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DEAL FLOW

DEAL FLOW REPORT

2014

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INTRODUCTION

The MountainWest Capital Network is pleased to present the 2014 Deal Flow Report! The Deal Flow Report is Utah's only comprehensive publication tracking the equity related financial transactions throughout the State on an annual basis. The information presented in this year's Deal Flow Report was predominantly collected from the following methods:

- Direct calling/verification efforts of the MountainWest Capital Network Deal Flow Committee Members with dealmakers, companies, service providers, and media sources;
- Electronic data gathering from various reputable Internet sites; and
- Review of all Form D's filed by Utah-based issuers/companies.

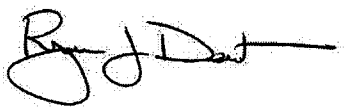
This is the 20th year of the MountainWest Capital Network Deal Flow Report! Similar to previous years, the transactions reported are separated into the following three categories:

1. Public Offerings;
2. Private Placements—Venture Capital, Private Equity and Angel Investments (not including offerings that raised less than $50,000);
3. Mergers & Acquisitions.

We encourage you to continue to report your deals throughout the year by submitting them online at www.mwcn.org/deal-flow or by contacting one of the MountainWest Capital Network Deal Flow Committee Members listed in this report. By highlighting these transactions, our goal is to both showcase Utah's dynamic business environment and to attract and promote greater attention from the investment communities, both locally and nationwide.

We would like to personally thank the members of this year's Deal Flow Committee. Their level of dedication, volunteerism, and hard work cannot be overstated. Thank you! Also, we would like to thank this year's sponsors, many of whom played a very active role in the Deal Flow Committee. Without each sponsor's support, the Deal Flow Report would not be possible. Lastly, we would like to congratulate each of the companies and principals recognized in this year's report. You make Utah a great state to do business in!

Sincerely,



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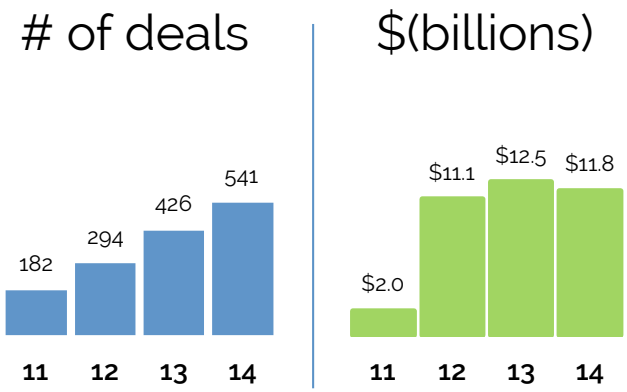
DATA FINDINGS & CONCLUSIONS

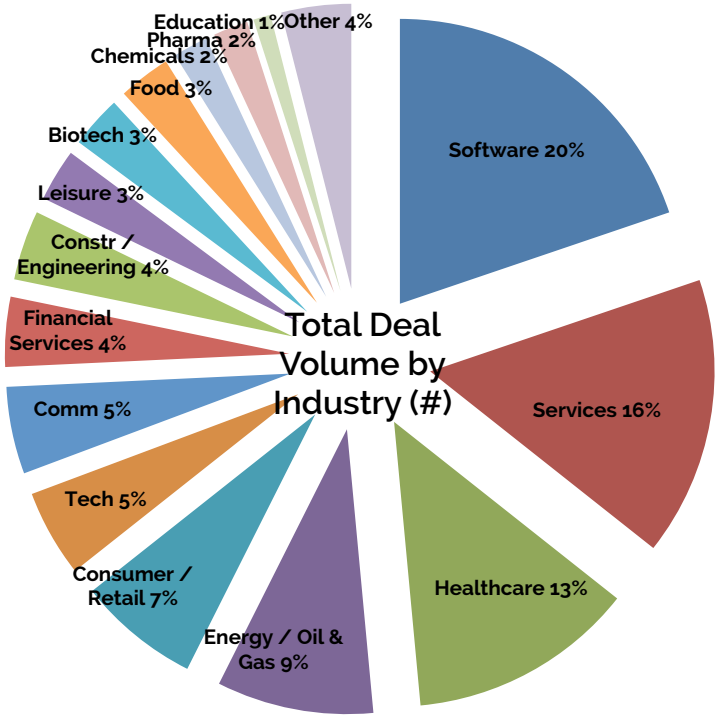
The information in this report has not been independently verified and should not be relied upon in any way. The Deal Flow Report is not a complete listing of all the deals in Utah, since many were confidential, not reported or had insufficient data for inclusion.

Total deal flow … trend continues upward



Deal criteria excludes real estate, pure debt, transactions less than $50,000, and direct capital provider fund raising.

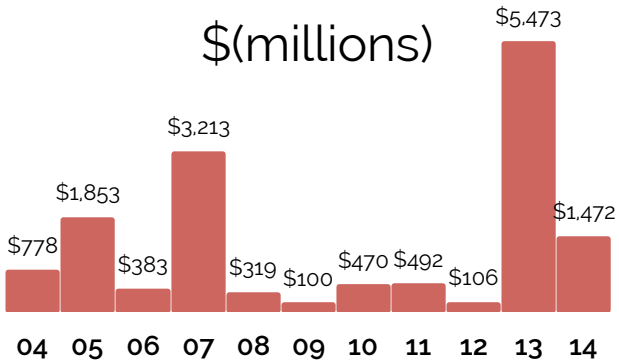
Diverse industries … software preserving lead



Utah continues to showcase its depth and expertise in software applications, which is underrepresented in the graph to the left as healthcare specific software solutions were classified in "Healthcare." Similarly, some tech companies may have also been classified as "Software."

The "Other" category consists of manufacturing, real estate, and transportation/logistics.

Public markets … markedly improving



2014 was the 2nd highest year of public market activity in the last 7.

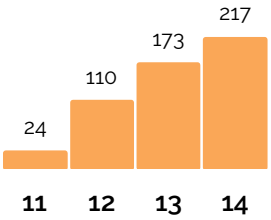
Healthy stock market valuations and performance adds to public market activity.

DATA FINDINGS & CONCLUSIONS

The information in this report has not been independently verified and should not be relied upon in any way. The Deal Flow Report is not a complete listing of all the deals in Utah, since many were confidential, not reported or had insufficient data for inclusion.

M&A activity … sharply up but deal size down

of deals



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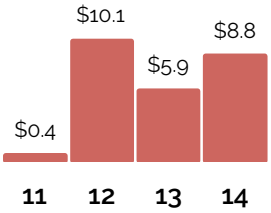


Sustained improvement in economic conditions , continued favorable credit markets, and increased corporate cash / private equity capital all contributed to increased M&A activity.

Large sized transactions impacted dollar volume as top ten M&A transactions increased from $5.5B to $8B year over year.

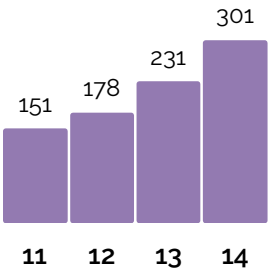
Top ten M&A transactions

Entrada Midstream, Inc.	**$2.5B**	TPUSA, Inc.	**$610M**
Fusion-io, Inc.	**$1.3B**	Myriad Genetics Inc.	**$270M**
HyClone Laboratories	**$1.0B**	CIT Bank	**$230M**
Electronic Funds Source LLC	**$1.0B**	Park City Mountain Resort	**$183M**
Progressive Finance Holdings, LLC	**$700M**	TheraDoc, Inc.	**$117M**

7of 10 acquired by out-of-state entities, whereas 3 of 10 acquired out-of-state entities (TPUSA purchase of Aegis Business Group, Inc., Myriad Genetics purchase of Crescendo Bioscience, and CIT Bank purchase of Direct Capital Corporation).

Private placement … consistently up

of deals



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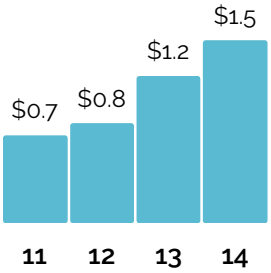

Analysis was not conducted by stage of development, but is noted within the Deal Flow Report when known.

Top nine private placements

Qualtrics Inc	**$150M**	Instructure	**$42M**
Pluralsight LLC	**$135M**	Health Catalyst, LLC	**$41M**
Domo, Inc.	**$125M**	Workfront, Inc.	**$38M**
InsideSales.com, Inc.	**$100M**	Alliance Health Networks (Ingram Medical)	**$30M**
Nature's Sunshine Products Inc.	**$46M**		

Top nine raises represent various stages and structures, see individual deal data for further details.

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SCHEDULED EVENTS—2015

January 15, 2015	MWCN Business Forum, Strategic Sponsor CBIZ/MHM LLC to Host. Keynote Bruce D. Milne, CEO Corum Group
February 3, 2015	MWCN Entrepreneur of the Year, Little America Hotel
April 16, 2015	MWCN Business Forum, Strategic Sponsor Advanced CFO Solutions to Host. Keynote Fraser Bullock, Co-Founder/Managing Director of Sorenson Capital LLC
May 15, 2015	MWCN Deal Flow Awards, Little America Hotel
June 3, 2015	MWCN Business BootCamp, Little America Hotel
July 16, 2015	MWCN Deal Makers' Golf Tournament, Thanksgiving Point Golf Course
August 20, 2015	MWCN/UTC/WBI Joint Luncheon, Thanksgiving Point, Garden Room
September 24, 2015	Women Tech Awards, Grand America Hotel
November 3, 2015	Utah 100 Award Program, Grand America Hotel
November 19, 2015	MWCN Business Forum, Strategic Sponsor Pricewaterhouse Cooper LLP to Host
December 17, 2015	MWCN Business Forum, Strategic Sponsor Eide Bailly LLP to Host. Utah 100 Winner Highlight

Please visit www.mwcn.org to register for these events and to learn more about the MountainWest Capital Network.

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- Utah Deal Flow Report
- Listing in the online Membership Directory
- Eligibility to participate on all Committees
- Online access to the Deal Flow database with full query functionality

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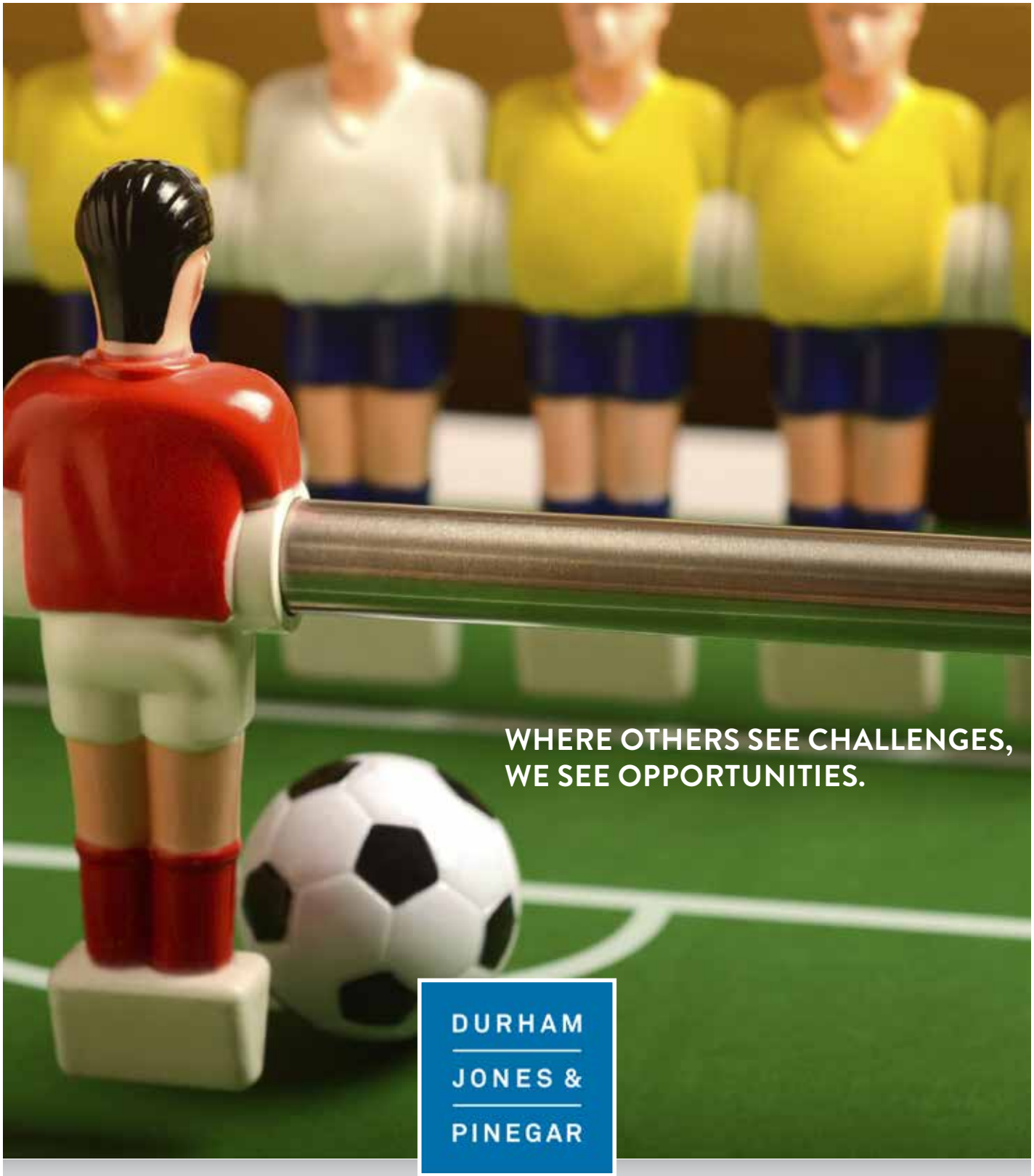

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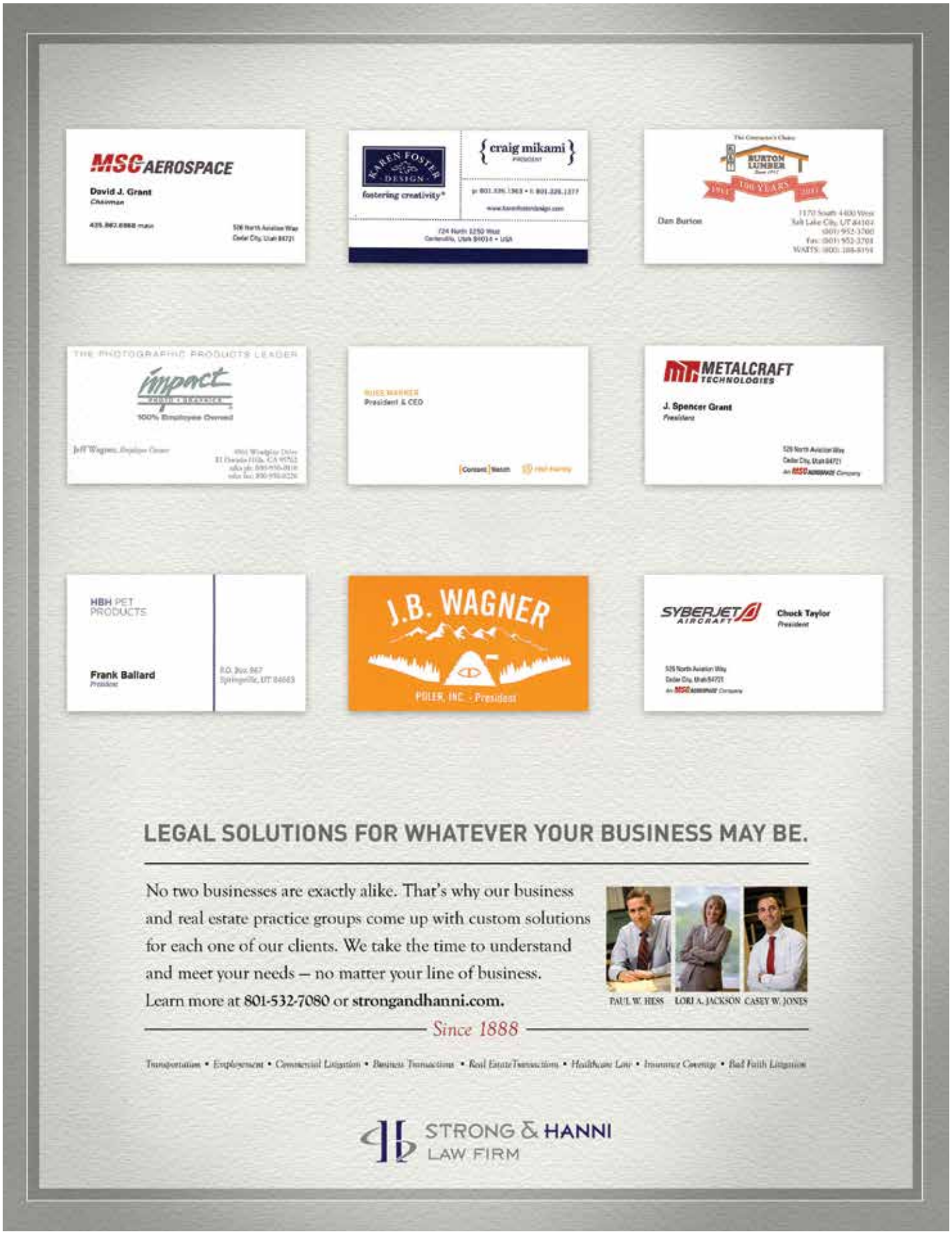

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Utah's Banner Year in Venture Capital Investing Reflects National Trends

VC Investing Results from the 2014 PwC/NVCA MoneyTree Report, based on data from Thomson Reuters

2014 UTAH RESULTS

By almost every measure, 2014 was a banner year for Utah venture capital (VC). Venture capitalists invested $800 million in 43 deals in 2014, an increase of 153% in dollars from the prior year, according to the MoneyTree™ Report by PricewaterhouseCoopers LLP (PwC) and the National Venture Capital Association (NVCA), based on data from Thomson Reuters.

That dollar amount was the highest total since the inception of the MoneyTree Report in 1995, eclipsing the 2000 total, the previous height of VC activity in the state. Also, Utah counted four megadeals—investments of $100 million or more—which helped to catapult it into the top 10 states for VC dollars invested in 2014, coming in 8th overall.

Investments into software companies continued to attract the lion's share of VC dollars in Utah, accounting for 67% of investments, following the trend seen across the country. By year end, venture capitalists—attracted by the industry's relatively low capital intensity and relatively quick time to market—had invested $537 million in 21 deals in 2014, an increase of 180% in dollars and 24% in deals over the prior year. The next largest industry in Utah was Media and Entertainment, which saw 3 deals for $144 million, up significantly from $8.5 million last year.

Investments in companies in the Later Stage of development surged almost 600% from $76 million in 2013 to $522 million in 2014, representing 65% of total dollars invested. While Later Stage companies captured the bulk of investment dollars in 2014, companies in Early Stage development accounted for the highest total of deals with 18 companies capturing $57 million, which is more than double the dollars invested in 2013.

It's encouraging that VCs continued to support early stage companies in 2014, demonstrating that VCs are still providing funding to entrepreneurs with innovative ideas in Utah. Additionally, with the majority of deals in the Early and Expansion Stages of development, VC investing could remain strong into 2015 as VCs continue to support their portfolio companies.

Utah's success is due to a number of converging factors. The state entered the recent recession later than other states, but has recovered just as quickly, creating an environment where local companies could flourish. Utah also benefits from a highly educated workforce and a business friendly government. This has attracted many large technology companies, such as Adobe, which in turn tends to spawn startups and draws even more talented people to the state. Utah may not be Silicon Valley—but it's putting itself on the map and there's every reason to believe that 2015 will be another successful year.

2014 NATIONAL RESULTS

Nationally, the venture capital industry built on a strong 2013, reaching even higher in 2014. Last year, venture capitalists invested $48 billion in 4,356 deals, an increase of 61% in dollars and 4% in deals from 2013.

As it did in Utah, the software industry maintained its status as the single largest investment sector in 2014. Annual investments into the industry reached their highest level since 2000, with $20 billion flowing into 1,799 deals, accounting for 41% of total investments as VC firms continued to seek out innovative companies with disruptive technologies.

Biotechnology was the second largest investment sector for the year in terms of dollar investments. Investment dollars rose 29% in 2014 to $6 billion going into 470 deals. The Media and Entertainment sector accounted for the second largest number of deals in 2014 at 481, however it was third largest in terms of dollars invested with a total of $5.7 billion.

Like Utah, companies in various stages of development benefitted from the robust VC environment in 2014. Expansion stage investments captured the most investment dollars nationally, increasing 102% to $20 billion. As we saw in Utah, Early Stage companies accounted for the most deals during 2014, with 2,165 deals capturing $16 billion. Unlike Utah, however, Later Stage funding trailed early and expansion stage investments with $12 billion invested.

It was also a very good year for VC-backed exit activity across the country. In 2014, 115 venture-backed listings raised $15 billion, a 42% increase in volume and a 38% increase in dollars compared to 2013. It was the strongest annual period, by dollars, since 2012. It was also the strongest year since 2012 for venture-backed M&A deals, with 455 being reported.

For additional MoneyTree data, including full results, please visit www.pwcmoneytree.com or contact me at ryan.j.dent@us.pwc.com. While MoneyTree attempts to gather as much VC funding data as possible, the report is not exhaustive since some firms prefer to keep deal data private.

Ryan J. Dent, CPA
Ryan is a partner in PwC's Banking & Capital Markets sector and has consulted with and supervised audit engagements of public and privately owned companies for over 15 years. Ryan is currently leading PwC's financial services audit practice in Salt Lake City, providing services to clients throughout the United States.

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Utah: A "Fly-Over" State No Longer

When Utah was putting together a bid that would ultimately result in hosting the 2002 Winter Olympics, state and local officials commissioned a survey to determine the level of awareness and familiarity with Utah among national and international audiences. The results were discouraging. Respondents had little or no knowledge of Utah, or considered it a "fly-over" state…a place you saw from an airplane window but wouldn't actually visit.

Today, thanks to the highly successful Olympic Games, award-winning tourism promotion, and more recently, a string of national business accolades, the awareness of Utah as a place to visit and as a place to do business has risen exponentially. By numerous accounts, Utah is the best state in the U.S. for business. If you fly over it, you will be losing out on opportunity. That is certainly true in the world of venture capital (VC).

Utah saw record growth in VC investment during 2014. VC deals with Utah-based companies brought in a total of $801 million last year alone. This represents an increase of nearly a half-billion dollars from 2013.

Utah ranked in the top 10 nationally in total amount of VC dollars invested for 2014, and outranked Silicon Valley in terms of the average amount of dollars invested per deal.

This has been part of a multi-year surge: VC investment in Utah grew more than 80 percent from 2009 to 2013. During that same period, Utah saw a 79 percent increase in dollars invested per deal while experiencing a 3 percent increase in total number of VC deals. It helped VC growth in Utah from 2009 to 2013 surpass the national average by more than 20 percent.

Here are some general business accolades of note regarding Utah:

- Forbes recently named Utah the #1 state for business and careers, the fourth time in the last five years.
- 24/7 Wall Street named Utah the #1 best state for business in its March 2015 ranking.
- The Brookings Institute just completed a survey of the economic success of all major metros in the U.S. and Salt Lake City beat every other metro in the country.
- Pollina Corporate—which advises corporate site selection consultants—named Utah the #1 pro-business state for three years running, based on dozens of key metrics.
- According to a report released by the U.S. Chamber of Commerce, when it comes to economic growth and business strength, there may be no better place than Utah, which was the only state to make the top 10 rankings for all five of the policy areas the Chamber assessed—1) exports, 2) innovation and entrepreneurship, 3) business climate, 4) talent pipeline and 5) infrastructure.

These and other accolades point to the fundamental reasons Utah is a good place for business and for VC investment.

Factors in Utah's favor help to derisk investments.

First, emerging companies in Utah enjoy operating costs that are competitive. From energy to employee healthcare, costs in Utah are well below national averages.

Second, the business climate is predictable. Corporate tax rates haven't risen in nearly 20 years, and in recent years, the state eliminated or modified more than 300 regulations that held little benefit to business.

Third, the state has robust infrastructure. A well-established network of rail and highways makes Utah the crossroads of the West, with easy one-day access to major cities and seaports. The state boasts some of the fastest broadband in the country, and our international airport offers more than 600 flights a day. In terms of human capital, we have the youngest workforce in the country (29.9 years of age), and that workforce is highly educated.

Fourth, we have an entrepreneurial culture and a system of higher education that is geared to commercializing cutting-edge research. The University of Utah, Utah State University and Brigham Young University are all in the top ranks of institutions creating start-up companies. C2C ranked Utah as one of the top five states in which to start a business.

Fifth, we understand international markets and our trade portfolio is growing increasingly diverse. In 2014, two-thirds of our exports were value-added vs. one-third in 2012.

Lastly, Utah has unsurpassed quality of life. With easy access to five national parks, 43 state parks and millions of acres of other dramatically beautiful public lands, you can play where you work. No wonder Gallup/Healthways ranks Utah among the top five states for well-being. This helps talent recruitment and retention.

The Utah Governor's Office of Economic Development (GOED) is excited to share more about Utah with the VC community. In coordination with our partners—the Economic Development Corporation of Utah, Utah Capital Investment, the World Trade Center Utah and others—we are ready, willing and able to engage with you to expand your business…in the best place to do business. And we thank MountainWest Capital Network for their work to change perceptions from "fly-over" to "fly-in."

Visit http://business.utah.gov or call 801-538-8879 for more information.

Since 2011, **Michael O'Malley** has served as business marketing director for GOED. Previously he filled a similar role with for the Utah Science Technology and Research (USTAR) Initiative, which he joined in 2006. Prior to state government, Michael worked for GE for 14 years in corporate payment processing and computer leasing.

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Of Ventures and Vultures—The Pros & Cons of Taking Outside Capital

Rushing headlong into the capital raising process is sure to lead to disappointment in some form. Conversely, being thoughtful regarding options and the resulting impacts on your business will lead to a more satisfying process and outcome.

Frequently, the largest obstacle between a good idea and a profitable business is cash. Nearly all businesses need it to turn an idea into something that others are willing to pay for. But taking outside capital can often be viewed, for good reason, as a step toward a loss of control and increasing complexity. The nature of this beast will usually depend on how much capital you will need, which often results in narrowing the field from which you can source that capital. There is usually a direct relationship between the amount of capital needed and the complexity of the terms and resulting relationship because you are dealing with increasingly sophisticated investors. However, when you understand the pros and cons of taking outside capital, and you actively manage the resulting impacts on your business, it can be the difference between growing a great idea into something real or nothing at all.

In the past few years we have seen capital markets improving. Massive amounts of capital have been raised and much of it is yet to be deployed. If you have a good story to tell, it is a great time to be in the market for outside capital. Approach this with a well-reasoned request in purpose, timing, and amount.

PROS OF OUTSIDE CAPITAL

First, and most importantly, outside capital frequently is what allows your business to pursue opportunities that would otherwise be missed. These can include timely acquisitions of other companies or technology, opening new markets or taking market share when competitors are struggling or not focused.

A second pro of outside capital is when it is "smart" capital. Smart capital is money that comes with help in some form. This can be assistance in penetrating markets, strategic guidance, key introductions, or many other forms of assistance. As with most self-promotion, some that call themselves "smart" capital may really be "dumb" capital in disguise. Dumb capital comes from those that can't be trusted or don't have good references, ask for more control than appropriate, or have demonstrated a past checkered with a lack of support for entrepreneurs when a company is going sideways. The best question to ask is, "would I add this investor to my board if they didn't have money to invest?"

Third, for those owners interested in taking some hard earned capital out of the business, but not getting out entirely, selling off a minority stake is a good alternative. Frequently, entrepreneurs who have everything tied up in their business feel like they're "betting the farm" on every business decision. That can often handicap the decision making process. Taking some money off the table will often liberate and optimize the decision making process.

Fourth, with extra cash you can hire "better talent." In this respect, better talent means someone else has already paid them to make mistakes from which they've now learned. They are now experienced and can help you avoid similar, untimely and costly mistakes.

CONS OF OUTSIDE CAPITAL

The first con to consider is control. Unless the investor is your sweet mother (and even that isn't always a guarantee) taking outside capital will generally involve giving up some control of the business. This is true even for minority investors who will often ask for board seats, certain veto rights, increased reporting, or some level of involvement in the business. Each of these can be easily managed when understood up front and when you are ready for the change.

Second, dilution. Unless the outside capital is simple bank debt, you should be keenly aware of the impact of an outside infusion on your ownership stake in your business. These are very complicated matters and sometimes what seems straight-forward can be misunderstood and lead to frustration and soured relationships. Experience has taught us that few investors are trying to be deceptive. Rather, these transactions are complicated and need proper analysis. In other words, you need to know what you don't know and you need to have trustworthy, experienced advisors.

Third, focus. Some portion of your attention will now be focused on considering the thoughts and needs of a new set of stockholders, whereas before it was only your core team and customers. An entrepreneur can certainly minimize this if the right partner is chosen.

Whichever course an entrepreneur chooses, taking adequate time to consider the alternatives and preparing for the eventualities of an outside capital infusion will lead to a much smoother and more satisfying experience. Above all, if you feel overwhelmed, get some friendly but experienced advice.

Dave Chase
Dave is the Managing Partner for Advanced CFO Solutions. His work experience has ranged from startups through his 10 years in a Fortune 50 company. He has been instrumental in raising over $500M in capital and is active in writing and mentoring in the small and medium-sized business space.

The Importance of the Middle Market

There's no formal definition of middle market, but from Wells Fargo's perspective, it is companies with $20 million in revenue and higher. The range includes smaller family-owned businesses; to companies that qualify for a credit agency rating. Middle market companies can be family-owned, in addition to private equity-owned and smaller public companies.

The middle market is a significant driver of the U.S. economy. There are an estimated 200,000 middle-market companies in the U.S. that employ more than 30 million Americans. That represents more than one-third of the nation's jobs, and roughly $9 trillion in annual gross revenue. If the U.S. middle market were a country, its gross domestic product would rank as the world's fourth largest economy.

Given the size the middle market, the concerns and growth of these businesses have an impact on the economy, on both a macro and micro level. So, what is important to middle market business owners, and what drives growth of their companies? In my experience working with the middle market leadership, the answer is simple: innovative financial solutions that help solve problems from people they trust.

Solutions enable growth and success. Success creates wealth for owners and employees alike. Owners want a reliable team of advisors that can help them figure out how to stay competitive in an ever changing economy. In terms of financial services, owners prefer industry leaders with broad capabilities that can expand business via capital, private equity, equipment financing and top notch treasury products. They want a bank with a strong balance sheet and capital position; one that lends consistently through all market conditions. Industry expertise is helpful. Most importantly, a dedicated team or relationship manager that understands and knows an owner's or CEO's objectives is paramount.

A national bank can bring depth and breadth of products to the middle market. Wells Fargo is the world's largest bank by market capitalization and specialization in middle market clients. As a result, Wells has earned the No. 1 share of middle market customers in the U.S. and is also the No. 1 provider of credit, cash management, and international services to middle market companies. (Source: TNS 2013 Commercial Banking Momentum Monitor.)

Wells Fargo is a staple of American commercial banking for more than 40 years with a track record of strength and stability for middle market lending. It is the vision that all Wells Fargo team members embrace, and it applies well to the middle market.

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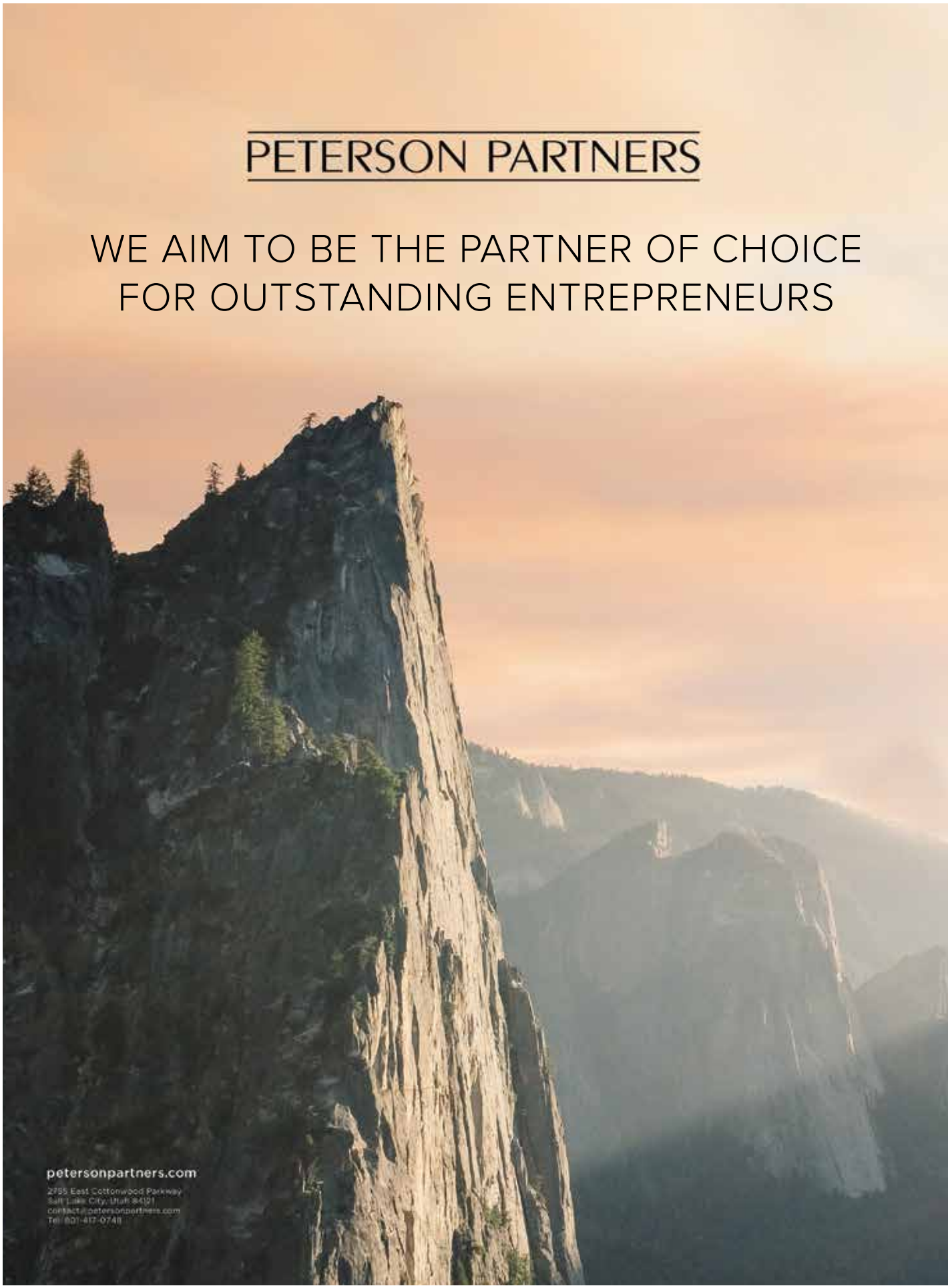
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Negotiating Great Deals

In Hollywood's stylized version of business negotiation, executives fight a verbal battle from either side of a conference table, flanked by teams of attorneys, consultants and bankers. Traps are laid, power asserted and threats made until one side maneuvers the other into a corner. Up steps the Gordon Gecko character to coldly declare himself the victor: "It's not a question of 'enough,' pal. It's a zero sum game—somebody wins, somebody loses."

Thanks to these fictions, many people think the point of negotiation is to maximize your immediate economic gain, with no regard for the impact on the other side. Indeed, a cottage industry has sprung up with self-styled negotiation experts offering ways to keep prospective employers, suppliers, and other adversaries on the ropes.

But in the long term, treating negotiation as a boxing match will mean a lot of unnecessary headaches, and punches that should have never been thrown.

It's easier on your psyche, and your business's health, to instead think of the process as a conversation—one in which you're "solving for fair." Almost all negotiations are serial, not episodic, so imagine that you're slowly building a brand: a reputation that will follow you for your entire career. Extracting one killer deal from your counterpart can turn out to be costly in the long run. For one thing, you might forfeit the chance to do more business with him or people he's close to. For another, you may have done nothing more than to create an unstable agreement.

Practicing and internalizing the following attitudes can help shape the way you operate while you're at the negotiating table.

THIS IS ONE CONVERSATION IN A LONGER NARRATIVE

Over the course of your career you'll engage in thousands of negotiations. Earning a reputation for "getting your way at any cost" is not the way you want to go. Trust me: while people may forget the result of one exchange, they won't forget how they felt if you dismissed their concerns or treated them disrespectfully. You're not obligated to make sure the other side gets a great deal, but you do want them to walk away feeling satisfied and respected. If they do, the opportunities that will come to you in the future will more than compensate for whatever you gave up to ensure a fair deal.

CONSIDER THE OTHER SIDE'S INTERESTS

Understanding that your negotiating partner's interests are real conveys respect and empathy. If they can see you've made an effort to understand their perspective, they're likely to be less defensive and more willing to engage in honest dialogue. That makes it easier to find a solution that everyone sees as a win. Think of your goal as putting a fair price on what the other party wants. It's up to them to decide if their demands are worth the price you've set. You'll know you're getting close when you can describe their needs in a way that satisfies them, and they can acknowledge the price of what they're asking for.

DIRECTNESS BEATS PSYCH-OUT TACTICS

Many people start negotiations by assessing who has more legal or economic firepower, and who's more willing to walk away. This power-only mindset can negatively charge a discussion and get it off on the wrong foot. You can avoid that by focusing first on the principles both sides agree on.

