2019 IDAHO DEAL FLOW REPORT

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IDAHO TECHNOLOGY COUNCIL

Deal Flow Opening Notes

We are pleased to present the 2019 Idaho Deal Flow Report. This is our sixth annual report, showcasing many of the companies that are starting, growing, and thriving in Idaho. With over 154 deals and $4.42 billion of capital flow, 2019 was a big year for Idaho business and economic growth. The report confirms that Idaho continues to experience rapid growth and to be one of the best places in the country to live and do business.

The Deal Flow Report presents capital flow throughout the state drawing attention to businesses, capital providers, and support organizations. The data collected shows the strength of the Idaho economy which is driving a demand for more talent and supports increased capital investment.

In 2019, Idaho was once again the fastest growing state in the country. Idaho's businesses received increased attention and investment dollars from capital providers in Idaho and beyond. 2019 was a particularly exciting year, as StageDotO started raising capital for a $50 million venture fund, the first of its kind in Idaho. More angel, venture capital and private equity funds are coming to Idaho to find new investment opportunities in Idaho companies.

Especially in a time when we are navigating new and unchartered territory, we want to recognize the many capital providers, service organizations, and supporters of the Idaho entrepreneurial ecosystem and highlight entrepreneurs and innovators who make Idaho such a great place. Entrepreneurs who have successfully built and sold their business continue to reinvest into the next generation of entrepreneurs and businesses. This reinvestment, coupled with new capital providers, puts Idaho in a strong position to continue to grow and thrive. We are confident that Idaho will continue to grow and prosper as our community of innovative enterprises find opportunities to pivot, navigate and capitalize on a new and continuously evolving environment.

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

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

2019 IDAHO Deal Flow Report

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2019 Deal Flow Report Opening Remarks

Dear Friends,

It is an honor for me to introduce the 2019 Idaho Deal Flow Report, a publication we eagerly await every year because it spotlights many of the industries flourishing in Idaho and their investment partners.

The report shows another strong year for capital investment in Idaho companies with private equity, mergers and acquisitions, and public offerings. I appreciate the Idaho Technology Council and all the volunteers and organizers for contributing to this important report. It is a resource that provides us insight into business activity, identifies where we excel, and where we can improve.

As this report is being printed, we find ourselves in the middle of a global pandemic. The threat of coronavirus certainly has changed our lives, work, and finances temporarily. However, I am confident that the policies, strategies, and vigor that helped make Idaho one of the fastest growing states in the nation before COVID-19 will help us in recovering from it. With your help, we will rebound from this situation with enthusiasm and determination.

I want to thank the business and technology community for your commitment to strengthening Idaho. With your help, we will continue to make Idaho the place where our children and grandchildren choose to stay.

Sincerely,

Brad Little
Governor of Idaho

Capital Connect Conference and 2019 Deal Flow Report Committee

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Idaho Continues to See Growth

In July of 2019, Idaho was the fastest growing state in the nation at 2.1%. Two Idaho metropolitan areas were in the top ten in relative population growth. Coeur d'Alene metro grew by 2.784% while the Boise metro area was close behind with 2.783% growth.

Source(s) | https://www.census.gov/newsroom/press-releases/2019/popest-nation.html
https://boisedev.com/news/2020/03/30/boise-idaho-growth-rate/

Boise, Idaho

Deal Flow Data Findings & Conclusions

Deal Count By Region*

NORTHERN

23 Total Deals		Amount
Bonner	5	$46.10M
Boundry	1	Undisclosed
Kootenai	17	$214.48M

NORTH CENTRAL

5 Total Deals		Amount
Idaho	3	$12.99M
Latah	1	Undisclosed
Nez Perce	1	Undisclosed

EASTERN

14 Total Deals		Amount
Bonneville	5	$15.96M
Clark	1	$1.00M
Lemhi	3	$48.88M
Madison	4	$6.88M
Teton	1	$0.19M

SOUTHWESTERN

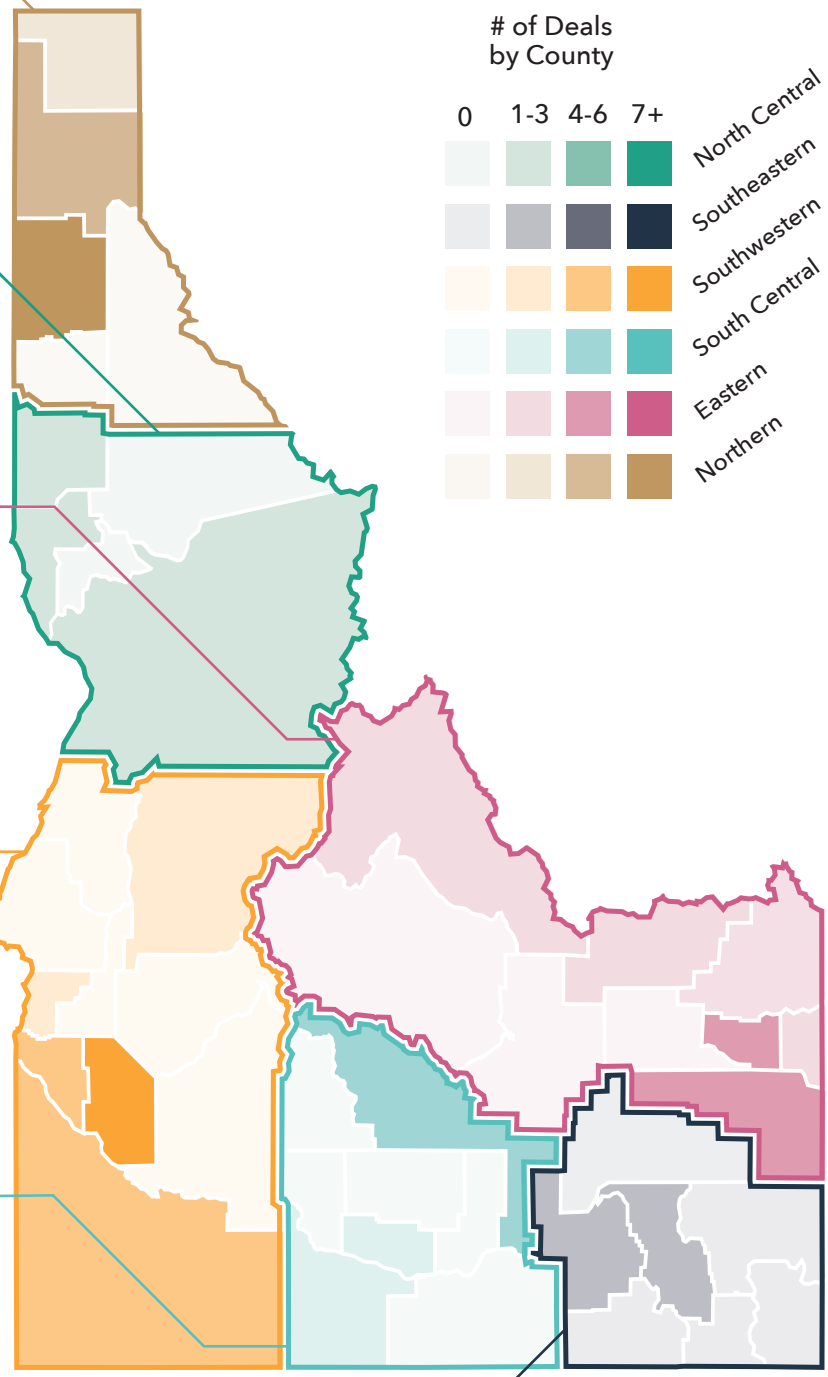
99 Total Deals		Amount
Ada	86	$3.85B
Canyon	6	$146.40M
Owyhee	4	$37.06M
Payette	2	Undisclosed
Valley	1	$19.90M

SOUTH CENTRAL

9 Total Deals		Amount
Blaine	5	$11.64M
Twin Falls	3	Undisclosed
Jerome	1	Undisclosed

SOUTHEASTERN

4 Total Deals		Amount
Bannock	3	$1.27M
Power	1	Undisclosed



2019 Deal Flow Insights

A closer look behind the curtain of equity deals here in Idaho for this year and decade.

This Year

2019 was another strong year for equity deal flow in Idaho. Total deal count was 154, above the 10-year median of 143.5 deals per year. Most of the deal flow came from private placements and mergers & acquisitions. In fact, Idaho had only one public offering this year. This is in line with national trends as more companies are choosing to remain privately owned. Over the last decade, median private placement count has been 72.5 deals per year, and in 2019 private placement count was 87 deals. Furthermore, median mergers & acquisitions count over the last ten years has been 65.5 deals per year and 2019 was consistent with 66 deals.

More than half of deals in 2019 involved companies that were founded within the past 10 years. Of reported deals, median deal size was approximately $1.2 million with 35% of deals being smaller than $1 million and 23% of deals being smaller than $500,000. The majority of deal flow is coming from new, private companies, indicating perhaps that the Idaho capital raising environment is improving. The Technology/Software industry did particularly well this year, increasing its share of deal count and volume in 2019 to 38 and 25%, respectively.

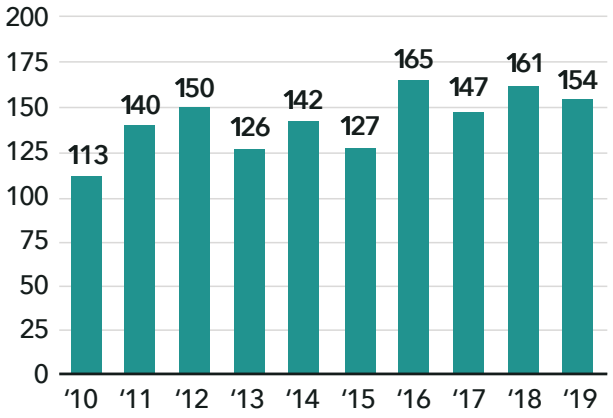
This Decade

Since 2010, Idaho has recorded approximately 1,400 known deals and $45B of deal flow. Given that some transactions go unreported, these numbers likely underestimate both the total count and dollar volume of deals.

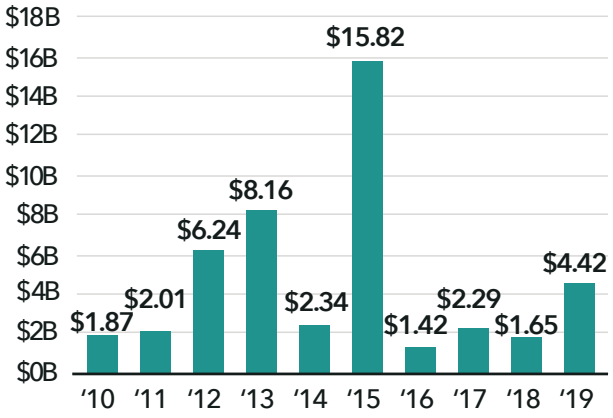
In our reported deal flow from the last decade, 27% of deals by count occurred in the Materials & Resources sector and 21% in Technology/Software. The remaining deal flow has come from Consumer/Retail (16%), Healthcare (10%), Financial Services (9%), Other (9%), and Services (8%). While the greatest percentage of deals comes from the Materials & Resources sector, its proportion has been declining as the percentages of Technology/Software, Consumer/Retail, and Services deal counts continue to rise.

Total Deal Flow

Number of Deals

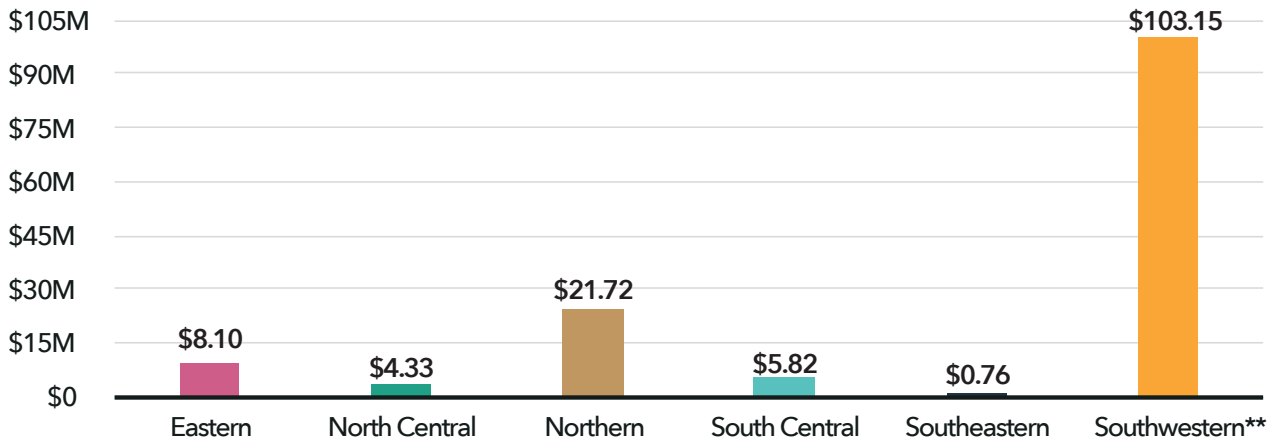


$ Total Volume (Billions)



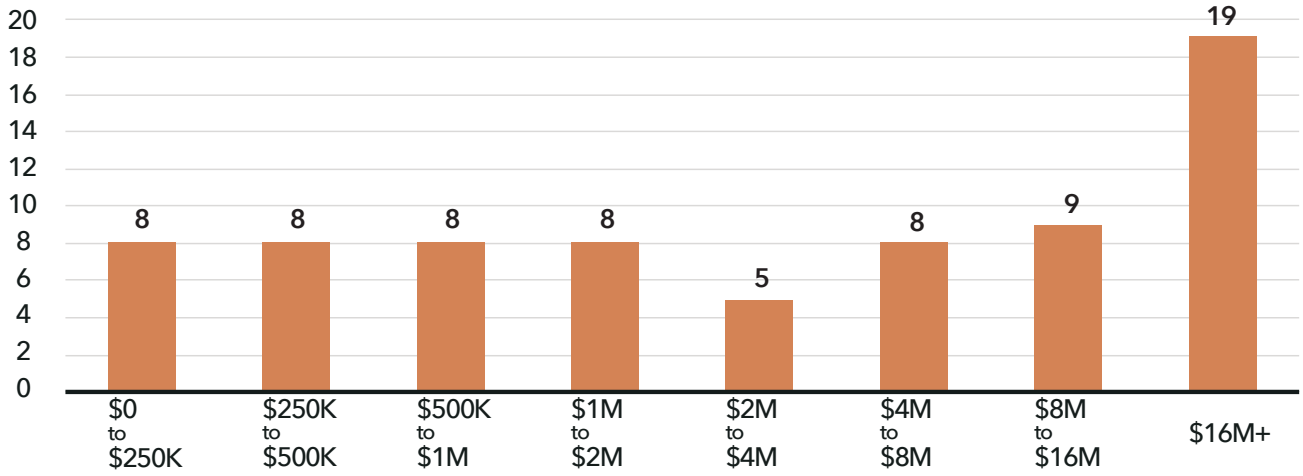
Average Deal Amount by Region, 2019

*See page 6 for more information on regional deal flow data



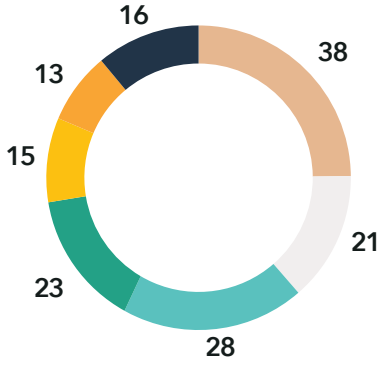
**Excludes $442 milion Pennant Group Public Offering

Deal Size Distribution, 2019

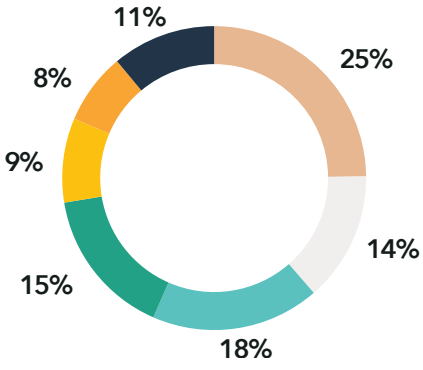


Total Deal Flow by Sector, 2019

Number of Deals by Sector



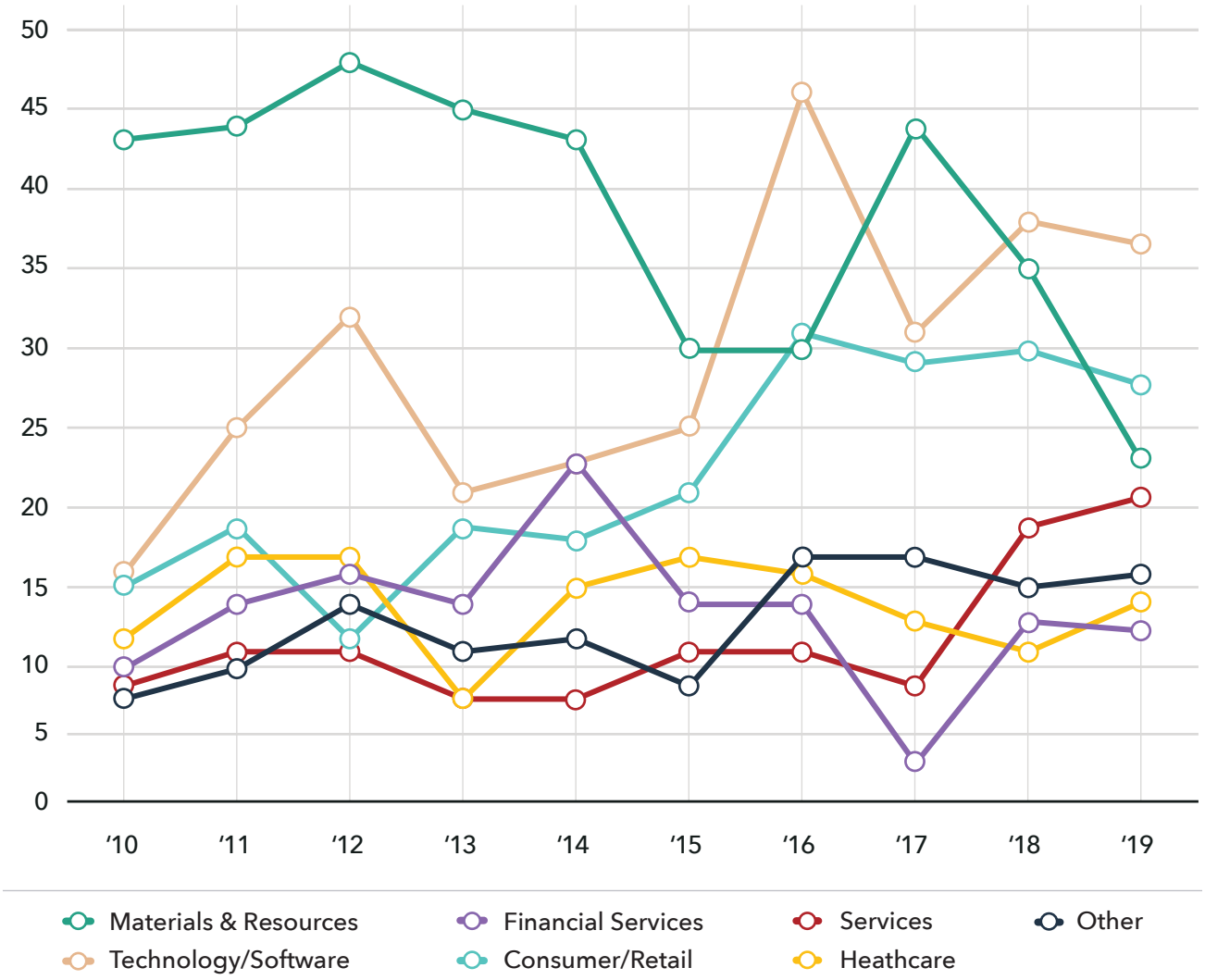
Deal Volume by Sector (%)



Materials & Resources
Financial Services
Services
Technology/Software
Consumer/Retail
Heathcare
Other

