

IDAHO DEPARTMENT OF COMMERCE
FY2015 ANNUAL REPORT



ACCELERATE

IDAHO



Over the past year, the Idaho Department of Commerce has worked with the private sector and economic development partners throughout the state to deliver more opportunities than ever for existing Idaho companies and those new to our state to thrive. Our grant and incentive programs have enabled us to generate significant forward momentum by investing in Idaho's existing and emerging industries, public-private partnerships, commercialization of new technologies, expansion of international trade, and community development. We have aggregated our Fiscal Year 2015 (July 1, 2014-June 30, 2015) grant information into this annual report that details all grant recipients and highlights the impact these projects have on Idaho's economy.

In Fiscal Year 2015 (FY2015), Idaho received national and international attention as we continued to land in the top 10 of several key

rankings for business friendliness, economic strength, and job growth:

- #1 in the U.S. for largest percentage gains in private-sector employment (Bureau of Labor Statistics)
- Sixth best state to start a small business (Entrepreneur Magazine)
- Sixth best economic outlook (American Legislative Council)
- Highest increase in ratings (10 points) on list of best and worst states for business (ChiefExecutive.net)

Idaho Commerce is aggressively working to grow our state's economy and enhance economic opportunities for every Idahoan. We will continue to 'Run at the Speed of Business' and build a spirit of collaboration around the state. With the help of all our partners, we can *Accelerate Idaho* and help our great state achieve its highest potential.



ACCELERATE IDAHO

GOVERNOR C.L. “BUTCH” OTTER’S ECONOMIC DEVELOPMENT PLAN FOR IDAHO

Launched on May 1, 2014, Accelerate Idaho is the state’s commitment to being a national and global leader for economic growth and prosperity. This means that, more than ever, we’re harnessing Idaho’s resources and talent to create unmatched opportunity for our citizens, communities, and industries. The initiative is based on three key priorities: advancing individuals, elevating industry, and strengthening communities.

ADVANCING INDIVIDUALS

Idaho’s future generations depend on our ability to advance educational opportunities and increase the earning potential for all Idaho citizens. We’re creating a world-class workforce that can lead Idaho into the new global economy.

ELEVATING INDUSTRY

Idaho businesses are already key contributors to national and global economies. By further supporting our industries, creating consistent business environments, and embracing innovation, we can elevate Idaho’s economy even more.

STRENGTHENING COMMUNITIES

Strong and resilient communities are the backbone of our state’s heritage. Idaho is inspiring even more positive changes by offering community trainings, anticipating infrastructure needs, and rallying neighbors for regional collaboration.

BUSINESS ATTRACTION & EXPANSION

IDAHO TAX REIMBURSEMENT INCENTIVE

The Idaho Tax Reimbursement Incentive (TRI) took effect July 1, 2014, as a tool to encourage businesses to grow or expand into Idaho with jobs that pay above the average county wage. This post-performance incentive, offers a maximum refundable tax credit of up to 30% on all income, payroll, and sales taxes for up to 15 years.

The TRI eligibility requirements are as follows:

- Create 20 new jobs in rural communities (city population of 25,000 or less), or 50 in urban centers.
- New jobs must be full time (30 hours or more) and pay an average wage of equal to or greater than the average county wage.
- Demonstrate a meaningful community match.
- Confirm the company's stability and the project's potential to be a significant economic impact in the community and state.
- Prove that the incentive is a critical factor in the company's decision to expand in Idaho.

FISCAL YEAR 2015 OVERVIEW

During the first year, the Idaho Economic Advisory Council approved 16 TRI projects, committing over 3,200 new jobs to be created throughout the state. With an annual average wage of \$45,200 - well above the statewide average of \$36,152 - the TRI has proven to be an effective tool in not only recruiting new companies to the state, but also in encouraging existing Idaho companies to expand. In its inaugural year, TRI supported the growth of eight (8) existing Idaho companies and was a key factor in recruiting eight (8) new companies to the state.

The lower job requirement in cities with less than 25,000 in population has also made TRI an important economic development tool for rural areas, with 50% of the approved TRI projects in FY2015 located in rural communities. The incentive has also been utilized to support companies in a wide range of industries including: advanced manufacturing; aerospace; food production; back office and shared services; software and technology; and travel and tourism. Collectively, the 16 TRI projects are estimated to generate over \$131 million in new tax revenue to the state, with an overall return on investment of \$4.22 for every \$1 in TRI value awarded.

