaction Details

Amount \$141,960
Date 22-May-17
Description Topo Insurance Group raised \$141,960 of angel funding from undisclosed investors on May 22, 2017.

Vie Active



Company Information

Principal Noa Ries
Founded 2012

351 Leadville Avenue
Ketchum, ID 83340

(310) 430-0421

vieactivewear.com

Vie Active offers women's activewear apparel that can be purchased online via their fashion and fitness boutiques.

Transaction Details

Amount \$2,240,000
Date 18-Jan-17
Description Vie Active received \$2.24 million of development capital from Miller Investment Management and other undisclosed investors on January 18, 2017.

Visitpay



Company Information

Principal Kent Ivanoff
Founded 2010

1555 W. Shoreline Drive Ste 150
Boise, ID 83702

(208) 343-5035

visitpay.com

Developer of a cloud-based healthcare financial technology platform designed to manage patient accounts.

Transaction Details

Amount \$15,000,000
Date 7-Nov-17
Description VisitPay raised \$15 million of Series A venture funding in a deal led by Norwest Venture Partners, Flare Capital, and Ascension Ventures on November 7, 2017.

xCraft Enterprises



Company Information

Principal Jerry Claridge
Founded 2013

313 E. Sherman Avenue, Coeur d'Alene, ID
83814

(208) 665-1353

xcraft.io

Manufacturer of hybrid drones and flying machines created to take images.

Transaction Details

Amount \$1,070,000
Date 15-Jun-17
Description xCraft Enterprises raised \$1,070,000 of angel funding via StartEngine on June 15, 2017.

Transaction Details

Amount \$500,000
Date 24-Feb-17
Description xCraft Enterprises raised \$500,000 of angel funding from Nick Smoot and other undisclosed investors on February 24, 2017. The deal includes \$100,000 of convertible debt financing.



Mergers and Acquisitions

Mergers and Acquisitions

Albertsons	\$300,000,000
Edgewater Broadcasting	\$350,000
Fossil Gulch Wind Park.	\$6,175,000
Gemini Technologies	\$10,000,000
Grote Molen	\$23,985,500
Idaho CuMo Mining Corporation	\$6,573,000
Integra Resources	\$10,221,725
International Cobalt Corporation	\$3,039,320
Ken's Bicycle Warehouse.	\$250,000
Micron Technology (MU)	\$89,200,000
Nutrien	\$100,000,000
Phoenix Global Mining	\$360,120
Revival Gold Inc (Formerly Strata Minerals)	\$1,082,733
US Cobalt Inc (Formerly Scientific Metals Corp)	\$1,019,245

Amount Not Disclosed

A Company, Albertsons, Albertsons, BHS Specialty Chemicals, Brothers In Arms Firearms LLC, Burkhardt Consulting, Butterfield Industries, Cornerstone Healthcare, Cornerstone Healthcare, Cornerstone Healthcare, Cornerstone Healthcare, Craig Stein Beverages, CT Touring, Dawson Taylor Coffee Roasters, Edmark Superstore, Enlaso, Gabe's Auto Parts Inc, Idaho Forest Group, Idaho Ground Water Association, Impact Group, Impact Group, Impact Group, Impact Group, Inovus Solar, J.R. Simplot Company, J.R. Simplot Company, J.R. Simplot Company, Kaelus, Ken's Bicycle Warehouse, Kochava, Life Matters, Meadow View Nursing and Rehabilitation, MWI Veterinary Supply, Nelson's RVs, Neurilink, North American Recycling Inc., NxEdge, Otis Gold Corp., Pacific Northwest Farmers Cooperative Inc., Phoenix Global Mining, Pluto, POWER Engineers, RuleTek, Silverback Learning Solutions, Stinker Stores, Inc., Summit Insurance Resource Group, Telmate, Track Utilities , Transguard, Transtector Systems, Triad Learning Systems, and WhiteCloud Analytics

A Company



Company Information

Principal Larry Moore
Founded 1972

3975 S. Eagleson Road P.O. Box 5702
Boise, ID 83705

(208) 362-3000

acoinc.com

A Company provides portable restrooms for construction sites and local events.

Outside Professionals

Other Advisor Generational Capital Markets

Transaction Details

Date 18-Dec-17
Description United Site Services, Inc. acquired A Company, Inc. on December 18, 2017.

Albertsons



Company Information

Principal Robert G. Miller,
Chairman & CEO
CFO Robert Dimond
Founded 1939

250 Parkcenter Boulevard
Boise, ID 83706

(208) 395-6200

albertsons.com

Albertsons operates as a food and drug retailer.

Outside Professionals

Law Firm Simpson Thacher & Bartlett LLP, Schulte Roth & Zabel LLP
Other Advisor Peter J. Solomon Company

Transaction Details

Date 16-Nov-17
Description AB Acquisition LLC, a subsidiary of Albertsons Companies Inc., acquired an unknown minority stake in El Rancho Inc. on November 16, 2017. El Rancho continues to operate as an independent company headquartered in Garland, Texas.

Outside Professionals

Law Firm Perkins Coie LLP, Cooley LLP
Other Advisor Credit Suisse AG, Eastward Capital Partners, LLC; Greycroft; Techstars Central LLC; Lerer Hippeau Ventures; Kite Ventures

Transaction Details

Amount \$300,000,000
Date 20-Sep-17
Description AB Acquisition LLC, a subsidiary of Albertsons Inc., acquired DineInFresh, Inc. for \$300 million on September 20, 2017. DineInFresh will operate as a wholly-owned subsidiary of AB Acquisition.

