

IDAHO COMMERCE
FY2019 ANNUAL REPORT







It is my pleasure to report the team at Idaho Commerce has completed another exciting and successful year of helping Idaho companies grow, attracting new strategic businesses to our state, assisting rural communities with infrastructure projects, promoting Idaho tourism, and enhancing innovation and technology.

These accomplishments support the core principles that guide our team and our statewide economic development, tourism, and innovation partners. Our goals, strategic plans, and activities are aligned with the Idaho statutes that govern us and Governor Little's priorities to create an atmosphere with opportunities for our children and grandchildren to live and prosper in Idaho.

As I write this letter to our stakeholders for our annual report for fiscal year ending June 30, 2019, I have completed my first year as your new Director of Commerce. It has been interesting and rewarding traveling across Idaho and working for our new Governor Little. Our Gem State has many positive attributes for commerce and the welfare of our citizens.

Over the past year, our state has experienced numerous successes with business growth and retention across the State. Some examples include Emsi in Moscow, Swire Coca Cola in Fruitland, Basic American in Rexburg, BioLogiQ in Idaho Falls, Federal Bureau of Investigation in Pocatello, Idaho Central Credit in Chubbuck, Ting in Sandpoint, NewCold and McCain in Burley among many more good stories and experiences that could be shared about each of our wins and losses.

Our team worked closely with our Idaho Economic Advisory Council, Idaho Travel Council and Idaho Global Entrepreneurial Mission Council. We also participated and supported other statewide agencies and third-party organizations such as the Leadership in Nuclear Energy (LINE) Commission, Workforce Development Council, Idaho Rural Partnership, Idaho Technology Council, Idaho Economic Development Association, and numerous chamber and economic development meetings statewide.

Toward the end of this fiscal year, our Commerce team became very involved with assisting Governor Little with his Idaho Broadband Task Force. His executive order in May 2019 named a task force and asked for recommendations on policies and actions the State should consider to dramatically improve speed, connectivity and service levels. Broadband infrastructure is a strategic priority for Idaho, not just for Commerce, but education, health care, and global access.

Additionally, as directed by the Red Tape Reduction Act, Idaho Commerce completed a comprehensive review of the agency's administrative rules to identify costly, ineffective, or outdated regulations that impede Idaho citizens, businesses, and Department mission. From the original eight chapters, we removed one redundant chapter and consolidated the remaining grant chapters, leaving two chapters. In sum, we eliminated 66 pages and reduced our restrictions over 80%.

In this annual report, we have assembled a FY2019 agency update complete with program reports, grant information, and highlights of the impacts these projects have on Idaho's economy and communities.

It is our honor at Idaho Commerce to serve the citizens, communities and businesses across Idaho. Many thanks to our numerous partners and stakeholders whose work and contributions make Idaho the best place to live and do business.

A handwritten signature in black ink that reads "Tom Kealey". The signature is fluid and cursive, with the first letters of "Tom" and "Kealey" being capitalized and prominent.

Tom Kealey
Director, Idaho Commerce

OUR MISSION

As the lead economic development agency for the State of Idaho, the mission of Idaho Commerce is to foster a business-friendly environment to aid in quality job creation, support existing companies, strengthen communities, promote innovation and market Idaho domestically and internationally.

Vision:

The vision of Idaho Commerce is to support the growth of the state's economy with a thriving business environment. Our standard is to "Move at the Speed of Business" to accelerate the growth of the state's economy and ensure we are proactively anticipating the needs of businesses.

Strategic Priorities:

- Support Existing Businesses
- Strategic Business Attraction
- Support Rural Idaho
- Promote Good Trade Policy
- Promote Idaho
- Advance Technology Ecosystem
- Utilize Responsible Incentives

BUSINESS RETENTION AND EXPANSION

The Business Retention and Expansion (BRE) team's primary role is supporting the growth and expansion of more than 57,000 local businesses across the state. Most capital investment and job growth in Idaho comes from our existing companies and we work to ensure these businesses expansions are successful and get the attention and service they deserve. We accomplish this by removing barriers to growth and connecting Idaho companies with the resources they need. Since the BRE team's creation in 2016, the five team members, in conjunction with local

officials and economic development professionals across the state, have met in-person with over 1,600 companies. Customized, in-person business visits are vital to building successful economic development partnerships. These interactions allow all parties to determine what opportunities, challenges, and risks are impacting Idaho businesses, and then connect our businesses with the right resources to help them grow and overcome challenges. These resources can include incentives, infrastructure grants, export assistance, promotional opportunities, and more. Other assistance, including the Rural Economic Development Professional Grants, Opportunity Zones, Main Street, and Tested in Idaho are opportunities to improve rural communities and businesses, and drive more investment, job growth, and visitation to those areas.

