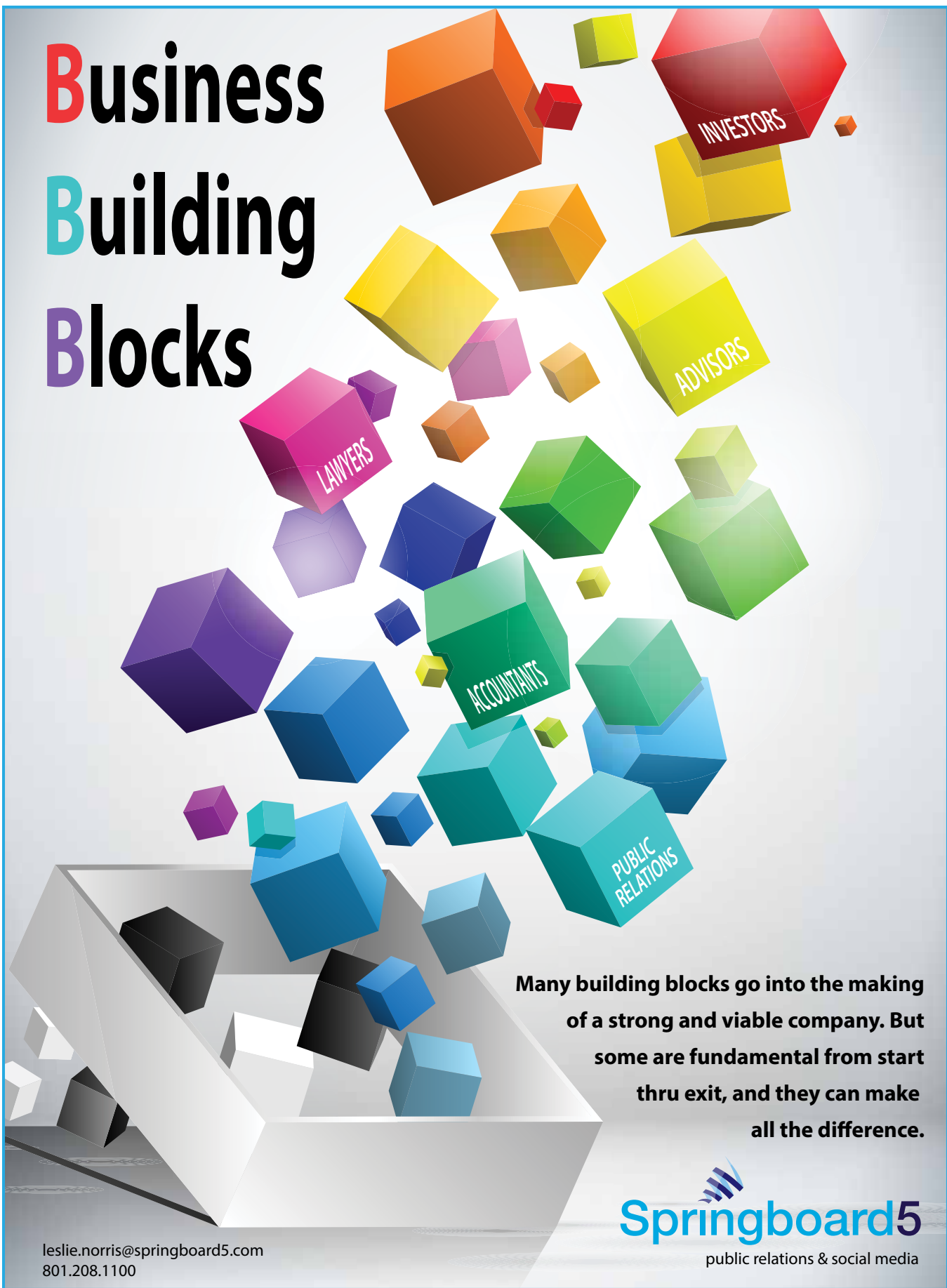


# MWCN 2013 Utah Deal Flow Report



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# INTRODUCTION

The MountainWest Capital Network is pleased to present the 2013 Deal Flow Report! The Deal Flow Report is Utah's only comprehensive publication tracking all financial transactions throughout the state during the calendar year. The information presented in this year's report was collected predominantly from the following methods:

- Direct calling/verification efforts of MWCN Deal Flow Committee Members to dealmakers, companies, service providers, and other media sources
- Electronic data gathering from various internet sites
- Review of all Form D's filed in Utah

This is the 19th year of the MountainWest Capital Network Deal Flow Report! Similar to previous years, this year's Report contains a wide range of deals, including public offerings, mergers and acquisitions, venture capital and private equity transactions, angel/seed investments, private placements, and other financings. The transactions reported are separated into the following three categories:

1. Public Offerings
2. Mergers and Acquisitions
3. Venture Capital / Private Equity / Angel Investments (not including transactions less than \$20,000)

We encourage you to continue to report your deals throughout the year by submitting online at [www.mwcn.org/deal-flow](http://www.mwcn.org/deal-flow) or contacting one of the Mountain West Capital Network Deal Flow Committee Members listed in this Report. By highlighting these transactions, our goal is to showcase our state's dynamic business environment and ultimately 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 to each of you! Also, we'd like to thank this year's sponsors, many of whom played a very active role in the Committee. Without each sponsor's support, the Deal Flow Report would not be possible! Lastly, we'd like to congratulate each of the companies and principals recognized in this year's Report. You are the ones who make Utah such a great state to do business!

Sincerely,



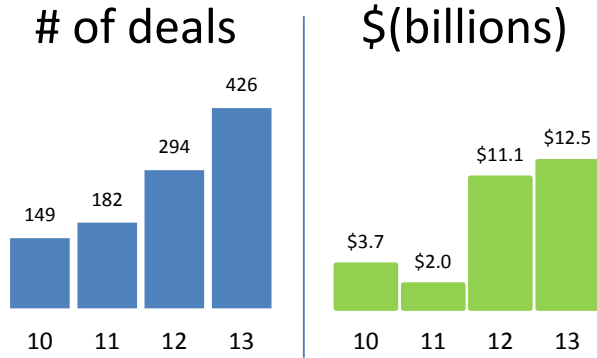
Drew Yergensen  
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Ryan Dent  
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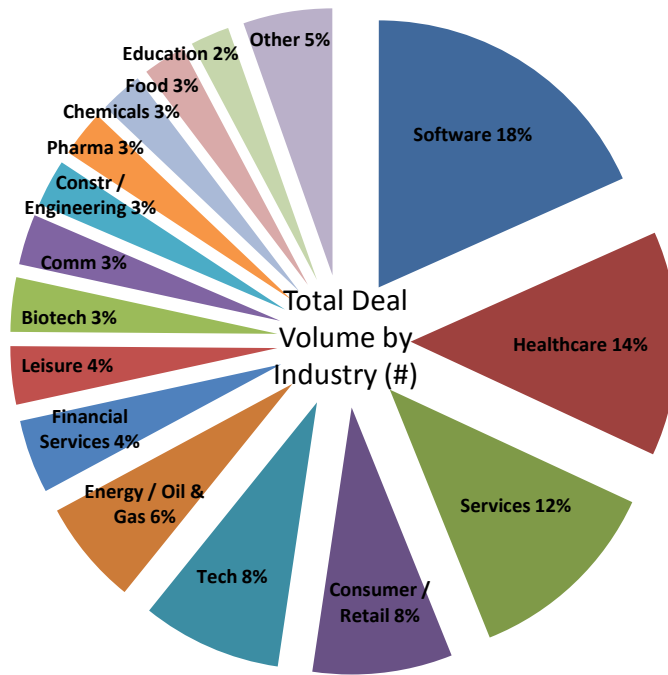
The information in this report has not been independently verified and should not be relied upon in any way. Furthermore, this is not a complete listing of all the deals in Utah, since many were confidential, not reported or had insufficient data for inclusion.

**Total deal flow ... trend continues upward**



Deal criteria consistent year over year, which excludes real estate, pure debt, transactions less than \$20,000, and direct capital provider fund raising

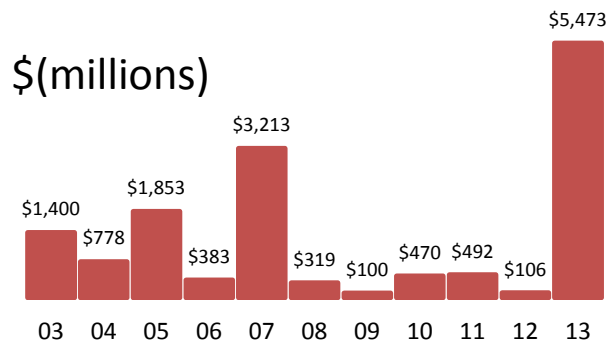
**Diverse industries ... software preserving lead**



Utah continues to showcase its depth and expertise in software applications, which is understated as healthcare specific software solutions were classified in healthcare. Similarly, some tech companies may have also been classified as software.

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

**Public markets ... markedly improving**

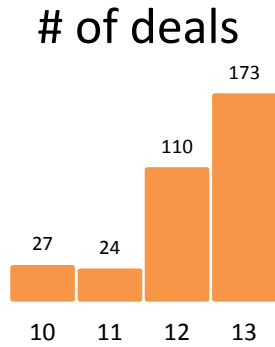


1 IPO, Control4

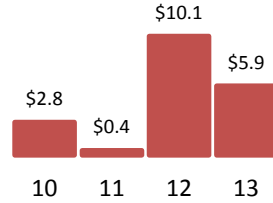
Healthy stock market valuations and performance adds to public market activity, S&P 500 up nearly 30% in 2013

The information in this report has not been independently verified and should not be relied upon in any way. Furthermore, this 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**













**\$(billions)**



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

Fewer large sized transactions mainly impacted dollar volume as top ten M&A transactions decreased from \$8.6B to \$5.5B year over year

**Top ten M&A transactions**

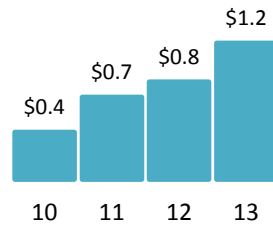
 HUNTSMAN	\$1.3B	 Canyon Fuel Company	\$423M
 ENERGY SOLUTIONS	\$1.2B	 CENTRAL REFRIGERATED SERVICE, INC.	\$225M
 NEWWAYS	\$750M	 UMIA	\$142M
 SOS Staffing	\$750M	 2GIG TECHNOLOGIES	\$135M
 BIOFIRE	\$450M	 FUSION-IO	\$119M

8 of 10 acquired by out-of-state entities, whereas 2 of 10 acquired out-of-state entities (Huntsman purchase of Rockwood, Fusion-io purchase of NexGen Storage)

**Private placement ... consistently up**







**\$(billions)**



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

**Top ten private placements**

 QUESTAR Gas	\$150M	 Progrexior	\$45M
 ANDROID TV	\$69M	 LIPOCINE	\$38M
 PRIMARY DATA	\$62.5M	 insidesales.com	\$35M
 DOMO	\$60M	 INGRAM MEDICAL	\$30M
 BIOFIRE	\$45M	 INSTRUMENT	\$30M

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



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Cheri Farnsworth, *MWCN Executive Director*

Christine Hagel, *Deal Flow Book Design & Layout* – Springboard5

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Jon Monk – Merrill Lynch

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Zak Nugent – Scalar Partners

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—Doug Turnquist, CEO of Thermimage, Inc.  
Winner-Dept. of Health/Human Services Phase I SBIR

### CONTACT US

[www.innovationutah.com/sbir/](http://www.innovationutah.com/sbir/)

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Sandy, Utah 84070

Miller Business Resource Center  
Salt Lake Community College

801.957.5249 or 801.957.5239  
[UtahSBIR-STTRCenter@utah.gov](mailto:UtahSBIR-STTRCenter@utah.gov)



## Scheduled Events - 2014

<b>Feb 20, 2014</b>	MWCN Entrepreneur of the Year, Little America America Hotel
<b>March 27, 2014</b>	MWCN Business Boot-camp, Little America
<b>April 17, 2014</b>	MWCN Business Forum, Strategic Sponsor CBIZ to Host.
<b>May 16, 2014</b>	MWCN Deal Flow Awards, Little America Hotel
<b>July 17, 2014</b>	MWCN Deal Makers Golf Tournament, Thanksgiving Point Golf Course
<b>Aug 21, 2014</b>	MWCN/UTC/UVEF/WBI Joint Luncheon, Thanksgiving Point, Garden Room
<b>Sept 17, 2014</b>	Women Tech Awards, Grand America Hotel
<b>Oct 21, 2014</b>	Utah 100 Award Program, Grand America Hotel
<b>Nov 20, 2014</b>	MWCN Business Forum, Strategic Sponsor Eide Bailly to Host
<b>Dec 18, 2014</b>	MWCN Business Forum, Strategic Sponsor Key Bank to Host UT 100 Winner Highlight



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The MountainWest Capital Network welcomes all individuals and organizations with an interest in fostering business growth in Utah. If you are ready to develop relationships critical for raising capital, meeting business challenges and gaining a competitive advantage, join us today!

## As a member you will enjoy...

- The opportunity to develop vital business contacts through monthly luncheons.
- Participation in some of Utah's most exciting business recognition events, including Entrepreneur of the Year, Business Boot Camp, Deal Flow and the Utah 100 Awards.
- Access to important financial information through the Utah Deal Flow Report.

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Phone # \_\_\_\_\_ Fax # \_\_\_\_\_

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Company Description (25 words or less) \_\_\_\_\_

**Annual Membership:** \$15

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- 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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# Articles

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# 2013 MoneyTree Results

## Utah and National Venture Capital Investment Results

### 2013 National Results

Venture capitalists invested \$29.4 billion in 3,995 deals in 2013, an increase of 7 percent in dollars and a 4 percent increase in deals over the prior year, according to the MoneyTree Report by PricewaterhouseCoopers LLP and the National Venture Capital Association (NVCA), based on data from Thomson Reuters.

Internet-specific companies captured \$7.1 billion in 2013, marking the highest level of Internet investment since 2001. Additionally, annual investments into the Software industry also reached the highest level since 2000 with \$11.0 billion flowing into 1,523 deals in 2013. Dollars going into Software companies accounted for 37 percent of total venture capital invested in 2013, the highest percentage since the inception of the MoneyTree Report in 1995.

“Advances in technology continue to revolutionize how companies engage their customers on nearly every level and has changed the landscape of virtually every industry,” said Mark McCaffrey, global software leader and technology partner at PwC. “Consumers can see how innovation is changing their lives in the internet and software spaces and are eager to embrace technology at a faster and faster rate. Combined with the high ROI being driven by the success of recent IPOs and an active acquisition market, it is no surprise that more venture capital dollars are flowing into early stage software and internet companies.”

### Sector and Industry Summary

Ten of the 17 industry categories experienced increases in dollars invested for the year, a stark contrast to 2012 when only two of the 17 industry categories experienced increases. The most significant dollar increases were in Software, Biotechnology and Internet-specific companies. Industry sectors experiencing the largest percentage increases were: Networking & Equipment (111%), Financial Services (100%) and Business Products and Services (61%).

### Stage of Development

Seed stage, Early stage and Expansion stage companies all experienced increases in funding as compared to 2012. Later state companies had a slight decrease. First time financings increased 14% over 2012 and represented 17% of all invested dollars during 2013.

### 2013 Utah Results

The results for Utah in 2013 did not necessarily follow the national trend. In 2013, an overall decrease in the number of deals and total dollars invested in Utah was observed compared to 2012. Deal flow represented \$314.9 million across 34 deals, highlighting a 23 percent decrease in the number of deals. However, annual investment totals dipped less than two percent over the prior year. Aside from this decrease, the deal flow represents the second highest annual investment total in Utah since 2000 when venture capital investment totaled \$666.9 million.

Similar to the previous three years, the Software industry received the lion's share of investment dollars and comprised over 60% of total funding in Utah. The Medical Devices sector and Healthcare Services sectors were the next most significant sectors, rounding out the year at \$30 million and \$30.7 million respectively.

National and Utah data discussed in this article is primarily obtained from a quarterly survey of venture capital practitioners conducted by Thomson Reuters and is limited to what is reported. Information is augmented by other research techniques including other public and private sources. All data is subject to verification with the venture capital firms and/or the investee companies. Only professional independent venture capital firms, institutional venture capital groups, and recognized corporate venture capital groups are included in venture capital industry rankings. MoneyTree is not intended to be a complete representation of all venture capital or private equity funding. As I know from personal experience with many of my clients, private equity firms often prefer, or are required, to maintain deal data private.

For additional MoneyTree data, including full results, please visit [www.pwcmoneytree.com](http://www.pwcmoneytree.com) or contact me at [ryan.j.dent@us.pwc.com](mailto:ryan.j.dent@us.pwc.com).

### Ryan J. Dent, CPA

Ryan is a partner in PwC's assurance practice with a focus on the financial services sector. He has consulted with and supervised audit engagements of public and privately owned companies for 14 years. Ryan is currently leading PwC's financial services audit practice in Salt Lake City, providing services primarily to asset management and banking clients throughout Utah and the western United States.



# Merger & Acquisition Market Outlook

For buyers and sellers of businesses, many factors impact the success of a transaction. For both sides, there may be transaction-related issues such as buyer and seller motives, cultural fit and value added via synergies. Furthermore, these issues are often evaluated within the context of current market conditions, including the level of economic activity, availability of capital, tax laws and legislative/regulatory environments. While transaction-related issues are typically specific to each deal, market conditions affect nearly all transactions. This article evaluates current and forecasted market conditions through 2014 to develop an outlook on the U.S. merger and acquisition ("M&A") market.

## Year in Review - 2013

When the results are tallied, the total M&A transaction volume is expected to be lower than prior year levels. At the beginning of 2013, deal activity was slow in both Q1 and Q2 due to record-breaking deal volume near the end of 2012 as dealmakers pushed to close transactions before tax rates increased in 2013. As a result, many buyers were still preoccupied with managing their latest acquisitions while active investors were left with a limited supply of high-quality, high-growth companies. During 3Q 2013, M&A activity rebounded as both strategic and financial buyers began refilling their pipelines. According to Thomson Reuters, middle market M&A transactions (<\$500mm) in the Q3 2013 increased 17 percent over Q2. It is anticipated that further gains in deal activity will be reported for Q4 2013. Still, the recent spur in activity will not be enough to offset the year's slow start, and it is expected that the total deal volume will be lower than 2012.

## Outlook for 2014

With deal activity gaining momentum in the last half of 2013, companies and investors are optimistic. An improving economy, favorable capital markets and growing appetites from both strategic and financial buyers present compelling evidence for an active M&A market in 2014.

**Economic Conditions:** As the housing market improves, consumer confidence builds, and capital spending rises, we will continue to see the domestic economy strengthen. Concerns related to the fiscal cliff and changing tax laws appear to be behind us. As a result, companies and investors should be more comfortable pursuing a strategy of growth via acquisition.

**Capital Markets:** Strong capital markets will also help sustain growth in the overall M&A market. Some equity market participants are worried that the current bull market is aging fast and could soon end. However, the equity markets likely have room to expand and credit financing remains relatively cheap and widely available. With the Fed announcing its intention to begin tapering its bond purchasing stimulus program in 2014, rates are expected to move modestly higher, but likely not enough to offset the improving market conditions and heightened optimism.

**Strategic Buyers:** Corporate cash reserves remain at or near record highs and many companies have considerable liquidity to pursue acquisitions. Non-financial members of the S&P 500 held an aggregate of over \$1.2 trillion in cash reserves as of Q2 2013, according to Capital IQ. Companies looking to post growth rates beyond market levels will require M&A to achieve their corporate goals.

**Financial Buyers:** Financial buyers, such as private equity groups, are facing pressure to deploy vast sums of "dry powder" (unspent capital provided by investors) before investment periods expire. According to Pitchbook, financial buyers had \$328 billion in dry powder as of Q2 2013. As a result, these buyers are actively looking to acquire new companies as both stand-alone investments, called platform acquisitions, and as add-on acquisitions that will complement current portfolio holdings.

The 2014 M&A market will likely experience a strong rebound from 2013 as conditions remain favorable to support future deal making. According to a recent survey conducted by Mergers & Acquisitions, 71 percent of respondents believe 2014 will be a better year for middle market M&A than 2013.

Please contact us if we can answer any questions about your business transactions.

## John A. Waldock

Senior Manager  
jwaldock@eidebailly.com

John has more than 13 years of experience providing mergers, acquisitions, divestitures and other strategic transaction services. He works with a variety of public and private company clients. He has provided a full range on investment banking services and participated in over \$2.3 billion of M&A activity. He frequently presents and advises companies on M&A and public equity offerings. Eide Bailly is a Top 25 CPA firm in the nation with 22 offices in 10 states serving more than 49,000 clients. Eide Bailly is Utah's first regional CPA firm with offices in Salt Lake City and Ogden. To find out more, visit [www.eidebailly.com](http://www.eidebailly.com)



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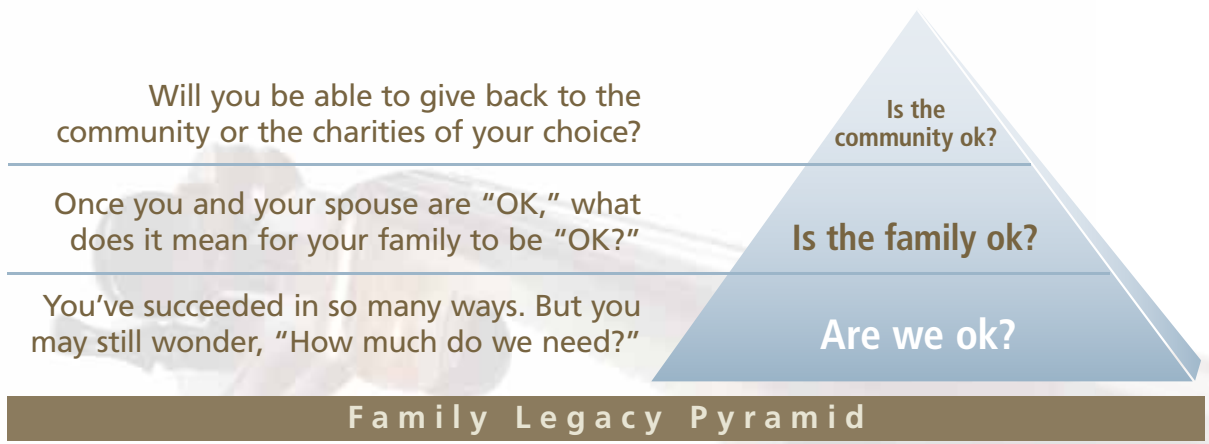


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# Tangible Property

## Capture Tax Opportunities Within the Final Tangible Property Regulations

**The largest change in tax law for businesses since the re-vamp of the Internal Revenue Code in 1986 could signal potential tax savings, but taking advantage of the changes promises to be challenging.**

Finalized rules for the tangible property regulations (TRPs) were released in September 2013 and bring significant changes to tangible property write-offs. The extent of the changes makes the new TRPs especially complex. Businesses will have to examine their expenditures for materials and supplies, repairs and maintenance and asset purchases and the depreciation of those expenditures in order to comply with regulations. Internal processes and annual tax return elections will also have to be considered.

The final TRPs take effect for tax years beginning on or after January 1, 2014, but businesses can retroactively adopt TPR changes for the 2012 and 2013 tax years. If they are more beneficial, businesses can adopt the 2011 temporary TPRs related to asset dispositions that can be adopted for 2012, 2013, or 2014. Businesses have many options to consider and may pick and choose which provisions, if any, they want to implement in the 2012 and 2013 tax years.

### Tax deduction opportunities

Businesses may be able to deduct greater amounts for repairs, materials and supplies, routine maintenance, small asset purchases, and for smaller taxpayers, maintenance on buildings. The net tax value of certain previously capitalized improvement costs potentially can be written off as well, including:

- Roof or land improvement costs if a roof improvement or paving was subsequently made;
- Manufacturer or franchisor-required refreshments;
- Leasehold improvements or portions of leasehold improvements; and
- Improvements that are now considered deductible repairs under the new TPRs.

Accounting rules now dictate that “non-incidental” material and supplies should be inventoried at tax-year end and not expensed until first used or consumed in the business.

Businesses with an asset capitalization policy can make a de minimis safe harbor election and deduct all asset purchases under their policy up to a limit of \$500 per item without worrying that the IRS will try to capitalize the purchases if audited. If the business has an audited financial statement, the threshold increases to \$5,000 but the capitalization policy must be written. The policy must be in place as of the first day of the year, so some businesses may need to prepare for next year to document a policy or raise their threshold to increase deductions.

Small taxpayers have an additional safe harbor election for maintenance to eligible building property. They may deduct instead of capitalized improvements or repairs within certain limitations (the lesser of 2% of the unadjusted basis of the building or \$10,000).

### Adequate implementation time vital for TPRs

Businesses should closely examine the finalized TPRs at their earliest convenience in order to maximize their tax benefit and allow time for the necessary adjustments. Internal processes for some situations may have to be adjusted to stay in compliance with the final regulations.

While some of these accounting changes can be made with an annual election on a tax return, many of them will require an Application for Change in Accounting Method (Form 3115). To properly institute the change, businesses must file a form for every change in accounting method and every separate entity, trade or business within their organization. Rev. Proc. 2014-16, which the IRS released on January 24, outlines many of the automatic consent procedures for accounting method changes required or permitted by the final TPRs.

Some of the more common accounting method changes may include:

- A change to deducting repairs and maintenance amounts that were typically capitalized;
- A change to deducting under the routine maintenance safe harbor amounts that were typically capitalized;
- A change to capitalizing and depreciating amounts typically deducted as repairs and maintenance;
- A change to deducting amounts paid for non-incidental materials and supplies in the year they are used; and
- A change to deducting amounts paid for incidental materials and supplies in the year paid or incurred.

Form 3115s must be properly filed. Should businesses not file the applications and undergo an audit, they risk losing their deduction for the remaining depreciable basis that should have already been taken to date. To determine which accounting method changes and elections are required and in which years to apply TPR changes, businesses should consult with their tax advisor, or contact CBIZ MHM, LLC's Salt Lake City office at 801.364.9300

### Clair A. Rood, Jr.

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# Connecting Entrepreneurs with Resources

## Utilizing BRC's, Incubators and Accelerators to get to Market

Making the right connections is essential to the success of any entrepreneur and business owner, but making those connections is not always easy.

Business Resource Centers provide services that allow businesses to flourish by providing access to funding, mentoring, and training that is often hard to get. In addition to the basic services provided by BRC's, incubators and accelerators can help propel a new start-up to market and increase the impact on the Utah economy.

### TOIP

One of the Utah Science Technology and Research initiative's (USTAR) founding purposes was to include five Technology Outreach and Innovation Program (TOIP) regions throughout the state. These TOIP regions act as a resource for collaboration with universities, entrepreneurs, businesses and innovators across the state. The technology outreach centers are generally found at regional higher education institutions. Additionally, the program helps to connect private investors to promising opportunities and maximizes the economic impact of new technologies that are created in Utah.

There are several USTAR supported BRC's and incubators located throughout the state. They are housed at the USTAR centers at Utah Valley University (UVU), Southern Utah University (SUU), Dixie State University (DSU), Weber State University (WSU) and at the Granite Technical Institute.

### SUU & DSU BRC, ITRE & Outlier Labs

Southern Utah is home to two regional university business resource centers: the DSU BRC and the SUU BRC. These two offices provide small businesses in the region a wide range of services from partners including the Small Business Development Centers (SBDC), Procurement Technical Assistance Centers (PTAC), economic development offices and chambers of commerce.

Jill Elliss, director of USTAR South and executive director of the DSU BRC, says the BRC's and incubators in southern Utah offer a breadth of experience to their clients. For more information on the DSU BRC, visit [www.brcdixie.com](http://www.brcdixie.com)

"We are all part of organizations that have a wide reach," said Elliss. "In southern Utah we are somewhat remote, and we rely on our partners from not only within the BRC but their partners throughout the state to strengthen the businesses here."

The DSU BRC shares space with Outlier Labs and the Information Technology and Renewable Energy (ITRE) Incubator.

Outlier Labs is a co-working community for entrepreneurs that provides office space, conference rooms, training seminars and

advisors associated with the BRC to help with training. Local entrepreneurs capable of helping others grow their business provide support, training and mentorship.

"They are really the biggest supporters of the shared space," said Elliss of the Outlier Labs team. "They spend a lot of time with the tenants, helping them, making sure they are connected to other people, giving them referrals from the point of view of an experienced entrepreneur."

Outlier Labs opened on Nov. 1, 2013, and acts as a connector for local entrepreneurs by enabling them to tap into resources from other organizations such as the City of St. George, the BRC, DSU, USTAR and Corporate Alliance. For more information on Outlier Labs, visit [www.outlierlabs.com](http://www.outlierlabs.com)

The ITRE supports companies that are moving from the infancy stage of their startup, perhaps in their garage or basement, and are ready to have a dedicated, professional space to work in with their employees. While selective in choosing tenants, the ITRE requires that tenant companies agree to an aggressive mentoring program that includes regular progress updates.

"The incubator is designed to provide the right sized space, along with local mentors and experts from across the state," said Elliss. "The companies also have access to high speed internet, interns and even small amounts of seed funding designed to help meet the early milestones."

For more information on the ITRE, visit [www.incubatorotechnologyandrenewableenergy.com](http://www.incubatorotechnologyandrenewableenergy.com).

### UVU BRC, UVU Accelerator

The USTAR Technology Outreach Center, or USTAR Central, is located at UVU within the BRC. The UVU BRC services Utah, Summit and Wasatch.

"The value of the BRC is it's a one stop shop that allows a small business owner or an entrepreneur to come to one location and be able to receive multiple types of help," said Steve Roy, director of USTAR Central and associate vice president for economic development. "Whether it is business planning, how to raise financing or helping them vet an idea and teaching them a process to do that, all of those things are right here in one location."

Roy said BRC's were created to assist entrepreneurs and small businesses in getting their product to market and to reduce the number of small businesses that fail due to lack of knowledge and resources in business planning and financing. With a higher success rate, the state enjoys an increase in revenue through sales tax.



UVU's BRC has a USTAR go-to-market accelerator program designed to help new entrepreneurs validate ideas and help existing business owners re-connect with customers. Participants in the go-to-market accelerator program have access to tools, methodologies, financial resources, mentors, grants and office space.

"At the UVU BRC, we are trying some creative, unique cutting edge processes," said Roy. "We've got our go-to-market process that allows us to use USTAR grant funds in a fairly creative way by screening those that would really best benefit from that. We can help a client vet their product or service, get validation from their customers, prototype it using the rapid development center, get out to the market place and test prototypes, get more validation, do some more refinement, and then start to accelerate revenue and sales."

For more information on the UVU BRC and go-to-market grants, visit [www.uvu.edu/brc/](http://www.uvu.edu/brc/)

## BiG

The BioInnovations Gateway (BiG), located inside the Granite Technical Institute is an academic training ground for students that incorporates an incubator for early-stage life science companies and the training of the next generation of life science professionals. BiG provides life science companies access to laboratories, machines and office space to get their business off the ground, and to train students.

Scott Marland, executive director of BiG, says that the unique collaboration with secondary education allows students in the Granite Technical Institute to actively participate in resident companies' R&D, product development, manufacturing and business efforts.

"These intern opportunities not only give students essential career training but also give resident companies access to a well-managed, motivated young workforce," said Marland. "Having state-of-the-art equipment provides opportunities for students to see and learn about scientific research, opportunities which would otherwise not be available to high school students."

As a partner in the TOIP, USTAR supports BiG by providing funding, equipment and team support.

"USTAR is an integral partner with BiG and provides management and operations support for the incubator and training program," said Marland. "They also provide funding, recommendations for appropriate staffing, training and maintenance of the facilities and equipment to ensure long-term viability and effectiveness of BiG."

TOIP regions work together and support each other with facilities and expertise. BiG provides an incubator, lab and prototyping facility to the team along with product design, development and lab experience.

"We regularly work with all of the TOIP regions to serve Utah the best we can," said Marland. "Sometimes it's housing a company, sometimes it's helping design a product, sometimes it's running laboratory experiments and sometimes it's sharing best practices with others on the team."

For more information on BiG, visit [www.bioinnovationsgateway.org](http://www.bioinnovationsgateway.org)

## Startup Ogden

Startup Ogden is a co-working space and accelerator for mobile app development whose purpose is to create an innovation center for mobile app development in the Ogden area. Located in downtown Ogden at the Weber State Downtown building, Startup Ogden shares space with an extension of Weber State's campus store and continuing education program. The 40-person classroom is also available for mentors of Startup Ogden to teach classes.

Jeff Jackson, director of USTAR North, says that Weber area entrepreneurs benefit from Startup Ogden because it provides a hub of support, training, mentorship and education to help turn good ideas in to successful businesses.

"There's a chasm between a good idea, and a viable business," said Jackson. "And there are a lot of good ideas that could turn in to viable businesses, but they don't because the entrepreneur doesn't have all the necessary skill sets."

Though Startup Ogden has a focus on tech-based entrepreneurs and mobile app development, any type of company is welcome. For more information about Startup Ogden visit [www.startupogden.com](http://www.startupogden.com).

These USTAR supported BRC's, accelerators and incubators, as well as other BRC's throughout the state, help startups commercialize their ideas by providing a centralized location for office space, mentorship, support and guidance from experienced entrepreneurs and other business leaders. Through these centers, the Utah economy will be bolstered by successful startups that increase the tax base and also create additional jobs.

## Justin Berry

Justin is the Marketing Manager for USTAR. He has over 10 years experience working in communications, marketing and public relations. He is a graduate of Utah State University with a Bachelor of Science in Communications (PR and Journalism).



# More Than Money; Finding The Right Capital Partner

Venture capitalists invested \$29.4 billion in 3,995 deals in 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 to be explored 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 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 IT, 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 be a valuable asset. A partner with industry knowledge will more quickly understand your positioning in a market and 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 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 evaluate all your options, weigh the tradeoffs, and make 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.



# Critical Issues for Sellers of Closely Held Businesses

The sale of their companies is rarely the primary day-to-day focus of successful business owners. There is too much to do: manufacture products, provide services, generate sales, collect receivables, manage inventory, and deal with human resources, marketing and finance. Then a usually unsolicited sale offer appears, and the owner must quickly navigate the unfamiliar territory of deciding whether and on what terms to sell. Typically, this will happen only once in an owner's lifetime, so selling a company is a skillset even the most experienced entrepreneurs rarely possess. Although the opportunities for making mistakes, large and small, are too numerous to list here and would fill many books, here are some thoughts on three critical issues for owners who are or may soon be facing the prospect of selling.

## Don't Do It (At Least Not Yet)

Too often, business owners want to sell mainly because a third party proposes a sale. Typically such parties are strategic buyers (often competitors) looking to expand existing businesses or neutralize competition, or financial buyers (usually private equity firms). Even if the initial response is "no thanks, we're not for sale," many owners quickly warm to the idea, although they've never considered or planned for it. There are a variety of reasons for such an about-face. Entrepreneurial life is complicated, stress-filled and unpredictable. For the statistically lucky few who weather the formidable challenges of start-up and survival modes, there is little tranquil water ahead as they face different but equally stressful challenges of managing growth and increasing profits. Then, just when a positive trajectory starts to emerge, the unsolicited sale proposal appears, looks attractive to the overburdened and sometimes fatigued owner, and becomes difficult to pass up. But sometimes declining a sale proposal is the best option for both the owner and the business.

Good advisers often invite owners to slow down and carefully consider whether selling is right before jumping headlong into the process. Some potential sellers need to be reminded that they are living the entrepreneur's dream: Their business has sales and profits that predictably will repeat and grow; they are autonomous and accountable to no one except their customers and employees; they frequently receive more than respectable compensation through salary and distributions; they are highly engaged with the business, its customers, executives and employees and they are making a meaningful difference in their own lives and those of their employees. Why sell such a profitable business now for what likely will be four to seven times EBITDA (earnings before interest, taxes, depreciation and amortization)? If the owner keeps the business for four to five more years instead of proceeding with the sale, she will make most if not all of the money she would have received from the sale and potentially much more depending on the business's growth trajectory. She will still have a saleable business for what could be an even higher purchase price. She also has a longer time to prepare the business for sale.