Transaction Details

Date 31-May-17
Description Albertsons, LLC acquired Medcart LTC Inc. on May 31, 2017. Under the terms of the agreement, the MedCart leadership team will remain in place.

BHS Specialty Chemicals



Company Information

Principal Michael Merlo, Vice President
CFO Paul Abbott
Founded 1998

1717 E Fargo Road
Nampa, ID 83687

(208) 466-8437

bhsmarketing.com

Manufacturer of specialty chemical products intended for food processing and sanitation.

Outside Professionals

Law Firm Winston & Strawn, Benesch Friedlander, Coplan & Aronoff
Accounting Firm Crowe Horwarth
Other Advisor The Jordan Company, Post Capital Partners, Greentech Capital Advisors

Transaction Details

Date 30-Jun-17
Description BHS Specialty Chemicals was acquired by DuBois Chemicals through a leveraged buyout on June 30, 2017 for an undisclosed sum.

Brothers In Arms Firearms LLC



Company Information

Principal Chris Ayers
Founded 2014

310 Main St
Filer, ID 83328

(208) 591-4867

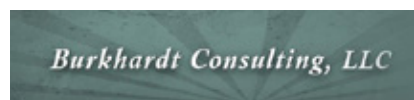
bia-firearms.com

Brothers In Arms Firearms operates in the firearms business industry.

Transaction Details

Date 13-Jan-17
Description Brothers In Arms Firearms LLC acquired Specd-Out on January 13, 2017.

Burkhardt Consulting



Company Information

Principal Scott Burkhardt
Founded 2003

PO Box 1799
Coeur d'Alene, ID 83816

burkhardtconsultingllc.com

Burkhardt Consulting offers employee benefit consulting services for employer organizations. As of March 13, 2017, Burkhardt Consulting operates as a subsidiary of Alliant Insurance Services, Inc.

Outside Professionals

Other Advisor Apollo Investment, HarbourVest Partners, Kohlberg Kravis Roberts and Stone Point Capital

Transaction Details

Date 13-Mar-17
Description Burkhardt Consulting was acquired by Alliant Insurance Services through a leveraged buyout on March 13, 2017 for an undisclosed amount.

Butterfield Industries



Company Information

Principal Wayne Butterfield, Founder
Founded 1982

6175 West View Drive
Meridian, ID 83642

(208) 466-4622

butterfieldindustries.com

Butterfield Industries manufactures airplane parts and equipment. As of December 12, 2017, Butterfield Industries operates as a subsidiary of Raisbeck Engineering, Inc.

Transaction Details

Date 13-Dec-17
Description Raisbeck Engineering, Inc. acquired Butterfield Industries on December 13, 2017.

Cornerstone Healthcare



Company Information

Principal Daniel Walker, President & CEO
Founded 2009

420 E State Street Ste 135
Eagle ID, ID 83616

(208) 401-1400

cornerstonehhh.com

Cornerstone Healthcare, Inc. provides home health and hospice services primarily in the Western United States.

Transaction Details

Date 17-Nov-17
Description Cornerstone Healthcare, Inc. acquired Excell Home Care & Hospice Inc. and Excell Private Care Services, LLC on November 7, 2017.

Transaction Details

Date 28-Sep-17
Description The Ensign Group, Inc., parent company of Cornerstone Healthcare, acquired Comfort Hospice Care on September 1, 2017.

Transaction Details

Date 11-May-17
Description Cornerstone Healthcare, Inc. acquired Voto Home Health on May 1, 2017. Upon approval from the State of Washington, Voto Home Health will be known as Rainier Home Health.

Transaction Details

Date 13-Mar-17
Description Cornerstone Healthcare, Inc. acquired Hospice of the Pines on March 1, 2017.

Craig Stein Beverages



Company Information

Principal Craig Stein, CEO
CFO Rob Schneider, CFO
Founded 1990

4719 Market Street
Boise, ID 83705-5411

(208) 378-0550

csbeverage.com

C. Stein, Inc. distributes beers and ciders, wines, spirits, non-alcoholic and soft drinks, and snacks in Idaho, Oregon, Washington, and Wyoming.

Transaction Details

Date 20-Jan-17
Description Craig Stein Beverages and the Odom Corp acquired Click Wholesale Distributing, Inc. and Click Distributing East, Inc. on January 20, 2017. Simultaneously, C. Stein, Inc. and Odom Corporation will form Northwest Beverages, LLC owned equally by C. Stein, Inc. and The Odom Corporation. The existing Click organizations will continue to operate independently for the foreseeable future.

CT Touring



Company Information

Principal Creston Thornton

PO Box 140056
Boise, ID

cttouringid.com

CT Touring is an online platform that coordinates concerts and entertainment events.

Transaction Details

Date 20-Jan-17
Description CT Touring was acquired by Live Nation (NYSE: LY) for an undisclosed amount on January 20, 2017.

Dawson Taylor Coffee Roasters



Company Information

Principal Dave Ledgard
Founded 1995

1035 S Lusk St
Boise, ID 83706

(208) 376-2787

dawsontaylor.com

Dawson Taylor Coffee Roasters offers high-quality, direct sourced, specialty coffee blends.

Transaction Details

Date 2-Oct-17
Description Dawson Taylor Coffee Roasters was acquired by Hayden Beverage for an undisclosed amount on October 2, 2017.