TESTED IN IDAHO HIGHLIGHT

Tiffany Glove has designed and manufactured deer and elk skin gloves since 1955 in Payette. In 1974, they branched out to include rodeo gloves for bull riders and ropers and have seen continued growth ever since. Their gloves are so popular and highly regarded that 42 out of the 45 PBR riders and 2,600 bull riders wear them.

As part of Rodeo Week, Idaho Commerce partnered with Tiffany Glove to showcase their products in use at the Caldwell Night Rodeo, and featured bull rider, Gene Betts, Director of Caldwell Night Rodeo, Bill White, owner of Tiffany Glove, customer testimonials, and a giveaway of a pair of Tiffany Gloves. This campaign generated increased traffic for the company and increased awareness of the diverse manufacturers that call Idaho home to the more than 4,000 Instagram followers of Tested in Idaho.



IDAHO GEM GRANT

Local governments of rural communities (populations of 10,000 or less) can leverage Idaho Gem Grant 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 Idaho Gem Grants for architect and engineering studies, construction contracts, equipment or fiber infrastructure. The State-funded grant program is a component of the Idaho Rural Initiative.

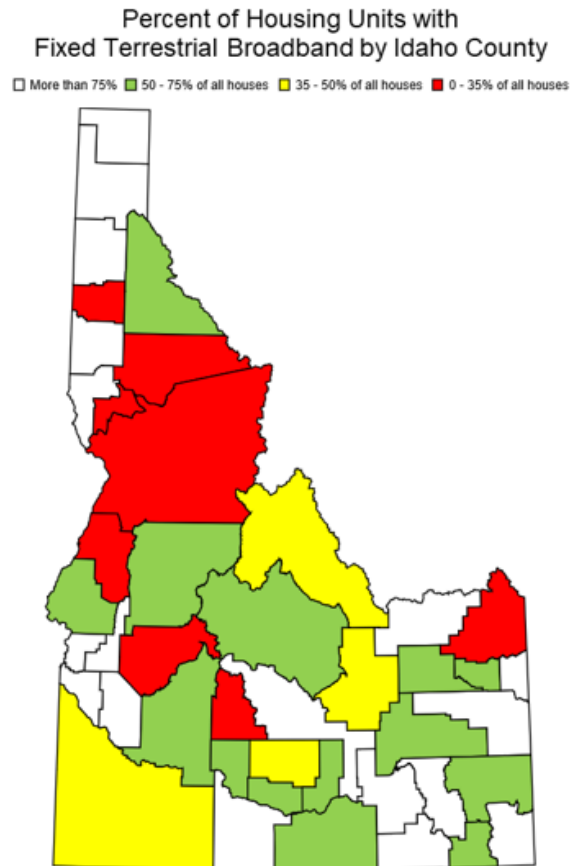
FY2019 GEM Grant Awards

City of American Falls	\$48,700
City of Blackfoot	\$50,000
City of Cottonwood	\$20,000
City of Emmett	\$50,000
City of Malad	\$12,393
City of Mountain Home	\$50,000
City of New Plymouth	\$50,000

City of Orofino	\$50,000
Valley County	\$39,385
Valley County	\$50,000
TOTAL AWARDS	\$380,478

GEM GRANT SUCCESS STORY: CITY OF EMMETT

Broadband infrastructure across rural Idaho is a pressing issue and communities are exploring a variety of tools to assist with the building of fiber and expansion of service. The citizens in Emmett let the city leaders know that improved broadband capacity was a priority for the community and in 2019, the City of Emmett applied for a \$50,000 Gem Grant to assist with the infrastructure build out. The grant was used to place backbone conduit, purchase fiber, and install concrete vaults in the downtown throughout the downtown core.