There is some simple and compelling math that business owners may fail to grasp when considering a sale proposal: If the business is profitable and will continue to be profitable, for every dollar of EBITDA the company earns in the future over current EBITDA, the purchase price of the business increases four to seven dollars or more, depending on the applicable valuation multiple. Buyers understand this math and therefore want to buy good companies as early as possible. Obviously, if a business owner reasonably believes that the company is on a trajectory of increased sales and profits, she should not sell until the business has grown as much as possible in her hands, absent another compelling reason. Meanwhile, the owner harvests the earnings of the company and can appropriately reward valuable employees.

There are, of course, valid and compelling reasons to sell a business. An owner may be approaching retirement and have no other transition plan for the business. If the business has matured as much as it can in the hands of the current owner, a private equity partner may be instrumental in the further development of the business. A temporary market window may be open that requires the sale before appetite for the business wanes. An acquirer may have placed such a high valuation on the business that is difficult to decline. Financing conditions may support higher multiples than otherwise would apply. And so on. There clearly are times and circumstances when it is the correct decision to sell. The point is simply that, before launching into a sale process, the owner must understand clearly why and when a sale makes sense.

## Don't Do It Alone

Advisers to business owners, including attorneys, accountants, investment bankers and other deal professionals, particularly those who work in the intermountain west, are familiar with entrepreneurs whose do-it-yourself ethos becomes a serious problem in executing the best deal possible. "What is wrong," the business owner may ask herself, "with negotiating my own deal before I get my attorneys, accountants and investment bankers involved?" Will she not save a material amount of money by negotiating herself and foregoing the services of a financial adviser? She knows her business and her own financial circumstances better than any third party. Who better to negotiate the deal?

This well-meaning and facially logical thought process has damaged or compromised many deals. Often, owners have no idea how much they've damaged their own deals by negotiating before involving advisers, and many of them will never know because little is served by their advisers telling them after the fact. But the sad truth is that money is frequently left on the table or the money actually paid is unnecessarily exposed to unduly severe post-closing indemnification liabilities.

How does this happen? There are two frequent mistakes: First, many buyers are adept at reaching out to business owners, developing trust and rapport, and then negotiating the terms of the transaction at the dinner table, before sell-side advisers are even engaged. Though such processes are not necessarily unethical or illegal, common sense suggests that an owner would be best served by (i) understanding the deal terms that are being negotiated (or hiring someone who does), and (ii) having a sale process involving competing bidders for the business which will yield the highest purchase price and best terms to the seller. The fundamental mistake, therefore, is for the seller to negotiate with the first buyer who approaches her because they get her ear, earn her trust and seem to be genuinely interested in the business, rather than engaging competent advisers and setting up the most competitive sale process possible in the circumstances.

The second fundamental mistake of sellers is to enter into a preliminary statement of deal terms with a buyer without full involvement of advisers. Called a letter of intent, memorandum of understanding, term sheet or something comparable, these benign looking, supposedly non-binding documents are vitally important to the process. Sometimes, what the parties think is a non-binding term sheet or LOI, ends up being a binding agreement for the sale of the business. Even when the LOI is not, at least as to deal terms, legally binding, the parties will still, by agreeing to its terms, create important moral expectations and obligations. Such expectations are nearly impossible to back away from later in the transaction without much difficulty and sacrificing leverage on other critical deal terms.

Seller-negotiated LOIs may not address the points that are going to be critical to such sellers. Smart buyers generally prefer an LOI that is shorter, less specific and vague on certain important deal terms. Such buyers would rather negotiate specifics when the sell-side leverage is at its lowest ebb in the process. This low-point almost universally is after the LOI is signed, diligence is all but complete, and the definitive agreement is being negotiated. By this time, the seller has made her decision about which buyer to deal with exclusively, and will have a difficult time withdrawing from the negotiation unscathed. It is therefore important that the LOI contain sufficient specificity about the deal points that are most important to the seller. Most sellers, however, are not fully aware at the LOI stage what issues will be of most importance to them. Good advisers will know and help the seller understand these issues to maximize seller's leverage before signing the LOI to avoid problems down the road.

## Understand Your Deal

Sellers frequently fail to clearly understand in their own minds the reason for selling the business until too late in the process. Why and what are they really selling? What are their expectations? What are the make or break deal terms?

Sellers need to understand is the relationship between the purchase price and the other deal terms. The non-price terms, they think, are boilerplate details for the lawyers to hammer out. It is a critical mistake to agree to a purchase price without understanding these terms, to leave them to your attorney, or to work with advisers who cannot themselves understand or explain clearly and concisely what is at stake in such non-price terms. A purchase price of \$50 million may be a substantially worse deal when coupled with unduly onerous representations, warranties, indemnities and earn-out provisions than a \$45 million purchase price that has fewer post-closing strings attached. Deal terms can only be understood in their entirety. Both the seller and seller's advisers must understand the seller's risk appetite and fundamental objectives for the transaction and communicate them to the buyer and its advisers, if possible, in the LOI. Once determined, these fundamental positions should not be abandoned except with a deliberate decision to do so and a clear understanding of the consequences.

## Conclusion

The sale of a business is usually the most important transaction in the career of its owner and must be approached thoughtfully. It is not a boilerplate affair to be left to the lawyers after the price is determined. Even terms widely accepted in the market may be unacceptable to a specific seller. Each stage of the process must be carefully planned, and business owners will do themselves much good by engaging trusted advisers to help them understand the critical issues before the process begins.

## N. Todd Leishman

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# PR Emergence...or Rather, Convergence

It may be the marketing element least known by business people, but it is now the power tool for investment attraction, brand growth and lead generation.

We live in a media blended, channel agnostic, transparency driven global business environment. Sounds intriguing, but what does it mean for small to mid-size business owners seeking growth, investment and diverse exit strategies?

I have been a strategic marketing professional for 30 years, owned 5 agencies and consulted in everything from Fortune 100 companies to start-ups in the garage. I started in international advertising at the Fortune 100 level. After 16 years I became disillusioned with the lack of brand power in advertising and fell in love with PR. In it I found integrity driven ideas and a place for clients to really establish thought leadership and market share control. After 14 years in PR I am once again intrigued and excited about where PR is going.

As a point of reference, consider the titles of recently published papers from the 17th Annual Public Relations Research Conference. Each is dedicated to the future of PR, and written by the finest minds from global agencies and universities. I encourage you to explore them further, but I mention them because the titles alone are very telling as to what now influences customer relationships – all via PR:

1. **The Role of Media Selection in Predicting Trust: Evidence from the Global Trust Study** by Alan VanderMolen, Edelman; Michael Cacciatore, Juan Meng, Bryan Reber, PhD '01, Georgia.
1. **Telling the Untold Management: Transparent Leadership in Small Businesses** by University of Missouri, School of Journalism master's student HyungJin Gill.

Some may find public relations a bit unknown or distant from other areas of marketing, and make no mistake – it is. Today, PR is revisiting something referred to in the 80's as "integrated". We are rediscovering it as "complete communications" or "convergence". No matter the term, it makes good sense. The essence is about using PR to reach further into every conceivable target audience, with content that is alluring and worthy of sharing. Simply speaking, it is about being prepared to reach any person, anywhere, with the right message at any time through any channel.

Companies today must understand that it is not enough to simply include marketing as an essential element of growth. Things have become far more sophisticated as to what types of marketing to use, how and when. PR and "expert" social media relations are now the premier success drivers from the marketing pallet. They are the true lead generation, brand building, market influencing power tools. That said, business people must also accept that because PR is such an unknown practice for most non-marketing professionals, they must seek beyond their comfort zone to bring those skills and capabilities into their world.

PR has moved so far beyond the simplicity of press releases. The convergence of innovative communications tools, media relations, particular elements of social media and business growth strategies have increased the complex nature of PR in the past two years. Hiring or contracting people with unique talents to effectively facilitate the convergence of these diverse, yet specific resources is the underlying success ingredient.

For those not as familiar with PR as other historical elements of the marketing mix, here is a bit of a crash course. PR is more than just a few press releases and some media outreach. It's a completely different way of thinking and communicating with the market; the strategies, content and ideas in PR are different than those in advertising or promotional marketing. Both are driven by storytelling, but only PR stimulates discussion and has the potential to keep a dialogue or conversation going over extended periods of time. PR fundamentally builds on two critical brand building ingredients - relevancy and newsworthiness, while advertising does not. PR also contributes credibility, multi-directional conversations and on-going story development. Advertorials, industry perspectives, product reviews and sponsored special reports are all content that is being consumed and shared again at alarming rates by industry agnostic channels, business people and consumers. Add the new media groups of the expert social media facilitators and the potential deepens even further.

The convergence process occurring within PR is bringing about many changes to the balance of the marketing mix. We are no longer simply selling to the audience as peer to peer advertising once did. No more controlled and fixed messages. We are now trying to build dynamic relationships with audiences, and do so across many communities of stakeholders. Not only is the promotional side of marketing being affected by the growing power of this “bigger” PR, we are now seeing that social media is being absorbed more positively under the arm of PR – but not the social media you just became familiar with.

Leveraging the foundation of PR, the core of the new social media merging into PR is all about media relations with the “expert” social media facilitators that reach massive and targeted social communities. This means that the type and style of social media will reach to a much broader level than peer to peer strategies ever could.

You may know them as expert bloggers, but blogging is only about one-seventh of the social media pie. These “experts” bloggers, Tweeters, Pinners and LinkedIn group moderators are not replacing the media – they are extending it. They are simply the new media. With their extension into the world of recognized media, every company has the opportunity to significantly multiply their coverage, brand awareness and market influence to consumers, businesses, channels and investors.

I resist the use of the word paradigm, but in the case outlined above, the potential for companies through more strategic and forward thinking PR practices is nothing short of a paradigm shift in marketing. We know that prospective customers for any company are no longer simply buyers. They are consumers, strategic partners, shareholders, design advisors and sales force extension – at least. Talking to them is no longer effective – you must talk with them, and today PR is the remodeled platform to do that.

What does this mean for you? Throw out what you thought you knew about PR. If you are a newcomer to PR, then keep your mind open. Seek out new thinkers that are experts in PR to advise how new advancements can provide fast, effective and quality building blocks, investment opportunities or exit strategies. You will be amazed, I guarantee it!

### **Leslie Norris**

Leslie is currently the CEO of Springboard5 Marketing and a board member for MWCN. With five successful marketing agencies built over the past 30 years, Leslie helps companies build successful marketing programs. She has consulted with such companies as Belkin, Siemens, Intel, Motorola and many Utah companies. Her current agency provides advanced PR and strategic consulting. [leslie.norris@springboard5.com](mailto:leslie.norris@springboard5.com)



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Silicon Valley Bank  
2755 East Cottonwood Parkway, Suite 540  
Salt Lake City, UT 84121 [svb.com](http://svb.com)



**Silicon Valley Bank**

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# Jump Start to the IPO Market for Smaller Companies

## The IPO Market Window is Open

The cyclical IPO market is hot again. This time, it's not just larger companies taking advantage of the open IPO market window. For the first time in our experience since the 1990s, an increasing number of smaller companies are accessing the public equity markets through initial public offerings. The following table classifies and compares by market capitalization the number of companies with less than a \$1 billion market cap that have gone public in the last 12 months.

Market Cap (\$ in millions)	Number of IPOs by Market Cap, LTM(1)
\$0 - \$25	27
\$26 - \$50	10
\$51 - \$100	22
\$101 - \$500	90
\$501 - \$1,000	48

Source: Knowledge Mosaic

(1) Last twelve months as of March 20, 2014. This source shows more activity than CapitalIQ which shows 43 IPOs in the last twelve months by companies with market capitalizations less than \$1 billion.

As the table demonstrates, a number of smaller companies are taking advantage of the recent IPO market window. To further demonstrate how the IPO market is open to smaller companies, an investment banker told us recently that his firm was looking for IPO candidate companies that have at least \$15 million in annual revenues, \$3 million in annual EBITDA or pretax income and that are growing at a rate of over a 20% annually, either organically or through acquisitions. While it may not be wise for all companies meeting these metrics to consider an IPO, it is remarkable that the IPO option is again open to smaller companies. Why is this? We believe there are four principal reasons.

## Access to Public Capital Markets

First, an IPO offers companies access to capital and continuing access to the public capital markets through follow-on offerings. An IPO can strengthen an issuer's balance sheet making debt financing more available. The cost of equity capital obtained from the public markets is typically lower than the cost of venture capital. The increased public financial and business disclosure provided by public

companies and the availability of liquidity through a public trading market often results in enhanced investor appeal and typically a better share price compared to private equity that typically trades at minority and restricted stock discounts.

## Access to Acquisition Currency

Second, public companies have greater flexibility to use registered shares instead of cash to fund acquisitions. Stock for stock acquisitions can be structured with favorable tax treatment and can be "accretive" or enhance shareholder value if the issuer's stock price is high enough. Of course, the higher the public trading price, the more valuable this "acquisition currency" will be.

## Access to Liquidity

Third, subject to post-IPO, 180 day lockups, non-affiliate shareholders of a public company may have access to greater liquidity than they would if they held restricted securities of a private company. If a public company can establish a deep liquid trading market for its shares by listing on a national stock exchange, building a sufficiently large public float and appropriate trading volume, building a broad retail and institutional shareholder base, and attracting research coverage from respected analysts, then the company's shareholders can enjoy access to liquidity for their shares at market prices.

## JOBS Act Benefits

Fourth, in our view, a major contributing factor to the increase in smaller company IPOs is the Jump Start Our Business Startups Act (JOBS Act). The JOBS Act was enacted in April 2012 to provide smaller companies a less burdensome and costly path to raising capital, including through an IPO. The JOBS Act reduced or eliminated a number of IPO requirements under the federal securities laws, including certain requirements under the Sarbanes-Oxley and Dodd-Frank Acts, to create an "IPO on ramp" for "emerging growth companies," or EGCs. The benefits of the JOBS Act are only available to EGCs, which are essentially companies that had less than \$1 billion in gross revenue in their most recently completed fiscal year and that have not issued more than \$1 billion in non-convertible debt during the previous three-year period.

The JOBS Act reduces the cost and burden of going public in a variety of ways. For example, under the JOBS Act, EGCs are only required to include two years of audited financial

statements in their registration statements as opposed to the usual three years and EGCs are subject to a lighter executive compensation disclosure requirement. Also, many new or revised FASB accounting standards adopted after April 2012 that a company would normally have to adopt when going public are not initially applicable to EGC IPOs. The stock exchange listing requirements are also less for smaller reporting companies.

In addition to removing many of the costs and burdens associated with going public, the JOBS Act also reduces the uncertainty a smaller company may face regarding how its stock will be accepted by the market. For example, under the JOBS Act, EGCs are entitled to “test the waters” of the market by having oral or written communications with “qualified institutional buyers” or “accredited investors” prior to and after filing a registration statement. Also, EGCs may initially file a registration statement with the SEC on a confidential basis provided the registration statement is publicly filed at least 21 days prior to the company’s “road show.” These provisions allow EGCs to evaluate market interest in their securities and better gauge the likely success of their offerings before their financial and competitive information becomes publicly available and before they make the commitment to becoming a public company. EGCs also benefit from fewer research analyst restrictions which can help EGCs more readily gain recognition in the public capital markets.

### **Caution**

With all of this positive news for smaller IPO candidates, we must add a word of caution. Smaller IPOs do not always yield the hoped-for benefits. For example, if a company has a post IPO market capitalization below \$100 million, a deep, sustainable and active trading market may never emerge for that company. As a practical matter, a low trading volume may prohibit institutional investors from acquiring or disposing of meaningful positions in a small cap company’s stock. In addition, management may find itself distracted both by the IPO process and by the short term operating focus that can result from the requirement to report quarterly and annual financial results. Also, if a small cap company cannot qualify to list its shares on a national securities exchange in connection with its offering, it may face restrictions in accessing the capital markets prior to such listing. Further, smaller cap companies may also suffer from lack of exposure among analysts and institutional investors.

Essentially, a small cap company can find that it is bearing all of the market risks, loss of control and privacy risks, and the regulatory burdens of being public with no real access to the public markets at an attractive valuation. All of these challenges should be considered before undertaking a small cap IPO.

Companies considering an IPO should consult with experienced legal counsel and seek the opinions of potential underwriters before proceeding. Experienced independent auditors are also a necessary part of the IPO team. Despite the challenges faced by smaller companies who go public, the market is currently open for such offerings and congress has cleared the “IPO on-ramp” to the public markets for smaller issuers. If you’re ready, fasten your seat belt and enjoy the ride.

### **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 underwriters and issuers in public offerings and clients in mergers, acquisitions, and private equity transactions, PIPEs, securities law compliance, NYSE and NASDAQ compliance and corporate governance.



Mr. Kirton is a Capital Markets and Mergers and Acquisitions associate with the international law firm of Dorsey & Whitney LLP.

# Keeping Trade Secrets Secret

## How to identify and protect your Trade Secrets

*When it comes to intellectual property, most people's knowledge begins and ends with patents. While patents are important for protecting your inventions, most companies have not invented anything, yet they still own intellectual property that needs to be protected.*

For example, their company's names and logos are trademarks and some may copyright their written work. And most companies have trade secrets, which include any confidential formula, list, process, information or method that gives you a competitive edge over your competition. For some companies, the most valuable assets are their trade secrets. Yet, most do little to protect them from being stolen or inadvertently disclosed. A good trade secrets policy can minimize the chances of that happening. While there is no one-size fits all policy, the following discussion lays out the basics of protecting your company's trade secrets.

### What are Trade Secrets?

What constitutes a trade secret depends on the business. Trade secrets can comprise of a company's source code, client lists, sensitive marketing information, unpatented inventions, techniques, customer names and contact information, customer email lists, vendor lists, distributor lists, recipes, know-how, formulas, supplier lists, renewal dates, salaries, pricing, and a host of other things that are or can be trade secrets. Even compilations of publicly available information gathered for a proprietary purpose can and should be protected as a trade secret. For example, a list of all your vendors can be a trade secret that you want to keep out of the hands of your competitors.

Information is more likely to be considered a trade secret if it is: (a) valuable; (b) known only by employees and others involved in the business; (c) difficult for others to ascertain or independently duplicate; and (d) the subject of efforts that are reasonable under the circumstances to maintain its secrecy.

Trade secrets are most at risk from being breached by employees who are lured away by a competitor or who decide to start their own competing business. In some instances, an

employee stays late to copy documents containing trade secrets prior to their departure. Or in one instance, a new client came to see me after one of his supervisors wrongfully copied his customer list prior to his termination through an unsuspecting employee. The supervisor tricked a new employee, who was his subordinate, into forwarding the customer list to him for "work" purposes. In other situations, employees often times leave a job with a wealth of trade secret knowledge stored in their head only to be unloaded at their new job. Such theft of trade secrets can be the basis for an injunction against the employee and their new employer but anyone who has ever been involved in a lawsuit knows that they are costly and should be avoided if possible. Most trade secret theft can be avoided before it happens. It starts with a good trade secrets policy.

### Identify and Mark Your Trade Secrets

The first step to protecting your trademarks is to identify your proprietary information and the risk of loss. Categorize the importance of the information and think through the various ways in which the information can be breached intentionally or disclosed inadvertently. Make a list of the employees who have access to your proprietary information. Do those employees know who they can or can't share the information with or who else is authorized to access the information?

You should outline your company trade secret policy in your employee handbook. It should detail the importance of keeping information confidential and how it can hurt the company when secrecy is breached. Your policy should articulate how the company determines what is confidential information and the procedures for protecting it, highlighting the employees' role in that process. Employees must understand the collections of information that the company considers to be trade secrets. Disclosure should require two or more signatures to prevent a supervisor from wrongly obtaining the information through intimidation of a subordinate. You may want to institute a procedure that the employee who has access to the proprietary information must notify you personally and obtain your written approval before disclosing it to anyone, including their supervisor.

You should limit the people who need to know and make

it inaccessible to anybody who does not need to know by using a safe, or, for computer files, password protection. Change the passwords often. If the trade secret is a process or formula, some companies fragment the process so that no one employee knows it from beginning to end. KFC, for example, separately mixes parts of its “11 herbs and spices” at two locations.

Once the trade secrets are identified, they should be marked as CONFIDENTIAL with labels, headers, and footers. Once the material has been labeled as confidential, the next step is simply to keep it secret.

You should institute periodic training and email reminders to remind employees of the information that constitutes trade secrets of the business. Employees with access to proprietary information should sign confidentiality, nondisclosure and or non-compete agreements. However, you should not rely on a non-compete agreement as courts are growing less likely to enforce them. Some courts, such as California courts, refuse to enforce them altogether, with few exceptions.

Putting safeguards in place not only protects your trade secrets but also shows interested parties, such as judges and juries, that you tried to protect it, should a dispute ever come to litigation. A trade secret is protected by law only when the owner has, as the Utah Uniform Trade Secrets Act puts it, made “efforts that are reasonable under the circumstances to maintain its secrecy.” Therefore, you must be able to clearly show that you recognized it as a trade secret and took measures to protect it should it ever be necessary to protect your trade secrets through litigation.

In conclusion, it is important to understand that trade secrets are often one of the company’s most valuable treasures. It is essential to establish a policy that protects your trade secrets from being disclosed to a competitor, whether intentionally or inadvertently. Therefore, you should immediately begin building a Fort Knox-like fortress around your trade secrets.

### Casey W. Jones

Casey is an intellectual property and corporate attorney at the law firm of Strong & Hanni. He has worked with business of all types and sizes in matters such as business formation, trademark registration and defense, and a wide variety of contracts and commercial transactions.



# Tips for Raising Capital - What to Know Before you Start the Startup

Many budding entrepreneurs believe that there is only one path to success: Come up with a great idea, pull together a team, raise some equity capital, build the product or technology, then sell a ton of it and get rich! Unfortunately it is neither that simple nor that easy. Starting a successful company takes a great deal of planning and work before you can even think about raising capital. One of the questions that too few entrepreneurs even ask themselves is: "Can or should I raise equity capital for my business?" Actually that is two questions, but when you realize that less than 10% of the money used to fund startup businesses in the U.S. comes from angel or venture capital investors, it makes a great deal of sense to consider this carefully before you start your startup.

The real "first" question is "Should I raise equity capital?" because the decision to do so changes everything. If you are looking to be a well respected business owner in the community, to have control over your work, have salary security and a great lifestyle with work and family balance, the answer is "no"! In this case, you want to build a solid business using lean startup techniques, surround yourself with a solid team and advisors and move deliberately to establish your foothold in the market then take advantage of opportunities to grow your business in increase profitability. Please don't consider this a "second class" decision because if you are a good entrepreneur, you can make a lot of money and have a great lifestyle.

If those qualities of life aren't that important to you or if you still want to make your mark as the next "big thing" in your industry, then you have to ask yourself the second part of that question, "Can I raise equity capital?" In order to do so, you must:

1. Have the makings of a "high impact" business with a large market potential that you can scale and make people very wealthy.
2. Know your space better than anyone else. This includes knowing who your potential customers are and what they want. You'll need them to validate your plan to solve their pain. Remember: If the "dog won't eat the dog food", you don't have a business at all – prove this out early and often.
3. A killer idea that you've already funded into a proof of concept – unless you're a serial entrepreneur with past successes, you need to have proof that you can do what you claim.
4. A strong, dedicated management team with some past experience in the field. Money follows people – the team is the single most important aspect of a startup.

5. Get good mentors/coaches/advisors. You need to "know what you don't know" and find people who have experience and wisdom in the trenches of the kind of thing you're trying to do. Their presence and advice will bring much needed credibility and contacts and will help you avoid a lot of pitfalls.
6. Be willing to fail but don't be willing to give up until you're sure it cannot succeed. Every startup has several "pivots" before finding the secret sauce that makes their business work.

You also have to understand that once you get equity financing, you won't be the "boss" any longer. Your equity partners will have a good deal of control even if you still own the majority of the shares. Also, if you don't succeed, they may take control of your company and kick you out. Remember that once the investor writes the check, she has done most of what she promised and you have done nothing so don't be offended if they require control mechanisms (usually called preferences) in the equity security that they buy from you.

If you don't have past experience raising capital or the world of startups, consider joining an accelerator – there are several in Utah and other states where you can get a little bit of money and a lot of valuable help that can help prepare you for sophisticated investors.

Finally, be ready to jump in and enjoy the ride. It can be fast and furious but you'll gain an MBA-level education that will serve you well in the next startup that you're already thinking about!

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360 West 4800 North, Provo, UT 84604  
 www.ancestry.com  
 P: 801.705.7000



Ancestry.com Holdings LLC, through its subsidiary, operates as an online family history resource for subscribers.

#### Company Details

**Principal:** Timothy Sullivan  
**CFO:** Howard Hochhauser  
**Industry:** Internet Software  
 and Services

**Year Founded:** 1983

#### Transaction Details

**Description:** Promissory Notes  
**Amount:** \$297,000,000  
**Date:** 9/10/2013



360 West 4800 North, Provo, UT 84604  
 www.ancestry.com  
 P: 801.705.7000



Ancestry.com Holdings LLC, through its subsidiary, operates as an online family history resource for subscribers.

#### Company Details

**Principal:** Timothy Sullivan  
**CFO:** Howard Hochhauser  
**Industry:** Internet Software  
 and Services

**Year Founded:** 1983

#### Transaction Details

**Description:** Senior Notes  
**Amount:** \$ 300,000,000  
**Date:** 6/6/13



4931 North 300 West, Provo, UT 84604  
 www.vivint.com  
 P: 801.377.9111



APX Group, Inc. offers residential security solutions and home automation services.

#### Company Details

**Industry:** Consumer  
 Electronics  
**Year Founded:** 1999

#### Transaction Details

**Description:** Senior Notes  
**Amount:** \$250,000,000  
**Date:** 12/13/13

#### Outside Professionals

**CPA:** Eide Bailly LLP



4931 North 300 West, Provo, UT 84604  
www.vivint.com  
P: 801.377.9111



APX Group, Inc. (Vivint)

APX Group, Inc. offers residential security solutions and home automation services.

#### Company Details

**Industry:** Consumer Electronics  
**Year Founded:** 1999

#### Transaction Details

**Description:** Senior Secured Notes  
**Amount:** \$1,505,000,000  
**Date:** 9/12/13

#### Outside Professionals

**CPA:** Eide Bailly LLP



4931 North 300 West, Provo, UT 84604  
www.vivint.com  
P: 801.377.9111



APX Group, Inc. (Vivint)

APX Group, Inc. offers residential security solutions and home automation services.

#### Company Details

**Industry:** Consumer Electronics  
**Year Founded:** 1999

#### Transaction Details

**Description:** Senior Notes  
**Amount:** \$203,500,000  
**Date:** 5/28/13

#### Outside Professionals

**CPA:** Eide Bailly LLP



11734 South Election Road, Salt Lake City, UT 84020  
www.control4.com  
P: 801.523.3100



Control4 Corp. (NasdaqGS:CTRL)

Control4 provides automation and control solutions for the connected home.

#### Company Details

**Principal:** Martin Plaehn  
**CFO:** Dan Strong  
**Industry:** Electronic Equipment  
and Instruments  
**Year Founded:** 2003

#### Transaction Details

**Description:** Initial Public Offering  
**Amount:** \$64,000,000  
**Date:** 7/1/13



2795 East Cottonwood Parkway, Suite 400, Salt Lake City, UT 84121  
 www.extraspace.com  
 P: 801.562.5556



Extra Space Storage operates as a real estate investment trust, engaging in property management and development activities that include acquiring, managing, developing, and selling, as well as the rental of self-storage facilities.

#### Company Details

**Principal:** Spencer Kirk  
**CFO:** Scott Stubbs  
**Industry:** Specialized REITs  
**Year Founded:** 1977

#### Transaction Details

**Amount:** \$206,150,000  
**Date:** 11/4/13



2795 East Cottonwood Parkway, Suite 400, Salt Lake City, UT 84121  
 www.extraspace.com  
 P: 801.562.5556



Extra Space Storage operates as a real estate investment trust, engaging in property management and development activities that include acquiring, managing, developing, and selling, as well as the rental of self-storage facilities.

#### Company Details

**Principal:** Spencer Kirk  
**CFO:** Scott Stubbs  
**Industry:** Specialized REITs  
**Year Founded:** 1977

#### Transaction Details

**Description:** Long Term Notes  
**Amount:** \$250,000,000  
**Date:** 6/17/13



10653 South River Front Parkway, Suite 300, South Jordan, UT 84095  
 www.hdwtrs.com  
 P: 801.984.9400



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.

#### Company Details

**Principal:** Kirk Benson, CEO  
**CFO:** Donald Newman  
**Industry:** Construction  
 Materials  
**Year Founded:** 1987

#### Transaction Details

**Description:** Senior Notes  
**Amount:** \$150,000,000  
**Date:** 12/4/2013



500 Huntsman Way, Salt Lake City, UT 84108  
www.huntsman.com  
P: 801.584.5700



Huntsman International LLC



Huntsman International LLC manufactures and sells differentiated organic and inorganic chemical products worldwide.

**Company Details**

**Principal:** Peter Huntsman,  
CEO  
**CFO:** J. Kimo Esplin  
**Industry:** Specialty Chemicals  
**Year Founded:** 1970

**Transaction Details**

**Description:** Senior Notes  
**Amount:** \$413,650,000  
**Date:** 12/10/2013

500 Huntsman Way, Salt Lake City, UT 84108  
www.huntsman.com  
P: 801.584.5700



Huntsman International LLC



Huntsman International LLC manufactures and sells differentiated organic and inorganic chemical products worldwide.

**Company Details**

**Principal:** Peter Huntsman,  
CEO  
**CFO:** J. Kimo Esplin  
**Industry:** Specialty Chemicals  
**Year Founded:** 1970

**Transaction Details**

**Description:** Senior Notes  
**Amount:** \$250,000,000  
**Date:** 3/25/2013

7730 South Union Park Ave., Suite 500, Midvale, UT 84047  
www.incontact.com  
P: 801.320.3300



inContact, INC. (NasdaqCM:SAAS)

inContact Inc. is flexible cloud-based software helps contact centers efficiently support their customers with personalized interactions, resulting in high customer satisfaction, low attrition and brand loyalty.

**Company Details**

**Principal:** Paul Jarman, CEO  
**CFO:** Gregory S. Ayers  
**Industry:** Internet Software  
and Services  
**Year Founded:** 1994

**Transaction Details**

**Description:** Secondary Offering  
**Amount:** \$3,000,000  
**Date:** 7/2/13

675 Arapeen Drive, Suite 202, Salt Lake City, UT 84108  
 www.lipocine.com  
 P: 801.994.7383



Lipocine proprietary technologies enable and enhance oral therapy of poorly absorbed drugs.

#### Company Details

**Principal:** Mahesh V. Patel,  
 CEO  
**CFO:** Morgan Brown  
**Industry:** Pharmaceuticals  
**Year Founded:** 1997

#### Transaction Details

**Description:** Public offering of  
 common stock  
**Amount:** \$12,310,000  
**Date:** 11/4/2013

#### Outside Professionals

**Law Firm:** Cooley LLP  
**CPA:** KPMG LLP

39 East Eagle Ridge Drive, Suite 100, North Salt Lake, UT 84054  
 www.woodside-homes.com  
 P: 801.299.6700



Woodside Homes Corporation engages in building homes.

#### Company Details

**Principal:** Joel Shine, CEO  
**Industry:** Homebuilding  
**Year Founded:** 1977

#### Transaction Details

**Description:** Senior Secured  
 Notes  
**Amount:** \$220,000,000  
**Date:** 7/22/2013

One South Main Street, 15th Floor, Salt Lake City, UT 84133  
 www.zionsbancorporation.com  
 P: 800.974.8800



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

#### Company Details

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

#### Transaction Details

**Description:** Secondary Public  
 Offering  
**Amount:** \$162,000,000  
**Date:** 10/28/2013

#### Outside Professionals

**CPA:** EY



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ZIONS BANK®

Zions Bancorp. (NasdaqGS:ZION)

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

**Company Details**

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

**Transaction Details**

**Description:** Secondary Public  
Offering  
**Amount:** \$87,890,000  
**Date:** 9/9/13

**Outside Professionals**

**CPA:** EY



One South Main Street, 15th Floor, Salt Lake City, UT 84133  
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ZIONS BANK®

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

**Company Details**

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

**Transaction Details**

**Description:** Secondary Public  
Offering  
**Amount:** \$195,150,000  
**Date:** 8/5/13

**Outside Professionals**

**CPA:** EY



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**Company Details**

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

**Transaction Details**

**Description:** Secondary Public  
Offering  
**Amount:** \$5,090,000  
**Date:** 7/24/13

**Outside Professionals**

**CPA:** EY



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#### Company Details

**Principal:** Harris Simmons,  
CEO

**CFO:** Doyle Arnold

**Industry:** Regional Banks

**Year Founded:** 1873

#### Transaction Details

**Description:** Secondary Public  
Offering

**Amount:** \$299,160,000

**Date:** 6/10/13

#### Outside Professionals

**CPA:** EY



One South Main Street, 15th Floor, Salt Lake City, UT 84133  
 www.zionsbancorporation.com  
 P: 800.974.8800

ZIONS BANK®

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

#### Company Details

**Principal:** Harris Simmons,  
CEO

**CFO:** Doyle Arnold

**Industry:** Regional Banks

**Year Founded:** 1873

#### Transaction Details

**Description:** Secondary Public  
Offering

**Amount:** \$300,890,000

**Date:** 5/13/13

#### Outside Professionals

**CPA:** EY



One South Main Street, 15th Floor, Salt Lake City, UT 84133  
 www.zionsbancorporation.com  
 P: 800.974.8800

ZIONS BANK®

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

#### Company Details

**Principal:** Harris Simmons,  
CEO

**CFO:** Doyle Arnold

**Industry:** Regional Banks

**Year Founded:** 1873

#### Transaction Details

**Description:** Secondary Public  
Offering

**Amount:** \$126,220,000

**Date:** 4/22/13

#### Outside Professionals

**CPA:** EY





One South Main Street, 15th Floor, Salt Lake City, UT 84133  
www.zionsbancorporation.com  
P: 800.974.8800

ZIONS BANK®

Zions Bancorp. (NasdaqGS:ZION)

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

#### Company Details

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

#### Transaction Details

**Description:** Secondary Public  
Offering  
**Amount:** \$171,830,000  
**Date:** 1/28/13

#### Outside Professionals

**CPA:** EY



# Smart Capital *Beats* Dumb Money

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# Private Placements

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# INSURING UTAH'S CAPITAL DEAL FLOW



Diversified Venture Practice Group  
 136 E South Temple #2300  
 Salt Lake City, Utah 84111  
 801.325.5000  
[www.diversifiedinsurance.com](http://www.diversifiedinsurance.com)

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\* TechAssure membership allows exclusive access to preferred rates and coverages for NVCA members and their portfolio companies.

1365 West Business Park Drive, Orem, UT 84058  
www.activecare.com  
P: 877.219.6050



ActiveCare

ActiveCare provides patented diabetes and chronic disease management and wellness solutions that increase visibility, lower costs and provide real-time visibility to health conditions and risk.

**Company Details**

**Principal:** David Derrick, CEO  
**CFO:** Michael G. Acton  
**Industry:** Health Care  
**Year Founded:** 1998  
**# Employees:** 63

**Transaction Details**

**Amount:** \$3,885,158  
**Date:** 12/16/2013

**Outside Professionals**

**Law Firm:** Durham Jones & Pinegar, P.C.  
**CPA:** Tanner LLC



1365 West Business Park Drive, Orem, UT 84058  
www.activecare.com  
P: 877.219.6050



ActiveCare

ActiveCare provides patented diabetes and chronic disease management and wellness solutions that increase visibility, lower costs and provide real-time visibility to health conditions and risk.

**Company Details**

**Principal:** David Derrick, CEO  
**CFO:** Michael G. Acton  
**Industry:** Health Care  
**Year Founded:** 1998  
**# Employees:** 63

**Transaction Details**

**Amount:** \$840,000  
**Date:** 9/4/2013

**Outside Professionals**

**Law Firm:** Durham Jones & Pinegar, P.C.  
**CPA:** Tanner LLC



1365 West Business Park Drive, Orem, UT 84058  
www.activecare.com  
P: 877.219.6050



ActiveCare

ActiveCare provides patented diabetes and chronic disease management and wellness solutions that increase visibility, lower costs and provide real-time visibility to health conditions and risk.