Fiscal Year 2015 Approved TRI Projects



Company, City	Term (Years)	TRI %	Jobs	Avg. Wage	Total Payroll	CapEx	Total Tax Revenue
AGC AeroComposites , Hayden	8	20	134	\$33,500	\$24,000,000	\$2,000,000	\$2,500,000
Amy's Kitchen , Pocatello	15	26	1,000	\$33,000	\$342,000,000	\$76,000,000	\$30,000,000
Aspen Skiing Company , Ketchum	3	16	57	\$41,000	\$6,800,000	\$60,000,000	\$1,500,000
ATC Manufacturing, Inc. , Post Falls	8	20	225	\$44,000	\$76,000,000	\$25,000,000	\$6,100,000
Diversified Fluid Solutions, LLC , Boise	8	20	50	\$46,000	\$15,600,000	\$750,000	\$2,400,000
Fabri-Kal Corporation , Burley	9	22	150	\$37,900	\$27,000,000	\$50,000,000	\$3,300,000
Gayle Manufacturing Company , Caldwell	6	20	105	\$67,000	\$35,400,000	\$24,000,000	\$2,300,000
Glanbia, Plc , Gooding	10	23	43	\$42,000	\$20,000,000	\$82,000,000	\$4,000,000
Kochava , Sandpoint	10	28	208	\$59,000	\$102,000,000	\$1,500,000	\$14,200,000
Paylocity Holding Company , Boise	15	28	551	\$46,200	\$320,500,000	\$5,000,000	\$22,700,000
Project 204* , Boise	15	30	300	\$75,100	\$236,400,000	\$0	\$16,500,000
Project Pipe* , Pocatello	9	18	80	\$38,500	\$19,100,000	\$18,000,000	\$3,800,000
Project Steel 2* , Hayden	7	15	28	\$41,100	\$7,700,000	\$6,000,000	\$1,600,000
SkyWest Airlines, Inc. , Boise	12	25	100	\$52,000	\$53,300,000	\$20,000,000	\$3,200,000
Trail Creek Fund , Ketchum	5	16	109	\$38,800	\$12,000,000	\$43,300,000	\$575,000
User Interface User Experience , Ketchum	5	18	88	\$60,600	\$19,400,000	\$15,000,000	\$16,400,000
Total							\$131,200,000

*Project not announced

IDAHO OPPORTUNITY FUND GRANT

If inadequate infrastructure is impeding a company's ability to launch, grow, or expand into Idaho, an Idaho Opportunity Fund grant can be awarded at the discretion of the director of Idaho Commerce to make needed improvements. Eligible grant activities include construction of or improvements to water, sewer, gas or

electric utility systems; flood zone or environmental hazard mitigation; and construction or renovation of other infrastructure related to specific job creation or expansion projects.

Fiscal Year 2015 Opportunity Fund Awards

City of Burley (for Fabri-Kal) \$350,000 150 Jobs

INDUSTRY & COMMUNITY SERVICES

Commerce houses a group of economic development experts, the Industry and Community Services team, to help Idaho communities attract business and grow jobs. Team members visit communities to identify needs and then provide assistance in the form of consulting and training, and by fostering connections to other work groups. The team also helps communities secure grants that enable them to provide services and infrastructure—like utility upgrades or main street improvements—that companies need in order to launch, grow, and expand in the region.

RURAL COMMUNITY BLOCK GRANTS

Rural Community Block Grants (RCBG) help distressed rural areas build public infrastructure in support of economic expansion and job creation. Eligible activities include extension of streets, water and sewer lines, and/or utilities to a site for a new business or industrial park; acquisition or construction of buildings for lease or purchase by a company; and provision of telecommunications, power, gas, and rail upgrades. This state-funded grant is a component of Idaho's Rural Initiative, which provides support to rural communities to expand their local economies.

Fiscal Year 2015 RCBG Awards

Gooding County (for Glanbia) \$430,000
Roadway Improvements 33 Jobs

Bingham County (for AgriService) \$112,000
Roadway Improvements 6 Jobs



GOODING COUNTY AND GLANBIA FOODS

\$430,000 was awarded to Gooding County for public roadway improvements that support and enhance the expansion of Glanbia Foods. The project improvements include asphalt resurfacing of two miles of roadway, the construction of a staging lane, and the widening of two intersections by increasing their curve radius. These road improvements will complement Glanbia's \$65 million plant expansion and subsequent creation of 33 new full-time jobs.