RURAL ECONOMIC DEVELOPMENT PROFESSIONALS PROGRAM

The Rural Economic Development Program was created to support economic development projects in rural communities. The program awards grants, used in conjunction with local funding, to hire full-time economic development professionals. These experts are managed by a local board of directors and work on initiatives including business retention, expansion, export assistance, tourism, and entrepreneurial development. This State-funded grant is a component of the Idaho Rural Initiative.

FY2019 Rural Ed Pro Awards

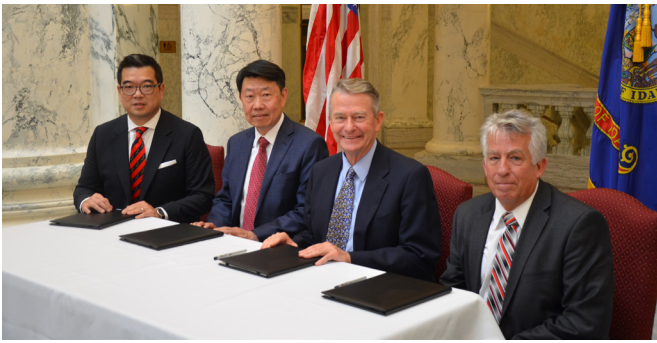
Benewah County	\$30,000	City of Greenleaf	\$30,000
Blaine County	\$25,000	Idaho County	\$32,000
Bonner County	\$15,000	Lemhi County	\$28,000
Boundary County	\$32,000	Oneida County	\$32,000
Butte County	\$25,000	Power County	\$30,000
Clearwater County	\$32,000	Shoshone County	\$32,000
Custer County	\$32,000	Teton County	\$27,500
City of Fruitland	\$20,000	Twin Falls County	\$32,000
City of Glens Ferry	\$18,000	Valley County	\$27,500
		TOTAL AWARDS	\$500,000

RURAL ED PRO SUCCESS STORY: POWER COUNTY

Executive Director Kristen Jensen's economic development success in Power County showcases the importance of the program and the broad impact rural economic development professionals have on their economies.

Major employers Lamb Weston, Simplot, Driscoll farms, and more provide great career opportunities for workers in Power County, and like most communities across Idaho, their businesses are working hard to attract talent to the area. Great Rift Economic Development is working hard to improve livability in the area which will ensure businesses have workers for years to come. These projects includes a bike path along the snake river, a new band shelter, dog shelter, new sidewalks in American Falls Park, and a new High School in Aberdeen, are crucial projects Kristen worked on this year.

Kristen's business development work includes working with Simplot on their \$10 million distribution center in Aberdeen, an \$850,000 O'Reilly's Auto Parts expansion in American Falls, and \$19 million Power County Hospital expansion, just to name a few. Together these projects showcase the success of Great Rift Economic Development's success and activity will which will keep the community vibrant for years to come.



INTERNATIONAL TRADE

The International Team, along with the State’s overseas trade offices in Mexico, China and Taiwan, provided global support to a multitude of Idaho industries and businesses throughout FY2019. Our overseas trade office directors and Idaho Commerce staff engaged in nearly 500 export and import inquiries from Idaho companies, covering topics like trade compliance, tariffs, and international marketing efforts, such as trade missions and trade shows. The Idaho-Asia trade office located in Taipei, Taiwan is managed by Eddie Yen who covers southeast Asia. The China office in Shanghai, China is supported by Tara Qu. The Idaho-Mexico trade office located in Mexico City is managed by Fabiola McClellan.

STEP FINANCIAL ASSISTANCE AWARDS FY2019

The State of Idaho received a State Trade Expansion Program (STEP) Grant of \$600,000 for program year September 2018 – September 2020. The STEP program is funded in part through a grant with the U.S. Small Business Administration (SBA) and is administered by Idaho Commerce.

This is the seventh award Idaho has received to make funds available to qualifying Idaho companies for international marketing campaigns to export their products. Program objectives are to increase the number of small businesses that export, increase the value of exports and increase the number of small businesses exploring significant new trade opportunities. Participants must meet SBA eligibility requirements to participate in STEP funded programs.

STEP Year 6 (September 30, 2017 – September 29, 2019) participating companies reported \$19,599,105 in sales from the \$343,240 funding awards for a program ROI of 57 to 1 for the year.