**Company Details**

**Principal:** David Derrick, CEO  
**CFO:** Michael G. Acton  
**Industry:** Health Care  
**Year Founded:** 1998  
**# Employees:** 63

**Transaction Details**

**Description:** Equity, Debt, Warrant/Option  
**Amount:** \$550,000  
**Date:** 8/2/2013

**Outside Professionals**

**Law Firm:** Durham Jones & Pinegar, P.C.  
**CPA:** Tanner LLC



1365 West Business Park Drive, Orem, UT 84058  
 www.activecare.com  
 P: 877.219.6050



ActiveCare provides patented diabetes and chronic disease management and wellness solutions that increase visibility, lower costs and provide real-time visibility to health conditions and risk.

#### Company Details

**Principal:** David Derrick, CEO  
**CFO:** Michael G. Acton  
**Industry:** Health Care  
**Year Founded:** 1998  
**# Employees:** 63

#### Transaction Details

**Description:** Common Stock  
**Amount:** \$2,240,000  
**Date:** 4/30/2013

#### Outside Professionals

**Law Firm:** Durham Jones & Pinegar, P.C.  
**CPA:** Tanner LLC  
**Investor(s):** ADP Management Corporation



2165 Verona Circle, Pleasant Grove, UT 84062  
 P: 801.310.4407

#### Company Details

**Principal:** Daniel B. Hillstrom,  
 President  
**Industry:** Other Health Care  
 Health Care  
**Year Founded:** 2013

#### Transaction Details

**Amount:** \$193,990  
**Date:** 6/14/13

2165 Verona Circle, Pleasant Grove, UT 84062  
 P: 801.310.4407

#### Company Details

**Principal:** Daniel B. Hillstrom,  
 President  
**Industry:** Other Health Care  
 Health Care  
**Year Founded:** 2013

#### Transaction Details

**Amount:** \$179,892  
**Date:** 7/1/13

588 West 400 South, Suite 350, Lindon, UT 84042  
www.accessdata.com  
P: 801.377.5410



AccessData Group, Inc.

AccessData Group, Inc. provides digital investigations software solutions to law enforcement agencies, government agencies, corporations, consultancies, and law firms worldwide.

**Company Details**

**Principal:** Tim Leehealey  
**Industry:** Application Software  
**Year Founded:** 1987

**Transaction Details**

**Description:** Minority Share Purchase  
**Amount:** Not disclosed  
**Date:** 3/14/13

**Outside Professionals**

**Law Firm:** Dorsey & Whitney LLP  
**Investor(s):** Sorenson Capital Partners



1712 South East Bay Blvd., Suite 300, Provo, UT 84606  
www.adaptivecomputing.com  
P: 801.717.3700



Adaptive Computing Ent. Inc.

Adaptive Computing Enterprises Inc. provides intelligent automation software solutions for data center, cloud, and high-performance computing environments.

**Company Details**

**Principal:** Robert A. Clyde, CEO  
**CFO:** Alan D. Taylor  
**Industry:** Technology - Computers  
**Year Founded:** 2001

**Transaction Details**

**Description:** Convertible Debt  
**Amount:** \$3,000,000  
**Date:** 12/27/13

**Outside Professionals**

**Investor(s):** Spell Cap. Partners LLC; Fifth Third Bank; Aldine Cap. Partners, Inc.; Kemper Corp., Investment Arm; Indus. Innovation Partners

5035 South 4630 East, Vernal, UT 84078  
www.adlerhotoil.com  
P: 435.828.0900



Adler Hot Oil Services, Inc.

Adler Hot Oil Services, Inc. provides oilfield services in the Uintah Basin, Wyoming, Colorado, Montana, and North Dakota.

**Company Details**

**Principal:** Ryan Runolfson  
**Industry:** Oil & Gas Equipment and Services  
**Year Founded:** 1989

**Transaction Details**

**Description:** Subordinated Debt, Equity  
**Amount:** Not disclosed  
**Date:** 10/16/13

202 East Center Street, Provo, UT 84606  
 www.air-vend.com  
 P: 800.321.9601



AirVend, Inc., a vending technology company, manufactures touchscreen vending devices.

#### Company Details

**Industry:** Electronic  
 Equipment and  
 Instruments

**Year Founded:** 2012

#### Transaction Details

**Description:** Seed Round

**Amount:** \$1,200,000

**Date:** 12/31/13

#### Outside Professionals

**Investor(s):** 365 Retail Markets,  
 LLC; PS27 Ventures,  
 LLC

Orem, Utah  
 www.aisleup.com



Aisleup provides online, mobile, and social media commerce services.

#### Company Details

**Principal:** David Clark,  
 President

**Industry:** Commerce

#### Transaction Details

**Amount:** Not disclosed

**Date:** 10/9/13

#### Outside Professionals

**Investor(s):** Plus550

333 South 520 West, Lindon, UT 84042  
 www.alianza.com  
 P: 801.802.6400



Alianza engages in the sale of software as a service (SaaS) and telecommunications services.

#### Company Details

**Principal:** Brian Beutler, CEO

**CFO:** Scott Bell

**Industry:** Technology -  
 Telecommunications

**Year Founded:** 2003

**Stage:** Growth

#### Transaction Details

**Description:** Series B Preferred

**Amount:** \$3,499,999

**Date:** 10/21/13

#### Outside Professionals

**Law Firm:** Kunzler Law Grp, PC

**CPA:** Tanner LLC

**Investor(s):** Greyhawk Venture  
 Fund, Kickstart Seed  
 Fund





10235 South Jordan Gateway, Suite 500, South Jordan, UT 84095  
www.allegiance.com  
P: 801.617.8000



Allegiance Software, Inc.

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

**Company Details**

**Principal:** Carine S. Clark, CEO  
**Industry:** Application Software  
**Year Founded:** 2005

**Transaction Details**

**Description:** Series B-1 Preferred  
**Amount:** \$4,000,000  
**Date:** 1/10/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group, PC  
**CPA:** Tanner LLC



10235 South Jordan Gateway, Suite 500, South Jordan, UT 84095  
www.allegiance.com  
P: 801.617.8000



Allegiance Software, Inc.

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

**Company Details**

**Principal:** Carine S. Clark, CEO  
**CFO:** Dana Russell  
**Industry:** Application Software  
**Year Founded:** 2005

**Transaction Details**

**Description:** Series C Preferred  
**Amount:** \$7,000,000  
**Date:** 12/4/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group, PC  
**CPA:** Tanner LLC



255 North 950 West, Suite A10, Logan, UT 84321  
www.amasyn.com  
P: 435.258.6523



AmaSyn Inc.

AmaSyn helps small to medium sized companies sell their products online.

**Company Details**

**Principal:** Justin Hoopes, Director  
**Industry:** Retailing  
**Year Founded:** 2012

**Transaction Details**

**Description:** Debt/Equity  
**Amount:** \$340,000  
**Date:** 8/5/13

1885 West 2100 South, Salt Lake City, UT 84119  
 www.amedica.com  
 P: 801.839.3516



Amedica Corporation, a commercial biomaterial company, develops, manufactures, and sells various medical devices.

**Company Details**

**Principal:** Eric Olsen, CEO  
**CFO:** Jay Moyes  
**Industry:** Other Health Care  
**Year Founded:** 1996

**Transaction Details**

**Description:** Equity, Warrant/  
**Amount:** Option  
**Date:** \$3,128,802  
 3/29/13

**Outside Professionals**

**CPA:** Tanner LLC  


1885 West 2100 South, Salt Lake City, UT 84119  
 www.amedica.com  
 P: 801.839.3516



Amedica Corporation, a commercial biomaterial company, develops, manufactures, and sells various medical devices.

**Company Details**

**Principal:** Eric Olsen, CEO  
**CFO:** Jay Moyes  
**Industry:** Other Health Care  
**Year Founded:** 1996

**Transaction Details**

**Description:** Equity, Warrant/Option  
**Amount:** \$9,480,000  
**Date:** 9/20/13

**Outside Professionals**

**CPA:** Tanner LLC  


222 South Main Street, Salt Lake City, UT, 84101  
 P: 801.232.9206

**Company Details**

**Principal:** Tim Pickett,  
 Executive Officer  
**Industry:** Manufacturing  
**Year Founded:** 2012

**Transaction Details**

**Description:** Equity, Debt,  
 Warrant/Option  
**Amount:** \$875,000  
**Date:** 5/28/13

4760 South Highland Drive, Suite 341, Salt Lake City, UT 84117  
www.americansands.com  
P: 801.277.7887



American Sands Energy Corp.

American Sands Energy Corp. has an extraction and recovery system using a licensed proprietary solvent that separates oil and other hydrocarbons from sand, dirt and other substances without creating tailing ponds and other environmental hazards.

#### Company Details

**Principal:** William C. Gibbs,  
Chairman and CEO  
**CFO:** Daniel F. Carlson  
**Industry:** Oil & Gas Exploration &  
Prod.  
**Year Founded:** 2011  
**# Employees:** 4

#### Transaction Details

**Description:** Convertible Debt  
**Amount:** \$50,000  
**Date:** 8/20/13

#### Outside Professionals

**Law Firm:** Ronald N. Vance &  
Associates; Parsons  
Behle & Latimer  
**CPA:** Tanner LLC  
**Investor(s):** Bleeding Rock LLC



4760 South Highland Drive, Suite 341, Salt Lake City, UT 84117  
www.americansands.com  
P: 801.277.7886



American Sands Energy Corp.

American Sands Energy Corp. has an extraction and recovery system using a licensed proprietary solvent that separates oil and other hydrocarbons from sand, dirt and other substances without creating tailing ponds and other environmental hazards.

#### Company Details

**Principal:** JWilliam C. Gibbs,  
Chairman and CEO  
**CFO:** Daniel F. Carlson  
**Industry:** Oil & Gas Exploration &  
Prod.  
**Year Founded:** 2011  
**# Employees:** 4

#### Transaction Details

**Description:** Convertible Debt  
**Amount:** \$2,000,000  
**Date:** 10/28/13

#### Outside Professionals

**Law Firm:** Ronald N. Vance &  
Associates; Parsons  
Behle & Latimer  
**CPA:** Tanner LLC  
**Other Advisor:** Merriman Cap. Inc.



10421 South Jordan Gateway, Suite 500, Salt Lake City, UT 84095  
P: 801.748.1780

American Smartphone, Inc. operates in the telecommunication industry. The company was formerly known as Rocky Point, Inc.

#### Company Details

**Principal:** Kristian Scott Beckett,  
President  
**Industry:** Technology -  
Telecommunications  
**Year Founded:** 2008

#### Transaction Details

**Amount:** \$561,500  
**Date:** 8/21/13

American Smartphone, Inc.

1024 Newham Court, North Salt Lake, UT 84054  
 www.amiigo.co  
 P: 801.618.5621



Amiigo, Inc. develops a bracelet that tracks health and activities of the body.

#### Company Details

**Principal:** David J. Scott,  
 President

**Industry:** Electronic Equipment  
 & Instruments

**Year Founded:** 2011

#### Transaction Details

**Description:** Equity, Warrant/Option

**Amount:** \$9,480,000

**Date:** 9/20/13

#### Outside Professionals

**Investor(s):** Alpha Investments

4626 North 300 West, Provo, UT 84604  
 P: 801.705.8968

ANEW Life, Inc. is engaged in the business of purchasing or otherwise acquiring or settling notes, drafts, acceptances, open accounts receivable and other obligations representing part or all of the sales price of insurance, life settlements and related insurance contracts, policies and obligations.

#### Company Details

**Principal:** Randall F. Pearson,  
 President

**Industry:** Insurance

**Year Founded:** 2013

#### Transaction Details

**Description:** Reverse Merger

**Amount:** \$3,872,995

**Date:** 3/8/13

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

Applied Bioresearch, Inc. merges the intelligence from several technologies to explore new solutions to the most pressing problems in healthcare and biotechnology.

#### Company Details

**Principal:** Kendal Edwin Svedeen,  
 CEO

**Industry:** Pharmaceuticals

**Year Founded:** 2011

#### Transaction Details

**Amount:** \$50,000

**Date:** 5/10/13

Park City, UT  
P: 435.659.0397

Spinal Implant for Active Adults.

**Company Details**

**Principal:** Richard Zipnick, CEO  
**Industry:** Medical Devices & Equipment  
**Year Founded:** 2013

**Transaction Details**

**Amount:** Not Disclosed  
**Date:** August, 2013

**Outside Professionals**

**Investor(s):** Park City Angel Network

Arthrodisc - Spine Disc Spacers

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



Aviacode, Inc. operates in the healthcare technology industry by providing cloud-delivered medical coding solutions and streamlined coding services.

**Company Details**

**Principal:** David Jensen, CEO  
**CFO:** Steve Erickson  
**Industry:** Health Care Technology  
**Year Founded:** 2000  
**# Employees:** Approximately 60

**Transaction Details**

**Amount:** \$7,500,000  
**Date:** 3/5/13

**Outside Professionals**

**Law Firm:** Countryman Law LLC  
**CPA:** Tanner LLC  
**Investor(s):** Heritage Group, LLC  
**Other Advisor:** Brentwood Cap. Advisors



Aviacode, Inc.

378 North Main Street, #151, Layton, UT 84041  
P: 801.668.2000

**Company Details**

**Principal:** Steven Barnett, Managing Member  
**Industry:** Banking and Financial Services - Investing  
**Year Founded:** 2013

**Transaction Details**

**Amount:** \$220,000  
**Date:** 6/4/13

Banbury Group, LLC

390 Wakara Way, Salt Lake City, UT 84108  
 www.biofire.com  
 P: 801.736.6354



BioFire Diagnostics, Inc., a clinical diagnostics company, develops, manufactures, and distributes molecular diagnostic systems to hospital-based clinical laboratories.

**Company Details**

**Industry:** Medical: Pharmaceuticals  
**Year Founded:** 1990

**Transaction Details**

**Description:** Equity, Warrant/Option  
**Amount:** \$45,000,000  
**Date:** 5/2/13

**Outside Professionals**

**CPA:** PricewaterhouseCoopers LLP,  
 Eide Bailly LLP  
**Investor(s):** Athyrium Opportunities Fund



630 Komas Drive, Ste 200, Salt Lake City, UT 84108  
 www.blackrockmicro.com  
 P: 801.582.5533



Blackrock Microsystems, LLC provides enabling tools for the neuroscience, neural engineering and neuroprosthetics research and clinical community worldwide.

**Company Details**

**Year Founded:** 2008

**Transaction Details**

**Description:** Venture Debt  
**Amount:** \$250,000  
**Date:** 3/14/13

**Outside Professionals**

**Investor(s):** Innoventures  
 Capital Partners  
**Other Advisor:** Advanced CFO Solutions



960 West Levoy Drive, Suite 100, Salt Lake City, UT 84123  
 www.bloxr.com  
 P: 801.598.9880



BloXR Corporation operates in the industry of medical devices and supplies.

**Company Details**

**Principal:** Ashok Khandkar,  
 President and CEO  
**CFO:** Michael Henderson  
**Industry:** Healthcare Supplies  
**Year Founded:** 2009

**Transaction Details**

**Description:** Convertible Debt,  
 Options/Warrants  
**Amount:** \$3,000,000  
**Date:** 10/30/13

**Outside Professionals**

**Law Firm:** Durham Jones &  
 Pinegar, P.C.  
**CPA:** Tanner LLC



11576 S State Street, Ste 201, Draper, UT 84020  
www.bluroof.com



Bluroof360, Inc.

Bluroof360, Inc. provides web and mobile solutions for real estate brokers.

#### Company Details

**Principal:** Richard Zipnick, CEO  
**Industry:** Medical Devices & Equipment  
**Year Founded:** 2013

#### Transaction Details

**Description:** Purchase of Series Seed Preferred Stock  
**Amount:** \$500,000  
**Date:** 1/15/13

#### Outside Professionals

**CPA:** Haynie & Co  
**Investor(s):** Peak Ventures

226 West 300 North, Salt Lake City, UT 84103  
P: 801.556.7402

Bobo Sales, Inc.

#### Company Details

**Principal:** Meredith Price, CEO  
**Industry:** Other Technology  
**Year Founded:** 2013

#### Transaction Details

**Amount:** \$60,000  
**Date:** 6/25/13

775 West Concorde Park Drive, Bluffdale, UT 84065  
www.bodyguardz.com  
P: 801.495.3514



BodyGuardz, L.L.C.

BodyGuardz, L.L.C provides mobile device protection products worldwide.

#### Company Details

**Principal:** Kirk Feller  
**CFO:** April Feller  
**Industry:** Consumer Electronics  
**Year Founded:** 2002

#### Transaction Details

**Amount:** Not Disclosed  
**Date:** 8/21/13

#### Outside Professionals

**Investor(s):** Peery Partners

95 N 200 E, American Fork, UT 84003  
 www.burninghamtrucking.com  
 P: 801.756.8138



Burningham Enterprises, Inc. is primarily engaged in furnishing trucking or transfer services without storage for freight generally weighing more than 100 pounds, in a single municipality, contiguous municipalities, or a municipality and its suburban areas.

**Company Details**

**Principal:** Gary Burningham, Owner  
**CFO:** Gary Burningham  
**Year Founded:** 1988

**Transaction Details**

**Description:** Venture Debt  
**Amount:** \$250,000  
**Date:** 3/8/13

**Outside Professionals**

**Investor(s):** Innoventures Capital Partners

1042 Fort Union Boulevard, Suite 521, Midvale, UT 84047  
 www.capfiglobal.com  
 P: 801.747.2000



Capital Financial Global, Inc. is a specialty finance company that provides asset-backed financing and loan advisory services to insurance trusts and pension funds, owners of commercial real estate, owners of residential real estate pools, and owners of mining and precious metals assets.

**Company Details**

**Principal:** Paul Edward Norat,  
 President and CEO  
**Industry:** Other Banking and  
 Financial Services

**Transaction Details**

**Amount:** \$25,000  
**Date:** 7/24/13

**Outside Professionals**

**CPA:** Eide Bailly LLP



2455 East Parleys Way, Suite 150, Salt Lake City, UT 84109  
 www.catheterconnections.com  
 P: 1.888.706.8883



Catheter Connections is an innovator in infection control, eliminating preventable health-care acquired infection (HAI).

**Company Details**

**Principal:** Guy J. Jordan, PhD  
**Industry:** Medical Devices &  
 Equipment  
**Year Founded:** 2008

**Transaction Details**

**Description:** Series B Financing  
**Amount:** Not Disclosed  
**Date:** July,2013

**Outside Professionals**

**CPA:** Tanner LLC  
**Investor(s):** Park City Angel  
 Network





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



Chamtech Enterprises, Inc.

Chamtech Enterprises, Inc. develops custom antenna systems for RF devices and applications used in government, military and public safety applications.

**Company Details**

**Principal:** Anthony Sutera  
**Industry:** Communications  
Equipment  
**Year Founded:** 2010

**Transaction Details**

**Amount:** \$5,500,000  
**Date:** 11/7/13

814 E. Bamberger Drive, Suite C, American Fork, UT 84003  
www.chargeback.com  
P: 801.753.0800



Chargeback Guardian, Inc.

Chargeback.com provides merchants with credit card chargeback representment services and software.

**Company Details**

**Principal:** Tim Coltrell, CEO  
**Industry:** Software and Services  
**Year Founded:** 2011

**Transaction Details**

**Amount:** \$547,673  
**Date:** 2/8/13

**Outside Professionals**

**Law Firm:** Kunzler Law Grp, PC  
**Investor(s):** Kickstart Seed Fund,  
Plus550, Park City  
Angel Network  
**Other Advisor:** Advanced CFO  
Solutions



814 E. Bamberger Drive, Suite C, American Fork, UT 84003  
www.chargeback.com  
P: 801.753.0800



Chargeback Guardian, Inc.

Chargeback.com provides merchants with credit card chargeback representment services and software.

**Company Details**

**Principal:** Tim Coltrell, CEO  
**Industry:** Software & Services  
**Year Founded:** 2011

**Transaction Details**

**Description:** Seed 2 Preferred  
**Amount:** \$881,570  
**Date:** 4/15/13

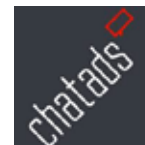
**Outside Professionals**

**Law Firm:** Kunzler Law Grp, PC  
**Investor(s):** Kickstart Seed Fund,  
Plus550, Park City  
Angel Network  
**Other Advisor:** Advanced CFO  
Solutions



ChatAds

9750 South 300 West, Sandy, UT 84070  
www.ferevo.com  
P: 530.830.2428



ChatAds is a self-serve mobile advertising platform that allows brands to bid on keywords and place targeted ads in Communication Apps when relevant to what the end user is actually talking about.

**Company Details**

**Principal:** Mike Evans  
**Industry:** Mobile Advertising

**Transaction Details**

**Description:** Convertible Note  
**Amount:** \$350,000  
**Date:** 12/10/13

**Outside Professionals**

**Investor(s):** Kickstart Seed Fund,  
Park City Angel  
Network, various  
angel groups

Cherry Peak Resort, LLC

140 East 2200 North, Suite 100, North Logan, UT 84341  
P: 208.569.5170



**Company Details**

**Principal:** Rick Rowberry, CEO  
**Industry:** Other  
**Year Founded:** 2013

**Transaction Details**

**Amount:** \$1,345,000  
**Date:** 5/7/13

Christmas For A Dollar, LLC

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

**Company Details**

**Year Founded:** 2012

**Transaction Details**

**Amount:** \$240,000  
**Date:** 2/8/13

1337 West 560 South, St. George, UT 84770  
P: 801.362.4033

Clearstone Sports Inc. manufactures, markets, and teaches using sports instructional devices and technologies.

**Company Details**

**Principal:** Jeff Gibbs, Executive Officer  
**Industry:** Manufacturing  
**Year Founded:** 2013

**Transaction Details**

**Amount:** \$24,999  
**Date:** 5/14/13

Clearstone Sports Inc.

9100 South 500 West, Sandy, UT 84070  
www.cloudvu.com  
P: 801.895.7760



CloudVu is a cloud-based SaaS company focused on optimizing the convergence of IT monitoring, web analytics, and business intelligence.

**Company Details**

**Principal:** Christopher Skillings, President  
**Industry:** Software  
**Year Founded:** 2011

**Transaction Details**

**Description:** Equity, Warrant/Option  
**Amount:** \$1,050,000  
**Date:** 5/6/13

CloudVu, Inc.

282 North Riverbend Lane Provo, UT 84604  
www.coachalba.com



Coach Alba operates as a behavioral change company that builds Web and mobile technologies.

**Company Details**

**Principal:** Vincent Han  
**Industry:** Application Software  
**Year Founded:** 2010

**Transaction Details**

**Amount:** \$3,000,000  
**Date:** 1/28/13

Coach Alba LLC

**Coherex Medical, Inc.**

3958 West 1820 South, Salt Lake City, UT 84104  
www.coherex.com  
P: 801.433.9900



Coherex Medical, Inc. is focused on the development and commercialization of a unique device for the treatment of patients diagnosed with atrial fibrillation and at risk of stroke.

**Company Details**

**Principal:** Alex Martin, CEO  
**CFO:** Sheri Thomas

**Transaction Details**

**Amount:** Not disclosed

**Outside Professionals**

**Law Firm:** Holland & Hart LLP  
**CPA:** Tanner LLC



**CoNexitions Medical Corp.**

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

CoNexitions Medical Corp. is a medical device company focused on innovative solutions for Orthopedic Surgery.

**Company Details**

**Principal:** Richard J. Linder,  
President  
**Industry:** Medical Devices and  
Equipment  
**Year Founded:** 2011

**Transaction Details**

**Amount:** \$20,000  
**Date:** 12/4/13

**Consolidated Energy Systems**

50 W Broadway, Salt Lake City, UT 84101  
www.conenersys.com



**Transaction Details**

**Amount:** \$500,000

**Outside Professionals**

**Investor(s):** Renewable Tech  
Ventures

1664 South Dixie Drive, Suite H107, St. George, UT 84770  
www.contactpoint.com  
P: 435.674.670



ContactPoint, L.C.

ContactPoint, L.C. develops marketing technology to capture, analyze, integrate, and apply phone based customer intelligence.

**Company Details**

**Principal:** Jason Wells, CEO  
**Industry:** Software and Services  
**Year Founded:** 2001

**Transaction Details**

**Amount:** \$1,000,000  
**Date:** 6/6/13

**Outside Professionals**

**Law Firm:** Durham Jones & Pinegar, P.C.



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



Contravent LLC

Contravent LLC develops and creates video content. It serves audiences, content creators, agencies, brands and advertisers.

**Company Details**

**Principal:** Matt Seegmiller,  
Manager  
**Industry:** Movies and  
Entertainment  
**Year Founded:** 2012

**Transaction Details**

**Amount:** \$600,000  
**Date:** 10/23/13

2825 Cottonwood Parkway, Suite 500, Salt Lake City, UT 84121  
www.correctiveeducation.com  
P: 877.318.0983



Corrective Education Co., LLC

Corrective Education Company provides incident intake and management systems, and education programs to reduce recidivism and retail theft.

**Company Details**

**Principal:** Jeffrey Mitchell  
**Industry:** Diversified Support  
Services  
**Year Founded:** 2010

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 6/11/13

635 South 850 East, Orem, UT 84097  
 P: 858.414.5502

**Company Details**

**Principal:** Cameron Olthuis,  
 Manager  
**Industry:** Other

**Transaction Details**

**Amount:** \$25,000  
**Date:** 4/16/13

231 South Mountain Way Drive, Orem, UT 84058  
 www.creativemediagroup.com  
 P: 801.221.9570



Creative Media Group, Inc. is a full service media production house. They specialize in high quality digital video production, post-production, and motion graphics.

**Company Details**

**Principal:** John Farr, Director

**Transaction Details**

**Description:** Venture Debt  
**Amount:** \$250,000  
**Date:** 12/26/13

**Outside Professionals**

**Investor(s):** Innoventures Capital  
 Partners

3630 West South Jordan Parkway, Suite 202, South Jordan, UT 84095  
 www.creditera.com  
 P: 801.937.4621



Creditera, Inc. provides personal and business credit monitoring services with focus on business to business customers online.

**Company Details**

**Principal:** D. Levi King,  
 President and CEO  
**Industry:** Internet Software  
 and Services

**Year Founded:** 2012

**Transaction Details**

**Description:** Seed Preferred  
**Amount:** \$800,000  
**Date:** 5/14/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP,  
 Kunzler Law Grp, PC  
**Investor(s):** Kickstart Seed Fund



5152 North Edgewood Drive, Suite 280, Provo, UT 84604  
www.cruxcase.com  
P: 801.376.8469



CruxCase LLC

CruxCase LLC manufactures and markets accessories for the Apple iPad and the IOS operating system.

**Company Details**

**Principal:** Brian Probst  
**Industry:** Computer Hardware  
**Year Founded:** 2010

**Transaction Details**

**Description:** Private placement  
**Amount:** \$1,000,000  
**Date:** 10/25/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group,  
PC  
**CPA:** Tanner LLC



57 West 200 South, Salt Lake City, UT 84101  
P: 801.575.5000

CVUS Clinical Trials, LLC

**Company Details**

**Principal:** John C. Klock  
**Industry:** Medical  
**Year Founded:** 2011

**Transaction Details**

**Amount:** \$9,000,000  
**Date:** 1/16/13

10808 River Front Parkway, Suite 450, South Jordan, UT 84095  
www.cyphercorp.com  
P: 801.867.4536



Cypher, LLC

CYPHER develops software solutions for real-time noise reduction via signal identification and signal extraction on various platforms, devices, and applications, including smartphones and mobile devices.

**Company Details**

**Principal:** Glenn D. Mella, CEO and  
Manager  
**Industry:** Software  
**Year Founded:** 2012

**Transaction Details**

**Description:** Debt  
**Amount:** \$1,193,333  
**Date:** 6/27/13

**Outside Professionals**

**Law Firm:** Durham Jones &  
Pinegar, P.C.  
**Other Advisor:** Advanced CFO  
Solutions



265 N. Country Manor Lane, Alpine, UT 84004  
 www.degreed.com  
 P: 801.722.5707



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

**Company Details**

**Principal:** David Blake, CEO  
**Industry:** Education Services  
**Year Founded:** 2012

**Transaction Details**

**Description:** Debt, Equity  
**Amount:** \$1,670,000  
**Date:** Various Dates

**Outside Professionals**

**Law Firm:** Holland & Hart LLP



675 Arapeen Drive, Suite 304, Salt Lake City, UT 84108  
 www.discgenics.com  
 P: 801.410.0703



**Company Details**

**Principal:** Flagg Flannagen  
**CFO:** Advanced CFO Solutions  
**Industry:** Medical  
**Stage:** Pre Revenue

**Transaction Details**

**Description:** Seed Round  
**Amount:** \$3,004,000  
**Date:** 9/1/13

**Outside Professionals**

**Law Firm:** Paulson PC, Dorsey & Whitney  
**CPA:** Eide Bailey LLP  
**Investor(s):** Various Investors  
**Advisor:** Advanced CFO Solutions



10967 Topview Road, South Jordan, UT 84095  
 www.sphenocath.com  
 P: 360.907.6831



A new patented device and method for achieving an SPG block in migraine patients.

**Company Details**

**Principal:** Mark J. Wright, CEO  
**Industry:** Medical Devices and Equipment

**Transaction Details**

**Amount:** \$800,000  
**Date:** 12/31/13



1370 South 2100 East, Salt Lake City, UT 84106  
www.domainsurgical.com  
P: 801.924.4956



Domain Surgical, Inc.

Domain Surgical, Inc. develops and commercializes patent-pending surgical cutting and coagulation.

#### Company Details

**Principal:** David McNally,  
President and CEO  
**CFO:** Phill McStotts  
**Industry:** Healthcare Equipment  
**Year Founded:** 2009  
**Stage:** Development  
**# Employees:** Approx 34

#### Transaction Details

**Description:** Convertible Debt  
**Amount:** \$2,000,000  
**Date:** 7/3/13

#### Outside Professionals

**Law Firm:** Durham Jones &  
Pinegar  
**CPA:** Tanner LLC  
**Investor(s):** Park City Angel  
Network



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



Domo, Inc.

Domo, Inc. provides an executive management platform as a software-as-a-service solution for managers and executives to run their business.

#### Company Details

**Principal:** Joshua James  
**CFO:** Scott Lindeman  
**Industry:** Internet Software and  
Services  
**Year Founded:** 2010

#### Transaction Details

**Description:** Series B round  
**Amount:** \$60,000,000  
**Date:** 3/11/13

#### Outside Professionals

**Investor(s):** Greylock Partners;  
Institutional  
Venture Partners;  
GGV Capital; The  
Founders Fund;  
Bezos Expeditions,  
LLC; Mercato  
Partners; BYU  
Cougar Capital

1549 South 100 E, Salt Lake City, UT 84105  
www.dpsskis.com  
P: 801.413.1737



DPS Skis, LLC

DPS is a trusted brand of serious skis worldwide.

#### Company Details

**Principal:** Stephen Drake, CEO  
**Industry:** Action Sports  
**Year Founded:** 2005

#### Transaction Details

**Description:** Equity  
**Amount:** \$905,000  
**Date:** 12/13/13

#### Outside Professionals

**Other Provider:** Preferred CFO

560 S State St, Orem, UT 84058  
 www.dresscodecustom.com  
 P: (855) 444-7848

Dress Code designs custom suits and shirts.

**Company Details**

**Principal:** Chase Murdock, CEO  
**Industry:** Retailing/Distribution  
**Year Founded:** 2012

**Transaction Details**

**Description:** Convertible Note  
**Amount:** Not Disclosed  
**Date:** 11/ 2013

**Outside Professionals**

**Investor(s):** Park City Angel Network

733 East Utah Valley Road, Suite 130, American Fork, UT 84003  
 www.dropship.com  
 P: 801.765.6800



DropShip Commerce is the scalable online platform for integrating and managing drop ship partners, inventory, data, and orders and enhancing the back office system.

**Company Details**

**Principal:** Jeremy Hanks  
**Industry:** Software  
**Year Founded:** 2011

**Transaction Details**

**Amount:** \$4,300,000  
**Date:** 2/4/13

**Outside Professionals**

**Investor(s):** Peterson Ventures, LLC, Kickstart Seed Fund, Plus550, Park City Angel Network, SL Angels  
**Advisor:** Advanced CFO Solutions



4752 West California Ave., Bldg. A, Suite 1000, Salt Lake City, UT 84104  
 www.durhambrands.com  
 P: 801.450.1174



Durham Enterprises Corporation develops hundreds of new innovative products annually housed under a variety of revered brands.

**Company Details**

**Principal:** Jeff Durham, President and CEO  
**Industry:** Other  
**Stage:** 1998

**Transaction Details**

**Amount:** \$3,200,000  
**Date:** 12/18/13

**Outside Professionals**

**Law Firm:** Durham Jones & Pinegar, P.C.  
**CPA:** Eide Bailly LLP  
**Advisor:** Advanced CFO Solutions



180 North 300 East, Suite 201, St. George, UT 84770  
www.dxna.com  
P: 435.628.0324



DxNA LLC is a molecular diagnostic company that focuses on simple, rapid and affordable real time PCR technology for users such as clinics, small to medium sized hospitals, doctors' offices, and others with a need for low throughput or portable PCR diagnostics.

**Company Details**

**Principal:** David Taus, President  
**CFO:** James Maples  
**Industry:** Biotechnology  
**Year Founded:** 2008

**Transaction Details**

**Amount:** \$3,750,000  
**Date:** 12/30/13

**Outside Professionals**

**Law Firm:** Durham Jones & Pinegar, P.C.



DxNA LLC

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



Eco Scraps, Inc. is an environmentally friendly retail product company selling organic lawn and garden products specifically designed to be free of chemicals and poop based waste.

**Company Details**

**Principal:** Daniel Blake, CEO  
**Industry:** Fertilizers and Agricultural Chemicals  
**Year Founded:** 2010

**Transaction Details**

**Description:** Convertible Debt, Options/Warrants  
**Amount:** \$2,603,444  
**Date:** 4/12/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP, Kunzler Law Group, PC (investor counsel)  
**CPA:** Tanner LLC  
**Investor(s):** Peterson Ventures, Kickstart Seed Fund



Eco Scraps, Inc.

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



Eco Scraps, Inc. is an environmentally friendly retail product company selling organic lawn and garden products specifically designed to be free of chemicals and poop based waste.

**Company Details**

**Principal:** Daniel Blake, CEO  
**Industry:** Fertilizers and Agricultural Chemicals  
**Year Founded:** 2010

**Transaction Details**

**Description:** Convertible Debt, Options/Warrants  
**Amount:** \$1,225,000  
**Date:** 11/8/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP, Kunzler Law Group, PC (investor counsel)  
**CPA:** Tanner LLC



Eco Scraps, Inc.

P.O Box 160500, F4 Freeport West Industrial Park, Clearfield, UT 84016  
 www.econovainc.com  
 P: 801.217.2090



EcoNova, Inc. advances the quality and quantity of the world's most important resource - water - with patented technology, cutting-edge water cleaning innovation, and dedicated customer service.

#### Company Details

**Principal:** Mark A Kendell,  
 Chairman and CEO

**Industry:** Technology

**Year Founded:** 2000

#### Transaction Details

**Amount:** \$8,000,000

**Date:** 9/30/13

#### Outside Professionals

**Law Firm:** Holland & Hart



148 West 600 South Provo, Utah 84601  
 www.engodo.com



Engodo is a content-driven advertising platform that simplifies the way publishers endorse brand content on social media.

#### Company Details

**Principal:** Trygve Jensen, CEO

**Industry:** Advertising/Tech

#### Transaction Details

**Amount:** Not disclosed

**Date:** 6/13/13

#### Outside Professionals

**Investor(s):** Plus550

13512 S. Aintree Ave., Draper, UT 84020  
 www.enicotinetechnology.com  
 P: 925.876.2765



e-Nicotine Technology, Inc. is a healthcare company committed to reducing the harm associated with tobacco products by combining clean nicotine aerosols for inhalation with empowering e-health tools to help people transition from smoking.