Edgewater Broadcasting



Company Information

Principal Clark Parrish, President
Founded 2003

160 Gooding St West Ste B
Twin Falls, ID 83301

(208) 733-3551

edgewaterbroadcasting.com

Edgewater Broadcasting, Inc operates radio broadcasting stations. The company was founded in 2003 and is based in Twin Falls, Idaho.

Outside Professionals

Law Firm Wilkinson Barker Knauer LLP

Transaction Details

Amount \$350,000
Date 28-Jul-17
Description Edgewater Broadcasting, Inc. acquired W244BQ from Educational Media Foundation, Inc. for \$350,000 on July 28, 2017.

Edmark Superstore



Company Information

Principal David Edmark, President
Founded 1927

5911 E Gate Blvd
Nampa, ID 83687

(208) 467-7000

kendallautomall.com

Kendall Auto Group is an automotive group with 37 car dealerships across three states in the Northwest.

Outside Professionals

Other Advisor Kerrigan Advisors

Transaction Details

Date 16-Jan-17
Description Edmark Superstore was acquired by Kendall Automotive Group for an undisclosed amount on January 16, 2017. The acquisition will enable the acquirer to expand its car dealership business in Idaho, United States.

Enlaso



Company Information

Principal John Watkins, CEO
Founded 1968

9543 W. Emerald St. Ste 105
Boise, ID 83704

(208) 672-8500

argosmultilingual.com

Provider of language translation services intended to offer easy to understand and comprehensive language translation for companies.

Transaction Details

Date 4-Oct-17
Description Enlaso was acquired by Argos Multilingual for an undisclosed amount on October 4, 2017.

Fossil Gulch Wind Park



Company Information

Founded 2005
921 South Orchard Street Suite G
Boise, ID 83705

A 10.5 megawatt wind farm in Hagerman, United States.

Transaction Details

Amount \$6,175,000
Date 30-Jun-17
Description The Fossil Gulch Wind Park was acquired by Greenbacker Renewable Energy Company for \$6.175 million on June 30, 2017. This acquisition adds a significant financial diversification to the acquirer's current portfolio of commercial-grade wind farms.

Gabe's Auto Parts Inc



Company Information

Principal Fred Keller, Store Manager
Founded 1975
410 North Franklin Blvd.
Nampa, ID 83687
(208) 466-2442

Gabe's Auto Parts Inc owns and operates a chain of retail stores that supply auto parts. As of February 1, 2017, Gabe's Auto Parts Inc operates as a subsidiary of Baxter Auto Parts Inc.

Transaction Details

Date 1-Feb-17
Description Baxter Auto Parts Inc. acquired Gabe's Auto Parts from John Gabrielsen and family recently. Under the terms, Gabe's Auto Parts will continue to operate with the same employees under the name Baxter Auto Parts.

Gemini Technologies



Company Information

Principal Ronald Martinez, CEO
CFO Mark Thompson, CFO
Founded 1976
3750 E Pewter Falls Street Suite #100
Meridian, ID 83642
(208) 939-7222
gemitek.com

Manufacturer of silencers and other related accessories for firearms.

Transaction Details

Amount \$10,000,000
Date 7-Aug-17
Description Gemini Technologies was acquired by Smith & Wesson for \$10 million on August 7, 2017. This acquisition will enable Smith & Wesson to reap the benefits of Gemtech's ability to produce the finest rifle and pistol suppressors.

Grote Molen



Company Information

Principal John Hofman, CEO
Founded 2004

322 W. Griffith Road
Pocatello, ID 83201

BR Tech- (855) 807-8776

thewondermill.com

Manufacturer and distributor of electric and manual grain mills.

Transaction Details

Amount \$23,985,500
Date 27-Mar-17
Description The company was acquired by BlackRidge Technology for \$23,985,000 on March 27, 2017.

Idaho CuMo Mining Corporation



Company Information

Principal Shaun Dykes, President and CEO
Founded 2013

PO Box 1623
Boise, ID 83701

(208) 352-7272

idahocumo.com

Provides natural resource exploration and development services. Its portfolio includes molybdenum and gold projects. The company was founded in 2013 and is based in Boise, Idaho. Idaho CuMoCo operates as a subsidiary of American Cumo Mining Corporation.

Transaction Details

Amount \$3,820,000
Date 25-Apr-17
Description Idaho CuMoCo acquired the 36 patented mining claims for \$1.1425 million on April 25, 2017. Payments will be made upon closing of the agreement, as well as the first, second, and third anniversary of the closing date. The total of all four payments will be \$3,820,000.

Transaction Details

Amount \$463,000
Date 3-Mar-17
Description Idaho CuMoCo acquired 20 unpatented mining claims, covering an area of approximately 400 acres adjacent to the Idaho Cumo Project from a group of local prospectors for \$463,000 on March 3, 2017.

Transaction Details

Amount \$2,290,000
Date 17-Jul-17
Description Idaho CuMoCo acquired mining claims from Western Geoscience Inc., Thomas Evans, and others for \$2.29 million on July 17, 2017.

Idaho Forest Group



Company Information

Principal Scott Atkison, President
CFO Kevin Esser
Founded 1981

687 Canfield Avenue Suite 100
Coeur d'Alene, ID 83815

(208) 255-3200

idahoforestgroup.com

Idaho Forest Group, LLC grows, harvests, manufactures, and distributes lumber and other wood by-products.