RURAL ECONOMIC DEVELOPMENT PROFESSIONALS PROGRAM

Rural communities can tap into the Idaho Rural Economic Development Professionals program for help building economic development capacity. The program awards grants to be used in tandem with local funding to

hire full-time economic development professionals. These experts are managed by a local board of directors and work on a variety of initiatives in the areas of business retention, expansion, attraction, and entrepreneurial development. This state-funded grant is a component of Idaho's Rural Initiative.

Fiscal Year 2015 Rural ED Pro Awards

4-CASI	\$35,000	Ida-Lew County	\$35,000
Benewah County	\$35,000	Lemhi County	\$28,000
Blaine County	\$27,000	Lost River/Butte County	\$15,000
Bonner County	\$15,000	Power County	\$30,000
Boundary County	\$35,000	Twin Falls County (SIRD)	\$32,000
Clark County	\$32,000	Payette Washington County (SREDA)	\$16,000
Clearwater County	\$35,000	Shoshone County (SVEDC)	\$35,000
Custer County	\$32,000	Teton County	\$20,000
Elmore County	\$13,000	WAED	\$30,000
		Woody Biomass	\$30,000

IDAHO GEM GRANT

Local governments of rural communities (populations of 10,000 or less) can leverage Idaho Gem Grant (IGG) funding to plan and implement projects that create and retain jobs. Eligible grant activities include water and sewer infrastructure for a new business, remediation of slum and blight conditions blocking business

development, and matching funds for the creation of assets with a high certainty of aiding future economic-development efforts. Many rural governments use the IGG for architect and engineering studies, construction contracts, equipment, or the acquisition of real estate for business development. This state-funded grant program is a component of Idaho's Rural Initiative.

Fiscal Year 2015 Gem Grant Awards

City of Arco	\$5,000
City of Sandpoint	\$50,000
City of Bonners Ferry	\$35,000
City of Homedale	\$28,000
City of Shoshone	\$40,000
City of Horseshoe Bend	\$40,000
City of Driggs	\$50,000

Match for USDA Business Development Grant
Cleanroom Enhancements for Bonner County Business Center
Business Development Center - Maker Space
Sewer Line Extension
Water & Sewer Infrastructure
Engineering for Infrastructure Enhancements
Sewer Line Extension

CITY OF SANDPOINT & GRAPHIC CONTROLS

A \$50,000 Gem Grant was awarded to the City of Sandpoint to support the expansion of an existing local business, Graphic Controls. The grant was also matched with \$70,000 from the Bonner Business Center. This project included remodeling office space at the Bonner Business Park that provided Graphic Controls (formerly Lead Lok) with a climate controlled, positive pressure clean room. The project helped retain 60 jobs, added to Graphic Controls' manufacturing presence in Sandpoint, and created at least 10 new jobs. Graphic Controls has since indicated its desire to sign a five-year lease, pending facility remodel work to facilitate continued growth.



IDAHO COMMUNITY DEVELOPMENT BLOCK GRANT

Each year, the US Department of Housing and Urban Development (HUD) provides states with funds to use for projects that benefit low- and moderate-income people,

help prevent or eliminate slum and blight conditions, and solve catastrophic health and safety threats in local areas. Eligible grant activities include public facilities construction and infrastructure improvements, economic development projects, senior citizen centers, and community centers.

Fiscal Year 2015 CDBG Awards¹

City of Wendell	\$434,417	Wastewater Improvements
City of Franklin City	\$500,000	Wastewater Improvements
City of Driggs	\$500,000	Water System Improvements
City of Kellogg	\$500,000	Wastewater Improvements
Lemhi County (Elk Bend Sewer District)	\$500,000	Wastewater Improvements
City of Blackfoot	\$500,000	Wastewater Improvements
City of White Bird	\$300,000	Wastewater Improvements
Minidoka County (West End Fire Protection District)	\$448,460	Fire Station
City of Wallace	\$500,000	Wastewater Improvements
City of Cambridge	\$500,000	Wastewater Improvements
City of New Meadows	\$470,000	Wastewater Improvements
City of Tetonia	\$500,000	Water System Improvements
City of Bonners Ferry	\$350,000	Water System Improvements
City of Cottonwood	\$150,000	Senior Center Improvements
City of Post Falls	\$150,000	Senior Center Improvements
City of Malad	\$150,000	Senior Center Improvements
City of Sandpoint	\$113,087	Senior Center Improvements
Franklin County	\$106,000	Senior Center Improvements
City of Hagerman	\$60,000	Senior Center Improvements

[1] Federal Fiscal Year 2015

IDAHO GLOBAL ENTREPRENEURIAL MISSION (IGEM)

In its third year, the IGEM – Idaho Global Entrepreneurial Mission – grant program continued its strategic support of commercialization research, where university researchers and business experts partner together to bring viable technologies to market.