#### Company Details

**Principal:** Jeffrey Williams,  
 President

**CFO:** Ryan Davis

**Industry:** Biotechnology

**Stage:** 2013

#### Transaction Details

**Amount:** \$3,977,587

**Date:** 8/15/13

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



e-SENS, Inc.

e-SENS, Inc. is disrupting the aqueous chemical sensing field by employing solid-state semiconductor technology to bring to market multi-parameter chemical sensing instruments that leverage patented electrochemical technologies.

**Company Details**

**Principal:** Richard B. Brown, CEO  
**Industry:** Other Technology  
**Year Founded:** 2010

**Transaction Details**

**Description:** Equity, Warrant/  
Option  
**Amount:** \$1,060,000  
**Date:** 12/27/13

**Outside Professionals**

**Other Advisor:** Advanced CFO  
Solutions



Salt Lake City, UT  
www.eventboardmobile.com



EventBoard

EventBoard is the low cost, hassle free way for conference organizers to bring their conference catalog to life on a mobile device

**Company Details**

**Industry:** Mobile App

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 9/26/13

**Outside Professionals**

**Investor(s):** Plus550, Park City  
Angel Network  
**Other Advisor:** Advanced CFO  
Solutions



6300 N Sagewood Drive H-342, Park City, UT  
www.androidtv.com  
P: 855.396.6688



Exo Level, LLC

Exo Level, LLC manufactures and supplies set top boxes for entertainment media streaming. Its products are used for streaming online or offline television, music, files, and games.

**Company Details**

**Industry:** Communications  
Equipment

**Transaction Details**

**Amount:** \$69,000,000  
**Date:** 12/23/13

**Outside Professionals**

**Investor(s):** Lexinta Group

4990 Huega Court, Park City, UT 84098  
 www.ezliftrscue.com  
 P: 8435.602.0933



EZ Lift Rescue Systems, Inc. designs, manufactures, sells and services patient immobilization and lift systems that incorporate a unique patented lift and transport system designed to minimize the torque to the back.

#### Company Details

**Principal:** David C. Robinson,  
 President  
**Industry:** Other Health Care  
**Year Founded:** 2011

#### Transaction Details

**Amount:** \$316,539  
**Date:** 12/31/13

#### Outside Professionals

**Investor(s):** Park City Angel  
 Network

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



Falls Event Center LLC owns and operates a center that hosts events.

#### Company Details

**Industry:** Leisure Facilities  
**Year Founded:** 2011

#### Transaction Details

**Description:** Membership units  
**Amount:** \$20,000,000  
**Date:** 9/2/13

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



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

#### Company Details

**Principal:** Michael Evans, Manager  
**Industry:** Software  
**Year Founded:** 2011

#### Transaction Details

**Description:** Debt, Warrant/  
 Option  
**Amount:** \$35,000  
**Date:** 3/19/13

#### Outside Professionals

**Investor(s):** Park City Angel  
 Network, Boom  
 Startup

360 South Rio Grande Street, Salt Lake City, UT 84101  
www.fixes4kids.com  
P: 650.520.0521



Fixes 4 Kids Inc.

Fixes 4 Kids, Inc. is a medical device company focused on developing innovative solutions for supracondylar fractures and the pediatric orthopedics market.

**Company Details**

**Principal:** Kurt Vedder, President  
**Industry:** Biotechnology  
**Year Founded:** 2009

**Transaction Details**

**Amount:** \$1,675,926  
**Date:** Various dates in 2013

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



Friendemic, Inc.

Friendemic, Inc. operates as a social media engagement company.

**Company Details**

**Principal:** Steven Pearson, CEO  
**Industry:** Advertising  
**Year Founded:** 2013

**Transaction Details**

**Amount:** \$1,323,711  
**Date:** 4/11/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP



6340 South 3000 East, Suite 340, Salt Lake City, UT 84121  
www.fuzenetwork.com  
P: 888.389.3832



Fuze Network, Inc.

Fuze Network, Inc. is a financial service company that provides the ability for cash to be loaded on credit, debit, and prepaid cards at the point of sale.

**Company Details**

**Principal:** David Wilkes, CEO  
**CFO:** Spencer Bowman  
**Industry:** Banking and  
**Year Founded:** Finance  
2010

**Transaction Details**

**Amount:** Not disclosed

**Outside Professionals**

**Law Firm:** Bennett Tueller  
Johnson & Deere

**CPA:** Tanner LLC



175 South Main Street 15th Floor, Salt Lake City, UT 84111  
P: 801.719.7258

Galt Petroleum, Inc. explores and develops oil and gas properties.

#### Company Details

**Principal:** Cary Valerio  
**Industry:** Oil & Gas Exploration  
and Production  
**Year Founded:** 2011

#### Transaction Details

**Description:** Common stock  
**Amount:** \$1,000,000  
**Date:** 2/14/13

#### Outside Professionals

**CPA:** Eide Bailly LLP



934 East 300 South, Provo, UT 84606  
P: 801.361.7903

#### Company Details

**Principal:** Grant Gordon,  
Executive Officer  
**Industry:** Other Technology  
**Year Founded:** 2013

#### Transaction Details

**Amount:** \$795,000  
**Date:** 12/26/13

#### Outside Professionals

**Law Firm:** Kunzler Law Group,  
PC (investor counsel)  
**Investors:** Kickstart Seed Fund

175 West Canyon Crest Road, Alpine, UT 84004  
www.geopowerenergy.com  
P: 435.565.0089

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



#### Company Details

**Principal:** Benjamin W. Mead, CEO  
of the Manager  
**Industry:** Other Energy  
**Year Founded:** 2010

#### Transaction Details

**Description:** Debt, Warrant/Option  
**Amount:** \$5,000,000  
**Date:** 11/13/13

#### Outside Professionals

**Law Firm:** Durham Jones &  
Pinegar, P.C.





825 East 800 North, Orem, UT 84097  
www.globalbased.com  
P: 917.744.8379



Globalbased Technologies Inc.

GlobalBased Technologies, Inc. focuses on the research of new data abstraction models and predictive analytics that can be applied to various institutional trading models.

**Company Details**

**Principal:** Patrick Coleman, CEO  
**Industry:** Computers  
**Year Founded:** 2008

**Transaction Details**

**Description:** Debt, Warrant/Option  
**Amount:** \$450,000  
**Date:** 4/1/13

310 South Main Street, Salt Lake City, UT 84101  
www.graduationallianc801.931.2707  
801.217.2090



Graduation Alliance, Inc.

Graduation Alliance, Inc. provides resources and support needed to serve students for whom life obstacles have prevented prior academic success.

**Company Details**

**Principal:** Ray Kelly, CEO  
**Industry:** Education Services  
**Year Founded:** 2007

**Transaction Details**

**Description:** Series C Preferred  
**Amount:** \$3,759,128  
**Date:** 8/20/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP,  
Kunzler Law Grp, PC  
**Investor(s):** Signal Peak  
**Other Advisor:** Advanced CFO  
Solutions



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



Great Basin Corporation

Great Basin Corporation, a molecular diagnostics company, develops sample-to-result technology and products that provide multiple-pathogen diagnoses of infectious diseases.

**Company Details**

**Principal:** Ryan Ashton,  
President and CEO  
**Industry:** Healthcare Equipment  
**Year Founded:** 2005

**Transaction Details**

**Description:** Series B  
**Amount:** \$9,500,000  
**Date:** 1/7/13

**Outside Professionals**

**Law Firm:** Dorsey & Whitney  
LLP



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



Great Basin Corporation, a molecular diagnostics company, develops sample-to-result technology and products that provide multiple-pathogen diagnoses of infectious diseases.

#### Company Details

**Principal:** Ryan Ashton, President  
and CEO

**Industry:** Healthcare Equipment

**Year Founded:** 2005

#### Transaction Details

**Amount:** \$5,797,653

**Date:** 11/26/13

#### Outside Professionals

**Law Firm:** Dorsey & Whitney  
LLP



217 Wright Brothers Drive, Suite A, Salt Lake City, UT 84116  
 www.hammerton.com  
 P: 801.708.6800



Hammerton, Inc. engages in the design, manufacture, and market of lighting fixtures.

#### Company Details

**Principal:** William Shott, CEO

**Industry:** Electrical  
Components and  
Equipment

**Year Founded:** 1995

#### Transaction Details

**Amount:** \$870,000

**Date:** 7/24/13

#### Outside Professionals

**Investor(s):** Trident Cap, Inc.;  
EPIC Vent.; In-Q-Tel,  
Inc.; Granite Vent.,  
LLC; VMware, Inc.  
(NYSE:VMW); Intel  
Cap.; Fortinet Inc.  
(NasdaqGS:FTNT);  
Cisco Sys., Invest. Arm

3165 East Millrock Drive, Suite 400, Salt Lake City, UT 84121  
 www.healthcatalyst.com  
 P: 801.839.1071



Health Catalyst, LLC is the leader in healthcare data warehousing.

#### Company Details

**Principal:** Dan Burton, CEO

**CFO:** Jeff Selander

**Industry:** Health Care Tech.

**Year Founded:** 2008

**# Employees:** 130

#### Transaction Details

**Description:** Preferred Stock

**Amount:** \$5,000,000

**Date:** 2/25/13

#### Outside Professionals

**Law Firm:** Dorsey & Whitney  
LLP

**Investor(s):** Kaiser Permanente  
Ventures and CHV  
Capital



12906 Verona Creek Way, Riverton, UT 84065  
P: 801.842.1180



Health Trans. Sol. Int. LLC

### Company Details

**Principal:** Tod Schulthess, David  
Hardman, Managers  
**Year Founded:** 2012

### Transaction Details

**Description:** Membership units  
**Amount:** \$500,000  
**Date:** 1/8/13

703 Park Ave, Park City, UT 84060  
www.highwest.com  
P: 435-649-8300



High West Distillery

High West Distillery crafts award winning, small batch whiskies and is positioned uniquely in the fastest growing segment of the spirits market.

### Company Details

**Industry:** Retailing

### Transaction Details

**Amount:** Not disclosed

### Outside Professionals

**CPA:** Tanner LLC  
**Investor(s):** Park City Angel  
Network



12227 South Business Park Drive, Suite 120, Draper, UT 84020  
www.hirevue.com  
P: 801.316.2910



HireVue, Inc.

HireVue's Talent Interaction Platform augments existing applicant tracking, talent management and social applications, accelerating productivity and decision-making by delivering high-definition clarity into people's character, cultural fit, personality, and potential.

### Company Details

**Principal:** Mark Newman, CEO  
**CFO:** Jared Wilks  
**Industry:** Internet Software  
and Services

### Transaction Details

**Description:** Series D  
**Amount:** \$25,000,000  
**Date:** 8/1/13

### Outside Professionals

**CPA:** Tanner LLC  
**Investor(s):** Sequoia Cap.; Granite  
Vent., LLC; Investor  
Growth Cap.; Rose Park  
Advisors, LLC; Peterson  
Vent., LLC; Kickstart  
Seed Fund



1411 East 840 North, Orem, UT 84097  
P: 801.224.4771

#### Company Details

**Principal:** Cory Brent Jensen,  
Manager

**Industry:** Energy - Oil and Gas

**Year Founded:** 2013

#### Transaction Details

**Amount:** \$450,000

**Date:** 11/26/13

500 Huntsman Way, Salt Lake City, UT 84108  
www.huntsman.com  
P: 801.584.5700



Huntsman Corporation manufactures and sells differentiated organic and inorganic chemical products worldwide.

#### Company Details

**Principal:** Peter Huntsman, CEO

**CFO:** J. Kimo Esplin

**Industry:** Diversified Chemicals

**Year Founded:** 1970

#### Transaction Details

**Description:** Minority stake

**Amount:** \$7,290,000

**Date:** 3/14/13



12637 South 265 West, Draper, UT 84020  
www.hzoinside.com  
P: 801.268.1900



HzO, Inc. is an innovative and rapidly growing nanotechnology company offering next-generation solutions that protect electronic devices and components from damage caused by water, other corrosive liquids, humidity, sweat, dust and debris.

#### Company Details

**Principal:** Michael Bartholomeusz,  
CEO

**Industry:** Other Technology

**Year Founded:** 2009

#### Transaction Details

**Amount:** \$3,625,000

**Date:** 5/2/13

#### Outside Professionals

**Other Advisor:** Advanced CFO  
Solutions



5255 North Edgewood Drive, Suite 125, Provo, UT 84604  
www.i.TV.com  
P: 801.201.2565



i.TV, LLC develops an online television (TV) guide application platform for iOS and Android mobiles.

i.TV, LLC

**Company Details**

**Principal:** Brad Pelo, CEO  
**Industry:** Internet Software and Services  
**Year Founded:** 2008

**Transaction Details**

**Description:** New investor, DIRECTV  
**Amount:** Not Disclosed  
**Date:** 12/4/13

**Outside Professionals**

**Law Firm:** Dorsey & Whitney LLP  
**Investor(s):** DIRECTV (NasdaqGS:DTV)  
**Other Advisor:** Preferred CFO



5255 North Edgewood Drive, Suite 125, Provo, UT 84604  
www.i.TV.com  
P: 801.201.2565



i.TV, LLC develops an online television (TV) guide application platform for iOS and Android mobiles.

i.TV, LLC

**Company Details**

**Principal:** Brad Pelo, CEO  
**Industry:** Internet Software and Services  
**Year Founded:** 2008

**Transaction Details**

**Description:** Series A  
**Amount:** \$9,197,854  
**Date:** 8/9/13

**Outside Professionals**

**Law Firms:** Dorsey & Whitney LLP  
**Other Advisor:** Preferred CFO



1739 Devonshire Drive, Salt Lake City, UT 84108  
P: 888.625.0026

**Company Details**

**Principal:** Robert Brazell, Manager  
**Industry:** Other Technology  
**Year Founded:** 2010

**Transaction Details**

**Amount:** \$100,000  
**Date:** 4/16/13

**Outside Professionals**

**CPA:** Eide Bailly LLP



IBN Media, LLC

13043 Fort Street, Draper, UT 84020  
 www.idealresponse.com  
 P: 801.867.7070



iDealResponse provides online business intelligence, performance management, and training solution across various sectors and helps sales and support reps hone sales pitches, master winning responses to customer objections, and prepare for critical negotiations.

#### Company Details

**Principal:** Chris Bijou, CEO  
**Industry:** Internet Software and Services  
**Year Founded:** 2013

#### Transaction Details

**Amount:** \$350,000

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Tanner LLC



563 West 500 South, Suite 420, Bountiful, UT 84010  
 P: 801.951.0420



Independent Stock Market Corporation provides the benefits of a public market for privately held businesses without all the costs, expenses or risks associated with the traditional stock markets.

#### Company Details

**Principal:** Adam K. Brandley, CEO  
**Industry:** Specialized Finance  
**Year Founded:** 2010

#### Transaction Details

**Amount:** \$100,000  
**Date:** 3/11/13

300 West 12th Street, Ogden, UT 84404  
 P: 801.752.0100



Infinia Corporation is an energy technology company developing and manufacturing high-efficiency, free-piston Stirling engines that convert readily available and low cost heat sources such as solar, biogas and natural gas into reliable on- or off-grid electricity.

#### Company Details

**Principal:** Michael Ward, CEO  
**Industry:** Energy, Industrial products & services

#### Transaction Details

**Description:** Debt, Warrant/Option  
**Amount:** \$10,275,000  
**Date:** 1/15/03

#### Outside Professionals

**CPA:** Eide Bailly LLP



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

Influence International, Inc. offers business relationship development services. The company's relationship-building system includes software and training that combine to increase the quality and speed of the relationship building process.

**Company Details**

**Principal:** Jared Steward, CEO  
**Industry:** Business Services  
**Year Founded:** 1999

**Transaction Details**

**Description:** Equity, Warrant/Option  
**Amount:** \$105,000  
**Date:** 4/4/13

Influence International, Inc.

9883 South 500 West, Sandy, UT 84070  
www.ingrammedical.com  
P: 877.215.0452

Ingram Medical specializes in delivering medications and diabetes testing supplies to employees with chronic illnesses, saving employers money on health care costs and improving employee adherence to medications.



Ingram Medical

**Company Details**

**Principal:** Jeff Smith, CEO  
**CFO:** Justin Leavitt  
**Industry:** Healthcare Distributors  
**Year Founded:** 2011  
**# Employees:** Approx. 80

**Transaction Details**

**Description:** Series B  
**Amount:** \$30,000,000  
**Date:** 9/5/13

**Outside Professionals**

**Law Firm:** Bennett Tueller  
Johnson & Deere  
**CPA:** Tanner LLC  
**Investor(s):** Intermountain  
Healthcare, Inc.;  
StepStone Group.  
LP; Mercato  
Partners; Kickstart  
Seed Fund



34 E 1700 S, Ste 220, Provo, UT 84606  
www.insidesales.com  
P: 801.853.4090



InsideSales.com provides cloud-based, sales automation and predictive analytics tools for inside sales professionals.

**Company Details**

**Principal:** David Elkington, CEO  
**Industry:** Computer software,  
Telecommunications:  
Hardware

**Transaction Details**

**Description:** Series B  
**Amount:** \$35,000,000  
**Date:** 1/8/13

**Outside Professionals**

**CPA:** Tanner LLC,  
Eide Bailly LLP



InsideSales

619 East 550 South, Heber City, UT 84032  
 P: 801.674.5226

Inspired Applications Group, LLC offers a solution for saving storage and protection software product license keys to consumers, business, and educational institutions.

**Company Details**

**Principal:** Mark Bay, Partner  
**Industry:** Internet Software and Services

**Transaction Details**

**Amount:** \$150,000  
**Date:** 8/16/13

9020 Sandy Parkway, Suite 300, Sandy, UT 84070  
 www.instructure.com  
 P: 801.869.5000



Instructure, Inc. was created with the purpose of disrupting the Learning Management System (LMS) market by setting a new, open standard for education technology. The Company's primary product, Canvas, is an open source cloud-based learning management system that is marketed to institutions of learning.

**Company Details**

**Principal:** Josh Coates, CEO  
**CFO:** Mat Searle  
**Industry:** Application Software  
**Year Founded:** 2008

**Transaction Details**

**Amount:** \$30,000,000  
**Date:** 5/13/13

**Outside Professionals**

**Law Firm:** Cooley LLP  
**CPA:** EY  
**Investor(s):** Bessemer Venture Partners; EPIC Ventures; OpenView Venture Prtns; TomorrowVentures, LLC



12244 South Business Park Drive, Suite 230, Draper, UT 84020  
 www.iosnow.com  
 P: 888.225.3148



Integrated Ordering Systems, Inc. provides POS ordering systems for restaurants.

**Company Details**

**Principal:** Joshua Stevens, CEO  
**Industry:** Application Software  
**Year Founded:** 2009

**Transaction Details**

**Amount:** \$750,000  
**Date:** 11/15/13

**Outside Professionals**

**Investor(s):** Park City Angel Network



4225 West Lake Park Blvd, Suite 100, West Valley City, UT 84120  
www.inthinc.com  
P: 866.294.8637



inthinc, inc.

Inthinc, Inc. is a telematics service provider focused on driver safety, fleet management and compliance.

#### Company Details

**Principal:** Todd W. Follmer, CEO  
**CFO:** Vivek Chaturvedi  
**Industry:** Communications  
Equipment  
**Year Founded:** 1997

#### Transaction Details

**Amount:** \$24,000,000  
**Date:** 9/17/13

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



Jade Therapeutics, Inc.

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

#### Company Details

**Principal:** Arthur Klausner  
**Industry:** Biotechnology  
**Year Founded:** 2011

#### Transaction Details

**Description:** Common stock, Options, Warrants  
**Amount:** \$600,000  
**Date:** 11/8/13

1275 West 1600 North, Suite 100, Orem, UT 84057  
www.getjive.com  
P: 801.426.5782



Jive Communications, Inc.

Jive Communications, Inc. provides enterprise-grade Hosted VoIP and Unified Communications to businesses and institutions and is rapidly becoming the standard for business communications worldwide.

#### Company Details

**Principal:** John Pope, CEO  
**CFO:** Sam Simmons  
**Industry:** Technology -  
Telecommunications  
**Year Founded:** 2006

#### Transaction Details

**Description:** Preferred Stock  
**Amount:** \$21,624,803  
**Date:** 9/12/13

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Tanner LLC



2749 East Parley's Way, Suite 210, Salt Lake City, UT 84109  
 www.juneaubiosciences.com  
 P: 888.362.4496



Juneau Biosciences, LLC offers medical diagnostic services such as diagnostic services for women's health issues and medical diagnostic testing services.

**Company Details**

**Principal:** Kenneth Ward, CEO  
**CPA:** Eric L. Robinson  
**Industry:** Biotechnology  
**Year Founded:** 2006

**Transaction Details**

**Description:** Equity, Debt, Warrant/Option  
**Amount:** \$25,000  
**Date:** 11/22/13

**Outside Professionals**

**CPA:** Tanner LLC



www.justfamily.com



JustFamily is a mobile and web application purposefully designed to help families stay close.

**Company Details**

**Principal:** Nate Quigley  
**Industry:** Software

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 10/9/13

**Outside Professionals**

**Investor(s):** Plus550

90 East 100 South, Suite 208, St. George, UT 84770  
 www.keymedimaging.com  
 P: 435.272.4321



KeyMed Imaging LLC operates a diagnostic imaging center.

**Company Details**

**Industry:** Healthcare Services  
**Year Founded:** 2012

**Transaction Details**

**Amount:** \$1,880,000  
**Date:** 9/16/13

5320 South 900 East, Suite 120, Salt Lake City, UT 84117  
www.klevermarketing.com  
P: 801.847.6444



Klever Marketing, Inc. (OTCPK:KLMK)

Klever Marketing, Inc. offers a mobile management services platform for retail and manufacturer clients looking to implement mobile strategies.

**Company Details**

**Principal:** Paul Begum  
**CFO:** Robert Campbell  
**Industry:** Application Software

**Transaction Details**

**Description:** Equity bridge funding  
**Amount:** Not Disclosed  
**Date:** 7/17/13

10235 S. Jordan Gateway, Suite 410, South Jordan, UT 84095  
www.lendio.com  
P: 855.853.6346



Lendio, Inc.

Lendio matches qualified small business owners to banks, credit unions and other lending sources.

**Company Details**

**Principal:** Brock Blake, CEO  
**CFO:** Mark Santiago  
**Industry:** Other  
**Year Founded:** 2010

**Transaction Details**

**Amount:** \$4,500,000  
**Date:** 8/6/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP  
**CPA:** Tanner LLC  
**Investor(s):** Tribeca Venture Partners; Highway 12 Ventures; Runa Capital  
**Other Advisor:** Advanced CFO Solutions



1115 Fallbrook Way, Sandy, UT 84094  
P: 801.647.4019

**Company Details**

**Year Founded:** 2013

**Transaction Details**

**Amount:** \$500,000  
**Date:** 12/17/13

Let It Go Film, LLC

Park City, UT  
www.lighththeadbeds.com  
P: 435.565.4490



LightHeaded Beds allow for interchangeable images, known as HeadLightz, to be illuminated within the patented headboard.

#### Company Details

**Principal:** Dennis Forchic, CEO  
**Industry:** Consumer Products  
**Year Founded:** 2011

#### Transaction Details

**Amount:** Not disclosed  
**Date:** January, 2013

#### Outside Professionals

**Law Firm:** Kunzler Law Grp. PC  
**Investor(s):** Park City Angel Network

423 Wakara Way, Suite 200, Salt Lake City, UT 84108  
www.lineagen.com  
P: 801.931.6200



Lineagen, Inc. provides physicians with a fully integrated genetic testing, counseling, and developmental screening service to aid in the diagnostic evaluation of individuals with autism spectrum disorders or other forms of developmental delay.

#### Company Details

**Principal:** Michael S. Paul,  
President and CEO  
**CFO:** Brian Garner, Dir of  
Finance  
**Industry:** Biotechnology  
**Year Founded:** 2002  
**Stage:** Expansion

#### Transaction Details

**Description:** Series B and Series C  
Preferred Stock  
**Amount:** \$23,580,000  
**Date:** 11/9/13

#### Outside Professionals

**CPA:** Tanner LLC  
**Investor(s):** Kickstart Seed  
Fund, Signal Peak  
Ventures, Sanderling  
Ventures, Prairie  
Gold Ventures  
**Other Advisor:** Advanced CFO  
Solutions



423 Wakara Way, Suite 200, Salt Lake City, UT 84108  
www.lineagen.com  
P: 801.931.6200



Lineagen, Inc. provides physicians with a fully integrated genetic testing, counseling, and developmental screening service to aid in the diagnostic evaluation of individuals with autism spectrum disorders or other forms of developmental delay.

#### Company Details

**Principal:** Michael S. Paul,  
President and CEO  
**Industry:** Biotechnology  
**Year Founded:** 2002  
**Stage:** Expansion

#### Transaction Details

**Description:** Convertible Debt, Op-  
tions/Warrants  
**Amount:** \$1,000,000  
**Date:** 2/20/13

#### Outside Professionals

**CPA:** Tanner LLC  
**Investor(s):** Kickstart Seed  
Fund, Signal Peak  
Ventures, Sanderling  
Ventures, Prairie  
Gold Ventures  
**Other Advisor:** Advanced CFO  
Solutions



675 Arapeen Drive, Suite 202, Salt Lake City, UT 84108  
www.lipocine.com  
P: 801.994.7383



Lipocine Inc. (OTCBB:LPCN)

Lipocine, Inc. proprietary technologies enable and enhance oral therapy of poorly absorbed drugs.

**Company Details**

**Principal:** Mahesh V. Patel, CEO  
**CFO:** Morgan Brown  
**Industry:** Pharmaceuticals  
**Year Founded:** 1997

**Transaction Details**

**Amount:** \$38,019,984  
**Date:** 7/30/13

**Outside Professionals**

**Law Firm:** Cooley LLP  
**CPA:** KPMG LLP

629 Parkway Drive, Suite A, Park City, UT 84098  
www.mspaceholdings.com  
P: 732.223.4407



M Space Holdings, LLC

M Space is a leading modular building company.

**Company Details**

**Principal:** Jeffrey Deutschendorf,  
President and CEO  
**CFO:** Emily Adler  
**Industry:** Construction and  
Engineering  
**Year Founded:** 2001

**Transaction Details**

**Amount:** \$2,176,550  
**Date:** 7/30/13

**Outside Professionals**

**Law Firm:** Cooley LLP  
**CPA:** KPMG LLP

Eden, UT  
www.mapittrackit.com  
P: 801.698.8770



Map It and Track It, Inc.

MiTi is a simple location-based tool, empowering field reps to accurately capture information in a visual, secure and paperless format.

**Company Details**

**Principal:** Brad Hess  
**Industry:** SAAS  
**Year Founded:** 2013  
**Stage:** Pre Revenue

**Transaction Details**

**Amount:** \$105,000  
**Date:** 9/30/13

**Outside Professionals**

**Law Firm:** Bennett Tueller  
Johnson & Deere  
**CPA:** Allred Jackson  
**Investor(s):** BoomStartup, Park  
City Angel Network  
**Other Advisor:** Advanced CFO  
Solutions



175 West 200 South, Suite 1004, Salt Lake City, UT 84101  
 www.masteryconnect.com  
 P: 801.736.0258



MasteryConnect Inc. provides formative assessment tools.

#### Company Details

**CFO:** Mark Pocock  
**Industry:** Internet Software and Services  
**Year Founded:** 2009

#### Transaction Details

**Description:** Series A  
**Amount:** \$4,130,000  
**Date:** 1/19/13

#### Outside Professionals

**Investor(s):** Catamount Ventures Management LLC, Learn Capital Venture Partners

Salt Lake City, Utah 84101 UNITED STATES  
 www.miabathandbody.com  
 P: 800.899.1642



Mia Bath & Body lets you create your own custom scent and add it to any of the luxurious bath and body products.

#### Company Details

**Principal:** Joe Appleton, CEO  
**Industry:** Cosmetics  
**Year Founded:** 2011

#### Transaction Details

**Description:** Seed Preferred  
**Amount:** \$675,000  
**Date:** 6/24/13

#### Outside Professionals

**Law Firm:** Kunzler Law Group, PC

10808 South River Front Parkway, Suite 150, South Jordan, UT 84095  
 www.michebag.com  
 P: 801.566.4243



Miche Bag Holdings, LLC designs, manufactures, and sells handbags for women in the United States and internationally.

#### Company Details

**Principal:** Corbin Church  
**Industry:** Apparel, Accessories and Luxury Goods  
**Year Founded:** 2005

#### Transaction Details

**Amount:** \$8,000,000  
**Date:** 7/25/13

14621 South 800 West, Suite 100, Bluffdale, UT 84065  
www.m-vac.com  
P: 801.523.3962



Microbial-Vac Systems Inc.

Microbial-Vac Systems Inc. manufactures and supplies surface pathogen sampling solutions.

#### Company Details

**Industry:** Electronic Equipment  
and Instruments  
**Year Founded:** 2002

#### Transaction Details

**Description:** Convertible debt  
**Amount:** \$1,000,000  
**Date:** 10/10/13

310 East 4500 South, Suite 450, Salt Lake City, UT 84107  
www.mshare.net  
P: 801.263.2333



Mindshare Technologies, Inc.

Mindshare Technologies, Inc. provides software as a service based customer survey and enterprise feedback management solutions.

#### Company Details

**Principal:** John Sperry, CEO  
**CFO:** Mark Webb  
**Industry:** Internet Software and  
Services  
**Year Founded:** 1996

#### Transaction Details

**Description:** Series D  
**Amount:** \$18,999,996  
**Date:** 9/17/13

#### Outside Professionals

**Law Firm:** Kunzler Law  
Group, PC (investor  
counsel)  
**CPA:** CBIZ MHM, LLC  
**Investor(s):** Peterson Partners  
LP; Sorenson  
Capital



55 South Geneva Road, Lindon, UT 84042  
www.royalquantum.com  
P: 801.796.8944

MineralRite Corporation engages in the processing, certification, and sale of precious metals in Utah.

#### Company Details

**Principal:** Guy Peckham  
**Industry:** Oil and Gas Exploration  
and Production

#### Transaction Details

**Description:** Debt  
**Amount:** \$100,000  
**Date:** 4/17/13

#### Outside Professionals

**Law Firm:** Davison Associates

MineralRite Corp. (OTCPK:RITE)

1301 West 400 North, Orem, UT 84057  
P: 801.224.0589



MityLite is a global manufacturer of professionally designed, highly durable furniture products.

#### Company Details

**Principal:** John Dudash, President  
and CEO

**CFO:** Brent Barton

**Industry:** Home Furnishings

**Year Founded:** 1987

#### Transaction Details

**Amount:** \$385,000

**Date:** 11/4/13

2600 Executive Parkway, Lehi, UT 84043  
www.mokimobility.com  
P: 801.653.0365



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.

#### Company Details

**Principal:** Tom Karren, CEO

**CFO:** Eric Johnson

**Industry:** Other Technology

**Year Founded:** 2012

**Stage:** Expansion

#### Transaction Details

**Description:** Seed Preferred

**Amount:** \$2,133,946

**Date:** 4/3/13

#### Outside Professionals

**Law Firm:** Countryman Law  
LLC; Kunzler Law  
Group, PC

**CPA:** Tanner LLC



2600 Executive Parkway, Lehi, UT 84043  
www.mokimobility.com  
P: 801.653.0365



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.

#### Company Details

**Principal:** Tom Karren, CEO

**CFO:** Eric Johnson

**Industry:** Other Technology

**Year Founded:** 2012

**Stage:** Expansion

#### Transaction Details

**Description:** Series A Preferred

**Amount:** \$6,249,996

**Date:** 9/9/13

#### Outside Professionals

**Law Firm:** Countryman Law  
LLC; Kunzler Law  
Group, PC

**CPA:** Tanner LLC

**Investor(s):** Pelican Venture  
Partners





Mommi has created a protein plus vitamin supplement for women, pregnant and otherwise.

**Company Details**

**Principal:** Erin Shurtz, CEO  
**Industry:** Vitamin, Supplementants  
**Year Founded:** 2013

**Transaction Details**

**Description:** Seed funding  
**Amount:** \$240,000  
**Date:** 11/1/13

**Outside Professionals**

**Investor(s):** SLC Angels

86 North University Avenue, Third Floor, Provo, UT 84601  
 www.multiling.com  
 P: 801.377.2000



MultiLing Corporation provides translation services.

**Company Details**

**Principal:** Michael Sneddon, CEO  
**CFO:** Kent Thomas  
**Industry:** Publishing  
**Year Founded:** 1992

**Transaction Details**

**Amount:** \$10,300,000  
**Date:** 8/13/13

**Outside Professionals**

**Law Firm:** Ray Quinney & Nebeker  
**CPA:** Tanner LLC  
**Investor(s):** Frontier Capital LLC  
**Other Advisor:** Advanced CFO Solutions



357 West 200 South, Salt Lake City, UT 84101  
 www.myrooms.org  
 P: 801.201.1365



MyRooms Inc. is a technology company creating web software and specializing in social networking, gamification methods, advanced graphics and visual identities.

**Company Details**

**Principal:** Jeremiah Barker  
**Industry:** Computer software  
**Year Founded:** 2013

**Transaction Details**

**Amount:** \$2,450,000  
**Date:** 12/2/13



357 West 200 South, Salt Lake City, UT 84101  
 www.myrooms.org  
 P: 801.201.1365



MyRooms Inc. is a technology company creating web software and specializing in social networking, gamification methods, advanced graphics and visual identities.

#### Company Details

**Principal:** Jeremiah Barker  
**Industry:** Computer software  
**Year Founded:** 2013

#### Transaction Details

**Amount:** \$1,510,000  
**Date:** 4/30/13

59 West 100 South, Salt Lake City, UT 84101  
 www.nexiaholdings.com  
 P: 801.575.8073



Nexia Holdings, Inc. is a diversified holdings company with operations in entertainment, health & beauty, and real estate.

#### Company Details

**Principal:** Richard Surber,  
 President and CEO  
**CFO:** Richard Surber  
**Industry:** Specialized Consumer  
 Services  
**Year Founded:** 1987

#### Transaction Details

**Amount:** \$50,000  
**Date:** 3/6/13

2640 West 15090 South, Riverton, UT 84065  
 www.mynoaHS.com  
 P: 801.859.2656



Noah Corp. operates a multi-use facility for various life events.

#### Company Details

**Principal:** William Bowser,  
 President  
**Industry:** Real Estate Operating  
 Companies  
**Year Founded:** 2007

#### Transaction Details

**Amount:** \$50,000  
**Date:** 9/25/13

1280 South 800 East, Orem, UT 84097  
www.northstaralarm.com  
P: 801.373.7827



NorthStar Alarm Holdings, LLC

NorthStar is a top home security provider and authorized dealer of Honeywell Security Products.

**Company Details**

**Principal:** Jason Christensen,  
President

**CFO:** Justin Dinehart,  
Controller

**Industry:** Home Security

**Transaction Details**

**Amount:** \$22,590,000

**Date:** 5/14/13

466 East 500 South, Salt Lake City, UT 84111  
P: 801.232.3364

Owns and operates a photovoltaic power plant.

**Company Details**

**Industry:** Independent Power  
Producers and Energy  
Traders

**Year Founded:** 2013

**Transaction Details**

**Amount:** \$5,000,000

**Date:** 10/21/13

Notch Peak Solar, LLC

456 East 500 South, Suite 205, Salt Lake City, UT 84111  
www.nu-medplus.com  
P: 801.746.3570



Nu-Med Plus is an early stage medical device company, principally engaged in the design, innovation, development, enhancement, and commercialization of beginning, early, and selective later-stage medical devices.

**Company Details**

**Principal:** Jeffrey L. Robins, CEO

**Industry:** Biotechnology

**Year Founded:** 2011

**Transaction Details**

**Amount:** \$190,000

**Date:** Various

**Outside Professionals**

**Investor(s):** Smith Corporate  
Services Inc

NuMed Plus, Inc.

420 E. South Temple, Suite 520, Salt Lake City, UT 84111  
 www.numirabio.com  
 P: 801.320.0682



Numira Biosciences, Inc., a contract research organization, provides imaging services for disease research, drug discovery, and pre-clinical studies in animal models.