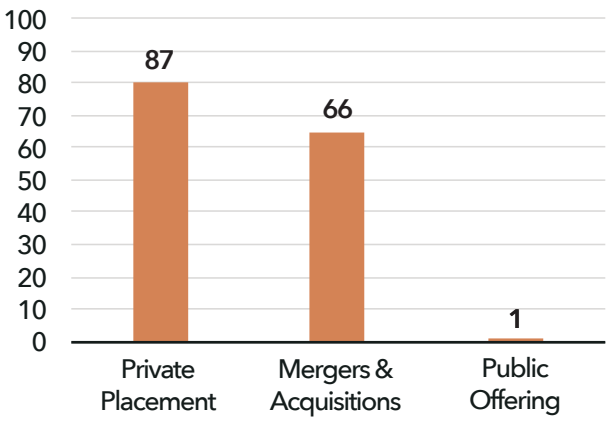
Deal Counts by Sector

Deal Count by Sector Trends from 2010-2019

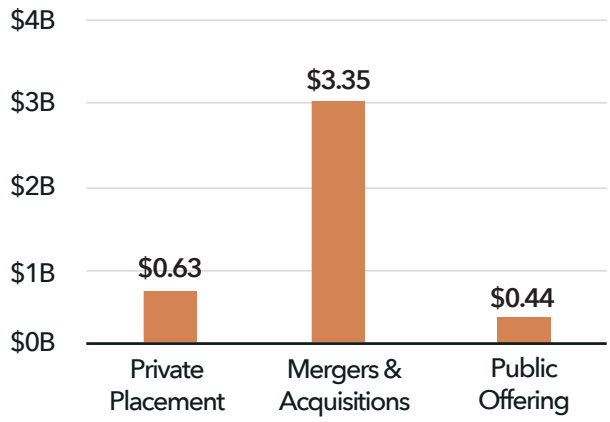


Deal Count by Type, 2019

Deal Count by Type

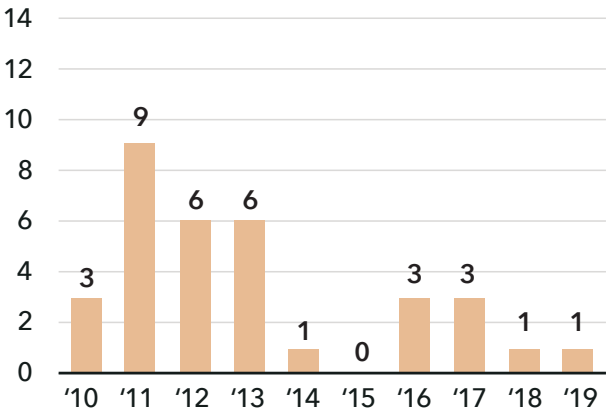


Deal Volume by Type (Billions)

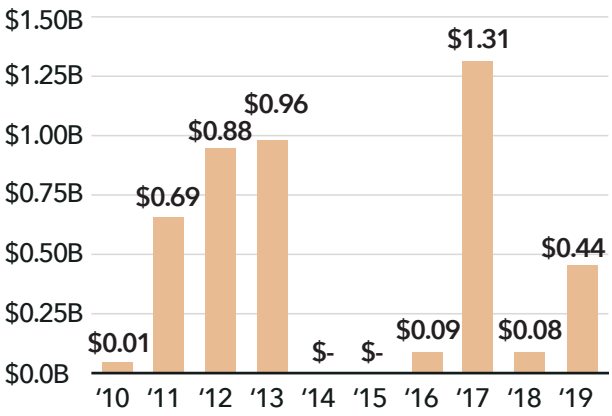


Public Offerings

Public Offerings: Number of Deals

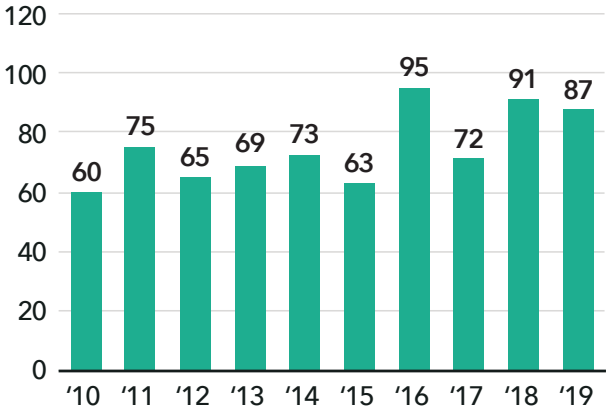


Public Offerings: $ Volume (Billions)

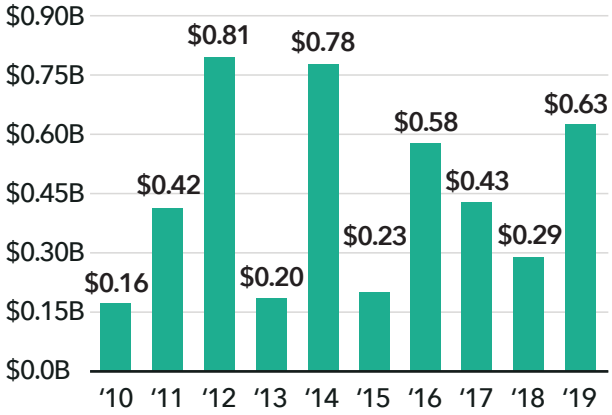


Private Placement

Private Placement: Number of Deals

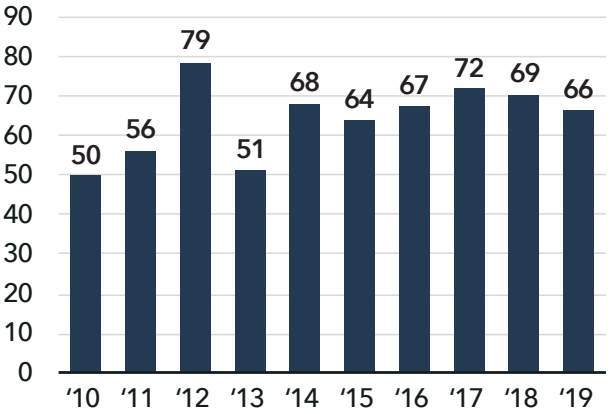


Private Placement: $ Volume (Billions)

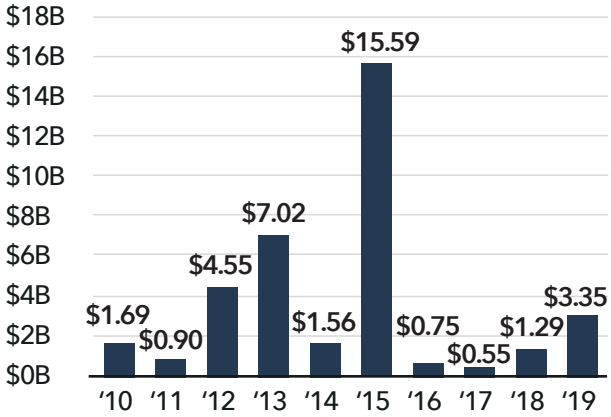


Merger & Acquisition Activity

Mergers & Acquisitions: Number of Deals

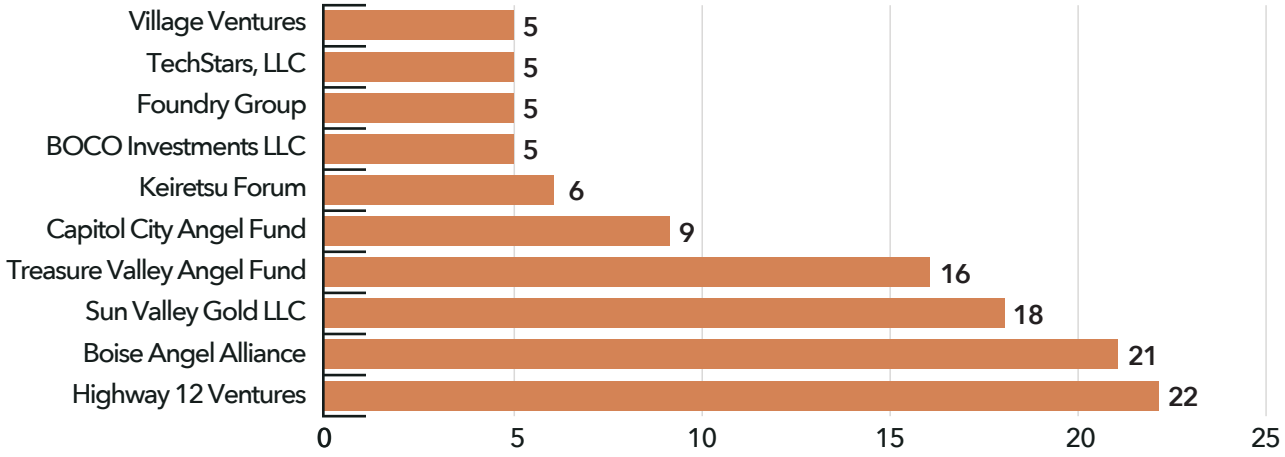


Mergers & Acquisitions: $ Volume (Billions)



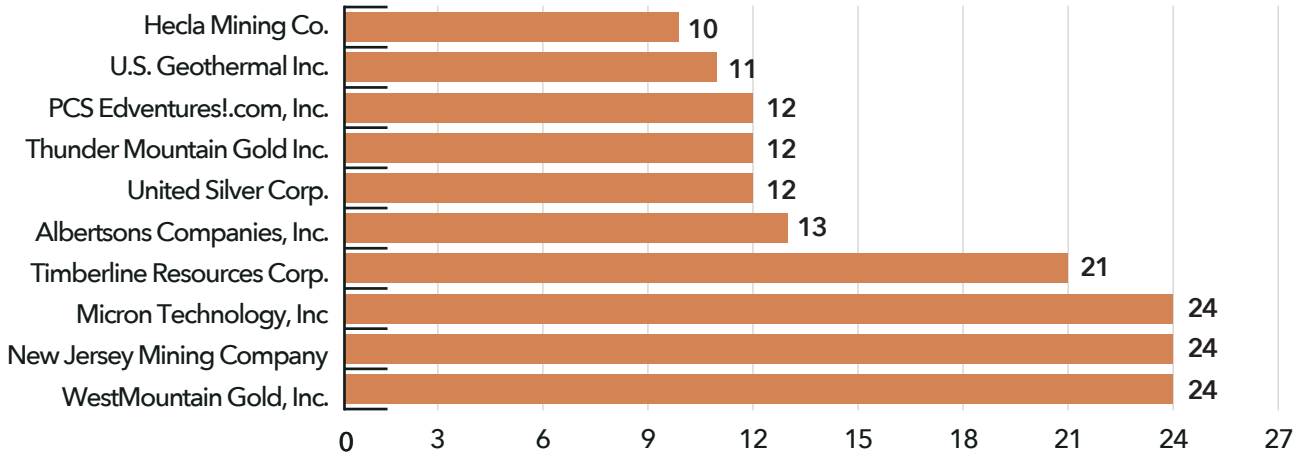
Consistent Investors

Highest Frequency Investors Since 2010



Consistent Performers

Top 10 Companies by Deal Count Since 2010



Deal Flow Disclaimer

We have used commercially reasonable efforts to collect and publish accurate and reliable information in the Deal Flow Report. However, readers should understand that the information contained herein has been collected from several different sources and not all of the information contained in this publication has been independently verified, substantiated, or audited. Accordingly, we make no representation or warranty as to the accuracy, reliability, adequacy, or completeness of the information contained herein. Readers should also understand that this publication does not necessarily contain an exhaustive list of all transactions completed during 2019 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 2019 does not imply endorsement or sponsorship of or ownership by trademark holder.

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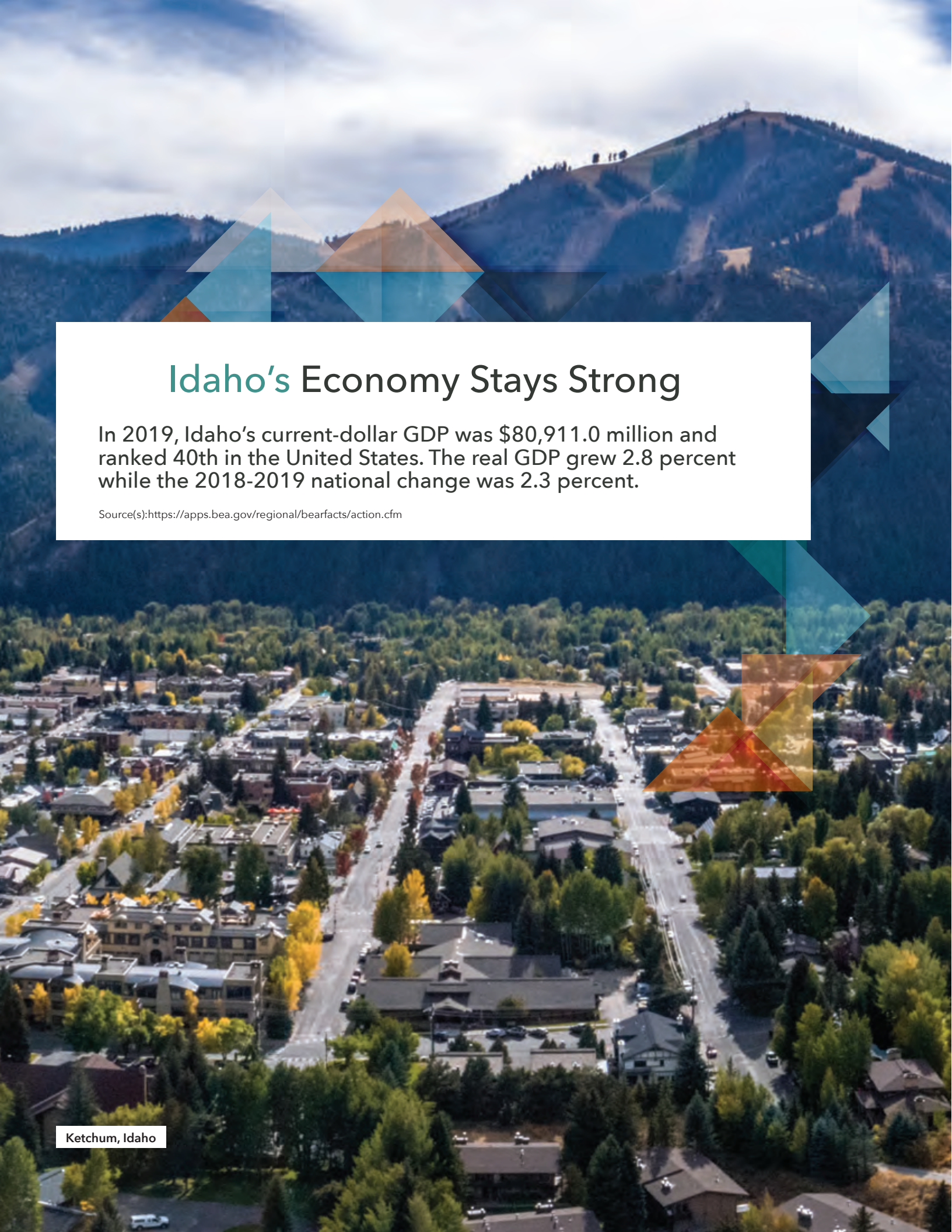
Sources used in compiling the 2019 Deal Flow Report

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

Idaho's Economy Stays Strong

In 2019, Idaho's current-dollar GDP was $80,911.0 million and ranked 40th in the United States. The real GDP grew 2.8 percent while the 2018-2019 national change was 2.3 percent.

Source(s):https://apps.bea.gov/regional/bearfacts/action.cfm



Ketchum, Idaho

Deal Flow Resource Articles

CAPITALCONNECT CONFERENCE

IDAHO TECHNOLOGY COUNCIL

2020 Capital Connecting Conference Showcases Idaho's Food Industry

Hosted by Zions Bank, the event showcased Snacktivist, Iron Mule, and Albertsons to a packed room

Idaho Technology Council and its sponsors – Alturas Capital, Holland & Hart and Zions Bank – held the 2020 Capital Connecting Conference on Feb. 12 in Boise to offer success strategies to aspiring entrepreneurs.

Speakers from Snacktivist, Iron Mule and Albertsons shared their vision, opportunities and challenges for growth. The ITC also announced an ambitious initiative called Fifty to the A, a reference to helping startups obtain Series A Financing, a critical milestone for small businesses that is typically achieved through outside investment.

Jesse Ronnow, director of Digital Marketing for Zions Bancorporation and Idaho Technology Council executive committee member, acknowledged Idaho's growth and future opportunities during his welcome remarks.

"Zions Bank was a founding member of the Idaho Technology Council because we recognized the need to support companies that help attract capital, talent and business opportunities to Idaho," said Ronnow. "We're grateful to the community for rallying around our entrepreneurs and making their success possible."

Joni Kindwall
Snacktivist

Snacktivist

Joni Kindwall-Moore RN, CEO and founder of Snacktivist, launched her company to provide whole grain, gluten-free, vegan foods to people with food allergies and intolerances. She quickly recognized the market opportunity in this growing category and became determined to bring nutritionally rich, sustainable ancient grains to our modern tables. Her concept was validated after winning Boise Startup Week's 2018 Trailmix competition which provided shelf space at the Broadway Albertsons and a $10,000 cash prize.

The central mission of Snacktivist is to revolutionize the grain sector with a focus on ancient grains. Aside from the nutritional value, ancient grains are considered climate-change friendly crops—an important factor in Snacktivist's role as a Benefit Corporation that supports emerging agriculture movements such as diversified crop rotation, sustainable agriculture and regenerative agriculture. Although Snacktivist has been approached by angel investors, the company has been strategic in seeking mission-driven investors who share the same vision. **For more information on Snacktivist visit Snacktivistfoods.com**.

Iron Mule

Matt Bishop and Colin Seeley formed Iron Mule to bring together great coffee and vibrant community. After joining forces, Bishop and Seeley recognized that consumers and retailers were becoming increasingly aware of sustainability issues in the coffee industry, such as reduced biodiversity and farmers living in poverty. Because specialty coffee brands often paid farmers unsustainably low prices based on the commodity market, Bishop and Seeley sought to uncouple specialty prices from this market. They launched a supply chain initiative called Direct Access, which shifts coffee production to a vertically integrated roaster.

This new approach increases profits for farmers without sacrificing high margins for the roaster, while providing customers an unprecedented level of transparency. Based on their market research, the founders believe this approach will attract younger consumers who have demonstrated concerns over climate change and sustainability. Bishop and Seeley projected they can achieve more than $40 million in revenue in five years by obtaining $500,000 in convertible debt and $4 million in subsequent funding. **For more information on Iron Mule visit Ironmulecoffee.com.**

Matt Bishop
Iron Mule

Albertsons

Andy Scoggin, executive vice president for Albertsons, shared the comeback story of one of Idaho's most iconic businesses. Founded by Joe Albertson in 1939, the first Albertsons store was touted as "Idaho's largest and finest food store." Through expansions and acquisitions, Albertsons steadily grew and acquired American Stories Company in 1999, briefly making it the largest American food and drug operator with more than 2,500 stores in 37 states.

This acquisition created challenges that included taking on significant debt. In 2006, Albertsons, Inc. was sold to a consortium of companies, with the bulk of the company's strongest divisions going to SuperValu. What was left of Albertsons, Inc. became Albertsons, LLC, which included more than 600 stores and distribution centers from five of Albertsons divisions.

Industry leader Bob Miller, who started his career at a store owned by Albertsons, was brought on to serve as CEO. To help the company turn things around, he put together a team of executives that included Scoggin. Miller rolled out a decentralized model that put more autonomy in the hands of local store operators who knew their customers. He also modernized the company's technology and doubled down on a strong customer focus that delivered quality and value.

From 2006 – 2013, Albertsons experienced 24 quarters of positive sales growth, a sharp contrast against SuperValu's 28 consecutive quarters of negative sales. Because of Miller's success, Albertsons LLC acquired the remainder of the Albertsons Inc. assets back from SuperValu for $3.3 billion in 2013. Today, Albertsons has more than 2,200 retail stores in 34 states with roughly 270,000 employees. **For more information on Albertsons visit Albertsons.com.**

Andy Scoggin
Albertsons

Vagabond Bakery
Trailmix Winner

Orchestra Provisions
Trailmix Winner

Where Business Starts in Boise

Founded in 2015 by a handful of entrepreneurs and the City of Boise, Trailhead is a startup incubator and coworking space committed to equitable and healthy economic development.

Trailhead members benefit from each other as well as our network of private industry partners, angel investors, and venture capitalists. We provide the growing startup community a place to connect, find resources, and grow their ideas into tomorrow's businesses.