Former Chrysler boss Lee Iacocca summed up his approach to negotiation in one simple principle: "Being honest is the best technique I can use. Right up front, tell people what you're trying to accomplish and what you're willing to sacrifice to accomplish it."

AIM TO CREATE VALUE FOR ALL PARTIES

This flies in the face of Hollywood's last-man-standing version of negotiation. But if your "opponent" benefits from doing business with you, and you walk away satisfied too, you've created two wins instead of one. Strengthening your relationship with the other party can mean more business, more referrals, a stronger brand, and more durable agreements.

THERE'S POWER IN INQUIRY

Most people will tell you what they want out of the negotiations if you ask the right questions. In negotiation, as in life, doing more listening than talking is a good rule of thumb. You'll usually be negotiating five kinds of issues: price, terms, time frames, representations and warranties, and remedies. Asking probing questions about the other party's perspective on each of these can yield insights into how to structure the deal. If the other side tells you their chief concern is price, for example, you may be able to set the terms if you're willing to meet their price number. Understanding the interdependence of these five elements can help make for win-win agreements.

Finally, keep in mind that you want to choose the kinds of people you're negotiating with whenever you can. It's tough to hold productive discussions with people who get no joy out of the process, and who prefer Gecko-fighting over finding creative solutions to challenging problems. As Trammell Crow used to tell me, "You can't do good business with bad people." And you can't come to fair and lasting agreements with people whose only concern is their own short-term gain.

Joel Peterson

Joel is the Founding Partner of Peterson Partners. Joel has a long history of successful growth capital investments in a variety of industries. He currently teaches Entrepreneurial Management at Stanford's Graduate School of Business, serves as Director of the Stanford GSB Center for Leadership Development and Research, is Chairman of JetBlue Airways, and serves as a Director of Franklin Covey as well as Ladder Capital. He served formerly as Managing Partner of Trammell Crow Company. He holds an MBA from Harvard Business School.

Smart Capital *Beats* Dumb Money

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More Than Money—Finding The Right Capital Partner

If you've made the decision to seek capital for your business, you have a myriad of decisions to make and a lot of work ahead of you. Many entrepreneurs struggle with the process of finding a good capital partner. As if nailing the perfect pitch and generating investor interest in your venture weren't enough work, there are a host of considerations when evaluating potential partners beyond just valuation and finances.

For better or worse, joining forces with a partner is a form of marriage. Like any marriage it's important to spend the time up front to assure that your values, priorities, and expectations are aligned. The courtship phase is important, and, of course, good chemistry doesn't hurt either.

Making a smart, capital partner decision requires asking the right questions. Here are a few areas be explore when evaluating a potential partner.

1. WHAT IS THE ACTUAL CAPITAL SOURCE? WHERE DOES THE MONEY COME FROM?

Understanding the investor's source of capital is extremely important given the significant impact on the dynamics of the overall investment relationship as well as everyone's expectations. Do investment dollars originate from a small set of partners or a larger group? Is it fund-based capital and what are the implications of being tied to a fund? There are variations within all types of capital sources. Some sources of capital are much more patient than others. Invest the time to dig a little deeper. Make sure your needs align with the ultimate source of capital.

2. WHAT IS THEIR TRACK RECORD?

Seems obvious enough, but understanding a potential capital partner's previous investments and overall business trajectory is important and, surprisingly, often overlooked. The types of investments, business engagements, and overall history as an investment entity can be an important indicator of what to expect and can provide a feel for the nature of the potential partner.

3. WHAT ABOUT THEIR TEAM?

The quality and experience of your management team will be heavily scrutinized by most potential capital partners. As an entrepreneur, you should apply that same rigorous review to the team of your potential partner. Knowing as much as possible about the investment team, their strengths and capabilities, is critical for evaluating whether you are selecting the right partner for your business.

4. WHAT CAN A CAPITAL PARTNER PROVIDE BEYOND FUNDING?

A strong capital partner provides much more than just money. A well-chosen partner should have a wide, diverse, and high-quality network of contacts and affiliations. Whether it's locating a resource to address a specific tactical business issue or finding just the right expertise on more strategic challenges, there is enormous potential value in a strong network. Learn what you can about the breadth, depth, and strength of your potential partner's network.

Some capital partners also provide high-caliber, in-house resources in information technology, marketing, operations, sales, or other functional areas, which can be extremely valuable. Learn if these resources are available to you and how they could be applied to your business.

5. DO THEY HAVE INDUSTRY-SPECIFIC EXPERTISE?

Specific knowledge and experience in your industry is certainly not a requirement for a capital partner, but it can provide a running start and can be a valuable asset. A partner with industry knowledge will more quickly understand your positioning in a market and will be better able to see potential opportunities. Targeted industry connections and resources can also add significant value to the overall relationship.

6. ARE THEY FLEXIBLE?

Every business, entrepreneur, and investment is unique and requires a creative, open approach to be successful. Get a feel for flexibility through collaborating on how an actual deal might come together as well as how subsequent changes within the business might be handled.

7. DO YOU LIKE THEM?

A good business relationship is a personal relationship. Chemistry is an intangible, but we all know how important positive rapport can be when it comes time to deal with the inevitable bumps in the road. Find a partner you enjoy working with and who you believe is excited to work with you, through good times and bad. Likeability on both sides of a partnership can create a "halo effect" and can make a partnership more effective and more enjoyable.

8. ARE THEY EXCITED ABOUT YOUR BUSINESS?

Another intangible, but do you sense genuine excitement about your team and business from the potential investors? Capital partners don't need to be wildly excited about your

business to be a good fit, but as an element of the overall relationship, it can play a positive role if your investment partner is passionate about your business.

9. ARE YOU CLEAR ON PRIORITIES AND EXPECTATIONS?

To effectively evaluate the answers to all these key questions and provide the right context for your capital search, it's critically important to have a clear vision about your key business and personal objectives, and how your capital partner can help you accomplish them.

Beyond investment dollars, where are your most significant areas of need or interest? How active or passive would your ideal partner be? What would you like the day-to-day engagement to look like, and how would you like to handle reporting and communication? No investment partner will be equally strong in all areas, but a clear understanding of your priorities will be key to effectively evaluating all your options, weighing the tradeoffs and making the best decision.

Ultimately, it's all about finding the best overall fit. The right capital partner can create an enormous multiplier effect on the success of your business. Like the pursuit of any long-term relationship, you will need to spend the time, ask the hard questions, and be selective. It could be one of the most important choices you will ever make.

Jason Reading
Prior to forming Aries Capital Partners with Rick Durham, Jason Reading was a partner at Peterson Partners. Jason invested in and sold numerous businesses in addition to serving on a variety of boards for portfolio companies. Prior to Peterson Partners, he held various positions at Leucadia National, a $10 billion publicly held investor in distressed assets. Jason also worked in the Technology Mergers and Acquisitions Group at Merrill Lynch and Audit and Business Advisory Services group at Price Waterhouse and is a licensed CPA and CMA. He holds an MBA from the Harvard Business School and a Bachelor's Degree in accountancy from Brigham Young University. Jason was also a major in the Army National Guard and served a one-year tour of duty in Baghdad, Iraq where he served as a company commander for a combat engineer company.

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R&D Tax Credits—Is Your Company Eligible?

Companies of all sizes and from many industries can claim R&D tax credits, yet many companies leave money on the table because they either aren't aware of their eligibility or don't believe that they qualify. R&D tax credits are not limited to medical and pharmaceutical research. The credits are also available to technology and software companies for new product research and development, and there are often substantial credits for manufacturing, processing improvements, and product enhancements.

R&D tax credits can increase cash flow and can improve a business's bottom line by as much as one hundred thousand dollars or more. In practical terms, this means your business can recoup a portion of what it has incurred to fund research and development activities. This tax credit takes the form of either refunds of previous taxes paid or a reduction in current and future tax bills. You should also analyze R&D tax credit positions for the purpose of FIN 48 implementation. In essence, the Federal government wants to partially subsidize your business activities in order to stimulate economic growth and innovation.

Obviously, the amount of qualified R&D expenses varies by industry. To take advantage of tax breaks available to you for money invested in R&D, you need to apply the rules supporting this credit to both product and process activities and file the appropriate paperwork.

Some general examples of tech and software research and development activities that may qualify for the credit include:

- Concept development and ideation
- Development of specifications and requirements
- Alpha/beta prototype development and testing
- Design of software architectures
- Database design
- Regression and unit testing
- Developing test cases for functionality and performance analysis

Manufacturing and processing improvements and product enhancements that may qualify as R&D include:

- Creating or improving a product or process resulting in improved function, performance or reliability
- Developing packaging to improve product quality
- Developing formulae
- Developing cost/energy efficient manufacturing processes
- Improving nutritional content and texture of food products
- Developing processes that convert waste to energy
- Prototype modeling
- Testing/confirming new designs, machine procedures, computer controls
- Optimization of the tooling process
- Designing and evaluating process alternatives
- Increasing operating and economic efficiencies
- Reducing labor costs
- Achieving compliance with changing emissions laws and regulations
- Implementing automated processes

R&D expenses that apply to the credit include salaries, supplies, and costs incurred during the research, including any outside contractors and consultants.

THE IMPACTS OF TAX CREDITS FOR TODAY'S BUSINESSES

In an ever-changing global economy, The United States Congress and many state governments have passed incentive programs, such as the R&D tax credit, in an attempt to assist U.S. businesses in remaining strong and staying ahead of the global technological curve. However, many believe that Congress has not done enough. Approximately 25 countries around the world offer various incentives to promote innovation within their country. These incentives take various forms which can include credits, deductions, subsidies, tax exemptions, and reduced tax rates for qualifying activities.

Some countries provide higher credits than the U.S. and double deductions for research activities. With countries all over the world competing in this way to capture and retain innovative businesses, the U.S. Government must do more to attract and retain innovation. Many people believe that the R&D credit is not robust enough to retain and promote innovation within the United States over the long term. Many proponents of the R&D credit, such as the R&D Credit Coalition in Washington, D.C., are calling for Congress to act to enhance the credit and make it permanent.

In December, 2014, the United States House of Representatives voted to extend the R&D tax credit through the end of 2014. The previous bill, which expired December 31, 2013, has been extended 16 times since 1981, usually retroactively to when the credit last expired, so it is anticipated that the bill will be extended again through at least the end of 2015.

In any case, entrepreneurs should be taking advantage of the existing federal R&D tax credits that may still be available for the past three tax years. For this reason, it is critical that certain

companies look at their 2011 federal tax year and generate credits before they expire. Since there is a three-year statute of limitations for federal purposes on tax returns, the 2011 federal return is likely to expire some time during 2015. Time is of the essence. The longer a company waits, the more difficult it is to go back and document the validity of the credits. It's important to act while relevant documentation and personnel are still available.

Some entrepreneurs may also have the added advantage of receiving an additional tax credit incentive that may be part of their state's tax law that is independent of the expired federal tax credit.

Clair Rood is Sr. Managing Director in the Salt Lake City office of CBIZ MHM, LLC. He is a CPA specializing in corporate taxation with a focus on minimizing client's tax burden and maximizing profitability. He has spent more than 30 years providing tax and advisory services to individuals, as well as privately and publicly held companies. His areas of expertise include corporations, S corporations, limited liability companies, partnerships, individual, trusts, and estates taxation. He can be reached at 801.364.9300 or crood@cbiz.com.

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Exit Strategies

A Summary of Ideas for Creating Liquidity for Business Owners

You've struggled for years to build a profitable business and you are proud of the company you've built. But, if you are like most business owners, the majority of your wealth is tied up in your business. While you love what you do and what you have built, at some point you need to be able to realize a monetary return on your hard work. Maybe you want to diversify your investments, pursue other ventures or retire. There are several options for business owners seeking to monetize or liquidate their investment in whole or in part, including (i) selling the company, (ii) bringing on a minority investor through a stock sale or leveraged recapitalization (iii) completing a dividend recapitalization, and (iv) taking the company public. The discussion below summarizes these different options and discusses some of the advantages and disadvantages of each.

SELL THE COMPANY

The quickest way for a business owner to realize the fruits of her investment is to sell the company to a strategic or financial buyer. This may occur through a stock sale, asset sale or merger. Through this option, the business owner's ownership is acquired and she receives payment for her stake.

There are many advantages to a straight sale of the stock or assets of the company. The first is that a sale can allow for a partial or complete divestment of the owner's stake in the company, including any management role the owner has played, thus allowing the owner to realize a gain on her work and pursue different ventures. In addition, in a stock sale, the owner's gains from the sale may be subject to capital gains tax treatment rather than ordinary income treatment. Mergers can, under certain circumstances, be structured for tax-deferred treatment. Further, the owner's direct or indirect future liability may also be reduced in a stock or asset sale, unless as is customary, she agrees to indemnification provisions in the purchase agreement governing the sale. Finally, a sale of the company or its assets may allow the owner to maximize the exit valuation if multiple buyers compete to acquire the company, driving up the purchase price.

The disadvantages to a sale are the flipside of the advantages listed above. Through a complete divestment of her ownership stake, the owner may no longer have any control over the management or direction of the business that she worked so hard to create. In a sale, the owner will likely still be responsible for liabilities that arose before the sale. In addition, while the owner may no longer have an ownership stake, the full payment for her ownership stake may not be realized for a time post-closing due to earn-out provisions, seller financing or rollover equity provisions in the purchase agreement. The purchase agreement may also contain restrictive non-compete provisions that prohibit the owner from pursuing new ventures in the same or a related field.

BRING ON A MINORITY INVESTOR

A partial exit strategy is available to an owner who is willing to sell a portion of her ownership stake to a minority owner or use a portion of newly invested capital from the minority investor to redeem a portion her shares. This is only a partial exit strategy, because the owner still owns a majority stake in the business and has only monetized and liquidated a portion of her investment. The new minority owner may play an active or passive role in the management of the company, although the majority owner in most cases will likely continue to manage the company.

There are a few advantages to bringing in a minority owner. The first is that it does allow the majority owner to realize some liquidity from her business. In addition, the minority owner may be a candidate to purchase the majority owner's remaining equity interest down the road, once the minority owner has had some experience with the business. Finally, a minority owner may bring expertise and resources to the company and may be able to lift some of the managerial burden that the majority owner bears, while still allowing the majority owner to keep control of the long-term future of the business.

On the other hand, there are some disadvantages to bringing in a minority investor. While the majority owner still maintains control of the company, the minority investor will want some say regarding the strategy and direction of the company, and will generally insist on minority protections in the deal documents. Finally, if relations with the minority owner become strained, the majority owner cannot just fire the minority owner, but would instead have to buy out the minority owner, possibly at a premium over the minority owner's initial investment. If the majority owner's wealth is tied up in the company, such a buyout may be difficult to accomplish. If the business owner has sold a controlling interest instead of a minority interest, these problems are potentially compounded.

One method of adding a minority investor is to engage in a leveraged recapitalization. In a leveraged recapitalization, an outside investor, typically a private equity firm, makes an equity investment in the company along with arranging for debt financing. The new funds are used to redeem a portion of the owner's stake in the company. The owner may still remain in control of the company, but the private equity firm will have become at least a minority owner. This method can also be used to sell a controlling interest in the company.

A leveraged recapitalization enables the owner to tap the expertise and resources of the private equity firm, enabling the continued growth of the company while allowing the owner to receive value for much of her ownership stake in the company. However, a leveraged recapitalization requires the owner to give up some control of the company to the private equity firm, which (i) may not see eye-to-eye with the owner on the future course of the company and (ii) will eventually look for an exit opportunity in which it can capitalize on its own investment, likely within five years. The company will also be burdened with additional debt.

EFFECT A DIVIDEND RECAPITALIZATION

Another way for an owner to capitalize on the value of her business is to team up with a bank or non-bank lender in a dividend recapitalization. The borrowed funds are paid out to the owner as dividends and taxed at dividend rates. The owner retains all of its pre-dividend equity holdings.

A dividend recapitalization allows the owner to access the value of the business while maintaining its equity stake in the company. The largest downside of a dividend recapitalization is that the capital structure of the company now includes a substantial amount of debt that may be unduly burdensome to the company.

TAKE THE COMPANY PUBLIC

Another way of securing a potential exit from the company, and the longest exit strategy to complete, is to take the company public through an initial public offering, or IPO. In an IPO, a portion of the stock of the company is sold to public investors, with the stock trading on a national securities exchange. This portion of stock may come from the company itself or through existing stockholders.

IPOs can be beneficial for an owner that is looking for a long-term exit strategy, but who still wants to be engaged in the business and its future growth. Indeed, going public gives the company access to the capital markets, which can help the company raise the capital it needs to expand without surrendering control to a small number of investors. It also provides a public market for the owner's shares when she decides to sell.

Companies considering an IPO should consider several potentially negative factors. First, it is an imperfect and long-term exit strategy, in that it generally takes the owner several years to completely divest her ownership. Indeed, while the owner may be allowed to sell some of her shares in the IPO, the remainder of her shares will be subject to lock-up agreements for at least 180 days, and any future sales must be made pursuant to an additional registration statement or securities law exemption. If the owner is still involved in the management of the business it is harder still to exit, as excessive selling of her ownership may signal to the market that the company is in trouble, reducing the stock price and causing her to receive a lower selling price for her shares. Second, taking a company public is an expensive process, with large accounting and legal fees, not to mention the underwriting discount of up to 7% that will be taken by the underwriters in connection with the sale of the shares. Third, public companies are subject to a much heavier regulatory burden, including (i) meeting the SEC's periodic reporting requirements, (ii) complying with the tough accounting and financial standards of the Sarbanes-Oxley Act, (iii) complying with the corporate governance requirements of the SEC and the securities exchange upon which the shares are listed, and (iv) navigating the insider trading rules. Finally, public companies also have the burden of managing external shareholders and investment analysts that may have unreasonable or just different expectations than the owner for the future of the business.

CONCLUSION

There are several approaches that a business owner can take when she is ready to realize a return on her investment. The discussion above provides a very simple overview of some of the options available to the business owner. Each business is different and should make a careful analysis of these options.

This article is a general summary of complex subject matter. Companies considering any of these exit strategies should consult with experienced legal counsel, financial advisors and auditors before proceeding.

Nolan Taylor

Mr. Taylor is a Capital Markets and Mergers & Acquisitions Partner with the international law firm of Dorsey & Whitney LLP. He has extensive experience representing parties in domestic and international mergers, acquisitions, divestitures and recapitalizations, as well as private equity transactions, IPOs and other securities offerings, stock exchange compliance and corporate governance.

Michael Newton

Mr. Newton is a Capital Markets and Mergers & Acquisitions Associate with the international law firm of Dorsey & Whitney LLP. His experience includes representing public, private and emerging companies in their SEC-registered and private offerings of equity and debt securities, including IPOs. He has also represented clients in mergers, acquisitions and private equity transactions.

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2015 Market Outlook

What a predictable and very unpredictable year 2014 was. Yet, that could be said about every year.

For starters, the U.S. economy picked up steam throughout 2014, and the S&P 500 Index racked up another double-digit gain following 2013's 30 percent advance. Still, who would have forecast utilities, which are normally a defensive sector, would lead the way to that double-digit return? Credit the higher dividends they offer and falling bond yields.

Finally, few could have predicted the outright collapse in oil prices. We began the year near $100 per barrel and ended just north of $50 per barrel. When and where oil will stabilize is anyone's guess, but the decline in crude is responsible for the 10 percent drop in the S&P Energy sector. It was the worst performing of the 10 industry groups that make up the S&P 500 Index.

There were times when we hit a patch of volatility; however, the fundamentals quickly reasserted themselves, driving stocks to new highs.

These included:

1. Growing economic activity, which led a pickup in earnings growth. S&P 500 earnings improved from a modest increase of 5.6 percent in Q1 to a solid 10.3 percent by Q3, according to Thomson Reuters.
2. A pledge by the Federal Reserve to keep short-term interest rates at rock bottom levels for a considerable time.
3. Stock buybacks by corporations continue to rise. According to S&P Dow Jones Indices, combined dividend and buyback expenditures set a new record of $892.66 billion for the 12 months ended September 30, with stock repurchases representing 62 percent of the total. Stock buybacks reflect confidence as well as real demand for shares.

LOOKING AHEAD

The fundamentals that have fueled equity gains in recent years remain in place. Even as the Federal Reserve ended its controversial bond-buying program last October, the federal funds rate is expected to remain at historically low levels through at least the end of 2015 and possibly beyond.

While strong fundamentals remain in place, risks never disappear, even in a diversified portfolio. Risk can be managed but not eliminated. So that leads to the next question—what are some of the events that could create volatility in 2015?

OIL AND ENERGY

The year ended with oil near $50 per barrel. The stock market will continue to adjust based on the movement of oil prices until the price of oil finds a place to settle. There will be winners and losers at current prices, though the net gain to the economy should be positive. Then there has been the sharp selloff in junk bonds tied to the energy sector. While Treasury and investment grade yields fell last year, high-yield debt rose. Some of the rise can be blamed on expectations the Federal Reserve will eventually raise interest rates, which could impact some highly-leveraged borrowers. But a big part of the increase can be blamed on default fears in the energy patch amid a re-pricing of risk in high-yield energy bonds. If concerns were to spread into other sectors of the junk bond market, we could see a spillover into stocks.

OVERSEAS

Slowing growth in China and Europe's slow recovery could dampen growth at home. Odds are fairly low, however, as the U.S. simply isn't dependent on overseas demand to drive its economy. So far, U.S. growth has accelerated in the face of global jitters.

INTEREST RATES

Will we get volatility around the Federal Reserve's first rate hike in nearly a decade? There are no guarantees when it comes to Federal Reserve policy, but if U.S. employment and economic growth continue at the current pace, the Federal Reserve has signaled rates will start rising in 2015, although it is doing its best to telegraph its intentions.

EMERGING MARKETS

A stronger dollar and a Federal Reserve that is expected to begin raising rates could pressure developing countries that have sold bonds in greenbacks instead of their local currencies, forcing them to repay loans in more expensive dollars. Foreign reserves could minimize any pressure, but it's something that bears watching.

CYBER-ATTACKS

North Korea's alleged attack on Sony quickly comes to mind. It's impossible to forecast, but the outside chance of a big cyber attack event in the US can't be completely discounted.

GEOPOLITICAL CONCERNS

War or geopolitical instability has historically caused short-term volatility in the market. Heightened uncertainty is not a friend of investors.

THE BOTTOM LINE

One really does not know what the future holds or how the markets will behave. As an investor it is important to manage and mitigate risk within a portfolio and to take the time to recalibrate. Two things to consider when managing risk within a portfolio: First, make sure there is a plan in place and it is followed when making investment decisions. Second, be sure to rebalance the portfolio back to the original allocation on a regular basis.

Brad Kelley
Brad is the director of Financial Services for Eide Bailly. He has more than 20 years of experience in the financial industry. Brad provided services to a variety of businesses as well as individuals. His emphasis includes investment management, financial planning and insurance services.
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Talent Management

Reed Chase, Audit Partner

Jeff Bickel, Tax Partner

Gary Vickrey, Consulting Partner

Key Bank Tower at City Creek 36 South State Street, Suite 600 Salt Lake City, Utah, 84111 P.801.532.7444 www.tannerco.com

Liquidation Preferences

Negotiating the Terms: Advice for Early Stage Companies

The liquidation preference is one of the essential components of a venture capital investment. When a VC investor makes an equity investment in a company, it almost always purchases preferred stock. Preferred stock is "preferred" because it carries certain rights that make it more valuable than the common stock typically issued to founders and employees. One of those rights is a preferred return on the VC's investment upon the occurrence of a liquidation event. This is called a "liquidation preference" and it's one of the most important deal terms to be negotiated because it has the potential to severely impact the proceeds that flow to the company's common shareholders upon a liquidation event.

In this context, the term "liquidation" is broadly defined to include not only an actual liquidation of the company upon dissolution or bankruptcy, but far more commonly occurring events where the shareholders receive proceeds for their equity upon an exit, including a merger, acquisition or change of control of the company. There are two components that make up the liquidation preference: the actual preference and participation. The preference is usually expressed by some multiple of the original per share investment. A 1X preference (which is pretty standard) means that the investor will be entitled to a return of its entire investment (plus any accrued dividends) before holders of common stock receive anything.

EXAMPLE 1

If a VC investor put in $10 million for one-third of the company with a 1X liquidation preference (non-participating), and the company was later sold for $40 million, the VC would receive a return of its $10 million initial investment (plus any accrued dividends) and the common stock would split the remaining $30 million.

Occasionally, a liquidation preference is expressed as a greater multiple (i.e. 2X, 3X, etc.). Multiples greater than 1X are the exception in today's environment, but companies should watch out for them because they can have a significant impact on the common stock.

EXAMPLE 2

If the investor in Example 1 had purchased preferred stock with a 2.5X non-participating preference, and the company was sold for $40 million, the investor would be entitled to two and a half times its initial investment, or $25 million (plus accrued dividends). In this case, the common shareholders receive less than half of the proceeds from the sale, even though they own two-thirds of the company's equity.

The next thing to consider is whether the liquidation preference has participation rights. The examples above would be known as non-participating or straight preferred, and once the investor receives its preferred return, the entire balance of the sale proceeds would go to the common stock. If, on the other hand, the investor purchased fully participating preferred stock, the investor would be entitled to share in the liquidation proceeds on a pro rata basis with the common after payment of the liquidation preference.

EXAMPLE 3

If the investor in Example 1 had purchased 1X participating preferred, it would be entitled to a return of its $10 million initial investment off the top, plus another $10 million (one-third of the remaining $30 million), for a total of $20 million. Again, the investor receives a share of the proceeds that is significantly greater than its ownership percentage, while the common holders split less than they probably thought they would, given that they own two-thirds of the company.

Another option is capped (or partially) participating preferred. This liquidation preference is often viewed as an intermediate approach, which allows the preferred stockholders to participate with the common after receiving a return of their investment, but only up to a predetermined cap amount.

EXAMPLE 4

If the investor in our example purchased 1X participating preferred, with a $15 million cap, the investor would participate pro rata with the common after the return of the initial investment, but would stop participating after it received an aggregate return of $15 million ($10 million from the 1X preference and $5 million from participation with the common). The common holders would split the remaining $25 million.

While the common holders may be receiving less than they expected in the examples above, it would seem that there are still sufficient liquidation proceeds to provide them a healthy payout. Keep in mind that the impact of a liquidation preference on the common holders will be exacerbated if the value of the company has not increased by a correspondingly healthy margin. If the company in our examples had been sold for $30

million, the common holders would obviously receive significantly less for their ownership stake. Even worse, if business had not gone as well as expected and the company was liquidated for $20 million, the preferred shareholders would still receive a return of their initial investment, plus any applicable preference, while the common shareholders may be shut out completely.

Unfortunately for founders and employees, a company will not always be able to demand a straight preference without participation, and the final deal terms will be influenced by factors such as the company's negotiating power, ability to go elsewhere for financing, and general economic conditions.

As a general rule, well-advised companies looking to raise VC money do their best to resist anything more than a 1X multiple and push hard for straight preferred. Self-aware investors will not be interested in gouging the people who run the company from day to day with unreasonable liquidation preferences. If you're not able to get straight preferred, then negotiate for capped participation as a compromise.

Before agreeing to the terms of a liquidation preference, be sure to run models demonstrating how the common stock will fare in various liquidation scenarios. And finally, keep in mind that whatever you agree to with your initial investors will carry forward to future rounds of financing. That's when liquidation preferences tend to get much more complicated and greatly reduce the value of the common stock upon liquidation.

Warde S. Allan
Warde S. Allan is an attorney at Durham Jones & Pinegar. His practice focuses on emerging companies, international law, M&A and securities law. As a business and finance attorney, Mr. Allan advises clients with all of their business law needs.

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When is the Right Time to Sell Your Business?

And avoid acting irrational because it's your baby.

CRITERIA FOR A SUCCESSFUL SALE

The majority of business owners understand the essential need for a business plan prior to launching a new business venture. They wouldn't dare invest their time or money or attract investors without one. However, a large percentage of these same business owners fail to plan for their eventual transition or exit from their business. Consider how detrimental it would be if a mountain climber failed to plan for his or her decent off of a highly technical mountain? After investing years of hard work, time and money to grow their business, many business owners fail to plan for their exit and end up with a less than optimal result. But yet it happens across the county all of the time. Regardless of whether one wants to transfer the business to family or employees or sell to 3rd party buyer, there are three conditions that should be in alignment to optimize the sale: the business owner is personally ready for a transition, the business is ready for external scrutiny, and the timing of the capital markets is favorable.

IS THE BUSINESS OWNER READY?

Many business owners find themselves in the position that their business constitutes the bulk of their personal wealth and are emotionally tied to their business. These business owners need to sell their business to maintain their lifestyle during retirement or the next phase of their lives. Some are afraid to alter the status quo because they don't know what life will look like after a sale. A financial needs analysis will help the business owner ascertain how much the business needs to sell for to provide the financial security for the owner and family. Business owners should map out their spending, legacy and philanthropic goals prior to a sale.. Goals can make up a long complicated list, but when reduced to the bare essentials, there are really four things people can do with their money:

- spend it;
- give it to the people they care about;
- give it to charity; or
- send it to the government in the form of taxes.

To avoid seller's remorse, the business owner should take time to develop a game plan for what life looks like after the sale of the business whether it means spending time traveling, playing golf or starting a new business. It doesn't matter how one will spend his or her time, only that there is a plan.

IS THE BUSINESS READY?

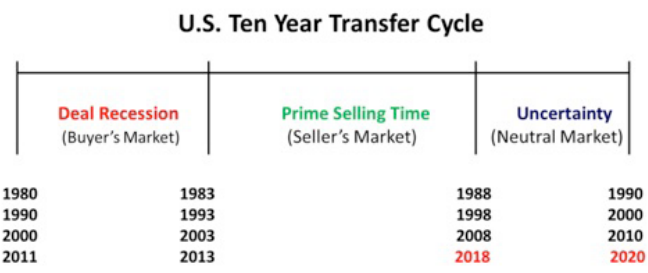
Prior to going to market a business must be prepared for the external scrutiny it will receive from the buyers, and their team of advisors. This means taking a critical look at the business and present it in the best light possible. The buyers will be assessing what systems, controls and processes are in place so the business will continue to operate smoothly and generate the expected profits after a change in ownership.

- Does the business have clean financials, effective financial controls in place as well as operating systems that improve sustainability of cash flows?
- Is the business operating within proper regulatory parameters and resolved any legal issues?
- Is there a strong management team?

Businesses with a capable management team are more valuable and desirable than businesses that are dependent on the business owner. . While this makes sense, it's surprising how many business owners still treat the business as their baby and feel the need to make every decision. Buyers pay for business value—not for the departing owner.

ARE THE CAPITAL MARKETS READY?

Robert Slee, President of Robertson & Foley, first wrote about the 10 year transfer cycle years ago. He wrote that the capital markets run through three cycles: buyer's market, seller's market and neutral market as shown on the below chart. In 2007 that the seller's market was about to end and that business owners looking to sell should do so sooner rather than later or their next opportunity to maximize the value of the business would be years away. This theory remains relevant. Those who believe the U.S. private capital markets follow a 10-year transfer cycle possess the ability to act and benefit from this knowledge.



To maximize the value one receives selling a business, it makes logical sense to sell it while the capital markets

are paying higher multiples rather than during a neutral or buyer's market.

So why doesn't everyone act rational? One reason most business owners are unwilling or cannot do this is because they are emotionally tied to their businesses. This doesn't mean these owners won't sell their business and end up with a failed exit. It only means that they might miss out on getting a better price than they would have otherwise or if they eventually sell that they won't end up with seller's remorse. The capital markets appear primed for a few more years and make this an optimal time to sell. After this one ends the next one might not come around for another 7-9 years.

In some circles, George Leigh Mallory and Andrew "Sandy" Irvine were thought to be first climbers to reach the summit of Mount Everest in 1924. Their frozen bodies were found on the mountain years after so we'll never know if they reached the summit. This honor goes to Sir Edmund Percival Hillary and Nepalese Sherpa mountaineer Tenzing Norgay who successfully reached the summit and more importantly back off the mountain. Business owners do great job of growing their business ascending to the summit of their professional career. They should take the time to plan for their descent off the mountain by preparing for the transfer or sale of their business.

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She can be reached at nancy_L_anderson@keybank.com.

PUBLIC OFFERINGS

Amedica Corporation

COMPANY INFO

Amedica Corporation, a commercial-stage biomaterial company, develops, manufactures and sells a range of medical devices in the United States.

Principal:	B. Bal
CFO:	Ty Lombardi
Year Founded:	1996
Industry:	Healthcare Equipment

1885 West 2100 South, Salt Lake City, UT 84119
www.amedica.com.com
P: 801.839.3500

OUTSIDE PROFESSIONALS

Accounting:	EY
Other Advisor:	Tanner LLC

TRANSACTION DETAILS

Description:	Common Stock / Warrants
Amount:	$ 13,040,000
Date:	10/31/14

TRANSACTION DETAILS

Description:	IPO / Common Stock
Amount:	$ 15,400,000
Date:	2/12/14

Bison Petroleum, Corp.

COMPANY INFO

Bison Petroleum, Corp., an independent oil and gas company, is engaged in the exploration and development of domestic energy in the Bighorn Basin of Wyoming.

Principal:	Antonio Martinez-Guzman
CFO:	Antonio Martinez-Guzman
Year Founded:	2010
Industry:	Oil and Gas Exploration and Production

2825 East Cottonwood Park, Suite 503, Salt Lake City, UT 84121
www.bison-petroleum.com
P: 801.990.3180

TRANSACTION DETAILS

Description:	Secondary Offering
Amount:	$ 150,000
Date:	1/22/14

Boart Longyear Limited

COMPANY INFO

Boart Longyear Limited provides drilling services, drilling equipment, and performance tooling for mining and mineral drilling companies worldwide.

Principal:	Richard O'Brien
CFO:	Jeffrey Olsen
Industry:	Construction and Engineering

10808 South River Front Parkway, Suite 600, South Jordan, UT 84095
www.boartlongyear.com
P: 801.972.6430

TRANSACTION DETAILS

Description:	Secondary Offering
Amount:	$ 83,480,000
Date:	12/18/14

OUTSIDE PROFESSIONALS

Accounting:	Deloitte (Financial Consultant)

BSD Medical Corporation

COMPANY INFO

BSD Medical Corporation develops, manufactures, markets, and services systems to treat cancer and benign diseases using heat therapy delivered through radiofrequency (RF) and microwave energy in the United States and internationally.

Principal:	Clinton Carnell
CFO:	Scott Mayfield
Year Founded:	1978
Industry:	Healthcare Equipment

2188 West 2200 South, Salt Lake City, UT 84119
www.bsdmedical.com
P: 801.972.5555

TRANSACTION DETAILS

Description:	Common Stock / Warrants
Amount:	$ 5,225,000
Date:	7/1/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP
Accounting:	Tanner LLC

Fresh Medical Laboratories, Inc.

Fresh Medical Laboratories, Inc.

COMPANY INFO

Fresh Medical Laboratories, Inc. develops of medical devices specializing in the non-invasic evaluation of indererminate lung masses suspicious for cancer.

Principal:	Steve Eror
Year Founded:	2004
Industry:	Medical Device Manufacturing
Stage:	Development

757 East South Temple Suite 150, Salt Lake City, UT 84102
P: 801.736.0729

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP

TRANSACTION DETAILS

Amount:	$ 200,000
Date:	1/17/14

TRANSACTION DETAILS

Amount:	$ 225,000
Date:	2/7/14

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	2/12/14

TRANSACTION DETAILS

Amount:	$ 200,000
Date:	3/3/14

TRANSACTION DETAILS

Amount:	$ 100,000
Date:	6/16/14

FX Energy Inc.

COMPANY INFO

FX Energy, Inc., an independent oil and gas exploration and production company, is engaged in the production, appraisal, and exploration of oil and gas properties in the United States and Poland.

Principal:	David Pierce
CFO:	Clay Newton
Year Founded:	1989
Industry:	Oil and Gas Exploration and Production

3006 Highland Drive, Suite 206, Salt Lake City, UT 84106
www.fxenergy.com
P: 801.486.5555

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 20,000,000
Date:	7/8/14

Great Basin Scientific, Inc.

COMPANY INFO

Great Basin Scientific, Inc., a molecular diagnostics company, develops and manufactures test kits and analyzers for a patented molecular diagnostic system used in single pathogen tests.

Principal:	Ryan Ashton
CFO:	Jeffrey Rona
Year Founded:	2003
Industry:	Healthcare Equipment

2441 South 3850 West, West Valley City, UT 84120
www.gbscience.com
P: 801.990.1055

TRANSACTION DETAILS

Description:	IPO / Common Stock
Amount:	$ 6,400,000
Date:	10/8/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

HealthEquity, Inc.

COMPANY INFO

HealthEquity, Inc. provides a range of solutions for managing health care accounts to health plans, insurance companies, and third-party administrators in the United States.

Principal:	Jon Kessler
CFO:	Darcy Mott
Year Founded:	2002
Industry:	Managed Healthcare

15 West Scenic Pointe Drive, Suite 100, Draper, UT 84020
www.healthequity.com
P: 877.694.3942

TRANSACTION DETAILS

Description:	IPO / Common Stock
Amount:	$ 132,600,000
Date:	8/5/14

OUTSIDE PROFESSIONALS

Law Firm:	Willkie Farr & Gallagher LLP
Accounting:	PricewaterhouseCoopers LLP
Other Advisor:	Cooley LLP

Oakridge Global Energy Solutions, Inc.

COMPANY INFO

Oakridge Global Energy Solutions, Inc., a development stage company, provides energy storage solutions in the United States.

