

IDAHO DEPARTMENT OF COMMERCE
FY2017 ANNUAL REPORT





Idaho's economy continues to garner significant national and international attention for the successes in advancing job growth, wage and income growth, public-private partnerships, and technology innovations.

Among several exciting accolades throughout 2017, Idaho was named the Top Performing Economy in the U.S. according to the Bloomberg Economic Evaluation of the States. MSN ranked Idaho in the Top 10 states for job growth since the Great Recession in 2008. Other notable rankings in the past year include:

- **#1 Job Growth in Nation**
(U.S. Department of Labor)
- **#1 Personal Income Growth Q1**
(U.S. Department of Labor)
- **#3 Best State for Business**
(24/7 Wall Street)
- **#3 State for Business Friendliness**
(CNBC)
- **#7 Hottest Worldwide Travel Destinations in 2017**
(Vogue)

Thanks to our partners in the private sector, statewide economic development organizations, and other state and federal agency partners, Idaho Department of Commerce is able to deliver more opportunities than ever for Idaho companies and industries working to invest in expansions, relocations, job growth projects, public-private partnerships, commercialization of new technologies, expansion of international trade, and community development.

These wins continually enhance our already diverse and successful economy, and help maintain Idaho as a great place to work, play, and do business.

In this annual report, we have assembled our Fiscal Year 2017 (July 1, 2016 - June 30, 2017) grant information, including recipients and highlights of the impacts these projects have on Idaho's economy and communities. Additionally, in 2017 we launched an online grant map tool to collect, report and visualize all grants and incentives awarded by the Idaho Department of Commerce over the past 10 years. This grant map is updated in real time and can be sorted by grant program, county, or region, and is our way of continually working to be as transparent as possible with how our department manages public funds, and ensures that we are the best stewards possible of these resources. To view the grant map, visit idahocommerce.force.com/grantmap.

The Idaho Department of Commerce will continue to 'Move at the Speed of Business' and build on the spirit of Team Idaho - partnering across the state with those who work tirelessly to keep Idaho growing. I am excited for another great year of collaboration and forward momentum in our beautiful state.

Megan Ronk
Director

OUR MISSION

As the lead economic development agency for the state of Idaho, the mission of the Idaho Department of Commerce is to foster a business-friendly environment to aid in job creation, support existing companies, strengthen communities, and market Idaho to:

- Grow and expand the economy by supporting the expansion and retention of Idaho businesses and attraction of new businesses to the state;
- Cultivate the development of new businesses and job opportunities across targeted industry sectors;
- Expand Idaho's tourism and recreation industries;
- Guide Idaho businesses in exports of goods and services to the world and encourage foreign investment in Idaho;
- Encourage communities to be prepared for business growth through infrastructure development and site readiness;
- Invest in the development of new innovative research through public-private partnerships.

BUSINESS RETENTION AND EXPANSION

We recognize the tremendous impact and importance that Idaho's long-standing businesses have in growing our state's economy. For this reason, the Idaho Department of Commerce has created the Business Retention and Expansion (BRE) team to engage with existing businesses across the state.

The BRE team's focus is to identify opportunities to support growth and expansion of the over 57,000 local businesses across the state. Most of the capital investment and job growth in Idaho is due to the success of our existing companies, so we work to ensure that these businesses get the attention and service that they deserve to continue to be successful and invest in Idaho. Preserving jobs in Idaho's economy and actively working to remove barriers to economic growth is our highest priority.

Our BRE team is also actively involved in Idaho's industry cluster development, and ensures proactive support from government, making doing business easier. Since the BRE team's inception in September 2016, the five team members, in close partnership with local officials and economic development professionals across the state, have met with over 500 Idaho companies. These personalized visits are meaningful for us to be able to understand how best to serve each individual company, and help them identify what local, state, and federal assistance is available to them including the Tax Reimbursement Incentive, infrastructure grants, and export assistance.

Additionally, our focus on existing Idaho businesses and workforce is why we have launched or participated in a number of new and important initiatives throughout 2017. These projects include Director Ronk's involvement in the Governor's Workforce Task Force and our agency participating in the F-35 campaign in support of Gowen Field and the Idaho Air National Guard. We also created Tested in Idaho - a campaign designed to highlight and raise awareness for Idaho's outdoor recreation technology companies and products.