The IGEM program is becoming a powerful force in the growth of Idaho’s economy. Through its support of commercialization partnerships, IGEM invests in the development of new businesses and supports Idaho’s research facilities, creating new products, companies, and high-value jobs while increasing the research capacity of Idaho’s universities.

As we move into FY2016, IGEM will continue to:

- Partner with Idaho inventors, scientists, designers, coders, architects, visionaries, and go-getters to create a statewide, profitable ecosystem of innovation.
- Identify financial and technical resources throughout the state that are available to help bring Idaho innovation and ingenuity to market.
- Sponsor entrepreneurial challenges and innovation events that showcase Idaho’s brightest and better position them to enter a dynamic marketplace.

IGEM GRANTS

IGEM’s investment in Idaho’s technology future is key to the overall growth of our economy, delivering strategic advances in agribusiness, medical research, computer science, cyber-security, and many other fields. The program’s \$5 million in funding is distributed through three primary channels: \$2 million to the Higher Education Research Council (HERC); \$2 million to the Center for Advanced Energy Studies (CAES); and \$1 million to Idaho Commerce for IGEM commercialization grants.

Fiscal Year 2015 IGEM-Commerce Grant Awards

Boise State University

Precision Ag-Increasing crop yields using Internet of Things & data science \$343,072

University of Idaho

N-E-W Tech™: Innovation at the Nutrient, Energy, Water Nexus \$427,173

Idaho State University

Expanding Precision Agriculture Market Opportunities With UAS Sensors \$179,755



Idaho State University partnered with Simplot to gather field crop data using hyperspectral sensors mounted on an unmanned aerial system.

IGEM SUPPORTS PRECISION AG USING UNMANNED AERIAL SYSTEMS (UAS)

In FY2015, IGEM funded two unique projects with a common factor: Simplot as the industry partner. This Idaho-based partnership utilized the knowledge from information technology and data analytics experts to develop new data algorithms in the pursuit of precision agriculture, as well as the expansion of grower services.

Idaho State University was awarded \$179,755 for the development of algorithms of field crop data using unmanned aerial systems (UAS). Hyperspectral sensors mounted on UAS will capture Simplot crop data at the individual plant level. This data will be used for water management, crop nutrition, and other efficiencies in the pursuit of precision agriculture, which is vital to Idaho.

Likewise, Simplot partnered with Boise State University for research and development in scientific agriculture data analytics. Funding in the amount of \$338,110 will help expand agronomic services and products that are based on historic Simplot farm and crop yield data. This project presents an opportunity for the development of software and systems needed for precision agriculture.



IDAHO TOURISM

In FY2015, Commerce’s Tourism Development team achieved the highest revenue-generating year on record for 2% lodging tax collections with over 8% in growth. This helps validate that our statewide marketing efforts, strategic planning, and content marketing is attracting more visitors to Idaho. We continue our international marketing efforts in the European countries with an affinity for Idaho—primarily Germany, UK, and Benelux region—as well as countries with the best prospects for long-term growth, such as Canada, Mexico, and China. Our gateway website, www.visitidaho.org, has been retooled to increase reach and engagement on multiple platforms.

Idaho Tourism, through the Idaho Travel Council, awarded nearly \$3.95 million in tourism marketing funding to nonprofit organizations throughout the state. In addition, we’re leveraging funds with the Idaho Recreation Tourism Initiative that is creating greater collaboration with other state agencies to promote and expand recreation opportunities.

IDAHO REGIONAL TRAVEL AND CONVENTION GRANT

Using monies collected from Idaho’s 2% lodging tax, we distribute Idaho Regional Travel and Convention Grants to nonprofit, incorporated organizations within the state’s seven travel regions. Funds may also be given to multi-regional associations that promote bed and breakfasts, outfitters and guides, RV campgrounds, and ski areas. Preference is given to programs that focus on promoting overnight stays.