FY2019 Idaho State Trade Expansion Program (STEP) Awards

Ground Force Manufacturing LLC	\$5,132	Unitech Composites Inc	\$3,088
BiStem LLC	\$8,500	WE Gundy & Associates Inc (WEGAI)	\$9,000
Encoder Products Co	\$3,841	Kochava Inc	\$8,500
Blue Wolf Enterprises Inc	\$8,500	Emulate Natural Care Inc	\$4,000
AMET Inc	\$4,000	SVL Analytical Inc	\$8,500
American Semiconductor Inc	\$8,500	Toumetis Inc	\$8,500
Sego LLC dba Sego Ski Co	\$4,000	DOMTEC International LLC	\$5,307
Preco Electronics Inc	\$8,500	TOTAL AWARDS	\$97,868



GOVERNOR TRADE MISSION TO CANADA

In October 2018, Governor C.L. "Butch" Otter led his final Idaho trade mission delegation as Governor to Toronto, Canada. Canada is the largest export market for Idaho products with exports totaling \$928 million in 2018.

Coordinated by the Idaho State Department of Agriculture and Idaho Commerce, eleven Idaho businesses and organizations participated in the trade mission. Of the 11 organizations participating, eight joined a trade mission for the first-time. These organizations represented a range of Idaho industry sectors including aerospace, renewable & nuclear energy, robotics, animal supplements, agriculture, safety & security, and forestry equipment.

Trade mission meetings took place in the Greater Toronto Area. Toronto is the capital of the Province of Ontario and an international economic and financial powerhouse. Ontario accounts for more than 38 percent of Canada's gross domestic product.

Trade missions provide Idaho companies with unique

opportunities to pursue potential business partnerships, make new contacts, strengthen relationships, and develop trade opportunities in foreign markets. The destinations for Idaho trade missions are selected based on feedback from Idaho companies detailing in which markets they seek to expand or build trade relationships.

Significant planning is required to send a trade missions abroad, as the efforts are thoughtfully targeted with clear goals to increase exports for Idaho companies and promote Idaho businesses on a global scale. Each company has personalized itineraries to pursue potential business contacts, honor current business partners, as well as to enhance familiarity with the target country's market, business practices, and culture. Having high-ranking government officials from Idaho lead the mission provides critical access to decision-makers in foreign markets and creates sales leads more quickly. Other benefits to the companies attending the trade mission include potential for finding distribution, representation, investors, or logistical help in new global markets.

BUSINESS ATTRACTION

The Business Attraction Team, in coordination with our local economic development partners, serves as the state's single point of contact for businesses looking to expand or relocate to Idaho. Focusing on superior customer service, the team's time is spread between professional site selectors and businesses acting on their own behalf as they evaluate location options and finalize their expansion or relocation plans.

The team offers expertise in Idaho's business environment, serves as the lead for Idaho's incentives and are subject

matter experts and customer representatives for the Tax Reimbursement Incentive (TRI). Through FY2019, the team has guided 53 companies to a successful TRI award. Additionally, the team supports prospective businesses, existing businesses and Idaho's economic development community by providing in-depth data, analysis and strategic advice using the department's suite of research tools. Expansion and recruitment of business into the state brings new jobs and diversifies Idaho's GDP.

ECONOMIC ADVISORY COUNCIL

The Economic Advisory Council was established under Idaho Code 67-4704. The Council's main purpose is to advise the Governor and Idaho Commerce on goals and objectives that further economic development within the state.

The Council makes recommendations to the Governor and Director on Tax Reimbursement Incentive awards and Community Development and Rural Community Development Block Grant Funding.

In addition, Council members advise their regions on economic development opportunities and represent their interests to state government. The Council consists of seven members, appointed by the Governor, with one member appointed from each of the state's seven economic development regions and one member appointed at-large. Members serve three-year terms and can be reappointed.

FY2019 MEMBERS INCLUDE:

REGION I

Steve Meyer, Chair - Parkwood Properties

REGION II

Robin Woods, Vice Chair - Alturas Analytics, Inc.

REGION III

Mike Reynoldson - Blue Cross of Idaho

REGION IV

John Craner - Zion's Bank

REGION V

Rick Phillips - JR Simplot Company

REGION VI

Mark Young - Raymond James Financial Services, Inc.

REGION VII

David "Dave" Wilson - Wilson Construction LLC

AT-LARGE

Sandy Patano - Sandy Patano Consulting, LLC

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 or more new jobs in rural communities (city population of 25,000 or less) or 50 or more jobs in urban centers.
- New jobs must be full time (30 hours or more) and pay an average wage 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.
- Prove that the incentive is a critical factor in the company's decision to expand in Idaho.