Principal:	Stephen Barber
CFO:	Stephen Barber
Industry:	Electrical Components and Equipment

3046 East Brighton Place, Salt Lake City, UT 84121
www.oakridgemicro.com
P: 801.201.7635

TRANSACTION DETAILS

Amount:	$ 3,000,000
Date:	9/3/14

OUTSIDE PROFESSIONALS

Investor(s):	Precept Fund Management SPC

PMI Construction Group

COMPANY INFO

PMI Construction Group is in the construction industry.

Principal:	Yongming Liu
CFO:	Yongming Liu
Industry:	Real Estate Development

539 East Blackhawk Lane, Alpine, UT 84004
P: 801.796.2595

TRANSACTION DETAILS

Amount:	$ 60,000
Date:	10/16/14

Profire Energy, Inc.

COMPANY INFO

Profire Energy, Inc. designs, assembles, installs, sells, and services oilfield combustion management technologies and related products for the oil and gas industry.

Principal:	Brenton Hatch
CFO:	Andrew Limpert
Industry:	Oil and Gas Equipment and Services

321 South, 1250 West, Suite 1, Lindon, UT 84042
www.profireenergy.com
P: 801.796.5127

TRANSACTION DETAILS

Amount:	$ 16,430,000
Date:	6/2/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

Sportsman's Warehouse Holdings, Inc.

COMPANY INFO

Sportsman's Warehouse Holdings, Inc., through its subsidiaries, operates as an outdoor sporting goods retailer in the United States.

Principal:	John Schaefer
CFO:	Kevan Talbot
Year Founded:	1986
Industry:	Specialty Stores

7035 South High Tech Drive, Midvale, UT 84047
www.sportsmanswarehouse.com
P: 801.566.6681

TRANSACTION DETAILS

Description:	IPO / Common Stock
Amount:	$ 118,750,000
Date:	3/7/14

OUTSIDE PROFESSIONALS

Law Firm:	O'Melveny & Myers LLP
Other Advisors:	Eide Bailly LLP

StrategaBiz, Inc.

COMPANY INFO

Principal:	Brian Mertz
CFO:	Robert Bench
Year Founded:	1983
Industry:	Agricultural Products

922 Chappel Valley Loop, Lehi, UT 84043
www.agriconglobal.com
P: 801.592.3000

TRANSACTION DETAILS

Amount:	$ 350,000
Date:	8/27/14

Superior Drilling Products, Inc.

COMPANY INFO

Superior Drilling Products, Inc. manufactures and remanufactures polycrystalline diamond compact drill bits and drill string tools for the oil, natural gas, and mining services industries.

Principal:	G. Meier
CFO:	Christopher Cashion
Year Founded:	1999
Industry:	Oil and Gas Equipment and Services

1586 South 1700 East, Vernal, UT 84078
www.sdpi.com
P: 435.789.0594

TRANSACTION DETAILS

Description:	IPO / Common Stock
Amount:	$ 27,000,000
Date:	4/4/14

The Strip Development, Inc.

The Strip Development, Inc.

COMPANY INFO

The Strip Development, Inc. develops vacant land into a small self-contained township near Vernal, Utah County.

Year Founded:	2013
Industry:	Real Estate Development

16000 East Highway 40, LaPoint, UT 84039
P: 435.619.3638

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 10,000,000
Date:	1/3/14

Vivint Solar, Inc.

vivint.solar

COMPANY INFO

Vivint Solar, Inc. provides distributed solar energy to residential customers in Arizona, California, Hawaii, Maryland, Massachusetts, New Jersey, and New York.

Principal:	Gregory Butterfield
CFO:	Dana Russell
Year Founded:	2011
Industry:	Renewable Electricity

3301 N. Thanksgiving Way, Suite 500, Lehi, UT 84043
www.vivintsolar.com
P: 877.404.4129

TRANSACTION DETAILS

Description:	IPO / Common Stock
Amount:	$ 329,600,000
Date:	8/26/14

OUTSIDE PROFESSIONALS

Accounting:	EY
Law Firm:	Wilson Sonsini Goodrich & Rosati
Other Advisor:	PricewaterhouseCoopers LLP Eide Bailly LLP

Woodside Homes, Inc.

Woodside Homes BETTER BY DESIGN

COMPANY INFO

Woodside Homes, Inc. focuses on designing, developing, building, marketing, and selling a range of single-family and attached homes for homebuyers in seven primary markets in Arizona, California, Nevada, Texas, and Utah.

Principal:	Joel Shine
CFO:	James Robideau
Year Founded:	1977
Industry:	Homebuilding

39 East Eagle Ridge Drive, Suite 102, North Salt Lake, UT 84054
www.woodside-homes.com
P: 801.299.6700

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 200,000,000
Date:	6/25/14

OUTSIDE PROFESSIONALS

Law Firm:	Milbank, Tweed, Hadley & McCloy LLP

Zions Bancorporation

COMPANY INFO

Zions Bancorporation, a financial holding company, provides banking and related services.

Principal:	Harris Simmons
CFO:	Doyle Arnold
Year Founded:	1873
Industry:	Regional Banks

One South Main Street, 15th Floor, Salt Lake City, UT 84133
www.zionsbancorporation.com
P: 801.524.4787

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 525,000,000
Date:	7/28/14

OUTSIDE PROFESSIONALS

Accounting:	EY

wsrp

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- Sage 300 Construction & Real Estate [Timberline Enterprise]
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- ComputerEase
- Various Others

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p. 801.328.2011
f. 801.328.2015

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1820 E. Warm Springs Rd.
Ste 112, LV, NV 89119
p. 702.451.3099
f. 702.568.5030

LEHI, UT
2989 W. Maple Loop Dr.
Ste 210, Lehi, UT 84043
p. 801.328.2011
f. 801.766.1551

info@wsrp.com

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PRIVATE PLACEMENTS

3DplusMe, Inc.

COMPANY INFO

3DPlusMe, Inc. provides a personalized merchandising platform for consumer 3D printing.

Principal:	Cydni Tetro, CEO
Year Founded:	2012
Industry:	Internet Software and Services

663 West State Street Unit 4, Pleasant Grove, UT 84062
www.3dplus.me
P: 385.202.4713

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 625,000
Date:	3/20/14

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 400,000
Date:	4/9/14

TRANSACTION DETAILS

Amount:	$ 1,800,000
Date:	12/5/14

Accend Group Holdings, Inc.

COMPANY INFO

Accend Group Holdings, Inc. was incorporated in 2014.

Principal:	Mark Marshall
Year Founded:	2014

1108 West South Jordan Parkway, Suite B, South Jordan, UT 84095
P: 801.898.5142

TRANSACTION DETAILS

Amount:	$ 100,000
Date:	11/4/14

Access Technology Solutions, LC

COMPANY INFO

Access Technology Solutions, LC provides online commerce technology and logistics services for retail and consumer brands, e-commerce and multichannel companies, and direct selling/direct response companies internationally.

Principal:	Chris Boyle
Year Founded:	2002
Industry:	Internet Software and Services

5252 North Edgewood Drive, Suite 275, Provo, UT 84604
www.accessts.com
P: 801.420.9200

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/13/14

OUTSIDE PROFESSIONALS

Other Advisor:	Pacific Crest Securities
Investor(s):	StepStone Group LP; Ocean Avenue Capital Partners, L.P.; Tritium Partners

ActivaDerm, Inc.

COMPANY INFO

ActivaDerm, Inc. offers healthcare equipment.

Principal:	Jamal Yanaki
Year Founded:	2013
Industry:	Healthcare Equipment

2734 South 3600 West, Unit F, Salt Lake City, UT 84119
P: 801.696.0883

TRANSACTION DETAILS

Amount:	$ 600,000
Date:	4/24/14

ActiveNet Technologies

COMPANY INFO

ActiveNet Technologies is a developer of a data integration application.

Principal:	Cody Adams
Year Founded:	2013
Industry:	Application Software

10813 S River Front Pkwy #300, South Jordan, UT 84095
www.activenettech.com
P: 801.369.7068

TRANSACTION DETAILS

Amount:	$ 200,000
Date:	5/15/14

OUTSIDE PROFESSIONALS

Investor(s):	BoomStartup

Adamatic

COMPANY INFO

Adamatic provides sales analytics to online car dealerships.

Principal:	Jordan Bentley
CFO:	Jordan Bentley
Year Founded:	2013
Industry:	Web Analytics
Stage:	Start Up

3650 S. 300 W. Salt Lake City, UT 84115
www.adamatic.com
P: 801.277.7888

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 75,000
Date:	8/1/14

OUTSIDE PROFESSIONALS

Investor(s):	Utah Angels, BoomStartup

Adaptive Computing Enterprises, Inc.

COMPANY INFO

Adaptive Computing Enterprises, Inc. provides workload- and resource-management software and services for data center, cloud, and high-performance computing (HPC) environments.

Principal:	Robert Clyde
CFO:	Alan Taylor
Year Founded:	2001
Industry:	Systems Software

Salt Lake City, UT 84115
www.adaptivecomputing.com
P: 801.717.3700

TRANSACTION DETAILS

Description:	Equity / Convertible Debt
Amount:	$ 1,000,000
Date:	10/24/14

AES Systems

COMPANY INFO

AES Systems is a provider of fire alarm and safety systems. The company designs, builds, installs and maintains CCTV security systems and industrial process video systems.

Principal:	Karl Prince
Year Founded:	1980
Industry:	Security Services (B2B)

1167 North 450 West, Springville, UT 84663
www.aessystems.com
P: 801.491.3804

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/4/14

Allegiance Software, Inc.

COMPANY INFO

Allegiance Software, Inc. provides cloud-based voice of customer and enterprise feedback management solutions including email, Web, print, and Web-based SaaS data.

Principal:	Carine Clark, CEO
CFO:	Craig Peeples
Year Founded:	2000
Industry:	Application Software
Stage:	Series C

10235 South Jordan Gateway, 5th Floor, South Jordan, UT 84095
www.allegiancesoftware.com
P: 385.695.2800

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 15,000,000
Date:	1/30/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Accounting:	Tanner LLC

Alliance Health Networks (Ingram Medical)

COMPANY INFO

Alliance Health Networks provides chronic care product and sales platform.

Principal:	Jeff Smith
CFO:	Justin Leavitt
Year Founded:	2011
Industry:	Growth

9883 South 500 West, Sandy, Utah 84070
www.alliancehealth.com
P: 801.727.0080

TRANSACTION DETAILS

Amount:	$ 30,000,000
Date:	1/17/14
Acquirer:	Technology

OUTSIDE PROFESSIONALS

Law Firm:	Bennett, Tueller, Johnson & Deere
Accounting:	Tanner LLC
Investor(s):	Mercato Partners

Amedica Corporation

COMPANY INFO

Amedica Corporation, a commercial-stage biomaterial company, develops, manufactures and sells a range of medical devices in the United States.

Principal:	B. Bal
CFO:	Ty Lombardi
Year Founded:	1996
Industry:	Healthcare Equipment

1885 West 2100 South, Salt Lake City, UT 84119
www.amedica.com
P: 801.839.3500

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 6,000,000
Date:	6/30/14

OUTSIDE PROFESSIONALS

Accounting:	EY
Other Advisor:	Tanner LLC
Investor(s):	Hercules Technology Growth Capital, Inc. (NYSE:HTGC); Magna Group LLC

American Sands Energy Corp.

COMPANY INFO

American Sands Energy Corp. extracts of oil and other naturally occurring hydrocarbons contained in oil sands, shale, and similar types of geologic structures present in the Mountain West region of North America using a proprietary technology.

Principal:	William C. Gibbs, CEO
CFO:	Daniel F. Carlson
Year Founded:	2005
Industry:	Other

4760 South Highland Drive, Salt Lake City, UT 84117
www.americansands.com
P: 801.277.7888

TRANSACTION DETAILS

Amount:	$ 353,167
Date:	3/31/14

Aplion Medical Corp

COMPANY INFO

Aplion Medical Corp manufactures medical devices which includes fluid delivery systems.

Principal:	Brad Stewart
Year Founded:	2012
Industry:	Healthcare Equipment

2320 South 1290 West, Suite D, Salt Lake City, UT 84119
www.aplionmedical.com
P: 801.975.0521

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 1,830,000
Date:	6/26/14

OUTSIDE PROFESSIONALS

Law Firm:	Durham Jones & Pinegar
Accounting:	Tanner LLC

Applied Bioresearch, Inc.

COMPANY INFO

Applied Bioresearch, Inc. operates in the pharmaceuticals sector.

Year Founded:	2011

12685 South 125 East, Draper, UT 84020
P: 801.514.5786

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 750,000
Date:	6/2/14

Argon Technologies, Inc.

COMPANY INFO

Argon Technologies, Inc. develops and manufactures cold-weather and winter outdoor gear and apparels.

Principal:	Nate Alder
Year Founded:	2007
Industry:	Leisure Products

1069 South Stewart Street, Suite 1C, Ogden, UT 84404
www.klymit.com
P: 801.636.9746

TRANSACTION DETAILS

Amount:	$ 300,000
Date:	2/26/14

OUTSIDE PROFESSIONALS

Other Advisor:	Fundeme Securities LLC

Aries Capital Partners, LLC

COMPANY INFO

Aries Capital Partners, LLC builds businesses through investment and deep expertise in strategy, finance, marketing, IT, and management.

6510 Millrock Drive, Holladay, UT 84121
P: 801.453.1000

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/10/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

Asserta Health, Inc.

COMPANY INFO

Asserta Health, Inc. provides a healthcare purchasing card to pay the bills whenever a covered health service is received at a doctor's office, hospital, or pharmacy.

Year Founded:	2014
Industry:	Healthcare Services

Salt Lake City, UT United States
www.assertahealth.com

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	10/16/14

OUTSIDE PROFESSIONALS

Investor(s):	Healthbox, LLC
Other Advisors:	Advanced CFO Solutions

AutoPoint

COMPANY INFO

AutoPoint focuses on developing life cycle and retention software services for automotive retailers.

Principal:	Richard Holland
Year Founded:	2004
Industry:	Vertical Market Software

South Jordan, UT
www.autopointsite.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/7/14

AvanSci Bio, L.L.C.

COMPANY INFO

AvanSci Bio, L.L.C. develops analytical laboratory instruments.

Principal:	Rob Parry
Year Founded:	2011
Industry:	Electronic Equipment and Instruments

1290 West 2320 South, Suite D, Salt Lake City, UT 84119-1476
www.avanscibio.com
P: 435.901.4516

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 160,000
Date:	5/2/14

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP

Aviacode Incorporated

COMPANY INFO

Aviacode Incorporated provides cloud-delivered medical coding software for healthcare providers.

Principal:	Lane Monson
CFO:	Steve Erickson
Year Founded:	1999
Industry:	Health Care Technology

515 East 100 South, Suite 700, Salt Lake City, UT 84102
www.aviacode.com
P: 801.858.3800

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 5,000,000
Date:	10/17/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

Azomite Mineral Products, Inc.

COMPANY INFO

Azomite Mineral Products, Inc. manufactures AZOMITE mineral deposit based feed ingredients and soil re-mineralizing products.

Principal:	Wes Emerson, CEO
CFO:	Brandon Olson
Year Founded:	1988
Industry:	Fertilizers and Agricultural Chemicals

27 South Main Street, Nephi, UT 84648
www.azomite.com
P: 435.623.2944

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 10,880,000
Date:	12/31/14

Banbury Group, LLC

COMPANY INFO

Industry:	Asset Management and Custody Banks

378 North Main Street, Layton, UT 84041
P: 801.668.2000

TRANSACTION DETAILS

Amount:	$ 84,000
Date:	8/4/14

Bandwango, LLC

COMPANY INFO

Bandwango, LLC offers an application to buy discount tickets onto a mobile device.

Principal:	Monir Parikh
Year Founded:	2011
Industry:	Internet Software and Services

1611 E Wilson Avenue, Salt Lake City, UT 84105
www.bandwango.com
P: 973.941.7727

TRANSACTION DETAILS

Amount:	$ 85,000
Date:	6/4/14

Batteries & Bands, Inc. dba Precision Time

COMPANY INFO

Precision Time is a network of watch stores in the United States.

Principal:	Mark H. Willes, CEO
CFO:	Matthew B. Willes
Year Founded:	1982
Industry:	Retailing

9466 South 670 West, Unit A, Sandy, UT 84070
www.precisiontimeco.com
P: 801.563.1051

TRANSACTION DETAILS

Amount:	$ 2,495,000
Date:	1/27/14

Beacon Audio, Inc.

COMPANY INFO

Beacon Audio, Inc. manufactures audio speakers.

Year Founded:	2011
Industry:	Consumer Electronics
Stage of Development:	Public

623 South State Street, Suite A, Salt Lake City, UT 84111
www.beaconaudio.com
P: 310.245.5986

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 430,000
Date:	5/27/14

OUTSIDE PROFESSIONALS

Other Advisors:	Advanced CFO Solutions

Beanstalk Tax, Inc.

COMPANY INFO

Beanstalk Tax, Inc. provides an online SaaS-based tax platform for small-to-medium sized businesses and their advisors.

Principal:	Kurt Avarell
Year Founded:	2014
Industry:	Business Products & Services
Stage:	First Round

130 West 3360 North, Lehi, UT 84043
www.beanstalkhq.com
P: 801.341.8578

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 2,000,000
Date:	7/7/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Accounting:	Tanner LLC
Investor(s):	New Enterprise Associates, EPIC Ventures, Deep Fork Capital

Beijer Electronics

COMPANY INFO

Beijer Electronics is a developer of hardware devices for fleet and resource management.

Industry:	Wireless Communications Equipment

1865 West 2100 South, Salt Lake City, UT
www.beijerinc.com
P: 801.466.8770

Beijer Electronics (Mobile Resource Management/Fleet Management)

TRANSACTION DETAILS

Amount:	$ 7,300,000
Date:	6/2/14

BetterBody Foods and Nutrition, LLC

COMPANY INFO

BetterBody Foods and Nutrition, LLC is engaged in the supply of organic commodities to the retail and wholesale food industry. It supplies 10 basic food groups sourced from 12 countries.

Principal:	Stephen Richards
CFO:	Rob Crawley, VP of Finance
Year Founded:	2006
Acquirer:	Retail and wholesale food industry

1762 West 20 South, Unit 5, Lindon, UT 84042
www.betterbodyfoods.com
P: 801.830.3353

BetterBody Foods and Nutrition, LLC

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 4,500,000
Date:	12/18/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

TANNER

Biotech Development

COMPANY INFO

Biotech Development is a provider of financial services to biopharmaceutical companies.

Principal:	Ulrike Dickmann
Year Founded:	2013
Industry:	Specialized Finance

Farmington, UT
www.biotech-dev.com
P: 801.495.3514

Biotech Development

TRANSACTION DETAILS

Amount:	$ 10,000,000
Date:	10/24/14

BLOXR Corp.

COMPANY INFO

BLOXR Corp., a radiation protection company, manufactures healthcare supplies for the healthcare, dental, nuclear and veterinary markets.

Principal:	Ashok Khandkar
CFO:	Mike Henderson
Year Founded:	2009
Industry:	Healthcare Supplies

960 West Levoy Drive, Suite 100, Salt Lake City, UT 84123
www.bloxr.com
P: 801.590.9880

OUTSIDE PROFESSIONALS

Law Firm:	Durham Jones & Pinegar
Accounting:	Tanner LLC

TRANSACTION DETAILS

Description:	Convertible Debt / Warrants
Amount:	$ 500,000
Date:	2/19/14

TRANSACTION DETAILS

Description:	Convertible Debt / Warrants
Amount:	$ 250,000
Date:	7/16/14

Boart Longyear Limited

COMPANY INFO

Boart Longyear Limited provides drilling services, drilling equipment, and performance tooling for mining and mineral drilling companies worldwide.

Principal:	Richard O'Brien
CFO:	Jeffrey Olsen
Industry:	Construction and Engineering

10808 South River Front Parkway, Suite 600, South Jordan, UT 84095
www.boartlongyear.com
P: 801.972.6430

OUTSIDE PROFESSIONALS

Investor(s):	Centerbridge Partners, L.P.

TRANSACTION DETAILS

Amount:	$ 5,590,000
Date:	10/23/14

TRANSACTION DETAILS

Amount:	$ 21,020,000
Date:	11/19/14

Boostability Inc.

COMPANY INFO

Boostability Inc. in a provider of search-engine optimization services for small businesses.

Industry:	Consumer / Business Products & Services
Stage:	First Round

Lehi, UT

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/14/14

OUTSIDE PROFESSIONALS

Investor(s):	H.I.G. Capital LLC

Business Owners Advantage, Inc

COMPANY INFO

Business Owners Advantage, Inc. provides an automated tax savings solution.

Year Founded:	2009
Industry:	Internet Software and Services

1656 South State Street, Orem, UT 84097
www.deductr.com
P: 801.607.5126

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/21/14

OUTSIDE PROFESSIONALS

Investor(s):	REach

CapShare, Inc.

COMPANY INFO

CapShare, Inc. provides capitalization software for investors, businesses, attorneys and shareholders;

Principal:	Jeron Paul, CEO
Year Founded:	2011
Industry:	Internet Software and Services
Stage:	Seed

11339 South 700 East, Sandy, UT 84062
www.capshare.com
P: 801.610.9264

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 1,000,000
Date:	10/22/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Investor(s):	Kickstart Seed Fund

Carbon2fuels, LLC

Carbon2fuels, LLC

COMPANY INFO

Carbon2fuels, LLC operates in the energy industry.

Year Founded:	2014
Industry:	Energy
Stage of Development:	Public

710 South Redwood Road, Suite C, North Salt Lake City, UT 84054
P: 801.279.5622

TRANSACTION DETAILS

Description:	Equity / Convertible Debt
Amount:	$ 5,000,000
Date:	9/24/14

Catheter Connections, Inc.

COMPANY INFO

Catheter Connections, Inc. develops and commercializes vascular access products to protect patients from acquiring infections during intravenous infusion therapy.

Principal:	Vicki Farrar, CEO
Year Founded:	2008
Industry:	Medical Devices and Equipment
Stage:	Expansion

615 Arapeen Drive, Suite 302a, Salt Lake City, UT 84108
www.catheterconnections.com
P: 888.706.8883

TRANSACTION DETAILS

Amount:	$ 247,000
Date:	9/30/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

CCP Raintree, LLC

CCP Raintree, LLC

COMPANY INFO

CCP Raintree, LLC operates in the residential real estate industry.

Year Founded:	2014
Industry:	Real Estate

360 North 700 West, Suite G, North Salt Lake, UT 84054
P: 858.775.0169

TRANSACTION DETAILS

Amount:	$ 1,840,000
Date:	6/3/14

CCP San Marin, LLC

CCP San Marin, LLC

COMPANY INFO

CCP San Marin, LLC operates in the residential real estate industry.

Year Founded:	2014
Industry:	Real Estate

360 North 700 West, Suite G, North Salt Lake, UT 84054
P: 858.775.0169

TRANSACTION DETAILS

Amount:	$ 1,490,000
Date:	6/25/14

Celer Logistics Group, LLC

COMPANY INFO

Celer Logistics Group, LLC provides third party logistics service.

Principal:	Nathan Parks, CEO
Year Founded:	2013
Industry:	Air Freight and Logistics

6737 Malissa Ann Drive, Herriman, UT 84096
www.celerlogistics.com
P: 435.659.8704

TRANSACTION DETAILS

Amount:	$ 250,000
Date:	3/25/14

Cell Again

COMPANY INFO

Cell Again operates buy-sell-trade retail kiosks for cell phones and devices.

Principal:	Matt Kelly
CFO:	Steve Guymon
Year Founded:	2006
Industry:	Electronics Retail
Acquirer:	Hyla Mobile
Acquiree:	Cell Again
Stage:	Early

12665 Minuteman Drive, Draper, UT
www.cellagain.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/1/14

OUTSIDE PROFESSIONALS

Law Firm:	Mitchell & Barlow
Other Advisors:	Advanced CFO Solutions
Investor(s):	Banyan Ventures, Tiarus Capital

Chamtech Enterprises, Inc.

COMPANY INFO

Chamtech Enterprises, Inc., doing business as Chamtech Operations Enterprise, Inc. develops custom antenna systems for RF devices and applications.

Principal:	Anthony Sutera, CEO
Year Founded:	2010
Industry:	Communications Equipment

8681 South 700 West, Suite A, Sandy, UT 84070
www.chamtechops.com
P: 801.566.4124

TRANSACTION DETAILS

Amount:	$ 250,000
Date:	7/23/14

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 1,000,000
Date:	12/31/14

Chargeback.com, Inc.

COMPANY INFO

Chargeback.com provides merchants with credit card chargeback representation and related information services.

Principal:	Tim Coltrell, CEO
Year Founded:	2011
Industry:	Credit Card Merchant Services
Stage:	Seed Preferred

9815 South Monroe Suite 200, Sandy, UT 84070
www.chargeback.com
P: 801.664.3290

TRANSACTION DETAILS

Amount:	$ 1,500,000
Date:	4/30/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Investor(s):	Subtraction Capital, Kickstart Seed Fund, PC Squared

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Chatbooks

COMPANY INFO

Chatbooks prints high quality books based on Instagram photos.

CFO:	Nate Quigley
Year Founded:	2013
Industry:	Consumer Products
Stage:	Venture

Provo, UT
www.chatbooks.com

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 750,000
Date:	9/26/14

OUTSIDE PROFESSIONALS

Investor(s):	Peterson Partners, Kickstart Seed Fund, Deseret News

ClientSuccess, Inc.

ClientSuccess, Inc.

COMPANY INFO

ClientSuccess, Inc. develops a customer success management platform.

Principal:	Dave Blake
Year Founded:	2014
Industry:	Internet Software and Services
Stage:	Early

3300 North Running Creek Way, Lehi, UT 84043
www.clientsuccess.com
P: 801.441.0805

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Investor(s):	Josh James; Peak Ventures; Plus550; Techstars; Bullet Time Ventures; Scott Dorsey; Tim Kopp; Robb Kunz; Bullet Time GP, LLC; Peak Ventures; Plus550, LLC; TechStar

TRANSACTION DETAILS

Amount:	$ 250,000
Date:	2/18/14

TRANSACTION DETAILS

Amount:	$ 1,000,000
Date:	10/1/14

TRANSACTION DETAILS

Amount:	$ 1,000,000
Date:	12/2/14

CoreLogic

CoreLogic
(Collateral Solutions and Field Services Business)

COMPANY INFO

CoreLogic is a provider of collateral risk management products and field services.

Industry:	Real Estate Services (B2C)

Sandy, UT

TRANSACTION DETAILS

Amount:	$ 25,000,000
Date:	9/30/14

Cokeville, LLC

Cokeville, LLC

COMPANY INFO

Cokeville, LLC was incorporated in 2013 and is based in Centerville, Utah.

CFO:	Ron Tanner
Year Founded:	2013
Industry:	Other
Stage of Development:	Public

242 East 1100 North, Centerville, UT 84014
P: 801.580.0107

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 120,000
Date:	1/2/14

Colorado Milling Company, LLC

Colorado Milling Company, LLC

COMPANY INFO

Colorado Milling Company, LLC was incorporated in 2012 and is headquartered in Moab, Utah.

Principal:	Michal H. Bynum, Chairman
Year Founded:	2012
Industry:	Other

7000 Walkabout Ranch Road, Moab, UT 84532
P: 303.588.1119

TRANSACTION DETAILS

Amount:	$ 2,010,000
Date:	5/29/14

Companies (TC) LLC

Companies (TC) LLC

COMPANY INFO

Companies (TC) LLC was incorporated in 2008 and is based in Orem, Utah.

Principal:	Stephen Earl, Manager
CFO:	Mike Krohn
Year Founded:	2008
Industry:	Residential Real Estate
Stage of Development:	Public

518 West 800 North, Suite 204, Orem, UT 84057
P: 801.841.3314

TRANSACTION DETAILS

Amount:	$ 187,000
Date:	9/18/14

CoNextions Medical Corp

CoNextions Medical Corp

COMPANY INFO

CoNextions Medical Corp was incorporated in 2011 and is based in Salt Lake City, Utah.

Principal:	Richard Linder
CFO:	Brian Woolf
Year Founded:	2011
Industry:	Bio-medical
Acquiree:	CoNextions Medical Corp

1930 South Milestone Drive, Suite B, Salt Lake City, UT 84104
P: 801.557.7588

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 1,600,000
Date:	7/7/14

OUTSIDE PROFESSIONALS

Law Firm:	Mark N. Schneider
Accounting:	Tanner LLC

TANNER

Connect Financial Software Solutions, LLC

COMPANY INFO

Connect Financial Software Solutions, LLC delivers the full array of online transaction management capabilities to the credit union industry.

Principal:	Grant Parry, Manager
Year Founded:	2007
Industry:	Technology

64 East 6400 South, Murray, UT 84107
www.connectfss.com
P: 801.327.9701

TRANSACTION DETAILS

Amount:	$ 1,425,000
Date:	4/7/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

ContactPoint LLC

COMPANY INFO

ContactPoint LLC develops LogMyCalls, a call tracking and call analytics solution.

Principal:	Jason Wells
Year Founded:	2001
Industry:	Internet Software and Services

1664 South Dixie Drive, Suite H-107, St. George, UT 84770
www.logmycalls.com
P: 855.581.0936

TRANSACTION DETAILS

Amount:	$ 3,000,000
Date:	5/30/14

Contour, LLC

COMPANY INFO

Contour, LLC designs, manufactures, and sells action sports cameras.

Year Founded:	2013
Industry:	Leisure Products

5152 North Edgewood Drive, Suite 375, Provo, UT 84604
www.contour.com
P: 801.836.7023

TRANSACTION DETAILS

Amount:	$ 2,250,000
Date:	2/21/14

Contravent LLC

COMPANY INFO

Contravent LLC develops and creates video content.

Year Founded:	2012
Industry:	Movies and Entertainment

824 South 400 West, Suite B104, Salt Lake City, UT 84101
www.contraventmedia.com
P: 801.918.1037

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 500,000
Date:	5/30/14

Converus, Inc.

COMPANY INFO

Converus, Inc. ("with truth") provides technological solutions for deception detection. EyeDetect™, a product 10 years in the making, is the first ocular-motor deception test (ODT) solution for deception detection.

Principal:	Todd Mickelsen, President and CEO
Year Founded:	2009
Industry:	Technology

3315 Mayflower Ave., Suite 2, Lehi, UT 84043
P: 801.331.8840

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Other Advisors:	Advanced CFO Solutions
Investor(s):	Alta Ventures, Molecular Cloud, Scientific Assessment Technologies, Alta Ventures, Kickstart Seed Fund, Peak Ventures, Marc Cuban, Molecular Cloud, MSH Capital, Scientific Assessment Technologies, Todd Mickelsen, Neal Harris, David Holland, Alta Ventures, Molecular Cloud, Scientific Assessment Technologies

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 270,000
Date:	5/28/14

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 1,350,000
Date:	11/11/14

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 270,000
Date:	2/26/14

Cotopaxi

COMPANY INFO

Cotopaxi sells quality outdoor gear and donates a percentage of the proceeds to charitable causes for the socially conscious consumer.

CFO:	Davis Smith
Year Founded:	2013
Industry:	Consumer Products
Stage:	Venture

7938 South 3500 East, #700, Cottonwood Heights, UT 84121
www.cotopaxi.com

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 3,000,000
Date:	1/28/14

OUTSIDE PROFESSIONALS

Investor(s):	Peterson Partners; Forerunner Ventures, NEA; Tekton Ventures

PETERSON PARTNERS

Creditera, Inc.

COMPANY INFO

Creditera, Inc. helps businesses build and monitor a strong credit profiles and find the best credit offers through software solutions.

Principal:	Levi King, CEO
Year Founded:	2013
Industry:	Internet Software and Services
Stage:	Second Round

3630 West South Jordan Parkway Suite 202, South Jordan, UT 84095
www.creditera.com
P: 855.226.8388

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 6,500,000
Date:	7/15/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Other Advisors:	Advanced CFO Solutions
Investor(s):	Kleiner Perkins

kunzler law group

ADVANCED CFO SOLUTIONS

Crio

COMPANY INFO

Crio is a prouder of consumable cocoa and healthy chocolate products.

Principal:	Eric Durtschi
Year Founded:	2010
Industry:	Beverages

1386 West 70 South, Lindon, UT 84042
www.criobru.com
P: 801.462.2377

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/19/14

CVUS Clinical Trials, LLC

CVUS Clinical Trials, LLC

COMPANY INFO

CVUS Clinical Trials, LLC, a medical device company, is engaged in the development of an automated 3D ultrasound whole breast imaging system for the diagnosis of breast cancer.

Principal:	John Klock, CEO
Year Founded:	2011
Industry:	Healthcare Equipment

3216 South Highland Drive, Salt Lake City, UT 84106
www.cvusultrasound.com
P: 801.419.0372

TRANSACTION DETAILS

Amount:	$ 7,500,000
Date:	2/24/14

Datashield, LLC

COMPANY INFO

Datashield, LLC, a cyber security company, provides data security and managed security, and security consulting services to mid-market clients in North America.

Principal:	Michael Malone, CEO
Year Founded:	2009
Industry:	Software / Advanced Data Security Services
Stage:	First Round

1440 Show Berry Street, Park City, UT 84098
www.datashieldprotect.com
P: 855.328.2744

TRANSACTION DETAILS

Amount:	$ 4,000,000
Date:	11/10/14

TRANSACTION DETAILS

Amount:	$ 2,000,000
Date:	10/31/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Other Advisors:	Advanced CFO Solutions
Investor(s):	Huntington Capital LLC; Huntington Capital Group II, L.P.

Daz Productions, Inc. dba DAZ 3D

COMPANY INFO

DAZ Productions, Inc., doing business as DAZ 3D, provides 3D software and digital content creation solutions.

Principal:	James Thornton, CEO
CFO:	Brad Nielsen
Year Founded:	2000
Industry:	Software
Stage:	Later Stage

224 South 200 West #250, Salt Lake City, UT 84101
www.daz3d.com
P: 385.355.9007

TRANSACTION DETAILS

Amount:	$ 1,750,000

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC
Investor(s):	Benchmark Capital Management Gesellschaft MBH In Liqu, Columbia Capital LP, Highway 12 Ventures

Degreed, Inc.

COMPANY INFO

Degreed, Inc. provides course-by-course scores and validation of education from accredited and non-accredited sources.

Principal:	David Blake, CEO
Year Founded:	2012
Industry:	Education Technology
Stage:	Second Round

320 West 200 South, Floor 2, Salt Lake City, UT 84101
www.degreed.com

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 7,135,000
Date:	10/27/14

OUTSIDE PROFESSIONALS

Law Firms:	Kunzler Law Group, PC; Holland & Hart LLP
Investor(s):	Signal Peak Ventures

DG Holdings, Inc.

COMPANY INFO

DG Holdings, Inc. operates in the technology sector.

CFO:	Amber Carter
Year Founded:	1996
Industry:	Technology
Stage of Development:	Public

224 South 200 West, Suite 250, Salt Lake City, UT 84101
P: 801.664.3829

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 1,750,000
Date:	1/6/14

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP

Digital Blitz Marketing

Digital Blitz Marketing

COMPANY INFO

Digital Blitz Marketing offers marketing services through text messages.

Year Founded:	2012
Industry:	Other Commercial Services

Elk Ridge, UT
www.digitalblitzmarketing.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/5/14

Discovery Space Center

COMPANY INFO

Discovery Space Center provides STEM educational space shuttle missions for schools.

Principal:	Casey Voeks
CFO:	Casey Voeks
Year Founded:	2012
Industry:	STEM Education
Stage:	Start Up

886 W 2600 N, Pleasant Grove, UT 84062
www.discoveryspacecenter.com
P: 801.847.7827

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 50,000
Date:	6/1/14

OUTSIDE PROFESSIONALS

Investor(s):	Utah Angels

Domain Surgical Inc.

COMPANY INFO

Domain Surgical, Inc. has commercialized a surgical platform for precise cutting and coagulation of soft tissue.

Principal:	David McNally
CFO:	Phillip McStotts
Year Founded:	2009
Industry:	Medical Devices and Equipment
Stage:	Second Round

1370 South 2100 East, Salt Lake City, UT 84108
www.domainsurgical.com
P: 801.924.4950

TRANSACTION DETAILS

Description:	Debt / Equity
Amount:	$ 15,000,000
Date:	3/3/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC
Investor(s):	BioStar Ventures, Individual Investors, Management, OrbiMed Advisors

Domo, Inc.

COMPANY INFO

Domo, Inc. provides a cloud-based executive management platform that gives executives direct and real-time access to all the business information they care about in one place.

Principal:	Joshua James, CEO
CFO:	Bruce Felt
Year Founded:	2010
Industry:	Internet Software and Services
Stage of Development:	Public

772 East Utah Valley Drive, American Fork, UT 84003
www.domo.com
P: 801.899.1000

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 125,000,000
Date:	2/5/14

OUTSIDE PROFESSIONALS

Law Firm:	Ropes & Gray LLP
Accounting:	EY
Investor(s):	Fidelity Investment Funds II; GGV Capital, Greylock Partners; Institutional Venture Partners; Mercato Partners; TPG Capital Management LP; Undisclosed Firm; Undisclosed Firm; TPG Growth; Dragoneer Investment Group, LLC; Fidelity Investments; Morgan Stanley Investment Management Inc.; Salesforce.com, Inc.; T. Rowe Price Group, Inc.; Viking Global Investors L.P.

Dragonfly Systems

COMPANY INFO

Dragonfly Systems is a manufacturer of solar power electronic technologies.

Principal:	Andrew Ponec
Year Founded:	2011
Industry:	Alternative Energy Equipment

Sandy, UT
www.dflysystems.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/3/14

DrivingSales, LLC.