In the last few years, alumni like Partner Hero, Killer Creamery, SWYM, Lovevery, Natural Intelligence, and many others started from ideas and grew into viable businesses. These startups secure millions of dollars in funding, attract top talent, and contribute to a vibrant ecosystem in Boise.

In addition to hosting monthly events, Trailhead also organizes large scale events that reach beyond our immediate ecosystem.

WiSE24

Events include:

- Boise Startup Week (BSW) | Idaho's largest entrepreneurship event with over 60 local partner organizations. Activities include workshops, pitch competitions, panel discussions, networking, and prime time keynotes. In 2019, BSW hosted over 2,600 attendees, over 120 events, and awarded over $50,000 in prize money to early-stage startups.
- Trailmix | A partnership with Albertsons to host food and beverage startups to showcase their work, and compete for prize money. In 2019, the Trailmix winner, Orchestra Provisions, won $20,000 in cash, shelf space at Albertsons Broadway Store, and two days at Chobani Global Innovation Center in Twin Falls.
- WiSE24 | A global, virtual, pitch competition for women entrepreneurs in the tech industry. In 2019, Trailhead hosted three women who pitched to an audience of over 1,500 with the majority being investors.

Idahoans have a strong entrepreneurial spirit and develop amazing ideas from all corners of the state. Boise Startup Week and other Trailhead programs are hosted in Boise, but a recent partnership with Idaho National Laboratory (INL) will allow us to expand our reach to Eastern Idaho.

Trailhead East @ Idaho National Lab is a new incubator program aimed at helping entrepreneurial researchers at INL turn their ideas into profitable businesses. Trailhead East cohort participants will have the unique opportunity to utilize INL's technologies and leverage Trailhead's community to commercialize intellectual property. The new cohort in Idaho Falls will be launched in early 2020.

Trailhead is an entrepreneurial support center. We are here to serve people and help turn ideas into products and businesses. **Visit TrailheadBoise.org to join our growing startup ecosystem.**

BOISE STARTUP WEEK

Boise Entrepreneurship Continues to Rise

Boise Startup Week Is Going Digital to Empower the Community in a Time of Change

Boise Startup Week is back with a new format and theme. Mark your calendars for the week of October 26, 2020, and join us for live events online and via phone. This year's theme is B. Resilient. More information at boisestartupweek.org.

In looking around the country, there are few brighter frontiers than the City of Trees. Boise is the fastest-growing city in the country for a good reason. It continues to make top 10 lists seemingly by the minute for its kind people, booming economy, easy access to the outdoors, low cost of living, and safe streets. Boise has proved itself to be the perfect breeding ground for startups and entrepreneurs.

Boise Startup Week believes that entrepreneurialism is a way of life. Whether you're a startup founder looking for investment or mentorship, an investor looking for prospects, an employer scouting talent, or another passionate member of our community, Boise Startup Week gives you a tremendous opportunity to connect and to leverage your ambitions.

This free event is designed to empower attendees of all backgrounds to imagine what's possible, to develop meaningful connections, and to learn from the best that the Gem State has to offer.

More than 2,800 people attended Boise Startup Week last year with marquee events such as a keynote by Governor Brad Little, a $25,000 Pitch Competition, and even a corporate dodgeball tournament.

Boise Startup Week is a community program housed within Trailhead (trailheadboise.org) and co-chaired with Vynyl (vynyl.com) that promotes entrepreneurship in the Boise community. Boise Startup Week provides individuals with an empowering experience as the week-long event fosters professional growth and development. **To learn more and to stay in touch with us, visit** boisestartupweek.org.

VENTURE CAPITAL.ORG

BOISE STATE UNIVERSITY
COLLEGE OF BUSINESS AND ECONOMICS

VentureCapital.Org: Helping new entrepreneurs create the next generation of industry leading companies

Gabe Bentz
Slant 3D

Visionary Dr. Wayne Brown formed an entrepreneurial assistance center in Salt Lake City to assist early stage innovators to Start, Find Money, and Change the World in 1983. Sadly Dr. Brown perished in an airplane crash 3 years later. The programs he established, now VentureCapital.Org would live on as the first ever venture accelerator in the world and set in motion an entrepreneurial resource capable of transforming economies. VentureCaptial.Org had mentored hundreds of technology and life science companies who today combine to generate over $4.5 billion in recurring sales, employ 45 thousand new world economy technology jobs, and generate over $150 million in annual tax revenue to Utah.

VentureCapital.Org opened an office in Boise in 2014 to expand it's proven model of success into Idaho. It partnered with the College of Business and Economics (COBE) in 2017 to further expand it's presence. The joint entrepreneurial programs have help Idaho based companies raise over $52 million in early stage investment capital. The companies served by VentureCapital.Org allow the COBE Funding Accelerator powered by VentureCapital.Org to provide a rich internship experience for college students from all fields of study interested in new venture commercialization and funding.

Over 36 years, VentureCapital.Org has helped well over one thousand entrepreneurs and companies from all over the country. VentureCapital.Org and the COBE Funding Accelerator have contributed to the Idaho market as well serving over 100 Idaho based firms since 2014. Every year, 70% of new graduates of the pinnacle program, Investors Choice, raise capital within 12 months and collectively raise over $45 million in venture capital. More than 80% of companies funded are still in business 10 years after participating in a VentureCapital.Org program. Graduates have raised 1.6 billion since 2009 and have driven $10.8 billion in exit transactions. As of 2020 companies served by the CFA represent 50% of companies participating in Investors Choice®. A recent independent study found that VCO alumni firms out-performed five of the best venture accelerators in the country: Y-Combinator, 500 StartUps, Plug and Play, Techstars and Dream IT in raising early-stage capital. Join Us in helping new Idaho entrepreneurs create the next generation of industry leading companies. **If you would like to know more visit** Venturecapital.org.

StageDotO

Expertise for All: StageDotO is Providing Opportunity for Boise Companies

Idaho is a remarkable place. But even with the long list of reasons people choose to live, work, and grow businesses here, entrepreneurs and early-stage companies have often struggled to access the capital and business expertise necessary to thrive. The strong history of innovation and bold business leaders has long made this region a quiet, but important, place where ideas have become companies which are local, national and global in scope. But for every success story here there are numerous others which have not received the oxygen of business-capital and expert support to grow here. It is time to build an ecosystem which can foster and support the strong environment of innovation in Idaho.

StageDotO planted a flag in Boise to support Idaho's best innovators. The mission is simple: provide meaningful, early-stage capital and business expertise to help entrepreneurs in get to the all-important next, or "A", round of funding.

StageDotO founders Mike Self and Devin Wade took different professional paths. Mike has deep experience in finance and institutional level investing with some of the industry's best-known companies. Devin is an experienced entrepreneur and investor who has built, grown, and successfully exited multiple companies. After identifying the growing gap between entrepreneurs and series A funding, the pair set out to build a bridge for passionate innovators and StageDotO was born.

StageDotO provides more than just funding. A deep bench of fund partners also provides advisement, business expertise across a wide range of disciplines, and an extensive network of top tier connections to assist entrepreneurs in building strong foundations to support future growth and attract next round funding. StageDotO partners are accomplished executives and entrepreneurs who know what it takes for companies to scale their business and take advantage of market opportunities.

The first StageDotO fund began investing in 2016 and is geographically agnostic with investments in virtually every region of the United States, as well as London and Prague. In 2019 StageDotO made the move from Seattle to Boise and announced a $50 million-dollar fund at the Idaho Technology Council's 2019 Capital Connect conference and is focused on financing and growing Idaho based companies. 110 Main Street in downtown Boise is home base for the StageDotO team and serves as offices for its Idaho investments, creating an unmatched environment filled with entrepreneurs and unique vibe of passion, talent, and support.

StageDotO is investing in Idaho early-stage companies to help them grow, attract next stage capital, and provide jobs for the deep pool of talent found here. StageDotO is proud to be an integral part of "50 to the A" which is focused on helping fifty Idaho companies receive Series A funding and is excited to be a catalyst for growing an ecosystem that celebrates innovation, provides funding and business support, and builds on Idaho's rich history of world changing organizations that began, grew, and stayed in the Gem State.

For more information on StageDotO, please visit www.StageDotO.com.

Emsi Staff

Susan Lloyd & Sandy Broun
Tin Roof Tacos

Adam Day
Iron Barber

Jack Gann
Mentor

Money With A Purpose

MoFi Provides Financing That Makes a Difference

Qualifying for a bank loan can be challenging. A hard-working business owner or entrepreneur with a promising business or idea isn't enough. Without assets and a solid cash down payment, bank financing isn't an option. Mofi provides these people with access to secure capital to make their plans a reality.

Take Adam. After working for years at Iron Barber, he finally had the opportunity to buy it when the owner was ready to retire. But, with his salary and the cost of living in Boise, he hadn't been able to save much money. He had a great reputation, knew the clientele, and was a hard worker. But without a down payment and assets to pledge for the loan, he walked out of every bank with a 'no.' When a banker referred him to MoFi, all of that changed. Adam was able to buy the business and start building assets for a solid financial future.

People often think that assets and cash down payments are synonymous with people who can repay a loan. MoFi has proven that to be untrue. MoFi's clients repay their loans – there are very few loan defaults – because clients get a safety net that isn't asset-based, but skills-based. Each client receives free business assistance tailored for their business needs, including legal assistance, bookkeeping, financial management and human resources. MoFi has a team to support each business owner and entrepreneur through those first few critical years.

Tin Roof Tacos is another great example. As a staple of the Boise food scene, it might be hard to imagine that the fantastic street tacos and hard-working sisters who started the business would have had a hard time getting financing. But, like many start-ups, they fell short of bank lending requirements. MoFi's financing helped them get started, and they have gone on to sell millions of tacos and become a great employer, with over 80 employees.

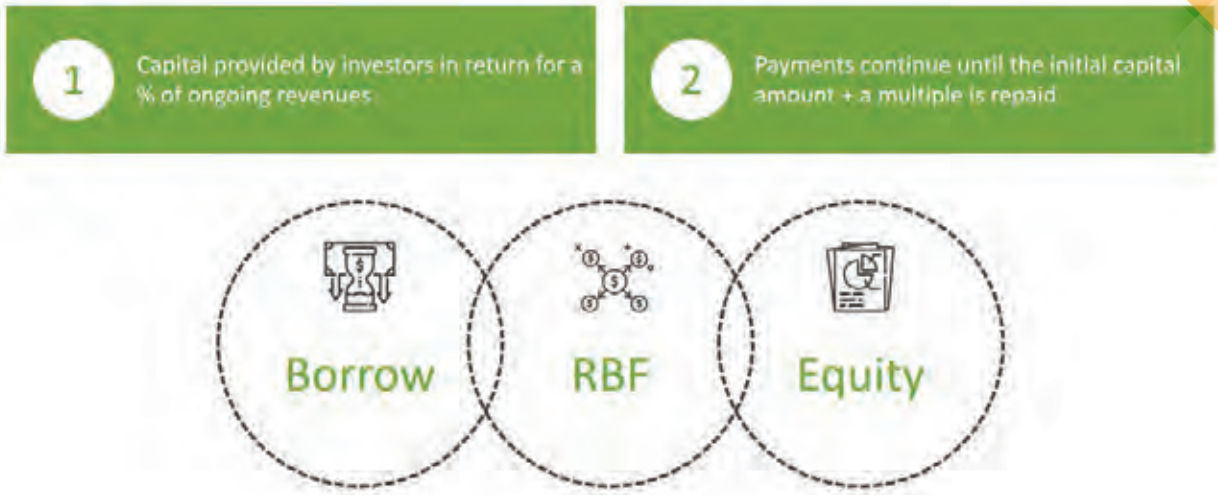
Larger businesses also often stall in their growth when expansions require millions of dollars in equity for down payments. For these businesses, MoFi can provide tax credit-enhanced financing through the New Markets Tax Credit Program. Companies such as Emsi, in Moscow, used MoFi's tax credit financing to move forward with construction of a new corporate headquarters that may help them become the largest employer in Moscow. MoFi has provided $273 million in capital through this program to help companies expand in Idaho.

MoFi's financing helps people build the business of their dreams and creates jobs in Idaho. Between banks, credit unions, and MoFi, Idahoans have access to the capital they need to keep building a vibrant economy for future generations. **To learn more visit Mofi.org.**

SAGE GROWTH CAPITAL

Smart funding for your growing business

What is Revenue-Based Finance?



Sage Growth Capital Helps By Opening Up a Different Avenue For Your Business to Get The Money It Deserves

Where can growing companies obtain capital to support that growth? They traditionally have three options:

- Borrow | They may be able to borrow the capital from traditional lending sources. Often, these sources are not available to newer companies and if available, will require tying up both personal and company collateral in addition to requiring the owners to give personal guarantees.
- Bootstrap | Bootstrapping means using cash flow generated by the business to support growth. Many companies simply cannot generate cash flow fast enough to support growth, which means foregoing opportunities.
- Sell Stock | Family, friends and angels may be willing to purchase stock. Raising equity capital (i.e. selling stock) is time consuming, requires the business to be valued before it has a significant operating history, and dilutes the founders' ownership. Founders should keep in mind that selling stock commits them to creating a liquidity event sometime in the next five to ten years in order to pay their investors back. This likely will require selling the company, an eventuality not always in the best interests of the entrepreneur.

Sage Growth Capital offers a fourth type of capital known as revenue-based financing. It does not require collateral or guarantees, it's available quickly, and does not require the owners to give up a share of the business. No valuation or liquidity event is needed. With revenue-based financing, Sage invests for a share of future revenue until an agreed-upon multiple of the investment has been paid back.

For example, we might invest $100,000 in exchange for 5% of monthly revenue until we have been paid a total of $200,000. Once the $200,000 has been paid, the contract ends. Sage has no ongoing interest in the company.

Ideal candidates for revenue-based financing have at least 18 months of sales, have stable gross margins of 40% or more, and need capital to support current growth opportunities. Savvy entrepreneurs might also use the capital to bridge to a later equity round. By so doing they may increase the value of the company before raising additional equity capital.

More information is available at Sagegrowthcapital.com.

The First Boise-Based Investment Bank

Helping Businesses Flourish

Galena Capital was founded by Jerry Sturgill and Bill Benjamin in 2018 with a passion to help small- to medium-size companies grow, innovate, and achieve through access to strategic growth capital and mergers and acquisitions.

From their long professional careers in various settings–including Wall Street and the Silicon Valley–they know that local and focused investment banking support helps companies grow, owners to exit, and when needed, troubled businesses to restructure.

Jerry Sturgill is a former corporate lawyer from Wall Street and a long-time investment banker. He has also been the CEO for the successful restructuring of a regional, mid-market company and its sale to a subsidiary of Securitas. Jerry is a fifth generation Idahoan and a former whitewater river guide.

Bill Benjamin was a Piper Jaffray, Silicon Valley-focused investment banker and later the CEO of US Bank's broker-dealer and RIA. Bill came to Idaho to be the CEO of Covr Financial Technologies, a Boise-based fin-tech company. He is a competitive cyclist and avid wildlife photographer.

With the objective of growing the premier financial services firm in the region, the Galena Capital will grow with talented partners and associates, like Juan Carlos Duque. JC recently joined the firm and brings deep private equity and family office experience. Like Bill and Jerry, he also has been a CEO. And he is tri-lingual in English, Spanish, and Portuguese. Increíble!

Galena Capital is laser-focused on helping small- to medium-size businesses in Idaho and the surrounding economies of the US Northwest.

For copies of Galena Capital's recently published white papers on Mergers & Acquisitions and Restructuring & Bankruptcy, **go to their website at Galenacapital.com.**

VectorPoint Ventures: Here to Help Your Business Grow

VectorPoint's cohesive team of professionals brings a successful track record to bear to assist companies

The VectorPoint Ventures team has extensive experience helping entrepreneurs and early stage to growth stage companies lead and thrive as they overcome challenges and build their businesses. VectorPoint Ventures is a seed through growth stage purpose-driven impact venture firm and advisory practice that is primarily focused on life sciences & health and clean technology sector companies that are based in the greater Northwest region.

Motivated to make a positive difference in the world with our work, VectorPoint's team accelerates emerging and growth stage companies that are addressing some of society's most pressing challenges. We collaborate with family offices and other investors targeting capital placement in seed stage, early stage and growth stage companies that have or we believe will have a positive measureable social and/or environmental impact in the United States and the world through their products, solutions, systems or services. We thrive by helping stakeholders meet and exceed their growth objectives, financial objectives and community impact objectives.

We seek to be a valued and trusted partner to portfolio company management teams, investor partners and other fellow stakeholders, and to deliver superior returns to investors. VectorPoint's advisory work is the heart of our value-add approach. We seek to start as advisors and later bring capital to the best opportunities and continue as active advisors through investor exit. This is a winning strategy for entrepreneurs, investors and other stakeholders.

VectorPoint's cohesive team of Managing Directors, advisors, and other professionals brings a successful track record in industry operational, venture capital, angel investing and target sector experience to bear assisting companies, boards of directors and their management teams as they navigate through business challenges. Our five core team members, Jolene Anderson, Don Megrath, Rick Nagle, Brendan Rauw, and David Starr, have extensive experience in operational and leadership functions, including business development, finance, information technology, strategic planning, implementation and investment banking. We advise company management teams and boards of directors and also assist Pacific Northwest universities and research institutions with tech transfer and commercialization. We provide patient and dedicated support, helping management teams take their companies to the next level and greater social and/or environmental impact.

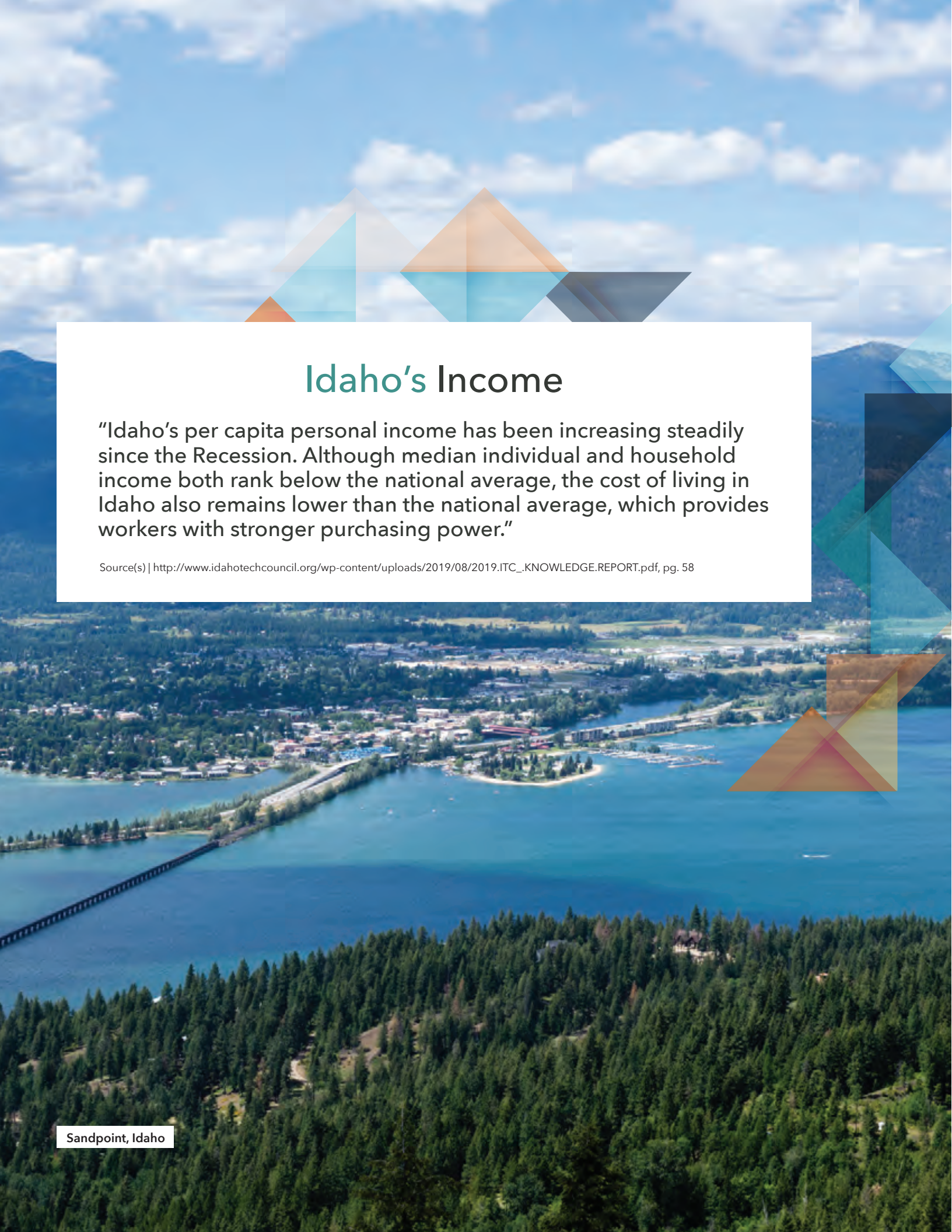
The VectorPoint team's real-world company management and operating experience is an essential ingredient assisting emerging companies and management teams as they work to commercialize their product or service and scale. For entrepreneurs, we offer advice and other resources prior to our work bringing capital investment to companies that are ready to effectively utilize resources. We partner with management teams, help fill gaps, and support business leaders as they strive to reach business objectives. We also serve as active board members or advisors, helping guide companies through multiple growth stages. Our role as advisors varies depending on the needs and capabilities of each company.