Transaction Details

Date 1-Dec-17
Description Idaho Forest Group, LLC acquired Stud Mill in St. Regis from Tricon Timber, LLC on December 1, 2017.

Idaho Ground Water Association



Company Information

Principal LeGrand Baker, President
Founded 1994

4477 W. Emerald Ste C-250
Boise, ID 83706

(208) 381-0294

igwa.info

The IGWA promotes the interests and welfare of the ground water industry in Idaho.

Transaction Details

Date 1-Mar-17
Description Idaho Ground Water Appropriators, Inc. acquired Rangen, Inc. on March 1, 2017.

Impact Group



Company Information

Principal Carl Pennington, CEO
CFO Todd Weible
Founded 1994

915 W Jefferson Street
Boise, ID 83702

(208) 343-5800

impactgrp.com

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

Transaction Details

Date 7-Jan-17
Description Impact Group raised an undisclosed amount of acquisition financing from Fifth Street Asset Management on January 7, 2017.

Outside Professionals

Law Firm Wharton & Garrison LLP
Other Advisor Prairie Capital Advisors, Inc.

Transaction Details

Date 5-Jan-17
Description Impact Group acquired Harlow-Hrk Sales & Marketing, Inc. on January 5, 2017.

Outside Professionals

Law Firm Wharton & Garrison LLP

Transaction Details

Date 3-Aug-17
Description Impact Group acquired Performance Sales and Marketing on August 3, 2017.

Outside Professionals

Law Firm Wharton & Garrison LLP
Other Advisor KEKST

Transaction Details

Date 4-Apr-17
Description Impact Group acquired Signature Specialty Sales & Marketing on April 4, 2017.

Inovus Solar



Company Information

Principal Kent Walker, VP Operations
Founded 2004

3380 Americana Terrace Ste 230
Boise, ID 83706

(208) 908-0627

Manufacturer of solar-powered street and area lighting systems.

Transaction Details

Date 16-Feb-17
Description Inovus Solar was acquired by SolarOne for an undisclosed amount on February 16, 2017.

Integra Resources



Company Information

Principal Chris Gordon, Corporate
Inquiries
CFO Andree St. Germain
Founded 1997

400 Burrard St Ste 150
Vancouver, BC V6C 3A6

(416) 361-2515

integrareources.com

Integra Resources Corp, (formerly Mag Copper Ltd), engages in the acquisition, exploration, and development of mineral resources in Canada. Integra Resources Corp. was incorporated in 1997 and is based in Toronto, Canada.

Transaction Details

Amount \$10,221,725
Date 15-Sep-17
Description Integra Resources acquired the DeLamar Project of Kinross Gold on September 15, 2017. Integra Resources paid Kinross Gold Corporation for CAD \$7.5 million in cash and the issuance of stock equal to 9.9% of outstanding shares.

International Cobalt Corporation



Company Information

Principal Tim Johnson, CEO
CFO Florence Luong
Founded 2014

789 W Pender Street Ste 810
Vancouver, BC V6C 1H2

1 (250) 668-3161

internationalcobalt.com

International Cobalt Corp. engages in the exploration and development of mineral properties- primarily copper, zinc, molybdenum, and silver ores. The company holds interest in several properties in Lemhi County, Idaho.

Outside Professionals

Other Advisor Neil McCallum

Transaction Details

Amount \$2,889,320
Date 12-Dec-17
Description International Cobalt acquired 114288 BC Limited for CAD \$120,000 plus 12 million shares of capital stock of the company on December 12, 2017.

Transaction Details

Amount \$150,000
Date 3-Mar-17
Description The Blackbird Creek Project was acquired by Brakpan Ventures (now International Cobalt) for \$150,000 amount on March 3, 2017.

J.R. Simplot Company



Company Information

Principal Bill Whitacre, CEO
CFO Annette Elg
Founded 1923

P.O. Box 27
Boise, ID 83707

(208) 336-2110

simplot.com

J.R. Simplot Company engages in seed production, farming, fertilizer manufacturing, frozen-food processing, and food brands and distribution businesses.

Transaction Details

Date 7-Feb-17
Description J.R. Simplot Company acquired Hawaii Grower Products from Ken Findeisen, Gilbert and Carol Araki on February 7, 2017. The previous Hawaii Grower Products owners will continue in leadership positions as Simplot employees.

Transaction Details

Date 7-Feb-17
Description J.R. Simplot Company acquired Pacific Agricultural Sales and Services from Ken Findeisen, Gilbert and Carol Araki on February 7, 2017. The previous Pacific Agricultural Sales and Services owners will continue in leadership positions as Simplot employees.

Transaction Details

Date 29-Jun-17
Description J.R. Simplot Company acquired stores in Cardston and Pincher Creek, Alberta from McRae Holdings on June 29, 2017. J.R. Simplot will retain the current staff members of the stores from McRae Holdings.

Kaelus



Company Information

Founded 1996

10701 N. Airport Road
Hayden, ID 83835

(303) 768-8080

kaelus.com/en

Kaelus manufactures network testing and measurement instruments, cell-site filters, combiners, and tower mounted amplifiers.

Outside Professionals

Other Advisor Genstar Capital

Transaction Details

Date 2-May-17
Description Kaelus was acquired by Infinite Electronics on May 2, 2017 for an undisclosed sum.

Ken's Bicycle Warehouse



Company Information

Principal Jeremy Jensen, Owner
CFO Polly Jensen, Owner
Founded 1979

10470 West Overland Road
Boise, ID 83709

(208) 376-9240

kensbicyclewarehouse.com

Provider of bicycles and bicycle parts.