Fiscal Year 2015 Tourism Awards

REGION 1

Coeur d'Alene Convention Visitors Bureau	\$488,000
Greater Sandpoint Chamber of Commerce	\$141,500
North Idaho Tourism Alliance (NITA)	\$94,000
Post Falls Chamber of Commerce	\$73,250

REGION 2

Grangeville Chamber of Commerce	\$13,000
Hells Canyon Visitor Bureau	
DBA Visit Lewis Clark Valley	\$55,865
Kamiah Chamber of Commerce	\$33,000
Moscow Chamber of Commerce	\$56,365
Orofino Chamber of Commerce	\$22,000
Salmon River Chamber of Commerce	\$42,000

REGION 3

Boise Convention & Visitors Bureau	\$742,500
Cascade Chamber of Commerce	\$42,000
McCall Area Chamber of Commerce	\$165,462
Nampa Chamber of Commerce	\$77,500
Southwest Idaho Travel Association	\$313,000

REGION 4

Southern Idaho Tourism	\$275,608
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REGION 5

Bear Lake Convention & Visitors Bureau	\$42,125
Pioneer Country Travel Council	\$99,900
Pocatello Convention & Visitors Bureau	\$124,142

REGION 6

Snake River Territory Convention & Visitors Bureau	\$161,500
Teton Valley Chamber of Commerce	\$54,634
Yellowstone Teton Territory	\$284,000

REGION 7

Hailey Chamber of Commerce	\$31,000
Lemhi County Economic Development Association	\$26,000
Lost Rivers Economic Development	\$3,000
Stanley-Sawtooth Chamber of Commerce	\$37,400
Sun Valley Marketing Alliance, Inc.	\$220,000

MULTI-REGION

Idaho Bed & Breakfast Association	\$29,286
Idaho Outfitters & Guides Association	\$72,147
Idaho RV Campgrounds Association	\$82,538
Idaho Ski Areas Association	\$55,450



PIONEER COUNTRY TRAVEL COUNCIL

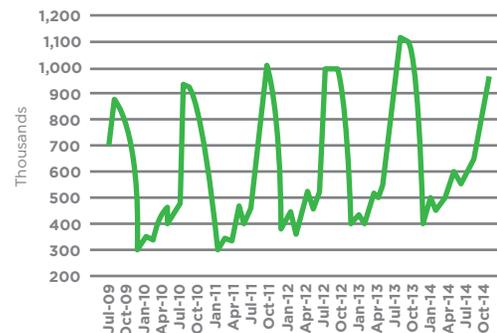
Southeast Idaho is a highly traveled region because it is a main corridor to Yellowstone National Park, Grand Teton National Park, and Jackson Hole. This region has an abundance of travelers coming from Salt Lake City International Airport and Canada along the I-15 corridor. Pioneer Country Travel Council's goal is to attract these travelers before and/or during their travel, increasing overnight stays in the area.

Pioneer Country Travel Council was awarded a \$99,900 Idaho Travel Council grant to help create a strategic marketing plan by working cooperatively with Bear Lake Convention & Visitors Bureau (CVB), Visit Pocatello (Pocatello CVB), Bear River Heritage Area, and members from the 11 surrounding communities. Web advertising, print media, social media, trade shows, collateral material, and international markets all highlight the attractions and destinations of Southeast Idaho, contributing to a 15% increase in lodging tax collections from FY2014 to FY2015.

The 2% lodging tax collections help us analyze the success of Idaho Tourism's marketing program. For FY2015, gross lodging tax collections were up 8.65% over the July 2012–June 2014 fiscal years, exceeding the Idaho Travel Council's expectations of 7% annual growth.

Fiscal Year (July– June)	Budgeted Growth	Change from Previous Year
FY2015	7.0%	8.65%
FY2014	5.0%	8.1%
FY2013	5.0%	5.9%
FY2012	5.0%	6.8%

LODGING TAX COLLECTIONS



INTERNATIONAL TRADE

Beyond the state's trade offices in Mexico and Taiwan- which also covers Southeast Asia-Idaho Commerce's international efforts have added a heavier focus on Europe. With support from the Idaho Commerce International team, the recreation technology industry in Idaho was represented at three international trade shows in Florida, Germany, and Utah. In addition, Idaho's high-tech industry was highlighted at the Mobile World Congress trade show in Spain. The state's trade managers based in Taiwan and Mexico participated in further shows and supported the following Idaho industries: medical equipment, wood & lumber, education, and equine and pet products. Additionally, Idaho Commerce hosted company representatives from Taiwan and Japan's lumber industries to meet with Idaho companies.