The commitment of VectorPoint's partners to upward value momentum is based on a conviction that the creation of value derives from a combination of investment discipline, a long-term commitment to portfolio companies, transparency and the ability to listen to and communicate clearly with stakeholders. **Visit Vpointv.com if you would like more information.**

Idaho's Income

"Idaho's per capita personal income has been increasing steadily since the Recession. Although median individual and household income both rank below the national average, the cost of living in Idaho also remains lower than the national average, which provides workers with stronger purchasing power."

Source(s) | http://www.idahotechcouncil.org/wp-content/uploads/2019/08/2019.ITC_.KNOWLEDGE.REPORT.pdf, pg. 58



Sandpoint, Idaho

Deal Flow Public Offerings

Photo Provided by Melt Organic Deal Found on Page | 37

The Pennant Group

Region
Southwestern

Industry
Healthcare

The Pennant Group, Inc.

Eagle , ID ▸ **Founded 2019** ▸ **CEO Daniel Walker**

The Pennant Group offers home health, hospice, and senior living services.

Transaction Details

Amount $442,520,000 | **Date** 10/1/19

Deal Source(s) Capital IQ, Internet, PitchBook

The Pennant Group was spun out of The Ensign Group through an initial public offering on the Nasdaq stock exchange under the ticker symbol of PNTG on October 1, 2019. The Ensign Group stockholders received one share of The Pennant Group common stock for every two shares of The Ensign Group common stock held on the record date.

Photo Provided by Pennant Group LLC

PENNANT GROUP

The Pennant Group, Inc. (NASDAQ: PNTG) is a leading provider of high-quality healthcare services to patients of all ages, including the growing senior population, in the United States. Through our innovative operating model, we strive to be the provider-of-choice in the communities we serve. In our experience, healthcare is a local endeavor, largely dependent upon personal and professional relationships, community reputation and an ability to adapt to the changing needs of patients, partners and communities. We empower our highly dedicated leaders and staff at the local level to make key decisions and create a sense of ownership over operational and clinical results and the employee experience.

On October 1, 2019, we completed a spin-off from The Ensign Group, Inc. (NASDAQ: ENSG), our former parent company, which was formed in 1999 with the goal of establishing a new level of quality care within the skilled nursing industry. The name "Pennant" is synonymous with a "flag" or a "standard" and represents our mission of setting the standard by which all others in the home health, hospice and senior living industries are measured.

While we're a new publicly traded company, the story really began in 2010 when we acquired our first home health and hospice agency based in Boise, Idaho. Since then, we have grown to provide home health and hospice services through 65 agencies and senior living services at 53 senior housing communities across Arizona, California, Colorado, Idaho, Iowa, Montana, Nevada, Oklahoma, Oregon, Texas, Utah, Washington, Wisconsin and Wyoming. Every operation is supported by a dedicated, growing team of expert resources at our Service Centers in Eagle, Idaho, and Tempe, Arizona.

Each one of our businesses is an independent operating subsidiary that functions under the direction of local clinical and operational leaders, each of whom are empowered to make decisions based on the unique needs of the patients, partners and communities they serve. This is in contrast to typical models where control and key decision-making is centralized at the corporate level. Leaders are incentivized to share best practices and real-time data and benchmark clinical and financial performance with their partners throughout the organization. We believe this locally-driven data-sharing and peer accountability model is unique amongst healthcare and senior living providers and has proven effective in improving clinical care, enhancing patient and resident satisfaction and promoting operational efficiencies.

Each operation's leader and his or her staff are encouraged to make their operations the "provider of choice" in the communities they serve. To accomplish this goal, our leaders work closely with their clinical staff and our expert resources to identify unique patient needs and priorities in their communities and to create superior service offerings tailored to those needs. We believe that our localized approach to program development and patient care leads prospective patients and referral sources to choose or recommend our operations to others. Similarly, our emphasis on empowering local decision-makers encourages leaders to strive to become the "employer of choice" in the communities they serve. One of our core values is the principle that the best patient care is provided by employees who experience significant work satisfaction because they are valued as individuals. Our leaders work hard to embody this core value and to attract, train and retain outstanding clinical staff by creating a work environment that fosters critical thinking, measurement, and relevance. Our local teams are motivated and empowered to quickly and proactively meet the needs of those they serve, without waiting for permission to act or being bound to a "one-size-fits-all" corporate strategy. **To find out more visit Pennantgroup.com.**

Deal Flow Private Placements

Photo Provided by Killer Creamery Deal Found on Page | 32

Private Placements

Aftermarket Performance Group, LLC	$4,200,000
Alaska National Insurance Co.	$950,000
All is Calm, LLC	$660,000
All Social, Inc.	$11,100,000
American CuMo Mining Corp.	$500,000
American Ostrich Company, LLC	$960,000
AmmoSquared, LLC	$100,000
Art Haus LLC	$1,000,000
Bank of Idaho Holding Co.	$15,000,000
BeMetals Corp.	$6,250,000
Buddy Pegs, LLC	$185,000
Cauze, Inc.	$1,810,000
Chesapeake Gold Corp.	$11,310,000
Coeur d'Alene Bancorp, Inc.	$5,000,000
Continuous Composites LLC	$1,620,000
Divinia Water, Inc.	$460,000
Edible Armstrong, LLC	$200,000
Edible Armstrong, LLC	$100,000
Emmersion Learning, Inc.	$2,680,000
Empowered Education, LLC	$8,000,000
Empowered Education, LLC	$5,000,000
Etison, LLC	$1,000,000
Exact Plus, LLC	$150,000
Facible	$500,000
Focus IP, Inc.	$8,100,000
Focus IP, Inc.	$10,000,000
Gather Innovations, Inc.	$1,040,000
Granatus Septem, LLC	$90,000
High Desert H2O, LLC	$1,169,000
Idaho Champion Gold Mines Ltd.	$1,000,000
Idaho Champion Gold Mines Ltd.	$1,200,000
indieDwell Holdings, Inc.	$5,500,000
Integra Resources Corp.	$5,020,000
Integra Resources Corp.	$19,167,683
Integra Resources Corp.	$12,460,000
Integrity Factoring and Consulting, Inc.	$410,000
IRWS, LLC	$1,000,000
iVinci Partners, LLC	$8,150,000
Joule Case, Inc.	$500,000
Locqum, LLC	$1,200,000
Lovevery, Inc.	$22,600,000
Lumineye, Inc.	$150,000
LunchBox Wax	$3,500,000
Market Igniter, Inc.	$100,000
Melt Organic	$1,850,000
Midas Gold, Inc.	$19,900,000
Mythic, Inc.	$30,000,000
Nardagani, Inc.	$330,000
New Transport Technologies 2, LLC	$250,000
NextHealth Technologies, Inc.	$16,830,000
Nview Health, Inc.	$4,650,000
Ocular Innovations, Inc.	$500,000
Otis Gold Corp.	$999,586
PlexTrac, Inc.	$1,000,000
Resource Data, Inc.	$300,000
RetroLux, Inc.	$1,000,000
Retrolux, Inc.	$1,250,000
Revival Gold Inc.	$5,040,000
Sage Growth Capital	$2,115,000
SigmaSense, LLC	$3,520,000
Smarter Sorting, Inc.	$17,000,000
Splash Wines, Inc.	$470,000
Student Connect, LLC	$500,000
Synergy One Lending, Inc.	$1,000,000
Tango Card, Inc.	$10,000,000
TerraClear, Inc.	$10,790,000
Thunder Mountain Gold, Inc.	$250,000
Timberline Resources Corp.	$6,000,000
Timberline Resources Corp.	$160,000
Timberline Resources Corp.	$250,000
Timberline Resources Corp.	$600,000
Touvuti	$570,000
Vacasa, LLC	$319,000,000
VR Health Network, Inc.	$160,000
WASHIE	$100,000
WHGR2, LLC	$900,000
Woodland Empire Ale Craft, Inc.	$165,000
YList, Inc.	$270,000

Amounts Undisclosed

Alliance Medical Group, LLC
Blue Cross of Idaho
Plant Therapy, LLC
Simply Eloped, LLC
StageDotO
Stat PADS, LLC
Volocopter LLC
XCraft, Inc.
Zennify, LLC

Region
Eastern

Industry
Consumer/Retail

Aftermarket Performance Group, LLC

Rexburg, ID ▸ **Founded 1999** ▸ **CEO Matt Jordan** ▸ **CFO Victor Pompino**

Aftermarket Performance Group distributes automotive parts and accessories in the United States and Canada for branded automobiles including Chevrolet and Ford Power Stroke diesel pickup trucks.

Transaction Details

Amount $4,200,000 | **Date** 3/14/19
Deal Source(s) Internet, PitchBook, Reg D
Aftermarket Performance Group received approximately $4.2 million of development capital from 18 undisclosed investors on March 14, 2019.

Region
Southwestern

Industry
Healthcare

Alliance Medical Group, LLC

Garden City, ID ▸ **Founded 2011** ▸ **CEO David Peterman**

Alliance Medical Group operates as an independent medical group providing urgent care, family medicine, pediatrics, and specialist care services.

Transaction Details

Law Firm Stoel Rives LLP | **Date** 4/2/19
Deal Source(s) Capital IQ, Internet
Blue Cross of Idaho Health Service acquired a minority interest in Alliance Medical Group on April 2, 2019.

Region
Northern

Industry
Other

All is Calm, LLC

Coeur d'Alene, ID ▸ **Founded 2017**

All is Calm is an off-Broadway musical production based in Idaho.

Transaction Details

Amount $660,000 | **Date** 3/18/19 | **Deal Source(s)** Network, Reg D
As of March 3, 2019, All is Calm had raised approximately $660,000 of equity in a round of funding.

Region
Southwestern

Industry
Materials & Resources

American CuMo Mining Corp.

Vancouver ▸ **Founded 1971** ▸ **CEO Shaun Dykes** ▸ **CFO Trevor Burns**

American CuMo Mining, Canadian-based mining company, directed by industry experts with more than 260 years combined environmental policy, regulation, permitting, compliance, geological exploration, mine planning and sustainable development expertise. CuMoCo is currently advancing two U.S.A. projects–the world-class CuMo Project and its newly-acquired Calida Gold Project, both in the state of Idaho.

Transaction Details

Amount $500,000 | **Date** 1/3/19 | **Deal Source(s)** Internet
American CuMo Mining raised $500,000 in a non-brokered private placement on January 3, 2019. The company is using its funds to advance its recently acquired Calida Gold Project in Idaho.

Region
Southwestern

Industry
Financial Services

Alaska National Insurance Co.

Anchorage, AK ▸ **Founded 1979** ▸ **CEO Craig Nodtvedt**

Alaska National Insurance provides personalized insurance services including workers compensation, commercial property and auto, general liability, inland marine, umbrella, crime and other commercial insurances.

Transaction Details

Amount $950,000 | **Date** 10/7/19 | **Deal Source(s)** PitchBook
Alaska National Insurance raised approximately $950,000 of angel funding from undisclosed investors on October 7, 2019.

Region
Southwestern

Industry
Consumer/Retail

American Ostrich Company, LLC

Kuna, ID ▸ **Founded 2013** ▸ **CEO Alexander McCoy**

American Ostrich Company provides food products intended to transform ostrich production from a collection of fragmented inefficient farms into a nationally scalable business.

Transaction Details

Law Firm Perkins Coie | **Amount** $960,000 | **Date** 3/13/19
Deal Source(s) Internet, PitchBook
American Ostrich Company raised approximately $960,00 of angel funding through the combination of equity and convertible promissory notes from undisclosed investors on March 13, 2019.

Region
Southwestern

Industry
Technology/Software

All Social, Inc.

Eagle, ID ▸ **Founded 2018**

All Social provides an online platform created to help people connect with each other. The company's platform enables users to reach people with all the posts and messages they share.

Transaction Details

Amount $11,100,000 | **Date** 11/22/19
Deal Source(s) PitchBook, Reg D
All Social raised $11.1 million of angel funding from undisclosed investors on September 10, 2019.

Region
Southwestern

Industry
Consumer/Retail

AmmoSquared, LLC

Nampa, ID ▸ **Founded 2015** ▸ **CEO Dan Morton**

AmmoSquared supplies ammunition on a subscribed monthly basis making ammo easier to purchase, store, exchange, and receive.

Transaction Details

Amount $100,000 | **Date** 11/13/19 | **Deal Source(s)** Form C
AmmoSquared raised $100,000 in a private placement on November 13, 2019.

Region
Southwestern

Industry
Services

Art Haus LLC

Boise, ID ▸ **Founded 2018**

Art Haus LLC owns and operates a restaurant in Boise, Idaho.

Transaction Details

Amount $1,000,000 | **Date** 5/15/19 | **Deal Source(s)** Capital IQ, Reg D
Art Haus LLC announced that it will receive $1 million in funding on May 17, 2019. The company will issue common shares in the transaction. The company will issue securities pursuant to exemptions provided under Regulation D.

Region
Eastern

Industry
Financial Services

Bank of Idaho Holding Co.

Idaho Falls, ID ▸ **Founded 1985** ▸ **CEO Jeff Newgard**

Bank of Idaho Holding operates a commercial community bank based in Idaho and offers personal, business banking, and other wealth management services.

Transaction Details

Law Firm Stinson Leonard Street | **Amount** $15,000,000 | **Date** 7/18/19
Deal Source(s) Capital IQ, Internet, PitchBook, Reg D
Bank of Idaho Holding Co received $15 million of development capital from Castle Creek Capital on July 20, 2019.

Region
Southwestern

Industry
Materials & Resources

BeMetals Corp.

Vancouver ▸ **Founded 2008** ▸ **CFO Kristen Reinertson**

BeMetals engages in the acquisition of quality exploration, development, and production of stage base metals projects.

Transaction Details

Amount $6,250,000 | **Date** 6/11/19
Deal Source(s) Capital IQ, Internet, 8-K
BeMetals Corporation announced a private placement of 10,000,000 shares on June 11, 2019, including participation from existing investor, Thunder Mountain Gold.

Region
Southwestern

Industry
Healthcare

Blue Cross of Idaho

Meridian, ID ▸ **Founded 1945**

Blue Cross of Idaho Health Service is an insurance company based in Boise, Idaho. The company works cooperatively with Idaho healthcare providers to ensure its customers access to needed healthcare services and promote the delivery of quality and cost-effective care.

Transaction Details

Law Firm Holland & Hart LLP. | **Date** 4/2/19
Deal Source(s) Internet, PitchBook
Blue Cross of Idaho acquired a minority stake in Primary Health Medical group on April 2, 2019.

Region
Eastern

Industry
Other

Buddy Pegs, LLC

Victor, ID ▸ **Founded 2015** ▸ **CEO Scott Fitzgerald**

Buddy Pegs operates a media production company that provides multimedia products for children.

Transaction Details

Amount $185,000 | **Date** 7/18/19
Deal Source(s) Capital IQ, PitchBook, Reg D
Buddy Pegs raised $185,000 of angel funding from 10 undisclosed investors on July 18, 2019.

Region
Southwestern

Industry
Technology/Software

Cauze, Inc.

Boise, ID ▸ **Founded 2011** ▸ **CEO Jason Hausske**

Cauze operates an online donation platform designed to let individuals donate to any public charity.

Transaction Details

Law Firm Summit Law Group | **Amount** $1,810,000 | **Date** 3/15/19
Deal Source(s) PitchBook, Reg D
Cauze raised $1.81 million of seed funding from Decker Rolph, Shaula Massena and other undisclosed investors on March 15, 2019, putting the company's pre-money valuation at $5 million. Of the total amount, $1.04 million was originally raised in the form of convertible debt and options and subsequently converted to common equity.

Region
South Central

Industry
Materials & Resources

Chesapeake Gold Corp.

Vancouver ▸ **Founded 2002** ▸ **CFO Sam Wong**

Chesapeake Gold focuses on the exploration and development of precious metals projects in North and Central America, primarily exploring for gold, silver, and zinc deposits.

Transaction Details

Amount $11,310,000 | **Date** 8/28/19 | **Deal Source(s)** Capital IQ
Chesapeake Gold announced a private placement of 5.334 million common shares at a price of CAD 2.25 per share on bought-deal basis for proceeds of approximately CAD 12 million and a non-brokered private placement of 1.334 million common shares at a price of CAD 2.25 per share for proceeds of approximately CAD 3 million for aggregate gross proceeds of CAD 15 million on July 29, 2019. The non-brokered part will include participation from Sun Valley Gold Master Fund, a fund managed by Idaho investor Sun Valley Gold.

Region
Northern

Industry
Financial Services

Coeur d'Alene Bancorp, Inc.

Coeur d'Alene, ID ▸ **Founded 2001** ▸ **CEO Wes Veach** ▸ **CFO Ashley Lenz**

Coeur D'Alene Bancorp offers various banking products and solutions including business and personal solutions and ebanking services.

Transaction Details

Amount $5,000,000 | **Date** 5/6/19 | **Deal Source(s)** Capital IQ, Reg D
Coeur d'Alene Bancorp received $5 million in a private placement on May 14, 2019.

Region
Northern

Industry
Services

Continuous Composites LLC

Coeur d'Alene, ID ▸ **Founded 2015** ▸ **CEO Tyler Alvardado**

Continuous Composites develops and manufactures robotic arms and 3D printing intended to build composite parts. The company utilizes rapid curing thermoset resins with continuous fibers in order to create a moldless, Out of Autoclave, composite additive manufacturing process.

Transaction Details

Amount $1,620,000 | **Date** 12/26/19 | **Deal Source(s)** PitchBook
Continuous Composites raised $1.62 million of angel funding from undisclosed investors on December 26, 2019.

Region
Eastern

Industry
Consumer/Retail

Divinia Water, Inc.

Idaho Falls, ID ▸ **Founded 2015** ▸ **CEO Steven Sedlmayr**

Divinia Water produces purified bottled water that yields patent-pending H2O removing pollutants and contaminants on the deepest level.

Transaction Details

Amount $460,000 | **Date** 9/17/19
Deal Source(s) Form C, Internet, PitchBook
Divinia Water closed on approximately $460,000 of product crowdfunding via StartEngine Crowdfunding as of September 17, 2019.

Region
Southwestern

Industry
Consumer/retail

Edible Armstrong, LLC

Meridian, ID ▸ **Founded 2019** ▸ **CEO Louis Armstrong**

Edible Armstrong manufactures and retails keto-friendly ice cream created to reach health goals. The company's healthy dessert contains zero sugar with low net carbs offering the desired nutritional value without sacrificing the taste of the desserts, providing customers with protein-rich frozen desserts.

Transaction Details

Law Firm K&L Gates | **Amount** $200,000 | **Date** 10/31/19
Deal Source(s) Network
Sage Growth Capital Fund invested $200,000 in a revenue-share convertible note in Edible Armstrong of Boise.

Transaction Details

Law Firm Holland & Hart LLP | **Amount** $100,000 | **Date** 12/29/19
Deal Source(s) Network
Sage Growth Capital Fund invested an additional $100,000 in a revenue-share convertible note in Edible Armstrong of Boise.

Region
Eastern

Industry
Technology/Software

Emmersion Learning, Inc.

Rexburg, ID ▸ **Founded 2015** ▸ **CEO Joseph Tomco**

Emmersion Learning operates an online education platform designed to enable users to effectively learn English from native speakers.

Transaction Details

Amount $2,680,000 | **Date** 3/1/19
Deal Source(s) Internet, PitchBook, Reg D
Emmersion Learning raised $2.68 million of Seed 2 funding in a deal led by Imagen Capital Partners on March 1, 2019, putting the company's pre-money valuation at $5.4 million. Other undisclosed investors also participated in the round.