Transaction Details

Amount \$250,000
Date 3-Apr-17
Description Owners purchased Ken's Bicycle Warehouse in April 2017.

Transaction Details

Date 3-Apr-17
Description Owners also acquired additional assets from Ridgeline out of Eagle, Idaho including all their ski-servicing equipment.

Kochava



Company Information

Principal Charles Manning, CEO
CFO Garrett MacDonald
Founded 2011

201 Church St
Sandpoint, ID 83864

(855) 562-4282

kochava.com

Kochava Inc. operates a mobile attribution and analytics platform for mobile advertisers.

Transaction Details

Date 1-Apr-17
Description Kochava Inc. acquired MobileRQ, Inc. in April, 2017. The entire MobileRQ team will join Kochava.

Life Matters



Company Information

Principal Richard Brooke, CEO & Founder
Founded 2010

1875 N. Lakewood Dr.
Coeur d'Alene, ID 83814

(877) 469-2110

lifematters.net

Life Matters, LLC produces nutritional products and supplements. As of May 19, 2017, the company operates as a subsidiary of Young Living Essential Oils LC.

Transaction Details

Date 19-May-17
Description Life Matters was acquired by Young Living Essential Oils for an undisclosed amount on May 19, 2017.

Meadow View Nursing and Rehabilitation



Company Information

Founded 1979

46 N Midland Blvd
Nampa, ID 83651

(208) 466-7803

meadowviewnursingandrehab.com

Meadow View Nursing and Rehabilitation offers both short-term rehabilitation and long-term nursing care.

Transaction Details

Date 5-Jun-17
Description The Ensign Group, Inc., parent company of Cornerstone Healthcare, acquired Comfort Hospice Care on September 1, 2017.

Micron Technology



Company Information

Principal Mark Durcan, CEO
CFO Ernie Maddock
Founded 1978

8000 S. Federal Way, P.O. Box 6
Boise, ID 83707

(208) 368-4000

micron.com

Micron Technology, Inc. provides semiconductor systems worldwide.

Transaction Details

Amount \$89,200,000
Date 14-Mar-17
Description Micron Technology, Inc. won the auction to acquire semiconductor facilities and equipment from Cando Corporation for \$89.2 million on March 13, 2017.

MWI Veterinary Supply



Company Information

Principal Mark J Shaw, President
CFO Mary Thompson, Senior VP
Finance
Founded 1976

3041 W. Pasadena Dr.
Boise, ID 83705

(208) 955-8930

mwiah.com

MWI Veterinary Supply, Inc. distributes animal health products to veterinarians in the United States and the United Kingdom.

Transaction Details

Date 12-Dec-17
Description MWI Veterinary Supply, Inc. acquired Northeast Veterinary Supply Company, Inc. on December 12, 2017.

Nelson's RVs



Company Information

Principal Tom Nelson- retired now
Founded 1984

4911 W Chinden Blvd
Boise, ID 83714

(888) 438-3898

nelsonsrvs.com

Nelson's RV's provides a large selection of high-quality recreational vehicles. As of April 6, 2017, Nelson's Rv's Inc operates as a subsidiary of Camping World Holdings, Inc.

Transaction Details

Date 6-Apr-17
Description Nelson's RV's was acquired by Camping World for an undisclosed amount on April 6, 2017.

Neurilink



Company Information

Principal Michael Fornander
Founded 2012

632 Americana Blvd
Boise, ID 83702

(208) 426-8238

neurilink.com

Neurilink LLC develops audio visual design and integration solutions.

Transaction Details

Date 20-Sep-17
Description Neurilink LLC acquired Blue Sky Integrated Technologies, Inc. on September 20, 2017. Blue Sky will take on the Neurilink brand. The combined team of 46 Neurilink employees will continue to work from established offices in south Seattle and downtown Boise.

North American Recycling Inc.



Company Information

Principal Robert R. Barber, Chairman & CEO
Founded 2003

16156 Northside Blvd
Nampa, ID 83687

(208) 461-9696

northamericanrecycling.com

North American Recycling Inc. operates as a metal recycling company.

Transaction Details

Date 25-Jan-17
Description Metro Group, Inc. acquired the assets of North American Recycling Inc. on January 25, 2017. All current employees of North American Recycling will continue as employees with Metro Group.

Nutrien



Company Information

Principal Richard Downey, VP of Investor Relations
Founded 1992

3010 Conda Rd
Soda Springs, ID 83276

nutrien.com

Nutrien is the world's largest provider of crop inputs and services.

Transaction Details

Amount \$100,000,000
Date 7-Nov-17
Description Itafos acquired Conda Phosphate Operations of Agrium (now Nutrien) for \$100 million on November 7, 2017. The Conda Phosphate Operations are located in Soda Springs, Idaho.

NxEdge



Company Information

Principal Jackson Chao, CEO
Founded 2001

7500 West Mossy Cup Street
Boise, ID 83709

(208) 362-7200

nxedgeinc.com

NxEdge Inc. supplies engineering material coatings to chip manufacturers and OEM equipment makers.

Transaction Details

Date 28-Apr-17
Description Trive Capital acquired additional stake in NxEdge, Inc. during the quarter ending on March 31, 2017.

Otis Gold Corp.