FY2019 TRI OVERVIEW

The fifth year of TRI has been another successful year in helping to support the growth of Idaho communities. During FY2019, five of the seven approved projects were in urban areas while two were in rural areas. Similarly, five of the seven approved projects were new-to-Idaho companies while two were existing Idaho businesses.

From FY2015 through FY2019, the Idaho Economic Advisory Council has approved 53 projects. When completed, these projects' investments are projected to create 9,077 jobs across the state and pay nearly \$4.2 billion in new wages for Idaho citizens. With an average project wage of \$48,436, these new jobs are well above the statewide average annual wage.

Through FY2019, 27 of the 53 projects have been awarded to existing Idaho businesses and 29 of the 53 projects have been awarded to rural communities. We are excited to see the TRI continue to deliver valuable economic development results to our state's rural communities.

The incentive supports companies ranging in industries including: advanced manufacturing, aerospace, food production, back office and shared services, software and technology, travel and tourism, education, and warehousing and distribution.



FY2019 APPROVED TRI PROJECTS:



FY2019 APPROVED TRI AWARDS

Company	City	TRI %	Term	Est. Jobs	Est. Av. wage	Est. Payroll	Est. Tax Revenue	Est. Capital Investment
AFC Finishing	Weiser	17	8	47	\$38,000	\$12,000,000	\$2,400,000	\$2,000,000
Autovol	Nampa	24	12	349	\$44,600	\$159,900,000	\$27,200,000	\$102,400,000
CXT Inc.	Nampa	21	9	85	\$42,800	\$29,400,000	\$2,500,000	\$6,000,000
Emsi	Moscow	30	15	527	\$78,900	\$306,800,000	\$42,000,000	\$10,000,000
Guidant Financial	Boise Valley	20	10	102	\$62,500	\$59,300,000	\$5,500,000	\$0
Project Green	Greenleaf	18	9	76	\$41,800	\$25,800,000	\$9,100,000	\$97,000,000
Verified First	Meridian	17	8	72	\$46,700	\$25,300,000	\$1,800,000	\$0

TRI SPOTLIGHT: EMSI TO BUILD NEW COMPANY HEADQUARTERS

Moscow, Idaho-based Emsi, a labor market analytics firm, is expanding with plans to build a new, 70,000-square-foot company headquarters that will house more than 500 employees.

The proposed 3-acre campus on the north end of downtown Moscow allows Emsi room to expand its workforce of software developers, engineers, data scientists, economists and sales representatives, according to a company news release.

Emsi, founded in 2001, provides labor market data for clients in higher education, economic and workforce development, talent acquisition and site selection. It has offices in the United Kingdom and Dallas.

Emsi moved to its current building at 409 S. Jackson St. in 2014 with 92 employees. The company now employs more than 200, with 160 of them working in Moscow.

By remaining in Moscow, the company will have continued access to more than 550 graduates a year from nearby University of Idaho, Washington State University and New Saint Andrews College, according to the news release. Boise-based Hummel Architects is designing the building. Emsi anticipates breaking ground on the four-story structure in October 2019, with move-in slated for late 2020.



COMMUNITY DEVELOPMENT

Our community development infrastructure experts at Idaho Commerce help Idaho communities prepare for growth in a variety of ways. Team members visit communities to identify needs and aid in the form of consulting, training and fostering connections to other local community groups. Most importantly, this team also helps communities secure grant funding that enables them to provide services and infrastructure—like utility upgrades or main street improvements—that businesses need in order to launch, grow and expand in the area.

IDAHO COMMUNITY DEVELOPMENT BLOCK GRANT

Each year, the US Department of Housing and Urban Development (HUD) provides states with Community Development Block Grant (CDBG) 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. Eligible grant activities include public facilities construction and infrastructure improvements, economic development projects, senior citizen centers, and community centers.