COMPANY INFO

DrivingSales, LLC. operates an online automotive social network community.

Principal:	Jared Hamilton, CEO
CFO:	Jamie Bay
Year Founded:	2003
Industry:	Internet Software and Services

8871 South Sandy Parkway, Suite 250, Sandy, UT 84070
www.drivingsales.com
P: 866.943.8371

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 2,999,999
Date:	1/6/14

DxNA

DxNA

COMPANY INFO

DxNA is a developer of integrated systems and tests for genetic analysis in medical, agricultural, biosecurity, biodefense, human and veterinary medicine.

Principal:	Roger Jensen
Year Founded:	2005
Industry:	Enterprise Systems (Healthcare)

180 N 300 E St. George, UT 84770
www.dxna.com
P: 435.628.0324

TRANSACTION DETAILS

Amount:	$ 3,750,000
Date:	1/10/14

OUTSIDE PROFESSIONALS

Investor(s):	Individual Investor

Eastgate Biotech Corp.

COMPANY INFO

Eastgate Biotech Corp., a pharmaceutical company, develops and sells pharmaceutical products and natural supplements.

Principal:	Anna Gluskin, CEO
CFO:	Brian Lukian
Year Founded:	1999
Industry:	Oil & Gas

2681 East Parleys Way, Suite 204, Salt Lake City, UT 84109
www.eastgatebiotech.com
P: 801.322.3401

TRANSACTION DETAILS

Description:	Common Stock / Warrants
Amount:	$ 990,000
Date:	3/10/14

TRANSACTION DETAILS

Description:	Common Stock / Warrants
Amount:	$ 330,000
Date:	12/22/14

EcoNova, Inc.

COMPANY INFO

EcoNova, Inc. advances the quality and quantity of the world's most important resource—water—with patented technology, cutting-edge innovation, and dedicated customer service. With a renowned team of experts—engineers, designers, and inventors—EcoNova delivers high quality solutions and builds total water cleaning systems based on client specifications and needs.

Principal:	Mark A. Kendell, CEO
Year Founded:	2000
Industry:	Clean Technology

331 Rio Grand Street #304, Salt Lake City, UT 84101
P: 801.217.2090

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 2,500,000
Date:	1/31/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

EcoScraps, LLC

COMPANY INFO

EcoScraps, LLC manufactures organic, chemical, and manure-free lawn and garden products from food waste.

Principal:	Daniel Blake, CEO
CFO:	Ron Ross
Year Founded:	2010
Industry:	Fertilizers and Agricultural Chemicals
Stage of Development:	Growth / Expansion / Venture

489 West Parkland Drive, Sandy, UT 84070
www.ecoscraps.com
P: 801.415.4015

OUTSIDE PROFESSIONALS

Law Firms:	Holland & Hart LLP Kunzler Law Group, PC (Investor Counsel)
Accounting:	Tanner LLC
Investor(s):	DBL Investors, Kickstart Seed Fund, Peterson Ventures, Peterson Partners, Double Bottom Line

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 315,000
Date:	10/16/14

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 6,980,000
Date:	7/1/14

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 3,500,000
Date:	3/27/14

eFileCabinet, Inc.

COMPANY INFO

eFileCabinet offers a sophisticated but simple electronic document management solution designed to help organizations capture, manage, and protect their data regardless of their industry.

Principal:	Matt Peterson, President & CEO
CFO:	Dan Carlson
Year Founded:	2001
Industry:	Technology

3300 N. Ashton Blvd., Suite 400, Lehi, UT 84043
P: 877.574.5505

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	Not Disclosed
Date:	9/16/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Other Advisors:	Eide Bailly LLP
Investor(s):	Signal Peak Ventures

Ender Labs, LLC

COMPANY INFO

Ender Labs, LLC operates a platform that manages room scheduling and displays upcoming events using an iPad interface.

Principal:	Shaun Ritchie
Year Founded:	2010
Industry:	Internet Software and Services

175 West 200 South, Suite 1001, Salt Lake City, UT 84101
www.eventboard.io
P: 415.423.2373

Ender Labs, LLC

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 1,013,629
Date:	7/31/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Accounting:	Tanner LLC
Other Advisors:	Advanced CFO Solutions
Investor(s):	Google Ventures, Zetta Venture Partners

Energy Technologies Inc.

COMPANY INFO

Energy Technologies Inc. is a world leader in the design and manufacture of rugged power equipment and computer peripherals.

Year Founded:	2013

321 North Mall Drive, Building F-202, Saint George, UT 84790
P: 435.674.5500

Energy Technologies Inc.

TRANSACTION DETAILS

Amount:	$ 3,000,000
Date:	1/13/14

e-Nicotine Technology, Inc.

COMPANY INFO

e-Nicotine Technology, Inc. engages in developing electronic nicotine delivery devices that produce a condensation aerosol of nicotine using thermal drug delivery technology.

Principal:	Jeffrey Williams, President
CFO:	Ryan Davis
Year Founded:	2013
Industry:	Healthcare Supplies

13512 South Aintree Avenue, Draper, UT 84020
www.enicotinetechnology.com
P: 925.876.2765

enicotine TECHNOLOGY
Taking the Smoke Out of Smoking

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 400,000
Date:	10/22/14

EPIS, Inc.

COMPANY INFO

EPIS, Inc. has developed software to forecast wholesale electricity market prices.

Principal:	Benjamin H. Thompson, CEO
Year Founded:	1996
Industry:	Application Software

50 W. Broadway; Salt Lake City, UT 84101
www.epis.com
P: 208.255.3900

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC

TRANSACTION DETAILS

Amount:	$ 3,000,000
Date:	6/13/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 1,100,000
Date:	7/14/14

EPM Mining Ventures Inc.

COMPANY INFO

EPM Mining Ventures Inc. is a mining company with focus on the production of sulfate of potash and other beneficial minerals.

Principal:	Lance D'Ambrosio
CFO:	Spencer Thunell
Industry:	Fertilizers and Agricultural Chemicals

2150 South 1300 East, Suite 350, Salt Lake City, UT 84106
www.epmmining.com
P: 801.485.0223

TRANSACTION DETAILS

Description:	Common Stock / Warrants / Debt
Amount:	$ 3,200,000
Date:	4/7/14

e-SENS, Inc.

COMPANY INFO

e-SENS, Inc. engages in the research and development of microfabricated solid-state chemical sensors/instruments for profiling potable water.

Principal:	Richard Brown
Year Founded:	2010
Industry:	Electronic Equipment and Instruments

630 Komas Drive, Suite 235, Salt Lake City, UT 84108
www.e-sens.com
P: 801.839.1071

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 2,000,000
Date:	10/15/14

Even Stevens Sandwiches LLC

COMPANY INFO

Even Stevens Sandwiches LLC owns and operates a restaurant that offers salads and sandwiches.

Principal:	Steve Down
Year Founded:	2013
Industry:	Restaurants

9067 South 300 West, Suite 301, West Jordan, UT 84088
www.evenstevens.com
P: 801.537.7700

TRANSACTION DETAILS

Amount:	$ 25,000,000
Date:	7/16/14

Everything Real Estate, Inc.

COMPANY INFO

Everything Real Estate, Inc. operates in real estate industry.

Principal:	Steve Lipman
Year Founded:	2014

6300 Sagewood Drive, Suite H-429, Park City, UT 84098
P: 435.252.1315

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 225,000
Date:	9/25/14

Experticity, Inc.

COMPANY INFO

Experticity, Inc. provides "word of mouth marketing" services, including development, implementation and execution of training and employee purchase programs.

Principal:	Thomas Stockham
CFO:	Heather Mercier, SVP Finance
Year Founded:	2004
Industry:	Marketing

9 Exchange Place, Suite 1000, Salt Lake City, UT 84101
www.experticity.com
P: 801.456.6925

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 16,000,000
Date:	8/28/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC
Investor(s):	Bain Capital Venture Partners, L.P.; Sorensen Capital, and others

Extra Space Storage LP

COMPANY INFO

Extra Space Storage LP manages, develops, sells, and rents self-storage facilities.

Year Founded:	2004
Industry:	Real Estate Operating Companies

2795 East Cottonwood Parkway, Salt Lake City, UT 84121
P: 801.562.5556

TRANSACTION DETAILS

Amount:	$ 2,930,000
Date:	5/28/14

FeNix Ash, LLC

COMPANY INFO

FeNix Ash, LLC focuses on processing incinerator ash from the Waste-To-Energy (WTE) industry.

Year Founded:	2012

1328 Iron Boberg Circle, Draper, UT 84020
P: 385.232.5030

TRANSACTION DETAILS

Amount:	$ 250,000
Date:	8/4/14

Ferevo, LLC

COMPANY INFO

Ferevo, LLC develops a smart phone based messaging application which also rewards its users for texts and also adds relevant links to the bottom of the text messages.

Year Founded:	2011
Industry:	Systems Software

2244 North Canyon Road, Suite 315, Provo, UT 84604
P: 801.647.8532

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 100,000
Date:	7/14/14

FFG 3, LLC

COMPANY INFO

Year Founded:	2014

871 South Automall Drive, American Fork, UT 84003
P: 801.642.3800

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 3,620,000
Date:	3/31/14

Finicity Corporation

Finicity Corporation

COMPANY INFO

Finicity Corporation provides a cloud-based platform which enables software developers to integrate customer financial data into their applications.

Principal:	Steven Smith
CFO:	Warren Rosner
Year Founded:	1999
Industry:	Internet Software and Services

120 West Vine Street, Unit 2, Murray, UT 84107
www.finicity.com
P: 801.984.4200

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 60,000
Date:	4/16/14

TRANSACTION DETAILS

Amount:	$ 1,500,000
Date:	9/9/14

Fluoresentric, Inc.

FLUORESENTRIC

COMPANY INFO

Fluoresentric, Inc. designs, develops, and manufactures real-time polymerase chain reaction (PCR) assays for universities, clinical laboratories, and pharmaceutical companies.

Year Founded:	2003
Industry:	Biotechnology

2700 Homestead Road, Suite 50, Park City, UT 84098
www.fluoresentric.com
P: 801.580.0490

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 500,000
Date:	6/6/14

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP

EideBailly

Foldax, Inc.

Foldax, Inc.

COMPANY INFO

Foldax, Inc. operates in the technology industry.

Year Founded:	2013

2255 East Sunnyside Avenue, Unit 58554, Salt Lake City, UT 84158
P: 626.993.8424

TRANSACTION DETAILS

Description:	Common Stock / Convertible Debt
Amount:	$ 150,000
Date:	3/26/14

TRANSACTION DETAILS

Description:	Convertible Debt / Options
Amount:	$ 50,000
Date:	8/14/14

Friendemic, Inc.

COMPANY INFO

Friendemic, Inc. uses expert social media strategies to provide social media engagement, campaigns and design services.

Principal:	Steven Pearson, CEO
Year Founded:	2013
Industry:	Other

307 West 200 South, Salt Lake City, UT 84101
www.friendemic.com
P: 801.415.9314

TRANSACTION DETAILS

Description:	Common Stock / Preferred Stock
Amount:	$ 251,999
Date:	9/30/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

Frontier Water Systems, LLC

COMPANY INFO

Frontier Water Systems, LLC is the pioneer and leading supplier of premium engineered equipment packages for high rate treatment of selenium, nitrate, arsenic and mercury from groundwater in mining operations and FGD blowdown from power generation.

Principal:	Timothy Pickett, CEO
Year Founded:	2014
Industry:	Technology

2212 South West Temple #8, Salt Lake City, UT 84115
www.frontierwater.com
P: 801.232.9206

TRANSACTION DETAILS

Amount:	$ 3,400,000
Date:	6/19/14

FutraMed, Inc.

COMPANY INFO

FutraMed, Inc. was founded in the state of Utah for the purpose of engaging in the creation and application of the Limoge Transcutaneous Cranial Electric Stimulation (TCES) technology to provide a detoxification and maintenance solution for opioid dependence.

Principal:	Matt Harding, President
Industry:	Biotechnology

9690 South 300 West, Sandy, UT 84070

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	Not Disclosed
Date:	2/28/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Investor(s):	Turner Ventures

Galileo Processing, Inc.

GALILEO

COMPANY INFO

Galileo Processing, Inc. provides advanced payment processing solutions.

Principal:	Clay Wilkes, CEO
Year Founded:	2000
Industry:	Business Services

6510 South Millrock Drive, Suite 300, Salt Lake City, UT 84124
P: 801.943.0289

TRANSACTION DETAILS

Amount:	$ 8,000,000
Date:	5/12/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP (Investor Counsel)
Investor(s):	Mercato Partners

HOLLAND&HART ATTORNEYS

Geopower Energy, LLC

geopower

COMPANY INFO

Geopower Energy, LLC develops a portfolio of renewable projects with a focus on base load generation renewable energy power projects.

Year Founded:	2010
Industry:	Renewable Electricity
Stage of Development:	Public

2750 Rasmussen Road, Suite 107, Park City, UT 84098
www.geopowerenergy.com
P: 435.655.3637

TRANSACTION DETAILS

Amount:	$ 7,500,000
Date:	7/29/14

Geotec I, LLC

Geotec I, LLC

COMPANY INFO

Geotec I, LLC was incorporated in 2013 and is based in Alpine, Utah.

Year Founded:	2013

282 East 100 South, Alpine, UT 84004
P: 851.318.5400

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 230,000
Date:	1/31/14

Glasses.com

Glasses.com

COMPANY INFO

Glasses.com serves as a online retailer of prescription and non-prescription glasses and sunglasses.

Principal:	John Graham
Year Founded:	2011
Industry:	Other Apparel

Orem, UT
www.glasses.com
P: 800.452.7737

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/31/14

Global Uprising PBC Corp.

Global Uprising PBC Corp.

COMPANY INFO

Global Uprising PBC Corp. designs and manufactures outdoor apparel including backpacks, water bottles, and T-shirts, selling them to customers online via its website.

Year Founded:	2013
Industry:	Apparel, Accessories and Luxury Goods
Stage:	First Round

7938 South 3500 East, Suite B-700, Cottonwood Heights, UT 84121
www.cotopaxi.com
P: 844.268.6729

TRANSACTION DETAILS

Amount:	$ 3,000,000
Date:	07/22/14

OUTSIDE PROFESSIONALS

Investor(s):	New Enterprise Associates, Lerer Hippeau Ventures, Forerunner Ventures, Correlation Ventures

GoPlug Bags, Inc.

COMPANY INFO

GoPlug Bags, Inc. designs and manufactures bags for professionals, hobbyists, and consumers.

Year Founded:	2014
Industry:	Apparel, Accessories and Luxury Goods
Stage of Development:	Public

63 East 11400 South, No. 242, Sandy, UT 84070
www.goplugbags.com
P: 503.288.3500

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 350,000
Date:	10/28/14

Grasswire

COMPANY INFO

Grasswire provides breaking news curated and fact-checked by thousands of people just like you.

CFO:	Austen Allred
Year Founded:	2014
Industry:	Online news
Stage:	Venture

534 North 1200 East, Mapleton, UT 84664
www.grasswire.com
P: 801.369.2444

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 650,000
Date:	11/6/14

OUTSIDE PROFESSIONALS

Investor(s):	Peterson Partners, Peak Ventures

PETERSON PARTNERS

Great Basin Scientific, Inc.

COMPANY INFO

Great Basin Scientific, Inc., a molecular diagnostics company, develops and manufactures test kits and analyzers for a patented molecular diagnostic system used in single pathogen tests.

Principal:	Ryan Ashton
CFO:	Jeffrey Rona
Industry:	Healthcare Equipment

2441 South 3850 West, West Valley City, UT 84120
www.gbscience.com
P: 801.990.1055

TRANSACTION DETAILS

Amount:	$ 7,000,000
Date:	4/21/14

OUTSIDE PROFESSIONALS

Other Advisor:	Dawson James Securities (Placement Agent)

Green Endeavors, Inc.

COMPANY INFO

Green Endeavors, Inc., through its subsidiaries, owns and operates hair salons in Utah.

Principal:	Richard Surber
CFO:	Scott Coffman
Year Founded:	2002
Industry:	Specialized Consumer Services

59 West 100 South, 2nd Floor, Salt Lake City, UT 84101
www.green-endeavors.com
P: 801.575.8073

TRANSACTION DETAILS

Amount:	$ 500,000
Date:	7/10/14

Grow, Inc.

COMPANY INFO

Grow business intelligence dashboard software makes it easy for executives and teams at small and medium companies to track the right metrics, make good decisions, and lead with confidence.

Principal:	Rob Nelson, CEO
Year Founded:	2014
Industry:	Application Software
Stage:	Seed

5314 River Run Drive, Suite 150, Provo, UT 84604
www.grow.com
P: 800.515.7049

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 1,499,983
Date:	11/19/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP; Kunzler Law Group, PC (Investor Counsel)
Investor(s):	Peterson Partners, Kickstart Seed Fund, Pelion Venture Partners, Individual Investors

Health Catalyst, LLC

COMPANY INFO

Health Catalyst, LLC designs, develops, and delivers healthcare data warehousing and process improvement solutions for healthcare organizations and health systems in the United States.

Principal:	Dan Burton
CFO:	Jeffrey Selander
Year Founded:	2008
Industry:	Health Care Technology

3165 East Millrock Drive, Suite 400, Salt Lake City, UT 84121
www.healthcatalyst.com
P: 801.708.6800

TRANSACTION DETAILS

Amount:	$ 41,000,000
Date:	1/9/14

OUTSIDE PROFESSIONALS

Other Advisors:	Tanner LLC
Investor(s):	Norwest Venture Partners; Sequoia Capital; Kaiser Permanente Ventures; Sorenson Capital; Partners Innovation Fund; CHV Capital, Inc.

Helidyne LLC

COMPANY INFO

Helidyne LLC designs and develops geopressure reduction generators and trilateral flash cycle expanders for power generation markets.

Principal:	Kevin Kerlin
Year Founded:	2008
Industry:	Heavy Electrical Equipment

1425 Redledge Road, Suite 102, Washington, UT 84780
www.helidynepower.com
P: 435.627.1805

TRANSACTION DETAILS

Amount:	$ 1,550,000
Date:	8/19/14

Honey Naturals LLC

COMPANY INFO

Honey Naturals LLC designs and develops natural syrups to calm coughs, sore throats, night coughing, and hoarseness in children.

Principal:	William C. Gibbs, CEO
CFO:	Dan Carlson
Year Founded:	2008
Industry:	Pharmaceuticals
Stage of Development:	Public

10808 South River Front Parkway, Suite 314, South Jordan, UT 84095
www.zarbees.com
P: 877.528.0420

TRANSACTION DETAILS

Amount:	$ 16,950,000
Date:	3/5/14

OUTSIDE PROFESSIONALS

Investor(s):	Catterton Partners Corporation, Sorenson Capital

Hwy92, Inc.

COMPANY INFO

Principal:	Travis Cook, CEO
Year Founded:	2014

942 East Healey Blvd, Alpine, UT 84004

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/1/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC

HzO, Inc.

COMPANY INFO

HzO, Inc. develops nanotechnology coatings that protect electronic devices from damage by water, moisture, and small debris.

Principal:	Michael Bartholomeusz
Year Founded:	2009
Industry:	Specialty Chemicals

12637 South 265 West, Draper, UT 84020-5403
www.hzo.com
P: 801.268.1900

TRANSACTION DETAILS

Amount:	$ 20,000,000
Date:	6/23/14

OUTSIDE PROFESSIONALS

Investor(s):	Harris & Harris Group, Inc. (NasdaqGM:TINY); Delta Electronics Inc. (TSEC:2308); Iron Gate Capital, LLC; TransLink Capital; Prudence Holdings; Vy Capital

i.TV LLC

COMPANY INFO

i.TV LLC is a provider of a social television (TV) platform and second screen technology. The company's TV guide application is compatible with iPhone and Android devices.

Industry:	Consumer / Business Products & Services
Stage:	First Round

Provo, UT

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/27/14

OUTSIDE PROFESSIONALS

Investor(s):	DirectTV, Undisclosed Venture Investors

Imagine Health, Inc.

COMPANY INFO

Imagine Health, Inc., an independent healthcare company, builds custom teams of healthcare providers for employers with large concentrations of employees in a single geographic area in the United States.

Principal:	Allison Robbins
CFO:	Howard Young
Year Founded:	2006
Industry:	Healthcare Services
Stage of Development:	Public

6995 Union Park, Suite 200, Cottonwood Heights, UT 84047
www.imagine-health.net
P: 801.566.6655

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 22,500,000
Date:	6/25/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC
Investor(s):	HLM Venture Partners; Trident Capital, Inc.

Inception Mining Inc.

COMPANY INFO

Inception Mining, Inc., an exploration stage company, engages in the acquisition, exploration, and development of precious metal properties.

Principal:	Michael Ahlin
CFO:	Whitney Cluff
Industry:	Precious Metals and Minerals

5320 South 900 East, Suite 260, Salt Lake City, UT 84107
www.inceptionmining.com
P: 801.312.8113

OUTSIDE PROFESSIONALS

Investor(s):	Iconic Holdings, LLC; Typenex Co-Investment, LLC; KBM Worldwide, Inc.

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 200,000
Date:	2/18/14

TRANSACTION DETAILS

Description:	Convertible Debt / Warrants
Amount:	$ 110,000
Date:	9/24/14

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 50,000
Date:	12/31/14

Influence International Inc.

COMPANY INFO

Influence International Inc. offers business relationship development services.

Principal:	Jared Stewart
Year Founded:	1999
Industry:	Application Software

727 North 1550 East, Suite 450, Orem, UT 84097
P: 801.787.0277

TRANSACTION DETAILS

Amount:	$ 1,050,000
Date:	4/21/14

InsideSales.com, Inc.

COMPANY INFO

InsideSales.com, Inc. provides a cloud-based comprehensive sales acceleration platform that creates high-performance sales teams with breakthrough technology.

Principal:	David Elkington
CFO:	Kevin Samuelson
Year Founded:	2004
Industry:	Internet Software and Services

34 East 1700 South, Suite A220, Provo, UT 84606
www.insidesales.com
P: 385.207.7252

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 100,000,000
Date:	4/9/14

OUTSIDE PROFESSIONALS

Accounting:	EY Tanner LLC
Other Advisors:	Eide Bailly LLP
Investor(s):	Hummer Winblad Venture Partners; Kleiner Perkins Caufield & Byers; Polaris Partners; U.S. Venture Partners; EPIC Ventures; salesforce.com, inc. (NYSE:CRM); Polaris Partners L.P.; Acadia Woods Partners, LLC; Zetta Venture Partners

Instructure

COMPANY INFO

Instructure is a provider of a cloud-based learning management system.

Principal:	Josh Coates, CEO
CFO:	Steve Kaminsky
Year Founded:	2002
Industry:	Educational Software

6330 South 3000 East, Suite 700 Salt Lake City, UT 84121
www.instructure.com
P: 800.203.6755

TRANSACTION DETAILS

Amount:	$ 42,400,000
Date:	11/1/14

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP
Investor(s):	Bessemer Venture Partners, Draper Associates, EPIC Ventures, Individual Investor, Insight Venture Partners, Josh Coates, OpenView Venture Partners, The Gideon Hixon Fund, TomorrowVentures

Integrated Energy Companies, LLC

COMPANY INFO

Integrated Energy Companies, LLC provides services for the energy production industries throughout the Mountain West.

Principal:	Kem Gardner, Manager
Year Founded:	2013
Industry:	Oil and Gas

90 South 400 West, Suite 320, Salt Lake City, UT 84101
www.ie-cos.com
P: 801.456.4140

Integrated Energy Companies, LLC

TRANSACTION DETAILS

Amount:	$ 7,800,000
Date:	1/13/14

Integrated Ordering Systems, Inc.

COMPANY INFO

Integrated Ordering Systems, Inc. provides restaurants with innovative ordering and delivery management software solutions.

Principal:	Joshua Stephens
Year Founded:	2009
Industry:	Application Software
Stage:	Growth

2244 South Business Park Drive, Suite 230, Draper, UT 84020
www.iosnow.com
P: 888.225.3148

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC

kunzler law group

TRANSACTION DETAILS

Amount:	$ 600,000
Date:	8/22/14

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 450,000
Date:	8/22/14

iTOK, Inc.

COMPANY INFO

iTOK, Inc. provides technology support and computer maintenance services to consumers and small businesses worldwide.

Principal:	Seth Bailey
CFO:	Clark Burbidge
Year Founded:	2004
Industry:	IT Consulting and Other Services

3400 North Ashton Boulevard, Suite 260, Lehi, UT 84043
www.itok.net
P: 866.515.4865

OUTSIDE PROFESSIONALS

Accounting:	Holland & Hart LLP
Other Advisors:	Eide Bailly LLP
investor(s):	Trinity Capital Investment, LLC; ABS Capital Partners, Inc.; Signal Peak Ventures

TRANSACTION DETAILS

Amount:	$ 2,000,000
Date:	2/14/14

TRANSACTION DETAILS

Amount:	$ 18,000,000
Date:	7/11/14

Jade Therapeutics, Inc.

COMPANY INFO

Jade Therapeutics, Inc. develops ophthalmic sustained-release drug delivery platforms.

Principal:	Arthur Klausner
Year Founded:	2011
Industry:	Biotechnology

675 Arapeen Drive, Suite 302, Salt Lake City, UT 84108-1228
www.jadetherapeutics.com
P: 646.918.7479

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 800,000
Date:	12/31/14

JF Land Holdings II, LLC

COMPANY INFO

JF Land Holdings II, LLC operates in the real estate sector.

Principal:	Owen Fisher, Manager
Year Founded:	2014
Industry:	Other Real Estate

1148 West Legacy Crossing, Suite 400, Centerville, UT 84014
P: 801.335.8500

TRANSACTION DETAILS

Amount:	$ 1,000,000
Date:	11/25/14

JFC Lynchburg DST

JFC Lynchburg DST

COMPANY INFO

JFC Lynchburg DST operates in the real estate sector.

Year Founded:	2014
Industry:	Other Real Estate

1148 West Legacy Crossing Boulevard, Suite 400, Centerville, UT 84014
P: 801.335.8500

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 4,050,000
Date:	8/26/14

OUTSIDE PROFESSIONALS

Other Advisors:	Orchard Securities LLC

Jviation Inc

COMPANY INFO

Provider of engineering services. The company's services include project administration, project design, construction management, highway planning, land surveying and sanitary sewer design.

Principal:	James Jackson
Year Founded:	1976
Industry:	Construction and Engineering

405 S. Main St. #950, Salt Lake City, UT 84111
www.jviation.com
P: 801.924.5800

TRANSACTION DETAILS

Date:	7/16/14

Kavalia, Inc.

COMPANY INFO

Kavalia, Inc. engages in the sale and distribution of pharmaceuticals and healthcare products.

Year Founded:	2007
Industry:	Healthcare Distributors

8 East Broadway, Suite 428, Salt Lake City, UT 84111
P: 801.532.7851

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 50,000
Date:	11/5/14

Kosmo Technologies, Inc.

COMPANY INFO

Kosmo Technologies, Inc. manufactures dental equipment for doctors.

Year Founded:	2014
Industry:	Healthcare Equipment

1104 East 200 South, Salt Lake City, UT 84102
www.andragauge.com

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	10/16/14

OUTSIDE PROFESSIONALS

Investor(s):	Healthbox, LLC

KT Health

COMPANY INFO

Producer of kinesiology tape and sports medicine products. The company's product is used by professional and recreational athletes.

Principal:	John Mackay
Year Founded:	2008
Industry:	Medical Supplies

7 South 1550 West #600 Lindon, UT 84042
www.kttape.com
P: 801.224.2717

TRANSACTION DETAILS

Date:	1/23/14

OUTSIDE PROFESSIONALS

Investor(s):	GB Credit Partners
Law Firm:	Durham Jones & Pinegar

KTS Holdings, LLC

COMPANY INFO

KTS Holdings, LLC was incorporated in 2014.

Year Founded:	2014

5305 West 2400 South, Salt Lake City, UT 84120
P: 855.796.2846

TRANSACTION DETAILS

Description:	Preferred Stock / Warrants
Amount:	$ 2,850,000
Date:	3/31/14

Labore et Honore LLC

COMPANY INFO

Year Founded:	2014

5152 North Edgewood Drive, Suite 375, Provo, UT 84604
P: 801.396.3589

Labore et Honore LLC

TRANSACTION DETAILS

Description:	Common Stock
Amount:	Not Disclosed
Date:	7/8/14

OUTSIDE PROFESSIONALS

Other Advisor:	Accelerated Capital Group, Inc.

Land Solutions Partners—Harbor Point, LLC

COMPANY INFO

Principal:	James R. Knight, Manager
Year Founded:	2013
Industry:	Other Real Estate

670 West Shepard Lane, Suite 101, Farmington, UT 84025
P: 801.447.4656

Land Solutions Partners—Harbor Point, LLC

TRANSACTION DETAILS

Amount:	$ 330,000
Date:	12/17/14

Larada Sciences, Inc.

COMPANY INFO

Larada Sciences, Inc. develops technologies for non-chemical treatment of head lice.

Principal:	Claire Roberts
Year Founded:	2006
Industry:	Healthcare Equipment

350 West 800 North, #203, Salt Lake City, UT 84103
www.airalle.com
P: 801.533.5423

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TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 400,000
Date:	3/11/14

OUTSIDE PROFESSIONALS

Law Firm:	Ballard Spahr LLP

Ballard Spahr

Last Straw Picture LLC

Last Straw Picture LLC

COMPANY INFO

Principal:	Barry L. Evans, Manager
Year Founded:	2014
Industry:	Other

920 East State Road, Suite F, American Fork, UT 84003
P: 801.756.1041

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	5/23/14

LinearEdge Technologies, LLC

LinearEdge Technologies, LLC

COMPANY INFO

LinearEdge Technologies, LLC operates in the technology industry.

Principal:	Douglas Simkins
CFO:	Dan Carlson
Year Founded:	2014

163 East 100 North, Price, UT 84501
P: 435.636.1014

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 578,841
Date:	9/1/14

LIYEN

+LIYEN INC.

COMPANY INFO

LIYEN develops spacer device for asthma inhalers that increases compliance.

Principal:	Chris Ciancone
Year Founded:	2012
Industry:	Other Devices and Supplies

Salt Lake City, UT

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	10/16/14

OUTSIDE PROFESSIONALS

Investor(s):	Healthbox

LowestMed, Inc.

COMPANY INFO

LowestMed, Inc. provides a mobile application that offers consumers prescription drug pricing information that helps manage and reduce healthcare expenses.

Principal:	Brad Bangerter
Year Founded:	2009
Industry:	Internet Software and Services

9690 South 300 West, Suite 320A, Sandy, UT 84070
www.lowestmed.com
P: 855.569.6337

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	10/16/14

OUTSIDE PROFESSIONALS

Investor(s):	Healthbox, LLC

Lucid Software, Inc.

COMPANY INFO

Lucid Software, Inc. builds graphical web applications that enable real-time collaboration on visual work processes.

Principal:	Karl Sun, CEO
CFO:	Jon Beck, Controller
Year Founded:	2010
Industry:	Internet Software and Services

282 East 12200 South, Suite 200, Draper, UT 84020
www.golucid.co
P: 801.930.9427
P: 801.227.4347

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 5,000,000
Date:	3/21/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Accounting:	Tanner LLC
Investor(s):	Kickstart Seed Fund; Grayhawk Capital, LLC; Kickstart Seed Fund; Signal Peak Ventures

Marketware, Inc.

COMPANY INFO

Marketware, Inc. is an industry leader in creating innovative CRM technologies and business intelligence applications. Marketware allows you to elevate your physician outreach, referral development and marketing intelligence to ensure opportunities to increase market share are never missed.

Principal:	Bryce Bartel, CEO
Industry:	Business Services
Stage of Development:	Public

7070 Union Park Center, Suite 300, Midvale, UT 84047
www.marketware.com
P: 800.777.6368

TRANSACTION DETAILS

Amount:	$ 1,400,000
Date:	9/23/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland Hart (Investor Counsel)
Investor(s):	Epic Ventures, Peak Ventures

MasteryConnect, Inc.

COMPANY INFO

MasteryConnect, Inc. Develops curriculum, assessment and mastery learning tools for K-12.

Principal:	Cory Reid
CFO:	Mark Pocock
Year Founded:	2009
Industry:	Software
Stage:	Early

9350 South 150 East, Suite 575, Sandy, UT 84070
www.masteryconnect.com
P: 801.736.0258

OUTSIDE PROFESSIONALS

Law Firm:	Cooley LLP
Accounting:	Tanner LLC
Investor(s):	Catamount Ventures, L.P.; Catamount Ventures, L.P.; Pelion Venture Partners; Trinity Ventures LLP

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 3,425,000
Date:	2/11/14

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 15,200,000
Date:	8/26/14

MC2 Consulting Services, Inc.

COMPANY INFO

MC2 Consulting Services, Inc. provides timekeeping solutions to the payroll industry.

Year Founded:	1999
Industry:	Internet Software and Services

10813 South River Front Parkway, Suite 525, South Jordan, UT 84095
www.swipeclock.com
P: 888.223.3450

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/2/14

OUTSIDE PROFESSIONALS

Investor(s):	Moelis & Company

Miche Bag

COMPANY INFO

Miche Bag designs and Manufactures handbags and accessories for women.

Principal:	Corbin Church
Year Founded:	2004
Industry:	Accessories

9815 S. Monroe St, STE 204 Sandy, UT 84070
www.miche.com
P: 801.566.4243

TRANSACTION DETAILS

Amount:	$ 5,660,000
Date:	2/19/14

OUTSIDE PROFESSIONALS

Investor(s):	Milestone Partners, Moxie Capital

Mobile Entertainment Technologies LLC

COMPANY INFO

Mobile Entertainment Technologies LLC operates in the technology sector.

Principal:	Lance Platt
Year Founded:	2013
Industry:	Other Technology

1458 East Snow Iris Circle, Sandy, UT 84092
P: 801.895.7605

Mobile Entertainment Technologies LLC

TRANSACTION DETAILS

Amount:	$ 600,000
Date:	9/2/14

Moki Mobility, Inc.

COMPANY INFO

The Moki platform allows you to see and manage one or thousands of installed applications to enable continuous compliance monitoring, sophisticated rule-based messaging and remote app settings control to empower the support and operations of mission critical apps.

Principal:	Tom Karren, CEO
Year Founded:	2012
Industry:	Internet Software and Services

2600 Executive Parkway, Suite 300, Lehi, UT 84043
www.moki.com
P: 888.329.8942

MOKI

TRANSACTION DETAILS

Amount:	$ 2,500,000
Date:	3/13/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC

kunzler law group

Molio, Inc.

COMPANY INFO

Molio, Inc. is a video marketing ad technology and branding company with proprietary software for ad placement on YouTube.

Principal:	Jeff Davis, CEO
Year Founded:	2014
Stage:	Series A

14850 S Pony Express Rd. Suite 200
www.molio.com
P: 877.756.4925

MOLiO

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 2,650,000
Date:	12/8/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Accounting:	Tanner LLC
Investor(s):	Greycroft Partners LLC; True Ventures; Advancit Capital, LLC; Subtraction Capital; Peak Ventures

kunzler law group TANNER

MoneyDesktop, Inc. dba MX

MoneyDesktop, Inc. dba MX

COMPANY INFO

MX is a developer of omnibanking technologies that enable and support a true omnichannel experience. MX integrates its technology solutions directly into mobile, online and core banking platforms—as well as payment and other third party providers. MX currently partners with more than 460 financial institutions and 30 online banking, core, and payment network providers.

Principal:	Ryan Caldwell, CEO
Year Founded:	2010
Industry:	Technology

251 West River Park Drive, Provo, UT 84604
P: 801.669.5500

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	Not Disclosed
Date:	3/28/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

HOLLAND&HART

Morinda Holdings, Inc.

MORINDA

COMPANY INFO

Morinda Holdings, Inc. develops and distributes products infused with noni, a medicinal tropical fruit high in carbohydrates and fiber, said to boost the immune system.

Principal:	Kerry Asay, President and CEO
Year Founded:	1996
Industry:	Other

333 West River Park Drive, Provo, UT 84604
www.morinda.com
P: 801.234.1000

TRANSACTION DETAILS

Amount:	$ 6,500,000
Date:	4/29/14

Mt. Ogden Health and Rehab Center

Mt. Ogden Health and Rehab Center

COMPANY INFO

Mt. Ogden Health and Rehab Center is a provider of healthcare services. The company offers skilled nursing, rehabilitative care services, home health care, hospice care, assisted living and urgent care services.

Principal:	Gary McGiven
Year Founded:	2006
Industry:	Clinics/Outpatient Services

375 East 5350 South Washington Terrace, Ogden, UT 84405
www.mtogdennursing.com
P: 801.479.5700

TRANSACTION DETAILS

Date:	5/7/14

Murdock Chevrolet

Murdock Chevrolet

COMPANY INFO

Dealer of Chevrolet automobiles. The company offers new and used Chevrolet cars, trucks, and SUVs.

Principal:	K. O. Murdock
Year Founded:	1982
Industry:	Specialty Retail

2375 South 625 West, Woods Cross, UT 84087
www.murdockchev.com

TRANSACTION DETAILS

Date:	12/15/14

Nature's Sunshine Products Inc.

COMPANY INFO

Nature's Sunshine Products, Inc., a natural health and wellness company, together with its subsidiaries, is primarily engaged in the manufacture and direct sale of nutritional and personal care products worldwide.