**Company Details**

**Principal:** Michael Beeuwsaert,  
 CEO  
**Industry:** Medical Research

**Transaction Details**

**Description:** Convertible Note  
**Amount:** \$2,135,000  
**Date:** 3/7/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP  
**Investor(s):** Kickstart Seed  
 Fund, Signal Peak  
 Ventures, Crocker  
 Ventures



11487 South 700 East, Salt Lake City, UT  
 www.nutranomics.com  
 P: 801.576.8350



Researches and develops nutritional food and supplements.

**Company Details**

**Principal:** Tracy Gibbs  
**Industry:** Pharmaceuticals  
**Year Founded:** 1995

**Transaction Details**

**Amount:** \$10,000,000  
**Date:** 12/9/13

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



Designs and develops project models for forest development and forest conservation.

**Company Details**

**Principal:** Stephen Barber  
**Industry:** Electrical Components  
 and Equipment  
**Year Founded:** 2008

**Transaction Details**

**Amount:** \$3,100,000  
**Date:** Various

**Outside Professionals**

**Investor(s):** Precept Fund  
 Management  
 Segregated  
 Portfolio  
 Corporation

1960 Sidewinder Suite 212, Park Ciity, Ut 84060  
www.ogwacorp.com



Pressurized Fluid Delivery.

**Company Details**

**CFO:** Harlan Gardiner, CEO  
**Industry:** Consumer Products  
**Year Founded:** 2008

**Transaction Details**

**Amount:** Not disclosed  
**Date:** January, 2013

**Outside Professionals**

**Investor(s):** Park City Angel Network

Ogwa

7538 South Main Street, Midvale, UT 84097  
P: 801.602.4673

Olive Tree Network is a digital ad network and marketing company specializing in connecting its customers with the right audience.

**Company Details**

**Principal:** Andrew Oman, CEO  
**Industry:** Business Services  
**Year Founded:** 2012

**Transaction Details**

**Amount:** \$250,000  
**Date:** 12/5/12

Olive Tree Ad Network, LLC

9100 South 500 West, Sandy, UT 84070  
www.omnilytics.com  
P: 801.746.3600



Omnilytics is a biotechnology company engaged in the research and development of bacteriophage solutions for pathogen control in agricultural, food and water, industrial, pharmaceutical, and defense markets.

**Company Details**

**Principal:** Justin C. Reber, CEO  
**Industry:** Biotechnology  
**Year Founded:** 1954

**Transaction Details**

**Description:** Equity, Debt, Warrant/  
Option  
**Amount:** \$200,000  
**Date:** 6/27/13

Omnilytics, Inc.

98 West Center, Suite B, Logan, UT 84321  
 www.onapp.com  
 P: 866.234.3240



OnApp provides a complete Infrastructure-as-a-Service platform for hosts, telcos and MSPs.

#### Company Details

**Industry:** Computer software

#### Transaction Details

**Amount:** \$20,000,000

**Date:** 1/16/13

247 South 500 East, Salt Lake City, UT 84102  
 www.onsitecareclinics.com  
 P: 801.441.1002



OnSite Care operates a chain of on-site primary care clinics and offers medical consulting, medical clinic, vendor negotiation, and wellness options.

#### Company Details

**Principal:** Donna Milavetz,  
 President and CEO

**Industry:** Healthcare Services

**Year Founded:** 2007

#### Transaction Details

**Amount:** \$750,000

**Date:** 2/11/13

419 Wakara Way, Suite 207C, Salt Lake City, UT 84108  
 www.oscillapower.com  
 P: 206.999.5373



Engages in the development of a suite of renewable energy and energy harvesting solutions.

#### Company Details

**Industry:** Heavy Electrical  
 Equipment

**Year Founded:** 2009

#### Transaction Details

**Description:** Convertible debt

**Amount:** \$940,000

**Date:** 5/31/13

#### Outside Professionals

**CPA:** Eide Bailly LLP



419 Wakara Way, Suite 207C, Salt Lake City, UT 84108  
www.oscillapower.com  
P: 206.999.5373



Oscilla Power, Inc.

Oscilla Power engages in the development of a suite of renewable energy and energy harvesting solutions.

#### Company Details

**Industry:** Heavy Electrical  
Equipment  
**Year Founded:** 2009

#### Transaction Details

**Description:** Common stock  
**Amount:** \$2,480,000  
**Date:** Various

#### Outside Professionals

**CPA:** Eide Bailly LLP



2150 South 1300 East, Suite 500, Salt Lake City, UT  
www.otokinetics.com  
P: 801.990.2980



OtoKinetics Inc.

OtoKinetics engages in the development of hearing aid devices.

#### Company Details

**Principal:** Gregory Koskowich  
**Industry:** Healthcare Equip.  
**Year Founded:** 2009

#### Transaction Details

**Description:** Convertible debt  
**Amount:** \$1,500,000  
**Date:** 5/20/13

#### Outside Professionals

**CPA:** CBIZ MHM, LLC  
**Other Advisor:** Advanced CFO  
Solutions



1 East Center Street, Provo, UT 84606  
www.madewithstudio.com  
P: 801.310.6827

Overlay Studio develops mobile applications. The company's products include Studio, a design creation and sharing application for iPhone.

#### Company Details

**Principal:** Joseph Wilson,  
President  
**Industry:** Software  
**Year Founded:** 2013

#### Transaction Details

**Description:** Seed Preferred  
**Amount:** \$1,000,000  
**Date:** 9/10/13

#### Outside Professionals

**CPA:** Haynie & Co  
**Investor(s):** SV Angel; Kickstart  
Seed Fund;  
CrunchFund; Peak  
Ventures

Overlay Studio, Inc.

Salt Lake City, Utah  
www.owletcare.com



Owlet manufactures healthcare products which monitor heart rate, oxygen levels, and skin temperature for babies.

**Company Details**

**Principal:** Kurt Workman  
**Industry:** Healthcare Equipment  
**Year Founded:** 2012

**Transaction Details**

**Amount:** \$20,000  
**Date:** 12/2/13

**Outside Professionals**

**Investor(s):** TechStars, LLC

210 North 1200 East, Suite 101, Lehi, UT 84043  
www.oxzen.com  
P: 801.851.5589



Oxzen operates as an online and Internet marketing services company.

**Company Details**

**Industry:** Advertising

**Transaction Details**

**Description:** Majority share to investors  
**Amount:** Not Disclosed  
**Date:** 4/30/13

9160 South 300 West, Suite 101, Sandy, UT 84070  
P: 801.706.9429

Pacific Ventures Group markets and underwrites specialized property and casualty coverage in the general aviation insurance marketplace.

**Company Details**

**Industry:** Brett Bertolami  
**CFO:** Bertolami, Brett  
**Industry:** Property and Casualty Insurance  
**Year Founded:** 1986

**Transaction Details**

**Description:** Preferred stock  
**Amount:** \$170,000  
**Date:** 6/21/13



299 South Main Street, Salt Lake City, UT 84111  
www.parkcitygroup.com  
P: 435.645.2000



Park City Group, Inc.

Park City Group, Inc. has developed a cloud-based, SAAS technology platform that allows retailers and their suppliers to make sense of the millions of consumer transactions that occur daily and use that information to reduce out of stocks, increase sales, and lower inventory levels throughout the supply chain.

#### Company Details

**Principal:** Randall K. Fields,  
Chairman and CEO  
**CFO:** Ed Clissold  
**Industry:** Other Technology  
**Year Founded:** 2001  
**# Employees** 48

#### Transaction Details

**Description:** Common stock  
**Amount:** \$3,922,015  
**Date:** 3/12/13

#### Outside Professionals

**CPA:** Tanner LLC



4956 North 300 West, 3rd Floor, Provo, UT 84604  
www.peakcapitalpartners.com  
P: 801.341.0300



Peak Capital Partners, LLC

Peak Capital Partners acquires, owns, and manages traditional and student apartment complexes in the United States.

#### Company Details

**Principal:** Bryant, Kandis  
**Industry:** Real Estate Operating  
Companies  
**Year Founded:** 2000

#### Transaction Details

**Amount:** \$850,000  
**Date:** 12/12/13

#### Outside Professionals

**CPA:** Eide Bailly LLP  
**Investor(s):** Advanced CFO  
Solutions



50 Red Pine Drive, Alpine, UT 84004  
www.peer60.com  
P: 801.692.1536



Peer60, Inc.

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.

#### Company Details

**Principal:** Bikman, Jeremy  
**Industry:** Internet Software and  
Other Services  
**Year Founded:** 2010

#### Transaction Details

**Description:** Seed Preferred  
**Amount:** \$750,000  
**Date:** 11/15/13

#### Outside Professionals

**Law Firm:** Holland & Hart  
LLP, Kunzler Law  
Group, PC (investor  
counsel)  
**Investor(s):** Kickstart Seed  
Fund, Park City  
Angel Network



PO Box 980632, Park City, UT, 84098  
 www.penblade.net  
 P: 385.312.0484



PenBlade's no-look blade retraction helps keep surgical staff safe when passing or disposing.

**Company Details**

**Principal:** Barry K. Hanover,  
 CEO  
**Industry:** Health/Medical

**Transaction Details**

**Description:** Series A Preferred  
**Amount:** \$1,100,000  
**Date:** 12/24/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group,  
**Investor(s):** PC  
 Kickstart Seed  
 Fund, Park City  
 Angel Network

500 East Technology Ave., Orem, UT 84097  
 www.perfectsearchcorp.com  
 P: 801.437.1100



Perfect Search Corporation's patented technology delivers enterprise search technology.

**Company Details**

**Principal:** Kurt Garbe, CEO  
**Industry:** Other Technology  
**Year Founded:** 2007

**Transaction Details**

**Description:** Debt, Warrant/Option  
**Amount:** \$4,500,000  
**Date:** 3/30/12

6222 West, 10480 North Highland, UT 84003  
 www.photopharmics.com  
 P: 801.770.6960

PhotoPharmics offers a breakthrough medical treatment which stops the progression of Parkinson's.

**Company Details**

**Principal:** Kent Savage, CEO  
**Industry:** Medical Devices &  
 Equipment  
**Year Founded:** 2011

**Transaction Details**

**Amount:** Not Disclosed  
**Date:** January, 2013

**Outside Professionals**

**Law Firm:** Kunzler Law Group  
 PC  
**Investor(s):** Park City Angel  
 Network, SLC  
 Angels

1488 Westbury Way, #H, Lehi, UT 84043  
www.rentcomfy.com  
P: 801.712.5094



pingplot, Inc. dba comfy

Comfy provides an advanced web and mobile app based software platform that helps students and other renters find their ideal apartment.

**Company Details**

**Principal:** Jordan Wright,  
President  
**Industry:** Technology  
**Year Founded:** 2013

**Transaction Details**

**Amount:** \$600,000  
**Date:** 11/15/14

**Outside Professionals**

**Law Firm:** Holland & Hart LLP



67 South Main Street, Suite 300 , Layton, Utah 84041  
www.pluralsight.com  
P: 801.784.9007



Pluralsight LLC

Pluralsight LLC provides online developer training services.

**Company Details**

**Principal:** Aaron Skonnard, CEO  
**CFO:** Greg Woodward  
**Industry:** Education Services  
**Year Founded:** 2004

**Transaction Details**

**Amount:** \$27,500,000  
**Date:** 1/2/13

**Outside Professionals**

**CPA:** PricewaterhouseCoopers  
LLP  
**Investors(s):** Insight Venture Partners



67 South Main Street, Suite 300 , Layton, Utah 84041  
www.pluralsight.com  
P: 801.784.9007



Pluralsight, LLC

Pluralsight LLC provides online developer training services.

**Company Details**

**Principal:** Aaron Skonnard, CEO  
**CFO:** Greg Woodward  
**Industry:** Education Services  
**Year Founded:** 2004

**Transaction Details**

**Amount:** \$5,000,000  
**Date:** 7/31/13

**Outside Professionals**

**CPA:** PricewaterhouseCoopers  
LLP  
**Investors(s):** Insight Venture Partners



244 West 300 North, Suite 210, Salt Lake City, UT 84103  
 www.thepowerpot.com  
 P: 801.554.4205



Power Practical, Inc. develops energy products.

#### Company Details

**Principal:** Matt Ford, CEO  
**Industry:** Other Technology  
**Year Founded:** 2011

#### Transaction Details

**Description:** Seed Preferred  
**Amount:** \$1,000,000  
**Date:** 1/22/13

#### Outside Professionals

**Law Firm:** Kunzler Law Group, PC  
**CPA:** CBIZ MHM, LLC  
**Investor(s):** Kickstart Seed Fund, Park City Angel Network



11222 Eagle View Drive, Sandy, UT 84092  
 www.primarydata.com  
 P: 818.335.0336



PrimaryData is developing next generation data virtualization and mobility technologies to manage how information is stored and shared globally.

#### Company Details

**Principal:** David Flynn, CEO  
**Industry:** Other Technology  
**Year Founded:** 2010

#### Transaction Details

**Amount:** \$62,500,000  
**Date:** 10/28/13

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**Investor(s):** Accel Partners, Battery Ventures, Lightspeed Venture Partners, Pelion Venture Partners and Wing Venture Partners, Mercato Partners, Epic Ventures



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



Profire Energy, Inc. engages in the manufacture, installation, and service of oilfield combustion management technologies and related products for the oil and gas industry.

#### Company Details

**Principal:** Brenton Hatch, President and CEO  
**CFO:** Andrew Limpert  
**Industry:** Oil and Gas Equipment and Services

#### Transaction Details

**Amount:** \$4,735,843  
**Date:** 11/18/13

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP  
**CPA:** Sadler, Gibb, and Ass., LLC  
**Investor(s):** Downsview Cap., Inc.; Wolverine Asset Mgmt, LLC; Walrus PRs LLC; Bibicoff Family Trust; Hudson Bay Cap. Mgmt LP; Brio Cap. L.P.; Cranshire Cap. Advisors, LLC.



2419 Creek Drive, Park City, UT 84060  
P: 949.272.6121

**Company Details**

**Industry:** Gary R. Sams, Manager  
Biotechnology  
**Year Founded:** 2012

**Transaction Details**

**Description:** Common stock  
**Amount:** \$2,480,000  
**Date:** Various

Progenitor Life Sciences LLC

330 North Cutler Drive, North Salt Lake , UT 84054  
www.progrexion.com  
P: 801.384.4100



Progrexion is a technology enabled consumer services business that leads the way in credit repair.

**Company Details**

**Principal:** Jeffrey Johnson, CEO  
**Industry:** Software/Credit Repair  
**Year Founded:** 1995

**Transaction Details**

**Description:** Equity  
**Amount:** \$45,000,000  
**Date:** 12/31/13

**Outside Professionals**

**Investor(s):** Prospect Capital

Progrexion

www.meltorganic.com



Melt Organic's flagship product, Rich & Cream MELT Organic, is a luscious butter improvement.

**Company Details**

**Principal:** Cygnia Rapp, Founder  
**Industry:** Organic Foods  
**Year Founded:** 2013

**Transaction Details**

**Description:** Seed funding  
**Amount:** \$55,000  
**Date:** 7/1/13

**Outside Professionals**

**Investor(s):** SLC Angels

Prosperity Organic Foods, Inc. dba Melt Organic

Salt Lake City, Utah  
 www.purepredictive.com  
 P: 801.890.5190



PurePredictive takes the complicated task of predictive analytics, previously only performed by data scientists, and puts it in the hands of analysts, database administrators, programmers, and even business domain experts.

#### Company Details

**Principal:** Justin C. Reber, CEO  
**Industry:** Software

#### Transaction Details

**Amount:** Not Disclosed  
**Date:** 1/30/13

#### Outside Professionals

**Investor(s):** Plus550

6120 Verness Cove, Holladay, UT 84121  
 P: 801.918.9958

#### Company Details

**Principal:** Edward Ekstrom,  
 Manager  
**Industry:** Business Services  
**Year Founded:** 2012

#### Transaction Details

**Amount:** \$375,000  
**Date:** 4/11/213

333 South State Street, PO Box 45360, Salt Lake City, UT 84145  
 www.questargas.com  
 P: 801.324.5555



Engages in the distribution of natural gas to residential and commercial customers in Utah, southwestern Wyoming, and southeastern Idaho.

#### Company Details

**Principal:** Ronald Jibson  
**CFO:** Kevin Hadlock  
**Industry:** Gas Utilities  
**Year Founded:** 1922

#### Transaction Details

**Description:** Long Term Notes  
**Amount:** \$150,000,000  
**Date:** 7/18/13

3900 Freedom Circle, Suite 110, Santa Clara, CA, 95054  
www.rackwareinc.com  
P: 408.430.5821



Rackware, Inc.

RackWare, Inc. is a privately held company focused on delivering solutions to easily and cost-effectively enable the use of cloud for today's enterprises.

**Company Details**

**Principal:** Sash Sunkara  
**Industry:** Enterprise Technology  
**Year Founded:** 2009

**Transaction Details**

**Description:** Seed Preferred  
**Amount:** \$2,000,000  
**Date:** 4/1/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group, PC  
**Investor(s):** Kickstart Seed Fund, Park City Angel Network

266 West Center Street, Orem, UT 84057  
www.freelinc.com  
P: 866.467.1199

Radium, Inc.

Doing business as FreeLinc, the company operates as a wireless accessory communications company.

**Company Details**

**Principal:** Anthony Sutera  
**CFO:** Jared Jensen  
**Industry:** Communications Equipment  
**Year Founded:** 2003

**Transaction Details**

**Amount:** \$2,000,000  
**Date:** 11/16/13

90 South 400 West Salt Lake City, UT 84101  
www.radiatemediacom  
P: 801.214.2800



Radiate Media / Matchbin

Radiate Media provides software and services that empower local media and businesses to find and capture the audience that matters most.

**Company Details**

**Principal:** Chris Rothey, CEO  
**Industry:** Software  
**Year Founded:** 2002

**Transaction Details**

**Amount:** Not disclosed  
**Date:** August, 2013

**Outside Professionals**

**CPA:** Tanner LLC  
**Investor(s):** Park City Angel Network



49 West 9000 South, Suite 1, Sandy, UT 84070  
 www.rafarma.com  
 P: 801.210.7135



Rafarma Pharmaceuticals, Inc. is a multi-product pharmaceutical company, produces and sells drugs, generic antibiotics, and specialty pharmaceuticals in the Russian Federation.

#### Company Details

**Principal:** David Anderson  
**CFO:** Sergey Brusnitsin  
**Industry:** Pharmaceuticals

#### Transaction Details

**Amount:** \$1,200,000  
**Date:** 12/12/13

1188 West Sportsplex Drive, Suite 201, Kaysville, UT 84037  
 www.ragnarrelay.com  
 P: 801.499.5024



Ragnar provides overnight relay racing services in the United States.

#### Company Details

**Principal:** Christopher Infurchia  
**Industry:** Movies and  
 Entertainment  
**Year Founded:** 2003

#### Transaction Details

**Description:** Membership units  
**Amount:** \$8,160,000  
**Date:** 4/12/13

#### Outside Professionals

**CPA:** Tanner LLC



351 North 500 East, Orem, UT 84097  
 www.rainapps.com  
 P: 801.602.4673

Rainapps, Inc. develops a technology for the massive distribution of social media pages to social network followers and video email campaigns.

#### Company Details

**Principal:** Aaron Johnson,  
 Executive Officer  
**Industry:** Software  
**Year Founded:** 2008

#### Transaction Details

**Description:** Equity, Warrant/Option  
**Amount:** \$150,000  
**Date:** 5/13/13



1775 North Warm Springs Road, Salt Lake City, UT 84116  
www.reaganoutdoor.com  
P: 801.526.1400



Reagan Outdoor

Reagan Outdoor leases advertising space on billboards.

**Company Details**

**Principal:** William K. Reagan, CEO  
**CFO:** Landon Farnsworth  
**Industry:** Outdoor Advertising  
**Year Founded:** 1965  
**# Employees:** Approx. 80

**Transaction Details**

**Amount:** Not disclosed

**Outside Professionals**

**Law Firm:** Clyde Snow & Sessions  
**CPA:** Tanner LLC

15 West South Temple, Suite 1050, Salt Lake City, UT 84101  
www.richfieldoilandgas.com  
P: 801.519.8500



Richfield Oil & Gas Co. (OTCBB:ROLL)

Richfield Oil & Gas Company is a publicly held independent oil and gas company engaged in the exploration, exploitation, acquisition, and production of crude oil and natural gas in the U.S.

**Company Details**

**Principal:** Douglas C. Hewitt, Sr., President and CEO  
**CFO:** Glenn G. MacNeil  
**Industry:** Oil & Gas Exploration & Production  
**Year Founded:** 2002

**Transaction Details**

**Description:** Equity, Warrant/Option  
**Amount:** \$505,000  
**Date:** 5/3/13

**Outside Professionals**

**CPA:** Mantyla  
McReynolds, LLC

1992 Churchill Dr., Saratoga Springs, UT 84045  
www.sagebin.com



Sagebin.com

**Company Details**

**Principal:** Rodrigo Sagebin

**Transaction Details**

**Description:** Convertible Note  
**Amount:** \$120,000  
**Date:** 11/15/13

**Outside Professionals**

**Investor(s):** Kickstart Seed Fund, various angels

3550 N University Ave, Suite 375 Provo, UT, 84604  
 www.mysalesrabbitt.com  
 P: 801.418.9009



Sales Rabbitt specializes in tracking leads, assigning areas, tracking results, etc, making it the best single tool for field sales reps and canvassers available.

#### Company Details

**Principal:** Brady Anderson, CEO  
**Industry:** Software  
**Year Founded:** 2011

#### Transaction Details

**Amount:** Not disclosed  
**Date:** May, 2013

#### Outside Professionals

**Law Firm:** Kunzler Law Group  
 PC  
**Investor(s):** Park City Angel  
 Network, Kickstart  
 Seed Fund

5272 S. College Drive, Suite 301, Murray, UT 84123  
 www.saltstack.com  
 P: 801.590.0557



SaltStack, Inc. develops powerful and efficient software used by the world's largest businesses for data center automation, cloud orchestration, server provisioning and application configuration management.

#### Company Details

**Principal:** Marc Chen, CEO  
**Industry:** Internet Software and  
 Services  
**Year Founded:** 2012

#### Transaction Details

**Amount:** \$1,760,000  
**Date:** 2/15/13

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Tanner LLC



62 West 220 South, Orem, UT 84058  
 P: 801.301.1421



Scan, Inc. connects the real world with the digital universe.

#### Company Details

**Principal:** Garrett Gee, CEO  
**Industry:** Other Technology  
**Year Founded:** 2011

#### Transaction Details

**Amount:** \$6,499,998  
**Date:** 11/2/12

87 Eight Iron Court, Saratoga, Springs, UT 84045  
P: 801.753.0954

Science Medical, LLC

**Company Details**

**Principal:** Jeff Bullock, Manager  
**Industry:** Other Health Care  
**Year Founded:** 2013

**Transaction Details**

**Amount:** \$250,000  
**Date:** 6/5/13

**Outside Professionals**

**Other Advisor:** Advanced CFO Solutions



67 North Center Street, American Fork, UT 84003  
www.screenie.com  
P: 855.782.4473

Screenie, Inc.

Screenie, Inc. provides digital interviewing and screening products that help businesses to find and hire job candidates.

**Company Details**

**Principal:** Kenneth Frei, President  
**Industry:** Other Technology  
**Year Founded:** 2013

**Transaction Details**

**Amount:** \$425,000  
**Date:** 10/10/13

**Outside Professionals**

**CPA:** Haynie & Co  
**Investor(s):** Peak Ventures, Park City Angel Network

150 West Civic Center Drive, Suite 100, Sandy, UT 84070  
www.securealert.com  
P: 801.451.6141



SecureAlert, Inc (OTCPKSCRA)

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.

**Company Details**

**CFO:** Chad Olsen  
**Industry:** Electronic Equipment and Instruments  
**Year Founded:** 1995

**Transaction Details**

**Description:** Promissory notes  
**Amount:** \$1,200,000  
**Date:** 2/1/13

**Outside Professionals**

**Law Firm:** Durham Jones & Pinegar, PC  
**CPA:** Eide Bailly LLP  
**Investors(s):** Sapinda Asia Ltd



2749 East Parley's Way, Suite 200, Salt Lake City, UT 84109  
 www.seraprognostics.com  
 P: 801.990.0520



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.

#### Company Details

**Principal:** Gregory C. Critchfield,  
 CEO  
**CFO:** Andrew A. Sauter  
**Industry:** Other Health Care  
**Year Founded:** 2008

#### Transaction Details

**Description:** Debt  
**Amount:** \$1,250,000  
**Date:** 9/20/13

#### Outside Professionals

**CPA:** Tanner LLC



5511 South 6055 West, West Valley City, UT 84118  
 www.silencerco.com  
 P: 801.417.5384

Silencerco LLC is a gun silencer manufacturing company.



#### Company Details

**Principal:** Joshua Waldron,  
 Executive Officer  
**CFO:** Joshua Mercer  
**Industry:** Manufacturing  
**Year Founded:** 2008  
**Stage:** Growth  
**# Employees:** 50

#### Transaction Details

**Amount:** \$620,639  
**Date:** 11/18/13

#### Outside Professionals

**Law Firm:** Durham Jones &  
 Pinegar, P.C.  
**CPA:** Tanner LLC



136 East South Temple, Suite 2420, Salt Lake City, UT 84111  
 www.snapadvances.com  
 P: 516.247.1909

Snap Advances LLC provides Merchant Cash Advance Funding.



#### Company Details

**Principal:** Matthew Hawkins,  
 Manager  
**Industry:** Banking and Finance  
**Year Founded:** 2009

#### Transaction Details

**Amount:** \$3,500,000  
**Date:** 10/4/13

#### Outside Professionals

**Law Firm:** Parr Brown Gee &  
 Loveless  
**CPA:** Tanner LLC  
**Other Advisor:** Advanced CFO  
 Solutions



136 East South Temple, Suite 2420, Salt Lake City, UT 84111  
www.snapfinance.com  
P: 801.336.5230



Snap Finance LLC

Snap Finance LLC provides short term lending to consumers.

**Company Details**

**Principal:** Matthew Hawkins,  
Manager  
**Industry:** Banking and Finance  
**Year Founded:** 2012

**Transaction Details**

**Amount:** \$3,000,000  
**Date:** 10/4/13

**Outside Professionals**

**Law Firm:** Parr Brown Gee &  
Loveless  
**CPA:** Tanner LLC  
**Other Advisor:** Advanced CFO  
Solutions



180 N University Ave, Ste 810, Provo, UT 84604

Solid Carbon Products

**Transaction Details**

**Amount:** \$725,000

**Outside Professionals**

**Investor(s):** Renewable Tech  
Ventures

260 South 2500 West, Suite 102, Pleasant Grove, UT 84062  
www.sollenaturals.com  
P: 888.787.0665



Solle Naturals, LLC

Solle Naturals, LLC develops and markets natural health supplements.

**Company Details**

**Industry:** Personal Products  
**Year Founded:** 2011

**Transaction Details**

**Amount:** \$300,000  
**Date:** 9/20/13

815 West 1250 South, Orem, UT 84058  
 www.speakworks.com  
 P: 801.717.3499



SpeakWorks, Inc. develops a video coaching and feedback system for educational and professional organizations.

**Company Details**

**Principal:** Ken Meyers, President and CEO

**Industry:** Internet Software and Services

**Year Founded:** 2011

**Transaction Details**

**Description:** Seed 2 Preferred

**Amount:** \$300,000

**Date:** 10/8/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group, PC

1781 Sidewinder Drive, Suite 201, Park City, UT 84068  
 P: 435.658.1349

Spectrum DNA, Inc. operates a social media studio that creates digital networked applications, which are engines of engagement (enginets) primarily for media outlets and brand advertisers.

**Company Details**

**Principal:** Parrish Ketchmark, Owner

**CFO:** Terrence Dunne

**Industry:** Internet Software and Services

**Year Founded:** 2006

**Transaction Details**

**Description:** Common stock

**Amount:** \$250,000

**Date:** 4/22/13

14193 S Minuteman Dr. Suite 100, Draper, Utah  
 www.spingo.com  
 P: 877.377.4646



SpinGo Solutions, Inc. offers a SaaS online calendar that communities, publishers and others can offer to their clients.

**Company Details**

**Principal:** Kreg Peeler, CEO  
 Internet

**Industry:** Software and Services

**Year Founded:** 2013

**Transaction Details**

**Description:** Bridge Financing

**Amount:** \$2,400,000

**Date:** 5/16/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group, PC

**Investor(s):** Plus550

**Other Advisor:** Advanced CFO Solutions



1890 South 3850 West, Salt Lake City, UT 84104  
www.sportenduranceinc.com  
P: 888.511.9018



Sport Endurance, Inc. (OTCPK:SENZ)

Sport Endurance, Inc. develops, manufactures, markets and distributes quality dietary supplement products throughout the United States.

#### Company Details

**Principal:** Gerald Ricks, President  
and CEO  
**Industry:** Retailing  
**Year Founded:** 2001

#### Transaction Details

**Amount:** \$250,000  
**Date:** 1/21/13

8211 North Sapphire Drive, St. George, UT 84770  
www.sportstocks.com  
P: 435.705.4449



Sportfolio, LLC

Sportfolio, LLC operates a stock market Website for sports enthusiasts in the United States.

#### Company Details

**Industry:** Internet Software and  
Services  
**Year Founded:** 2011

#### Transaction Details

**Description:** Membership units  
**Amount:** \$500,000  
**Date:** 8/30/13

#### Outside Professionals

**Law Firm:** Durham Jones &  
Pinegar, P.C.



4626 North 300 West, Provo, UT 84604  
P: 801.705.8968

Sundance Strategies, Inc., a specialty financial services company, engages in the life insurance secondary market settlement activities in the United States.

#### Company Details

**Principal:** Randall F. Pearson,  
President  
**Industry:** Insurance

#### Transaction Details

**Amount:** \$15,092,500  
**Date:** 5/31/13

Sundance Strategies, Inc. (OTCBB:SUND)

Sandy, UT  
www.Symptom.ly  
P: 801.296.9000



Symptom.ly is a clinically validated symptom tracking platform for insurers, doctors, and patients, to reduce the costs of chronic illness.

#### Company Details

**Principal:** Shane Willard, CEO  
**Industry:** SAAS

#### Transaction Details

**Amount:** \$225,000  
**Date:** 9/30/13

#### Outside Professionals

**Law Firm:** Bennett Tueller  
Johnson & Deere  
**CPA:** Grant Thornton  
**Investor(s):** University of Utah,  
BoomStartup, Park  
City Angel Network  
**Other Advisor:** Advanced CFO  
Solutions



1350 East Main Street, Lehi, UT 84043  
P: 801.372.4215

Thermal Imaging Radar, LLC manufactures Thermal Radar, a rotating LWIR camera.

#### Company Details

**Principal:** Michael Dortch,  
President  
**Industry:** Other Technology  
**Year Founded:** 2012

#### Transaction Details

**Amount:** \$400,000  
**Date:** 10/28/13

75 North 200 West, Hurricane, UT 84737  
P: 701.390.9383

#### Company Details

**Principal:** Beau Davis, Manager  
and President  
**CFO:** Kevin Tallman  
**Industry:** Other  
**Year Founded:** 2013

#### Transaction Details

**Amount:** \$180,000  
**Date:** 10/3/13



364 West 2720 South, Salt Lake City, UT 84115  
www.tutegenomics.com  
P: 858.779.4363



Tute Genomics, Inc.

Tute Genomics, Inc. provides a cloud-based clinical genome interpretation solution that enables researchers to expedite scientific discovery by analyzing, organizing, and querying human genomic data. It offers its medical-grade Web application to researchers, laboratories, and pharmaceuticals.

**Company Details**

**Principal:** Reid J. Robison, CEO  
**Industry:** Health Care Technology  
**Year Founded:** 2012

**Transaction Details**

**Amount:** \$20,000  
**Date:** 6/3/13

**Outside Professionals**

**CPA:** Haynie & Co  
**Investor(s):** BoomStartup  
**Other Advisor:** Advanced CFO Solutions



364 West 2720 South, Salt Lake City, UT 84115  
www.tutegenomics.com  
P: 858.779.4363



Tute Genomics, Inc.

Tute Genomics, Inc. provides a cloud-based clinical genome interpretation solution that enables researchers to expedite scientific discovery by analyzing, organizing, and querying human genomic data. It offers its medical-grade Web application to researchers, laboratories, and pharmaceuticals.

**Company Details**

**Principal:** Reid J. Robison, CEO  
**Industry:** Health Care Technology  
**Year Founded:** 2012

**Transaction Details**

**Amount:** \$1,225,000  
**Date:** 12/12/13

**Outside Professionals**

**CPA:** Haynie & Co  
**Investor(s):** Wilmington Pharm., LLC; Salt Lake Life Science Angels; Park City Angel Network; Peak Ventures; SLC  
**Other Advisor:** Angels Advanced CFO Solutions



364 West 2720 South, Salt Lake City, UT 84115  
www.tutegenomics.com  
P: 858.779.4363



Tute Genomics, Inc.

Tute Genomics, Inc. provides a cloud-based clinical genome interpretation solution that enables researchers to expedite scientific discovery by analyzing, organizing, and querying human genomic data. It offers its medical-grade Web application to researchers, laboratories, and pharmaceuticals.

**Company Details**

**Principal:** Reid J. Robison, CEO  
**Industry:** Health Care Technology  
**Year Founded:** 2012

**Transaction Details**

**Description:** Purchase of Convertible Promissory Note  
**Amount:** \$50,000  
**Date:** 9/11/13

**Outside Professionals**

**CPA:** Haynie & Co  
**Investor(s):** Peak Ventures  
**Other Advisor:** Advanced CFO Solutions



3165 East Millrock Drive, Suite 550, Salt Lake City, UT 84121  
 P: 435.608.6395



Uintah Gateway Holdings, LLC develops environmental facility for processing of crude oil and other heavy hydrocarbon resources from the Uintah Basin of Northeastern Utah and surrounding regions.

**Company Details**

**Principal:** Vince Memmott,  
 President

**Industry:** Other Energy

**Year Founded:** 2012

**Transaction Details**

**Amount:** \$5,300,032

**Date:** 8/26/13

255 Main Street, Park City, UT 84060  
 P: 312.346.1460

**Company Details**

**Year Founded:** 2013

**Transaction Details**

**Amount:** \$1,000,000

**Date:** 12/23/13

10011 South Centennial Parkway, #100, Sandy, UT 84070  
[www.southtownesurgery.com](http://www.southtownesurgery.com)  
 P: 615.344.9551



Utah Surgery Center, L.P., doing business as South Towne Surgery Center, operates as a multi-specialty ambulatory surgical center. It offers a range of procedures in various specialties, including dental, ENT, gastro-intestinal, general surgery, gynecology, interstim, orthopedic, lap bands, minimally invasive spine, plastic, podiatry, sports/spine, and urology.

**Company Details**

**Principal:** John M. Franck II, Vice  
 President of General  
 Partner

**Industry:** Healthcare Facilities

**Transaction Details**

**Amount:** \$1,679,020

**Date:** 3/12/13

615 Arapeen Dr, Salt Lake City, UT  
www.vaporsens.com



Vaporsens

Vaporsens develops highly sensitive gas and vapor sensors for the detection of Volatile Organic Compounds including explosives, narcotics, amines and peroxides.

**Company Details**

**Principal:** Ben Rollins, CEO  
**Industry:** Technology  
**Year Founded:** 2011

**Transaction Details**

**Amount:** Not Disclosed  
**Date:** 5/15/13

**Outside Professionals**

**Investor(s):** Plus550  
**Other Advisor:** Advanced CFO Solutions



1682 E. Yale Avenue, Salt Lake City, UT 84105  
www.veritract.com  
P: 801.990.2498



Veritract

Veritract develops feeding tubes with integrated optics and steering allowing precision tube placement and confirmation in the GI tract through direct vision.

**Company Details**

**Principal:** Hunter Jackson, CEO  
**Industry:** Medical Supplies

**Transaction Details**

**Description:** Series A  
**Amount:** \$500,000  
**Date:** 3/8/13

**Outside Professionals**

**Investors(s):** Kickstart Seed Fund,  
Upstart, Park City  
Angel Network

165 Mountain Way Drive, Orem, UT 84058  
www.viamotors.com  
P: 801.764.9111



VIA Motors, Inc.

VIA Motors, Inc. develops and manufactures electric vehicles.