Company Information

Principal Craig Lindsay, President
Founded 2007

580-625 Howe St
Vancouver, BC V6C 2T6

(604) 683-2507

otisgold.com

Otis Gold Corp. engages in the acquisition, exploration, and development of precious metals deposits in Idaho, the United States. The company's flagship project is the Kilgore gold project located in Clark County, Idaho.

Transaction Details

Date 31-Jul-17
Description Otis Gold acquired a 20% stake in Oakley Project for an undisclosed amount on July 31, 2017. After the transaction, Otis Gold owns a 100% stake in the Oakley Project.

Pacific Northwest Farmers Cooperative Inc.



Company Information

Principal Bill Newbry
CFO Don Himmelberger, Controller
Founded 1909

117 W Chestnut St P.O. Box 67
Genesee, ID 83832

(208) 285-1141

pnw.coop

Pacific Northwest Farmers Cooperative Inc. operates seed processing and storage/ transportation facilities for agricultural products.

Outside Professionals

Law Firm Dorsey & Whitney LLP

Transaction Details

Date 1-Jun-17
Description Pacific Northwest Farmers Cooperative Inc. acquired Cooperative Agricultural Producers, Inc. in June 2017.

Phoenix Global Mining



Company Information

Principal Dennis Thomas
CFO Richard V L Wilkins
Founded 2013

24 De Castro St, Akara Building
Wickhams Cay 1, Road Town
Tortola, British Virgin Islands

pgmining.com

Phoenix Global Mining is a metal explorer and developer focused on advancing the Empire Mine in Idaho into open pit copper oxide production.

Transaction Details

Date 24-Oct-17
Description Borah Resources Inc., a subsidiary of Phoenix Mining company, acquired Bighorn and Redcastle Properties in Idaho on October 24, 2017.

Outside Professionals

Other Advisor Brandon Hill

Transaction Details

Amount \$360,120
Date 29-Jun-17
Description Phoenix Global Mining acquired 80% of Konnex Resources from ExGen on June 29, 2017. Konnex Resources operates redeveloping the Empire Mine in Mackay, Custer County. The acquisition was made through the issue of 5 million PGM shares and a payment of \$100,00 to ExGen.

Pluto

PLUTO

Company Information

Principal Justin Yonk, Managing Director
Founded 2013

910 W. Main St #300
Boise, ID 83702

visitpluto.com

Provider of interactive products and services wuch as web designing, digital and E-commerce strategy, mobile technology support etc.

Transaction Details

Date 6-Sep-17
Description Pluto was acquired by Ventive for an undisclosed amount on September 6, 2017.

POWER Engineers



Company Information

Principal Jack Hand, CEO and President
CFO Chuck Kemp
Founded 1976

3940 Glenbrook Drive
Hailey, ID 83333

powereng.com

POWER Engineers, Inc. is a global consulting engineering company that specializes in the delivery of integrated solutions.

Transaction Details

Date 7/3/17
Description POWER Engineers acquired Sega Inc. on February 23, 2017 on July 3, 2017.

Revival Gold Inc (Formerly Strata Minerals)



Company Information

Principal Hugh Agro, CEO
Founded 2008

145 King St W- Ste 2870
Toronto, Ontario M5H 1J8

(416) 366-4100

revival-gold.com

Revival Gold Inc. engages in the exploration and development of gold. The company holds a 100% interest in the Arnett Creek Gold and Beartrack Gold Projects located in Lemhi County, Idaho.

Transaction Details

Amount \$302,500
Date 30-Jun-17
Description The Arnett Creek Gold Project was acquired by Strata Minerals (now Revival Gold) for \$302,500 on June 30, 2017.

Transaction Details

Amount \$250,000
Date 7-Sep-17
Description Revival Gold acquired the Beartrack Gold Project of Yamana Gold for \$250,000 on September 7, 2017.

Transaction Details

Amount \$530,233
Date 30-Jun-17
Description The Hai and Goldbug projects of Otis Gold were acquired by Strata (now Revival Gold) for CAD 687500 on June 30, 2017.

RuleTek



Company Information

Principal Korby Wright
Founded 2012

1550 S Tech Ln #210
Meridian, ID 83642

(208) 949-6109

ruletek.com

RuleTek LLC provides business process management architecture services for information technology sector.

Transaction Details

Date 15-Jun-17
Description RuleTek was acquired by Incessant Technologies on June 15, 2017. Incessant Technologies acquired a 55% stake in company.

Silverback Learning Solutions



Company Information

Principal Jade Millington, CFO
Founded 2010

2963 E Copper Point Dr Suite 150
Meridian, ID 83642

(208) 258-2580

silverbacklearning.com

Silverback Learning Solutions, Inc. provides solutions that are focused on increasing individual student achievement and personalizing the learning journey for students.

Transaction Details

Date 30-Jun-17
Description Silverback Learning Solutions acquired EdifyAssess on July 18, 2017.

Stinker Stores, Inc.



Company Information

Principal Charley Jones, President
Founded 1936

3184 Elder Street Boise
ID, 83705

(208) 375-0942

stinker.com

Stinker Stores, Inc. operates a chain of gasoline and convenience stores in Idaho.

Outside Professionals

Other Advisor Matrix Capital Markets Group, Inc.

Transaction Details

Date 14-Feb-17
Description Stinker has acquired Bradley Petroleum Inc. and Sav-O-Mat Inc.'s 40 stores in Colorado and one in Wyoming on February 14, 2017.