Principal:	Gregory Probert
CFO:	Stephen Bunker
Year Founded:	1972
Industry:	Personal Products

2500 West Executive Parkway, Suite 100, Lehi, UT 84043
www.naturessunshine.com
P: 801.341.7900

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 46,210,000
Date:	6/26/14

OUTSIDE PROFESSIONALS

Law Firm:	Latham & Watkins LLP
Other Advisors:	Moelis & Company
Investor(s):	Shanghai FOSUN Pharmaceutical (Group) Co., Ltd. (SHSE:600196)

Nations Oil and Gas

Nations Oil and Gas

COMPANY INFO

Nations Oil and Gas engages in the discovery, development and production of oil and natural gas properties.

Year Founded:	2012
Industry:	Other Commercial Services

Salt Lake City, UT
www.nationsoilandgas.com

TRANSACTION DETAILS

Date:	3/5/14

Needle, Inc.

COMPANY INFO

Needle, Inc. provides real-time expert shopping assistance services for eCommerce websites.

Principal:	Morgan Lynch
Year Founded:	2010
Industry:	Technology

14864 Pony Express Road, Bluffdale, UT 84065
www.needle.com
P: 801.858.0868

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 7,000,000
Date:	5/12/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Accounting:	Tanner LLC
Investor(s):	Rembrandt Venture Partners; Shasta Ventures, L.P.

NetDocuments

COMPANY INFO

NetDocuments is a leader in cloud-based document and email management, allowing companies to create, secure, manage, access, and collaborate on documents and email anywhere, anytime, and on any device.

Principal:	Matt Duncan, CEO
Year Founded:	1995
Industry:	Technology
Acquirer:	Frontier Capital
Acquiree:	NetDocuments

2500 W. Executive Parkway, Suite 350, Lehi, UT 84043
www.netdocuments.com
P: 866.638.3627

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 25,000,000
Date:	6/30/14

OUTSIDE PROFESSIONALS

Law Firm:	Parr Brown Gee & Loveless
Accounting:	Tanner LLC
Investor(s):	Frontier Capital

Netvoyage Corp

Netvoyage Corp

COMPANY INFO

NetVoyage Corp provides cloud-based document and e-mail management.

Principal:	Ken Duncan CEO
Year Founded:	1995
Industry:	Software
Stage of Development:	Later Stage

2500 W Executive Parkway Suite 350, Lehi, UT 84043
www.netdocuments.com
P: 801.226.6882

TRANSACTION DETAILS

Amount:	$ 25,000,000

OUTSIDE PROFESSIONALS

Investor(s):	Frontier Capital LLC

North Capital Investment Technology Inc.

NORTHCAPITAL

COMPANY INFO

North Capital Investment Technology Inc. was incorporated in 2014 and is headquartered in Cottonwood Heights, Utah.

Principal:	Jim Dowd
CFO:	Stephanie Holt
Year Founded:	2014
Industry:	Finance

2825 East Cottonwood Parkway, Suite 500, Cottonwood Heights, UT 84121
www.norcapsecurities.com
P: 415.315.9916

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 1,000,000
Date:	3/25/14

OUTSIDE PROFESSIONALS

Investor(s):	Jfo, Ltd.; Green Visor Capital; Karlani Capital

Novatek IP, LLC

Novatek IP, LLC

COMPANY INFO

Novatek IP, LLC provides machine shop services that include precision prototyping and production for large and small projects.

Principal:	David Hall
Year Founded:	1955
Industry:	Diversified Metals and Mining

2185 South Larsen Parkway, Provo, UT 84606
www.novatek.com
P: 801.358.0846

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 100,000
Date:	4/4/14

Novi Security

COMPANY INFO

Novi Security is a provider of residential smart-security systems.

Principal:	Ethan Grabau
Year Founded:	2013
Industry:	Application Software

1434 E. 820 N. Orem, UT 84097
www.novisecurity.com
P: 801.746.3570

TRANSACTION DETAILS

Amount:	$ 470,000
Date:	8/11/14

OUTSIDE PROFESSIONALS

Investor(s):	American Family Ventures, Microsoft Ventures

Nu-Med Plus, Inc.

COMPANY INFO

Nu-Med Plus, Inc., an early stage medical device company, principally engages in the design, innovation, development, enhancement, and commercialization of beginning, early, and selective later-stage medical devices.

Principal:	Jeffrey Robins
CFO:	Jeffrey Robins
Year Founded:	2011
Industry:	Healthcare Equipment

455 East 500 South, Suite 205, Salt Lake City, UT 84111
www.nu-medplus.com
P: 801.746.3570

TRANSACTION DETAILS

Amount:	$ 134,000
Date:	4/18/14

Numira, Inc.

COMPANY INFO

Numira, Inc. is a specialty preclinical CRO that combines innovative technologies and expertise to provide unique solutions to a wide variety of preclinical drug discovery efforts.

Principal:	Hal Widlansky, CEO
Year Founded:	2005
Industry:	Life Sciences
Stage of Development:	Public

420 E South Temple, Suite 520, Salt Lake City, UT 84111

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	Not Disclosed
Date:	3/7/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

NuStar Nutritional Manufacturing

COMPANY INFO

NuStar Nutritional Manufacturing is a manufacturer of powder nutritional supplements.

Principal:	Kevin Busby
Year Founded:	2011
Industry:	Food Products

Orem, UT
www.nustarmfg.com

TRANSACTION DETAILS

Date:	4/14/14

Oakridge Global Energy Solutions, Inc.

COMPANY INFO

Oakridge Global Energy Solutions, Inc., a development stage company, provides energy storage solutions in the United States.

Principal:	Stephen Barber
CFO:	Stephen Barber
Industry:	Electrical Components and Equipment

3046 East Brighton Place, Salt Lake City, UT 84121
www.oakridgemicro.com
P: 801.201.7635

OUTSIDE PROFESSIONALS

Investor(s):	Precept Fund Management Segregated Portfolio Corporation

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 230,000
Date:	4/9/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 2,200,000
Date:	7/31/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 3,360,000
Date:	8/13/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 200,000
Date:	12/31/14

Obeo Inc.

COMPANY INFO

Obeo, Inc. provides world class professional photography and high tech automated marketing solutions for brokers, real estate agents, builders, mortgage firms and others.

Principal:	Glade Jones, CEO
CFO:	Steve Belnap
Year Founded:	1998
Industry:	Technology

563 West 500 South, Suite 130, Bountiful, UT 84010
www.new.obeo.com
P: 801.533.0360

TRANSACTION DETAILS

Amount:	$ 691,459
Date:	2/11/14

Ogden Orthotics & Prosthetics

COMPANY INFO

Ogden Orthotics & Prosthetics provides prosthetic feet, prosthetic knees and customized prosthetic limbs.

Principal:	Jerry Nelson
Industry:	Therapeutic Devices

3585 Harrison Blvd # 100, Ogden, UT 84403
P: 801.392.5999

TRANSACTION DETAILS

Date:	3/1/14

OrthodonticMarketing.net, LLC

COMPANY INFO

OrthodonticMarketing.net, LLC was incorporated in 2014 and is based in Heber, Utah.

Principal:	Rocky Fischer, CEO
Year Founded:	2014
Industry:	Marketing

345 West 600 South, Suite 123, Heber, UT 84032
www.orthodonticmarketing.net
P: 435.503.2244

TRANSACTION DETAILS

Amount:	$ 200,000
Date:	2/25/14

OrthoGrid Systems, Inc.

COMPANY INFO

OrthoGrid Systems, Inc., a medical device company, manufactures anatomy-specific radiopaque grid patterns for orthopaedic surgery that include orthopaedic joint reconstruction and trauma.

Principals:	Richard Boddington, Executive Director; Edouard Saget, Executive Director
Year Founded:	2012
Industry:	Medical Devices

1516 South 1100 East, Suite B, Salt Lake City, UT 84105
www.orthogrid.com
P: 801.703.5866

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 95,000
Date:	2/18/14

OSIA Medical, LLC

COMPANY INFO

OSIA Medical, LLC produces personal interactive chronic health management tools.

Principal:	Joshua Dees, CEO
Year Founded:	2013
Industry:	Health Care Technology

9789 Stone Cliff Drive, Sandy, UT 84092
www.asthmaally.com
P: 385.226.0388

TRANSACTION DETAILS

Amount:	$ 190,000
Date:	5/21/14

Ottawa Capital, LLC

COMPANY INFO

Ottawa Capital, LLC was incorporated in 2012 and is based in Logan, Utah.

Principal:	Aaron Bishop, CEO
Year Founded:	2011
Industry:	Finance; Investments

33 North Main Street, Suite 210, Logan, UT 84321
P: 435.787.9500

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 700,000
Date:	8/1/14

Outbox Systems, LLC

COMPANY INFO

Outbox Systems, LLC offers integration applications that interconnect SaaS platforms.

Principal:	Ryan Westwood
Year Founded:	2013
Industry:	Internet Software and Services
Stage:	Seed

3550 North University Avenue, Suite 175, Provo, UT 84604
www.outboxsystems.com
P: 855.256.8391

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP (Investor Counsel)
Investor(s):	Greg Warnock, Rick Alden, Alan Hall, Josh James, Todd Pederson, Travis Johnson, Darby Smith, Prelude Ventures

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/7/14

TRANSACTION DETAILS

Amount:	$ 1,000,000
Date:	12/16/14

Overlay Studio, Inc.

COMPANY INFO

Overlay Studio, Inc. is a provider of an iPhone app that enables users to choose from premade design elements that can be colored, scaled, and applied to personal photos.

Year Founded:	2013
Industry:	Application Software
Stage:	Early

1 East Center Street Suite 215, Provo UT 84604
P: 801.310.6827

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 875,000
Date:	7/30/14

Owlet Baby Care LLC

COMPANY INFO

Owlet Baby Care LLC manufactures healthcare products which monitor heart rate, oxygen levels, and skin temperature for babies.

Principal:	Kurt Workman, CEO
CFO:	Tanor Hodges, CFO
Year Founded:	2013
Industry:	Healthcare Equipment
Stage:	Seed

Provo, UT
www.owletcare.com

TRANSACTION DETAILS

Amount:	$ 1,850,000
Date:	4/22/14

OUTSIDE PROFESSIONALS

Investor(s):	Azimuth Capital Management LLC; TechStars, LLC; ff Venture Capital; ENIAC Ventures; BrandProject LP; Peak Ventures; R/GA Connected Devices Accelerator

Paradise on Wings Franchise Group, LLC

COMPANY INFO

Paradise on Wings Franchise Group, LLC operates a restaurant.

Principal:	William Miller, CEO
Year Founded:	2008
Industry:	Restaurants

140 West 2100 South, Suite 218, Salt Lake City, UT 84115
www.bakedwingsarebetter.com
P: 888.402.1333

TRANSACTION DETAILS

Amount:	$ 800,000
Date:	1/20/14

OUTSIDE PROFESSIONALS

Law Firm:	Brunson Chandler & Jones, PLLC
Investor(s):	ARC Group, Inc. (OTCPK:ARCK)

Park City Brewery LLC

COMPANY INFO

Park City Brewery LLC operates a brewery.

Principal:	Scott Ray, Co-owner
Year Founded:	2012
Industry:	Brewers

250 Aspen Drive, Park City, UT 84098
www.parkcitybrewery.com
P: 435.714.3975

TRANSACTION DETAILS

Amount:	$ 175,000
Date:	6/30/14

Passpack

COMPANY INFO

Passpack is a provider of online password managing application.

Principal:	Francesco Sullo
Year Founded:	2006
Industry:	Application Software

9055 S 1300 E Suite 106 Sandy, UT 89094
www.passpack.com

TRANSACTION DETAILS

Date:	2/24/14

PC Berkshire Holdings, LLC

COMPANY INFO

PC Berkshire Holdings, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 1,030,183
Date:	12/23/14

PC Cheyenne Crest, LLC

COMPANY INFO

PC Cheyenne Crest, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.890.4374

TRANSACTION DETAILS

Amount:	$ 5,960,000
Date:	6/16/14

PC Creekview, LLC

COMPANY INFO

PC Creekview, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2013
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 270,000
Date:	1/30/14

PC Glenmary, LLC

PC Glenmary, LLC

COMPANY INFO

PC Glenmary, LLC operates in the real estate sector.

Principal:	Jeff Danley
Year Founded:	2012
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.890.4374

TRANSACTION DETAILS

Amount:	$ 6,410,000
Date:	9/16/14

PC Green Haven, LLC

PC Green Haven, LLC

COMPANY INFO

PC Green Haven, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 520,000
Date:	7/22/14

PC Hawk Ridge Holdings, LLC

PC Hawk Ridge Holdings, LLC

COMPANY INFO

PC Hawk Ridge Holdings, LLC operates in real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.890.4374

TRANSACTION DETAILS

Amount:	$ 1,210,000
Date:	9/18/14

PC Highland, LLC

PC Highland, LLC

COMPANY INFO

PC Highland, LLC operates in the real estate sector.

Principal:	Jeff Danley
Year Founded:	2013
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 3,900,000
Date:	2/7/14

PC Northgate, LLC

PC Northgate, LLC

COMPANY INFO

PC Northgate, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.890.4374

TRANSACTION DETAILS

Amount:	$ 7,695,000
Date:	11/24/14

PC Olivia Holdings, LLC

PC Olivia Holdings, LLC

COMPANY INFO

PC Olivia Holdings, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 495,000
Date:	9/30/14

PC Parkview, LLC

PC Parkview, LLC

COMPANY INFO

PC Parkview, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2013
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 2,410,000
Date:	2/4/14

PC Pebble Creek Holdings, LLC

PC Pebble Creek Holdings, LLC

COMPANY INFO

PC Pebble Creek Holdings, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 823,739
Date:	9/29/14

PC Peppertree LLC

PC Peppertree LLC

COMPANY INFO

PC Peppertree LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.890.4374

TRANSACTION DETAILS

Amount:	$ 2,664,463
Date:	5/22/14

PC Springdale, LLC

PC Springdale, LLC

COMPANY INFO

PC Springdale, LLC operates in the real estate sector.

Principal:	Jeff Danley
Year Founded:	2013
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 1,680,000
Date:	2/4/14

TRANSACTION DETAILS

Amount:	$ 800,000
Date:	2/6/14

TRANSACTION DETAILS

Amount:	$ 1,060,000
Date:	2/18/14

PC Town Square, LLC

PC Town Square, LLC

COMPANY INFO

PC Town Square, LLC operates in the real estate industry.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 2,600,000
Date:	11/25/14

PC Trio Banbridge, LLC

PC Trio Banbridge, LLC

COMPANY INFO

PC Trio Banbridge, LLC operates in the real estate industry.

Principal:	Jamie Dunn
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.341.0300

TRANSACTION DETAILS

Amount:	$ 1,900,000
Date:	11/19/14

PC Windmill, LLC

PC Windmill, LLC

COMPANY INFO

PC Windmill, LLC operates in the real estate sector.

Principal:	Jeff Danley
Year Founded:	2014
Industry:	Other Real Estate

4956 North 300 West, Suite 300, Provo, UT 84604
P: 801.890.4374

TRANSACTION DETAILS

Amount:	$ 6,530,000
Date:	5/30/14

Peer60, Inc.

Peer60

COMPANY INFO

Peer60, Inc. offers solutions to discover customer insights and insights from executive decision-makers for B2B companies and healthcare providers in North America, Europe, Asia, and Australia.

Principal:	Jeremy Bikman, CEO
Year Founded:	2010
Industry:	Application Software
Stage:	Seed Preferred

915 South 500 East Suite 100, American Fork, UT 84003
www.peer60.com
P: 801.692.1535

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 550,000
Date:	11/10/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Investor(s):	Kickstart Seed Fund, Park City Angel Network

kunzler law group

PenBlade

PenBlade

COMPANY INFO

PenBlade engages in the development of safety scalpels for surgical applications.

Principal:	Barry Hanover
Year Founded:	2013
Industry:	Surgical Devices

2500 South State Street Suite D224 Salt Lake City, UT 84115
www.penblade.net
P: 801.903.1113

TRANSACTION DETAILS

Amount:	$ 1,120,000
Date:	2/20/14

OUTSIDE PROFESSIONALS

Investor(s):	Kickstart Seed Fund

Plandaí Biotechnology, Inc.

Plandaí Biotechnology

COMPANY INFO

Plandaí Biotechnology, Inc. focuses on the production of proprietary botanical extracts for the nutriceutical and pharmaceutical industries.

Principal:	Roger Duffield
CFO:	Roger Duffield
Industry:	Biotechnology
Stage of Development:	Public

1451 North 200 East, Suite 130C, Logan, UT 98102
www.plandaibiotech.com
P: 801.209.1227

TRANSACTION DETAILS

Amount:	$ 300,000
Date:	2/4/14

OUTSIDE PROFESSIONALS

Law Firm:	Loeb & Loeb LLP
Investor(s):	Lincoln Park Capital

Pluralsight LLC

100 MW Utah One Hundred MountainWest Capital Network

pluralsight

COMPANY INFO

Pluralsight LLC publishes online training courses for software developers, information technology specialists, and creative artists.

Principal:	Aaron Skonnard, President, CEO
CFO:	Greg Woodward
Year Founded:	2004
Industry:	Internet Software and Services

182 North Union Avenue, Suite 200, Farmington, UT 84025
www.pluralsight.com
P: 801.784.9007

TRANSACTION DETAILS

Amount:	$ 135,000,000
Date:	8/15/14

OUTSIDE PROFESSIONALS

Law Firm:	Parr Brown Gee & Loveless
Accounting:	PricewaterhouseCoopers LLP
Investor(s):	Insight Venture Partners; Sorenson Capital; ICONIQ Capital, LLC

pwc

Profire Energy, Inc.

COMPANY INFO

Profire Energy, Inc. designs, assembles, installs, sells, and services oilfield combustion management technologies and related products for the oil and gas industry.

Principal:	Brenton Hatch
CFO:	Andrew Limpert
Industry:	Oil and Gas Equipment and Services

321 South, 1250 West, Suite 1, Lindon, UT 84042
www.profireenergy.com
P: 801.796.5127

TRANSACTION DETAILS

Amount:	$ 7,842,000
Date:	1/7/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

ProMD

COMPANY INFO

ProMD provides a mobile health technology platform to facilitate hospital discharge and prevent patient readmissions.

Principal:	Matt Evans
Year Founded:	2013
Industry:	Hospitals / Inpatient Services
Stage of Development:	Public

Salt Lake City, UT
www.promd.co

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	10/16/14

OUTSIDE PROFESSIONALS

Investor(s):	BoomStartup, Healthbox

PurePredictive, Inc.

COMPANY INFO

PurePredictive, Inc. is the world's most advanced Machine Learning Platform focused on providing predictive analytics.

Principal:	Justin Reber, CEO
Year Founded:	2011
Industry:	Computer Analytics
Stage of Development:	Public

9100 South 500 West, Sandy, UT 84070
www.purepredictive.com
P: 801.890.5190

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 1,720,000
Date:	2/26/14

TRANSACTION DETAILS

Description:	Convertible Debt / Options
Amount:	$ 1,550,000
Date:	10/24/14

Q Therapeutics

Q Therapeutics

COMPANY INFO

Principal:	Steven Borst
CFO:	Steven Borst
Industry:	Medical Technology

615 Arapeen Drive, Ste 102, Salt Lake City, UT 84108
www.qthera.com
P: 801.582.5400

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 2,016,000

OUTSIDE PROFESSIONALS

Law Firm:	Life ScienceLaw
Accounting:	Tanner LLC

Qualtrics Inc.

COMPANY INFO

Qualtrics, Inc. United States-based insight technology provider.

Industry:	Software
Stage:	Later Stage

400 Qualtrics Drive #100, Provo, UT 84604
www.qualtrics.com

TRANSACTION DETAILS

Amount:	$ 150,000,000

OUTSIDE PROFESSIONALS

Accounting:	EY
Investor(s):	Accel Partners & Co Inc, Insight Venture Partners LLC, Sequoia Capital

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QuotaDeck

QuotaDeck

COMPANY INFO

Quotadeck is building a marketplace for companies to engage freelance salespeople to generate qualified leads. Companies will fill out a profile of their target customer and the system will match sales people with a strong overlapping network with the target customer.

CFO:	Bubba Page
Year Founded:	2014
Industry:	Enterprise Software
Stage:	Venture

4548 South Atherton Drive #250, Salt Lake City, UT 84123
www.quotadeck.com
P: 801.210.8080

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 400,000
Date:	7/14/14

OUTSIDE PROFESSIONALS

Investor(s):	Kickstart Seed Fund, Techstars, Peterson Ventures

QZZR

COMPANY INFO

Qzzr is a simple online quiz tool that allows users to quickly create beautiful quizzes, post them anywhere on the web, view on any device, and track results.

CFO:	Josh Little
Year Founded:	2013
Industry:	Internet Software and Services
Stage:	Seed

86 West Main Street, Suite #B, Lehi, UT 84043
www.qzzr.com

TRANSACTION DETAILS

Amount:	$ 2,511,708
Date:	9/24/14

OUTSIDE PROFESSIONALS

Investor(s):	Peterson Partners LP, Pelion Venture Partners, RPM Ventures, Kickstart Seed Fund

PETERSON PARTNERS

Rackware, Inc.

COMPANY INFO

RackWare, Inc. provides software that integrates data center and cloud resources into a scalable and intelligently managed computing environment.

Principal:	Sash Sunkara
Year Founded:	2009
Industry:	Application Software
Stage:	Growth

1900 McCarthy Blvd., Suite 2014, Milpitas, CA 95035
www.rackwareinc.com
P: 408.430.5821

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 2,300,000
Date:	6/24/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Investor(s):	Kickstart Seed Fund, Osage Venture Partners

kunzler law group

Rail Tie Solutions

Provider of rail tie services. The business unit provides handling and removal of decommissioned railroad ties through wood crosstie removal.

Industry:	Rail

Lehi, UT
www.savageservices.com

TRANSACTION DETAILS

Date:	10/7/14

RCA Holdings

COMPANY INFO

RCA Holdings is a family of companies that services refrigeration, electrical, and food service equipment for premier customers located throughout the Mountain West.

Principal:	Tye Rogers
CFO:	Troy Rogers
Year Founded:	2012
Industry:	Commercial Refrigeration & Electrical
Stage:	Early

3421 S 500 W Salt Lake City, UT 84115
www.rcaholdings.net

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/1/14; 9/13/14

OUTSIDE PROFESSIONALS

Law Firm:	Mitchell & Barlow
Investor(s):	Banyan Ventures

Recursion Pharmaceuticals, LLC

COMPANY INFO

Recursion Pharmaceuticals, LLC researches, discovers, and develops pharmaceuticals that focus on a molecular target related to rare genetic diseases.

Principal:	Christopher Gibson
Year Founded:	2013
Industry:	Pharmaceuticals

383 South Colorow Drive, Salt Lake City, UT 84108
www.recursionpharma.com
P: 801.587.1629

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 200,000
Date:	3/19/14

Repdrive, Inc.

COMPANY INFO

Repdrive, Inc. operates an online reputation platform that enables businesses to increase their online rating, as well as monitor and report on various review activity.

Year Founded:	2013
Industry:	Internet Software and Services

936 South 250 East, Provo, UT 84604
www.repdrive.com
P: 801.999.8216

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 450,000
Date:	7/18/14

Repiscore, Inc.

COMPANY INFO

Repiscore, Inc. develops, owns and operates a web based platform that provides the evaluation of an individual's trustworthiness, reliability, dependability and integrity across online and wireless environments.

Year Founded:	2010
Industry:	Internet Software and Services

10 West Broadway, Suite 302, Salt Lake City, UT 84101
P: 719.321.6195

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 440,000
Date:	9/14/14

Revyve, LLC

Revyve, LLC

COMPANY INFO

Revyve, LLC operates in the retailing industry.

Year Founded:	2014

2216 East Newcastle Drive, Sandy, UT 84093
P: 801.878.9767

TRANSACTION DETAILS

Amount:	$ 100,000
Date:	11/14/14

Room Choice, Inc.

COMPANY INFO

Room Choice, Inc. provides online student housing property management solution.

Principal:	Dave Bailey
CFO:	Dave Bailey
Year Founded:	2013
Industry:	Internet Software and Services
Stage:	Start Up

1322 North Freedom Boulevard, Provo, UT 84604
www.myroomchoice.com
P: 800.721.3780

OUTSIDE PROFESSIONALS

Investor(s):	Utah Angels, in conjunction with Boom Startup

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 75,000
Date:	8/1/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 175,000
Date:	9/30/14

RWN Belfield Investors, LLC

RWN Belfield Investors, LLC

COMPANY INFO

RWN Belfield Investors, LLC was incorporated in 2014 and is based in Salt Lake City, Utah.

Year Founded:	2014

2150 South 1300 East, Suite 500, Salt Lake City, UT 84106
P: 801.326.1916

TRANSACTION DETAILS

Amount:	$ 4,200,000
Date:	12/8/14

Salt Lake Brewing Co., L.C.

FCP
FREEMAN CAPITAL PARTNERS

COMPANY INFO

Salt Lake Brewing Co., L.C., doing business as Squatters, operates a microbrewery that produces and sells beers.

Year Founded:	1989
Industry:	Brewers

147 West Broadway (300 South), Salt Lake City, UT 84101
www.squatters.com
P: 801.363.2739

TRANSACTION DETAILS

Description:	Common Stock / Convertible Debt
Amount:	$ 5,590,000
Date:	6/30/14

Sandboxr, Inc.

sandboxr

COMPANY INFO

Sandboxr, Inc. operates a custom merchandising platform.

Year Founded:	2011
Industry:	Internet Software and Services

6583 Cottonwood Street, Salt Lake City, UT 84107
www.sandboxr.com
P: 718.637.4332

TRANSACTION DETAILS

Amount:	$ 75,000
Date:	11/13/14

Sears Oil and Gas Corporation

Sears Oil and Gas Corporation

COMPANY INFO

Principal:	Mark Scharmann
Year Founded:	2005
Industry:	Asset Management and Custody Banks

1661 Lakeview Circle, Ogden, UT 84403
P: 801.399.3632

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 55,000
Date:	3/25/14

OUTSIDE PROFESSIONALS

Investor(s):	Garrison Capital Inc. (NasdaqGS:GARS); Garrison Capital Advisers LLC

Select Equipment

Select Equipment

COMPANY INFO

Select Equipment is a provider of rental equipment to oil and gas industries.

Principal:	Madison Allen
Year Founded:	1982
Industry:	Industrial Supplies and Parts

Roosevelt, UT
www.selectequipment.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/10/14

Sera Prognostics, Inc.

COMPANY INFO

Sera Prognostics, Inc., a biotechnology company, develops diagnostic and blood tests that help physicians to predict and manage preterm birth, preeclampsia, and other pregnancy complications.

Principal:	Gregory C. Critchfield, CEO
CFO:	Andrew A. Sauter
Year Founded:	2008
Industry:	Medical Devices and Equipment

2749 East Parleys Way, Suite 200, Salt Lake City, UT 84109
www.seraprognostics.com
P: 801.990.0520

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 9,195,000
Date:	5/30/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 5,000,000
Date:	11/7/14

OUTSIDE PROFESSIONALS

Investor(s):	Domain Associates LLC; Undisclosed Firm Domain Associates, L.L.C.; InterWest Partners LLC; Osage Partners LLC; Catalyst Health Ventures; Bill & Melinda Gates Foundation Asset Trust; Upstart Venture Management LLC; Chione Ltd.

ShareTown Inc.

COMPANY INFO

ShareTown Inc. develops a Facebook application which enables users to buy, sell, and rent with family, friends and neighbors.

Principal:	Cody Hunter
CFO:	Dennis Hunter
Year Founded:	2012
Industry:	Internet Software and Services

149 South 300 West, Lindon, UT 84042
www.sharetown.com
P: 801.380.8600

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 400,003
Date:	4/7/14

Shout TV, Inc.

COMPANY INFO

Shout is a mobile app platform that engages fans and advertisers during live sports and entertainment events.

Principal:	Darl McBride, CEO
Year Founded:	2011
Industry:	Gaming

333 South 520 West, Suite 220, Lindon, UT 84042
P: 801.867.4536

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/12/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

Simplicity Airway Inc.

COMPANY INFO

Simplicity Airway Inc. designs and develops an adapter device that allows for endotracheal intubation and airway access without the need to remove critical life support instruments.

Principal:	Branden Rosenhan
Year Founded:	2014
Industry:	Healthcare Equipment

299 South Main Street, Suite 250, Salt Lake City, UT 84111
www.simplicityairway.net

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	10/16/14

OUTSIDE PROFESSIONALS

Investor(s):	Healthbox, LLC

Smart Pediatric Dentistry

Smart Pediatric Dentistry

COMPANY INFO

Smart Pediatric Dentistry provides tooth brushing, digit sucking, tooth eruption, cavity prevention and oral care services.

Principal:	Nathan Smith
Year Founded:	2004
Industry:	Clinics / Outpatient Services

148 South 1100 East American Fork, UT 84003
www.smartpediatricdentistry.com
P: 801.756.6048

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/25/14

Snap Finance LLC

COMPANY INFO

Snap Finance LLC operates as a digital finance company that provides merchandise financing to brick and mortar, and e-commerce merchants.

Principal:	Matthew Hawkins
CFO:	Spencer Clawson
Year Founded:	2012
Industry:	Specialized Finance

1141 West 2400 South, Salt Lake City, UT 84119
www.snapfinance.com
P: 801.336.5230

TRANSACTION DETAILS

Amount:	$ 6,090,000
Date:	9/30/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC
Other Advisors:	Advanced CFO Solutions

Solutions BioMed LLC

Solutions BioMed LLC

COMPANY INFO

Solutions BioMed LLC engages in the development, manufacture, and distribution of anti-infective devices.

Year Founded:	2005
Industry:	Healthcare Equipment

1272 South 1380 West, Orem, UT 84058
P: 801.922.1111

TRANSACTION DETAILS

Amount:	$ 3,000,000
Date:	4/25/14

Space Monkey Inc.

COMPANY INFO

Space Monkey, Inc. offers cloud storage service.

Year Founded:	2011
Industry:	Data Processing and Outsourced Services
Stage:	Second Round
Acquirer:	APX Group Holdings, Inc.

7707 Main Street, Midvale, UT 84047
www.spacemonkey.com

OUTSIDE PROFESSIONALS

Investor(s):	Alta Ventures Mexico

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/31/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	9/10/14

SpeakWorks, Inc.

SpeakWorks

COMPANY INFO

Speakworks, Inc. produces online video analysis solutions.

Principal:	Ken Meyers, CEO
Year Founded:	2011
Industry:	Internet Software and Services
Stage:	Seed Preferred

815 W. 1250 S. #214, Orem UT 84058
www.speakworks.com
P: 801.717.3499

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	1/31/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC

kunzler law group

SpinGo Solutions, Inc.

COMPANY INFO

SpinGo Solutions Inc operates an event platform.

Principal:	Kreg Peeler
CFO:	Mary Thomas-Inoke
Year Founded:	2012
Industry:	Internet Software and Services
Stage:	Series A2

14193 S Minuteman Dr, Ste 100, Draper, UT 84020
www.spingo.com
P: 877.377.4646

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Accounting:	Tanner LLC
Investor(s):	Mercato Partners

TRANSACTION DETAILS

Amount:	$ 2,000,000
Date:	4/21/14

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 1,550,000
Date:	10/2/14

STAY CS LLC

COMPANY INFO

360 North 700 West, Suite H, North Salt Lake, UT 84054
P: 801.936.3446

TRANSACTION DETAILS

Amount:	$ 1,180,000
Date:	2/19/14

Steton Technology Group, Inc.

COMPANY INFO

Steton Technology Group, Inc. provides financial performance solutions.

Principal:	Martin Tidwell
Year Founded:	1996
Industry:	Application Software

912 West 1600 South, Suite A200, St. George, UT 84770
www.steton.com
P: 435.656.5655

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/22/14

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP
Investor(s):	Access Holdings Management Company LLC

Stratean Inc.

COMPANY INFO

Stratean Inc. engages in acquiring, licensing, and marketing patents and technology to create renewable energy from solid waste in the United States.

Principal:	S. Schultz
CFO:	Zachary Bradford
Year Founded:	1987
Industry:	Environmental and Facilities Services

2391 South 1560 West, Unit B, Woods Cross, UT 84087
www.stratean.com
P: 801.244.4405

TRANSACTION DETAILS

Amount:	$ 500,000
Date:	5/5/14

StrategaBiz, Inc.

COMPANY INFO

Principal:	Brian Mertz
CFO:	Robert Bench
Year Founded:	1983
Industry:	Agricultural Products

922 Chappel Valley Loop, Lehi, UT 84043
www.agriconglobal.com
P: 801.592.3000

TRANSACTION DETAILS

Amount:	$ 350,000
Date:	6/6/14

TRANSACTION DETAILS

Amount:	$ 350,000
Date:	8/27/14

STREAMZ Inc.

COMPANY INFO

STREAMZ Inc. manufactures headphones.

Principal:	Douglas Kihm
Year Founded:	2010
Industry:	Consumer Electronics

672 East Vine Street, Suite 1, Salt Lake City, UT 84107
www.streamzmedia.com
P: 801.685.9000

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 250,000
Date:	10/15/14

SuraLink, Inc.

COMPANY INFO

SuraLink, Inc. provides professional document exchange software that enables users to request, receive, track, and manage client's documents.

Principal:	Tim Ballantyne, CEO
Year Founded:	2014
Industry:	Application Software

230 South 500 West, Suite 210, Salt Lake City, UT 84101
www.suralink.com
P: 801.203.0002

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 338,770
Date:	11/17/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

SymbioCellTech, LLC

COMPANY INFO

SymbioCellTech, LLC, a biotechnology start-up, engages in developing adult stem cell-based therapy for the cure of insulin-dependent diabetes mellitus in diabetic patients.

Principal:	Christof Westenfelder
CFO:	Susan Mckeever
Year Founded:	2006
Industry:	Biotechnology

615 Arapeen Drive, Suite 210, Salt Lake City, UT 84108
www.symbiocelltech.com
P: 801.503.3990

TRANSACTION DETAILS

Amount:	$ 2,755,000
Date:	3/17/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

Symptom.ly

COMPANY INFO

Symptom.ly is a clinically validated symptom tracking platform for insurers, doctors, and patients to reduce the costs of chronic illness.

Industry:	Health Care Technology

450 South Simmons Way, Kaysville, UT 84037
www.symptomly.com
P: 801.444.3600

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	10/16/14

OUTSIDE PROFESSIONALS

Investor(s):	Healthbox, LLC

T&H Capital, LLC

T. H. CAPITAL, LLC

COMPANY INFO

T&H Capital, LLC operates in the residential real estate sector.

Year Founded:	2012

518 West 800 North, Suite 204, Orem, UT 84057
P: 801.841.3300

TRANSACTION DETAILS

Amount:	$ 1,254,000
Date:	5/7/14

TaskEasy, Inc.

COMPANY INFO

TaskEasy, Inc. provides on-demand, online ordering and delivery of exterior home services like lawn mowing, snow clearing and holiday lighting installation—saving people time, money and headaches with these common tasks.

Principal:	Ken Davis, CEO
Year Founded:	2011
Industry:	Application Software
Stage:	First Round

1521 E 3900 S, Salt Lake City, UT 84124
www.taskeasy.com
P: 800.518.4461

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 7,000,000
Date:	10/14/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Investor(s):	Kickstart Seed Fund

Tax Alli

COMPANY INFO

Tax Alli is a complete online tax & accounting service that provides affordable business services and tax consultations for any situation.

Year Founded:	2013
Industry:	Accounting and Tax Services
Stage of Development:	Seed

2825 E. Cottonwood Parkway Suite 500 Salt Lake City, Utah 84121
www.taxalli.com
P: 800.910.4589

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/12/14

OUTSIDE PROFESSIONALS

Investor(s):	Kickstart Seed Fund

Tolero Pharmaceuticals, Inc.

COMPANY INFO

Tolero Pharmaceuticals, Inc., a biopharmaceutical company, discovers and develops novel therapeutics to treat cancer and other human diseases in the United States.

Principal:	David Bearss
CFO:	David Taylor
Year Founded:	2011
Industry:	Biotechnology

2975 Executive Parkway, Suite 320, Lehi, UT 84043
www.toleropharmaceuticals.com
P: 801.285.6003

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 14,200,000
Date:	8/4/14

OUTSIDE PROFESSIONALS

Investor(s):	Fred Alger Management, Inc.

Total Joint Orthopedics, Inc.

COMPANY INFO

Total Joint Orthopedics, Inc. develops implants for the orthopedic market.

Principal:	Erin Hoffman, Vice President
Year Founded:	2011
Industry:	Biotechnology

1567 East Stratford Avenue, Salt Lake City, UT 84106
www.tjoinc.com
P: 801.486.6070

TRANSACTION DETAILS

Amount:	$ 2,000,000
Date:	2/10/14

TouchMD

COMPANY INFO

Provider of patient education software. The company offers an easy to navigate software interface.

Principal:	Matthew Marriott
Industry:	Other Healthcare Technology Systems

99 N. Main Street, Suite 7 Cedar City, UT 84720
www.touchmd.com
P: 435.867.0077

TRANSACTION DETAILS

Amount:	$ 22,000,000
Date:	10/10/14
Law Firm:	Durham Jones & Pinegar

Track Holdings, LLC & Track Utilities, LLC

Track Holdings, LLC & Track Utilities, LLC

COMPANY INFO

Year Founded: 2012

1331 North 685 West, Orem, UT 84057
P: 801.224.4773

TRANSACTION DETAILS

Amount: Not Disclosed
Date: 6/5/14

OUTSIDE PROFESSIONALS

Law Firm: Dorsey & Whitney LLP

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Transpicuous LLC

Transpicuous LLC

COMPANY INFO

Transpicuous LLC operates in the real estate industry.