FY2019 CDBG Awards*

Mountain Home	\$500,000	Downtown Revitalization Project (Phase 2 & 3)
Gooding County	\$500,000	Emergency Medical Services Building
Malad	\$150,000	City Park Splash Pad Project
Kuna	\$500,000	Downtown Revitalization Project (Phase 2)
Bear Lake County	\$150,000	Senior Center Improvement Project
Athol	\$500,000	Water System Improvement Program
Osburn	\$500,000	Emergency Services Facility Completion Project
Kellogg	\$500,000	Emergency Services Facility Completion Project
Heyburn	\$500,000	Wastewater Treatment Plant Project
St. Maries	\$500,000	Wastewater Systems Improvement Project
McCall	\$475,300	McCall Downtown Core Revitalization
Rigby	\$400,000	Water System Improvement Project
Kamiah	\$150,000	Community Swimming Pool Renovations
Kooskia	\$100,000	Sewer Lagoon Dike Repair Project
Melba	\$452,000	Well Replacement and Distribution System Project
New Meadows	\$500,000	Upgrades to the City Water System
Owyhee County	\$500,000	Wastewater Lagoons Improvement Project
Homedale	\$492,874	Construction of New Library

*Federal Fiscal Year



CDBG PROJECT SPOTLIGHT: SHOSHONE COUNTY

The citizens in the Shoshone County Fire District #1 voted in support of a \$2 million bond to construct a new emergency services facility in Osburn. After completing Phase 1 construction, the City of Osburn was awarded a \$500,000 CDBG to assist in design and construction of Phase 2 build out. Phase 2 scope of work includes the construction and installation of interior and exterior items including: vehicle exhaust system, intercom system, parking lot and lighting, gear storage, cabinets, carpet, and room finishes, among other improvements.

RURAL COMMUNITY DEVELOPMENT BLOCK GRANTS

Rural Community Block Grants (RCBG) help rural communities improve public infrastructure in support of economic expansion via job creation. Eligible activities include: construction or expansion of infrastructure (such as water, wastewater, or road systems) or new construction/renovation of an industrial building owned by an eligible grantee that will be leased to a business.

FY2019 RCBG Awards

The City of Orofino was awarded a \$300,000 RCBG for construction of a new 4,800 square foot manufacturing facility in the Orofino-owned business park to allow for the expansion of SJX Jet Boats, Inc. The City constructed the business park building in 2002. The building has two tenants ASE Sign, since 2002, and SJX Jet Boats, since 2007. The building expansion will result in 5-12 new jobs and a marketable asset for the community for future tenants.

IDAHO TOURISM

Idaho's third largest industry, travel and tourism, continues to break visitation and spending records across the state. In FY2019, Idaho Commerce's Tourism Development team achieved the highest revenue generating year on record for 2% lodging tax collections at \$13.6 million in tax collections for the year, an 9.46% year over year improvement.

This accomplishment supports and validates the statewide marketing efforts and strategic planning that is attracting more visitors to Idaho. The recent boom of new lodging properties and tax collection on vacation rental marketplaces in Idaho, in addition to more direct flight service into the state, are big contributing factors to the statewide successes.

Our gateway website, visitidaho.org, continues to increase reach and engagement on multiple platforms. Idaho Tourism is continuing to increase investment in media advertising, content marketing, social media marketing and press relations in addition to improving collaboration with other state agencies and leveraging funds to promote and expand recreation opportunities through participation in the Idaho Recreation and Tourism Initiative.

Idaho's international marketing program is facilitated through a five-state partnership known as Rocky Mountain International. This consortium includes Montana, Wyoming, North Dakota and South Dakota. The overseas marketing program is designed to promote and develop group travel, pre-packaged tours, convention and incentive tours, and promotion and publicity internationally, specifically in the German market (Germany, Switzerland and Austria), the United Kingdom market (England, Wales, Scotland, Northern Ireland, and the Republic of Ireland), the French market, the Benelux market (Belgium, the Netherlands and Luxembourg) the Italian market, the Nordic market (Denmark, Sweden, Norway, Iceland and Finland), and the Australian market (Australia and New Zealand).



IDAHO TOURISM SPOTLIGHT: NORTH CENTRAL IDAHO TRAVEL ASSOCIATION

North Central Idaho Travel Association is the regional marketing organization for North Central Idaho that encompasses Latah, Nez Perce, Lewis, Clearwater, and Idaho counties. These counties are home to the Nez Perce National Historical Park; Nez Perce Tribal headquarters; three scenic byways, two state parks; three ski areas; the gateway to two international attractions, Hells Canyon, the deepest gorge in North America and Idaho's famous "River of No Return"; world-class fishing and whitewater rafting, plus an emerging wine and small ship cruise industry. North Central Idaho Travel Association works cooperatively with the lodging and



attraction partners to increase overnight stays. Contributing to its success in growing their tourism industry is the group's philosophy of encouraging more regional collaboration and coming up with innovative approaches to tourism marketing that focus on outcomes.