Summit Insurance Resource Group



Company Information

Principal Angela Oakes, Owner
Founded 2000

301 Cedar St #203
Sandpoint, ID 83864

(208) 265-9690

summitirg.com

Summit Insurance Resource Group provides insurance brokerage services. As of May 2, 2017, Summit Insurance Resource Group operates as a subsidiary of Alliant Insurance Services, Inc.

Transaction Details

Date 2-May-17
Description Summit Insurance Resource Group was acquired by Alliant Insurance Services for an undisclosed amount on May 02, 2017.

Telmate



Company Information

Principal Kelly O'Neil
Founded 1998

PO Box 1137
Fruitland, ID 83619

(866) 516-0115

telmate.com

The company's inmate communications technology enable inmates to call their family, friends and loved ones.

Outside Professionals

Other Advisor American Securities

Transaction Details

Date 1-Aug-17
Description Telmate was acquired by Global Tel Link on August 1, 2017 for an undisclosed sum.

Track Utilities



Company Information

CFO Tony Burt
Founded 2014
441 Corporate Dr
Meridian ID, 83642, ID
(208) 362-1780
trackutilitiesllc.com

Track Utilities, LLC provides electric and telecommunication infrastructure construction services.

Transaction Details

Date 5-Jul-17
Description Peak Utility Services Group, a partner of Track Utilities, acquired an unknown stake in Kelly Cable Of New Mexico, Inc. on July 5, 2017.

Transguard



Company Information

Principal Scott Cluff
Founded 2001
2222 S Cole Rd #108
Boise, ID 83709
(208) 319-0863
transguardprotection.com

Transguard Inc. installs automotive paint protection and window films. As of November 14, 2017, Transguard Inc. operates as a subsidiary of XPEL Technologies Corp.

Transaction Details

Date 14-Nov-17
Description Transguard was acquired by Xpel Technologies for an undisclosed amount on November 14, 2017.

Transtector Systems



Company Information

Principal James Caswell
Founded 1967
10701 N. Airport Road
Hayden, ID 83835
(208) 772-8515
transtector.com

Manufacturer of power products designed for electronic goods and protection against short circuits.

Transaction Details

Date 2-May-17
Description Transtector Systems was acquired by Infinite Electronics on May 2, 2017 for an undisclosed sum.

Triad Learning Systems



Company Information

Principal Glenn Eaton & David Gencarella
CFO Co-CEO's
5500 W Riverbend Ave
Post Falls, ID 83854

(509) 434-8841

triadlearningsystems.com

Triad Learning Systems, LLC provides educational services. The company offers licensing exam preparation and continuing education for mental health professionals.

Transaction Details

Date 21-Apr-17
Description Triad Learning Systems was acquired by Council Capital on April 21, 2017 for an undisclosed amount. Through the deal, Triad will receive access to Council Capital's group of 34 CEOs who have committed more than \$120 million to Council Capital Funds.

US Cobalt Inc (Formerly Scientific Metals Corp)



Company Information

Principal Wayne Tisdale
CFO Kelsey Chin
Founded 2006
1620 W. 8th Avenue
Vancouver, British Columbia V6J 1V4
Canada

1 (604) 639-4457

uscobaltinc.com

US Cobalt Inc. engages in the exploration and development of cobalt and lithium deposits. The company's principal project is the Iron Creek cobalt property located in Lemhi County, Idaho.

Transaction Details

Amount \$1,019,245
Date 21-Feb-17
Description Scientific Metals (now US Cobalt Inc.) acquired 25 unpatented lode mining for an undisclosed amount on February 21, 2017.

WhiteCloud Analytics



Company Information

Principal Bob Lokken, CEO
Founded 2009
800 W Idaho St #304
Boise, ID

(208) 991-9370

whitecloud.com

WhiteCloud Analytics Inc. designs, develops, and implements strategic analytic solutions for healthcare systems.

Transaction Details

Date 6-Jun-17
Description WhiteCloud Analytics was acquired by Relias Learning for an undisclosed amount on June 6, 2017.



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 2017 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 2017 does not imply endorsement or sponsorship of or ownership by trademark holder.

THANK YOU TO ITC INVESTORS.

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CRADLEPOINT

HEALTHWISE
IDAHO STATE UNIVERSITY
KEYBANK
LEAPFOX LEARNING
PAYNEWEST INSURANCE

PORTNEUF MEDICAL CENTER
REGENE BLUE SHIELD OF IDAHO
SCENTSY
SENSUS
TSHEETS

UNIVERSITY OF IDAHO
VERIFIED FIRST



WHY IDAHO

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, from Micron Technology, Idaho National Laboratory and HP to growing companies like Clearwater Analytics and Cradlepoint.

BENEFITS TO MEMBERS

- Valuable connections
- Diverse experience
- Latest technology news
- Industry recognition
- Council involvement
- Event visibility

WHY SHOULD I JOIN THE IDAHO TECHNOLOGY COUNCIL?

STRATEGY

- **ITC UNIFIES DIVERSE CORPORATE INTERESTS WITH STATE AND FEDERAL GOVERNMENT INTERESTS** into a potent value proposition for all of us - build a competitive work force, drive research out of the lab and into our companies, and provide a powerful venue for expanding our networks.

ALIGN

- **ITC ADVANCES WORK FORCE 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 for all of us into K-20 education and creates solutions for future opportunities.
- **ITC CREATES A NETWORK FOR ADVANCING PRIVATE COMPANIES** in Idaho and connects to national / 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**, basic research and development. These form the base for new innovations needed to grow companies and keep them competitive. Furthermore, ITC supports the omnipresent need to "up our game" for research commercialization, tech 2 market and similar strategies.