Year Founded: 2014

6205 West 10050 North, Highland, UT 84003
P: 801.836.6683

TRANSACTION DETAILS

Amount: $ 1,000,000
Date: 8/25/14

TruClinic LLC

TruClinic

COMPANY INFO

TruClinic LLC owns and operates an Internet portal that provides healthcare practitioners with a user-friendly virtual clinic.

CFO: John Bolinder
Year Founded: 2009
Industry: Health Care Technology

380 West 200 South, Suite 101, Salt Lake City, UT 84101
www.truclinic.com
P: 801.755.9300

TRANSACTION DETAILS

Amount: $ 50,000
Date: 5/11/14

OUTSIDE PROFESSIONALS

Investor(s): VilCap VentureWell

Turning Point Retail Corporation

Turning Point Retail Corporation

COMPANY INFO

Turning Point Retail Corporation, a cloud technology company, provides collaborative solutions to retail theft for combating shoplifting.

Principal:	Lohra Miller
Year Founded:	2013
Industry:	Internet Software and Services

12012 South 700 East, Draper, UT 84020
www.turningpointjustice.com
P: 855.487.5227

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 1,500,000
Date:	9/25/14

OUTSIDE PROFESSIONALS

Law Firm:	Stoel Rives LLP (Company counsel); Holland & Hart LLP (Investor counsel)
Other Advisor:	Advanced CFO Solutions

HOLLAND&HART ATTORNEYS

ADVANCED CFO SOLUTIONS

Tute Genomics, Inc.

TUTE GENOMICS

COMPANY INFO

Tute Genomics, Inc develops genome analysis software.

Principal:	Reid Robison
Year Founded:	2012
Industry:	Health Care Technology
Stage:	Early

150 South 100 West, Provo, UT 84601
www.tutegenomics.com
P: 858.779.4363

OUTSIDE PROFESSIONALS

Other Advisor:	Advanced CFO Solutions
Investor(s):	Healthbox, LLC Eurovestech Plc; Peak Ventures

ADVANCED CFO SOLUTIONS

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	10/16/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 2,300,000
Date:	11/25/14

Unishippers Global Logistics

COMPANY INFO

Unishippers Global Logistics offers domestic express, ground, international express, air freight and flight out services.

Principal:	Dan Lockwood
Year Founded:	1987
Industry:	Marine

746 East Winchester St., Suite #200 Salt Lake City, UT 84107
www.unishippers.com
P: 801.708.5800

TRANSACTION DETAILS

Date:	6/1/14

OUTSIDE PROFESSIONALS

Investor(s):	BB&T Capital Partners, Roynat Equity Partners

Uinta Brewing Company

COMPANY INFO

Uinta Brewing Company operates as a brewery that produces various beers.

Year Founded:	1993
Industry:	Brewers

1722 Fremont Drive, 2375 West, Salt Lake City, UT 84104
www.uintabrewing.com
P: 801.467.0909

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/29/14

OUTSIDE PROFESSIONALS

Investor(s):	Golub Capital; The Riverside Company

Utah Caskets Direct LLC

COMPANY INFO

Utah Caskets Direct LLC operates in retailing industry.

Year Founded:	2013
Industry:	Retail Industry

5581 Parkway West Drive, Highland, UT 84003
www.utahcasketsdirect.com
P: 801.416.0737

TRANSACTION DETAILS

Description:	Equity / Convertible Debt
Amount:	$ 200,000
Date:	9/16/14

VacationRoost Group Inc.

COMPANY INFO

VacationRoost Group Inc. operates as an online provider of vacation rental homes.

Principal:	Julian Castelli
CFO:	George Trevino
Year Founded:	2001
Industry:	Travel and Leisure
Acquirer:	VacationRoost Group Inc.
Acquiree:	LeisureLink, Inc.

2795 E Cottonwood Parkway, Ste 300, Salt Lake City, UT 84121
www.vacationroost.com
P: 214.288.9804

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/5/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

Venafi, Inc.

COMPANY INFO

Venafi, Inc is a cybersecurity company.

Principal:	Jeff Hudson, CEO
Year Founded:	2004
Industry:	Cybersecurity
Stage:	Series F

175 E 400 S, Suite 300, Salt Lake City, UT 8411
www.venafi.com
P: 801.676.6900

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 13,100,000
Date:	4/30/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Accounting:	Tanner LLC
Investor(s):	Mercato Partners Growth II, L.P.; Mercato Partners Growth AI II, L.P.; Mercato Partners Growth Affiliates II, L.P.

VIA Motors International, Inc.

COMPANY INFO

VIA Motors International, Inc. develops and manufactures electric vehicles.

Principal:	Pablo Acedo, CEO
CFO:	Richard D. Clayton
Year Founded:	2010
Industry:	Automobile Manufacturers

165 Mountain Way Drive, Orem, UT 84058
www.viamotors.com
P: 801.764.9111

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 3,500,000
Date:	10/15/14

VidAngel, Inc.

COMPANY INFO

VidAngel, Inc. is a provider of a filtering service for streaming online videos.

Principal:	Neal Harmon, CEO
Year Founded:	2013
Industry:	Technology
Stage:	Seed

251 N. University Avenue, Provo, UT 84601
www.vidangel.com

TRANSACTION DETAILS

Amount:	$ 600,000
Date:	7/25/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP (Investor Counsel)
Investor(s):	Alta Ventures, Kickstart Seed Fund, Stoneway Capital

Vidpresso

COMPANY INFO

Vidpresso is a developer of a software to use social media in live productions. The company enables users to broadcast content from Twitter, Facebook and Instagram.

Principal:	Randall Bennett
Year Founded:	2011
Industry:	Media and Information Services (B2B)

4287 Harrison Blvd #241 Ogden, UT 84403
www.vidpresso.com
P: 801.642.4196

TRANSACTION DETAILS

Date:	5/8/14

OUTSIDE PROFESSIONALS

Investor(s):	Scrum Ventures, Y Combinator

VisualShare, Inc.

COMPANY INFO

VisualShare, Inc. provides on-demand image sharing and collaboration software solutions for the clinical and life sciences industry.

Principal:	Patricia Goede
Industry:	Health Care Technology

350 East 500 South, Suite 101, Salt Lake, UT 84111
www.visualshare.com
P: 801.521.0257

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 710,000
Date:	5/19/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

Wasatch Microfluidics Inc.

COMPANY INFO

Wasatch Microfluidics Inc. offers analysis platforms for biomolecular interaction analysis.

Industry:	Medical Devices and Equipment
Stage:	Later Stage / Second Round

825 North 300 West C325, Salt Lake City, UT 84103

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP
Investor(s):	Undisclosed Firm Salt Lake Life Science Angels; Utah Angels, Pasadena Angels Inc.; Park City Angels; Tech Coast Angels Inc.; Undisclosed Venture Investor(s); Individual Investors

TRANSACTION DETAILS

Amount:	$ 482,000

TRANSACTION DETAILS

Amount:	$ 2,000,000
Date:	06/30/14

Wireless Advanced Vehicle Electrification, Inc. (WAVE)

COMPANY INFO

Wireless Advanced Vehicle Electrification, Inc. (WAVE) tackles the problem of heavy and expensive vehicle batteries preventing the adopting of electric transit, delivery fleet, and off-road vehicles by using wireless power charging between vehicle and roadway to reduce battery size and extend vehicle range.

Principal:	Michael Masquelier, CEO
CFO:	Michael Discenza
Year Founded:	2010
Industry:	Electrical Components and Equipment
Stage:	Venture

4752 West California AvEast, Suite B-400, Salt Lake City, UT 84104
www.waveipt.com
P: 801.935.8650

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 2,750,000
Date:	3/31/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC
Investor(s):	FJ Management, Inc.; Kickstart Seed Fund II, LO

Weave Communications Inc.

COMPANY INFO

Weave Communications Inc. offers long distance and local calling services; two-way text messaging services; and services that allow users to automatically send birthday and appointment reminders with the ability for their patients to text them back.

Principal:	Brandon Rodman
Year Founded:	2013
Industry:	Telecommunications
Stage:	Start Up / Seed

1955 West Grove Parkway, Suite 202, Pleasant Grove, UT 84062
www.getweve.com
P: 888.579.5668

OUTSIDE PROFESSIONALS

Investor(s):	Utah Angels, Y Combinator, Y Combinator, SV Angel, Initialized Capital, Homebrew, Fuel Capital, A Capital

TRANSACTION DETAILS

Amount:	$ 750,000
Date:	2/19/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 50,000
Date:	5/1/14

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 5,980,000
Date:	5/9/14

Wing Nutz

COMPANY INFO

Wing Nutz is the operator of a restaurant chain in the US. The restaurant specializes in chicken wings. It provides dine in and home delivery services to its customers.

Principal:	William Miller
Year Founded:	1987
Industry:	Restaurants and Bars

Salt Lake City, UT
www.bakedwingsarebetter.com

TRANSACTION DETAILS

Date:	1/27/14

OUTSIDE PROFESSIONALS

Investor(s):	Blue Victory

Wolfgang Man & Beast, LLC

COMPANY INFO

Wolfgang Man & Beast, LLC celebrates the unique relationship between a dog and his people. Wolfgang offers American-made leashes and collars for your pup using only the finest American leathers and textiles, plus a distinctive collection of wallets, belts, t-shirts and hoodies for you.

Principals:	Jeremy Murray Todd Finney
Year Founded:	2014
Industry:	Household Products

333 West 500 South, Salt Lake City, UT 84101-1717
www.wolfgangusa.com
P: 801.388.9490

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 370,000
Date:	5/28/14

OUTSIDE PROFESSIONALS

Law Firm:	Ballard Spahr LLP

Workfront, Inc.

COMPANY INFO

Workfront, Inc. (formerly AtTask) provides cloud-based enterprise work management solutions that help marketing, IT, and other enterprise teams conquer the chaos of excessive email, redundant status meetings, and disconnected tools.

Principal:	Eric Morgan
CFO:	Michael Olson
Year Founded:	2001
Industry:	Internet Software and Services

3300 North Ashton Boulevard, Suite 300, Lehi, UT 84043
www.attask.com
P: 801.373.3266

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP
Accounting:	PricewaterhouseCoopers LLP
Other Advisors:	Tanner LLC
Investor(s):	JMI Equity; Greenspring Associates, Inc.; Escalate Capital Partners; University Venture Fund; Sorenson Capital

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 38,000,000
Date:	2/4/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/6/14

Xi3 Corporation

COMPANY INFO

Xi3 Corporation creates incredibly small, adaptable, lower-cost computers, services, and other devices.

Principal:	Jason Sullivan
Year Founded:	2010
Industry:	Technology Hardware, Storage and Peripherals

299 S Main St, Ste 1300, Salt Lake City, UT 84111
www.Xi3.com
P: 801.550.4716

TRANSACTION DETAILS

Description:	Convertible Debt / Warrants
Amount:	$ 10,000,000
Date:	2/6/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

TANNER

Yorke Capital Founders, LLC

Yorke Capital Founders, LLC

COMPANY INFO

Year Founded:	2012

6120 Verness Cove, Holladay, UT 84121
P: 801.918.9958

TRANSACTION DETAILS

Amount:	$ 700,000
Date:	7/30/14

Zarbee's, Inc.

100 MW UTAH ONE HUNDRED MountainWest Capital Network

zarbee's NATURALS

COMPANY INFO

Zarbee's, Inc. is a manufacturer and distributor of natural cough and cold remedies with an emphasis on remedies for children under 12 years of age.

Principal:	Bret Furio, CEO
Year Founded:	2011
Industry:	Other Health Care

11650 South State Street, Suite 101, Draper, UT 84020
www.zarbees.com
P: 801.599.8558

TRANSACTION DETAILS

Amount:	$ 14,101,767
Date:	3/5/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

HOLLAND&HART

ZenPrint, Inc.

COMPANY INFO

ZenPrint, Inc. provides solutions for on-demand printing, ordering and fulfillment of personalized business and photo products.

Principal:	JD Gardner, CEO
Year Founded:	2001
Industry:	Application Software
Stage:	Seed

1825 S East Bay Blvd, Provo, UT 84606
www.zenprint.com
P: 800.373.9844

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	Not Disclosed
Date:	10/3/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Investor(s):	Kickstart Seed Fund

Zerista, Inc.

COMPANY INFO

Zerista, Inc. provides event management software and mobile applications.

Principal:	Eric Olsen, CEO
Year Founded:	2009
Industry:	Application Software
Stage:	Seed

700 17th Street Suite 1610, Denver, CO 80202
www.zerista.com

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 350,000
Date:	5/5/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Investor(s):	Kickstart Seed Fund

Zylun Global, Inc.

COMPANY INFO

Zylun Global, Inc. develops and invests in technology enabled business services including market and opinion research and offshore technical staffing.

Principal:	Brigham Tomco
Year Founded:	2014
Industry:	Internet Software and Services
Stage:	Seed

210 North 1200 East, Suite 101, Lehi, UT 84043
www.zylun.com
P: 801.471.0501

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC
Investor(s):	Intrepid Equity Partners

TRANSACTION DETAILS

Description:	Convertible Debt
Amount:	$ 350,000
Date:	4/21/14

TRANSACTION DETAILS

Description:	Preferred Stock
Amount:	$ 750,000
Date:	4/21/14

Zylun, LLC

COMPANY INFO

Zylun, LLC provides enterprise level recruiting, infrastructure, HR supervision, and IT support services for companies worldwide.

Year Founded:	2014
Industry:	Human Resource and Employment Services

210 North 1200 East, Suite 101, Lehi, UT 84043
www.zylun.com
P: 801.331.8770

TRANSACTION DETAILS

Description:	Common Stock
Amount:	$ 1,500,000
Date:	8/15/14

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www.diversifiedinsurance.com

MERGERS AND ACQUISITIONS

1-800 CONTACTS, Inc.

COMPANY INFO

1-800 CONTACTS, Inc. engages in the online retail of lenses for consumers in the United States.

CFO:	Robert Hunter
Year Founded:	1995
Industry:	Internet Retail
Acquirer:	Thomas H. Lee Partners, L.P.
Acquiree:	1-800 CONTACTS, Inc.

66 Wadsworth Park Dr., Draper, UT 84020
www.1800contacts.com
P: 801.316.5000

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/7/14

OUTSIDE PROFESSIONALS

Law Firm:	Ballard Spahr LLP

3M Health Information Systems, Inc.

COMPANY INFO

3M Health Information Systems, Inc. provides software and consulting services to help organizations in improving documentation, quality, and financial performance in the healthcare continuum worldwide.

Year Founded:	1983
Industry:	Health Care Technology
Acquirer:	3M Health Information Systems, Inc.
Acquiree:	Treo Solutions, Inc.

575 West Murray Boulevard, Salt Lake City, UT 84123
www.solutions.3m.com
P: 801.265.4400

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/21/14

4th Grade Films, Inc.

COMPANY INFO

4th Grade Films, Inc. is an independent film and content production company.

Year Founded:	2007
Industry:	Movies and Entertainment
Acquirer:	Strainwise, Inc. (OTCPK:STWC)
Acquiree:	4th Grade Films, Inc.

1338 South Foothill Drive, Suite 163, Salt Lake City, UT 84108
www.4thgradefilms.com
P: 801.649.3519

TRANSACTION DETAILS

Description:	Reverse Merger
Amount:	Not Disclosed
Date:	8/19/14

OUTSIDE PROFESSIONALS

Law Firm:	Burningham Law P.C .

5N Plus Semiconductors LLC

COMPANY INFO

5N Plus Semiconductors LLC manufactures and delivers single crystal germanium substrates for various applications in the semiconductor industry in the United States..

Year Founded:	2005
Industry:	Semiconductors
Acquirer:	5N Plus Inc.
Acquiree:	Sylarus Technologies, LLC

4167 South River Road, St. George, UT 84790
www.sylarus.com
P: 435.628.5900

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/3/14

ActivaTek Inc.

COMPANY INFO

ActivaTek Inc. develops and markets iontophoresis products to the rehabilitation medicine market.

Principal:	Jamal Yanaki, CEO
Year Founded:	2006
Industry:	Healthcare Supplies
Acquirer:	North Coast Medical, Inc.
Acquiree:	ActivaTek Inc.

2734 South 3600 West, Unit F, Salt Lake City, UT 84119
www. activatekinc.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/25/14

Airy Technology, Inc.

COMPANY INFO

Airy Technology, Inc. supplies testing and measuring instruments and solutions.

Principal:	Adam Giandomenico
Year Founded:	2010
Industry:	Electronic Equipment and Instruments
Stage of Development:	Public
Acquirer:	Particles Plus, Inc.
Acquiree:	Airy Technology, Inc.

31 Tosca Drive, Stoughten, MA 02072
www.airytechnology.com
P: 781.341.1850

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/9/14

Alberta Gas Company

Alberta Gas Company

COMPANY INFO

Alberta Gas Company owns and leases stripper wells and offers oil and gas production services.

Industry:	Oil and Gas Exploration and Production
Acquirer	Nations Oil and Gas, LLC
Acquiree	Alberta Gas Company

933 East 2000 North, Vernal, UT 84078
P: 435.789.0787

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/26/14

Allegiance Software, Inc.

COMPANY INFO

Allegiance Software, Inc. provides cloud-based voice of customer and enterprise feedback management solutions including email, Web, print, and Web-based SaaS data.

Principal:	Carine Clark, CEO
CFO:	Craig Peeples
Year Founded:	2000
Industry:	Application Software
Acquirer	Maritz Research, Inc.
Acquiree	Allegiance, Inc.

10235 South Jordan Gateway, 5th Floor, South Jordan, UT 84095
www.allegiancesoftware.com
P: 385.695.2800

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/5/2014

OUTSIDE PROFESSIONALS

Law:	Kunzler Law Group, PC
Accounting:	Tanner LLC

Ally Bank

COMPANY INFO

Ally Bank, the online banking subsidiary of Ally Financial and member FDIC, offers an array of deposit products.

Year Founded:	2005
Acquirer	US Bank National Association
Acquiree	Ally Bank Document Custodial Business

P.O. Box 725, Midvale, UT 84047
www.ally.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/30/2014

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

AlphaGraphics, Inc.

COMPANY INFO

AlphaGraphics, Inc. provides print and marketing communications services worldwide.

Principal:	Gay Burke
CFO:	Thomas Auger
Year Founded:	1970
Industry:	Commercial Printing
Acquirer:	Western Capital
Acquiree:	Alphagraphics, Inc.

215 South State Street, Suite 320, Salt Lake City, UT 84111
www.alphagraphics.com
P: 801.595.7270

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/1/2014

OUTSIDE PROFESSIONALS

Law:	Gray, Plant, Moody
Accounting:	Tanner LLC
Investor(s):	Western Capital Resources

Alpine Air Express Inc.

COMPANY INFO

Alpine Air Express, Inc., through its subsidiary, Alpine Aviation, Inc., engages in the air cargo business.

Principal:	Kenneth Brailsford, CEO
CFO:	Rick Wood
Year Founded:	1975
Industry:	Air Freight and Logistics
Acquirer:	K.E.B. Enterprises LP
Acquiree:	Alpine Air Express Inc.

1177 Alpine Air Way, Provo, UT 84601
www.alpine-air.com
P: 801.373.1508

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/8/2014

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

Ambre Energy North America, Inc.

COMPANY INFO

Ambre Energy North America, Inc. explores, produces, and exports coal.

Year Founded:	2010
Industry:	Coal and Consumable Fuels
Acquirer:	Resource Capital Funds
Acquiree:	Ambre Energy North America, Inc.

170 South Main Street, Suite 700, Salt Lake City, UT 84101
P: 801.539.3788

TRANSACTION DETAILS

Amount:	$18,000,000
Date:	11/12/2014

Ambre Industries, LLC

Ambre Industries, LLC

COMPANY INFO

Ambre Industries, LLC manufactures and markets jewelry and handbags.

Industry:	Apparel, Accessories and Luxury Goods
Acquirer:	Aries Capital Partners
Acquiree:	Ambre Industries, LLC

2300 South 2300 West, Salt Lake City, UT 84119

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/1/2014

American Crafts, Inc.

AMERICAN CRAFTS
THE COLOR OF MEMORIES

COMPANY INFO

American Crafts, Inc. is a supplier of scapbooking supplies featuring fresh, clean product design, bright, vibrant colors and a contemporary feel, inspiring crafters to record their memories in a fun, sophisticated, and stylish way.

Principal:	Wayne Mitchell
CFO:	David Mitchell
Year Founded:	1998
Industry:	Scrapbooking and Crafting
Acquirer:	American Crafts, Inc.
Acquiree:	We R Memory Keepers, Inc.

588 West 400 South, Suite 300, Lindon, UT 84042
www.americancrafts.com
P: 801.226.0747

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/18/2014

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

TANNER

Amirsys, Inc.

AMIRSYS

COMPANY INFO

Amirsys, Inc. provides healthcare solutions in radiology and pathology for diagnostic decision support for physicians, surgeons, residents and fellows around the world.

Principal:	Ric Harnsberger
CFO:	Robert Anderson
Year Founded:	2000
Industry:	Health Care Technology
Acquirer:	Elsevier, Inc.
Acquiree:	Amirsys, Inc.

2180 South 1300 East, Suite 405, Salt Lake City, UT 84106
www.amirsys.com
P: 801.485.6500

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/11/2014

OUTSIDE PROFESSIONALS

Law:	Dorsey & Whitney LLP
Accounting:	Tanner LLC

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Apollo Medical Extrusion Technologies, Inc.

COMPANY INFO

Apollo Medical Extrusion Technologies, Inc. manufactures medical tubing, steerable catheters and shafts for the medical industry.

Year Founded:	2013
Industry:	Healthcare Supplies
Acquirer:	Kelpac Medical
Acquiree:	Apollo Medical Extrusion Technologies, Inc.

8700 South Sandy Parkway, Suite D, Sandy, UT 84070
www.apollomedex.com
P: 801.666.9061

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/10/2014

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

Appigo, Inc.

COMPANY INFO

Appigo, Inc. develops software applications.

Principal:	Calvin Gaisford, CEO
Year Founded:	2008
Industry:	Application Software
Acquirer:	Hwy92, Inc.
Acquiree:	Appigo, Inc.

910 East 1100 South, Orem, UT 84097
www.appigo.com
P: 801.999.8636

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/17/2014

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP

ArmorActive, Inc.

COMPANY INFO

ArmorActive, Inc., an enterprise-level tablet solutions company, provides hardware, software and mobile applications to customers worldwide.

Year Founded:	2010
Industry:	Technology Hardware, Storage and Peripherals
Acquirer:	Mobile Technologies Inc.
Acquiree:	ArmorActive, Inc.

1825 West Research Way, Suite E, Salt Lake City, UT 84119
www.armoractive.com
P: 801.653.3807

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/6/2014

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

AVC Partners

COMPANY INFO

AVC Partners is a private equity firm specializing in investments in lower-middle market companies.

Principal:	Chris Munro, Founder
Industry:	Asset Management and Custody Banks
Acquirer:	AVC Partners
Acquiree:	D&T Trucking, Inc. and GILA HOTSHOT LLC and Rowdy Farms, LLC

5305 West 2400 South, Salt Lake, UT 84120
www.avcpartners.com
P: 855.796.2846

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/3/2014

OUTSIDE PROFESSIONALS

Other Advisors:	Candlewood

Backcountry.com

COMPANY INFO

Backcountry.com is an online retailer that specializes in all outdoor recreation activities. Bergfrunde is a German-based company that specializes in rock climbing.

CFO:	Bill Mitchell
Year Founded:	1994
Industry:	Online retailer
Acquirer:	Backcountry
Acquiree:	Bergfrunde

1678 West Redstone Drive, Park City, UT 84098
www.backcountry.com
P: 801.746.7580

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/1/2014

OUTSIDE PROFESSIONALS

Accounting:	KPMG

BC Technical, Inc.

COMPANY INFO

BC Technical, Inc. supplies molecular imaging solutions that include refurbished systems and parts for nuclear, positron emission tomography (PET), PET/computed tomography (CT), single-photon emission computed tomography (SPECT), SPECT/CT, CT, and magnetic resonance imaging (MRI) markets.

Principal:	Mark Alvarez, CEO
CFO:	David Sindelar
Year Founded:	1995
Industry:	Healthcare Distributors
Acquirer:	BC Technical, Inc.
Acquiree:	Polaris Medical Imaging

7172 South Airport Road, West Jordan, UT 84084
www. bctechnical.com
P: 801.280.2900

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/29/2014

Biomerics, LLC

COMPANY INFO

Biomerics, LLC develops medical polymer solutions for the medical device and biotechnology industry.

Principal:	Travis Sessions, CEO
CFO:	Troy Mohr
Year Founded:	1994
Industry:	Commodity Chemicals
Acquirer:	Biomerics, LLC
Acquiree:	Access Point Technologies LLC

2700 South 900 West, Suite D, Salt Lake City, UT 84119
www.biomerics.com
P: 801.355.2705

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	9/15/2014

Blue Mountain BioGas, LLC

COMPANY INFO

Blue Mountain BioGas, LLC generates electricity from biogas sourced from swine waste.

Year Founded:	2011
Industry:	Renewable Electricity
Acquirer:	Geopower Energy, LLC
Acquiree:	Blue Mountain BioGas, LLC

4833 North Edgewood Drive, Suite 201, Provo, UT 84604

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/4/2014

BlueStep Systems LLC

COMPANY INFO

BlueStep Systems LLC provides information management solutions to the healthcare industry worldwide.

Principal:	Thomas Bang, CEO
Year Founded:	1999
Industry:	Health Care Technology
Acquirer:	BlueStep Systems LLC
Acquiree:	BridgeGate International, Inc.

109 West Gentile Street, Suite 170, Layton, UT 84041
www.bluestep.net
P: 801.336.3043

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/3/2014

OUTSIDE PROFESSIONALS

Other Advisors:	Amendola Communications (public relations advisor)

Bridgewater Companies

COMPANY INFO

Bridgewater Companies is the largest nationwide provider of a broad array of value-added manufacturing, marketing, distribution and financing services to the professional cleaning and restoration industries.

Principal:	Rob Hanks
CFO:	John Sirrine
Year Founded:	1974
Industry:	Manufacturing and Chemicals
Stage of Development:	Later Stage
Acquirer:	Aramsco, a portfolio company of AEA Investors
Acquiree:	Bridgewater Companies

4282 South 590 West, Salt Lake City, UT 84123
www.bridgewatercompanies.net
P: 801.261.1282

TRANSACTION DETAILS

Description:	LBO
Amount:	Not Disclosed
Date:	7/1/2014

OUTSIDE PROFESSIONALS

Law Firm:	Durham Jones & Pinegar
Other Advisors:	D.A. Davidson (Investment Bank)

Broadcast International Inc.

COMPANY INFO

Broadcast International, Inc. installs, manages, and supports private communication networks for large organizations in the United States.

Principal:	Rodney Tiede, President
CFO:	James Solomon
Year Founded:	1999
Industry:	Alternative Carriers
Acquirer:	Wireless Ronin Technologies Inc.
Acquiree:	Broadcast International Inc.

7050 Union Park Avenue, Suite 600, Salt Lake City, UT 84047
www.broadcastinternational.com
P: 801.562.2252

TRANSACTION DETAILS

Amount:	$ 3,000,000
Date:	3/6/2014

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Other Advisors:	Liolios Group, Inc. (public relations advisors); Philadelphia Brokerage Corporation (financial advisor)

Cariloha, LLC

COMPANY INFO

Cariloha, LLC is a retailer of full line of bamboo products, including apparel, bedding, bath goods, accessories, fitness wear, handbags and more all made of bamboo.

Principal:	Jefferson Pedersen, President
Year Founded:	2010
Industry:	Clothing, Apparel and Accessories
Acquirer:	Cariloha, LLC
Acquiree:	Avsolen, LLC

280 West 10200 South, Sandy, UT 84070
P: 800.884.5815

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/17/2014

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Accounting:	Tanner LLC

Centershift, Inc.

COMPANY INFO

Centershift, Inc. develops self-storage management software for the self-storage industry.

Principal:	James Hafen, CEO
CFO:	Philip Twede
Year Founded:	2001
Industry:	Application Software
Acquirer:	Yardi Systems, Inc.
Acquiree:	Centershift, Inc.

2755 East Cottonwood Parkway, Suite 560, Salt Lake City, UT 84121
www.centershift.us
P: 801.303.1300

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/3/2014

Central Collision Center

COMPANY INFO

Central Collision Center operates collision repair facilities in Utah.

Industry:	Specialized Consumer Services
Acquirer:	Service King Paint & Body, LLC
Acquiree:	Central Collision Center

364 West 12300 South, Draper, UT 84020
P: 801.572.8200

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/22/2014

Chapman Innovations Inc.

COMPANY INFO

Chapman Innovations Inc. engages in the development, production, and marketing of thermal textile solutions for use in hazardous environments.

Principal:	Tyler Thatcher, CEO
CFO:	Carl Crosser
Year Founded:	1998
Industry:	Textiles
Acquirer:	Tex Tech Industries, Inc.
Acquiree:	Chapman Innovations Inc.

343 West 400 South, Salt Lake City, UT 84101
www.chapmaninnovations.com
P: 801.415.0025

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/8/2014

Chapul Inc.

COMPANY INFO

Chapul Inc. produces and sells energy bars made from high-protein cricket powder.

Year Founded:	2012
Industry:	Packaged Foods and Meats
Acquirer:	Mark Cuban
Acquiree:	Chapul Inc.

222 South Main Street, Suite 500, Salt Lake City, UT 84101
www.chapul.com
P: 801.896.4515

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	3/22/2014

CIT Bank

COMPANY INFO

CIT Bank provides banking products and services in the United States.

Year Founded:	2000
Industry:	Regional Banks
Acquirer:	CIT Bank
Acquiree:	Direct Capital Corporation

2180 South 1300 East, Suite 400, Salt Lake City, UT 84106
www.bankoncit.com
P: 801.412.6800

TRANSACTION DETAILS

Amount:	$ 230,000,000
Date:	6/24/2014

OUTSIDE PROFESSIONALS

Accounting:	PricewaterhouseCoopers LLP

CityGro, Inc.

COMPANY INFO

CityGro, Inc. operates a social network that enables users to connect with local businesses for deals.

Industry:	Internet Software and Services
Acquirer:	CityGro, Inc.
Acquiree:	Digital Blitz Marketing

9690 South 300 West, Suite 300, Sandy, UT 84070
www.citygro.com
P: 888.605.4429

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/5/2014

Clinical Innovations, LLC

COMPANY INFO

Clinical Innovations, LLC is engaged in the research, development, manufacture, and marketing of medical devices that improve the lives of mothers and their babies.

Principal:	Shacey Petrovic, CEO
CFO:	Janel Fillinger
Year Founded:	1993
Industry:	Healthcare Equipment
Acquirer:	Clinical Innovations, LLC
Acquiree:	Ebb Tamponade System and Jetty Vaginal Repair Balloon from Glenveigh Medical, LLC

747 West 4170 South, Murray, UT 84123
www.clinicalinnovations.com
P: 801.268.8200

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/22/2014

Cogent Works, LC

COMPANY INFO

Cogent Works, LC, through its subsidiaries, provides pharmacy network and benefit management services to the automobile casualty and workers' compensation markets.

CFO:	Adam Condy
Year Founded:	2003
Industry:	Insurance Brokers
Acquirer:	Mitchell International, Inc.
Acquiree:	Cogent Works, LC

480 East Winchester Street, Suite 100, Salt Lake City, UT 84107
P: 801.266.0881

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/2/14

Commerce Real Estate Solutions Inc.

COMPANY INFO

Commerce Real Estate Solutions Inc. provides brokerage, valuation and consulting, client representation, and property/facility management services for office, industrial, retail, investment, hospitality, and land properties.

Principal:	Michael Lawson, CEO
CFO:	Tom Klc
Industry:	Real Estate Services
Acquirer:	NorthMarq Cos
Acquiree:	Commerce Real Estate Solutions Inc

170 South Main Street, Suite 1600, Salt Lake City, UT 84101
www.comre.com
P: 801.322.2000

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/3/14

Connor Sport Court International

COMPANY INFO

Connor Sport Court International designs and builds sports surfacing and flooring products.

Principal:	Ronald Cerny
CFO:	Kenneth Bayne
Year Founded:	1974
Industry:	Building Products
Acquirer:	G S C Holding Inc
Acquiree:	Connor Sport Court International

5445 W Harold Gatty Dr., Salt Lake City, UT 84116
www. connorsportcourt.com
P: 801.972.0260

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/31/14

OUTSIDE PROFESSIONALS

Accounting:	Lincoln International

Control4 Corporation

COMPANY INFO

Control4 Corporation provides automation and control solutions for the connected home.

Principal:	Martin Plaehn, CEO
CFO:	Dan Strong
Year Founded:	2003
Industry:	Electronic Equipment and Instruments
Acquirer:	Control4 Corporation (NasdaqGS:CTRL)
Acquiree:	Card Access, Inc.; Home Automation Products Line and Intellectual Property Assets

11734 South Election Road, Salt Lake City, UT 84020
www.control4.com
P: 801.523.3100

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/1/14

Cornerstone RDI, Inc.

Cornerstone RDI, Inc.

COMPANY INFO

Cornerstone RDI, Inc., a contract manufacturer, engages in the development, production, and packaging of vitamins, minerals, and supplements.

Year Founded:	1992
Industry:	Personal Products
Acquirer:	F.H.G. Corporation
Aguiree:	Cornerstone RDI, Inc.

900 South Depot Drive, Ogden, UT 84404-1300
www.crdius.com
P: 801.337.9400

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/29/14

OUTSIDE PROFESSIONALS

Accounting:	Houlihan Lokey as financial advisor; Stanton Public Relations & Marketing as public relations advisor

Creamer & Noble, Inc.

Creamer & Noble, Inc.

COMPANY INFO

Creamer & Noble, Inc. provides civil engineering services for various public and private clients in the Western United States.

Principal:	Reed Noble, President
Year Founded:	1976
Industry:	Construction and Engineering
Acquirer:	Jviation, Inc.
Acquiree:	Creamer & Noble, Inc.

35 South 400 West, Suite 200, St. George, UT 84770
www.creamerandnoble.com
P: 435.673.4677

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/16/14

CruxCase LLC

CRUX

COMPANY INFO

CruxCase LLC manufactures and markets accessories for the Apple iPad and the iOS operating system.

Principal:	Brian Probst, CEO
Year Founded:	2010
Industry:	Technology Hardware, Storage and Peripherals
Acquirer:	BodyGuardz, L.L.C.
Acquiree:	CruxCase LLC

5152 North Edgewood Drive, Suite 280, Provo, UT 84604
www.cruxcase.com
P: 801.376.8469

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/1/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

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CUSTOMS Info Inc.

COMPANY INFO

CUSTOMS Info Inc. provides comprehensive trade data repository services that are delivered via Web-based subscription, API Web services, or as data to populate any global trade management (GTM) or Landed Cost application.

Year Founded:	2004
Industry:	Internet Software and Services
Acquirer:	The Descartes Systems Group Inc (TSX:DSG)
Acquiree:	CUSTOMS Info Inc.

2935 Powder Mountain Road, Eden, UT 84310
www.customsinfo.com
P: 801.736.4356

TRANSACTION DETAILS

Amount:	$ 42,240,000
Date:	6/2/2014

Daw Technologies, LLC

COMPANY INFO

Daw Technologies, LLC specialty construction services and product for technology oriented companies primarily in the United States.

Year Founded:	2003
Industry:	Construction
Acquirer:	Daw Tech, LLC manufacturing division
Acquiree:	Airtex manufacturing, LLLP

1600 West 2200 South #201, Salt Lake City, UT 84119
www.dawtech.com
P: 801.977.3100

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/2/2014

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

Del Sol, L.C.

COMPANY INFO

Headquartered in Sandy, Utah, Del Sol, L.C. was established in 1994 and has since grown to more than 100 stores worldwide in 25 countries. Today it's the world's leading brand of color-changing apparel and accessories and the number-one promoted merchant onboard Royal Caribbean, Carnival, Princess, Disney, Celebrity, and Norwegian Cruise Lines.

Principal:	Jefferson Pedersen, President
Year Founded:	1997
Industry:	Clothing, Apparel and Accessories
Acquirer:	Del Sol, L.C.
Acquiree:	Avsolen, LLC

280 West 10200 South, Sandy, UT 84070
P: 800.884.5815

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/17/2014

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Accounting:	Tanner LLC

Delta Egg Farm, LLC

Delta Egg Farm, LLC

COMPANY INFO

Delta Egg Farm, LLC owns and operates a feed mill and provides production, processing, and distribution of shell eggs.

Year Founded:	1998
Industry:	Poultry
Acquirer:	Cal-Maine Foods, Inc.
Acquiree:	Delta Egg Farm, LLC from Sunbest Foods

9246 North 4000 West, Delta, UT 84624
P: 435.864.4991

TRANSACTION DETAILS

Amount:	$ 17,000,000
Date:	3/3/2014

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

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dHybrid Systems, LLC

dHYBRID SYSTEMS

COMPANY INFO

dHybrid Systems, LLC engineers, manufactures, supports, and services CNG or LNG fuel systems and components.

Year Founded:	2011
Industry:	Fuel Systems and Components
Acquirer:	Worthington Industries, Inc.
Acquiree:	dHybrid Systems, LLC

1600 South 4650 West, Salt Lake City, UT 84104
www.dhybridsystems.com
P: 435.216.0775

TRANSACTION DETAILS

Amount:	$ 12,000,000
Date:	10/20/2014

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

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E6 Interactive LLC

E6 Interactive LLC

COMPANY INFO

E6 Interactive LLC provides medical website design and development services for medical, dental, dermatology, and ophthalmic markets.