**Company Details**

**Principal:** John Weber, CEO  
**CFO:** Richard D. Clayton  
**Industry:** Manufacturing  
**Year Founded:** 2010

**Transaction Details**

**Description:** Equity, Warrant/Option  
**Amount:** \$5,754,300  
**Date:** 10/25/13

165 Mountain Way Drive, Orem, UT 84058  
 www.viamotors.com  
 P: 801.764.9111



VIA Motors, Inc. develops and manufactures electric vehicles.

#### Company Details

**Principal:** John Weber, CEO  
**CFO:** Richard D. Clayton  
**Industry:** Manufacturing  
**Year Founded:** 2010

#### Transaction Details

**Amount:** \$8,881,378  
**Date:** 11/22/13

2802 West 1100 North, Layton, UT 84041  
 P: 801.792.9099

#### Company Details

**Principal:** Rene Rodriguez,  
 Member, Board of  
 Managers  
**Industry:** Other

#### Transaction Details

**Amount:** \$600,000  
**Date:** 9/10/13

350 East 500 South, Suite 101, Salt Lake City, UT 84111  
 www.visualshare.com  
 P: 801.521.0257



VisualShare, Inc. provides software solutions for image exchange, management and collaboration for Multi Disciplinary Team Review.

#### Company Details

**Principal:** Patricia Goede, CEO  
**Industry:** Health Care Technology

#### Transaction Details

**Description:** Debt, Warrant/Option  
**Amount:** \$500,000  
**Date:** 3/25/13

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**Other Advisor:** Preferred CFO



615 Arapeen #304, Salt Lake City, UT 84108  
www.vutara.com  
P: 801.512.2664



Vutara

Vutara enables researchers to study the structures and processes of cells at the single molecule level by delivering the first ever super-resolution, single-molecule localization microscope with 3D capability.

**Company Details**

**Principal:** Stan Kanarowski, CEO  
**Industry:** Biotechnology

**Transaction Details**

**Description:** Series A  
**Amount:** \$750,000  
**Date:** 6/4/13

**Outside Professionals**

**Law Firm:** Kunzler Law  
Group PC (investor  
counsel)  
**Investor(s):** Kickstart Seed  
Fund, Signal Peak  
Ventures, Park City  
Angel Network

9690 South 300 West, Sandy, Utah 84070  
www.WarmZe.com  
P: 407.620.3758



Warmze

Warmze is a solution for warming baby bottles.

**Company Details**

**Principal:** Maureen Christy, CEO  
**Industry:** Consumer Products  
**Year Founded:** 2009

**Transaction Details**

**Amount:** Not disclosed  
**Date:** March, 2013

**Outside Professionals**

**Investor(s):** Park City Angel  
Network

100 South 500 West, Bountiful, UT 84010  
www.wasatchcredit.com  
P: 801.298.1847



Wasatch Credit Association, Inc.

**Company Details**

**Principal:** David L. Nelson, Pres.  
**Industry:** Real Estate - Comm.  
**Year Founded:** 2012

**Transaction Details**

**Amount:** \$100,000  
**Date:** 11/19/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP  


825 North 300 West, Suite C325, Salt Lake City, UT 84103  
 www.microfl.com  
 P: 801.532.4486



Wasatch Microfluidics, Inc. designs, manufactures and sells microfluidic devices and life science instrumentation.

#### Company Details

**Principal:** Josh Eckman, President  
**Industry:** Medical Devices and Equipment  
**Year Founded:** 2005

#### Transaction Details

**Amount:** \$482,631  
**Date:** 12/26/13

#### Outside Professionals

**CPA:** Eide Bailly LLP



Salt Lake City, UT  
 www.wcs-utah.com  
 P: 801.999.827



Wastewater Compliance Systems, Inc. are proprietary, igloo-shaped, submergible aeration devices (PooGloos) that competitively fulfill unmet needs of non-compliant wastewater lagoon operators.

#### Company Details

**Principal:** Fred Jaeger, CEO  
**Industry:** Clean Tech  
**Year Founded:** 2008

#### Transaction Details

**Amount:** Not Disclosed  
**Date:** June, 2013

#### Outside Professionals

**Law Firm:** Kunzler Law Group PC (Investor Counsel)  
**Investor(s):** Park City Angel Network

136 E South Temple, Ste 925, Salt Lake City, UT 84111



#### Transaction Details

**Amount:** \$921,010

#### Outside Professionals

**Investor(s):** Renewable Tech Ventures

Ramona Avenue, Salt Lake City, UT 84105  
www.wedgies.com  
P: 603.724.0108



Wedgies

Wedgies owns and operates an online platform which allows its users to create, conduct, and share surveys.

**Company Details**

**Principal:** Porter Haney, CEO  
**Industry:** Internet Software and Services

**Transaction Details**

**Description:** Seed funding  
**Amount:** Not Disclosed  
**Date:** 2/25/13

**Outside Professionals**

**Investor(s):** SV Angel; 500 Startups

Swaner EcoCenter, 1258 Center Drive, Park City, UT 84068  
www.waveipt.com  
P: 435.731.0308



Wireless Adv. Vehicle Elec., Inc.

Wireless Advanced Technologies, a Utah State University technology spin-out company, tackles the problem of heavy and expensive vehicle batteries through wireless power, transferring electricity between vehicle and roadway.

**Company Details**

**Principal:** Mike Masquelier, CEO  
**Industry:** Other Technology  
**Year Founded:** 2011

**Transaction Details**

**Description:** Debt, Warrant/Option  
**Amount:** \$750,000  
**Date:** 12/23/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group, PC (investor counsel)

3340 American Saddler Drive, Park City, UT 84060  
www.waveipt.com  
P: 435.731.0308



Wireless Adv. Vehicle Elec., Inc.

Wireless Advanced Technologies, a Utah State University technology spin-out company, tackles the problem of heavy and expensive vehicle batteries through wireless power, transferring electricity between vehicle and roadway.

**Company Details**

**Principal:** Mike Masquelier, CEO  
**Industry:** Other Technology  
**Year Founded:** 2011

**Transaction Details**

**Description:** Seed Preferred  
**Amount:** \$1,400,000  
**Date:** 5/29/13

**Outside Professionals**

**Law Firm:** Kunzler Law Group, PC (investor counsel)

2420 Briarcreek Circle, Holladay, UT 84117  
P: 801.201.4677

WKFH Funding, LLC offers business services.

#### Company Details

**Industry:** Business Services  
**Year Founded:** 2013

#### Transaction Details

**Amount:** \$1,700,000  
**Date:** 2/25/13

20 North Main Street, Ste. 301, St. George, UT 84770  
P: 435.313.2549

Xeron Oil & Gas provides oil and gas exploration services.

#### Company Details

**Principal:** Michael V. Lee, CEO  
**Industry:** Oil & Gas  
**Year Founded:** 2010

#### Transaction Details

**Amount:** \$342,000  
**Date:** Various dates in 2013

60 East South Temple, Suite 1800, Salt Lake City, UT 84111  
www.Xi3.com  
P: 801.534.4401



Xi3 Corporation creates incredibly small, adaptable, lower-cost computers, servers and other devices.

#### Company Details

**Principal:** Jason Sullivan, CEO  
**Industry:** Computer Hardware

#### Transaction Details

**Description:** Convertible Debt,  
Warrant/Option  
**Amount:** \$10,000,000

#### Outside Professionals

**CPA:** Tanner LLC





6030 North Market Street, Park City, UT 84098  
www.zaniaclearning.com  
P: 435.575.7737



Zaniac

Zaniac is on a mission to get kids worldwide engaged in math and technology, giving them the skills and motivation to create a better future.

**Company Details**

**Principal:** Paul Zane Pilzer, CEO  
**Industry:** Education

**Transaction Details**

**Amount:** Not Disclosed  
**Date:** February, 2013

**Outside Professionals**

**Investor(s):** Park City Angel Network  
**Other Advisor:** Preferred CFO

11650 South State Street, Suite 101, Draper, UT 84020  
www.zarbees.com  
P: 801.599.8558



Zarbee's, Inc.

Zarbee's, Inc. is a manufacturer and distributor of natural cough and cold remedies with an emphasis on cough and cold remedies for children under the age of 12 years of age.

**Company Details**

**Principal:** Bryce Johnson, CEO  
**CFO:** Joel Hinz  
**Industry:** Other Health Care  
**Year Founded:** 2008

**Transaction Details**

**Amount:** \$2,200,000  
**Date:** 9/25/13

**Outside Professionals**

**Law Firm:** Holland & Hart LLP  
**CPA:** CBIZ MHM, LLC  
**Other Advisor:** Advanced CFO Solutions



3165 Millrock Drive, Salt Lake City, UT 84121  
www.zulde.com  
P: 801.414.6859



Zulde, Inc.

Zulde provides an integrated mobile marketing platform that allows any business to create a mobile app in minutes.

**Company Details**

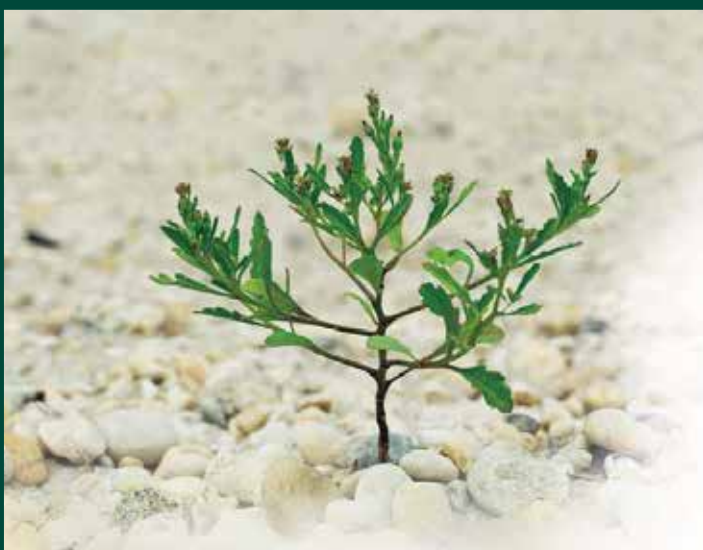
**Principal:** Brad Wright, CEO  
**Industry:** Software applications

**Transaction Details**

**Description:** Seed Round  
**Amount:** \$ 220,000

**Outside Professionals**

**Other Advisor:** Preferred CFO



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**economy**

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by minimizing your taxes

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**801.364.9300**  
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**[www.mhm-pc.com](http://www.mhm-pc.com)**

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# Mergers and Acquisitions

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2961 West Maple Loop Drive, Suite 300, Lehi, UT 84043  
 www.2gig.com  
 P: 801.221.9162



2Gig Technologies, Inc. manufactures the most technologically advanced residential security and home automation solutions in the industry.

#### Company Details

**Princi** Todd Santiago  
**Indus** Electronic Equipment  
 and Instruments  
**Year Founded:** 2007

#### Transaction Details

**Amount:** \$135,000,000  
**Date:** 2/14/13  
**Acquirer:** Linear LLC  
**Acquiree:** 2GIG Technologies

#### Outside Professionals

**Law Firm:** Durham Jones &  
 Pinegar, PC; Simpson  
 Thacher & Barlett,  
 WeilGotshal &  
 Manges  
**CPA:** Tanner LLC



588 West 400 South Suite #350, Lindon, UT 84042  
 www.accessdata.com  
 P: 801-377-5410

AccessData Group Inc. provides support for digital investigations and litigation support.



#### Company Details

**Principal:** Tim Leehealey, CEO  
**Industry:** Technology  
**Year Founded:** 1987

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 4/8/13  
**Acquirer:** AccessData Group, Inc.  
**Acquiree:** Software Forensics, Inc.

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP




3400 North Ashton Boulevard, Suite 500, Lehi, UT 84043  
 www.agel.com  
 P: 801.806.4200

Agel Enterprises, LLC develops, produces, and distributes nutritional supplements and cosmetics in gel form.



#### Company Details

**Principal:** Craig Bradley  
**CFO:** Richard Holt  
**Industry:** Personal Products  
**Year Founded:** 2005

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/14/13  
**Acquirer:** CVSL Inc. (OTCPK:CVSL)  
**Acquiree:** Agel Enterprises, LLC

25 East 200 South, Lehi, UT 84043  
www.agriconglobal.com  
P: 801.592.3000



Agricon Global Corp. (OTCPK:AGRC)

Agricon Global Corporation, a development stage company, plans to clear, cultivate, plant, and produce rotation crops in Ghana, West Africa.

#### Company Details

**Principal:** Allan Kronborg  
**CFO:** Robert Bench  
**Industry:** Agricultural Products

#### Transaction Details

**Description:** Reverse merger  
**Amount:** Not disclosed  
**Date:** 1/3/13  
**Acquirer:** Africa Farmlands, Inc.  
**Acquiree:** Agricon Global Corp.  
(OTCPK:AGRC)

#### Outside Professionals

**CPA:** Eide Bailly LLP



175 South West Temple, Suite 700, Salt Lake City, UT  
www.datamark.com  
P: 801.886.2002



Altius Education, Inc.

Altius Education, Inc. develops virtual learning systems and educational pathways.

#### Company Details

**Principal:** Matthew Schnittman  
**Industry:** Advertising  
**Year Founded:** 2009

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/10/13  
**Acquirer:** Datamark, Inc.  
**Acquiree:** Altius Education, Inc.

170 S Main Street, Ste 700, Salt Lake City, UT 84101  
www.ambreenenergy.com  
P: 801.539.3789



Ambre Energy Ltd

Ambre Energy Ltd. operates and co-owns US mines that provide high quality coal for powering US homes and businesses, while working to supply modern and emerging Asian economies with affordable energy.

#### Company Details

**Principal:** Everett King, CEO  
**CFO:** Everett King

#### Transaction Details

**Description:** Purchase of 400,000 shares  
**Amount:** \$200,000  
**Date:** 1/15/13  
**Acquirer:** PC Venture Holdings, LLC  
**Acquiree:** TRG Investors, LLC

#### Outside Professionals

**CPA:** Haynie & Co  
**Investor(s):** Peak Ventures

500 Chipeta Way, Salt Lake City, UT 84108  
 www.animalreferencepathology.com  
 P: 800.426.2099



Animal Reference Pathology, Inc. provides pathology services to the veterinary community.

#### Company Details

**Principal:** David Gardiner  
**Industry:** Healthcare Facilities  
**Year Founded:** 1985

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/8/13  
**Acquirer:** Gardiner Smith Laboratories, LLC  
**Acquiree:** Animal Reference Pathology, Inc.

UT

AviaraMD, LLC offers revenue cycle management services and consulting services to the physicians and healthcare sector.

#### Company Details

**Principal:** Newman Brandon  
**Industry:** Healthcare Services  
**Year Founded:** 2011

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 11/18/13  
**Acquirer:** CureMD Corporation  
**Acquiree:** AviaraMD, LLC

2989 West Maple Loop, Suite 300, Lehi, UT 84043  
 www.axispointe.com  
 P: 801.753.0070



AxisPointe, Inc. provides facilities capital planning and asset lifecycle management solutions for managing facilities.

#### Company Details

**Industry:** Data Processing and  
 Outsourced Services  
**Year Founded:** 2002

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/23/13  
**Acquirer:** Herbert L. Jamison & Co., LLC  
**Acquiree:** AxisPointe, Inc.

2607 South 3200 West, Suite A, West Valley City, UT  
www.backcountrycorp.com  
P: 801.973.4553



Backcountry.com, Inc.



Bergfreunde GmbH sells climbing and trekking equipment and will operate as a subsidiary of Backcountry.com, Inc.

#### Company Details

**Principal:** Jill Layfield  
**Industry:** Internet Retail  
**Year Founded:** 1996

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 12/5/13  
**Acquirer:** Backcountry.com, Inc.  
**Acquiree:** Bergfreunde GmbH

33 East Main Street, American Fork, UT 84003  
www.bankaf.com  
P: 801.756.7681



Bank of American Fork

Bank of American Fork engages in general commercial banking business.

#### Company Details

**Principal:** Richard Beard, CEO  
**CFO:** Wolf Muelleck  
**Industry:** Banking  
**Year Founded:** 1913

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/18/13  
**Acquirer:** Bank of American Fork  
(People's Utah Bancorp)  
**Acquiree:** Lewiston State Bank

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP  
**CPA:** Tanner LLC  
**Other Advisor:** D.A. Davidson



7172 South Airport Road, West Jordan, UT  
www.bctechnical.com  
P: 801.280.2900



BC Technical, Inc.

BC Technical, Inc. specializes in diagnostic imaging.

#### Company Details

**Principal:** Mark Alvarez  
**Industry:** Healthcare Dist.  
**Year Founded:** 1995

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/6/13  
**Acquirer:** BC Technical, Inc.  
**Acquiree:** C&G Technologies, Inc.



7172 South Airport Road, West Jordan, UT  
 www.bctechnical.com  
 P: 801.280.2900



BC Technical specializes in great service in diagnostic imaging.

#### Company Details

**Principal:** Mark Alvarez  
**Industry:** Healthcare Dist.  
**Year Founded:** 1995

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 6/8/13  
**Acquirer:** BC Technical, Inc.  
**Acquiree:** MEDX, LLC



7172 South Airport Road, West Jordan, UT  
 www.bctechnical.com  
 P: 801.280.2900



BC Technical specializes in great service in diagnostic imaging.

#### Company Details

**Principal:** Mark Alvarez  
**Industry:** Healthcare Dist.  
**Year Founded:** 1995

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 5/9/13  
**Acquirer:** BC Technical, Inc.  
**Acquiree:** Nuclear Cardiology  
 Systems, Inc.



7172 South Airport Road, West Jordan, UT  
 www.bctechnical.com  
 P: 801.280.2900



BC Technical specializes in great service in diagnostic imaging.

#### Company Details

**Principal:** Mark Alvarez  
**Industry:** Healthcare Dist.  
**Year Founded:** 1995

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 1/15/13  
**Acquirer:** BC Technical, Inc.  
**Acquiree:** Genesis Medical Imaging, Inc.





2320 West Indiana Avenue, Salt Lake City, UT  
www.bhsmarketing.com  
P: 801.973.8232



BHS Specialty Chemicals

Steam Engineering, Inc., a steam engineering and maintenance company, engages in developing and modifying steam, cooling, and wastewater systems for food and beverage processing, wood products, industrial, medical, educational, and government sector clients in the United States.

#### Company Details

**Industry:** Diversified Chemicals  
**Year Founded:** 1998

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/19/13  
**Acquirer:** BHS Specialty Chemicals  
**Acquiree:** Steam Engineering, Inc.

390 Wakara Way, Salt Lake City, UT 84108  
www.biofiredx.com  
P: 801.736.6354



BioFire Diagnostics, Inc.

BioFire Diagnostics, Inc., a clinical diagnostics company, develops, manufactures, and distributes molecular diagnostic systems to hospital-based clinical laboratories.

#### Company Details

**Principal:** Kirk Ririe  
**CFO:** Robert Lollini  
**Industry:** Healthcare Equipment  
**Year Founded:** 1990

#### Transaction Details

**Description:** Stock purchase, debt assumption  
**Amount:** \$450,000,000  
**Date:** 9/3/13  
**Acquirer:** bioMérieux SA (ENXTPA:BIM)  
**Acquiree:** BioFire Diagnostics, Inc.

#### Outside Professionals

**CPA:** PricewaterhouseCoopers LLP, Eide Bailly LLP



5255 Edgewood Drive #275, Provo UT 84604  
www.braven.com  
P: 801.851.5070



Braven LC

Braven LC, a mobile device accessories company, designs, manufactures, and sells portable Bluetooth speakers for mobile consumers across the world.

#### Company Details

**Principal:** Warren Osborn, CEO  
**Industry:** Consumer Electronics  
**Year Founded:** 2011

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/16/13  
**Acquirer:** Incipio Technologies, Inc.  
**Acquiree:** Braven LC

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP



UT  
www.cachevalleybank.com



Cache Valley Bank is a community bank.

#### Company Details

**Industry:** Regional Banks

#### Transaction Details

**Description:** Certain assets (8 branches)

**Amount:** Not disclosed

**Date:** 5/24/13

**Acquirer:** Cache Valley Bank

**Acquiree:** AmericanWest Bank, N.A., Eight Branches In Central, Southern Utah

555 East Broadway, Suite 300 Salt Lake City, UT 84102  
www.cambric.com  
P: 801.415.7300



Cambric Corporation provides engineering services to Fortune 100 equipment manufacturing companies in construction, agriculture, mining, rail, and automotive industries around the world.

#### Company Details

**Principal:** Timothy Hayes

**CFO:** Joyce Lundbom

**Industry:** Construction and Engineering

**Year Founded:** 1989

#### Transaction Details

**Description:** Portion performance based

**Amount:** \$32,500,000

**Date:** 4/26/13

**Acquirer:** Tata Technologies Limited

**Acquiree:** Cambric Corporation

#### Outside Professionals

**Law Firm:** Holland & Hart LLP



6955 Union Park Center, Suite 540, Midvale, UT 84047  
P: 801.539.4700

Canyon Fuel Company, LLC is engaged in the exploration of coal mines in Utah.

#### Company Details

**Industry:** Coal & Consumable Fuels

**Year Founded:** 1996

#### Transaction Details

**Amount:** \$423,000,000

**Date:** 6/28/13

**Acquirer:** Bowie Resources Ltd.

**Acquiree:** Canyon Fuel Company, LLC

#### Outside Professionals

**Investor(s):** Galena Private Equity Resources

4000 Canyons Resort Drive, Park City, UT 84098  
www.canyonsresort.com



Canyons Resort

Canyons Resort comprises a resort with ski area and related amenities.

#### Company Details

**Industry:** Hotels, Resorts and  
Cruise Lines

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 5/30/13  
**Acquirer:** VR CPC Holdings, Inc.  
**Acquiree:** Canyons Resort

200 North Fairgrounds Road, Suite 1, Price, UT 84501  
www.castleviewhospital.net



Castleview Hosp. Surgery Cent.

Castleview Hospital Surgery Center operates a surgical centre that specializes in pediatric dentistry, dentistry, ophthalmology and oculoplastics surgical services.

#### Company Details

**Industry:** Healthcare Facilities

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/3/13  
**Acquirer:** Castleview Hospital, LLC  
**Acquiree:** Castleview Hospital Surgery Center

5175 West 2100 South, West Valley City, UT 84120  
www.centralref.com  
P: 801.924.7000



Central Refrigerated Serv., Inc.

Central Refrigerated Service is a full-service truckload carrier and provides temperature controlled transportation services in North America.

#### Company Details

**Principal:** Jon Isaacson  
**CFO:** Bob Baer Trucking  
**Year Founded:** 2002

#### Transaction Details

**Description:** Acquisition  
**Amount:** \$225,000,000  
**Date:** 8/6/13  
**Acquirer:** Swift Transportation Company (NYSE:SWFT)  
**Acquiree:** Central Refrigerated Service, Inc.

825 Gladiola Street, Salt Lake City, UT 84104  
 www.chelatedmin.com  
 P: 801.746.3515



Chelated Minerals Corporation manufactures reacted amino acid chelates for the human and animals dietary supplement market.

#### Company Details

**Principal:** Bruce Sherman  
**Industry:** Pharmaceuticals  
**Year Founded:** 1961

#### Transaction Details

**Description:** Acq. of Chelated Min. Corp. by Innophos Holdings Inc (NasdaqGS:IPHS)  
**Amount:** \$5,000,000  
**Date:** 10/17/13  
**Acquirer:** Innophos Holdings Inc (NasdaqGS:IPHS)  
**Acquiree:** Chelated Minerals Corp.

Edgewater Corp. Park South Tower, 5225 Wiley Post Way, Salt Lake City, UT  
 www.clearone.com  
 P: 801.975.7200



Dialcom Networks, Spontania Business comprises cloud-based group video conferencing software subscription business.

#### Company Details

**Principal:** Zeynep HakimogluNarsi  
**CFO:** Narayanan  
**Industry:** Communications  
 Equipment  
**Year Founded:** 1983

#### Transaction Details

**Description:** Acq. of Dialcom Networks, LLC, Spontania Bus.  
**Amount:** \$4,990,000  
**Date:** 12/24/13  
**Acquirer:** ClearOne, Inc. (NasdaqCM:CLRO)  
**Acquiree:** Dialcom Networks, LLC, Spontania Bus.

6550 South Millrock Drive, Suite 200, Salt Lake City, UT 84121  
 www.coldwellutah.com  
 P: 801.947.8300



Coldwell Banker Commercial Intermountain provides real estate brokerage services in the United States and internationally.

#### Company Details

**Principal:** Lew Cramer  
**Industry:** Real Estate Services  
**Year Founded:** 1906

#### Transaction Details

**Description:** Mang. buyout of Coldwell Banker Comm. SLC, UT from NRT LLC  
**Amount:** Not disclosed  
**Date:** 10/28/13  
**Acquirer:** Coldwell Banker Comm. Intermountain  
**Acquiree:** Coldwell Banker Comm.

#### Outside Professionals

**Law Firm:** Durham Jones & Pinegar, P.C.



7440 Creek Road, Suite 401, Sandy, UT 84093  
www.contexomedia.com  
P: 801.365.0700



Contexo Media, LLC

Contexo Media, LLC is an independent provider of revenue-enhancing solutions for medical practices to maximize their coding, reimbursement and compliance efforts.

#### Company Details

**Principal:** Kevin Marcum, CEO  
**Industry:** Medical Coding and Compliance

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/28/13  
**Acquirer:** DecisionHealth LLC  
**Acquiree:** Access Intelligence, LLC

#### Outside Professionals

CPA: Tanner LLC



2935 Powder Mountain Road, Eden, UT 84310  
www.customsinfo.com  
P: 801.736.4356

CUSTOMS Info Inc.

Global Data Mining develops and provides item compliance software solutions.

#### Company Details

**Principal:** Ron Lackey  
**Industry:** Internet Software and Services  
**Year Founded:** 2004

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 5/21/13  
**Acquirer:** CUSTOMS Info Inc.  
**Acquiree:** Global Data Mining LLC

960 North 400 East, North Salt Lake, UT 84054  
www.cycleface.com  
P: 801.477.7433

Cycleface, Inc.

Cycleface, Inc. offers internet and mobile applications for the purchase of cycling nutrition products.

#### Company Details

**Principal:** Nate Walkingshaw, Founder  
**Industry:** Application Software  
**Year Founded:** 2012

#### Transaction Details

**Description:** Acquisition of Cycleface, Inc. by Strava, Inc.  
**Amount:** Not disclosed  
**Date:** 9/4/13  
**Acquirer:** Strava, Inc.  
**Acquiree:** Cycleface, Inc.

8871 South Sandy Parkway, Suite 150, Salt Lake City, UT 84070  
 www.cymphonix.com  
 P: 801.938.1500



Cymphonix Corporation aims to simplify network management for overburdened IT departments, improving Internet performance and reducing bandwidth costs.

#### Company Details

**Principal:** Brent Nixon, Joe Lowry  
**Industry:** Communications  
 Equipment  
**Year Founded:** 2004

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/1/13  
**Acquirer:** Untangle, Inc.  
**Acquiree:** Cymphonix Corporation

#### Outside Professionals

**Law Firm:** Kunzler Law Group, PC  
 (investor counsel)  
**Investor(s):** Mercato Partners,  
 Signal Peak  
**Other Advisor:** Advanced CFO  
 Solutions



275 East South Temple, Suite 305, Salt Lake City, UT  
 www.delcam.com  
 P: 801.575.6021



Delcam USA Inc. is one of the world's leading suppliers of advanced CAD/CAM solutions for the manufacturing industry.

#### Company Details

**Principal:** ZGlenn McMinn  
**Industry:** Systems Software  
**Year Founded:** 1984

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 6/24/13  
**Acquirer:** Delcam USA Inc.  
**Acquiree:** CAD/CAM Systems, Inc.

1625 North 1100 West, Springville, UT 84663  
 www.digecor.com  
 P: 801.691.7223



digEcor provides a low cost, turn-key in-flight entertainment solution by specializing in proprietary personal media platforms, content sourcing, & end-to-end programs.

#### Company Details

**Principal:** Brent Wood  
**Industry:** Aerospace & Aviation  
 Technology

#### Transaction Details

**Description:** Merger  
**Amount:** Not disclosed  
**Date:** 8/12/13

#### Outside Professionals

**Law Firm:** Durham Jones &  
 Pinegar P.C.



1180 N Mountain Springs Pkwy, Springville, UT 84663  
www.dtint.com  
P: 801.853.5000



Digital Technology Intl., LLC

Digital Technology International, LLC also known as DTI, is a provider of editorial, advertising, circulation, Web publishing and production solutions for the newspaper and media industries.

#### Company Details

**Princ**: Don Oldham, CEO  
**Indu**: Computer software  
**Year Found**: 1981

#### Transaction Details

**Amount**: Not disclosed  
**Date**: 7/22/13  
**Acquirer**: Vista Equity Partners  
**Acquiree**: Digital Technology Intl.

4015 South Howick Street Salt Lake City, UT 84107  
www.discoassociates.com  
P: 801.268.3500



Disco Associates Incorporated

Disco Associates Incorporated provides heat trace solutions for industry, commercial, and residential customers.

#### Company Details

**Industry**: Technology Distributors  
**Year Founded**: 1975

#### Transaction Details

**Amount**: Not disclosed  
**Date**: 8/29/13  
**Acquirer**: Valin Corporation  
**Acquiree**: Disco Associates Inc.

533 South 500 West, Provo, UT 84601  
www.diversi-tech.net  
P: 800.950.0141



Diversi-Tech Corporation

Diversi-Tech Corporation manufactures automotive parts and trailer towing products.

#### Company Details

**Principal**: Lucretia Clifton  
**Industry**: Auto Parts and Equip.  
**Year Founded**: 2000

#### Transaction Details

**Amount**: Not disclosed  
**Date**: 4/25/13  
**Acquirer**: Progress Mfg. Inc.  
**Acquiree**: Diversi-Tech Corp.

Freeport Center, Building Z-13, P.O. Box 160492, Clearfield, UT 84016  
 www.donjuliofoods.com  
 P: 801.775.9909



Don Julio Foods, Inc. produces and sells tortillas.

#### Company Details

**Principal:** Craig Fisher  
**Industry:** Packaged Foods and Meats  
**Year Founded:** 1993

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 2/15/13  
**Acquirer:** Tyson Mexican Original, Inc.  
**Acquiree:** Don Julio Foods, Inc.

264 West Center Street, Orem, UT  
 www.doxtekinc.com  
 P: 877.705.7226



DoxTek, Inc. is a leading provider of electronic document management solutions to forward-thinking organizations in the public and private sectors.

#### Company Details

**Principal:** Michael Miles  
**Industry:** Technology Distributors

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 7/26/13  
**Acquirer:** DoxTek, Inc.  
**Acquiree:** Red Eagle Consulting, Inc.

179 North 300 East, Suite 201, St. George, UT 84770  
 www.dxna.com  
 P: 435.628.0324



PathoGene, LLC, a molecular diagnostics company, engages in the development of molecular diagnostic assays for the detection of infectious diseases and rapid strain identification using DNA technologies for healthcare, veterinary, and public health markets.

#### Company Details

**Principal:** David Taus, President  
**CFO:** James Maples  
**Industry:** Biotechnology  
**Year Founded:** 2008

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 7/15/13  
**Acquirer:** DxNA LLC  
**Acquiree:** PathoGene, LLC



7324 South Union Park Avenue, Midvale, UT 84047  
www.earthfax.com  
P: 801.561.1555



EarthFax Eng. Group, LLC

EarthFax Engineering Group, LLC is an engineering consulting company, providing environmental engineering, civil engineering, geotechnical engineering, hydrology, geology, land reclamation, and environmental permitting services in the United States and internationally.

#### Company Details

**Principal:** Richard White  
**Industry:** Research and Consulting Services  
**Year Founded:** 1982

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/13/13  
**Acquirer:** Pacific Western Technologies, Ltd.  
**Acquiree:** EarthFax Engineering Group, LLC

5040 West Harold Gatty Drive, Salt Lake City, UT 84116-2897  
www.eastontp.com  
P: 801.539.1400



Easton Technical Products, Inc.

Easton and Delta Sports Products manufactures targets and archery accessories for archery enthusiasts, bowhunters, amateur competitors, and professional archers.

#### Company Details

**Industry:** Leisure Products  
**Year Founded:** 1922

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/20/13  
**Acquirer:** Easton Technical Products, Inc.  
**Acquiree:** Delta Sports Products, LLC

#### Outside Professionals

**CPA:** Tanner LLC



158 E. 4500 S., Salt Lake City, UT 84107  
www.ewsutah.com  
P: 801.268.2555

Electrical Wholesale Supply Company of Utah is one of the top electrical supply companies in the United States.

#### Company Details

**Principal:** Reed W. Gardner, President  
**Industry:** Wholesale  
**Year Founded:** 1973

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/30/13  
**Acquirer:** Border States Ind., Inc.  
**Acquiree:** Electrical Wholesale Supply Company of Utah, Inc.

#### Outside Professionals

**Law Firm:** Holland & Hart



Elec. Whsle. Sup. Comp. of UT, Inc.

4505 Wasatch Boulevard, Suite 280, Salt Lake City, UT 84124  
 www.eligibilityplus.com  
 P: 801.278.9300



Eligibility Plus, Inc. provides eligibility and payment methods solutions for patients and hospitals.

#### Company Details

**Industry:** Managed Healthcare

#### Transaction Details

**Amount:** Not disclosed

**Date:** 11/4/13

**Acquirer:** Hawes Financial Group, Inc.

**Acquiree:** Eligibility Plus, Inc.

423 West 300 South, Suite 200, Salt Lake City, UT 84101  
 www.energysolutions.com  
 P: 801.649.2000



EnergySolutions, Inc. offers customers a full range of integrated services and solutions, including nuclear operations, characterization, decommissioning, decontamination, site closure, transportation, nuclear materials management, processing, recycling, and disposition of nuclear waste, and research and engineering services across the nuclear fuel cycle.

#### Company Details

**Principal:** David Lockwood, CEO

**CFO:** Gregory Wood

**Industry:** Environmental and  
Facilities Services

**Year Founded:** 1988

#### Transaction Details

**Amount:** \$1,177,920,000

**Date:** 1/7/13

**Acquirer:** Energy Capital Partners

**Acquiree:** EnergySolutions, Inc.



90 South 400 West, Suite 620, Salt Lake City, UT 84101  
 www.equis.com  
 P: 801.265.9996



Equis provides charting and technical analysis software solutions for Thomson Reuters' product line to individual investors and professional traders.

#### Company Details

**Industry:** Application Software

**Year Founded:** 1982

#### Transaction Details

**Amount:** Not disclosed

**Date:** 6/17/13

**Acquirer:** Innovative Market Analysis, LLC

**Acquiree:** Equis International LLC

1091 South 800 East, Salt Lake City, UT 84105  
www.findagrave.com  
P: 801.521.3839

# FIND A GRAVE

Find A Grave, Inc.

Find A Grave, Inc. provides online final disposition information from around the world as a virtual cemetery experience.

## Company Details

**Principal:** Jim Tipton, Founder  
**Industry:** Internet Software and Services  
**Year Founded:** 1995

## Transaction Details

**Amount:** Not disclosed  
**Date:** 9/30/13  
**Acquirer:** Ancestry.com LLC  
**Acquiree:** Find A Grave, Inc.

4956 N 300 W, Ste 300, Provo, UT 84604  
www.fireavert.com  
P: 800.677.9870



Fire Avert, LLC

Kitchen fire prevention device

## Company Details

**Industry:** Peter Thorpe, Owner  
**CFO:** Rhett Weller  
**Industry:** House Fire Prevention

## Transaction Details

**Description:** Purchase assets of ActiveFirePrevention, LLC  
**Amount:** \$50,000  
**Date:** 12/3/13  
**Acquirer:** Fire Avert, LLC  
**Acquiree:** ActiveFirePrevention, LLC

## Outside Professionals

**CPA:** Haynie & Co  
**Investor(s):** Peak Ventures

1570 North Main Street, Spanish Fork, UT  
www.fivestarfranchising.com  
P: 855.200.1130



Five Star Franchising, Inc.

Bath Solutions Dealership Corporation Inc. provides bathroom renovation services including bathtub re-glazing, bathtub installation, tub and shower conversion services.