Regional Roundup:

- In FY2019, regional 2% lodging tax collections were up 12% over FY2018.
- By engaging stakeholders and marketing through social media, NCITA responded rapidly to possible closure of spring fishing season which would have had negative regional economic impact.
- Cruise boats and passenger vessels have been traveling to the Lewis Clark Valley (the terminus on the river system) for over 30 years. What started as a small recreation/tourism attraction has grown to as many as six cruise lines that brought 24,000 visitors (passengers and crew) in 2018 and is anticipated to exceed 28,000 in 2019. Most cruise boat passengers fly into or out of Lewiston, ID or Spokane, WA. All cruise lines presently are one-way cruises. While exact economic impact numbers are being sought, it is estimated that 2018 spending by passengers and crew was approximately \$2.4 million and 2019 spending could reach as high as \$3.2 million.
- Most recent data (2017) registers 23,131 visitors entered Hells Canyon, almost 10,000 of those were passengers from the cruise boats/passenger vessels.
- The bi-state Lewis-Clark Valley American Viticultural Area (AVA) is home to an emerging wine industry that is contributing to winery and vineyard development as well as attracting tourism and supporting ancillary business growth such as tasting rooms and specialty retail shops.
- NCITA's upgraded website has four distinct travel categories to search by Things to Do: Lodging, Food & Drink, & Trip Guides. Both new and returning visitors have increased during FY19; page views have more than doubled. More users access the website via mobile devices than desktop now, a switch from last year.

IDAHO REGIONAL TRAVEL AND CONVENTION GRANT

Using monies collected from Idaho's 2% lodging tax, the Idaho Travel Council distributes 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 lodging and restaurants, outfitters and guides, RV parks and campgrounds, and ski areas. Preference is given to programs that focus on promoting overnight stays.

IDAHO TRAVEL COUNCIL

Idaho Travel Council is an eight-member council appointed by the Governor as prescribed in Idaho Code section 67-4712. The Council meets around the state in January, March, May, August and October. The public is encouraged to attend these meetings to keep informed about the Idaho Commerce Tourism Development team's marketing program.

FY2019 Members:

REGION I

Doug Burnett

Chair - Coeur d'Alene Resort

REGION II

Art McIntosh

Lindsey Creek Winery

REGION III

Pat Morandi

Roaring Springs Water Park and Wahooz Family Fun Zone

REGION IV

Shawn Barigar

Twin Falls Chamber of Commerce

REGION V

Matt Hunter

Pocatello Chamber of Commerce

REGION VI

Lonnie Allen

Three Rivers Ranch

REGION VII

Mike Fitzpatrick

Sun Valley Company

AT-LARGE

Richard Shaffer

Wallace Inn

FY2019 Tourism Awards

REGION 1

Coeur d'Alene Convention & Visitors Bureau	\$715,000
Greater Sandpoint Chamber of Commerce	\$205,000
North Idaho Tourism Alliance (NITA)	\$108,000
Post Falls Chamber of Commerce	\$75,500

REGION 2

Hells Canyon VB dba Visit Lewis Clark Valley	\$99,000
Moscow Chamber of Commerce	\$99,638
North Central Idaho Travel Assoc. (NCITA)	\$94,068

REGION 3

Boise Metro Chamber of Commerce	\$1,144,258
Cascade Chamber of Commerce	\$79,000
McCall Area Chamber of Commerce	\$329,735
Nampa Chamber of Commerce	\$90,000
Southwest Idaho Travel Assoc. (SWITA)	\$570,458

REGION 4

Southern Idaho Tourism (SIT)	\$389,790
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REGION 5

Bear Lake Convention & Visitors Bureau (CVB)	\$47,000
Southeast Idaho High Country Tourism	\$137,174
Pocatello Convention & Visitors Bureau (CVB)	\$170,800

REGION 6

Idaho Falls Chamber of Commerce	\$290,000
Teton Regional Economic Coalition	\$157,000
Yellowstone Teton Territory (YTT)	\$461,844