Year Founded:	1999
Industry:	Health Care Technology
Acquirer:	Advice Media, LLC
Acquiree:	E6 Interactive LLC

210 North 1200 East, Suite 202, Lehi, UT 84043
www.e6interactive.com
P: 866.829.2822

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/4/2014

Echelon Biosciences Incorporated

COMPANY INFO

Echelon Biosciences Incorporated provides lipid cell signaling and critical metabolic enzymes for the development of potential drugs and diagnostics for cancer, diabetes, inflammation, infections, and cardiovascular diseases.

Principal:	Tim Miller, President and CEO
Year Founded:	1997
Industry:	Biotechnology
Acquirer:	Echelon Biosciences Incorporated
Acquiree:	California Peptide Research Inc.

675 Arapeen Drive, Suite 302, Salt Lake City, UT 84108
www.echelon-inc.com
P: 801.588.0455

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/16/2014

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

EcoScraps, Inc.

COMPANY INFO

EcoScraps, Inc. manufactures organic, chemical, and manure-free lawn and garden products from food waste.

Principal:	Daniel Blake, CEO
Year Founded:	2010
Industry:	Fertilizers and Agricultural Chemicals
Acquirer:	The Hawthorne Gardening Company
Acquiree:	Eco Scraps, Inc.

489 W. Parkland Drive, Sandy, UT 84070
www.ecoscraps.com
P: 801.415.4015

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/17/2014

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Accounting:	Tanner LLC

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eGlobal, LLC

COMPANY INFO

eGlobal, LLC provides automated teller machine (ATM) placement, transaction processing, and bill payment solutions to hospitality, gaming, convenience, retail, and other industries in the United States.

Principal:	Jeff Matthews, President
Industry:	Consumer Finance
Acquirer:	eGlobal, LLC
Acquiree:	T.B.T.I. Inc.

854 West 450 North, Suite 4, Kaysville, UT 84037
www.eglobal.com
P: 801.593.6225

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/9/2014

eLearning Brothers, LLC

COMPANY INFO

eLearning Brothers, LLC designs and develops templates and stock assets that enable users to create courses.

Principal:	Curtis Morley, President
Year Founded:	2009
Industry:	Internet Software and Services
Acquirer:	eLearning Brothers, LLC
Acquiree:	eLearningImages.com

1304 North Redwood Road, Suite 178, Saratoga Springs, UT 84045
www.elearningbrothers.com
P: 801.796.2767

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/4/14

Electronic Funds Source LLC

COMPANY INFO

Electronic Funds Source LLC provides payment solutions in the areas of fleet, corporate payments, emerging markets, and alliances.

Principal:	Scott Phillips, CEO
CFO:	Ed Morgan
Year Founded:	1996
Industry:	Data Processing and Outsourced Services
Acquirer:	Warburg Pincus LLC
Acquiree:	Electronic Funds Source LLC

1104 Country Hills Drive, Suite 600, Ogden, UT 84403
www.efsllc.com
P: 801.334.2414

TRANSACTION DETAILS

Amount:	$ 1,000,000,000
Date:	4/16/14

OUTSIDE PROFESSIONALS

Law Firm:	White & Case LLP and Harwell Howard Hyne Gabbert & Manner, PC
Other Advisors:	Goldman Sachs, SunTrust Robinson Humphrey and Wells Fargo acted as financial advisors

Elements of Health Care, LLC

COMPANY INFO

Elements of Health Care, LLC manufactures and markets health supplements.

Year Founded:	2010
Industry:	Personal Products
Acquirer:	KEB Enterprises, LP
Acquiree:	Elements of Health Care, LLC

360 Technology Court, Suite 250, Lindon, UT 84042
www.elementsofhealthcare.com
P: 800.583.8004

Elements of Health Care, LLC

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/22/14

EnergySolutions, Inc

COMPANY INFO

EnergySolutions, Inc. provides nuclear services to government and commercial customers in the United States, the United Kingdom, and internationally.

Principal:	David Lockwood
CFO:	Gregory Wood
Year Founded:	1988
Industry:	Environmental and Facilities Services
Acquirer:	EnergySolutions, Inc
Acquiree:	Studsvik's operations in Erwin and Memphis, and its Membership Interests in Semprasafe, LLC

423 West 300 South, Suite 200, Salt Lake City, UT 84101
www.energysolutions.com
P: 801.649.2000

TRANSACTION DETAILS

Amount:	$ 23,000,000
Date:	2/11/14

Engodo, Inc.

COMPANY INFO

Engodo, Inc. develops and operates a social advertising platform.

Year Founded:	2012
Industry:	Internet Software and Services
Acquirer:	ZEFR, Inc.
Acquiree:	Engodo, Inc.

148 W 600 S, Provo, UT 84601
www.engodo.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	9/5/14

OUTSIDE PROFESSIONALS

Law Firm:	Kunzler Law Group, PC

Entrada Midstream, Inc.

COMPANY INFO

Entrada Midstream, Inc. provides natural gas gathering, processing, treating, and transportation services.

Principal:	Charles Stanley
Year Founded:	1993
Industry:	Oil and Gas Exploration and Production
Acquirer:	Tesoro Logistics LP (NYSE:TLLP)
Acquiree:	Entrada Midstream, Inc.

180 East 100 South, Salt Lake City, UT 84139-1502
P: 800.341.9250

TRANSACTION DETAILS

Amount:	$ 2,500,000,000
Date:	10/19/14

OUTSIDE PROFESSIONALS

Law Firm:	Latham & Watkins LLP
Other Advisors:	Goldman, Sachs & Co.

Five Star Franchising, Inc.

COMPANY INFO

Five Star Franchising, Inc. is a leading service-industry franchise development company.

Acquirer:	Five Star Franchising, Inc. Five Star Painting, Inc.
Acquiree:	Five Star Connect, Inc. Five Star Franchising, LLC Five Star Painting Canada, Ltd. Dwyer Franchising, LLC

1571 N Main St, Spanish Fork, UT 84660
P: 855.200.1130

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/31/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

Fixed Income Solutions, LLC

COMPANY INFO

Fixed Income Solutions, LLC engages in developing, creating, delivering, and supporting technology solutions for the fixed income marketplace.

Principal:	Tony Miscimarra
Year Founded:	2011
Industry:	Application Software
Acquirer:	Fixed Income Solutions, LLC
Acquiree:	Courtland Capital Inc.

6955 South Union Park Center, Midvale, UT 84047
www.fisreveal.com
P: 801.545.7315

TRANSACTION DETAILS

Description:	Reverse Merger
Amount:	Not Disclosed
Date:	5/1/14

FotoPunch Inc.

COMPANY INFO

FotoPunch Inc. provides cloud-based mobile time and attendance software solution that transforms cell phone into a biometric and geolocated time clock.

Year Founded:	2011
Industry:	Internet Software and Services
Acquirer:	Asure Software, Inc. (NasdaqCM:ASUR)
Acquiree:	FotoPunch Inc.

202 East Center Street, Provo, UT 84606
www.fotopunch.com
P: 801.380.2427

TRANSACTION DETAILS

Amount:	$ 4,500,000
Date:	7/8/14

OUTSIDE PROFESSIONALS

Law Firm:	Bennett Tueller Johnson & Deere

Frandsen Electrical Contracting, LLC

Frandsen Electrical Contracting, LLC

COMPANY INFO

Frandsen Electrical Contracting, LLC provides contract based electrical services.

Industry:	Construction and Engineering
Acquirer:	SCI Automation, Inc.
Acquiree:	Frandsen Electrical Contracting, LLC

23500 West 2500 North, Talmage, UT 84073
P: 435.454.3228

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	9/16/14

Franklin Covey Co.

COMPANY INFO

Franklin Covey Co. provides time management training and assessment services.

Principal:	Robert A. Whitman, CEO
Year Founded:	1997
Industry:	Training and Assesment Services
Acquirer:	Franklin Covery Co.
Acquiree:	Red Tree, Inc.

2200 West Parkway Blvd., Salt Lake City, UT 84119
P: 801.817.1776

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/10/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

Frontier Scientific, Inc.

Frontier Scientific, Inc.

COMPANY INFO

Frontier Scientific, Inc., is a recognized developer and manufacturer of boronic acids, trifluoroborates, catalysts, porphyrin, and small molecule drug discovery compounds and provides custom compound synthesis.

Principal:	Tim Miller, President and CEO
Year Founded:	1975
Industry:	Chemical Engineering
Acquirer:	Frontier Scientific, Inc.
Acquiree:	Confidential (leading supplier of insect products)

195 South 700 West, Logan, UT 84321
P: 435.753.1901

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/31/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

Fusion-io, Inc.

COMPANY INFO

Fusion-io, Inc. develops, markets, and sells storage memory platforms in the United States and internationally.

Principal:	Shane Robison
Year Founded:	2005
Industry:	Technology Hardware, Storage and Peripherals
Acquirer:	SanDisk Corp. (NasdaqGS:SNDK)
Acquiree:	Fusion-io, Inc.

2855 East Cottonwood Parkway, Suite 100, Salt Lake City, UT 84121
www.fusionio.com
P: 801.424.5500

TRANSACTION DETAILS

Amount:	$ 1,275,580,000
Date:	6/16/14

OUTSIDE PROFESSIONALS

Law Firm:	Wilson Sonsini Goodrich & Rosati

Fuze Network, Inc.

COMPANY INFO

Fuze Network, Inc. develops applications for payments industry.

Principal:	Dave Wilkes
CFO:	Spencer Bowman, VP of Finance
Year Founded:	2010
Industry:	Technology/Financial
Acquirer:	Ingo Money, Inc.
Acquiree:	Fuze Network, Inc.

6340 South 3000 East, Suite 340, Salt Lake City, UT 84121
www.fuzenetwork.com
P: 888.389.3832

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/3/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

Goal Zero, LLC

COMPANY INFO

Goal Zero, LLC develops portable solar power systems.

Principal:	Robert Workman, CEO
CFO:	Trent Read
Year Founded:	2009
Industry:	Solar Power
Stage:	Strategic
Acquirer:	NRG Energy, Inc. (NYSE:NRG)
Acquiree:	Goal Zero, LLC

675 West 14600 South, Bluffdale, UT 84065
www.goalzero.com
P: 213.972.4500

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/14/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP (Investor Counsel)
Accounting:	Tanner LLC
Other Advisors:	Eide Bailly LLP

Grabber Construction Products, Inc.

COMPANY INFO

Grabber Construction Products, Inc. is an international distributor and manufacturer of premium fasteners and fastening systems for wood, metal and drywall applications

Principal and CFO:	Roland Snyder
Industry:	Construction
Acquirer:	GRABBER Construction Products, Inc.
Acquiree:	All-Fast, Inc.

5255 W. 11000 N. Ste 100, Highland, UT 84003
www.grabberman.com
P: 801.492.3880

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/14/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC
Other Advisors:	Advanced CFO Solutions

Graduation Alliance, Inc.

Graduation Alliance, Inc.

COMPANY INFO

Graduation Alliance Inc. works with more than 80 school districts to provide the flexibility, social support and academic interventions many students need to earn a high school diploma.

Principal:	Ray Kelly, CEO
Industry:	Education
Acquirer:	Graduation Alliance, Inc.
Acquiree:	ConnectEDU

310 South Main Street, 12th Floor, Salt Lake City, UT 84101
P: 855.486.8855

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/26/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Other Advisors:	Eide Bailly LLP

Green River Refinery LLC., Green River Oil Refinery in Southern Utah

Green River Refinery LLC., Green River Oil Refinery in Southern Utah

COMPANY INFO

Green River Refinery LLC., and Green River Oil Refinery in Southern Utah comprises a former oil and gas refinery property.

Industry:	Real Estate Operating Companies
Acquirer:	Nations Oil and Gas, LLC
Acquiree:	Green River Refinery LLC., Green River Oil Refinery in Southern Utah

UT
P: 801.277.7888

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/15/14

Gregory Mountain Products, LLC

COMPANY INFO

Gregory Mountain Products, LLC designs, manufactures, and markets backpacks for men and women in the United States and internationally.

Year Founded:	1977
Industry:	Apparel, Accessories and Luxury Goods
Acquirer:	Samsonite LLC
Acquiree:	Gregory Mountain Products, LLC

2088 East 3900 South, Salt Lake City, UT 84124
www.gregorypacks.com
P: 801.993.6633

TRANSACTION DETAILS

Amount:	$ 84,140,000
Date:	6/18/14

Gura Gear, LLC

COMPANY INFO

Gura Gear, LLC manufactures and supplies backpacks for photographers, travelers, and business people.

Year Founded:	2007
Industry:	Apparel, Accessories and Luxury Goods
Acquirer:	Gura Gear, LLC
Acquiree:	Tamrac, Inc.

154 East 21st Street, Ogden, UT 84401
www.guragear.com
P: 480.655.0073

TRANSACTION DETAILS

Amount:	$ 5,600,000
Date:	6/18/14

Handi Quilter, Inc.

COMPANY INFO

Handi Quilter, Inc. designs and manufactures long-arm quilting machines.

Principal:	Darren Denning
CFO:	Shelly Withers
Year Founded:	1999
Industry:	Household Appliances
Acquirer:	Blue Point Capital Partners
Acquiree:	Handi Quilter, Inc.

501 North 400 West, North Salt Lake, UT 84054
www.handiquilter.com
P: 801.292.7988

TRANSACTION DETAILS

Description:	Leveraged Buyout
Amount:	Not Disclosed
Date:	12/19/14

OUTSIDE PROFESSIONALS

Law Firm:	Jones Day
Other Advisors:	Piper Jaffray & Co. (Financial Advisor) Eide Bailly LLP

Headwaters Incorporated

COMPANY INFO

Headwaters Incorporated, a building products company, provides products and services in the light and heavy building materials sectors primarily in the United States and Canada.

Principal:	Kirk Benson
CFO:	Donald Newman
Year Founded:	1987
Industry:	Construction Materials
Acquirer:	Headwaters Incorporated (NYSE:HW)
Acquiree:	LA Ash Products and Services, LLC

10701 South River Front Parkway, Suite 300, South Jordan, UT 84095
www.hdwtrs.com
P: 801.984.9400

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/14/14

HemaSource, Inc.

COMPANY INFO

HemaSource, Inc. is a distributor of medical disposable products and selected capital items used in the blood therapies markets in the United States, Puerto Rico, and Canada.

Principal:	Todd Tracey
CFO:	Matt Johnson
Year Founded:	1998
Industry:	Medical Products
Acquirer:	Graham Partners
Acquiree:	HemaSource, Inc.

4158 Nike Drive, West Jordan, UT 84088
www.hemasource.com
P: 801.280.5151

TRANSACTION DETAILS

Amount:	$ 79,940,000
Date:	7/18/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC
Investor(s):	Peterson Partners

HireVue, Inc.

COMPANY INFO

HireVue, Inc. operates and provides digital recruiting and talent interaction solutions.

Principal:	Mark Newman
CFO:	Marty Ostermiller
Year Founded:	2004
Industry:	Internet Software and Services
Acquirer:	HireVue, Inc.
Acquiree:	Reschedge

10876 South River Front Parkway, Suite 600, South Jordan, UT 84095
www.hirevue.com
P: 801.316.2910

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/9/14

Huish Outdoors, LLC

COMPANY INFO

Huish Outdoors, LLC acquires and builds companies with high-quality, innovative products.

Principal:	Mark Fredrickson
Year Founded:	2009
Acquirer:	Huish Outdoors, LLC
Acquiree:	Liquivision Products, Inc.

1540 North 2200 West, Salt Lake City, UT 84116

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/4/14

HyClone Laboratories (Thermo Fisher)

COMPANY INFO

HyClone Laboratories (Thermo Fisher) is a producer of cell culture products and bioprocessing systems.

Year Founded:	1967
Industry:	Biotechnology
Acquirer:	GE Healthcare
Acquiree:	Hyclone Labs

925 West 1800 South Logan, UT 84321
P: 435.792.8000

TRANSACTION DETAILS

Amount:	$ 1,060,000,000
Date:	3/24/14

HyClone Laboratories (Thermo Fisher)

iBAHN, Inc.

COMPANY INFO

iBAHN, Inc. provides IP platform-based information and entertainment services for the hospitality and meeting industries.

Principal:	David Garrison
CFO:	David Roshak
Year Founded:	1998
Industry:	Alternative Carriers
Acquirer:	Guest-tek Interactive Entertainment Ltd.
Acquiree:	iBAHN, Inc.

126 West 10000, South, Suite 100, Sandy, UT 84070
www.ibahn.com
P: 801.952.2000

TRANSACTION DETAILS

Amount:	$ 13,000,000
Date:	2/7/14

OUTSIDE PROFESSIONALS

Accounting:	Pachulski, Stang, Ziehl, & Jones
Other Advisors:	Houlihan Lokey Capital, Inc. (Financial Advisor)

Imagine Learning, Inc.

COMPANY INFO

Imagine Learning, Inc. designs and develops language and literacy software.

Principal:	Joe N. Swenson, CEO
CFO:	Curtis Hill
Year Founded:	2004
Industry:	Home Entertainment Software
Acquirer:	Weld North LLC
Acquiree:	Imagine Learning, Inc.

191 River Park Drive, Provo, UT 84604
www.imaginelearning.com
P: 801.377.5071

TRANSACTION DETAILS

Description:	LBO / Cash
Amount:	Not Disclosed
Date:	4/6/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Other Advisors:	BMO Capital Markets Corp. (Financial Advisor)

inContact, Inc.

COMPANY INFO

inContact, Inc. provides cloud contact center software solutions, and network connectivity services in the United States.

Principal:	Paul Jarman
CFO:	Gregory Ayers
Year Founded:	1994
Industry:	Alternative Carriers
Acquirer:	inContact, Inc. (NasdaqCM:SAAS)
Acquiree:	Uptivity Inc.

7730 South Union Park Avenue, Suite 500, Midvale, UT 84047
www.incontact.com
P: 801.320.3200

TRANSACTION DETAILS

Amount:	$ 46,580,000
Date:	5/6/14

OUTSIDE PROFESSIONALS

Accounting:	Parsons Behle & Latimer
Other Advisors:	Raymond James and Associates, Inc. (Fairness Opinion Provider); Eide Bailly LLP

Infrastructure Developments Corp.

COMPANY INFO

Infrastructure Developments Corp. engages in the marketing and sale of Wing House mobile shelters in North America, the Middle East, and parts of South-East Asia.

Principal:	Eric Montandon
CFO:	Eric Montandon
Industry:	Aerospace and Defense
Acquirer:	Infrastructure Developments Corp. (OTCPK:IDVC)
Acquiree:	Orbis Real Estate

299 South Main Street, 13th Floor, Salt Lake City, UT 84111
www.idvcinc.com
P: 801.488.2006

TRANSACTION DETAILS

Amount:	$ 384,000
Date:	4/4/14

Infusive Technologies, LLC

COMPANY INFO

Infusive Technologies, LLC develops sequential, dose syringe technology.

Industry:	Life Sciences Tools and Services
Stage of Development:	Public
Acquirer:	Global Holdings, Inc. (OTCPK:GBHD)
Acquiree:	Infusive Technologies, LLC

620 South Main Street, Bountiful, UT 84010-6401
P: 801.230.6996

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/8/14

InsideSales.com, Inc.

COMPANY INFO

InsideSales.com, Inc. provides a cloud-based comprehensive sales acceleration platform that creates high-performance sales teams with breakthrough technology.

Principal:	David Elkington
CFO:	Kevin Samuelson
Year Founded:	2004
Industry:	Internet Software and Services
Acquirer:	InsideSales.com, Inc.
Acquiree:	iHance Inc.

34 East 1700 South, Suite A220, Provo, UT 84606
www.insidesales.com
P: 385.207.7252

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/28/14

OUTSIDE PROFESSIONALS

Accounting:	EY Tanner LLC
Other Advisors:	Eide Bailly LLP

Intermountain Golf Travel, LLC

COMPANY INFO

Intermountain Golf Travel, LLC offers golf vacation packages.

Industry:	Hotels, Resorts and Cruise Lines
Acquirer:	Intermountain Golf Travel, LLC
Acquiree:	Madavor Media, LLC, GolfGetaways Magazine Publication and Branding Assets

860 East Dusty Rock Circle, Sandy, UT 84094-5301
P: 801.523.2311

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/21/14

Intermountain MRO Services Inc.

Intermountain MRO Services Inc.

COMPANY INFO

Intermountain MRO Services Inc. provides maintenance, repair, and operations services.

Year Founded:	1992
Industry:	Diversified Support Services
Acquirer:	WorkforceQA LLC
Acquiree:	Intermountain MRO Services Inc.

223 West 700 South, Suite B, Salt Lake City, UT 84101
P: 801.486.5400

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/22/14

J D Field Services, Inc. and 5 Star Rental Inc.

COMPANY INFO

J.D. Field Services, Inc. provides roustabout, water services, rig haul, and trucking services to the oil and gas industry and 5 Star Rentals Inc. provides field services to the oil and gas industry.

Industry:	Oil and Gas Equipment and Services
Acquirer:	National Automation Services, Inc. (OTCPK:NASV)
Acquiree:	J D Field Services, Inc. and 5 Star Rental Inc

2080 South 1500 East, Vernal, UT 84078

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/25/14

Jack Fisher Homes, LLC

COMPANY INFO

Jack Fisher Homes, LLC is a developer of single-family homes in Northern Utah, Southern Utah and Colorado.

Principal:	Colin Wright
CFO:	Brandon Wright
Year Founded:	2014
Industry:	Homebuilding
Acquirer:	Oakwood Homes LLC
Acquiree:	Henry Walker Homes

1148 Legacy Crossing Boulevard, Centerville, UT 84014
www.jackfisherhomes.com
P: 801.335.8500

TRANSACTION DETAILS

Amount:	$ 75,000,000
Date:	4/23/14

OUTSIDE PROFESSIONALS

Law Firm:	Durham Jones & Pinegar
Accounting:	Tanner LLC

JBR Environmental Consultants, Inc.

COMPANY INFO

JBR Environmental Consultants, Inc. provides environmental consulting services to industry and government clients in the western United States.

Year Founded:	1985
Industry:	Environmental and Facilities Services
Acquirer:	Stantec Inc. (TSX:STN)
Acquiree:	JBR Environmental Consultants, Inc.

8160 South Highland Drive, Sandy, UT 84093
www.jbrenv.com
P: 801.943.4144

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/23/14

Jewel Kade, Inc.

COMPANY INFO

Jewel Kade, Inc. produces and markets handcrafted jewelry.

Year Founded:	2009
Industry:	Apparel, Accessories and Luxury Goods
Acquirer:	Thirty-One Gifts, LLC
Acquiree:	Jewel Kade, Inc.

345 South Main Street, Alpine, UT 84004-1999
www.thirtyonegifts.com
P: 801.216.4948

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/12/14

Just Inc.

COMPANY INFO

Just, Inc. operates as an automobile safety and emission inspection company in the United States.

Industry:	Research and Consulting Services
Acquirer:	DEKRA North America, Inc.
Acquiree:	Just Inc.

49 West Center Street, Midvale, UT 84047
www.justcentral.com
P: 801.569.0200

Just Inc.

TRANSACTION DETAILS

Amount:	$ 1,700,000
Date:	12/8/14

KEB Enterprises, L.P.

COMPANY INFO

KEB Enterprises, through its subsidiaries, produces and sells baking flour to corporate and bakery clients and is based in Lindon, Utah. Alpine Air Express engages in the air cargo business and is based in Provo, Utah.

Year Founded:	1994
Industry:	Food Distribution
Acquirer:	KEB Enterprises, L.P.
Acquiree:	Alpine Air Express, Inc.

384 S 400 W Ste 100, Lindon, UT 84042
P: 801.764.9999

KEB Enterprises, L.P.

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/7/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

DORSEY always ahead

Lakeview Animal Hospital, Inc.

COMPANY INFO

Industry:	Other
Acquirer:	VCA Inc.
Acquiree:	Lakeview Animal Hospital, Inc.

1975 Orchard Dr, Bountiful, UT 84010
www.lakeview.vetstreet.com
P: 801.298.2314

LAKEVIEW ANIMAL HOSPITAL

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/18/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

DORSEY always ahead

LANDesk Software, Inc.

COMPANY INFO

LANDesk Software, Inc. provides systems lifecycle management, endpoint security, and IT service management (ITSM) solutions for desktops, servers, and mobile devices to enterprises worldwide.

Principal:	Stephen Daly
CFO:	Mark McBride
Year Founded:	2000
Industry:	Application Software
Acquirer:	LANDesk Software, Inc.
Acquiree:	LetMobile Ltd. Naurtech Corporation

698 West 10000 South, Suite 500, South Jordan, UT 84095
www.landesk.com
P: 801.208.1500

OUTSIDE PROFESSIONALS

Law Firm:	Shenhav & Co
Other Advisor:	Signal Hill Capital Group LLC Corum Group Eide Bailly LLP

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/21/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/1/14

Larry H. Miller Corporation

COMPANY INFO

Larry H. Miller Corporation operates as a new and used car dealer in Arizona, Colorado, Idaho, New Mexico, Utah, and Washington.

Principal:	Greg Miller
CFO:	Rourk Kemp
Year Founded:	1979
Industry:	Automotive Retail
Acquirer:	Larry H. Miller Corporation
Acquiree:	Larry H. Miller Toyota Corona Lakewood Ford Inc.

9350 South 150 East, Suite 500, Sandy, UT 84070
www.lhmauto.com
P: 801.264.3100

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/18/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/17/14

Lead Media Partners, LLC

COMPANY INFO

Lead Media Partners, LLC has been generating high quality education leads for the nation's leading online and career trainings schools. These leads are generated using a combination of predictive technology, quality traffic, and creative strategy on Lead Media Partners' premier web property, DegreeSearch.org.

Principal:	Chandler Horsley
Year Founded:	2006
Industry:	Internet Software and Services
Acquirer:	One on One Marketing, Inc.
Acquiree:	Lead Media Partners, LLC

879 West Baxter Drive, South Jordan, UT 84095
www.1on1.com
P: 801.253.0866

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/23/14

Leavitt Group Enterprises, Inc.

COMPANY INFO

Leavitt Group Enterprises, Inc. provides insurance brokerage services in the United States.

Principal:	Dane Leavitt
CFO:	Mark Kenney
Year Founded:	1962
Industry:	Insurance Brokers
Acquirer:	Leavitt Group Enterprises, Inc.
Acquiree:	Mountain West Benefits, Inc.

216 South 200 West, Cedar City, UT 84720
www.leavitt.com
P: 435.586.6553

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/14/14

OUTSIDE PROFESSIONALS

Other Advisor:	Marsh, Berry & Company, Inc.

LeisureLink, Inc.

COMPANY INFO

LeisureLink, Inc. offers LeisureLink that provides sales, marketing, and distribution solutions to the North American vacation rental property management industry.

Principal:	Julian Castelli
CFO:	George Trevino
Year Founded:	2001
Industry:	Internet Software and Services
Acquirer:	VacationRoost Group Inc.
Acquiree:	LeisureLink, Inc.

2795 East Cottonwood Parkway, Salt Lake City, UT 84121
www.leisurelink.com
P: 855.840.2249

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/5/14

Lifevantage Corporation

COMPANY INFO

LifeVantage Corporation identifies, researches, develops, and distributes nutraceutical dietary supplements and skin care products.

CFO:	David Colbert
Industry:	Personal Products
Acquirer:	Lifevantage Corporation (NasdaqCM:LFVN)
Acquiree:	Wicked Fast Sports Nutrition

9785 South Monroe Street, Suite 300, Sandy, UT 84070
www.lifevantage.com
P: 801.432.9000

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/15/14

OUTSIDE PROFESSIONALS

Other Advisor:	ICR, LLC

LipidViro Tech Inc.

LipidViro Tech Inc.

COMPANY INFO

Year Founded:	2003
Industry:	Biotechnology
Acquirer:	NAC Global Technologies, Inc. (OTCPK:NACG)
Acquiree:	LipidViro Tech Inc.

4685 South Highland Drive, Suite 202, Salt Lake City, UT 84117
P: 801.278.9424

TRANSACTION DETAILS

Description:	Reverse Merger
Amount:	Not Disclosed
Date:	5/5/14

OUTSIDE PROFESSIONALS

Law Firm:	Robinson Brog Leinwand Greene Genovese & Gluck P.C.

Loyz Rex Drilling Services LLC

Loyz Rex Drilling Services LLC

COMPANY INFO

Loyz Rex Drilling Services LLC provides drilling services.

Year Founded:	2012
Industry:	Oil and Gas Drilling
Acquirer:	Loyz USA Holdings LLC
Acquiree:	Loyz Rex Drilling Services LLC

1245 East Brickyard Road, Salt Lake City, UT 84106-2576
P: 801.466.4131

TRANSACTION DETAILS

Amount:	$ 4,370,000
Date:	1/8/14

LSK BioPartners, Inc.

COMPANY INFO

LSK BioPartners, Inc., doing business as LSK BioPharma, engages in the development of healthcare products for pharmaceutical companies in the United States and internationally.

Principal:	Sung Kim
Year Founded:	2005
Industry:	Pharmaceuticals
Acquirer:	HLB Co.,LTD. (KOSDAQ:A028300)
Acquiree:	LSK BioPartners, Inc.

8 East Broadway, Suite 611, Salt Lake City, UT 84111
www.lskbiopharma.com
P: 801.303.7440

TRANSACTION DETAILS

Amount:	$ 2,000,000
Date:	4/7/14

LUMOS INC.

COMPANY INFO

LUMOS INC. designs and develops sports medicine products for individuals, athletes, medical/healthcare professionals, and teams worldwide.

Year Founded:	2008
Industry:	Healthcare Supplies
Acquirer:	Palladin Consumer Retail Partners, LLC
Acquiree:	LUMOS INC.

7 South 1550 West, Suite 600, Lindon, UT 84042
www.kttape.com
P: 801.224.2717

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/23/14

OUTSIDE PROFESSIONALS

Law Firm:	Latham & Watkins LLP Durham Jones & Pinegar, PC

MasteryConnect Inc.

COMPANY INFO

MasteryConnect Inc. operates an online community for educators in the United States.

Principal:	Cory Reid
CFO:	Mark Pocock
Year Founded:	2009
Industry:	Internet Software and Services
Acquirer:	MasteryConnect Inc.
Acquiree:	Socrative, Inc.

9350 South 150 East, Suite 575, Sandy, UT 84070
www.masteryconnect.com
P: 801.736.0258

TRANSACTION DETAILS

Amount:	$ 5,000,000
Date:	6/19/14

OUTSIDE PROFESSIONALS

Law Firm:	Cooley LLP
Accounting:	Tanner LLC

Maxfield Candy Company

MAXFIELD CANDY COMPANY

COMPANY INFO

Maxfield Candy Company produces boxed chocolates and chocolate novelties in the United States.

Year Founded:	1947
Industry:	Packaged Foods and Meats
Acquirer:	Mrs. Fields Confections
Acquiree:	Maxfield Candy Company

1050 South 200 West, Salt Lake City, UT 84101-3003
www.maxfieldsindex.html
P: 801.355.5321

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/24/14

MAYBIM

MAYBIM

COMPANY INFO

MAYBIM, a virtual design and construction technology company, provides building information modeling (BIM) services to clients across the United States and internationally.

Year Founded:	2003
Industry:	Construction and Engineering
Acquirer:	Trimble Navigation Limited (NasdaqGS:TRMB)
Acquiree:	MAYBIM

759 North 1890 West, Provo, UT 84601
www.maybim.com
P: 801.377.1215

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/3/14

Medallion Bank

COMPANY INFO

Medallion Bank provides non-prime recreation lending solutions.

Year Founded:	2003
Industry:	Consumer Finance
Acquirer:	Medallion Bank
Acquiree:	Chicago Taxi Medallion Loan Portfolio

1100 East 6600 South, Suite 510, Salt Lake City, UT 84121
www.medallionbank.com
P: 866.714.3195

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/11/14

OUTSIDE PROFESSIONALS

Other Advisor:	Zlokower Company

Method Communications Inc.

COMPANY INFO

Method Communications Inc. offers public relations services to consumer, high-tech, biotech, public policy, education, philanthropy, and other industries in the United States.

Principal:	David Parkinson, CEO
Year Founded:	2010
Industry:	Public Relations
Acquirer:	Method Communications Inc.
Acquiree:	Kindling Communications Group LLC

47 West 200 South Salt Lake City, UT 84101
www.methodcommunications.com
P: 801.461.9790

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/16/14

Mortgage Compliance Advisors, LLC

COMPANY INFO

Mortgage Compliance Advisors, LLC provides quality control auditing, consulting, and other compliance services to mortgage brokers, lenders, banks, and credit unions to comply with regulations, manage risk, and improve the quality of their loans.

Principal:	Jeff Christensen, CEO
Year Founded:	2008
Industry:	Research and Consulting Services
Acquirer:	MetaSource, LLC
Acquiree:	Mortgage Compliance Advisors, LLC

5505 South 900 East, Suite 300, Salt Lake City, UT 84117
www.mortgagecomplianceadvisors.com
P: 801.649.6038

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/8/14

Mountain America Credit Union Inc.

COMPANY INFO

Mountain America Credit Union Inc. provides financial services to consumers and businesses in the United States.

Principal:	Sterling Neilsen
CFO:	Chad Curtis
Year Founded:	1934
Industry:	Specialized Finance
Acquirer:	Mountain America Credit Union Inc.
Acquiree:	Les Bois Credit Union

7181 South Campus View Drive, West Jordan, UT 84084
www.macu.com
P: 801.325.6228

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/7/14

Mountain Coin Machine Distributors, Inc.

Mountain Coin Machine Distributors, Inc.

COMPANY INFO

Mountain Coin Machine Distributors, Inc. supplies arcade video games, vending machines, juke boxes, pool tables, pinball machines, foosball tables, and parts to operators in the western United States.

Principal:	Carson Jenkins, President
Industry:	Trading Companies and Distributors
Acquirer:	Specialty Coin Products LLC
Acquiree:	Mountain Coin Machine Distributors, Inc.

3753 South State Street, Salt Lake City, UT 84115-4812
www.mountaincoin.com
P: 801.262.5493

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	8/8/14

Myriad Genetics Inc.

COMPANY INFO

Myriad Genetics Inc., a molecular diagnostic company, focuses on the development and marketing of predictive, personalized, and prognostic medicine tests in the United States and internationally.

Principal:	Peter Meldrum
CFO:	R. Riggsbee
Year Founded:	1991
Industry:	Biotechnology
Acquirer:	Myriad Genetics Inc. (NasdaqGS:MYGN)
Acquiree:	Crescendo Bioscience, Inc.

320 Wakara Way, Salt Lake City, UT 84108
www.myriad.com
P: 801.584.3600

TRANSACTION DETAILS

Amount:	$ 270,000,000
Date:	2/4/14

OUTSIDE PROFESSIONALS

Law Firm:	Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C.
Other Advisor:	JP Morgan Securities LLC

Nightingale, Inc.

Nightingale, Inc.

COMPANY INFO

Nightingale, Inc. is a blank check company.

Principal:	William Grilz
CFO:	William Grilz
Year Founded:	1987
Industry:	Asset Management and Custody Banks
Acquirer:	Cytograft Tissue Engineering, Inc.
Acquiree:	Nightingale, Inc.

1661 Lakeview Circle, Ogden, UT 84403
P: 801.399.3632

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/12/14

NLU Products LLC dba BodyGuardz

COMPANY INFO

NLU Products LLC dba BodyGuardz provides mobile device protection products worldwide. It offers clear skins/full-body films, hand-held screen protectors in various film types, ear buds, cases, and custom-cut protectors.

Principal:	Kirk Feller, CEO
CFO:	April Feller, CFO
Year Founded:	2002
Industry:	Mobil Device Protection Technology
Acquirer:	NLU Products LLC, dba BodyGaurdz
Acquiree:	CruxCase, LLC

2600 West Executive Parkway, Ste 140, Lehi, UT 84043
www.bodyguardz.com
P: 801.495.3514

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/27/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

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Oakridge Global Energy Solutions, Inc.

COMPANY INFO

Oakridge Global Energy Solutions, Inc., a development stage company, provides energy storage solutions in the United States.

Principal:	Stephen Barber
CFO:	Stephen Barber
Industry:	Electrical Components and Equipment
Acquirer:	Oakridge Global Energy Solutions, Inc. (OTCPK:OGES)
Acquiree:	Leclanche SA (SWX:LECN)

3046 East Brighton Place, Salt Lake City, UT 84121
www.oakridgemicro.com
P: 801.201.7635

TRANSACTION DETAILS

Amount:	$ 47,190,000
Date:	12/11/14

Once Was, LLC

COMPANY INFO

Acquirer:	American Crafts, L.C.
Acquiree:	We R, LLC

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/18/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

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OnRamp Trailer Services, LLC

COMPANY INFO

OnRamp Trailer Services, LLC is an equipment leasing, sales, and parts and service company.

Principal:	Travis ("TJ") Johnson, President
Year Founded:	2010
Industry:	Trading Companies and Distributors
Acquirer:	Prime Trailer
Acquiree:	OnRamp Trailer Services, LLC

5510 West Lampert Lane (2305 South), West Valley City, UT 84120
www.onramptrailer.com
P: 801.978.7944

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/1/14

OrthoPro, LLC

COMPANY INFO

OrthoPro, LLC manufactures surgical products for the foot and ankle market in the United States.