## Company Details

**Principal:** Scott Abbott, CEO  
**Industry:** Specialized Consumer Services  
**Year Founded:** 2009

## Transaction Details

**Amount:** Not disclosed  
**Date:** 6/12/13  
**Acquirer:** Five Star Franchising, Inc.  
**Acquiree:** Bath Solutions Dealership Corporation Inc.



730 South Sleepy Ridge Drive, Suite 220, Orem, UT  
 www.franchisefoundry.com  
 P: 801.704.6500



franchisEssentials, Inc. provides franchise management, marketing, and development services.

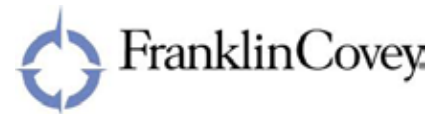
#### Company Details

**Principal:** Paul Segreto, CEO  
**Industry:** Research and Consulting Services  
**Year Founded:** 2008

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 1/10/13  
**Acquirer:** Franchise Foundry, LLC  
**Acquiree:** franchisEssentials, Inc.

2200 West Parkway Blvd., Salt Lake City, UT, 84119  
 www.franklincovey.com  
 P: 801-817-1776



FranklinCovey is the global consulting and training leader in the areas of strategy execution, customer loyalty, leadership and individual effectiveness.

#### Company Details

**Principal:** Bob Whitman,  
**CFO:** CEO Stephen  
**Industry:** Young Business and Professional Services  
**Year Founded:** 1984

#### Transaction Details

**Description:** Remaining stake purchase  
**Amount:** \$12,700,000  
**Date:** 3/11/13  
**Acquirer:** Franklin Covey  
**Acquiree:** Ninety Five 5 LLC

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP



99 North Main Street, Suite 7, Cedar City, UT 84720  
 www.touchmd.com  
 P: 435.867.0077



Fusion Global, Inc., doing business as TouchMD, provides a solution for medical practices that take patients visually through a consultation with photos, videos, and education.

#### Company Details

**Principal:** Kary Smith, CEO  
**Industry:** Health Care Technology  
**Year Founded:** 2007

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/10/13  
**Acquirer:** ALPHAEON Corp.  
**Acquiree:** Fusion Global, Inc.

601 Boro Street, Kaysville, UT 84037  
www.fusion-imaging.com  
P: 801.546.4567



Fusion Imaging, inc.

Fusion Imaging, inc. designs, prints, builds, installs, and manages custom display and print products for exhibitions, professional presentations, trade shows, conferences, and various events.

#### Company Details

**Principal:** Kathy Boydston,  
President  
**Industry:** Commercial Printing  
**Year Founded:** 2005

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 1/2/13  
**Acquirer:** Vomela Specialty  
Company, Inc.  
**Acquiree:** Fusion Imaging, inc.

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP  
**Other Advisor:** D.A. Davidson



2855 East Cottonwood Parkway, Suite 100, Salt Lake City, UT 84121  
www.fusionio.com  
P: 801.424.5500



Fusion-io, Inc. (NYSE:FIO)

Fusion-io, Inc. delivers the world's data faster through its Fusion ioMemory platform and software defined storage solutions that accelerate virtualization, databases, cloud computing, big data and performance applications.

#### Company Details

**Industry:** Shane Robison, CEO  
**CFO:** Ted A. Hull  
**Industry:** Computer Storage and  
Peripherals  
**Year Founded:** 2006

#### Transaction Details

**Amount:** \$119,000,000  
**Date:** 4/24/13  
**Acquirer:** Fusion-io, Inc. (NYSE:FIO)  
**Acquiree:** NexGen Storage, Inc.



2855 East Cottonwood Parkway, Suite 100, Salt Lake City, UT 84121  
www.fusionio.com  
P: 801.424.5500



Fusion-io, Inc. (NYSE:FIO)

Fusion-io, Inc. delivers the world's data faster through its Fusion ioMemory platform and software defined storage solutions that accelerate virtualization, databases, cloud computing, big data and performance applications.

#### Company Details

**Industry:** Shane Robison, CEO  
**CFO:** Ted A. Hull  
**Industry:** Computer Storage and  
Peripherals  
**Year Founded:** 2006

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 3/18/13  
**Acquirer:** Fusion-io, Inc. (NYSE:FIO)  
**Acquiree:** id7 limited



686 East 110 South, Suite 204, American Fork, UT 84003  
 www.gofoodsglobal.com  
 P: 800.877.4739



GO Foods, LLC is a premier direct seller in daily use, quick fix, extended shelf-life food.

**Company Details**

**Principal:** Brad Stewart,  
 President & CEO  
**CFO:** Steven Caten, Director  
 of Finance  
**Industry:** Consumer Foods  
**Year Founded:** 2010

**Transaction Details**

**Description:** Certain assets  
**Amount:** Not disclosed  
**Date:** 9/9/13  
**Acquirer:** Youngevity Essential Life Sciences  
**Acquiree:** GO Foods Global

368 South Gold Tip Drive, Orem, UT 84058  
 www.goldtip.com  
 P: 801.229.1666



Gold Tip, L.L.C. manufactures carbon arrows.

**Company Details**

**Principal:** Marvin Carlston,  
 President  
**Industry:** Leisure Products  
**Year Founded:** 1989

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 2/1/13  
**Acquirer:** Bushnell Inc.  
**Acquiree:** Gold Tip, L.L.C.

55 South Geneva Road, Lindon, UT 84042  
 www.goldfieldeng.com  
 P: 801.796.8944



Goldfield International, Inc. engages in designing and manufacturing recovery equipment for the recovery of gold, diamonds, sapphires, uranium, and other heavy minerals worldwide.

**Company Details**

**Principal:** Richard Kehmeier, CEO  
**Industry:** Construction and Farm  
 Machinery and Heavy  
 Trucks  
**Year Founded:** 1976

**Transaction Details**

**Amount:** \$660,000  
**Date:** 3/6/13  
**Acquirer:** MineralRite Corp. (OTCPK:RITE)  
**Acquiree:** Goldfield International, Inc.

136 South Main Street, Suite 720, Salt Lake City, UT 84101  
www.grandeurpeakglobal.com  
P: 801.384.0000



Grandeur Peak Global Adv., LLC

Grandeur Peak Funds Advisors, LLC is a small ASD microchip focused global equities investment firm.

#### Company Details

**Principal:** Robert Gardiner  
**Industry:** Asset Management  
and Custody Banks  
**Year Founded:** 2011

#### Transaction Details

**Description:** Minority stake  
**Amount:** Not disclosed  
**Date:** 7/29/13  
**Acquirer:** Grandeur Peak Global Advisors, LLC  
**Acquiree:** Prodware SA (ENXTPA:ALPRO)

2500 Executive Pkwy #120, Lehi, UT 84043  
www.grosocial.com  
P: 801.717.1164



GroSocial, Inc.

GroSocial, Inc. develops SaaS based social-media marketing software solutions.

#### Company Details

**Industry:** Zachary Mangum, CEO  
**Industry:** Internet Software and  
Services  
**Year Founded:** 2009

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 1/22/13  
**Acquirer:** Infusionsoft, Inc.  
**Acquiree:** GroSocial, Inc.

5 Triad Center, Suite 750, Salt Lake City, UT 84111  
www.hbmcpas.com  
P: 801.532.2200



Hansen, Barnett & Maxwell, P.C.

Certified public accounting firm.

#### Company Details

**Industry:** Bob Bowen, Managing  
Partner  
**Industry:** Certified public  
accounting & business  
consulting  
**Year Founded:** 1969

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/1/13  
**Acquirer:** Eide Bailly LLP  
**Acquiree:** Hansen, Barnett &  
Maxwell, P.C.

102 West 12200 South, Draper, UT 84020  
www.handstands.com  
P:801.727.1300



HandStands is a leading designer and supplier of automotive air freshener products sold through mass and aftermarket automotive channels.

#### Company Details

**Principal:** Chris Anderson, CEO  
**CFO:** Rodd Steuart  
**Industry:** Retail  
**Year Founded:** 1983

#### Transaction Details

**Description:** Recapitalization  
**Amount:** Not Disclosed  
**Date:** 5/1/13  
**Acquirer:** Trivest Partners  
**Acquiree:** American Covers, Inc  
dba Handstands

#### Outside Professionals

**Law Firm:** Holland & Hart  
**Other Advisor:** Sawaya Segalas



4158 Nike Drive, West Jordan, UT 84088  
www.hemasource.com  
P: 801.280.5151



HemaSource distributes medical-related products and supplies to entities located throughout the United States.

#### Company Details

**Principal:** Todd Tracy, CEO  
**CFO:** Matt Johnson  
**Industry:** Healthcare Dist.  
**Year Founded:** 1998  
**# Employees:** 21

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 11/6/13  
**Acquirer:** HemaSource, Inc.  
**Acquiree:** Medical Supplies of  
America

#### Outside Professionals

**Law Firm:** Vancott, Bagley,  
Cornwall &  
McCarthy, PC  
**CPA:** Tanner LLC



1837 South East Bay Boulevard, Suite 201, Provo, UT 84606  
www.heritagemakers.com  
P: 801.437.8000



Heritage Makers, Inc. offers personalized storybooks, greeting cards, calendars, canvas prints, photo gifts, digital scrap-booking prints, and printed business supplies.

#### Company Details

**Principal:** Chris Lee, CEO  
**Industry:** Publishing  
**Year Founded:** 2000

#### Transaction Details

**Description:** Certain assets  
**Amount:** \$1,200,000  
**Date:** 8/8/13  
**Acquirer:** Youngevity Essential  
**Acquiree:** Life Sciences  
Heritage Makers, Inc.

#### Outside Professionals

**Other Advisor:** Oracle Capital LLC,  
Preferred CFO



708 West 1800 North, Suite 11A, Logan, UT 84321  
www.hotshotmanufacturing.com  
P: 435.752.9302



Hot Shot Manufacturing

Hot Shot Manufacturing offers products for bows; products to collect and deliver light to the archer's eye; and replacement blades.

#### Company Details

**Principal:** David White, CEO  
**Industry:** Leisure Products

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 1/4/13  
**Acquirer:** Hot Shot Manufacturing  
**Acquiree:** EP Hunting LLC

500 Huntsman Way, Salt Lake City, UT 84108  
www.huntsman.com  
P: 801.584.5700



Huntsman Corp. (NYSE:HUN)

Huntsman International LLC manufactures and sells differentiated organic and inorganic chemical products worldwide.

#### Company Details

**Principal:** Peter Huntsman, CEO  
**CFO:** J. Kimo Esplin  
**Industry:** Diversified Chemicals  
**Year Founded:** 1970

#### Transaction Details

**Amount:** \$86,000,000  
**Date:** 8/29/13  
**Acquirer:** Huntsman Corporation (NYSE:HUN)  
**Acquiree:** Oxid L.P.



500 Huntsman Way, Salt Lake City, UT 84108  
www.huntsman.com  
P: 801.584.5700



Huntsman International LLC

Huntsman International LLC manufactures and sells differentiated organic and inorganic chemical products worldwide.

#### Company Details

**Industry:** Peter Huntsman, CEO  
**CFO:** J. Kimo Esplin  
**Industry:** Specialty Chemicals  
**Year Founded:** 1970

#### Transaction Details

**Amount:** \$1,325,000,000  
**Date:** 9/17/13  
**Acquirer:** Huntsman International LLC  
**Acquiree:** Rockwood Holdings, Inc.



5255 N. Edgewood Drive, Suite 125, Provo, UT 84604  
 www.i.TV.com  
 P: 801.201.2565



i.TV, LLC develops an online television (TV) guide application platform for iOS and Android mobiles.

#### Company Details

**Principal:** Brad Pelo, CEO  
**Industry:** Internet Software and Services  
**Year Founded:** 2008

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 11/6/13  
**Acquirer:** i.TV, LLC  
**Acquiree:** GetGlue

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLLP  
**Other Advisor:** Preferred CFO



5255 N. Edgewood Drive, Suite 125, Provo, UT 84604  
 www.i.TV.com  
 P: 801.201.2565



i.TV, LLC develops an online television (TV) guide application platform for iOS and Android mobiles.

#### Company Details

**Principal:** Brad Pelo, CEO  
**Industry:** Internet Software and Services  
**Year Founded:** 2008

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 11/27/13  
**Acquirer:** i.TV, LLC  
**Acquiree:** AdaptiveBlue, Inc.

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP  
**Other Advisor:** Preferred CFO



7730 South Union Park Avenue, Suite 500, Salt Lake City, UT  
 www.incontact.com  
 P: 801.320.3200



inContact's flexible cloud-based software helps contact centers efficiently support their customers with personalized interactions, resulting in high customer satisfaction, low attrition and brand loyalty.

#### Company Details

**Principal:** Paul Jarman, CEO  
**CFO:** Gregory S. Ayers  
**Industry:** Internet Software and Services  
**Year Founded:** 1994

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 4/1/13  
**Acquirer:** inContact, Inc. (NasdaqCM:SAAS)  
**Acquiree:** Sierra360 LLC

7730 South Union Park Avenue, Suite 500, Salt Lake City, UT  
www.incontact.com  
P: 801.320.3200



inContact, Inc.

inContact's flexible cloud-based software helps contact centers efficiently support their customers with personalized interactions, resulting in high customer satisfaction, low attrition and brand loyalty.

**Company Details**

**Principal:** Paul Jarman, CEO  
**CFO:** Gregory S. Ayers  
**Industry:** Alternative Carriers  
**Year Founded:** 1994

**Transaction Details**

**Amount:** \$7,000,000  
**Date:** 7/31/13  
**Acquirer:** inContact, Inc.  
**Acquiree:** Transcent Products LLC

**Outside Professionals**

**Law Firm:** Parsons Behle (acquirer)  
Stoel Rives (acquiree)  
**Other Advisor:** D.A. Davidson

300 West 12th Street, Ogden, UT 84404  
P: 801.753.0100



Infinia Corp.

Infinia Corporation is an energy technology company developing and manufacturing high-efficiency, free-piston Stirling engines that convert readily available and low cost heat sources such as solar, biogas and natural gas into reliable on- or off-grid electricity.

**Company Details**

**Principal:** Michael Ward, CEO  
**Industry:** Energy, Industrial products and services

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 11/22/13  
**Acquirer:** Qnergy, a subsidiary of Ricor Cryogenic and Vacuum Systems  
**Acquiree:** Infinia Corp.

**Outside Professionals**

**CPA:** Eide Bailly LLP



1100 East 6600 South, Suite 300, Salt Lake City, UT 84121  
www.iatsmartdial.com  
P: 800.522.1801

Information Access Tech., Inc.

Information Access Technology, Inc., a call center technology developer, provides auto dialing and other communication products for the collection industry.

**Company Details**

**Principal:** Randall Cooper, CEO  
**Industry:** Application Software  
**Year Founded:** 1986

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 11/4/13  
**Acquirer:** Enghouse Systems Limited (TSX:ESL)  
**Acquiree:** Information Access Technology, Inc.

734 East UT Valley Drive, Suite 100, American Fork, UT 84003  
 www.integratechs.com  
 P: 801.216.8450



Integratechs, Inc. provides outsourced information technology (IT) services to businesses and organizations in the United States.

#### Company Details

**Principal:** Erich Pletsch, President  
**Industry:** IT Consulting and Other  
 Services

**Year Founded:** 2003

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/25/13  
**Acquirer:** C7 Data Centers, Inc.  
**Acquiree:** Integratechs, Inc.

2890 West 2100 South, Salt Lake City, UT 84119  
 www.xpologistics.com  
 P: 801.487.1800



Interide Logistics LC offers freight brokerage services.

#### Company Details

**Industry:** Air Freight and Logistics  
**Year Founded:** 1984

#### Transaction Details

**Amount:** \$3,730,000  
**Date:** 5/7/13  
**Acquirer:** XPO Logistics, Inc. (NYSE:XPO)  
**Acquiree:** Interide Logistics LC

2999 West Highway 40, Roosevelt, UT 84066  
 P: 435.722.3996



J&R Construction, Inc. offers oil and gas field services, including building locations, roads, and tank batteries, and laying pipelines and roadways.

#### Company Details

**Industry:** Oil and Gas  
 Equipment and  
 Services

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/26/13  
**Acquirer:** Jwright Companies, Inc.  
**Acquiree:** J&R Construction, Inc.

#### Outside Professionals

**Other Advisor:** Generational Equity

8072 Highland Drive, Salt Lake City, UT 84121  
www.journeyhealingcenters.com  
P: 801.947.0277



Journey Healing Centers

Journey Healing Centers provides treatments for drug and alcohol addictions.

#### Company Details

**Principal:** Josh Lannon  
**Industry:** Healthcare Facilities  
**Year Founded:** 2002

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 12/18/13  
**Acquirer:** Elements Behavioral Health, Inc.  
**Acquiree:** Journey Healing Centers

3775 West California Avenue, Suite 100, Salt Lake City, UT 84104  
www.justsports.com  
P: 888.326.9946



Just Sports

Just Sports operates as a sports apparel and merchandise retailer in the United States.

#### Company Details

**Industry:** Apparel Retail  
**Year Founded:** 1987

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/22/13  
**Acquirer:** Jazz Basketball Investors, Inc.  
**Acquiree:** Just Sports

#### Outside Professionals

**Other Advisor:** Jazz Basketball Investors, Inc.

405 S Main St, Salt Lake City, UT 84111  
www.kengarff.com  
P: 801.257.3400



Ken Garff Automotive Group

Ken Garff Automotive Group operates various car dealerships across the Western U.S.

#### Company Details

**Principal:** Brett Hopkins  
**CFO:** Philip Johnson  
**Industry:** Automotive Retail

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 5/28/13  
**Acquirer:** Ken Garff Automotive Group  
**Acquiree:** Millbro, Inc. and FMM, Inc.

#### Outside Professionals

**CPA:** CBIZ MHM, LLC



405 S Main St, Salt Lake City, UT 84111  
 www.kengarff.com  
 P: 801.257.3400



Ken Garff Automotive Group operates various car dealerships across the Western U.S.

#### Company Details

**Principal:** Brett Hopkins  
**CFO:** Philip Johnson  
**Industry:** Automotive Retail

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 6/4/13  
**Acquirer:** Ken Garff  
 Automotive Group  
**Acquiree:** Steve Harris Motors

#### Outside Professionals

**CPA:** CBIZ MHM, LLC



Roosevelt, Utah

Knight Construction manufactures pipeline insulation solutions.

#### Company Details

**Industry:** Commodity Chemicals

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 6/14/13  
**Acquirer:** CIC Group, Inc.  
**Acquiree:** Knight Construction

1245 East Brickyard Road, Suite 110, Salt Lake City, UT 84106  
 P: 801.466.4131

Korea Technology Industry America, Inc., through its subsidiaries, acquires and develops oil sands reserves and produces heavy crude oil (bitumen) and asphalt products.

#### Company Details

**Industry:** Oil and Gas Exploration  
 and Production  
**Year Founded:** 2007

#### Transaction Details

**Amount:** \$320,000  
**Date:** 2/27/13  
**Acquirer:** Rutter & Wilbanks Corp.  
**Acquiree:** Korea Technology  
 Industry America, Inc.

#### Outside Professionals

**Law Firm:** Snell & Wilmer

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



KT Tape

KT Tape / KT Health, LLC is a leading producer of kinesiology tape & sports medicine products.

#### Company Details

**Principal:** John MacKay, CEO  
**Industry:** Consumer Health & Fitness Products

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 12/31/13  
**Acquirer:** Palladin Consumer Retail Partners  
**Acquiree:** KT Health, LLC

#### Outside Professionals

**Law Firm:** Durham Jones & Pinegar, P.C.  
**CPA:** CBIZ MHM, LLC



6695 South 1300 East, Salt Lake City, UT 84121  
www.lhmutah.com  
P: 801.947.7500

Certified public accounting firm.

#### Company Details

**Principal:** Bob Lake, Managing Partner  
**Industry:** Certified Public Accounting & Business Consulting

#### Transaction Details

**Description:** Merger  
**Amount:** Not disclosed  
**Date:** 7/1/13  
**Acquirer:** Eide Bailly LLP  
**Acquiree:** Lake, Hill & Myer

Lake, Hill & Myer

698 West 10000 South, Suite 500, South Jordan, UT  
www.landesk.com  
P: 801.208.1500



LANDesk Software provides systems management, security management, service management, asset management, and process management solutions to organizations.

#### Company Details

**Principal:** Stephen Daly  
**CFO:** Mark McBride  
**Industry:** Application Software  
**Year Founded:** 2000

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 4/9/13  
**Acquirer:** LANDesk Software, Inc.  
**Acquiree:** Shavlik Tech., LLC

#### Outside Professionals

**Law Firm:** Jones Day  
**CPA:** Eide Bailly LLP



LANDesk Software, Inc.

10905 Auto Mall Drive, Sandy, UT 84070  
 www.lhmchryslerjeep.com  
 P: 801.938.4489



Larry H. Miller Chrysler Jeep Dodge RAM Sandy is a car dealership in Salt Lake City, Sandy, Draper, and South Jordan areas.

#### Company Details

**Principal:** Greg Miller, CEO  
**CFO:** Clark Whitworth  
**Industry:** Automotive Retail  
**Year Founded:** 1979

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 12/13/13  
**Acquirer:** Bryant Motors, Inc. Larry H. Miller Chrysler  
**Acquiree:** Jeep Dodge RAM Sandy

10905 Auto Mall Drive, Sandy, UT 84070  
 www.lhmchryslerjeep.com  
 P: 801.938.4489



Larry H. Miller Chrysler Jeep Dodge RAM Sandy is a car dealership in Salt Lake City, Sandy, Draper, and South Jordan areas.

#### Company Details

**Principal:** Greg Miller, CEO  
**CFO:** Clark Whitworth  
**Industry:** Automotive Retail  
**Year Founded:** 1979

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 6/3/13  
**Acquirer:** Larry H. Miller Corporation  
**Acquiree:** Chrysler/Fiat Dealerships in Phoenix

10905 Auto Mall Drive, Sandy, UT 84070  
 www.lhmchryslerjeep.com  
 P: 801.938.4489



Larry H. Miller Chrysler Jeep Dodge RAM Sandy is a car dealership in Salt Lake City, Sandy, Draper, and South Jordan areas.

#### Company Details

**Principal:** Greg Miller, CEO  
**CFO:** Clark Whitworth  
**Industry:** Automotive Retail  
**Year Founded:** 1979

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 3/31/13  
**Acquirer:** Larry H. Miller Corp.  
**Acquiree:** Avondale Auto Group

#### Company Details

**Principal:** Greg Miller, CEO  
**CFO:** Clark Whitworth  
**Industry:** Automotive Retail  
**Year Founded:** 1979



216 South 200 West, Cedar City, UT  
www.leavitt.com  
P: 435.586.6553



Leavitt Group Enterprises, Inc.

Golf Insurance Services, Inc. engages in insuring golf courses and country clubs in California, Nevada, Arizona, Oregon, Utah, Colorado, Washington, and Illinois. As of November 11, 2013, Golf Insurance Services, Inc. operates as a subsidiary of Leavitt Group Enterprises, Inc.

#### Company Details

**Principal:** Dane Leavitt  
**CFO:** Mark Kenney  
**Industry:** Insurance Brokers  
**Year Founded:** 1952

#### Transaction Details

**Description:** Leavitt Group provides competitive, sophisticated insurance and risk management solutions.  
**Amount:** Not disclosed  
**Date:** 11/11/13  
**Acquirer:** Leavitt Group Enterprises, Inc.  
**Acquiree:** Golf Insurance Services, Inc.

216 South 200 West, Cedar City, UT  
www.leavitt.com  
P: 435.586.6553



Leavitt Group Enterprises, Inc.

Golf Insurance Services, Inc. engages in insuring golf courses and country clubs in California, Nevada, Arizona, Oregon, Utah, Colorado, Washington, and Illinois. As of November 11, 2013, Golf Insurance Services, Inc. operates as a subsidiary of Leavitt Group Enterprises, Inc.

#### Company Details

**Principal:** Dane Leavitt  
**CFO:** Mark Kenney  
**Industry:** Insurance Brokers  
**Year Founded:** 1952

#### Transaction Details

**Description:** Leavitt Group provides competitive, sophisticated insurance and risk management solutions.  
**Amount:** Not disclosed  
**Date:** 7/12/13  
**Acquirer:** Leavitt Group Enterprises, Inc.  
**Acquiree:** United Valley Insurance Services, Inc.

833 East Main Street, Lehi, UT 84043-2286  
www.lehirollermill.com  
P: 801.768.4401



Lehi Roller Mills Co., Inc.

For more than 100 years, Lehi Roller Mills has been milling high-quality wheat to produce the best baking flour available.

#### Company Details

**Principal:** R. Sherman Robinson,  
CEO  
**CFO:** Kyle Standifird  
**Industry:** Pkg. Foods and Meats  
**Year Founded:** 1910

#### Transaction Details

**Amount:** \$4,680,000  
**Date:** 8/20/13  
**Acquirer:** K.E.B. Enterprises LP  
**Acquiree:** Lehi Roller Mills Co., Inc.

#### Outside Professionals

CPA: Tanner LLC



1450 West 105 North Orem, Utah 84057  
 www.lifestylecrafts.com  
 P: 801.616.5900



Lifestyle Crafts, LLC provides dies, L Letterpress systems, adhesives, platforms, and evolution tools for applications ranging from paper crafting to home décor, and applications in between.

#### Company Details

**Principal:** Michelle Rasmussen  
**Industry:** Specialty Chemicals  
**Year Founded:** 2010

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/5/13  
**Acquirer:** We R, LLCLifestyle  
**Acquiree:** Crafts, LLC

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP



3838 South 700 East, Suite 202, Salt Lake City, UT 84106  
 www.crilifetree.com  
 P: 801.269.8200

Lifetree Clinical Research, L.C., a specialized research organization, provides multi-therapeutic clinical research in phase 1-4 clinical trials for biopharmaceutical and device companies.

#### Company Details

**Principal:** Jeffrey Kinell  
**CFO:** Scott Harper  
**Industry:** Life Sciences Tools and Services  
**Year Founded:** 2003

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 11/13/13  
**Acquirer:** PRA International, Inc.  
**Acquiree:** Lifetree Clinical Research, LLC.

Orem, UT



#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/7/13  
**Acquirer:** Lift International  
**Acquiree:** Thrive Learning, LLC

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP



675 Arapeen Drive, Suite 202, Salt Lake City, UT 84108  
www.lipocine.com  
P: 801.994.7383



Lipocine Inc. (OTCBB:LPCN)

Lipocine proprietary technologies enable and enhance oral therapy of poorly absorbed drugs.

#### Company Details

**Principal:** Mahesh V. Patel, CEO  
**CFO:** Morgan Brown  
**Industry:** Pharmaceuticals  
**Year Founded:** 1997

#### Transaction Details

**Description:** Reverse merger  
**Amount:** Not disclosed  
**Date:** 7/25/13  
**Acquirer:** Lipocine Inc. (OTCBB:LPCN)  
**Acquiree:** Marathon Bar Corp.

1050 South 200 West, Salt Lake City, UT 84101  
www.maxfieldcandy.com  
P: 801.355.5321



Maxfield Candy Company

Maxfield Candy Company produces the "fines chocolates in creation."

#### Company Details

**Principal:** Rick Harris, President  
**CFO:** Gil Bowles  
**Industry:** Confection Manf.  
**Year Founded:** 1940

#### Transaction Details

**Amount:** \$2,000,000  
**Date:** 6/27/13  
**Acquirer:** International Confections Company  
**Acquiree:** Dynamic Confections

#### Outside Professionals

**Law Firm:** Parr Brown Gee & Loveless  
**CPA:** Tanner LLC



1600 West Merit Parkway, South Jordan, UT  
www.merit.com  
P: 801.253.1600



Merit Med. Sys., Inc. (NasdaqGS:MMSI)

Merit Medical Systems, Inc. (Nasdaq: MMSI) is a worldwide designer, developer, manufacturer and marketer of medical devices used in interventional and diagnostic procedures.

#### Company Details

**Principal:** Fred Lampropoulos  
**CFO:** Kent Stanger  
**Industry:** Healthcare Supplies  
**Year Founded:** 1987

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/7/13  
**Acquirer:** Merit Medical Systems, Inc. (NasdaqGS:MMSI)  
**Acquiree:** Datascope Corp., Pressure-Assisted Hemostatic Devices

1600 West Merit Parkway, South Jordan, UT  
 www.merit.com  
 P: 801.253.1600



Merit Medical Systems, Inc. (Nasdaq: MMSI) is a worldwide designer, developer, manufacturer and marketer of medical devices used in interventional and diagnostic procedures.

**Company Details**

**Principal:** Fred Lampropoulos  
**CFO:** Kent Stanger  
**Industry:** Healthcare Supplies  
**Year Founded:** 1987

**Transaction Details**

**Amount:** \$2,500,000  
**Date:** 10/7/13  
**Acquirer:** Merit Medical Systems, Inc. (NasdaqGS:MMSI)  
**Acquiree:** Radial Assist, LLC



12894 Pony Express Road # 700, Draper, UT 84020  
 www.metasource.com  
 P: 888-634-7684



MetaSource is a next generation Business Process Outsourcer that improves customer experience and shares the focus on your business outcomes.

**Company Details**

**Principal:** Adam Osthed  
**CFO:** Randy Powell  
**Industry:** Technology  
**Year Founded:** 2007

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 11/1/13  
**Acquirer:** LaSalle Capital Group  
**Acquiree:** MetaSource

**Outside Professionals**

**Law Firm:** Dorsey & Whitney LLP



309 East 4500 South, Suite 450, Salt Lake City, UT 84107  
 www.mshare.net  
 P: 801.263.2333



Mindshare Technologies provides software as a service based customer survey and enterprise feedback management solutions.

**Company Details**

**Principal:** John Sperry, CEO  
**CFO:** Mark Webb  
**Industry:** Internet Software and Services  
**Year Founded:** 1996

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 9/19/13  
**Acquirer:** Mindshare Tech., Inc.  
**Acquiree:** Empathica, Inc.

**Outside Professionals**

**Law Firm:** Kunzler Law Group  
 PC (investor counsel)  
**CPA:** CBIZ MHM, LLC  
**Investor(s):** Peterson Partners LP;  
 Sorenson Capital



1301 West 400 North  
Orem, Utah 84057  
P: 801.224.0589



MITY Enterprises, Inc.

MityLite is a global manufacturer of professionally designed, highly durable furniture products.

#### Company Details

**Principal:** John Dudash, President  
and CEO  
**CFO:** Brent Barton  
**Industry:** Home Furnishings  
**Year Founded:** 1987

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/20/13  
**Acquirer:** Prospect Cap. Corp.  
(NasdaqGS:PSEC);  
Prospect Cap. Mang.  
LLC  
**Acquiree:** MITY Enterprises, Inc.

#### Outside Professionals

**Other Advisor:** D.A. Davidson

6415 South 3000 East, Suite 200, Salt Lake City, UT 84121  
www.mojoness.com  
P: 801.304.7716



Mojoness Inc.

Mojoness Inc. creates and manages an open network of sites.

#### Company Details

**Industry:** Internet Software and  
Services  
**Year Founded:** 2010

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 3/25/13  
**Acquirer:** The Endurance International Group, Inc.  
**Acquiree:** Mojoness Inc.

2878 West 3500 South, Salt Lake City, UT 84119  
P: 801.964.9544



Mower Specialists

Mower Specialists provides lawnmower spare parts and repair services.

#### Company Details

**Industry:** Specialized Consumer  
Services  
**Year Founded:** 1985

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 7/23/13  
**Acquirer:** United Service & Sales, Inc.  
**Acquiree:** Mower Specialists

2855 East Cottonwood Parkway, Suite 400, Salt Lake City, Utah 84121-1050  
P: 801.736.5600



Mrs. Fields Famous Brands, LLC provides cookies and brownies in the United States and internationally.

#### Company Details

**Principal:** Neal Courtney  
**CFO:** Michael Chao  
**Industry:** Food Retail  
**Year Founded:** 2004

#### Transaction Details

**Description:** Minority stake sale  
**Amount:** Not disclosed  
**Date:** 7/1/13  
**Acquirer:** Z Cap. Mang. LLC  
**Acquiree:** Mrs. Fields Famous Brands, LLC

#### Outside Professionals

**CPA:** Eide Bailly LLP



80 North 850 East, Suite D, PO Box 814, Lehi, UT 84043  
www.naturalearthgrains.com  
P: 801.420.3138

Natural Earth Grains LLC supplies food grains including wheat and other raw materials to Lehi Roller Mills Co.

#### Company Details

**Industry:** Food Distributors

#### Transaction Details

**Description:** Majority ownership  
**Amount:** Not disclosed  
**Date:** 8/26/13  
**Acquirer:** K.E.B. Enterprises LP  
**Acquiree:** Natural Earth Grains LLC

2089 Neways Drive, Springville, UT 84663  
www.neways.com  
P: 801.418.2000



Manufactures and distributes nutrition, personal care, and household care products through a network of independent distributors.

#### Company Details

**Principal:** Robert Conlee  
**CFO:** Sloan, James  
**Industry:** Personal Products  
**Year Founded:** 1987

#### Transaction Details

**Description:** Additional minority stake  
**Amount:** \$750,000,000  
**Date:** 7/12/13  
**Acquirer:** Z Cap. Management LLC  
**Acquiree:** Neways, Inc.

#### Outside Professionals

**CPA:** PricewaterhouseCoopers LLP  
**Investor(s):** Z Capital Management LLC



1280 South 800 East, Suite 200 Orem, Utah 84097  
www.northstaralarm.com  
P: 801.373.7827



NorthStar Alarm Services, LLC

NorthStar is a top home security provider and authorized dealer of Honeywell Security Products.

**Company Details**

**Principal:** Jason Christensen,  
President  
**CFO:** Justin Dinehart,  
Controller  
**Industry:** Home Security  
**Year Founded:** 2000

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 5/15/13  
**Acquirer:** Goldman Sachs Group, Merchant Banking  
Division; The Beekman Group, LLC  
**Acquiree:** NorthStar Alarm Services, LLC

75 West Center, Provo, UT 84606  
www.nuskin.com  
P: 800-487-1000



Nu Skin Enterprises, Inc.

Nu Skin is a personal care consumer products manufacturer.

**Company Details**

**Principal:** Truman Hunt, CEO  
**CFO:** Ritch Wood  
**Industry:** Life Sciences  
**Year Founded:** 1984

**Transaction Details**

**Amount:** \$12,500,000  
**Date:** 1/2/13  
**Acquirer:** Nu Skin  
**Acquiree:** Nox Technologies

**Outside Professionals**

**Law Firm:** Dorsey & Whitney LLP  
**CPA:** PricewaterhouseCoopers  
LLP



1525 West Business Park Drive, Orem, UT 84058  
www.nustarmfg.com  
P: 801.226.3100



NuStar Nutritional Manf, LLC

Provides nutritional supplement contract manufacturing services.

**Company Details**

**Industry:** Personal Products

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 12/12/13  
**Acquirer:** Nutrognics, Inc. (OTCPK:NUTT)  
**Acquiree:** NuStar Nutritional Manufacturing, LLC

11487 South 700 East, Salt Lake City, UT  
 www.nutranomics.com  
 P: 801.576.8350



Researches and develops nutritional food and supplements

#### Company Details

**Principal:** Tracy Gibbs  
**Industry:** Pharmaceuticals  
**Year Founded:** 1995

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 9/12/13  
**Acquirer:** Nutranomics Inc. (OTCBB:NNRX)  
**Acquiree:** Buka Ventures Inc., Prior To Reverse Merger  
 With Nutranomics

Ogden, UT

Provides a platform to collect photos of the headstones in a user's local cemetery with a smartphone camera app then to upload the mapped-out photos in the platform.

#### Company Details

**Industry:** Health Care Technology

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 1/4/13  
**Acquirer:** Otter Creek Holdings, L.L.C.  
**Acquiree:** BillionGraves

750 Kearns Boulevard, Suite 150, Park City, UT 84068  
 www.parallelsolutions.com  
 P: 435.214.4248



Provides payment processing solutions.

#### Company Details

**Industry:** Consumer Finance  
**Year Founded:** 2007

#### Transaction Details

**Amount:** \$1,970,000  
**Date:** 1/7/13  
**Acquirer:** Spindle, Inc. (OTCPK:SPDL)  
**Acquiree:** Parallel Solutions Inc.