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.

GET INVOLVED

Join committees, Attend events

Learn More: www.idahotechcouncil.org

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TALENT

TALENT PIPELINE

- Attract talent
- Grow skills
- Retain employees



CAPITAL

ACCESS TO CAPITAL

- Connect to valuable networks
- Track deal flow



IDEAS

R&D COMMERCIALIZATION

- Assist creation of IGEN
- Ease technology transfer
- Bring intellectual property to market



TECH 2 MARKET

GROWING IDAHO INNOVATION



SOFTWARE ALLIANCE

- Grow the quality and quantity of software professionals in Idaho
- Implement K-12 Code.org curriculum and expand computer science taught in schools



ENERGY & TECHNOLOGY CONSORTIUM

- Accelerate the growth of Idaho's energy and technology companies



CAPITAL CONNECT

- Connect capital seekers with capital providers
- Maintain Idaho's annual Deal Flow Report



TECH 2 MARKET

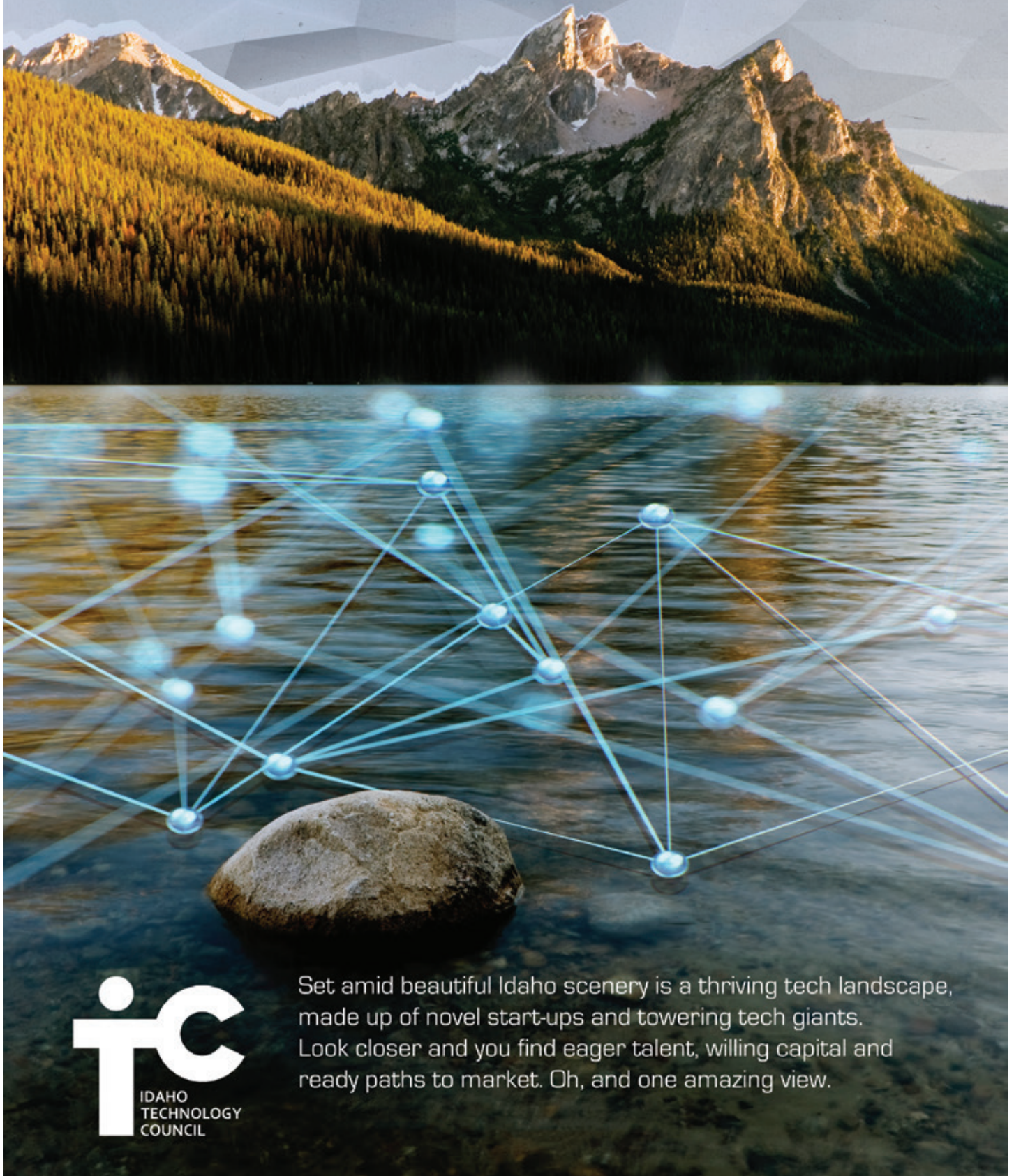
- Strengthen R&D and commercialization in Idaho measured by R&D funded, capital raised, number of jobs created/retained and intellectual property -based companies started



PUBLIC POLICY / VOICE

- Drive development of technology and innovation in Idaho by working with government, colleges and K-12

IDAHO'S TECH SCENE



Set amid beautiful Idaho scenery is a thriving tech landscape, made up of novel start-ups and towering tech giants. Look closer and you find eager talent, willing capital and ready paths to market. Oh, and one amazing view.



idahotechcouncil.org

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