



Investment Focus

PrairieGold focuses on early stage investments in the Midwest. Our primary interests include Life Sciences and Greentech. Typical investments range from \$250,000 to \$2.5 million in transactions ranging from \$250,000 to \$10 million.

Investment Strategy

Our location in Sioux Falls puts us directly in the middle of many regional entrepreneurial centers of activity. Because of our centralized location and broad network, we are uniquely capable of evaluating deals in both the more rural areas of this region as well as in its larger communities. In addition, our fund size allows us to consider smaller investments that wouldn't "turn the dial" for funds of \$200 million or more. We also prefer opportunities that are beyond the initial seed stage but that are still early; this allows us to take meaningful ownership positions with less capital, as well as sit on the boards of our portfolio companies and have substantial levels of participation in formulating company strategy to help our investments prosper.

Portfolio Companies

PrairieGold's current portfolio companies include: iCentera, Grand Prairie Foods, Game Plan Technologies, Chronix Biomedical, Augusta Systems, PetMedicus Labs, General Compression and Orasi Medical.

**Mike Jerstad, Partner**

Mike Jerstad oversees all aspects of the firm's investment activities, from sourcing, structuring and negotiating investments to serving as a board member for portfolio companies. Jerstad focuses on life science opportunities, and represents PrairieGold on the boards of Chronix Biomedical, Orasi Medical and LineaGen. Prior to joining PrairieGold, Jerstad worked in Piper Jaffray's Investment Banking Group in its Minneapolis and San Francisco offices, specializing in merger and acquisition advisory services and public and private equity financing. Before Piper, he was an attorney at Briggs and Morgan in Minneapolis, specializing in business litigation, employment law and contracts. He received his B.A. from Tufts University, his J.D. from Georgetown University and his M.B.A. from the University of Chicago.

**Paul Batcheller, Partner**

Paul Batcheller oversees all aspects of the firm's investment activities, from sourcing, structuring and negotiating investments to serving as a board member for portfolio companies. He currently serves on the boards of iCentera, Game Plan Technologies and Augusta Systems. Prior to joining PrairieGold, Paul served as an advisor to Senator Tom Daschle, where he worked on economic policy, science and technology issues. He received his B.A. in economics from Macalester College.

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