Region
Southwestern

Industry
Technology/Software

Empowered Education, LLC

Boise, ID ▸ **Founded 2019** ▸ **CEO Rob Klapper**

Empowered Education operates an online education platform designed to provide training programs to health coaches and wellness practitioners. The company's platform offers online training programs and live events.

Transaction Details

Amount $8,000,000 | **Date** 3/28/19
Deal Source(s) Capital IQ, Internet, PitchBook, Reg D
Empowered Education raised $8 million of Series A venture funding from Rethink on March 28, 2019. The funds will be used by the company to accelerate its leadership position in the health education and transformation industry.

Transaction Details

Law Firm Cooley | **Amount** $5,000,000 | **Date** 11/6/19 | **Deal Source(s)** PitchBook
Empowered Education raised $5 million of venture funding from undisclosed investors on November 6, 2019.

Region
Southwestern

Industry
Technology/Software

Etison, LLC

Eagle, ID ▸ **Founded 2014** ▸ **CEO Russell Brunson** ▸ **CFO Clint Adams**

Etison (dba ClickFunnels) develops a marketing analytics and advisory platform designed to build and launch sales and marketing funnels.

Transaction Details

Amount $1,000,000 | **Date** 4/17/19
Deal Source(s) Capital IQ, Internet, PitchBook
Etison announced that it received $1 million in a round of funding on April 17, 2019.

Region
Southwestern

Industry
Technology/Software

Exact Plus, LLC

Meridian, ID ▸ **Founded 2017** ▸ **CEO Kevin Quinn**

Exact Plus provides an integrated suite of apps designed to simplify the insurance audit process.

Transaction Details

Amount $150,000 | **Date** 6/30/19 | **Deal Source(s)** Network
Exact Plus raised $150,000 in a round of funding.

Region
Southwestern

Industry
Healthcare

Facible

Meridian, ID ▸ **Founded 2019** ▸ **CEO Steven Burden**

Facible is a technology start up leading the biodiagnostic revolution. Facible biodiagnostic testing simplifies and speeds up the diagnostic testing process while meeting or increasing the accuracy of results compared to current testing methods.

Transaction Details

Law Firm Parr Brown Gee and Loveless | **Amount** $500,000
Date 4/30/19 | **Deal Source(s)** Network
Facible raised money on a convertible note for two investment groups one for $225,000 and one for $180,000. In total, we had 8 individuals in the first tranche of the seed round.

Region
Southwestern

Industry
Technology/Software

Focus IP, Inc.

Boise, ID ▸ **Founded 2012** ▸ **CFO John Rubocki**

Focus IP (dba AppDetex) develops a cloud-based mobile brand protection platform intended to monitor high-risk verticals, identify active violators, and enforce on intellectual property violations.

Transaction Details

Amount $8,100,000 | **Date** 1/3/19 | **Deal Source(s)** PrivCo, Reg D
Focus IP received approximately $8.1 million in a total equity offering of $12 million from 14 investors.

Transaction Details

Law Firm Perkins Coie | **Amount** $10,000,000 | **Date** 3/20/19
Deal Source(s) Internet, PitchBook
Focus IP raised $10 million of Series B venture funding in a deal led by First Analysis on March 20, 2019.

Region
Southwestern

Industry
Technology/Software

Gather Innovations, Inc.

Meridian, ID ▸ **Founded 2013** ▸ **CEO Zach Chatterton**

Gather Innovations develops a software intended to optimize funeral home services.

Transaction Details

Law Firm Stoel Rives LLP | **Amount** $1,040,000 | **Date** 7/2/19
Deal Source(s) Capital IQ, Internet, Reg D
Gather Innovations raised $1.04 million of angel funding from undisclosed investors on July 2, 2019.

indie DWELL

Scott Flynn had been building high quality homes across the Treasure Valley for twenty years. A pioneer in sustainable building, Flynn and his team at Flynner Homes constructed the first NAHB Certified Green Home in Idaho, the first Certified Green Remodel in Idaho, first verified Net-Zero Energy Home in Idaho, and the first carbon-neutral constructed home in Idaho. Flynner Homes garnered a list of "bests" and "firsts" that eventually made it the most decorated sustainability-based design and build firm in Idaho. The accolades were good for business. Flynner built homes showcased on the Parade of Homes, and three times built units for the St. Jude Dream Home giveaway. Still, Flynn envisioned his work could and should make a greater impact.

The company that became indieDwell began with Flynn asking a simple question: "how can I build the same quality of home and make it available to much more of the income ladder?" Technology entrepreneur and executive, Pete Gombert, via his newly created organization GoodWell, began uniting ideas with Flynn. GoodWell helps employers align their values to build engaged, equitable and human workplaces.

In 2017 they started by upcycling shipping containers into healthy, durable, energy efficient, and sustainable homes that were also affordable. Flynn and Gombert's shared passions of equity, sustainability and responsible business governance generated the innovations that would deliver true impact. The two agreed that housing is a local issue. That led to the concept of locating factories near large metro areas. This provided access to large markets, without the high-costs, allowing the new factory to pay livable wages to employees. The full package provided maximum impact: factories generated economic development in their communities, workers earned livable wages while participating in workforce development, and in turn created affordable housing for the local community.

The duo and a small cadre of employees piloted their housing idea in a small industrial space in Boise. Producing a minimum viable product the team looked to scale the concept, which necessitated creation of deep partnerships with like-minded organizations. In the Summer of 2019, indieDwell raised $5.5 million from aligned investors like Gary Community Investments, The Chan Zuckerberg Initiative, Northern Trust, the Colorado Health Foundation and the Colorado Trust. The seed round was supported indieDwell's national expansion, beginning with its second factory in Pueblo, Colorado.

indieDwell currently operates a production facility in Caldwell, Idaho with 75 employees capable of producing over 70,000 square feet of housing annually. Production in Pueblo, Colorado, slated to start this June will employ nearly 200 people and produce around 300,000 square feet of affordable housing per year once fully ramped.

indieDwell's innovative model combining economic and workforce development with the provision of affordable housing proved a success as accolades and business poured in. indieDwell earned B Corp and GoodWell certifications; was an Ivory Prize finalist for affordable housing innovation; earned recognition from the Building Owners and Managers Association; and became one of only a select few builders in the United States to meet the U.S. Department of Energy and U.S. Environmental Protection Agency's standards for indoor air quality, energy efficiency, and water usage. The company is in active discussions to open an additional 8 factories across the U.S.

"We've built a business that is a force for good - one that can have maximum impact on community economics, growing the manufacturing workforce, all while building a stock of affordable housing," said Flynn who now serves as the company's Chief Impact Officer.

And indieDwell is definitely ready to have an impact. **Visit Indiedwell.com to find out how.**

Region
Northern

Industry
Materials & Resources

Granatus Septem, LLC

Coeur d'Alene, ID ▸ **Founded 2016**

Granatus Septem determines the economic feasibility of mineral deposits in North Idaho.

Transaction Details

Amount $90,000 | **Date** 2/4/19
Deal Source(s) Capital IQ, PitchBook, Reg D
Granatus Septem raised $90,450 of angel funding from undisclosed investors on February 4, 2019.

Region
Southeastern

Industry
Services

High Desert H2O, LLC

Pocatello, ID ▸ **Founded 2016** ▸ **CEO Ted Swanson**

High Desert H2O provides environmental services.

Transaction Details

Amount $1,169,000 | **Date** 5/6/19 | **Deal Source(s)** Capital IQ, Reg D
High Desert H2O announced that it received approximately $1.17 million of funding on April 16, 2019. The company will issue common shares in the transaction and will issue securities pursuant to exemption provided under Regulation D.

Region
North Central

Industry
Materials & Resources

Idaho Champion Gold Mines Ltd.

Toronto ▸ **Founded 1978** ▸ **CEO Jonathan Buick** ▸ **CFO Julio DiGirolamo**

Idaho Champion Gold Mines is a mineral exploration company that engages in the acquisition, exploration, and development of gold and other precious metal projects in Idaho.

Transaction Details

Amount $1,000,000 | **Date** 7/29/19 | **Deal Source(s)** Internet
Idaho Champion Gold Mines financed $1 million for an exploration program at the Baner Gold Project and for general working capital purposes

Transaction Details

Amount $1,200,000 | **Date** 6/7/19 | **Deal Source(s)** Internet
Idaho Champion Gold Mines financed $1.2 million for an exploration program at the Baner Gold Project and for general working capital purposes.

Region
Southwestern

Industry
Other

indieDwell Holdings, Inc.

Boise , ID ▸ **Founded 2016** ▸ **CEO Christina Ortiz-Bluth**

indieDwell manufactures healthy, durable, energy efficient and sustainable modular houses, with a mission to help solve the affordable housing crisis, while improving the health of the environment and empowering communities.

Transaction Details

Law Firm Holland & Hart LLP | **Amount** $5,500,000 | **Date** 9/17/19
Deal Source(s) Internet
indieDwell Holdings raised $5.5 million in several partnerships including the Chan Zuckerberg Initiative, Northern Trust, the Colorado Health Foundation, and Gary Community Investments.

Region
Southwestern

Industry
Materials & Resources

Integra Resources Corp.

Vancouver ▸ **Founded 1997** ▸ **CEO George Salamis** ▸ **CFO Andree St-Germain**

Integra Resources is a development-stage company engaged in acquiring and exploring mineral properties in the Americas, with the Idaho-based DeLamar Project as its primary focus.

Transaction Details

Amount $5,020,000 | **Date** 11/25/19
Deal Source(s) Internet, PitchBook
Integra Resources received $5.02 million of development capital from Coeur Mining Inc. on November 25, 2019. The proceeds will be used to fund exploration and pre-feasibility level study expenditures at the DeLamar Project and for general corporate purposes.

Transaction Details

Amount $19,167,683 | **Date** 12/04/19
Deal Source(s) Internet, PitchBook
Integra Resources commons shares offering was oversubscribed. The company raised $19.17 million of bought deal financing inclusive of the over-allotment option exercised in full. The net proceeds from the financings will be used to fund exploration and pre-feasibility level study expenditures at the DeLamar Project and for general corporate purposes.

Transaction Details

Amount $12,460,000 | **Date** 8/16/19 | **Deal Source(s)** Internet
Integra Resources closed a non-brokered private placement of 14.5 million warrants for $12.5 million of proceeds on August 16, 2019. The proceeds will be used to fund exploration, drilling, and engineering for the DeLamar Project and also general corporate purposes.

Region
Southwestern

Industry
Financial Services

Integrity Factoring and Consulting, Inc.

Grand View, ID ▸ **Founded 2010** ▸ **CEO Andrea Owens** ▸ **CFO Mark Owens**

Integrity Factoring Group provides funding services intended to provide proper cash flow to small businesses. The company's funding services include no monthly minimums, online account access, no term contracts, flexible terms cash within 12 to 48 hours, free direct deposit, low rates and no set-up fees, enabling clients to develop and sustain their business with proper cash flow.

Transaction Details

Amount $410,000 | **Date** 11/13/19 | **Deal Source(s)** PitchBook
Integrity Factoring Group raised $413,000 of convertible debt funding from undisclosed investors on November 13, 2018.

Region
Southwestern

Industry
Other

IRWS, LLC

Boise, ID ▸ **Founded 2018** ▸ **CEO John Lovell**

IRWS develops software for control systems at gasoline stations.

Transaction Details

Amount $1,000,000 | **Date** 1/28/19 | **Deal Source(s)** Capital IQ, Reg D
IRWS announced that it will receive $1 million on January 15, 2019. The company will issue membership units in the transaction. The securities issued are subject to exemption provided under Regulation D.

Region
Southwestern

Industry
Consumer/Retail

Joule Case, Inc.

Seattle, WA ▸ **Founded 2015**

Joule Case provides portable, battery-based generators intended to facilitate outdoor energy requirements.

Transaction Details

Law Firm Stoel Rives LLP | **Amount** $500,000 | **Date** 8/1/19 | **Deal Source(s)** Network, PitchBook
Joule Case raised $500,000 of convertible debt funding from Keiretsu Forum in August 2019.

Region
Southwestern

Industry
Financial Services

iVinci Partners, LLC

Boise, ID ▸ **Founded 2010** ▸ **CEO Kent Ivanoff**

iVinci Partners (dba VisitPay) develops a cloud-based healthcare financial technology platform designed to manage patient accounts. The company's platform provides patients a consolidated view and can integrate with multiple billing systems.

Transaction Details

Law Firm Stoel Rives LLP | **Amount** $8,150,000 | **Date** 1/3/19
Deal Source(s) PitchBook, Reg D
iVinci Partners raised $8.15 million of venture funding from Inova Strategic Investments and undisclosed investors on January 3, 2019.

Region
Southeastern

Industry
Services

Locqum, LLC

Pocatello, ID ▸ **Founded 2019** ▸ **CEO Dr. Jacob Delarosa** ▸ **CFO John Abreu**

Locqum develops a medical recruitment portal intended to help healthcare professionals find jobs. The company's platform has various features including direct online application and job search by location and specialty while being free to use, thereby enabling medical employers and professionals to increase profits and save time respectively.

Transaction Details

Law Firm Echo Hawk Law Firm | **Accounting Firm** Poston, Denney & Kilpack
Amount $1,200,000 | **Date** 12/30/19 | **Deal Source(s)** Pitchbook, Network
Locqum raised $1 million of Series A venture funding from undisclosed investors on December 30, 2019, putting the company's pre-money valuation at $5 million.

Region
Southwestern

Industry
Consumer/Retail

Lovevery, Inc.

Boise, ID ▸ **Founded 2015** ▸ **CEO Jessica Rolph**

Lovevery operates a new child development company intended to offer a wide range of play products through an online portal. The company's services mainly focus on providing child learning products or services.

Transaction Details

Law Firm Cooley, DLA Piper | **Amount** $22,600,000 | **Date** 8/6/19
Deal Source(s) Capital IQ, Internet, PitchBook, Reg D
Lovevery raised $22.6 million through the combination of Series B and Series B-1 venture funding from Maveron and GV on August 6, 2019, putting the company's pre-money valuation at $67 million. Chan Zuckerberg Initiative and Reach Capital also participated in the round.

Region
Southwestern

Industry
Technology/Software

Lumineye, Inc.

Boise, ID ▸ **Founded 2017** ▸ **CEO Corbin Hennen**

Lumineye develops wall-penetrating radar technology intended to help first responders identify people through walls.

Transaction Details

Amount $150,000 | **Date** 8/16/19
Deal Source(s) Capital IQ, Internet, PitchBook
Lumineye graduated from Y Combinator as a part of its summer 2019 batch on August 16, 2019. Lumineye received $150,00 of funding in the form of safe notes and Y Combinator will receive a 7% stake in Lumineye when the simple agreement for future equity converts into preferred stock.

Region
Southwestern

Industry
Consumer/Retail

LunchBox Wax

Boise, Idaho ▸ **Founded 2010** ▸ **CEO Debi Lane**

As a full-service speed-waxing salon, LunchBox Wax delivers a unique customer experience. LunchBox Wax utilizes refined, effective waxing techniques to give you that smooth skin feel and boldly confident look in no time at all.

Transaction Details

Other Advisors AdvancedCFO | **Amount** $3,500,000 | **Date** 6/1/19
Deal Source(s) Network
LunchBox Wax received $3.5 million in growth equity investment from undisclosed investors in June of 2019.

Region
Northern

Industry
Technology/Software

Market Igniter, Inc.

Sandpoint, ID ▸ **Founded 2014** ▸ **CEO Richard Marks**

Market Igniter develops a marketing platform designed to provide intelligent marketing service using custom design, coding, video production, and intelligent marketing.

Transaction Details

Amount $100,000 | **Date** 10/30/19 | **Deal Source(s)** PitchBook
Market Igniter raised $100,000 of angel funding from undisclosed investors on October 30, 2019.

Region
Southwestern

Industry
Consumer/Retail

Melt Organic

Boise, ID ▸ **Founded 2005** ▸ **CEO Scott Fischer**

Melt Organic, based in Boise, ID creates sustainable plant-based butter and cheese. Melt Organic products are non-GMO and non-MOO.

Transaction Details

Law Firm Stoel Rives | **Amount** $1,850,000 | **Date** 1/31/19
Deal Source(s) Network
Melt Organic "Series C" offering of preferred shares, raised $2.5M in 2018 and $1.85M in 2019 for a total of $4.35M.

Region
Southwestern

Industry
Materials & Resources

Midas Gold, Inc.

Donnelly, ID ▸ **Founded 2011** ▸ **CEO Stephen Quin** ▸ **CFO Darren Morgans**

Midas Gold owns the world class Stibnite Gold Project, located in a historic mining district in central Idaho.

Transaction Details

Amount $19,900,000 | **Date** 6/19/19 | **Deal Source(s)** Internet
Midas Gold raised $19.9 million in bought deal equity financing on June 19, 2019. The funds will be used to advance the Stibnite Gold Project.

Region
Southwestern

Industry
Technology/Software

Mythic, Inc.

Austin, TX ▸ **Founded 2012** ▸ **CEO Michael Henry**

Mythic develops graphic processing units for consumer electronics, security, and monitoring manufacturers.

Transaction Details

Law Firm DLA Piper, Orrick, Herrington & Sutcliffe | **Amount** $30,000,000
Date 6/12/19 | **Deal Source(s)** Capital IQ, PitchBook, PrivCo
Mythic raised $30 million of Series B1 venture funding in a deal led by Valor Equity Partners on June 12, 2019. Lockheed Martin Ventures, SoftBank Ventures Asia, Micron Ventures, Lam Research, Atreides Management, Threshold Ventures, Future Ventures (San Francisco), Lux Capital, Data Collective, Lam Research Capital and AME Cloud Ventures also participated in the round. Micron Ventures is the primary investor from Idaho.

Region
Southwestern

Industry
Other

New Transport Technologies 2, LLC

Meridian, ID ▸ **Founded 2019**

New Transport Technologies 2 develops new technology focused in the transportation sector.

Transaction Details

Amount $250,000 | **Date** 3/21/19 | **Deal Source(s)** Reg D
New Transport Technologies 2 announced a round of funding of $1 million. Per Reg D filings, the company had sold $250,000 to 10 investors.

Region
Eastern

Industry
Materials & Resources

Otis Gold Corp.

Vancouver ▸ **Founded 2007** ▸ **CFO Bob Nowell**

Otis Gold explores and develops precious metals deposits in Idaho.

Transaction Details

Amount $999,586 | **Date** 9/26/19 | **Deal Source(s)** Internet
Otis closed a non-brokered private placement on September 26, 2019 for aggregate proceeds of approximately $1 million.

Region
South Central

Industry
Technology/Software

Nardagani, Inc.

Ketchum, ID ▸ **Founded 2006** ▸ **CFO Daphne Firth**

Nardagani develops an online reading program designed for a variety of challenged readers.

Transaction Details

Amount $330,000 | **Date** 5/17/19 | **Deal Source(s)** PitchBook, Reg D
Nardagani raised $330,000 of angel funding from Dan Vallimarescu and other undisclosed investors on May 17, 2019.

Region
Southwestern

Industry
Healthcare

Ocular Innovations, Inc.

Boise, ID ▸ **Founded 2018** ▸ **CEO Michael Boerner**

Ocular Innovations provides teleconsultation services intended to provide dental consultations on phone, providing users with digital consultations that are as good as physical consultations.

Transaction Details

Amount $500,000 | **Date** 12/23/19 | **Deal Source(s)** PitchBook
Ocular Innovations raised $500,000 of angel funding from undisclosed investors on December 23, 2019.

Region
Southwestern

Industry
Technology/Software

NextHealth Technologies, Inc.

Denver , CO ▸ **Founded 2013** ▸ **CEO Eric Grossman**

NextHealth Technologies develops an analytics platform that enables healthcare companies to integrate data-driven decision-making into workflow.

Transaction Details

Amount $16,830,000 | **Date** 3/4/19
Deal Source(s) Capital IQ, Internet, PitchBook
NextHealth Technologies raised $16.83 million of Series B venture funding in a deal led by TT Capital Partners on February 15, 2019, putting the company's pre-money valuation at $30.5 million.

Region
South Central

Industry
Consumer/Retail

Plant Therapy, LLC

Twin Falls, ID ▸ **Founded 2011** ▸ **CEO Chris Jones**

Plant Therapy provides essential oils and accessories. The company offers organic essential oils, carrier oils, blends, KidSafe synergies, and pre-diluted roll-ons, as well as accessories such as diffusers, books, and natural body care to customers along with educating them on the uses, safety, and efficacy of the products.