Principal:	Dustin Leavitt, President
Year Founded:	2003
Industry:	Healthcare Equipment
Acquirer:	Wright Medical Group Inc. (NasdaqGS:WMGI)
Acquiree:	OrthoPro, LLC

3939 South Wasatch Boulevard, Suite 19, Salt Lake City, UT 84124
www.orthoprollc.com
P: 866.746.0208

TRANSACTION DETAILS

Amount:	$ 36,000,000
Date:	1/30/14

OUTSIDE PROFESSIONALS

Law Firm:	Mitchell Barlow & Mansfield, P.C.

Parlant Technology, Inc. dba ParentLink

COMPANY INFO

Parlant Technology, Inc. dba ParentLink provides mobile applications for K-12 school districts.

Principal:	John Graff, President
CFO:	Glen Evans, Controller
Year Founded:	1989
Industry:	Application Software
Acquirer:	Blackboard Inc.
Acquiree:	ParentLink

180 North University Avenue, Suite 500, Provo, UT 84601
www.parentlink.com
P: 801.373.9669

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/13/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

Park City Mountain Resort

COMPANY INFO

Park City Mountain Resort operates as a ski resort.

Industry:	Hotels, Resorts and Cruise Lines
Acquirer:	VR CPC Holdings, Inc.
Acquiree:	Park City Mountain Resort

1345 Lowell Avenue, Park City, UT 84060
www.parkcitymountain.com
P: 435.649.8111

TRANSACTION DETAILS

Amount:	$ 182,500,000
Date:	9/11/14

Piracle, Inc.

COMPANY INFO

Piracle, Inc. provides payment management tools.

Principal:	John Bechard
CFO:	Kandice Lambert
Year Founded:	1991
Industry:	Application Software
Acquirer:	AvidXchange, Inc.
Acquiree:	Piracle, Inc.

6415 South 3000 East, Suite 150, Murray, UT 84121
www.piracle.com
P: 801.322.5222

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/20/14

Plandaí Biotechnology, Inc.

COMPANY INFO

Plandaí Biotechnology, Inc. focuses on the production of proprietary botanical extracts for the nutriceutical and pharmaceutical industries.

Principal:	Roger Duffield
CFO:	Roger Duffield
Industry:	Biotechnology
Acquirer:	Plandaí Biotechnology, Inc. (OTCPK:PLPL)
Acquiree:	Diego Pellicer Brand 18% interest in Dunn Roman and an additional 10% interest in Green Gold

1451 North 200 East, Suite 130C, Logan, UT 98102
www.plandaibiotech.com
P: 801.209.1227

TRANSACTION DETAILS

Amount:	$ 50,000
Date:	1/16/14

TRANSACTION DETAILS

Amount:	$ 1,450,000
Date:	3/7/14

Pluralsight LLC

COMPANY INFO

Pluralsight LLC publishes online training courses for software developers, information technology specialists, and creative artists.

Principal:	Aaron Skonnard, President, CEO
CFO:	Greg Woodward
Year Founded:	2004
Industry:	Internet Software and Services
Acquirer:	Pluralsight LLC
Acquiree:	Code School PL Studios, Inc. Smarterer, Inc.

180 North Union Avenue, Suite 200, Farmington, UT 84025
www.pluralsight.com
P: 801.784.9007

OUTSIDE PROFESSIONALS

Law Firm:	Parr Brown Gee & Loveless
Accounting:	PricewaterhouseCoopers LLP

TRANSACTION DETAILS

Amount:	$ 45,000,000
Date:	4/9/14

TRANSACTION DETAILS

Amount:	$ 36,000,000
Date:	11/1/14

TRANSACTION DETAILS

Amount:	$ 75,000,000
Date:	11/19/14

PMI Construction Group

COMPANY INFO

Principal:	Yongming Liu
CFO:	Yongming Liu
Industry:	Real Estate Development
Acquirer:	Wen Zhiguang, Lona Liu and Eddy Kok
Acquiree:	PMI Construction Group (OTCPK:PMIG)

539 East Blackhawk Lane, Alpine, UT 84004
P: 801.796.2595

PMI Construction Group

TRANSACTION DETAILS

Amount:	$ 400,000
Date:	8/21/14

OUTSIDE PROFESSIONALS

Law Firm:	Frascona Joiner Goodman & Greenstein PC
Other Advisor:	Fullsino Investments Limited
Investor(s):	Wen Zhiguang, Lona Liu and Eddy Kok

Pool Cover Specialist National, Inc.

COMPANY INFO

Pool Cover Specialist National, Inc. designs and manufactures automatic swimming pool covers for customers in North America and internationally.

Year Founded:	1984
Industry:	Leisure Products
Acquirer:	Latham Pool Products, Inc.
Acquiree:	Pool Cover Specialist National, Inc.

8553 South 2940 West, West Jordan, UT 84088
www.poolcovers.com
P: 801.255.6124

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/2/14

OUTSIDE PROFESSIONALS

Accounting:	WSRP
Other Advisors:	Eide Bailly LLP

Power Innovations International, Inc.

COMPANY INFO

Started in 1997, Power Innovations International, Inc. is a technology company that is pioneering a set of new solutions to generate, store, and manage AC power. The company is progressing through strategically planned steps to provide the best solutions for power management, new solutions for power storage, and ultimately green energy technologies for power generation and re-generation.

Principal:	Robert Mount, President & CEO
Year Founded:	1997
Industry:	Technology
Acquirer:	Lite-On Technology USA, Inc.
Acquiree:	Power Innovations International, Inc.

1305 South 630 East, American Fork, UT 84003
P: 801.785.4123

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/8/14

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP

Prime Trailer Leasing

COMPANY INFO

Supply dependable and reliable over-the-road, cartage and storage trailers to augment the customers' existing fleets of semi-trailers.

Principal:	Wes Gardner
Year Founded:	1983
Industry:	Rental, Leasing, Sales, Parts, and Service for Trailers
Acquirer:	Prime Trailer Leasing
Acquiree:	OnRamp Trailer Services, LLC

5510 West Lampart Lane, SLC, UT 84120
www.primetrailerleasing.com
P: 801.657.3495

TRANSACTION DETAILS

Amount:	Not Disclosed

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

Prodigy Engineering

COMPANY INFO

Prodigy Engineering, an automotive development partnering company, designs, prototypes, and manufactures hybrid vehicles and electric vehicles.

Principal:	John Weber
CFO:	Richard (Dick) Clayton
Industry:	Automobile Manufacturers
Acquirer:	VIA Motors Inc.
Acquiree:	Prodigy Engineering

165 South Mountain Way Drive, Orem, UT 84058
www.prodigyengineering.com
P: 801.798.5353

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/19/14

Profire Energy, Inc.

COMPANY INFO

Profire Energy, Inc. designs, assembles, installs, sells, and services oilfield combustion management technologies and related products for the oil and gas industry.

Principal:	Brenton Hatch
CFO:	Andrew Limpert
Industry:	Oil and Gas Equipment and Services
Acquirer:	Profire Energy, Inc. (NasdaqCM:PFIE)
Acquiree:	VIM Injection Management, Inc.

321 South, 1250 West, Suite 1, Lindon, UT 84042
www.profireenergy.com
P: 801.796.5127

TRANSACTION DETAILS

Amount:	$ 1,610,000
Date:	11/18/14

OUTSIDE PROFESSIONALS

Law Firm:	Lawson Lundell LLP
Other Advisors:	Eide Bailly LLP

Progressive Finance Holdings, LLC

COMPANY INFO

Progressive Finance Holdings, LLC. provides no credit needed lease purchase options for retail stores and merchants in the United States.

Principal:	John Robinson, CEO
Industry:	Specialized Finance
Acquirer:	Aaron's, Inc. (NYSE:AAN)
Acquiree:	Progressive Finance Holdings, LLC

11629 South 700 East, Draper, UT 84020
www.progfinance.com
P: 801.316.6777

TRANSACTION DETAILS

Amount:	$ 700,000,000
Date:	4/15/14

Protel Inc.

COMPANY INFO

Protel Inc. distributes phone systems, and structured cabling and network solutions for businesses.

Year Founded:	1984
Industry:	Technology Distributors
Acquirer:	Integra Telecom, Inc.
Acquiree:	Protel Inc.

1336 South 1100 East, Salt Lake City, UT 84105
www.protelnetworks.com
P: 801.485.1107

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/11/14

Pugs, Inc.

COMPANY INFO

Pugs, Inc. provides apparel products and accessories.

Year Founded:	1984
Industry:	Apparel, Accessories and Luxury Goods
Acquirer:	Pugs Holdings, LLC
Acquiree:	Pugs, Inc.

215 North 1800 West, Lindon, UT 84042
www.pugsgear.com
P: 801.785.8801

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/27/14

Purch.com

COMPANY INFO

Purch provides digital content and services.

Principal:	Gregory Mason
CFO:	Randall Bambrough
Year Founded:	2003
Industry:	Internet Software and Services
Acquirer:	Purch
Acquiree:	BuyerZone.com, LLC AnandTech, Inc.

251 20th Street, 2nd Floor, Ogden, UT 84401
www.purch.com
P: 801.917.8101

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/22/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/17/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

Rastar, Inc.

COMPANY INFO

Rastar, Inc. provides digital print communications and services for brands in healthcare, automotive, franchise, education, and social expressions.

Year Founded:	1992
Industry:	Commercial Printing
Acquirer:	Digibell, Inc.
Acquiree:	Rastar, Inc.

1152 West 2240 South, Salt Lake City, UT 84119
www.rastar.com
P: 801.973.6720

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/11/14

RedTree Inc.

RedTree Inc.

COMPANY INFO

RedTree Inc., a business training company, provides consulting, change management, coaching, team-building, and training services to help companies to engage their employees and deliver on their strategy.

Year Founded:	1990
Industry:	Human Resource and Employment Services
Acquirer:	Franklin Covey Co. (NYSE:FC)
Acquiree:	RedTree Inc.

820 North 1480 East, Orem, UT 84097
www.redtreeleadership.com
P: 801.655.0200

TRANSACTION DETAILS

Amount:	$ 462,000
Date:	6/9/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

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Republic Mortgage Home Loans, LLC

Republic Mortgage Home Loans, LLC

COMPANY INFO

Republic Mortgage Home Loans, LLC operates as a mortgage company in the Western United States.

Principal:	L. Leishman
CFO:	Mathew Brumble
Year Founded:	1983
Industry:	Thrifts and Mortgage Finance
Acquirer:	Academy Mortgage Corporation
Acquiree:	Republic Mortgage Home Loans, LLC

5241 South State Street, Suite 2, Murray, UT 84107
www.republic-mortgage.com
P: 801.288.9400

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/11/14

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP

EideBailly

RFP Depot, LLC (Bidsync)

BIDSYNC

COMPANY INFO

RFP Depot, LLC, doing business as Bidsync, provides software-as-a-service (SaaS) electronic bid notification and e-procurement solutions to public agencies.

Principal:	Sabrina Stover
CFO:	Tom Warr
Year Founded:	1999
Industry:	Internet Software and Services
Acquirer:	Periscope Holdings, Inc.
Acquiree:	RFP Depot, LLC

629 East Quality Drive, Suite 101, American Fork, UT 84003
www.bidsync.com
P: 801.765.9245

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/10/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

TANNER

Richfield Oil & Gas Company

COMPANY INFO

Richfield Oil & Gas Company, an independent oil and gas exploration and production company.

CFO:	Glenn MacNeil
Year Founded:	2008
Industry:	Oil and Gas Exploration and Production
Acquirer:	Stratex Oil & Gas Holdings, Inc. (OTCPK:STTX)
Acquiree:	Richfield Oil & Gas Company

175 South Main Street, Suite 900, Salt Lake City, UT 84111
www.richfieldoilandgas.com
P: 801.519.8500

TRANSACTION DETAILS

Amount:	$ 18,100,000
Date:	5/7/14

Rock West Composites, Inc.

COMPANY INFO

Rock West Composites, Inc. designs, engineers, and manufactures composite products.

Principal:	James Gormican
Year Founded:	2009
Industry:	Diversified Metals and Mining
Acquirer:	Rock West Composites, Inc.
Acquiree:	Rock West Racing, LLC

3392 West 8600 South, Unit A, West Jordan, UT 84088
www.rockwestcomposites.com
P: 801.566.3402

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/14/14

Royal Street Corporation

COMPANY INFO

Principal:	Lessing Stern
CFO:	Debra Cole
Year Founded:	1980
Industry:	Resorts / Hotels
Acquirer:	Deer Valley Resort Company LP (Royal Street Corporation)
Acquiree:	Solitude Ski Corporation

7620 Royal Street, Park City, UT 84060
www.skisolitude.com
P: 435.655.9631

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/3/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

Savage Industries, Inc.

COMPANY INFO

Savage Industries, Inc. develops, provides, and operates materials management systems, transportation systems, and facilities.

Principal:	Allen Allexander
CFO:	Curtis Dowd
Year Founded:	1946
Industry:	Construction and Engineering
Acquirer:	Savage Industries, Inc.
Acquiree:	Trans Dynamics, Inc.

901 West Legacy Center Way, Midvale, UT 84047
www.savageservices.com
P: 801.944.6600

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/20/14

OUTSIDE PROFESSIONALS

Other Advisors:	Eide Bailly LLP

Sears Oil and Gas Corporation

Sears Oil and Gas Corporation

COMPANY INFO

Principal:	Mark Scharmann
Year Founded:	2005
Industry:	Asset Management and Custody Banks
Acquirer:	Garrison Capital Inc. (NasdaqGS:GARS); Garrison Capital Advisers LLC
Acquiree:	Sears Oil and Gas Corporation (OTCPK:SRSG)

1661 Lakeview Circle, Ogden, UT 84403
P: 801.399.3632

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/31/14

SecureAlert, Inc

SECUREALERT

COMPANY INFO

SecureAlert, Inc., together with its subsidiaries, markets and deploys offender management programs, combining patented global positioning system tracking technologies, intervention-based monitoring capabilities, and case management services.

CFO:	John Merrill
Industry:	Electronic Equipment and Instruments
Acquirer:	SecureAlert, Inc (OTCPK:SCRA)
Acquiree:	Emerge Monitoring, Inc. GPS Global Tracking and Surveillance System Ltd. G2 Research Ltd.

405 South Main Street, Suite 700, Salt Lake City, UT 84111
www.securealert.com
P: 801.451.6141

OUTSIDE PROFESSIONALS

Law Firm:	Durham Jones & Pinegar; Michael Hunter & Partners
Other Advisors:	Eide Bailly LLP

TRANSACTION DETAILS

Amount:	$ 9,510,000
Date:	5/28/14

TRANSACTION DETAILS

Amount:	$ 7,810,000
Date:	3/18/14

TRANSACTION DETAILS

Amount:	$ 4,050,000
Date:	12/1/14

SEP—Cisco Dome, LLC

SEP—Cisco Dome, LLC

COMPANY INFO

SEP—Cisco Dome, LLC owns and operates oil and gas wells.

Industry:	Oil and Gas Exploration and Production
Acquirer:	Rose Petroleum (Utah) LLC
Acquiree:	SEP—Cisco Dome, LLC

1245 Brickyard Road, Suite 210, Salt Lake City, UT 84106

TRANSACTION DETAILS

Amount:	$ 1,500,000
Date:	10/10/14

Simply Mac, Inc.

COMPANY INFO

Simply Mac, Inc. owns and operates Apple retail stores in Utah and Wyoming.

Principal:	Steve Bain, President
CFO:	Kent Forsgren
Year Founded:	2006
Industry:	Computer and Electronics Retail
Acquirer:	Simply Mac, Inc.
Acquiree:	MacAuthority PeachMac Digital, Inc.

3939 South Wasatch Boulevard, Suite 1, Salt Lake City, UT 84124
www.simplymac.com
P: 801.308.1400

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Other Advisors:	Eide Bailly LLP

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/25/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/14/14

Sims Metal Management Limited

COMPANY INFO

Sims Metal Management Limited comprises a shredder facility and a feeder yard in Salt Lake City and Orem, Utah.

Industry:	Environmental and Facilities Services
Acquirer:	Western Metals Recycling LLC
Acquiree:	Sims Metal Management Limited, Utah Recycling Facilities

3260 West 500 South, Salt Lake City, UT 84104
www.simsmm.com
P: 801.954.8888

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/19/14

SNFC Subsidiary, LLC

SNFC
Subsidiary, LLC

COMPANY INFO

Acquirer:	SNFC Subsidiary, LLC
Acquiree:	American Funeral Financial, LLC

TRANSACTION DETAILS

Amount:	$ 3,000,000
Date:	6/13/14

OUTSIDE PROFESSIONALS

Law Firm:	Mackey Price & Mecham
Other Advisors:	Eide Bailly LLP

Space Monkey, Inc.

COMPANY INFO

Space Monkey, Inc. offers cloud storage service.

Year Founded:	2011
Industry:	Data Processing and Outsourced Services
Acquirer:	APX Group Holdings, Inc.
Acquiree:	Space Monkey, Inc.

7707 Main Street, Midvale, UT 84047
www.spacemonkey.com

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	9/10/14

Spark Solutions Group, LLC

COMPANY INFO

Spark Solutions Group, LLC operates as a distributor of point-of-sale solutions for restaurants.

Year Founded:	1974
Industry:	Technology Distributors
Acquirer:	Spark Solutions Group, LLC
Acquiree:	MICROS Boise and MICROS Spokane

165 West 2950 Street, Salt Lake City, UT 84115
www.sparksolutionsgroup.com
P: 800.338.9319

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/22/14

Spring Communications Holding, Inc.

COMPANY INFO

Spring Communications, Inc. retails wireless solutions in the United States.

Principal:	Jason Ellis, President
Year Founded:	2001
Industry:	Computer and Electronics Retail
Acquirer:	Spring Communications Holding, Inc.
Acquirees:	CW Sales, Inc. DBA Cellular Communications Motivation Trends, Inc. Wireless Etca, Inc. Wireless byGeorge LLC Clear Choice Wireless, Inc. Phones to Own Southwest, Inc. MTPCS, LLC Beyond Wireless, Inc. Cellular Center of Willowbrook, Inc. & Cellular Center of Lockport, Inc. Cellstar, Inc. DBA Cellstar Wireless All Wireless, Inc. Mobile King, LLC National Telecommunications of New Jersey, Inc. & National Telecomm of DE, LLC Mobile.Com Inc. In Touch Communications and Cellular Center Ga-al, Llc, 19 Stores Dynamic Corporate Holdings, Inc., 53 Retail Store Locations

3939 South Wasatch Boulevard, Suite 1, Salt Lake City, UT 84124
www.springmobile.com
P: 801.277.7777

OUTSIDE PROFESSIONALS

Law Firm:	Holland & Hart LLP
Other Advisors:	Eide Bailly LLP

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/9/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/13/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/11/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/6/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/28/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/30/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/15/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/15/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/30/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/31/14

Spring Communications Holding, Inc.

(CONTINUED)

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/30/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/31/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/5/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/23/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/16/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	10/6/14

Staheli Distributing, Inc.

COMPANY INFO

Staheli Distributing, Inc. supplies commercial janitorial and floor cleaners for businesses.

Year Founded:	1998
Industry:	Trading Companies and Distributors
Acquirer:	Brady Industries, LLC
Acquiree:	Staheli Distributing, Inc.

3146 East Deseret Drive, St George, UT 84790
www.stahelidistributing.com
P: 435.674.7993

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	9/4/14

Stake Center Locating, Inc.

COMPANY INFO

Stake Center Locating, Inc. provides utility locating services.

Year Founded:	1998
Industry:	Construction and Engineering
Acquirer:	S & N Communications, Inc.
Acquiree:	Stake Center Locating, Inc.

2920 West Directors Row, Salt Lake City, UT 84104
www.sctrl.com
P: 801.381.4825

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/25/14

Superhero Scramble, Inc.

COMPANY INFO

Superhero Scramble, Inc. (formerly WENR Corporation), a media company, provides cable television, HDTV, voice, and Internet services.

Year Founded:	1978
Industry:	Application Software
Acquirer:	Superhero Scramble, Inc. (OTCPK:WNRC)
Acquiree:	Superhero Scramble, LLC

17 West Main Street, PO Box 149, Green River, UT 84525
www.wenr.net
P: 435.709.8350

TRANSACTION DETAILS

Amount:	$ 132,000
Date:	8/12/14

Superior Drilling Products, Inc.

COMPANY INFO

Superior Drilling Products, Inc. manufactures and remanufactures polycrystalline diamond compact drill bits and drill string tools for the oil, natural gas, and mining services industries.

Principal:	G. Meier
CFO:	Christopher Cashion
Year Founded:	1999
Industry:	Oil and Gas Equipment and Services
Acquirer:	Superior Drilling Products, Inc. (AMEX:SDPI)
Acquiree:	Hard Rock Solutions, LLC

1586 South 1700 East, Vernal, UT 84078
www.sdpi.com
P: 435.789.0594

TRANSACTION DETAILS

Amount:	$ 25,000,000
Date:	2/27/14

Sustainable Power Group, LLC

COMPANY INFO

Sustainable Power Group, LLC develops, owns, and operates electrical generation systems in the United States and Canada.

Principal:	Ryan Creamer
CFO:	Jigar Shah
Industry:	Renewable Electricity
Acquirer:	Sustainable Power Group, LLC
Acquiree:	Silverado Power LLC Bosch Solar Energy AG Hecate Energy LLC

2749 East Parley's Way, Suite 310, Salt Lake City, UT 84109
www.spower.com
P: 801.679.3500

OUTSIDE PROFESSIONALS

Law Firm:	Akin Gump Strauss Hauer Feld LLP

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/24/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/30/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/2/14

TAB Bank, Inc.

COMPANY INFO

TAB Bank, Inc. provides working capital, equipment financing, and deposit products for small-and medium-sized commercial businesses in the United States.

CFO:	Boyd Hunter
Year Founded:	1998
Industry:	Diversified Banks
Acquirer:	TAB Bank, Inc.
Acquiree:	Anchor Funding Services, LLC (Flexshopper)

4185 Harrison Boulevard, Suite 200, Ogden, UT 84403
www.tabbank.com
P: 801.624.4800

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/31/14

TecCon, Inc.

COMPANY INFO

TecCon, Inc. offers information technology consulting, equipment, and services.

Year Founded:	1988
Industry:	IT Consulting and Other Services
Acquirer:	Xtelesis Corporation
Acquiree:	TecCon, Inc.

2540 East Bengal Boulevard, Suite 100, Salt Lake City, UT 84121
www.teccon.net
P: 801.993.1460

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/27/14

That Marketing Solution, Inc.

COMPANY INFO

That Marketing Solution, Inc., a development stage company, focuses on the production of products in the nutritional supplements industry.

Principal:	Louis Zant
CFO:	Darren Lopez
Year Founded:	2012
Industry:	Personal Products
Acquirer:	That Marketing Solution, Inc. (OTCBB:TSTS)
Acquiree:	AquaV Assets

4535 South 2300 East, Suite B, Salt Lake City, UT 84117
www.thatmarketingsolution.com
P: 866.731.8882

TRANSACTION DETAILS

Amount:	$ 160,000
Date:	12/4/14

The Leverich Group Inc.

COMPANY INFO

The Leverich Group Inc. provides certified public accountant and management consulting services to construction, healthcare, not-for-profit, real estate, transportation, and family owned businesses in the western United States.

Year Founded:	1977
Industry:	Research and Consulting Services
Acquirer:	Gallina LLP
Acquiree:	The Leverich Group Inc.

6891 South 700 West, Suite 100, Midvale, UT 84047
www.leverich.com
P: 801.364.4949

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/17/14

TheraDoc, Inc.

COMPANY INFO

TheraDoc, Inc. develops and implements electronic surveillance systems for injury detection and prevention in real-time.

Year Founded:	1999
Industry:	Health Care Technology
Acquirer:	Premier Healthcare Solutions, Inc.
Acquiree:	TheraDoc, Inc.

257 East 200 South, Suite 600, Salt Lake City, UT 84111
www.theradoc.com
P: 801.415.4400

TRANSACTION DETAILS

Amount:	$ 117,000,000
Date:	8/5/14

OUTSIDE PROFESSIONALS

Law Firm:	Katten Muchin Rosenman LLP

Tower Arch Capital

COMPANY INFO

Tower Arch Capital is a private equity firm specializing in recapitalizations, management-led buyouts, and corporate divestures in the lower middle market.

Year Founded:	2013
Industry:	Asset Management and Custody Banks
Acquirer:	Tower Arch Capital
Acquiree:	Future Telecom, Inc.

13961 South Minuteman Drive, Suite 375, Draper, UT 84020
www.towerarch.com
P: 801.997.5808

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/29/14

TPUSA, Inc.

COMPANY INFO

TPUSA, Inc., doing business as Teleperformance U.S.A., Inc., provides call center services to the United States-based companies in various industries.

CFO:	Brad Hansen
Year Founded:	1993
Industry:	Office Services and Supplies
Acquirer:	TPUSA, Inc.
Acquiree:	Aegis Business Group, Inc.

6510 Millrock Drive, Suite 150, Holladay, UT 84121
www.teleperformance.com
P: 801.257.5800

TRANSACTION DETAILS

Amount:	$ 610,000,000
Date:	7/9/14

OUTSIDE PROFESSIONALS

Law Firm:	Paul Hastings LLP
Other Advisors:	Eide Bailly LLP

TrailOne, Inc.

TrailOne, Inc.

COMPANY INFO

TrailOne, Inc. produces and sells aluminum license plate frames for automobiles.

Year Founded:	2010
Industry:	Auto Parts and Equipment
Acquirer:	Citius Pharmaceuticals, Inc. (OTCPK:CTXR)
Acquiree:	TrailOne, Inc.

1844 South 3850 West #B, Salt Lake City, UT 84104
P: 877.259.2551

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	9/18/14

TrueNorthLogic, LLC

truenorthlogic

COMPANY INFO

TrueNorthLogic, LLC develops and implements Web-based K-12 education human capital management solutions.

Principal:	Jeanette Haren
Year Founded:	2000
Industry:	Application Software
Acquirer:	Weld North LLC
Acquiree:	TrueNorthLogic, LLC

8180 South 700 East, Suite 250, Sandy, UT 84070
www.truenorthlogic.com
P: 801.453.0136

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/6/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

TANNER

Twinlab Holdings, Inc.

TWINLAB

COMPANY INFO

Twinlab Holdings, Inc. provides natural and organic vitamins and nutrients.

Principal:	Tom Tolworthy
CFO:	Mark Jaggi
Year Founded:	2001
Industry:	Pharmaceuticals
Acquirer:	Twinlab Consolidated Holdings, Inc.
Acquiree:	IdeaSphere, Inc. Twinlab Holdings, Inc.

600 East Quality Drive, American Fork, UT 84003
www.twinlab.com
P: 801.763.0700

TRANSACTION DETAILS

Amount:	$ 8,000,000
Date:	9/4/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

TANNER

Uintah Engineering and Land Survey, LLC

COMPANY INFO

Uintah Engineering and Land Survey, LLC provides land surveying and civil engineering services for the oil and gas industries in the United States.

Principal:	Tracy Henline
CFO:	Tim Pierce
Year Founded:	1964
Industry:	Oil and Gas Equipment and Services
Acquirer:	Norwest Equity Partners
Acquiree:	UELS, LLC

85 South 200 East, Vernal, UT 84078
www.uintahgroup.com
P: 435.789.1017

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	9/9/14

OUTSIDE PROFESSIONALS

Law Firm:	Parr Brown Gee & Loveless
Other Advisor:	William Blair & Company, L.L.C.; Moelis & Company

Uranium One Inc.

COMPANY INFO

Metal Mining Exploration and Development Services.

CFO:	Kevin Samuelson
Year Founded:	2007
Acquirer:	Anfield Resource, Inc.
Acquiree:	Uraniam One Inc. assets

11850 South Highway 191, A5, Moab, UT 84532

TRANSACTION DETAILS

Amount:	Not Disclosed

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

UST, Corp.

COMPANY INFO

UST, Corp. manufactures and markets over-the-counter dietary supplements and homeopathic drug products.

Year Founded:	2001
Industry:	Personal Products
Acquirer:	Tregaron Capital Company
Acquiree:	UST, Corp.

855 North McCormick Way, Layton, UT 84041
www.ustcorp.net
P: 801.547.8052

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/14/14

Utah's 460 Acre Ski Area (Wolf Mountain)

COMPANY INFO

Utah's 460 Acre Ski Area (Wolf Mountain) provides skiing services and is spread over an area of approximately 460 acres.

Industry:	Leisure Facilities
Acquirer:	Private Investors
Acquiree:	Utah's 460 Acre Ski Area (Wolf Mountain)

Eden, UT

Utah's 460 Acre Ski Area (Wolf Mountain)

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/24/14

OUTSIDE PROFESSIONALS

Investor(s):	Local and European Investors

V3 Systems, Inc.

COMPANY INFO

V3 Systems, Inc. provides VDI architecture, software, and hybrid desktop-as-a-service solutions.

Principal:	Eric Lindstrom
CFO:	Catherine Voutaz
Year Founded:	2010
Industry:	Technology Hardware, Storage and Peripherals
Acquirer:	Sphere 3D Corporation (NasdaqGM:ANY)
Acquiree:	V3 Systems, Inc.

12159 South Business Park Drive, Suite 140, Salt Lake City, UT 84020
www.v3sys.com
P: 800.708.9896

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP Snell & Wilmer, LLP

DORSEY always ahead

TRANSACTION DETAILS

Amount:	$ 16,020,000
Date:	2/11/14

TRANSACTION DETAILS

Amount:	$ 9,700,000
Date:	3/21/14

VASA Fitness LLC

COMPANY INFO

VASA Fitness LLC owns and operates health clubs.

Year Founded:	1996
Industry:	Leisure Facilities
Acquirer:	Silver Oak Services Partners, LLC
Acquiree:	VASA Fitness LLC

1259 South 800 East, Orem, UT 84097
www.vasafitness.com
P: 801.426.8644

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	11/24/14

OUTSIDE PROFESSIONALS

Investor(s):	Silver Oaks Services Partners

Veridicus Health LLC

COMPANY INFO

Veridicus Health LLC provides pharmacy solutions.

Principal:	Douglas Burgoyne
Year Founded:	2009
Industry:	Healthcare Services
Acquirer:	Veridicus Health LLC
Acquiree:	GPS, LLC

19 East 200 South, Floor 10, Salt Lake City, UT 84111
www.veridicushealth.com
P: 801.503.3888

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	12/17/14

Vexxel Composites, LLC

COMPANY INFO

Vexxel Composites, LLC manufactures high-pressure composite cylinders for containment of compressed natural gas.

Year Founded:	2012
Industry:	Industrial Machinery
Acquirer:	Luxfer Gas Cylinders, Inc.
Acquiree:	Vexxel Composites, LLC

1080 North Main, Suite 2, Brigham City, UT 84302
P: 435.239.7426

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/24/14

Village Bancorp

COMPANY INFO

Village Bancorp is a locally owned and managed bank holding company which operates a wholly owned subsidiary, The Village Bank.

Acquirer:	Cache Valley Banking Company
Acquiree:	Village Bancorp (Saint George, UT)

St. George, UT
P: 435.674.5200

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	2/15/14

VitalSmarts, LC

COMPANY INFO

VitalSmarts, LC provides corporate training and organizational performance services.

Principal:	Andrew Shimberg
CFO:	Yan Wang
Year Founded:	1990
Industry:	Human Resource and Employment Services
Acquirer:	Miller Heiman, Inc.
Acquiree:	VitalSmarts, LC

282 River Bend Lane, Suite 100, Provo, UT 84604
www.vitalsmarts.com
P: 801.765.9600

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/2/14

OUTSIDE PROFESSIONALS

Accounting:	Tanner LLC

Vivint Solar, Inc.

COMPANY INFO

Vivint Solar, Inc. provides distributed solar energy to residential customers in Arizona, California, Hawaii, Maryland, Massachusetts, New Jersey, and New York.

Principal:	Gregory Butterfield
CFO:	Dana Russell
Year Founded:	2011
Industry:	Renewable Electricity
Acquirer:	Vivint Solar, Inc. (NYSE:VSLR)
Acquiree:	Solmetric Corporation

3301 N. Thanksgiving Way, Suite 500, Lehi, UT 84043
www.vivintsolar.com
P: 877.404.4129

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	1/23/14

OUTSIDE PROFESSIONALS

Law Firm:	Durham Jones & Pinegar
Other Advisors:	Eide Bailly LLP

Vutara, Inc.

COMPANY INFO

Vutara, Inc. develops and delivers a super-resolution microscope with 3D capabilities to the biological research market.

Principal:	Stan Kanarowski
Industry:	Life Sciences Tools and Services
Acquirer:	Bruker Corporation (NasdaqGS:BRKR)
Acquiree:	Vutara, Inc.

615 Arapeen Drive, Suite 304, Salt Lake City, UT 84108
www.vutara.com
P: 801.613.1145

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	7/28/14

Wasatch Advisors Inc.

COMPANY INFO

Wasatch Advisors Inc. is an employee owned investment manager.

Principal:	Jeffrey Cardon
CFO:	Michael Yeates
Year Founded:	1975
Industry:	Asset Management and Custody Banks
Acquirer:	Wasatch Advisors Inc.
Acquiree:	i-SENS, Inc. (KOSDAQ:A099190)

505 Wakara Way, 3rd Floor, Salt Lake City, UT 84108
www.wasatchfunds.com
P: 801.533.0777

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/28/14

We R, Inc.

COMPANY INFO

We R, Inc. designs, manufactures, and sells paper and sticker products to customers in the United States and internationally.

Principal:	Andrew Hiller
Year Founded:	2000
Industry:	Paper Products
Acquirer:	American Crafts, Inc.
Acquiree:	We R, Inc.

631 North 400 West, Salt Lake City, UT 84103
www.weronthenet.com
P: 801.539.5000

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/18/14

OUTSIDE PROFESSIONALS

Law Firm:	Dorsey & Whitney LLP

ClearOne, Inc.

COMPANY INFO

ClearOne, Inc. designs, develops, and sells conferencing, collaboration, streaming, and digital signage solutions for audio and visual communications in the United States and internationally.

Principal:	Zeynep Hakimoglu, CEO
CFO:	Narsi Narayanan
Year Founded:	1983
Industry:	Communications Equipment
Acquirer:	ClearOne, Inc. (NasdaqCM:CLRO)
Acquiree:	Sabine, Inc.

Edgewater Corporate Park South Tower,
5225 Wiley Post Way, Suite 500, Salt Lake City, UT 84116
www.clearone.com
P: 801.975.7200

TRANSACTION DETAILS

Amount:	$ 10,250,000
Date:	3/5/2014

OUTSIDE PROFESSIONALS

Law Firm:	Parsons Behle & Latimer

Wencor Group, LLC

COMPANY INFO

Wencor Group, LLC manufactures, repairs, and distributes aircraft parts for operators, repair stations, airlines, and manufacturers in the United States and internationally.

Principal:	Gregory Beason
Year Founded:	1955
Industry:	Aerospace and Defense
Acquirer:	Wencor Group, LLC XTRA Aerospace Inc.
Acquiree:	Warburg Pincus LLC Wencor Group, LLC

1625 North 1100 West, P.O. Box 514, Springville, UT 84663
www.wencor.com
P: 801.489.2000

OUTSIDE PROFESSIONALS

Law Firm:	Gibson, Dunn & Crutcher LLP
Accounting:	PricewaterhouseCoopers LLP
Other Advisors:	Harris Williams & Co.

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/9/14

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	5/21/14

Westcott Products Corporation

COMPANY INFO

Westcott Products Corporation owned and operated a home center in League City, Texas.

Year Founded:	1984
Industry:	Home Improvement Retail
Acquirer:	Dala Petroleum Corp. (OTCPK:DALP)
Acquiree:	Westcott Products Corporation

8867 South Capella Way, Sandy, UT 84093
P: 801.631.7969

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	6/3/14

OUTSIDE PROFESSIONALS

Law Firm:	Burningham & Burningham

Wexpro Company

COMPANY INFO

Wexpro Company engages in the exploration, development, and production of cost-of-service gas for Questar Gas, an utility affiliate.

Year Founded:	1976
Industry:	Oil and Gas Exploration and Production
Acquirer:	Wexpro Company
Acquiree:	Natural Gas-Producing Properties In Canyon Creek Unit Of Vermillion Basin

333 South State Street, Salt Lake City, UT 84111
www.questar.com/Wexpro
P: 801.324.2534

TRANSACTION DETAILS

Amount:	$ 52,500,000
Date:	12/19/14

Williamsen-Godwin Truck Body Company

COMPANY INFO

Williamsen-Godwin Truck Body Company, doing business as TescoWilliamsen, designs, fabricates, and manufactures specialty trailers, dump bodies, missile transporters, and pup trailers for military, aerospace, and government clients.

Principal:	Mike Bills
Year Founded:	1892
Industry:	Aerospace and Defense
Acquirer:	Godwin Manufacturing Company Inc.
Acquiree:	Williamsen-Godwin Truck Body Company

1925 West Indiana Avenue, Salt Lake City, UT 84101-3610
www.williamsenmfg.com
P: 801.973.9400

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	4/21/14

Wilson Electronics, LLC

COMPANY INFO

Wilson Electronics, LLC designs and manufactures cell phone signal boosters, antennas, cellular accessories, and related components that improve cellular communication in mobile, indoor, marine, and machine-to-machine applications in the United States and internationally.

Principal:	Robert Van Buskirk
CFO:	Simon Brewer
Year Founded:	2013
Industry:	Communications Equipment
Acquirer:	Wilson Electronics, LLC
Acquiree:	zBoost Inc.

3301 East Deseret Drive, St. George, UT 84790
www.wilsonelectronics.com
P: 435.673.5021

TRANSACTION DETAILS

Amount:	Not Disclosed
Date:	3/5/14

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SIGNAL PEAK
VENTURES
signalpeak.com

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