3222 South Washington Street, Salt Lake City, UT 84115  
www.parvus.com  
P: 801.483.1533



Parvus Corporation

Operates as a strategic systems engineering and development partner for aerospace, defense, transportation, and industrial original equipment manufacturers.

#### Company Details

**Principal:** George Takach  
**CFO:** Childress, Kevin  
**Industry:** Electronic Components  
**Year Founded:** 1983

#### Transaction Details

**Amount:** \$38,000,000  
**Date:** 10/1/13  
**Acquirer:** Curtiss-Wright Controls, Inc.  
**Acquiree:** Parvus Corporation



1532 Charter Oaks Circle, Sandy, UT 84093  
www.pinnaclequestconsulting.com  
P: 801.410.0466

PINNACLE QUEST CONSULTING

Pinnacle Quest, LLC

Provides speaking, coaching, and consulting services to the real estate professionals

#### Company Details

**Indu:** Research and Consulting Services  
**Year Found** 2001

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/16/13  
**Acquirer:** Corcoran Consulting & Coaching Inc.  
**Acquiree:** Pinnacle Quest, LLC

1290 Sandhill Road, Orem, UT 84058



Pinnacle Sec. LLC, Select Assets

Offers proprietary IT infrastructure and software

#### Company Details

**Industry:** Electronic Equipment and Instruments

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 1/25/13  
**Acquirer:** Protection One, Inc.  
**Acquiree:** Pinnacle Security LLC, Select Assets

90 W 500 S Bountiful, UT 84010  
 www.texturacorp.com  
 P: 847.235.8400



PlanSwift is the nation's fastest growing developer and distributor of digital estimating and takeoff software for the construction industry.

#### Company Details

**Principal:** Patrick Allin, CEO  
**CFO:** Jillian Sheehan  
**Industry:** Computer software,  
 Construction

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 2/12/13  
**Acquirer:** Textura  
**Acquiree:** Planswift

67 South Main Street, Suite 300, Layton, UT  
 www.pluralsight.com  
 P: 801.784.9007



Pluralsight LLC provides online developer training services.

#### Company Details

**Principal:** Aaron Skonnard, CEO  
**CFO:** Greg Woodward  
**Industry:** Education Services  
**Year Founded:** 2004

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/31/13  
**Acquirer:** Pluralsight LLC  
**Acquiree:** Massive Studios Inc.

#### Outside Professionals

**CPA:** PricewaterhouseCoopers  
 LLP



67 South Main Street, Suite 300, Layton, UT  
 www.pluralsight.com  
 P: 801.784.9007



Pluralsight LLC provides online developer training services.

#### Company Details

**Principal:** Aaron Skonnard, CEO  
**CFO:** Greg Woodward  
**Industry:** Education Services  
**Year Founded:** 2004

#### Transaction Details

**Description:** Cash, stock purchase  
**Amount:** \$23,600,000  
**Date:** 8/6/13  
**Acquirer:** Pluralsight LLC  
**Acquiree:** TrainSignal, Inc.

#### Outside Professionals

**CPA:** PricewaterhouseCoopers  
 LLP



67 South Main Street, Suite 300, Layton, UT  
www.pluralsight.com  
P: 801.784.9007



Pluralsight LLC

Pluralsight LLC provides online developer training services.

#### Company Details

**Principal:** Aaron Skonnard, CEO  
**CFO:** Greg Woodward  
**Industry:** Education Services  
**Year Founded:** 2004

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 7/24/13  
**Acquirer:** Pluralsight LLC  
**Acquiree:** PeepCode Screencasts

#### Outside Professionals

**CPA:** PricewaterhouseCoopers  
LLP



216 North 700 West, Suite 4C, Ogden, UT 84404  
P: 801.612.2223

Manufactures nutritional ingredient powders such as tablet and capsule ready blends.

#### Company Details

**Industry:** Pharmaceuticals  
**Year Founded:** 1998

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/22/13  
**Acquirer:** Pharmachem Laboratories, Inc.  
**Acquiree:** Powder Processors, Inc.

Powder Processors, Inc.

333 South 520 West, Lindon, UT 84042  
www.power-innovations.com  
P: 801.785.4123



Power Innovations Intl., Inc.

Provides energy generation and waste heat recovery solutions for individual homeowners and businesses.

#### Company Details

**Principal:** Robert Mount  
**CFO:** Barney, Lynn  
**Industry:** Application Software  
**Year Founded:** 1997

#### Transaction Details

**Amount:** \$18,300,000  
**Date:** 7/15/13  
**Acquirer:** Lite-On Technology Corp. (TSEC:2301)  
**Acquiree:** Power Innovations International, Inc.



4750 West Wiley Post Way, Suite 200, Salt Lake City, UT  
 www.primaryresidentialmortgage.com  
 P: 801.596.8707



Provides residential mortgage lending services

**Company Details**

**Principal:** David Zitting  
**CFO:** Chapman, Steve  
**Industry:** Thrifts and Mortgage  
 Finance  
**Year Founded:** 1998

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 12/6/13  
**Acquirer:** Primary Residential Mortgage, Inc.  
**Acquiree:** The Executive Mortgage Group, Inc.

25 West 500 South, Suite 5, Provo, UT 84601  
 www.primeinfographics.com  
 P: 801.893.2321



Makes infographics for press releases, product releases, brand recognition, social media, presentations, surveys, as well as motion graphics for commercials, presentations, and various other business events.

**Company Details**

**Industry:** Advertising  
**Year Founded:** 2012

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 5/31/13  
**Acquirer:** Oxzen Media LLC  
**Acquiree:** Prime Infographics LLC

166 East 14000 South, Suite 200, Draper, UT 84020  
 www.wadscoco.com  
 P: 801.553.1661



Engages in the heavy civil construction business primarily in Utah.

**Company Details**

**Principal:** Kip Wadsworth  
**Industry:** Construction and  
 Engineering  
**Year Founded:** 1975

**Transaction Details**

**Description:** Remaining share pur.  
**Amount:** \$23,670,000  
**Date:** 1/3/13  
**Acquirer:** Sterling Constr. Co. Inc.  
 (NasdaqGS:STRL)  
**Acquiree:** Ralph L. Wadsworth  
 Constr. Co., Inc.

**Outside Professionals**

CPA: Tanner LLC  
**TANNER**  
BUSINESS ADVISORS AND CERTIFIED  
 PUBLIC ACCOUNTANTS



124 S 400 E Ste 340, Salt Lake City, UT 84111-5317  
www.rawdatainc.com  
P: 855.729.3282

A market research company that combines technology, smartphones, and computers to interact with consumers and track their media exposure.

#### Company Details

**Industry:** Services (other)

#### Transaction Details

**Description:** RawData purchased by MarketTools

**Amount:** Not disclosed

**Date:** 7/25/13

**Acquirer:** Market Tools

**Acquiree:** RawData

#### Outside Professionals

**CPA:** Eide Bailly LLP



RawData

9256 South State, Sandy, UT 84070  
P: 801.727.2700

A major league soccer club which owns and operates soccer teams



#### Company Details

**Principal:** Bill Manning

**Industry:** Movies and Entertainment

**Year Founded:** 2005

#### Transaction Details

**Description:** Remaining stake purchase

**Amount:** Not disclosed

**Date:** 1/24/13

**Acquirer:** Dell Loy Hansen

**Acquiree:** Real Salt Lake

Real Salt Lake

2245 South Thunderbird Drive, Salt Lake City, UT 84087  
P: 888.493.3822

Converts biomass into synthesis gas



#### Company Details

**Industry:** Coal and Consumable Fuels

#### Transaction Details

**Description:** Reverse merger

**Amount:** Not disclosed

**Date:** 7/22/13

**Acquirer:** Medical Cannabis Payment Solutions (OTCPK:REFG)

**Acquiree:** Refill Energy, Inc.

Refill Energy, Inc.

1991 Commerce Way, West Haven, UT 84401  
 www.rocket-steel.com  
 P: 801.430.8670



Constructs industrial, commercial, and institutional steel structures in the intermountain west

#### Company Details

**Industry:** Construction and Engineering

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 7/11/13  
**Acquirer:** APF Industrial, LLC  
**Acquiree:** Rocket Steel Construction, LLC

870 W 410 N, Lindon, UT 84042  
 www.rmppsusa.com  
 P: 801.443.7200

Rocky Mountain Parts Specialists provides retail of auto parts including suspension parts, hydraulics, batteries, and accessories.

#### Company Details

**Industry:** Blake Jackson, CEO  
**Year Founded:** Bryan Coats

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 1/17/13  
**Acquirer:** Rocky Mountain Parts Specialists  
**Acquiree:** Truman Parts Company Inc.

2140 South 1260 West, Salt Lake City, UT 84119  
 www.royce-it.com  
 P: 801.975.1234



Supplies photographic and prepress solutions

#### Company Details

**Principal:** Roger Bland  
**Industry:** Distributors  
**Year Founded:** 1981

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 6/24/13  
**Acquirer:** FUJIFILM North America Corporation  
**Acquiree:** Photo/Graphics Supply, Inc.

6415 North Business Park Loop Road, Suite K, Park City, UT 84098  
www.s3entertainment.com  
P: 435.615.8138

Provides digital home automation and audio video solutions

#### Company Details

**Industry:** Specialized Consumer Services

#### Transaction Details

**Amount:** Not disclosed

**Date:** 8/26/13

**Acquirer:** DSI Entertainment Systems, Inc.

**Acquiree:** S3 Aurant Inc.

S3 Aurant Inc

90 4th West, Salt Lake City, UT 84101  
www.sltrib.com  
P: 801.257.8742

**The Salt Lake Tribune**

Salt Lake Tribune Publishing Company, West Valley City Printing Plant comprises newspaper printing facility.

#### Company Details

**Principal:** Nancy Conway, Mang.

**CFO:** Richard Smith

**Industry:** Commercial Printing

**Year Founded:** 1870

#### Transaction Details

**Description:** Remaining stake purchase

**Amount:** Not disclosed

**Date:** 10/21/13

**Acquirer:** Deseret News Publishing Company, Inc.

**Acquiree:** Salt Lake Tribune Publishing Company, West Valley City Printing Plant

SL Trib. Pub. Co., W.V. City Print. Plant

2024 N Chappel Dr, Spanish Fork, UT 84660  
www.precorp.net  
P: 801.798.5425

 **PRECORP**

Precorp manufactures a custom line of polycrystalline diamond tools and carbide tools for high speed machining of die cast aluminum, green carbide parts and advanced composite materials. Its products include drills, reamers, end mills, port tools and micro tools.

#### Company Details

**Principal:** John Bunting, CEO

**CFO:** Kathy Cowley

**Industry:** Industrial automation, Industrial products and services, Manufacturing (other), Transportation

**Year Founded:** 1986

#### Transaction Details

**Description:** Remaining stake purchase

**Amount:** Not disclosed

**Date:** 9/24/13

**Acquirer:** Sandvik AB

**Acquiree:** Precorp Inc.

Sandvik AB, Precorp Inc

6340 South 3000 East, Suite 600, Salt Lake City, UT  
 www.savageservices.com  
 P: 801.944.6600



Savage Companies provides solutions in materials management systems, transportation systems and related facilities.

#### Company Details

**Principal:** Allen Alexander, CEO  
**CFO:** Curtis Dowd, CFO  
**Industry:** Construction and Engineering  
**Year Founded:** 1946

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 6/11/13  
**Acquirer:** Savage Industries, Inc.  
**Acquiree:** Ft. Worth Pipe Services, L.P.

#### Outside Professionals

**CPA:** Eide Bailly LLP



684 East 2900 North, Suite 100, North Ogden, UT 84414  
 P: 801.737.3333

SellUtah.com operates an online searching site for residents and property owners for real estate properties on sale.

#### Company Details

**Industry:** Internet Software and Services  
**Year Founded:** 1963

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 6/18/13  
**Acquirer:** OwnUtah.com  
**Acquiree:** SellUtah.com

Hanksville, UT  
 www.uranium1.com  
 P: 647-788-8461

The company mines for uranium.

#### Company Details

**Principal:** Chris Sattler, CEO  
**CFO:** Juliana Lam  
**Industry:** Diversified Metals and Mining  
**Year Founded:** 1997

#### Transaction Details

**Amount:** \$10,000,000  
**Date:** 10/30/13  
**Acquirer:** Black Range Minerals Limited  
**Acquiree:** Uranium One Inc.

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP





97 W 300 S, Millville, UT 84326  
www.siliconeplastics.com  
P: 435.753.7307



Silicone Plastics

Silicone Plastics specializes in moulds and precision engineering and plastics injection and assembly.

**Company Details**

**Principal:** Brett Hadfield, Owner  
**Industry:** Chemicals and materials, Industrial products and services, Manufacturing (other)

**Transaction Details**

**Amount:** \$9,000,000  
**Date:** 2/14/13  
**Acquirer:** Brett Hadfield  
**Acquiree:** Silicone Plastics

3939 South Wasatch Blvd. Suite 1, Salt Lake City, UT 84124  
www.simplymac.com  
P: 801.308.1400



SimplyMac, Inc.

Simply Mac is committed to providing a quality Apply experience as the largest Apple Specialist in North America. At Simply Mac, we are all Apple, all the time. Same products. Same prices. Same warranties. Same employee expertise.

**Company Details**

**Principal:** Steve Bain, President  
**Industry:** Retail  
**Year Founded:** 2006

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 11/7/13  
**Acquirer:** GameStop Corp.  
**Acquiree:** SimplyMac, Inc.

**Outside Professionals**

**Law Firm:** Holland & Hart LLP (Seller Counsel)  
**CPA:** Eide Bailly LLP



3300 N. Ashton Boulevard, Suite 500, Lehi, UT 84043  
www.sirsidynix.com  
P: 801.223.5200



Sirsi Corporation

EOS International Inc. develops, markets, and supports cloud computing library automation, content, and knowledge management software and services for libraries worldwide.

**Company Details**

**Principal:** Bill Davison, CEO  
**CFO:** John Gardiner  
**Industry:** Application Software  
**Year Founded:** 1979

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 11/4/13  
**Acquirer:** Sirsi Corporation  
**Acquiree:** EOS International Inc.

**Outside Professionals**

**CPA:** PricewaterhouseCoopers LLP



384 South 400 West, Suite 200, Lindon, UT 84042  
P: 801.377.5410

Software Forensics, Inc. develops software solutions.

#### Company Details

**Industry:** Application Software  
**Year Founded:** 2013

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 5/4/13  
**Acquirer:** AccessData Group, Inc.  
**Acquiree:** Software Forensics, Inc.

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP



10713 South Jordan Gateway, Suite 100, South Jordan, UT 84095  
www.soleranetworks.com  
P: 801.545.4100

Solera Networks, Inc. operates as a network forensics and security analytics platform provider.



#### Company Details

**Principal:** Stephen Shillingford,  
CEO  
**CFO:** Kenneth Saunders  
**Industry:** Internet Software and  
Services  
**Year Founded:** 2004

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 5/21/13  
**Acquirer:** Blue Coat Systems Inc.  
**Acquiree:** Solera Networks, Inc.

#### Outside Professionals

**Law Firm:** Cooley LLP // Wilson  
Sonsini Goodrich &  
Rosati

2650 South Decker Lake Boulevard, Suite 500, Salt Lake City, UT 84119  
www.sosstaffing.com  
P: 801.484.4400

SOS Staffing Services, Inc. offers staffing and consulting services to companies and organizations in the western United States.



#### Company Details

**Principal:** Joann Wagner, CEO  
**CFO:** Kevin Hardy  
**Industry:** Human Resource and  
Employment Services  
**Year Founded:** 1972

#### Transaction Details

**Amount:** \$750,000,000  
**Date:** 2/20/13  
**Acquirer:** Elwood Staffing  
Services, Inc.  
**Acquiree:** SOS Staffing Services,  
Inc.

#### Outside Professionals

**Law Firm:** Durham Jones &  
Pinegar, P.C.  
**Other Advisor:** CHILDS Advisory  
Partners



6548 South Big Cottonwood Canyon Road, Suite 100, Salt Lake City, UT 84121  
P: 801.833.0344



Soul & Vibe Entertainment, Inc.

Soul and Vibe Entertainment, Inc. develops and publishes video and computer games.

#### Company Details

**Princi** Peter Chiodo, CEO  
**Indu:** Home Entertainment  
Software  
**Year Founded:** 2011

#### Transaction Details

**Description:** Share exchange  
**Amount:** \$11,100,000  
**Date:** 1/28/13  
**Acquirer:** Soul and Vibe Interactive Inc. (OTCBB:SOUL)  
**Acquiree:** Soul and Vibe Entertainment, Inc.

439 North 3050 East, St. George, UT  
www.truaudio.com  
P: 435.986.1574



Soundvision Technologies, LLC

Soundvision Technologies, LLC (DBA Truaudio) is the industry leader in home audio.

#### Company Details

**Principal:** Bryan Garner, Owner  
**Industry:** Consumer Electronics  
**Year Founded:** 1999

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 2/14/13  
**Acquirer:** Soundvision Technologies, LLC  
**Acquiree:** Mojo AV

3939 South Wasatch Blvd. Suite 1, Salt Lake City, UT 84124  
www.springmobile.com  
P: 801.308.1324



Spring Comm. Holding, Inc.

Spring Communications is a leading wireless solutions retailer and operates over 180 stores across the United States.

#### Company Details

**Principal:** Jason Ellis, President  
**CFO:** Kent Forsgren  
**Industry:** Communications  
**Year Founded:** 2001

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 10/15/13  
**Acquirer:** Spring  
Communications  
**Acquiree:** Affordable Portables, Inc.

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Eide Bailly LLP



3939 South Wasatch Blvd. Suite 1, Salt Lake City, UT 84124  
 www.springmobile.com  
 P: 801.308.1324



Spring Communications is a leading wireless solutions retailer and operates over 180 stores across the United States.

#### Company Details

**Principal:** Jason Ellis, President  
**CFO:** Kent Forsgren  
**Industry:** Communications  
**Year Founded:** 2001

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 11/8/13  
**Acquirer:** Spring Communications  
**Acquiree:** Cartronix, Inc.

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Eide Bailly LLP



3939 South Wasatch Blvd. Suite 1, Salt Lake City, UT 84124  
 www.springmobile.com  
 P: 801.308.1324



Spring Communications is a leading wireless solutions retailer and operates over 180 stores across the United States.

#### Company Details

**Principal:** Jason Ellis, President  
**CFO:** Kent Forsgren  
**Industry:** Communications  
**Year Founded:** 2001

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 12/31/13  
**Acquirer:** Spring Communications  
**Acquiree:** Atlanta Cellular, Inc.

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Eide Bailly LLP



3939 South Wasatch Blvd. Suite 1, Salt Lake City, UT 84124  
 www.springmobile.com  
 P: 801.308.1324



Spring Communications is a leading wireless solutions retailer and operates over 180 stores across the United States.

#### Company Details

**Principal:** Jason Ellis, President  
**CFO:** Kent Forsgren  
**Industry:** Communications  
**Year Founded:** 2001

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 11/3/13  
**Acquirer:** GameStop Corp.  
**Acquiree:** Spring Communications Holding, Inc.

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Eide Bailly LLP



3939 South Wasatch Blvd. Suite 1, Salt Lake City, UT 84124  
www.springmobile.com  
P: 801.308.1324



Spring Comm. Holding, Inc.

Spring Communications is a leading wireless solutions retailer and operates over 180 stores across the United States.

#### Company Details

**Principal:** Jason Ellis, President  
**CFO:** Kent Forsgren  
**Industry:** Communications  
**Year Founded:** 2001

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/31/03  
**Acquirer:** Spring Comm.  
**Acquiree:** A-Link Wireless, AZ  
Mobility, San Diego  
Mobility

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Eide Bailly LLP



3939 South Wasatch Blvd. Suite 1, Salt Lake City, UT 84124  
www.springmobile.com  
P: 801.308.1324



Spring Comm. Holding, Inc.

Spring Communications is a leading wireless solutions retailer and operates over 180 stores across the United States.

#### Company Details

**Principal:** Jason Ellis, President  
**CFO:** Kent Forsgren  
**Industry:** Communications  
**Year Founded:** 2001

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 4/10/13  
**Acquirer:** Spring Communications  
**Acquiree:** Clearchoice Mobility, Inc.

#### Outside Professionals

**Law Firm:** Holland & Hart LLP  
**CPA:** Eide Bailly LLP



222 South Main Street, 5th Floor, Salt Lake City, UT  
www.surpure.com  
P: 801.575.9000



SurPure LLC

SurPure provides diesel fuel that is compliant with the ISO 12/9/6 standard – right at your location, directly from your storage tanks.

#### Company Details

**Industry:** Oil and Gas Refining  
and Marketing

#### Transaction Details

**Amount:** \$36,000  
**Date:** 9/17/13  
**Acquirer:** SurPure LLC  
**Acquiree:** SurPure, Inc.

2749 E Parley's Way, Suite 310, Salt Lake City, UT 84109  
 www.spower.com  
 P: 801.679.3505



sPower is a leading Independent Power Producer (IPP) with energy resources across North America.

#### Company Details

**Principal:** Ryan Creamer, CEO  
**CFO:** Jean Everest  
**Industry:** Independent Power  
 Producers and Energy  
 Traders

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 7/8/13  
**Acquirer:** Sustainable Power  
 Group, LLC  
**Acquiree:** Tioga Energy, Inc.

#### Outside Professionals

**Law Firm:** Akin Gump Strauss  
 Hauer Feld LLP

12634 South 265 West, Draper, UT  
 www.swirecc.com  
 P: 801.816.5300



Swire Coca-Cola makes, sells and delivers carbonated and noncarbonated beverages.

#### Company Details

**Principal:** Jack Pelo, CEO  
**CFO:** C.B. Buckley  
**Industry:** Packaged Foods and  
 Meats  
**Year Founded:** 1816

#### Transaction Details

**Description:** Certain CO assets  
**Amount:** Not disclosed  
**Date:** 4/16/13  
**Acquirer:** Swire Coca-Cola, USA  
**Acquiree:** The Coca-Cola Co.,  
 Bottling Ops. in  
 Denver & CO Springs Mkts.

#### Outside Professionals

**CPA:** PricewaterhouseCoopers  
 LLP,  
 Eide Bailly LLP



1265 West Sportsplex Drive, Kaysville, UT 84037  
 www.taxworks.com  
 P: 801.529.9025



TaxWorks, Inc. develops tax preparation software solutions for professional tax preparers.

#### Company Details

**Principal:** Jaren Durham, VP  
**Industry:** Finance Application  
 Software  
**Year Founded:** 1972

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 4/16/13  
**Acquirer:** Thomson Reuters Corporation (TSX:TRI)  
**Acquiree:** TaxWorks, Inc.

2425 Lincoln Avenue, Ogden, UT  
www.techmedianetwork.com  
P: 801.917.8101



TechMediaNetwork, Inc.

Best of Media S.A. operates as an online media publishing company for technology.

**Company Details**

**Principal:** Gregory Mason, CEO  
**CFO:** Randall Bambrough  
**Industry:** Publishing  
**Year Founded:** 2003

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 7/1/13  
**Acquirer:** TechMediaNetwork, Inc.  
**Acquiree:** Best of Media S.A.

**Outside Professionals**

**Law Firm:** Bredin Prat & Associates  
**CPA:** Tanner LLC, Eide Bailly LLP



3626 West Parkway Boulevard, West Valley City, UT  
www.feco.net  
P: 800.366.8851

The Frank Edwards Co., Inc.

Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

**Company Details**

**Principal:** Bruce Hart, Manager  
**CFO:** Gary Wall Distributors  
**Year Founded:** 1916

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 5/1/13  
**Acquirer:** The Frank Edwards Co., Inc.  
**Acquiree:** KAPS Warehouse Inc.

178 S Rio Grande St. Ste. 200, Salt Lake City, UT 84101  
www.stepbystepguidebook.com  
P: 800.678.1500

The Guidebook Company, Inc.

The Guidebook Company, Inc., doing business as Step-by-Step Guide Book, provides do-it yourself home improvement guides for home and house repairs.

**Company Details**

**Principal:** Kim McReynolds, President  
**Industry:** Publishing  
**Year Founded:** 1974

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 6/7/13  
**Acquirer:** Guide Holdings, Inc.  
**Acquiree:** The Guidebook Company, Inc.

**Outside Professionals**

**Law Firm:** Burningham & Burningham Attorneys At Law // Faegre Baker Daniels LLP

5095 West 2100 South, Salt Lake City, UT  
 www.volusol.com  
 P: 801.974.9474

The Horrocks Company, LLC manufactures medical stains and reagents for clinical laboratories.

#### Company Details

**Industry:** Pharmaceuticals  
**Year Founded:** 1995

#### Transaction Details

**Amount:** \$220,000  
**Date:** 6/25/13  
**Acquirer:** The Horrocks Company, LLC  
**Acquiree:** Volu-Sol Reagents (division of ActiveCare)

512 West 800 North, Orem, UT 84057  
 P: 801-224-3673



Thrive Learning is a leading provider of online education.

#### Company Details

**Industry:** Education

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/1/13  
**Acquirer:** Lift International  
**Acquiree:** Thrive Learning LLC

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP  
**CPA:** Tanner LLC



98 West Main Street, Lehi, UT 84043  
 801.768.0208

The company offers search engine optimization (SEO), social media marketing, pay per click management, content marketing, email marketing, and local SEO services.

#### Company Details

**Principal:** Dave Bascom, CEO  
**CFO:** Dan Bonilla  
**Industry:** Advertising  
**Year Founded:** 2012

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 11/7/13  
**Acquirer:** Fit Marketing LLC  
**Acquiree:** TOFU Marketing, LLC



1844 South 3850 West #B, Salt Lake City, UT 84104  
 P: 877.259.2551

TrailOne, Inc., a development stage company, focuses on developing and marketing of an automobile license plate tag used as an accessory to the general public in the United States.

**Company Details**

**Principal:** Mohammad Rahman,  
 CEO  
**Industry:** Auto Parts and Eq.  
**Year Founded:** 2010

**Transaction Details**

**Description:** Majority share purchase  
**Amount:** \$389,000  
**Date:** 6/10/13

440 Lawndale Drive, Salt Lake City, UT 84115  
 www.trident-mfg.com  
 P: 801.485.2063



Trident Manufacturing, Inc. operates as an electronics contract manufacturing services company that provides production, quality control and testing, and logistics management services to original equipment manufacturers and other electronics professionals in Utah.

**Company Details**

**Principal:** Kambiz Mahdi,  
**CFO:** CEO John  
**Industry:** Bennett Electronic  
 Manufacturing  
 Services  
**Year Founded:** 2005

**Transaction Details**

**Amount:** \$140,000  
**Date:** 3/15/13  
**Acquirer:** Probe Manufacturing Inc. (OTCPK:PMFI)  
**Acquiree:** Trident Manufacturing, Inc.

9950 South 300 West, Sandy, UT 84070  
 www.ncr.com  
 P: 801.417.9000



uGenius Technology, LLC provides personal transaction technologies.

**Company Details**

**Principal:** William Nuti, CEO  
**CFO:** Bob Fishman  
**Industry:** Electronic Equipment  
 and Instruments  
**Year Founded:** 2007

**Transaction Details**

**Description:** Remaining stake  
 purchase  
**Amount:** Not disclosed  
**Date:** 1/3/13  
**Acquirer:** NCR Corp. (NYSE:NCR)  
**Acquiree:** uGenius Technology,  
 LLC

**Outside Professionals**

**Other Advisor:** Advanced CFO  
 Solutions



1532 East St. Marks Court, Salt Lake City, UT 84124  
P: 801.766.2100

Ultra Sun Corp offers a range of tanning options by utilizing tanning beds.

#### Company Details

**Industry:** Specialized Consumer Services  
**Year Founded:** 2004

#### Transaction Details

**Amount:** \$60,000  
**Date:** 10/25/13  
**Acquirer:** LST Utah, LLC  
**Acquiree:** Ultra Sun Corp., Sahara Sun Tanning

310 East, 4500 South, Suite 550, Salt Lake City, UT 84107  
www.umia.com  
P: 801.531.0375



UMIA Insurance provides physician-owned and directed liability coverage products to customers in Utah, Montana, Wyoming, and Idaho.

#### Company Details

**Principal:** Martin Osowski, CEO  
Joe Perry Property and  
**Industry:** Casualty Insurance  
**Year Founded:** 1978

#### Transaction Details

**Description:** Paid over 5 year period  
**Amount:** \$141,780,000  
**Date:** 2/4/13  
**Acquirer:** Midwest Medical Insurance Company  
**Acquiree:** UMIA Insurance

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

Uplift Nutrition, Inc., a development stage company, markets and sells food products through the Internet in the United States.

#### Company Details

**Principal:** Gary Lewis, CEO  
**CFO:** Gary Lewis  
**Industry:** Food Distributors  
**Year Founded:** 2005

#### Transaction Details

**Description:** Majority share purchase  
**Amount:** \$126,000  
**Date:** 9/9/13  
**Acquiree:** Uplift Nutrition Inc (OTCBB:UPNT)

#### Outside Professionals

**Investor(s):** H. Deworth Williams,  
Edward F. Cowle,  
and Geoff Williams

198 North Main Street, Logan, UT 84321  
www.usuccu.org  
P: 435.753.4080



USU Charter Credit Union

USU Charter Credit Union, helps USU employees to see a return on savings and obtain low interest rates on loans.

**Company Details**

**Industry:** Specialized Finance  
**Year Founded:** 1957

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 7/2/13  
**Acquirer:** Goldenwest Credit Union  
**Acquiree:** USU Charter Credit Union

**Outside Professionals**

**CPA:** Eide Bailly LLP



2795 E Cottonwood Pkwy # 300, Salt Lake City, UT 84121  
www.vacationroost.com  
P: 801.337.6678



VacationRoost, Inc.

VacationRoost is the leading online sales and marketing channel for vacation rental property.

**Company Details**

**Industry:** Vacation Rentals  
**Year Founded:** 2008

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 9/4/13  
**Acquirer:** VacationRoost  
**Acquiree:** Hawaiian Beach Rentals  
and Vacation Rental  
Agent

**Outside Professionals**

**CPA:** Tanner LLC



3165 East Millrock Drive, Suite 160, Salt Lake City, UT 84121  
www.vantuslaw.com  
P: 801.550.3453



Vantus Law Group

Establishments which are headed by members of the bar and are primarily engaged in offering legal advice or services.

**Company Details**

**Principal:** Thomas Obenberger,  
Owner  
**CFO:** Brian Ammerman

**Transaction Details**

**Amount:** Not disclosed  
**Date:** 11/20/13  
**Acquirer:** Michael, Best & Friedrich LLP  
**Acquiree:** Vantus Law Group

275 East 200 South, Salt Lake City, UT 84111  
 www.vistastaff.com  
 P: 801.487.8190



VISTA Staffing Solutions is a full-service staffing agency.

#### Company Details

**Principal:** Christian Rutherford,  
 President  
**CFO:** Li Chen, Controller  
**Industry:** Healthcare Services  
**Year Founded:** 1990

#### Transaction Details

**Amount:** \$22,500,000  
**Date:** 12/2/13  
**Acquirer:** VISTA Staffing Solutions, Inc.  
**Acquiree:** Whitaker Medical, Ltd.

P.O. Box 16509, Salt Lake City, UT 84116  
 www.weronthenet.com  
 P: 801-539-5000



Scrapbook supply manufacturer

#### Company Details

**Principal:** Andrew Hiller  
 President  
**Industry:** Manufacturing

#### Transaction Details

**Amount:** Not disclosed  
**Date:** 8/28/13  
**Acquirer:** We R, LLC  
**Acquiree:** Lifestyle Crafts, LLC

#### Outside Professionals

**Law Firm:** Dorsey & Whitney LLP



670 W 220 S St, Pleasant Grove, UT 84062  
 www.westrocinc.com  
 P: 801.785.5600



Westroc, Inc. has served the Intermountain West with consistent, high quality Ready Mix Concrete and Aggregate Products.

#### Company Details

**Principal:** Cyrus Spurlino,  
 President  
**CFO:** Gary Myers  
**Industry:** Construction, Mining  
**Year Founded:** 1987

#### Transaction Details

**Description:** Acquisition of certain assets from Westroc Inc  
**Amount:** \$35,000,000  
**Date:** 4/3/13  
**Acquirer:** Summit Materials  
**Acquiree:** Westroc (Kansas Concrete Assets)

3400 North Ashton Boulevard, Suite 400, Lehi, UT  
www.wilsonelectronics.com  
P: 435.673.5021



Wilson Electronics, LLC

Wilson Electronics offers cellular improvement products for mobile and inbuilding applications throughout the world.

#### Company Details

**Principal:** Robert Van Buskirk, CEO  
**CFO:** Debbie Rhea, Acct. Dir.  
**Industry:** Ind.: Elec., Manf. (other),  
Telecomm: Hardware  
**Year Founded:** 1999

#### Transaction Details

**Amount:** \$9,000,000  
**Date:** 3/26/13  
**Acquirer:** Sorenson Capital;  
**Acquiree:** Solamere Capital LLC  
Wilson Electronics, LLC

#### Outside Professionals

**Law Firm:** Durham Jones & Pinegar P.C.  
**CPA:** CBIZ MHM, LLC  
PricewaterhouseCoopers LLP  
(investor)  
**Investor(s):** Sorenson Capital & Solamere  
Capital LLC



4400 West 4100 South, West Valley City, UT 84120  
www.winderfarms.com  
P: 801.963.4800



Winder Farms, Inc.

Winder Farms is a convenient home delivery grocery service that provides families with weekly deliveries of high quality, fresh, great-tasting products right to their front door.

#### Company Details

**Principal:** Mike Dutton, CEO  
**CFO:** Scott Tanner, CFO &  
President Packaged  
**Industry:** Foods and Meats  
**Year Founded:** 1880

#### Transaction Details

**Description:** Winder Farms, Inc. acquired Rockview Dairies, Inc.  
**Amount:** Not disclosed  
**Date:** 7/5/13  
**Acquirer:** Winder Farms, Inc.  
**Acquiree:** Rockview Dairies, Inc.

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stage to the world stage.**



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- Ranked #5 for the number of announced Mid-Market M&A deals (values up to \$500 million) with a U.S. target in 2013.
- Ranked #6 for the number of announced Small-Cap M&A deals (values up to \$50 million) with a U.S. target in 2013.
- Ranked #6 for the number of completed M&A deals with a U.S. target (any size) in 2013.
- 2013 is the 20th consecutive year that Dorsey has ranked in the top 10 among all law firms for the number of U.S. M&A deals completed.
- Ranked #15 for the number of completed M&A deals worldwide in 2013.

(Source: Thomson Reuters)

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#### **Nolan S. Taylor**

Partner  
Salt Lake City  
(801) 933-7360  
taylor.nolan@dorsey.com



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D U R H A M

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P I N E G A R

Represented 2GIG Technologies, Inc. and Vivint Solar, Inc. in acquisition by Blackstone Group, L.P.

Amount Undisclosed | November 2012



Represented Enray, Inc., a manufacturer of premium organic, gluten-free ancient grain products, to the J. M. Smucker Company

Amount Undisclosed

August 2013



Represented 2GIG Technologies, Inc., a manufacturer of security system hardware and equipment, in sale to Nortek, Inc.

\$135 million

April 2013



Represented shareholders of Wilson Electronics, Inc., maker of cellular signal boosters, in sale to Sorensen Capital and other investors

Amount Undisclosed | March 2013



Represented KT Tape/KT Health, LLC, a producer of kinesiology tape and sports medicine products, in sale of controlling interest to Palladin Consumer Retail Partners

Amount Undisclosed | January 2014



Represented Taglich Private Equity, LLC in acquisition of Lignetics, Inc., a manufacturer of wood fuel pellets and fire logs

Amount Undisclosed

March 2014



Represented McColl Partners, LLC, a FINRA-registered investment bank, in sale to Deloitte Corporate Finance, LLC

Amount Undisclosed

June 2013



Represented digEcor, Inc. in sale of substantially all operating assets to an affiliate of Total Aviation Solutions Holdings Pty. Ltd.

Amount Undisclosed | August 2013



Represented Vivint Solar, Inc. in acquisition of Solmetric, Inc., a manufacturer of photovoltaic installation instruments and software products

Amount Undisclosed

January 2014



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