Transaction Details

Date 6/10/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook, PrivCo
Plant Therapy received an undisclosed amount of development capital from BBRC Private Equity.

Region
Southwestern

Industry
Healthcare

Nview Health, Inc.

Meridian, ID ▸ **Founded 2016** ▸ **CEO Jim Szyperski**

Nview Health develops a behavioral healthcare platform designed to deliver value-based care to patients.

Transaction Details

Amount $4,650,000 | **Date** 6/1/19 | **Deal Source(s)** Internet, PitchBook
Nview Health raised an estimated $4.65 million through the combination of Seed and Seed-1 funding from BIP Capital on June 1, 2019, putting the company's pre-money valuation at $3.4 million

Region
Eastern

Industry
Materials & Resources

Revival Gold Inc.

Toronto ▸ **Founded 2017** ▸ **CEO Hugh Argo** ▸ **CFO Adam Rochacewich**

Revival Gold is a growth-focused gold exploration and development company.

Transaction Details

Amount $5,040,000 | **Date** 4/4/19 | **Deal Source(s)** Internet
Revival Gold raised $5.04 million to fund on-going exploration and development at the Beartrack and Arnett Gold projects located in Lemhi County, Idaho.

Region
Southwestern

Industry
Technology/Software

PlexTrac, Inc.

Boise, ID ▸ **Founded 2017** ▸ **CEO Dan DeCloss**

PlexTrac develops and offers a reporting, analytics, and collaboration platform for cybersecurity professionals.

Transaction Details

Law Firm Holland & Hart LLP | **Amount** $1,000,000 | **Date** 8/29/19
Deal Source(s) Capital IQ, Internet
PlexTrac announced that it received $1 million on August 29, 2019 in a round of funding led by StageDotO. Pursuant to the transaction, a representative of StageDotO will join the board of the company.

Region
Southwestern

Industry
Technology/Software

RetroLux, Inc.

Boise, ID ▸ **Founded 2012** ▸ **CEO Leif Elgethun**

RetroLux develops an energy efficiency software designed to assist in automated lighting sales. The company's software helps customers to reduce product and installation costs.

Transaction Details

Law Firm Arkoosh Law Offices | **Amount** $1,000,000 | **Date** 3/14/19
Deal Source(s) PitchBook
RetroLux raised $1 million of venture funding from Boise Angel Alliance and other undisclosed investors on March 14, 2019. The funds will be used for business capital and hiring of employees.

Transaction Details

Law Firm Arkoosh Law Offices | **Amount** $1,250,000 | **Date** 3/14/19
Deal Source(s) Network, PitchBook
Retrolux raised $1.25 million of venture funding from Boise Angel Alliance and other undisclosed investors on March 14, 2019. The funds will be used for business capital and hiring of employees to real the company's goal and better serve their customers.

Region
Southwestern

Industry
Services

Resource Data, Inc.

Anchorage, AK ▸ **Founded 1986** ▸ **CEO James Rogers**

Resource Data owns and operates geographic information system and IT consulting company intended to offer range of expert services in many different areas. The company's services include custom database, Web development and application development by business analysis, enabling clients to focus on their core activities and earn more profits.

Transaction Details

Amount $300,000 | **Date** 1/9/19 | **Deal Source(s)** PitchBook
Resource Data raised approximately $300,000 of angel funding from undisclosed investors on January 9, 2019.

Region
Southwestern

Industry
Financial Services

Sage Growth Capital

Boise, ID ▸ **Founded 2019** ▸ **CEO Denise Dunlap**

Sage Growth Capital is the management company for Sage Growth Capital Fund.

Transaction Details

Law Firm K&L Gates | **Amount** $2,115,000 | **Date** 12/31/19
Deal Source(s) Network
Sage Growth Capital closed the Sage Growth Capital Fund I, LLC after raising $2,115,000 from undisclosed investors.

Region
Southwestern

Industry
Other

Simply Eloped, LLC

Boise, ID ▸ **Founded 2016**

Simply Eloped streamlines the process of planning an elopement for everything regarding the actual ceremony including coordinating officiation, photography, videography, hair & makeup and flowers.

Transaction Details

Date 6/30/19 | **Deal Source(s)** Network
Simply Eloped raised an undisclosed amount of equity financing during 2019.

Region
Southwestern

Industry
Consumer/Retail

SigmaSense, LLC

Boise, ID ▸ **Founded 2015** ▸ **CEO Richard Seger**

SigmaSense develops motion sensor based systems and interfaces created to be used in sensor based electronic products. The company's motion sensor based semiconductors which utilize programmable logic to transmit, receive and sense on all channels with multiple frequencies simultaneously, enabling companies to build motion sensor products.

Transaction Details

Amount $3,520,000 | **Date** 1/24/19 | **Deal Source(s)** PitchBook
SigmaSense raised $3.52 million of angel funding from undisclosed investors on January 24, 2019. The deal also includes an undisclosed amount of convertible debt financing. Previously, the company raised $1.45 million of angel funding from undisclosed investors on May 29, 2018.

Region
Southwestern

Industry
Technology/Software

Smarter Sorting, Inc.

Austin, TX ▸ **Founded 2015** ▸ **CEO Chris Ripley**

Smarter Sorting provides data-driven technology designed to help cities to sort hazardous household wastes.

Transaction Details

Law Firm Wilson Sonsini Goodrich & Rosati | **Amount** $17,000,000
Date 9/19/19 | **Deal Source(s)** Internet, PitchBook
Smarter Sorting raised $17 million of Series A venture funding in a deal led by US Ecology on September 19, 2019. RTP Ventures and other undisclosed investors also participated in the round. The company will use the funds to solidify its position as the leading retail waste management and compliance platform, but also push into a growth market by becoming the top solution for consumer product regulatory classification.

Region
Southwestern

Industry
Consumer/Retail

Splash Wines, Inc.

Eagle, ID ▸ **Founded 2014** ▸ **CEO Robert Imeson** ▸ **CFO Jessica Imeson**

Splash Wines markets and sells imported wines from natural and organic ingredients collected from winemakers around the world through its online retail platform.

Transaction Details

Amount $470,000 | **Date** 7/8/19
Deal Source(s) Capital IQ, PitchBook, Reg D
Splash Wines raised $470,000 of convertible debt financing from undisclosed investors on July 8, 2019.

Region
Southwestern

Industry
Financial Services

StageDotO

Boise, ID ▸ **Founded 2016** ▸ **CEO Mike Self**

StageDotO provides meaningful, early-stage capital and business expertise to help entrepreneurs in Idaho get to the all-important next, or "A", round of funding.

Transaction Details

Date 12/31/19 | **Deal Source(s)** Network
StageDotO, a venture capital fund, raised an undisclosed amount in 2019 to support local companies.

Region
Southwestern

Industry
Healthcare

Stat PADS, LLC

Boise, ID ▸ **Founded 2001** ▸ **CEO Carl Dixon**

Stat PADS provides Automated External Defibrillators (AED) Program Management and safety services. The company offers life-saving equipment and training, including AEDs and related supplies, compliance services, first aid and CPR/AED training, enabling customers to get affordable services.

Transaction Details

Date 7/1/19 | **Deal Source(s)** Network, PitchBook
Stat PADS received an undisclosed amount of development capital from Peterson Partners in July 2019.

Region
Southwestern

Industry
Other

Student Connect, LLC

Middleton, ID ▸ **Founded 2019** ▸ **CEO Matthew Gardner**

Student Connect is a startup from Middleton, Idaho. The company is pre-revenue and still developing its core product.

Transaction Details

Amount $500,000 | **Date** 6/20/19
Deal Source(s) Capital IQ, PitchBook, Reg D
Student Connect raised $500,000 of angel funding from an undisclosed investor on June 20, 2019.

Region
Southwestern

Industry
Financial Services

Synergy One Lending, Inc.

Eagle, ID ▸ **Founded 2019**

Synergy One Lending creates a simplified process of the home buying experience. As a national mortgage lender, the company offers the best combination of the digital mortgage technology to their client's wants.

Transaction Details

Amount $1,000,000 | **Date** 8/29/19 | **Deal Source(s)** Capital IQ, Reg D
S1L received $1 million in funding on August 16, 2019 through an equity offering. The company issued common shares in the transaction and issued securities pursuant to exemption provided under Regulation D.

Region
Southwestern

Industry
Technology/Software

Tango Card, Inc.

Boise, ID ▸ **Founded 2009** ▸ **CFO Carrie Casanas**

Tango Card provides a reward delivery platform designed to make rewards easy to send and receive. The company's platform enables users to integrate gift cards and digital goods for companies who intend to send rewards to their customers, partners and employees, enabling companies to target customer engagement and employee retention and get the most out of their reward programs.

Transaction Details

Law Firm Bryan Cave Leighton Paisner, FarPoint Venture Law
Amount $10,000,000 | **Date** 2/12/19
Deal Source(s) Internet, PitchBook
Tango Card raised $10 million of Series C venture funding in a deal led by FTV Capital on February 12, 2019, putting the company's pre-money valuation at $112 million.

Region
North Central

Industry
Technology/Software

TerraClear, Inc.

Grangeville, ID ▸ **Founded 2017** ▸ **CFO Vivek Nayak**

TerraClear develops agricultural technology intended to improve farmers' lives by automating time-consuming work. The company enables farmers to focus on high-value production and management activities.

Transaction Details

Amount $10,790,000 | **Date** 5/1/19
Deal Source(s) Internet, PitchBook
TerraClear raised $10.79 million of venture funding from Madrona Venture Group and 3 undisclosed investors on May 1, 2019. The funds will be used to support commercialization efforts.

Region
Southwestern

Industry
Materials & Resources

Thunder Mountain Gold, Inc.

Boise, ID ▸ **Founded 1935** ▸ **CEO Eric Jones**

Thunder Mountain Gold engages in exploring mining properties that have the potential to produce gold, silver, base metals and other commodities.

Transaction Details

Amount $250,000 | **Date** 2/28/19
Deal Source(s) Capital IQ, Internet, Reg D
Thunder Mountain Gold announced a private placement of 2,500,000 common shares at a price of $0.10 per share for gross proceeds of $250,000 on February 28, 2019. The transaction included participation from BeMetals Corp.

Region
Northern

Industry
Materials & Resources

Timberline Resources Corp.

Coeur d'Alene , ID ▸ **Founded 1968** ▸ **CEO Steven Osterberg** ▸ **CFO Ted Sharp**

Timberline Resources engages in the exploration and development of mineral properties in the United States, primarily gold and silver deposits.

Transaction Details

Amount $6,000,000 | **Date** 7/29/19 | **Deal Source(s)** Internet
Timberline Resources raised $6 million for a joint venture with PM & Gold Mines Inc. on July 29, 2019.

Transaction Details

Law Firm Dorsey & Whitney | **Amount** $160,000 | **Date** 4/1/19
Deal Source(s) Capital IQ, Reg D, 8-K
In the first tranche of the offering that Timberline Resources closed on March 29, 2019, accredited investors subscribed for 2,000,000 units on a private placement basis at a price of $0.08 per unit for total proceeds of $160,000.

Transaction Details

Amount $250,000 | **Date** 5/10/19
Deal Source(s) Capital IQ, Internet, 8-K
Timberline Resources announced that it has entered into a binding commitment for a senior unsecured note for gross proceeds of $250,000 on May 10, 2019. The company will also issue 3,543,600 non-transferrable common share purchase warrants that are equal to 100% warrant coverage of the principal sum. Each warrant is exercisable for one share of common stock of the company at an exercise price of $0.070736 per share for a period of 18 months.

Transaction Details

Amount $600,000 | **Date** 10/25/19
Deal Source(s) Capital IQ, Internet, PitchBook, 8-K
Timberline Resources raised $600,000 in a private placement on October 23, 2019.

Southwestern

Industry
Technology/Software

Tovuti

Boise, ID ▸ **Founded 2017** ▸ **CEO Troy McClain**

Tovuti is a cloud based software solution that delivers virtual work environments and learning management capabilities that train, track and report on employee engagement training through gamification and AI.

Transaction Details

Amount $570,000 | **Date** 2/30/2019 | **Deal Source(s)** Network
Tovuti raised $570,000 in seed funding from undisclosed investors in the Boise area with a focus on business capital and growth.

Region
Southwestern

Industry
Services

Vacasa, LLC

Boise, ID ▸ **Founded 2009** ▸ **CFO Jim Grube**

Vacasa provides vacation rental management services intended to streamline the rental experience between homeowners and guests.

Transaction Details

Law Firm Ropes & Gray, Wilson Sonsini Goodrich & Rosati
Amount $319,000,000 | **Date** 10/29/19
Deal Source(s) Internet, PitchBook
Vacasa raised $319 million of Series C venture funding in a deal led by Silver Lake Management on October 29, 2019, putting the company's pre-money valuation at $681 million. Level Equity, Riverwood Capital, and NewSpring Capital also participated in the round. The funding will be used to enhance its technology platform, accelerate expansion into new markets and grow new offerings, including Vacasa Real Estate.

Region
Southwestern

Industry
Other

Volocopter LLC

Bruchsal ▸ **Founded 2011** ▸ **CEO Florian Reuter** ▸ **CFO Rene Griemens**

Volocopter specializes in the design of electric multirotor helicopters in the form of personal air vehicles, designed for air taxi use.

Transaction Details

Date 10/31/19 | **Deal Source(s)** PrivCo
Volocopter received an undisclosed amount in a private placement with Micron Ventures in October 2019.

Region
Southwestern

Industry
Technology/Software

VR Health Network, Inc.

Meridian, ID ▸ **Founded 2018** ▸ **CEO Eran Orr**

VR Health Network provides independent research on the health impact of virtual reality video games on players.

Transaction Details

Amount $160,000 | **Date** 3/29/19
Deal Source(s) Capital IQ, PitchBook, Reg D
VR Health Network raised $160,000 of angel funding from undisclosed investors on March 29, 2019.

Region
Southeastern

Industry
Technology/Software

WASHIE

Pocatello, ID ▸ **Founded 2017** ▸ **CEO Robert Poleki**

WASHIE is an innovator of smart restroom technologies. The first product to market is the WASHIE toilet seat, the world's first foam-dispensing toilet seat for public restrooms.

Transaction Details

Law Firm Stoel Rives | **Amount** $100,000 | **Date** 4/1/19
Deal Source(s) Network
WASHIE raised $100,000 in a pre-seed - preferred shares from two investors.

Region
Southwestern

Industry
Technology/Software

WHGR2, LLC

Boise, ID ▸ **Founded 2018**

WHGR2 operates in the software development and application industry.

Transaction Details

Amount $900,000 | **Date** 5/13/19 | **Deal Source(s)** Reg D
As of May 13, 2019, WHGR2 had raised $900,000 of equity in a round of funding.

Region
Southwestern

Industry
Consumer/Retail

Woodland Empire Ale Craft, Inc.

Boise, ID ▸ **Founded 2014** ▸ **CEO Keely Landerman**

Woodland Empire Ale Craft manufactures home-brewed craft ale made with natural ingredients.

Transaction Details

Amount $165,000 | **Date** 5/10/19 | **Deal Source(s)** PitchBook, Reg D
Woodland Empire Ale Craft raised $165,000 of angel funding from 8 undisclosed investors on May 10, 2019.

Region
Northern

Industry
Technology/Software

XCraft, Inc.

Coeur d'Alene, ID ▸ **Founded 2013** ▸ **CEO Jerry Claridge**

XCraft manufactures autonomous aerial vehicles designed to map and collect data from large areas. The company's vehicles are combines multi-rotor capabilities with a high-speed flight from its fixed-wing and integrated with a sensor, processor and wireless capability of smartphones, enabling clients to accurate orthomosaic images by providing customers with precision data.

Transaction Details

Date 1/1/19 | **Deal Source(s)** PitchBook
XCraft raised an undisclosed amount of venture funding from Sfventures in 2019.

Region
Southwestern

Industry
Other

YList, Inc.

Boise, ID ▸ **Founded 2018** ▸ **CEO Reed Rex**

YList provides valuation and real estate agent services as an "instant buyer" of residential real estate.

Transaction Details

Amount $270,000 | **Date** 4/3/19 | **Deal Source(s)** Capital IQ, Reg D
YList raised $270,000 in a private placement on February 28, 2019.

Region
Southwestern

Industry
Financial Services

Zennify, LLC

Meridian, ID ▸ **Founded 2013** ▸ **CEO Manvir Sandhu** ▸ **CFO Jim Burns**

Zennify provides business consulting services intended to deliver creative, contextual business solutions that scale. The company's services include advisory services, financial services for businesses, enabling clients to fuel productivity and innovate across the organization.

Transaction Details

Date 11/13/19 | **Deal Source(s)** Capital IQ, Internet
Zennify announced that it received a round of funding on November 13, 2019. The transaction included participation from Salesforce Ventures.

Deal Flow
Mergers & Acquisitions

Mergers & Acquisitions

Atlas Concrete Pumping, Inc.	$3,400,000
Community 1st Bank Co.	$18,800,000
CTI Foods, LLC	$142,500,000
Elevation Labs, LLC	$500,000
Idaho Independent Bank Co.	$181,300,000
Jervois Mining Ltd.	$43,842,290
Micron Technology, Inc.	$1,500,000,000
PetIQ	$185,000,000
Quality Thermistor, Inc.	$75,000,000
Sky Valley Foods, Inc.	$46,000,000
US Ecology, Inc.	$966,000,000
US Ecology, Inc.	$17,800,000
Vacasa, LLC	$162,000,000

Amounts Undisclosed

Alaska National Insurance Co.
Amberjack Publishing Co.
Black Sage Technologies, Inc.
Boise Cascade
BVMH Auto Group, LLC
Cabinets Northwest, LLC
Clear Springs Foods, Inc.
CMH Home Health Care
Das-co of Idaho, Inc.
Diamond Z Trailer, Inc.
Direct Radiology (Teleradiology Platform)
E.I. Spectra, LLC
First Choice Home Health And Hospice
First Lite, LLC
First Response Fire Rescue, LLC
Fisher's Document Systems Inc.
Fortress Business Systems, LLC
Idaho Country Mining Co. LLC
International Cobalt Corp.
Internet Truckstop Group, LLC
Interstate Food Processing Corp.
John Adams GMC
Kaelus Inc.
Lamb Weston Alimentos Modernos S.A.
Med Management Technology, LLC
Micro 100 Corp.
Nanobox, Inc.
National HouseCheck Corp.
National HouseCheck Corp.
National HouseCheck Corp.
Neal Development LP
Newmark Grubb Acres
Orflo Technologies, LLC
Palouse Commercial Real Estate
Pathfinder Development Group, Inc.
Pay Pros, LLC
Peak Medical Technologies
Pets Best Insurance Services, LLC
Precision Communication Inc.
Quest Aircraft, LLC
R&G Potato Company, Inc.
Rangen, Inc.
RateFactory, LLC
Rite Stuff Foods, Inc.
Saltzer Medical Group, P.A.
Sandpoint Title Insurance, Inc.
Snake River Supply
Southworth Associates.
Summit Cider Co.
Synergy Business Solutions, LLC
Temple View Transitional Care Center
Triple E Technologies, LLC
XTRA Bitcoin, Inc.

Black Sage: Stopping Unmanned Threats

Black Sage is an open platform defense company, headquartered in Boise, Idaho. Our integrated solutions that defend against unmanned systems threatening military forces, internal security, airports, and critical infrastructure.

What is your company's story?

We were inspired by the tough Western US plant, Black Sage, and its ability to thrive in extreme climates. Our western roots and time spent in classified environments built a respect for the words "black", signifying knowledge and discretion; and "sage", signifying wisdom. The company was founded in 2014 by Dave Romero and Ross Lamm following a shared insight: drones were destined to create critical gaps in existing security and defense operations. Our original products combined machine learning, computer vision, and new sensor technologies to automatically detect, classify and identify drones flying in controlled airspace. Today, Black Sage is a lead systems integrator for US Air Force, US Navy, and US Department of State. We serve the world's largest airports, US-allied militaries, and internal security customers in over 20 countries. **Visit Blacksagetech.com to learn more about who we are.**

Why choose to do business in Idaho?