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 the acquisition of real estate for business development. This state-funded grant program is a component of Idaho’s Rural Initiative.

Fiscal Year 2017 Gem Grant Awards

Bingham County	\$50,000	Groveland Water System Improvements
City of Burley	\$50,000	New Waterline
City of Emmett	\$38,961	Fiber Optic Conduit
City of Fruitland	\$50,000	Power Infrastructure Upgrades
City of Mountain Home	\$14,625	Sewer Extension
City of Preston	\$24,760	Fiber Optic Telecommunication Upgrades
City of Soda Springs	\$50,000	Water Infrastructure

CITY OF FRUITLAND & WOODGRAIN MILLWORK

The relocation of a large wood pellet manufacturer from Oregon was a huge win for the City of Fruitland and a major employer, Woodgrain Millwork. The company is expanding with one new pellet mill and another in the future, but they needed more power at their site to make it work. An Idaho Gem Grant for \$50,000 was awarded to the city to bring additional power infrastructure to the Woodgrain Millwork Fruitland facility. The expansion is expected to generate over 30 new jobs.



RURAL ECONOMIC DEVELOPMENT PROFESSIONALS PROGRAM

Rural communities can tap into the Idaho Rural Economic Development Professionals program to support the development of 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.

IDAHO OPPORTUNITY FUND GRANT

If inadequate infrastructure is impeding a company’s ability to launch, grow, or expand in Idaho, an Idaho Opportunity Fund grant can be awarded at the discretion of the Director of the Idaho Department of Commerce to make needed infrastructure 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.

Since replacing the Business and Jobs fund in 2014, the Idaho Opportunity Fund program has created a projected 1,701 jobs statewide with a capital investment of over \$419 million. Among the 12 approved projects, the average recovery period through new state revenue is only one and a half years. Over \$4 million is estimated in new state tax revenue yearly as a result of these projects.

Fiscal Year 2017 Opportunity Fund Awards

City of Burley (for McCain Foods, USA) **\$500,000 186 jobs**

Fiscal Year 2017 Rural ED Pro Awards

Benewah County	\$32,000
Blaine County	\$25,500
Bonner County	\$15,000
Boundary County	\$32,000
Butte County	\$23,000
City of Emmett	\$32,000
City of Fruitland (SREDA)	\$20,000
City of Glenns Ferry	\$15,000
Clearwater County	\$32,000
Custer County	\$32,000
Idaho County (Ida-Lew)	\$32,000
Lemhi County	\$28,000
Oneida County	\$32,000
Owyhee County	\$30,000
Power County	\$30,000
Shoshone County (SVEDC)	\$32,000
Teton County	\$27,500
Twin Falls County (SIRD)	\$32,000
Valley County	\$27,500



INTERNATIONAL TRADE

The State of Idaho continues to maintain overseas trade offices to foster trade in China, Taiwan, Southeast Asia, and Mexico. We are excited to welcome Fabiola McClellan as the new manager for our Mexico trade office. Prior to joining the Idaho-Mexico Trade Office in 2017, Ms. McClellan has served as the Managing Partner of ATTEND Marketing International which has managed multiple USA Pavilions at various trade shows throughout Mexico. From 2010-2013 she served as a Senior Marketing Specialist for the U.S. Department of Agriculture Foreign Agriculture Service in Mexico. Between 1998 and 2007 she lived in Santiago, Chile; Sao Paulo, Brazil; and London, England, and was involved in various leadership roles with the American School Foundation. Between 1992 and 1997 she worked for Disney Consumer Products in Mexico as a Food and Promotions Director, and was then promoted to Marketing Director. Previous to her work at Disney she was a Brand Manager for Nestlé U.S.A. and Mexico.

Ms. McClellan has engaged in various trade shows in Mexico such as Expo Manufactura (manufacturing industry) and Expo Mueble (lumber and furniture industry) to prepare strategies for Idaho industries which includes the agricultural sector. She visited Idaho in February 2017 and met with over 30 Idaho businesses and organizations during her introductory trip.

Taiwan and Southeast Asia have been busy markets for Idaho companies. Eddie Yen, Idaho's 30 year veteran trade director located in Taipei, Taiwan, has organized several trade events including representing two Idaho companies at Secutech, a trade show that highlights electronic security, smart home, information security,

and fire and safety sectors. Mr. Yen also attended the Taipei Building and Construction show where he supported the exhibition of six Idaho companies.