In May 2015, Idaho Commerce and the Idaho State Department of Agriculture organized a trade mission to Peru and Mexico led by Governor C.L. "Butch" Otter that has already resulted in \$253,000 in short-term sales from the nine participating Commerce companies alone.

In June 2015, the State of Idaho's sister province in China, Shanxi Province, sent 20 government and company representatives to Idaho to celebrate the 30-year anniversary on our relationship and to establish new MOUs with a special focus on education and tourism.



IDAHO STATE TRADE AND EXPORT PROMOTION (STEP) GRANT

Small businesses that need help entering and succeeding in the global marketplace may be eligible for funds from the Idaho STEP Grant program. This three-year pilot trade and export initiative is funded by the US Small Business Administration and by the Idaho International Market Access Grant (IMAG) initiative. Grants can help cover costs for participation in a Governor-led or other foreign trade or sales mission or international trade show; registration for US Department of Commerce services, such as Gold Key status; and website translation. The IMAG initiative aims to increase the number of Idaho small businesses that export and increase the value of exports for small businesses that already do.

Fiscal Year 2015 STEP Awards

Company	City	Amount
AMS Sampling Equipment	American Falls	\$6,305
Apache River, LLC (DBA Double L)	American Falls	\$3,900
Apriori, LLC (DBA Reach-In)	Boise	\$3,900
Aviation Specialists Unlimited, Inc. (DBA ASU)	Boise	\$3,900
Axus International, LLC	Boise	\$2,400
Balmshot, LLC	Boise	\$3,900
Bitner Vineyards	Caldwell	\$1,755
Bounceboards, LLC	Meridian	\$6,508
Dental RAT	Meridian	\$3,567
Emulate Natural Care, Inc.	Boise	\$7,800
Episciences, Inc.	Boise	\$1,300
Fit Fuelz, Inc.	Boise	\$3,900
Ground Force Manufacturing, LLC	Post Falls	\$11,865
Hamilton Manufacturing, Inc. (HMI)	Twin Falls	\$9,109
High Desert Milk, Inc	Burley	\$3,900
Kochava, Inc.	Sandpoint	\$3,900
Koenig Vineyards	Caldwell	\$1,248
Kryptek Outdoor Group, LLC	Eagle	\$3,900
Lucky Bums Subsidiary, LLC	Boise	\$3,900
LYNX Hooks Systems	Hayden Lake	\$3,900
Marine Co, Inc. DBA HDB Marine (Harrison Dock Builders)	Harrison	\$6,952
Mountain States Oilseeds	American Falls	\$3,900
NextScan, Inc.	Meridian	\$3,900
PakSense, Inc.	Boise	\$3,900
Peet Shoe Dryer, Inc.	St Maries	\$2,405
Performance Design, LLC (Rhin-O-Tuff)	Boise	\$3,900
Photonic Healing, LLC	Caldwell	\$3,900
PNT, LLC (DBA Freewheel)	Boise	\$4,992
Pro Moto Billet, Inc.	Nampa	\$3,900
Pro Panel, Inc.	Caldwell	\$3,114
Promed Keyboard Group, Inc. (PKG)	Meridian	\$3,900
Proof Sustainable Wood Eyewear	Boise	\$8,900
Rekluse Motor Sports, Inc.	Boise	\$3,401
Telic International, LLC	Boise	\$3,900
Tenkara Rod Co, LLC	Driggs	\$3,900
Wild Touch Taxidermy	Meridian	\$8,270
WMDTech, LLC	Boise	\$7,400
xCraft Enterprises, LLC	Sandpoint	\$2,800



PASSPORT PROGRAM

The Idaho Commerce International team established the 2015 Passport Program, which was a trade show circuit for the recreation technology industry. The team recruited six small companies to participate in an Idaho booth at the Outdoor Show in Germany and the Outdoor Retailer Show in Salt Lake City. Supporting Idaho's recreation technology industry to expand internationally creates new opportunities for the companies to increase sales and expand job creation, while diversifying their customer base.

The International team organized and funded the Idaho booth through federal State Trade and Export Promotion (STEP) funds, assisted the company representatives with travel logistics, and helped execute the trade shows that took place in July and August 2015. The companies achieved immediate short-term sales of \$155,000 and are estimating long-term sales to reach a combined amount of \$1,285,000. In addition to the success of the Idaho companies, our team, along with economic development professionals from around the state, met with over 15 companies at the trade show in Salt Lake City to educate them on the programs and incentives Idaho has to offer.