Black Sage has a 'can-do' attitude driven largely by our surrounding culture. Idahoans are known for being resourceful and hard working– invaluable traits when performing in mission-critical and time-sensititve operational environments. A diverse supply of skilled engineers, technical workers, and fabricators combined with the common-sense approach rooted in Idaho's agricultural past make up the foundation Black Sage. The company's success is a point of proof that it's not only possible– but advantageous– to grow a high tech, global aerospace company in Idaho.

New growth

In July 2019, Black Sage was acquired by Acorn Growth Companies, an Oklahoma based private equity firm investing exclusively in defense, aerospace and intelligence. Acorn brings to bear a wealth of experience, resources and global network that has fueled the continued growth of Black Sage in our Boise headquarters. We've doubled the size of our software and hardware engineering teams, added world-class leaders to our executive staff, and made significant investments in capital assets to expand the United States, Middle East and Asia markets.

Region
Southwestern

Industry
Services

Alaska National Insurance Co.

Anchorage, AK ▸ **Founded 1979**

Alaska National Insurance provides personalized insurance services including workers compensation, commercial property and auto, general liability, inland marine, umbrella, crime and other commercial insurances.

Transaction Details

Law Firm Debevoise & Plimpton, Locke Lord | **Date** 12/17/19
Deal Source(s) Internet, PitchBook
CopperPoint Mutual Insurance acquired Alaska National Insurance for an undisclosed amount on December 17, 2019.

Region
Southwestern

Industry
Services

Amberjack Publishing Co.

Eagle, ID ▸ **Founded 2014**

Amberjack Publishing provides publishing services and a variety of literature.

Transaction Details

Date 9/13/19 | **Deal Source(s)** Internet, PitchBook
Chicago Review Press acquired Amberjack Publishing for an undisclosed amount on September 13, 2019.

Region
Southwestern

Industry
Services

Atlas Concrete Pumping, Inc.

Nampa, ID ▸ **Founded 2017** ▸ **CEO Greg Geensen**

Atlas Concrete Pumping provides concrete pumping services in Boise, Idaho.

Transaction Details

Amount $3,400,000 | **Date** 4/15/19
Deal Source(s) Internet, PitchBook
Concrete Pumping Holdings acquired Atlas Concrete Pumping for $3.4 million on April 15, 2019.

Region
Southwestern

Industry
Other

Black Sage Technologies, Inc.

Boise, ID ▸ **Founded 2014** ▸ **CEO Dave Romero**

Black Sage Technologies develops defense technology systems that enable organizations to maintain safety and security across varied threat environments and mission sets.

Transaction Details

Date 7/11/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook, PrivCo
Acorn Growth Companies acquired Black Sage Technologies through a leveraged buyout on July 11, 2019 for an undisclosed sum.

Region
Southwestern

Industry
Consumer/Retail

Boise Cascade

Boise, ID ▸ **Founded 1957** ▸ **CEO Nate Jorgensen** ▸ **CFO Wayne Rancourt**

Boise Cascade manufactures and distributes building materials in North America.

Transaction Details

Date 5/1/19 | **Deal Source(s)** Internet, PrivCo
Boise Cascade acquired American Lumber Distributors & Brokers for an undisclosed sum.

Region
Eastern

Industry
Consumer/Retail

BVMH Auto Group, LLC

Idaho Falls, ID ▸ **Founded 2014**

BVMH Auto Group is an auto-dealership based in Idaho Falls.

Transaction Details

Date 3/29/19 | **Deal Source(s)** Capital IQ, Internet
BVMH Auto Group (from Idaho Falls) acquired Griffith Motors Toyota Honda from David Griffith on March 29, 2019. Griffith Motors Toyota Honda dealership will be renamed as Columbia Gorge Toyota Honda.

Region
Northern

Industry
Services

Cabinets Northwest, LLC

Bonners Ferry, ID ▸ **Founded 2005**

Cabinets Northwest provides custom cabinetry installation services.

Transaction Details

Date 6/26/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
A private investor acquired Cabinets Northwest for an undisclosed amount on June 26, 2019.

Region
South Central

Industry
Other

Clear Springs Foods, Inc.

Buhl, ID ▸ **Founded 1966** ▸ **CEO Jeffrey Jerumnson**

Clear Springs Foods operates a trout processing facility that raises and sells rainbow trout for consumption.

Transaction Details

Date 7/3/19 | **Deal Source(s)** Internet, PitchBook
Spring Salmon Group acquired Clear Springs Foods' trout processing facility for an undisclosed amount on July 3, 2019.

Region
North Central

Industry
Healthcare

CMH Home Health Care

Lewiston, ID

CMH Home Health Care provides health home and hospice services in Wilmington, Sierra Vista and Lewiston area.

Transaction Details

Date 11/5/19 | **Deal Source(s)** PitchBook
CMH Home Health Care entered into a definitive agreement to be acquired by LHC Group and LifePoint Health, via its financial sponsors Apollo Global Management and ATP Private Equity Partners, through a leveraged buyout on November 5, 2019 for an undisclosed sum.

Region
Southwestern

Industry
Services

Das-co of Idaho, Inc.

Nampa, ID ▸ **Founded 1970** ▸ **CEO Jeff Dancer**

Das-co of Idaho provides utility contracting services in Idaho including trenching, plowing, and directional drilling services to install cable, fiber optic, power, natural gas and water lines for utility companies throughout the Northwest.

Transaction Details

Date 8/2/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
Whitaker Construction acquired Das-co of Idaho for an undisclosed amount on August 2, 2019.

Region
Northern

Industry
Financial Services

Community 1st Bank Co.

Post Falls, ID ▸ **Founded 2007** ▸ **CEO David Bobbitt**

Community 1st Bank provides business banking and personal banking products and services.

Transaction Details

Law Firm Luse Gorman, Breyer & Associates | **Amount** $18,800,000
Date 4/8/19 | **Deal Source(s)** Internet, PitchBook, 8-K
First Interstate BancSystem acquired Community 1st Bank for $18.8 million on April 8, 2019. This acquisition leverages the First Interstate BancSystem's significant investment in people, processes, and technology while positioning First Interstate as a leading institution in Idaho's fastest growing markets.

Region
Southwestern

Industry
Materials & Resources

Diamond Z Trailer, Inc.

Caldwell, ID ▸ **Founded 1989** ▸ **CEO John Lamprinakos**

Diamond Z manufacturers a broad range of industrial grinders.

Transaction Details

Law Firm Stoel Rives LLP | **Date** 3/1/19
Deal Source(s) Capital IQ, Internet, PitchBook
Screen Machine Industries acquired Diamond Z on March 1, 2019, for an undisclosed amount.

Region
Southwestern

Industry
Consumer/Retail

CTI Foods, LLC

Wilder, ID ▸ **Founded 1985** ▸ **CEO Mike Buccheri**

CTI Foods offers a range of ingredients and food products to the foodservice and restaurant industries.

Transaction Details

Law Firm Weil, Gotshal & Manges | **Amount** $142,500,000
Date 5/1/19 **Deal Source(s)** Internet, PitchBook
An investor group led by Guggenheim Partners, Black Diamond Capital Management and Barings, acquired CTI foods through a leveraged buyout on May 1, 2019 for an undisclosed sum. Citizens Bank provided debt financing in the form of a $110 million revolver in support of the transaction.

Region
Northern

Industry
Healthcare

Direct Radiology (Teleradiology Platform)

Coeur d'Alene, ID ▸ **Founded 2012**

Direct Radiology provides advanced teleradiology services in Coeur d'Alene, Idaho.

Transaction Details

Law Firm Brent Hill and team at Waller Lansden Dortch & Davis
Date 3/25/19 | **Deal Source(s)** Internet, PitchBook, PrivCo
Philips acquired Direct Radiology's teleradiology platform and business operations for an undisclosed amount on March 25, 2019.

Region
South Central

Industry
Healthcare

E.I. Spectra, LLC

Ketchum, ID ▸ **Founded 2003**

Orflo Technologies, a life sciences company, develops marketing as a powerful yet simple instrumentation to the cell and protein analysis industries. The company provides an informative and intuitive window into cell analysis by directly measuring fluorescence and cell volume simultaneously.

Transaction Details

Date 11/11/19 | **Deal Source(s)** Capital IQ
E.I. Spectra acquired Gemini Bio-Products on November 11, 2019.

Region
Eastern

Industry
Consumer/Retail

Elevation Labs, LLC

Idaho Falls, ID ▸ **Founded 1995**

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

Transaction Details

Amount $500,000 | **Date** 12/5/19 | **Deal Source(s)** PrivCo
Elevation Labs acquired the manufacturing operations of Scott's Liquid Gold in Denver, Colorado for $500,000.

Region
Southwestern

Industry
Healthcare

First Choice Home Health And Hospice

Boise, ID ▸ **Founded 2004** ▸ **CEO Benjamin Forstner** ▸ **CFO Celeste Spencer**

First Choice Home Health And Hospice provides home health services including health-care delivery, hospice, and house call services.

Transaction Details

Law Firm Stradling Yocca Carlson & Rauth | **Date** 5/8/19
Deal Source(s) Internet, PitchBook, PrivCo
Jet Health acquired First Choice Home Health And Hospice through a leveraged buyout on May 8, 2019 for an undisclosed sum.

Region
South Central

Industry
Consumer/Retail

First Lite, LLC

Ketchum, ID ▸ **Founded 2007** ▸ **CEO Kenton Carruth**

First Lite designs and manufactures hunting apparel. The company offers an array of products that provide comfort and performance in any outdoor situation.

Transaction Details

Law Firm Dentons | **Date** 6/18/19
Deal Source(s) Capital IQ, Internet, PitchBook
MeatEater acquired First Lite, via its financial sponsor The Chernin Group, through a leveraged buyout on June 18, 2019 for an undisclosed sum.

Region
Northern

Industry
Consumer/Retail

First Response Fire Rescue, LLC

Post Falls, ID ▸ **Founded 2003**

First Response Fire Rescue distributes fire suppression equipment, servicing forest service agencies and wildland fire airbases.

Transaction Details

Law Firm Kirkland & Ellis | **Date** 3/21/19
Deal Source(s) Internet, PitchBook
Perimeter Solutions acquired First Response Fire Rescue, via its financial sponsor SK Capital Partners, through a leveraged buyout on March 21, 2019 for an undisclosed sum. The company will operate under Perimeter Solution's Fire Safety Group.

Region
Southwestern

Industry
Consumer/Retail

Fisher's Document Systems Inc.

Boise, ID

Fisher's Document Systems retails and distributes office equipment. The company also manages information technology and provides electronic document and production print services.

Transaction Details

Date 5/1/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
Fisher's Document Systems acquired ABC Office Equipment on May 1, 2019. Post completion of the acquisition, Fisher's has converted ABC Office's two stores, located at 7322 E. Broadway, in Spokane Valley, and at 164 S. Main, in Colville, to the Fisher's brand and the area stores will become Fisher's Technology locations.

Region
Northern

Industry
Technology/Software

Fortress Business Systems, LLC

Post Falls, ID ▸ **Founded 2015**

Fortress Business Systems sells and services business and technology systems.

Transaction Details

Date 12/12/19 | **Deal Source(s)** Capital IQ
Kelley Imaging Systems acquired Fortress Business Systems for an undisclosed amount on December 12, 2019.

Region
Southwestern

Industry
Materials & Resources

Idaho Country Mining Co. LLC

Idaho Country Mining provides services in data acquisition, data mining, encrypted data bookkeeping, and encrypted data acquisition.

Transaction Details

Date 11/4/19 | **Deal Source(s)** Internet, PitchBook
Idaho Country Mining was acquired by Virtual Medical International for an undisclosed amount on November 4, 2019. The acquisition strengthens Virtual Medical International's services in data acquisition, data mining, encrypted data bookkeeping, and encrypted data acquisition.

Region
Northern

Industry
Financial Services

Idaho Independent Bank Co.

Coeur d'Alene, ID ▸ **Founded 1993** ▸ **CEO Kurt Gustavel**

Idaho Independent Bank is a state-chartered, full-service commercial bank. The bank offers personal banking services, business banking services, and lending services.

Transaction Details

Law Firm Rigrodsky & Long, Witherspoon Kelley, Luse Gorman
Amount $181,300,000 | **Date** 4/8/19
Deal Source(s) Internet, PitchBook
First Interstate BancSystem acquired Idaho Independent Bank for $181.3 million on April 8, 2019.

Region
Eastern

Industry
Materials & Resources

International Cobalt Corp.

Vancouver ▸ **Founded 2014** ▸ **CEO Tim Johnson** ▸ **CFO Konstantin Lichtenwald**

International Cobalt is a Canadian based mineral exploration and development business focusing on the growing cobalt sector.

Transaction Details

Date 3/14/19 | **Deal Source(s)** Internet
International Cobalt acquired the JA Project located in the Idaho Cobalt Belt.

Region
Southwestern

Industry
Technology/Software

Internet Truckstop Group, LLC

New Plymouth, ID ▸ **Founded 1995** ▸ **CEO Paris Cole** ▸ **CFO Patrick Donoghue**

Internet Truckstop develops an online freight-matching software. The company offers load planning, transportation management, telematics, route optimization, real-time rates, powerful negotiation tools and other logistics technologies to carriers, owner-operators, brokers, shippers and third-party logistics providers in the trucking industry.

Transaction Details

Law Firm Holland & Hart LLP | **Date** 4/3/19
Deal Source(s) Capital IQ, Internet, PitchBook, PrivCo
Internet Truckstop was acquired by Bregal Sagemount through a leveraged buyout on April 3, 2019 for an undisclosed sum. As part of the transaction, ICONIQ Capital has become the company's majority shareholder. The company's founder, Mr. Scott Moscrip and its existing management team, will maintain a significant ownership in the company.

Region
Southwestern

Industry
Consumer/Retail

Interstate Food Processing Corp.

Boise, ID

Interstate Food Processing offers food processing services as well as sales and marketing of food products.

Transaction Details

Date 10/8/19 | **Deal Source(s)** Capital IQ, Internet
Peak Foods, a joint venture between Lakeside Foods and Interstate Food Processing Corp (based in Idaho) acquired Blendtopia on October 8, 2019. Tiffany Taylor, Founder of Blendtopia, will join Peak Foods and coordinate sales, marketing and product development for the smoothie line.

Region
Eastern

Industry
Materials & Resources

Jervois Mining Ltd.

Hawthorn East ▸ **Founded 1962** ▸ **CEO Bryce Crocker** ▸ **CFO Cameron Knox**

Jervois Mining is a leading cobalt company with significant nickel and copper exposure, with strong development stage assets, growth opportunities and exploration projects.

Transaction Details

Amount $43,842,290 | **Date** 7/24/19 | **Deal Source(s)** Internet
Jervois Mining merged with eCobalt Solutions, a mineral exploration company with a large cobalt project in Idaho.

Region
Eastern

Industry
Consumer/Retail

John Adams GMC

Rexburg, ID ▸ **Founded 1968** ▸ **CEO John Adams**

John Adams GMC owns and operates a dealership that sells a variety of new and pre-owned vehicles.

Transaction Details

Date 7/3/19 | **Deal Source(s)** Capital IQ, Internet
John Adams acquired Erickson GMC from Neil and Eric Erickson on June 28, 2019.

Region
Northern

Industry
Other

Kaelus Inc.

Hayden, ID ▸ **Founded 2010** ▸ **CFO Helena Shen**

Kaelus develops interference testing instrumentation designed for the wireless application. The company focuses on the manufacture of test and measurement instruments, enabling the clients from the telecommunications industry to continue effective global communication.

Transaction Details

Date 10/23/19 | **Deal Source(s)** Internet, PitchBook
Kaelus, a subsidiary of Infinite Electronics, was acquired by Microdata Telecom Innovation for an undisclosed amount on October 23, 2019.

Region
Southwestern

Industry
Consumer/Retail

Lamb Weston Alimentos Modernos S.A.

Eagle, ID ▸ **Founded 2016** ▸ **CFO Robert McNutt**

Lamb Weston Alimentos Modernos engages in the production and distribution of potatoes. The company was formerly known as Alimentos Modernos and changed its name to Lamb Weston Alimentos Modernos in October 2019.

Transaction Details

Date 10/15/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
Lamb Weston Holdings and Sociedad Comercial del Plata S.A. acquired Alimentos Modernos S.A. on October 15, 2019, renaming the company Lamb Weston Alimentos Modernos S.A. Lamb Weston and Sociedad Comercial del Plata will each own 50% stake in the joint venture.

Region
Southwestern

Industry
Technology/Software

Med Management Technology, LLC

Eagle, ID ▸ **Founded 2003** ▸ **CEO Reed DeMordaunt**

QuickMar provides medication management software. The company offers long-term post-acute care software for medication and care management, enabling pharmacies, senior living facilities, rehab hospitals, group homes, correctional facilities and behavioral health providers to reduce medication errors, paperwork inefficiencies and administrative duties.

Transaction Details

Law Firm Durham Jones & Pinegar | **Date** 3/6/19
Deal Source(s) Internet, PitchBook, PrivCo
PointClickCare acquired QuickMar (Med Management Technology), via its financial sponsors JMI Equity, Pohlad Companies, Dragoneer Investment Group and Tao Capital Partners, through a leveraged buyout on March 6, 2019 for an undisclosed sum.

Region
Southwestern

Industry
Materials & Resources

Micro 100 Corp.

Meridian, ID ▸ **Founded 1960** ▸ **CFO Michael Armstrong**

Micro 100 manufactures carbide tools for clients in turning and milling markets.

Transaction Details

Law Firm Stoel Rives LLP | **Date** 1/2/19
Deal Source(s) Capital IQ, Internet, PitchBook, PrivCo
Harvey Tool Company acquired Micro 100, via its financial sponsor Summit Partners, through a leveraged buyout on January 2, 2019 for an undisclosed sum.

Region
Southwestern

Industry
Technology/Software

Micron Technology, Inc.

Boise, ID ▸ **Founded 1978** ▸ **CEO Sanjay Mehrotra** ▸ **CFO David Zinsner**

Micron Technology produces computer memory and computer data storage.

Transaction Details

Law Firm Wilson Sonsini Goodrich & Rosati, Simpson Thacher & Bartlett
Accounting Firm PricewaterhouseCoopers | **Amount** $1,500,000,000
Date 1/14/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook, 8-K
Micron paid approximately $1.5 billion in cash for the purchase of Intel's interest in the parties' joint venture, IM Flash Technologies, LLC (IM Flash). The payment will end Intel's noncontrolling interest in IM Flash and eliminate IM Flash member debt on Micron's balance sheet.

Region
Eastern

Industry
Technology/Software

Nanobox, Inc.

Idaho Falls, ID ▸ **Founded 2015** ▸ **CFO Michael Andrus**

Nanobox developes a software development micro platform designed to improve application development and deployment process for development teams.

Transaction Details

Date 4/4/19 | **Deal Source(s)** Internet, PitchBook
Nanobox was acquired by DigitalOcean for an undisclosed amount on April 4, 2019.

Region
Southwestern

Industry
Financial Services

Newmark Grubb Acres

Salt Lake City, UT ▸ **Founded 2000** ▸ **CEO Michael Falk**

Newmark Grubb Acres provides real estate solutions for businesses. The company specializes in landlord and tenant representation, investment sales and property management services.

Transaction Details

Date 6/19/19 | **Deal Source(s)** PitchBook
Newmark Grubb Acres was acquired by Newmark Knight Frank, a subsidiary of BGC Partners, on June 19, 2019 for an undisclosed amount. This acquisition solidifies Newmark Group's market share in a key region experiencing robust demand for commercial real estate services.

Region
Southwestern

Industry
Services

National HouseCheck Corp.

Boise, ID ▸ **Founded 2018** ▸ **CEO Dennis Conforto** ▸ **CFO Tim McGraw**

HouseCheck provides home inspection services to improve the overall process of buying and selling a home.

Transaction Details

Date 2/27/19 | **Deal Source(s)** PitchBook
National HouseCheck acquired Insight Inspections on February 27, 2019.

Transaction Details

Date 8/29/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
National HouseCheck acquired Green Tag Inspection Services on August 29, 2019.

Region
South Central

Industry
Healthcare

Orflo Technologies, LLC

Ketchum, ID ▸ **Founded 2003** ▸ **CEO Ted Ayliffe**

Orflo Technologies develops and markets powerful yet simple instrumentation to the cell and protein analysis industries. The company uses leading edge biotechnology with a mission to revolutionize cell analysis.