In China, the state trade office led by Tara Qu has also made great strides in supporting the Idaho business community to expand internationally. Ms. Qu, with the help of the Idaho Department of Commerce and the Idaho State Department of Agriculture, organized the 2016 Governor's trade mission to Beijing, Shanghai, and Guangzhou, China. Governor C.L. "Butch" Otter led the delegation of 14 Idaho companies that represented a variety of industries including potatoes, wheat, dairy products, agricultural, temperature- controlled supply chain equipment, dietary supplements, personal care products, forage, animal feed and supplements, recreational vehicle sourcing services, and university research/international education. Companies have reported \$300,000 in immediate sales as a result of participating in the Governor's trade mission.

Special focus has also been given to Europe by organizing Idaho pavilions at trade shows. The International Team recruited various Idaho companies to the following trade fairs in FY17: IWA Outdoor Classics (hunting, shooting, and outdoor equipment) in Germany; the CeBIT Show (high-tech) in Germany; ISPO (winter recreation technology and sporting goods) in Germany; Farnborough Airshow (aerospace) in England; The Outdoor Show (summer recreation technology and sporting goods) in Germany; and the Paris Airshow (aerospace) in France.



AEROSPACE INDUSTRY TRADE SHOWS

The International Team at the Idaho Department of Commerce organized Idaho Pavilions at two profitable aerospace trade shows in FY17. The Farnborough Airshow took place just outside of London, England in July 2016, and attracted over 73,000 trade visitors from 72 countries.

Among its 1,500 exhibitors were eight Idaho companies: AERO Specialties (Boise), AeroLEDs (Boise), Black Sage (Boise), IdeaRoom (Boise), Tamarack Aerospace Group (Sandpoint), Unitech Aerospace (Hayden), Western Aircraft (Boise) and xCraft (Coeur d'Alene).

In less than a year, these companies reported over \$8.1 million in sales received from the Farnborough Airshow, generating a return on investment of 96:1 for the trade

Following the success of the Farnborough Air Show, the Idaho Pavilion at the Paris Air Show was honored to have the presence and support of Idaho Governor C.L. "Butch" Otter. In June 2017, 11 Idaho companies exhibited their products to an international audience of over 142,000 trade visitors in Paris, France. Governor Otter assisted with business meetings and awarded eight Valued Partner Awards at a reception on the show floor.

With over 2,300 exhibitors from 48 countries, the Idaho Pavilion at the Paris Air Show attracted visitors that placed orders of over \$3 million within three weeks of the show, generating an immediate ROI of 33:1.

Exhibiting Idaho companies included AERO Specialties (Boise), AeroLEDs (Boise), Aviation Specialties Unlimited (Boise), Black Sage (Boise), Blue Wolf (Boise), G Zero (Meridian), PKG (Meridian), SoarUSA (Boise), Tamarack Aerospace Group (Sandpoint), Unitech Aerospace (Hayden), and Western Aircraft (Boise).



IDAHO STATE TRADE EXPANSION PROGRAM (STEP)

Small businesses that need support entering and succeeding in the global marketplace may be eligible for funds from the Idaho STEP Grant program. Idaho STEP is funded by the US Small Business Administration and administered by the Idaho Department of Commerce. As part of the Idaho STEP, small companies can apply for Financial Assistance Awards (FAA) which help cover costs for participation in a Governor-led, other foreign trade or sales mission and international trade shows; registration for US Department of Commerce services, such as Gold Key Matching Service; and website translation. The FAA initiative aims to increase the number of Idaho small business exporters and increase the value of exports for small businesses that already sell internationally.