REGION 7

Challis Chamber of Commerce	\$6,910
Hailey Chamber of Commerce	\$85,250
Lemhi County Economic Development Assoc.	\$26,500
Stanley-Sawtooth Chamber of Commerce	\$79,000
Sun Valley Marketing Alliance Inc.	\$405,526

MULTI REGION

Idaho Lodging & Restaurant Assoc. (ILRA)	\$30,700
Idaho Outfitters & Guides Assoc. (IOGA)	\$93,000
Idaho RV Campgrounds Assoc. (IRVCA)	\$86,919
Idaho Ski Areas Assoc. (ISAA)	\$64,200

TOTAL FY2019 ITC GRANT AWARDS

\$6,141,270

IDAHO GLOBAL ENTREPRENEURIAL MISSION (IGEM)

The Idaho Global Entrepreneurial Mission (IGEM) is a three-prong program that invests public funds in advanced university research, capacity building and commercialization initiatives to further economic development efforts across the state. By connecting Idaho businesses with university research capabilities, IGEM is helping to develop new products, grow companies and attract incremental investments, while elevating research capacities at Idaho's universities.

The IGEM-Commerce program receives \$1 million annually for commercialization grants. From this amount, \$950,000 is awarded for commercialization research with \$50,000 used for program administration. The IGEM-Commerce investments in emerging technologies has become an exciting economic development tool. By connecting Idaho businesses with university research capabilities, IGEM is helping to develop new products, grow companies, and attract incremental investments, while elevating research capacities at Idaho's public universities.

In FY2019, IGEM-Commerce grant funding was fully utilized by industry-university partnerships in commercialization projects enabling IGEM to further invest in Idaho research and economic development initiatives. Additionally, in FY2019, IGEM-Commerce continued program success by funding its third multi-institution project. Along with assistance from the Idaho National Lab, the University of Idaho and Boise State University will partner together to focus research on optimizing laser metal additive manufacturing techniques.

IGEM COUNCIL

The IGEM Council is a twelve-member council appointed by the Governor as prescribed in Idaho Code section 67-4726. This council thoroughly vets IGEM grant proposals to mitigate risk and maximize the return on investment. The IGEM Council's fiscal stewardship and strategic direction advance IGEM's overall intended goal of economic prosperity through investments in technological advancements and innovation.

Membership of the IGEM Council includes:

- Four (4) representatives from the private sector;
- One (1) representative from the State Board of Education;
- One (1) representative from the Idaho National Laboratory (INL) or the Center for Advanced Energy Studies (CAES);
- One (1) representative each from Boise State University, Idaho State University, and the University of Idaho;
- One (1) representative from the Idaho Senate
- One (1) representative from the Idaho House of Representatives; and the
- Director of Idaho Commerce.

FY2019 MEMBERS:

- **Dr. David Hill**
Chair, State Board of Education
- **Bill Gilbert**
Vice Chair, The CAPROCK Group
- **Von Hansen**
AlertSense
- **Rick Stott**
Superior Farms
- **Mike Wilson**
Consultant
- **Dr. Noël Bakhtian**
Center for Advanced Energy Studies (CAES)
- **Dr. Janet Nelson**
University of Idaho
- **Dr. Harold Blackman**
Boise State University
- **Dr. Scott Snyder**
Idaho State University
- **Senator Kelly Anthon**
Idaho Senate
- **Representative Paul Amador**
Idaho House of Representatives
- **Tom Kealey**
Director, Idaho Commerce

FY2019 IGEM-COMMERCE AWARDS

IDAHO STATE UNIVERSITY

GRANT AMOUNT: \$162,606

Design and Development of an Augmented Reality Platform for Robotic Systems Design and Interaction

IDAHO STATE UNIVERSITY

GRANT AMOUNT: \$82,792

Test the Functionality and Efficacy of a Patented Sanitizing Toilet Seat

UNIVERSITY OF IDAHO

GRANT AMOUNT: \$241,667

Convert Agricultural Waste into an Effective Nematode Suppressing Food and Fertilizer

UNIVERSITY OF IDAHO

GRANT AMOUNT: \$274,107

Development in Optimizing Laser Metal Deposition Additive Manufacturing Techniques

BOISE STATE UNIVERSITY

GRANT AMOUNT: \$255,496

Development of a Ribonucleic Acid (RNA) Home Test for Early HIV Detection



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