Transaction Details

Date 11/11/19 | **Deal Source(s)** Internet, PitchBook
Orflo Technologies was acquired by Gemini Bio-Products, via its financial sponsor BelHealth Investment Partners, through a leveraged buyout on November 11, 2019 for an undisclosed sum. The acquisition demonstrates Gemini Bio-Products' commitment to building a world class cell processing and monitoring solution.

Region
Southwestern

Industry
Materials & Resources

Neal Development LP

Boise, ID

Neal Development offers gold mining and exploration services.

Transaction Details

Date 4/30/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
Pure Nickel signed an agreement to acquire 51% of the Neal Development Limited Partnership from 2176423 Ontario Ltd. on April 29, 2019.

Region
North Central

Industry
Other

Palouse Commercial Real Estate

Moscow, ID ▸ **Founded 2010** ▸ **CEO Larry Soehren**

Palouse Commercial Real Estate provides brokerage services, commercial and multi-family property management, and facility services.

Transaction Details

Date 9/13/19 | **Deal Source(s)** Capital IQ, Internet
Kiemle & Hagood Company acquired Palouse Commercial Real Estate for an undisclosed amount on September 13, 2019.

Region
Southwestern

Industry
Technology/Software

Pathfinder Development Group, Inc.

Boise, ID ▸ **Founded 1996**

Pathfinder Development Group provides information technology products and services for diagramming and field reporting solutions.

Transaction Details

Date 4/5/19 | **Deal Source(s)** Capital IQ, Internet
Harris Computer Corporation acquired Pathfinder Development Group on April 5, 2019. Trancite will be run as an independent business unit of Harris and will maintain its headquarters in Boise, Idaho.

Region
Southwestern

Industry
Healthcare

PetIQ

Eagle, ID ▸ **Founded 2010** ▸ **CEO Cord Christensen**

PetIQ provides affordable pet health and wellness products and veterinary services to pet families through retail channels across the country.

Transaction Details

Amount $185,000,000 | **Date** 7/8/19 | **Deal Source(s)** Network
PetIQ acquired all of the outstanding capital stock of Sergeant's Pet Care Products, Inc. from L. Perrigo Company for $185 million in July of 2019.-*-

Region
Southwestern

Industry
Services

Pay Pros, LLC

Boise, ID ▸ **Founded 1998** ▸ **CEO Terry Lyman**

Pay Pros provides professional employer organization services.

Transaction Details

Date 10/1/19 | **Deal Source(s)** Internet, PitchBook
G&A Partners acquired Pay Pros for an undisclosed amount on October 1, 2019.

Region
Southwestern

Industry
Services

Pets Best Insurance Services, LLC

Boise, ID ▸ **Founded 2005** ▸ **CEO Greg McDonald**

Pets Best Insurance Services provides veterinary insurance services. The company's services provide life insurance to owners of pet animals, enabling pet owners to end economic euthanasia by helping them to be financially prepared when their pets need unexpected veterinary care.

Transaction Details

Law Firm Stoel Rives, Sidley Austin | **Date** 3/6/19
Deal Source(s) Capital IQ, Internet, PitchBook
Synchrony Financial acquired Pets Best Insurance Services for an undisclosed amount on March 6, 2019. Pets Best will continue to operate as a wholly-owned subsidiary of CareCredit based in Boise, Idaho.

Region
Southwestern

Industry
Technology/Software

Peak Medical Technologies

Boise, ID ▸ **Founded 2013** ▸ **CEO Ethan Lynn**

Peak Medical Technologies provides pathology software solutions and IT support, enabling clients to create and maintain efficient pathology laboratory practices.

Transaction Details

Date 2/4/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook, PrivCo
Gestalt Diagnostics acquired Peak Medical Technologies, via its financial sponsor Cowles Company, through a leveraged buyout on February 4, 2019 for an undisclosed sum.

Region
Southwestern

Industry
Other

Precision Communication Inc.

Meridian, ID ▸ **Founded 1993**

Precision Communication provides business communication systems and data infrastructure services based in Meridian. The company offers services including structural cabling, fiber optics and network assessments.

Transaction Details

Date 9/3/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
A private investor acquired Precision Communication (dba PreCom). The acquisition closed September 3, 2019 and details were not disclosed.

Region
Southwestern

Industry
Technology/Software

Quality Thermistor, Inc.

Boise, ID ▸ **Founded 1977**

Quality Thermistor designs and manufactures sensors for the foodservice, precision instrumentation, aerospace, and defense industries.

Transaction Details

Law Firm Holland & Hart LLP | **Amount** $75,000,000 | **Date** 7/31/19
Deal Source(s) Capital IQ, Internet, PitchBook
CTS acquired Quality Thermistor for $80 million on July 31, 2019. The company will receive a contingent payout of up to $5 million upon the completion of pre-defined performance objectives. The acquisition provides CTS a new core temperature sensing technology, expanding its sensing product portfolio and building on its strategy to focus on innovative products that sense, connect and move.

Region
Northern

Industry
Other

Quest Aircraft, LLC

Sandpoint, ID ▸ **Founded 2001** ▸ **CEO Robert Wells**

Quest Aircraft manufactures aircrafts. The company is the developer of the Kodiak, a 10-seat, single-engine turboprop airplane which has applications for personal, business, float plane and special-use missions.

Transaction Details

Accounting Firm EY | **Date** 10/1/19
Deal Source(s) Capital IQ, Internet, PitchBook
Daher acquired Quest Aircraft, via its financial sponsor Bpifrance, through a leveraged buyout on October 1, 2019 for an undisclosed sum. The acquisition enables Daher to strengthen its aircraft manufacturing business with an industrial location in North America. The deal increases its presence in the general and business aviation segment by offering a wider multi-product range.

Region
Southeastern

Industry
Consumer/Retail

R&G Potato Company, Inc.

American Falls, ID ▸ **Founded 1977** ▸ **CFO Justin Reynolds**

R&G Potato Company supplies agricultural produce based in American Falls. The company offers potatoes, for producing chips and related products, to businesses.

Transaction Details

Law Firm Honigman, Ray Quinney & Nebeker | **Date** 3/21/19
Deal Source(s) PitchBook, PrivCo
L. Walther & Sons acquired R&G Potato for an undisclosed amount on March 21, 2019.

Region
South Central

Industry
Other

Rangen, Inc.

Buhl, ID ▸ **Founded 1925**

Rangen produces aquaculture products and general feeds with aquaculture feed plants in Buhl, Idaho and Angleton, Texas.

Transaction Details

Date 11/6/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
The aquaculture and general feed products and aquaculture feed plants of Rangen was acquired by Wilbur-Ellis Nutrition for an undisclosed amount on November 6, 2019.

Region
Northern

Industry
Technology/Software

RateFactory, LLC

Coeur d'Alene, ID ▸ **Founded 2014** ▸ **CEO Steve Kutina**

RateFactory owns and operates an online platform for rating insurance products. The company was founded in 2014 and is based in Coeur D'Alene, Idaho. As of June 13, 2019, RateFactory, Inc. operates as a subsidiary of Zywave, Inc.

Transaction Details

Date 6/13/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
Zywave, Inc. acquired RateFactory on June 13, 2019. As part of the agreement, RateFactory customers will become Zywave customers and RateFactory employees will become Zywave employees.

Region
South Central

Industry
Consumer/Retail

Rite Stuff Foods, Inc.

Jerome, ID ▸ **Founded 1989** ▸ **CFO Jerry Anderson**

Rite Stuff Foods produces potato products. The company's offerings include stuffed potato boats, potato wedges and potato pancakes, enabling clients in the grocery, food service and specialty restaurant industries to get creative products that fit their requirements.

Transaction Details

Law Firm Milbank, GLNS Rechtsanwälte Steuerberater, Shearman & Sterling
Date 2/15/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
Frostkrone Tiefkuhl Kost acquired Rite Stuff Foods, via its financial sponsors EMERAM Capital Partners and Idinvest Partners, through a leveraged buyout on February 15, 2019 for an undisclosed sum. The acquisition helps Frostkrone Tiefkuhlkost's expansion into the US and is the next step to further implement the company's growth strategy.

Region
Southwestern

Industry
Healthcare

Saltzer Medical Group, P.A.

Nampa, ID ▸ **Founded 1961** ▸ **CEO Bill Savage**

Saltzer Medical Group operates healthcare facilities that provide various healthcare services. The company's medical specialties include acupuncture, aesthetic services, dermatology, eye care, family practice, hearing and balance, internal medicine, lab services, medical imaging, neurology, obstetrics and gynecology, occupational health, osteoporosis, pain management, pediatrics, pulmonology, quick care, research, rheumatology, sleep disorders, surgery, and workers compensation.

Transaction Details

Date 4/30/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
Ball Ventures Ahlquist acquired Saltzer Medical Group for a undisclosed amount. Over the coming year, BVA plans to open new Saltzer clinics across the Treasure Valley and increase services offered to patients.

Region
Northern

Industry
Services

Sandpoint Title Insurance, Inc.

Sandpoint, ID ▸ **Founded 1983** ▸ **CEO Tom Williams**

Sandpoint Title Insurance provides title insurance and escrow services.

Transaction Details

Date 5/20/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
TitleOne acquired Sandpoint Title Insurance, a subsidiary of Title Resource Group, for an undisclosed amount on May 20, 2019.

Region
Northern

Industry
Consumer/Retail

Sky Valley Foods, Inc.

Danville, VA ▸ **Founded 1987** ▸ **CFO Calton Weatherford**

Sky Valley Foods creates high quality, organic, nutritious, simply delicious salad dressings and specialty sauces for the natural and organic foods consumer.

Transaction Details

Amount $46,000,000 | **Date** 7/9/19
Deal Source(s) Capital IQ, Internet, PitchBook, PrivCo
Sky Valley Foods was acquired by Litehouse Foods for $46 million.

Region
Southwestern

Industry
Consumer/Retail

Snake River Supply

Idaho Falls, ID ▸ **Founded 2003** ▸ **CEO Mick Coombs**

Snake River Supply distributes industrial supplies and parts. The company supplies rubber belting, lacing supplies, rollers, conveyor equipment, screens and plastic sheeting used in agriculture, food processing, and aggregate industries.

Transaction Details

Date 3/4/19 | **Deal Source(s)** Internet, Network, PitchBook, PrivCo
Purvis Industries acquired Snake River Supply on March 4, 2019 for an undisclosed amount. With this acquisition, Purvis Industries will expand its geographical reach in the southern Idaho markets.

Region
Southwestern

Industry
Services

Southworth Associates.

Boise, ID ▸ **Founded 1998**

Southworth Associates provides addiction recovery services.

Transaction Details

Date 5/31/19 | **Deal Source(s)** Capital IQ, Internet, PitchBook
Southworth Associates acquired IOP Consulting from Scott Gilbert on May 31, 2019. The acquisition also includes the purchase of a proprietary behavioral health financial management application, developed by Scott Gilbert and Chad Grimm.

Region
Northern

Industry
Consumer/Retail

Summit Cider Co.

Ponderay, ID ▸ **Founded 2014** ▸ **CEO Davon Sjostrom**

Summit Cider offers ciders in forms like hard apple cider, dry cider, craft cider, local cider, and local beer.

Transaction Details

Date 9/3/19 | **Deal Source(s)** PitchBook
Laughing Dog Brewing acquired Summit Cider for an undisclosed amount on September 3, 2019.

Region
Southwestern

Industry
Technology/Software

Synergy Business Solutions, LLC

Meridian, ID ▸ **Founded 2003** ▸ **CEO Stephen Toth**

Synergy Business Solutions provides ERP software and related services. The company assists in making financials, projects and government compliance much easier through implementing and supporting financial and enterprise resource planning software, enabling businesses to encounter challenges related to financial management, project accounting, DCAA compliance, revenue recognition, materials management, supply chain, manufacturing, budgeting, bidding and financial reporting.

Transaction Details

Date 7/2/19 | **Deal Source(s)** Internet, PitchBook

Velosio acquired Synergy Business Solutions, via its financial sponsor Harren Equity Partners, through a leveraged buyout on July 2, 2019 for an undisclosed sum. The acquisition expands Velosio's delivery capabilities with the addition of more than 20 experienced technical and delivery resources with expertise helping services industry clients with project-based billing requirements leveraging Microsoft business applications to transform their business.

Region
Eastern

Industry
Healthcare

Temple View Transitional Care Center

Rexburg, ID ▸ **Founded 2016**

Temple View Transitional Care Center provides nursing services. The company engages in in-house healthcare, post acute care, assisted living and skilled nursing facilities.

Transaction Details

Date 9/1/19 | **Deal Source(s)** Internet, PitchBook

The Ensign Group acquired Temple View Transitional Care Center for an undisclosed amount on September 1, 2019. The acquisition enables The Ensign Group to expand its post-acute care services in Idaho.

Region
Northern

Industry
Technology/Software

Triple E Technologies, LLC

Post Falls, ID ▸ **Founded 2001** ▸ **CEO Dan Eloe**

Triple E Technologies develops and offers OneTouch, a fuel control and inventory management software suite for petroleum and convenience stores.

Transaction Details

Date 4/25/19 | **Deal Source(s)** Capital IQ, Internet

Triple E Technologies has joined Red River Software, a Volaris Group company. The acquisition of Triple E provides Petroleum and Convenience Store (C-Store) customers with a broader offering of solutions to address the many challenges surrounding secure payment processing, PCI compliance, and EMV card transactions.

Region
Southwestern

Industry
Services

US Ecology, Inc.

Boise, ID ▸ **Founded 1992**

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

Transaction Details

Law Firm Dechert, Jones Day | **Amount** $966,000,000 | **Date** 11/1/19
Deal Source(s) Capital IQ, Internet, PitchBook, 8-K

US Ecology acquired NRC Group Holdings Corp. for $966 million on November 1, 2019. The acquisition will establish US Ecology as a leader in standby and emergency response services and adds a new waste vertical in oil and gas exploration and production landfill disposal to further drive waste volumes throughout the Gulf region.

Transaction Details

Amount $17,800,000 | **Date** 8/1/19 | **Deal Source(s)** Capital IQ, Internet

US Ecology acquired all of the outstanding shares of W.I.S.E. Environmental Services Inc. for CAD 23.5 million on August 1, 2019.

Region
Southwestern

Industry
Services

Vacasa, LLC

Portland, ID ▸ **Founded 2009** ▸ **CEO Matt Roberts**

Vacasa is North America's largest vacation rental management platform.

Transaction Details

Amount $162,000,000 | **Date** 10/23/19 | **Deal Source(s)** Network

Vacasa purchased Wyndham Vacation Rentals for approximately $162 million. Vacasa financed the acquisition of Wyndham Vacation Rentals through a combination of cash and equity. Wyndham Destinations received proceeds at closing of $156 million in cash and $10 million in Vacasa equity.

Region
Southwestern

Industry
Technology/Software

XTRA Bitcoin, Inc.

Fruitland, ID ▸ **Founded 2017** ▸ **CEO Paul Knudson**

XTRA Bitcoin deploys energy-efficient miners using latest 10nm ASIC chip technology as a growth-oriented Bitcoin mining company.

Transaction Details

Date 7/15/19 | **Deal Source(s)** Capital IQ, Internet

XTRA Bitcoin acquired Therapy Cells, Inc. for an undisclosed amount on July 15, 2019. With the acquisition, the company was assigned a new ticker symbol, CBTC, to reflect business in the Crypto space of BTC (bitcoin) mining on the Bitcoin blockchain.

Idaho's Tech and Jobs

Technology and software deals dominated this year's deal flow. This increase is reflected in a growth in the number of STEM related jobs, that also rank among the highest paying occupational categories in Idaho.

Source(s) | http://www.idahotechcouncil.org/wp-content/uploads/2019/08/2019.ITC_.KNOWLEDGE.REPORT.pdf,

Lewiston Idaho

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City of Meridian
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Scentsy
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IDAHO TECHNOLOGY COUNCIL

START. GROW. THRIVE.

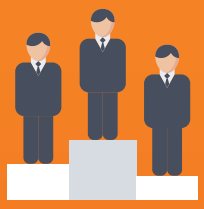
WHAT IS **THE ITC?**

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

A member-driven organization

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

TALENT PIPELINE



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

ACCESS TO CAPITAL

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

R&D COMMERCIALIZATION

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

GET **INVOLVED**

Voice of Industry

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

Capital Connect

- Connect to valuable networks
- Track deal flow

Computing Technologies Alliance

- Attract talent
- Grow skills
- Retain employees
- Idaho computing K-Career team

Tech2Market

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

BENEFITS TO **MEMBERS**

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

IDAHO TECHNOLOGY COUNCIL **WINS**

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

COMPUTER SCIENCE **LEGISLATION**

IDAHO **KNOWLEDGE** REPORT

IDAHO **DEAL FLOW REPORT**

STRATEGY

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

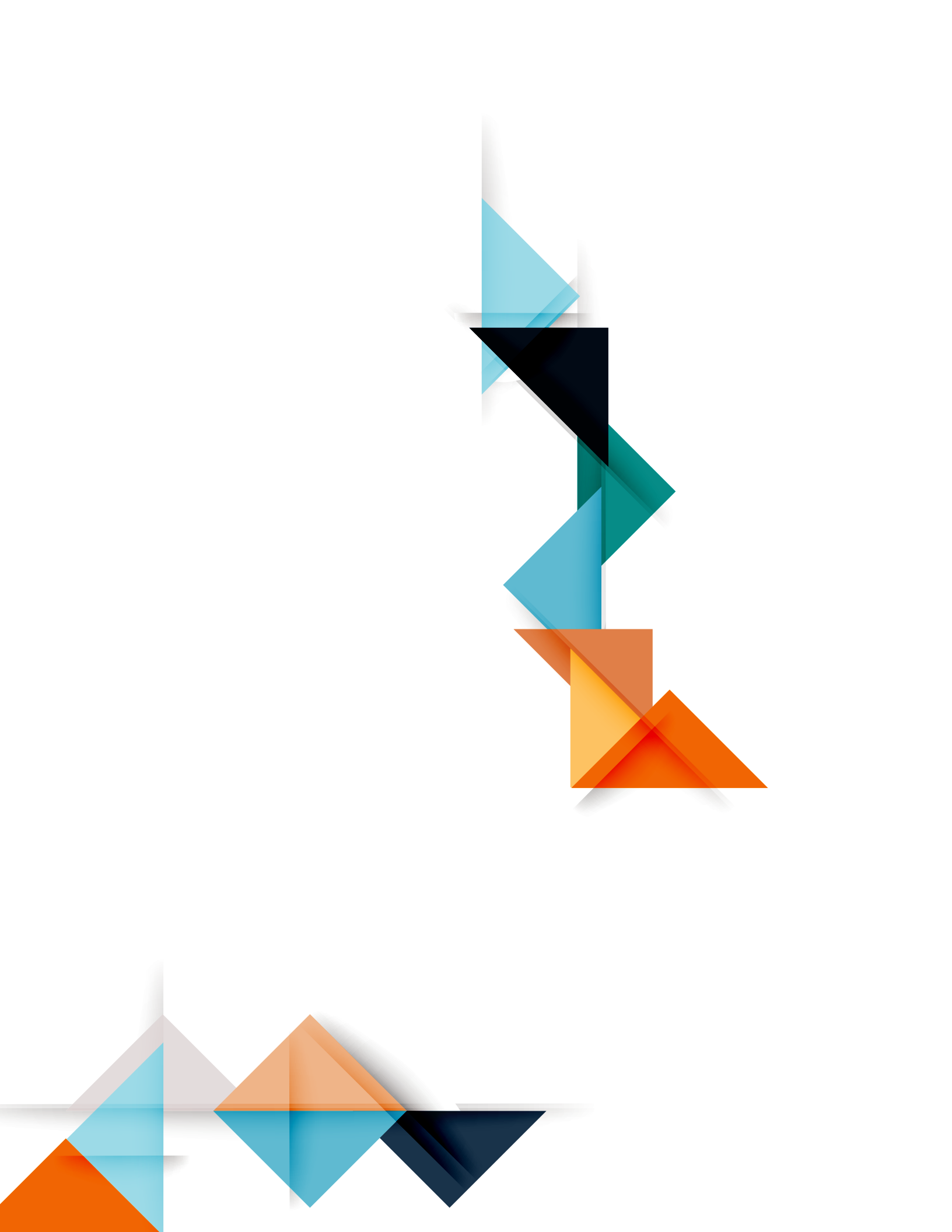
ITC creates a network for advancing companies in Idaho and connects to national and international networks. ITC events provide a perfect venue for expanding networks locally and nationally.

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

ALIGN

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

ADVOCATE

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

Want to know more?
idahotechcouncil.org