Fiscal Year 2017 Idaho State Trade Expansion Program (STEP) Awards*

American Semiconductor Inc	\$10,000
Aviation Specialties Unlimited Inc (dba ASU)	\$7,095
Bench Mark Potato Co	\$3,825
C-1 Design Group dba The Waterworks Lamson	\$8,150
Coyote Design & MFG Inc	\$5,000
Dental RAT	\$8,030
DOMTEC International LLC	\$5,000
Dynamite Marketing Inc	\$5,928
Encoder Products Co	\$7,825
Ground Force Manufacturing LLC	\$6,364
Hamilton Manufacturing Inc (HMI)	\$7,500
Idaho Milk Products Inc	\$3,330
Kochava Inc.	\$15,000
Kryptek Outdoor Group LLC	\$10,000
Performance Design LLC (Rhin-O-Tuff)	\$6,495
Photonic Healing LLC dba AAH Light	\$3,725
The Activity Group Inc dba RevMedX	\$6,733

*Federal Fiscal Year

BUSINESS ATTRACTION

The Business Attraction team, along with our local economic development partners, represent Idaho's first impression for many companies considering our state for expansion or relocation. The group's goal is to provide superior customer service to businesses, serving as one point-of-contact to answer questions critical to site selection. The team ushers customers through the entire selection process from first inquiry, through coordinated site visits, financial analysis and finally, selection. On average, the team combs through over 100 leads per year of companies looking to relocate or expand their operations.

As subject matter experts in Idaho's business environment, the Business Attraction team serves as the lead for incentives, specifically the Tax Reimbursement Incentive, and have guided 38 existing and new-to-Idaho firms to successful TRI awards since 2014. Additionally, the team supports prospective businesses, existing businesses, and the Idaho economic development community by providing in-depth, current data and data analysis using the department's data tools.

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

The Council also makes recommendations to the Governor on applications for Community Development and Rural Community Block Grant funding, and reviews Tax Reimbursement Incentive applications.

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

2017 Members:

REGION 1

Steve Meyer, Chair - Parkwood Properties

REGION 2

Robin Woods, Vice Chair - Alturas Analytics, Inc.

REGION 3

Mike Reynoldson - Blue Cross of Idaho

REGION 4

John Craner - Zion's Bank

REGION 5

Rick Phillips - JR Simplot Company

REGION 6

Mark Young - Raymond James Financial Services, Inc.

REGION 7

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:

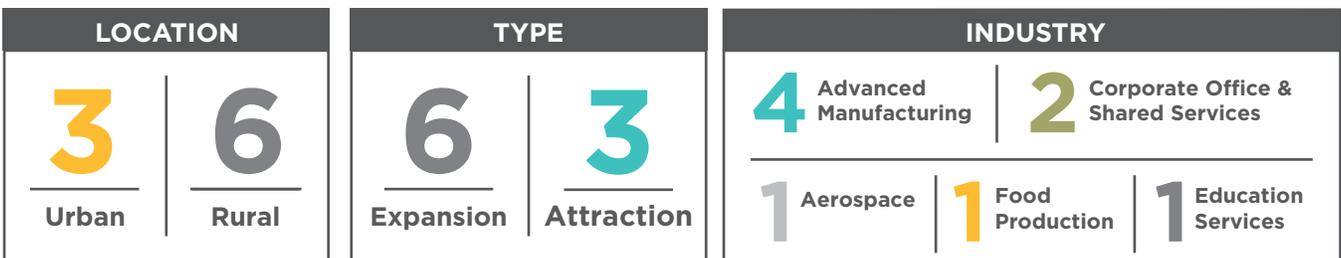
- Create 20 new jobs in rural communities (city population of 25,000 or less) or 50 in urban centers.
- New jobs must be full time (30 hours or more) and pay an average wage of equal to or greater than the average county wage.
- Demonstrate a meaningful community match.
- Confirm the company's stability 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 2017 TRI OVERVIEW

We are pleased to report that during FY17, TRI has been an especially valuable economic development tool for our rural areas and existing Idaho businesses. In the third year of TRI, 60% of the nine (9) total approved projects were for the expansion of an existing Idaho business, and 60% of the nine projects have been in rural Idaho areas - the communities with populations less than 25,000.

Cumulatively, since 2014, the Idaho Economic Advisory Council has approved 38 projects, and to date, TRI investments have created a projected 6,800 jobs across the state, over \$3.1 billion in new payroll for Idaho citizens, and are expected to generate over \$325 million in new state revenues, resulting in 423% return on investment. With an average project wage of \$46,455, these new jobs are well above the statewide average of \$39,637.

In total, we have had 21 projects in rural communities, and 17 in urban centers, and half of the total TRI projects since 2014 are new companies investing in Idaho. 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.



FISCAL YEAR 2017 APPROVED TRI PROJECTS



Fiscal Year 2017 Approved TRI Awards

Company	City	Term (Yrs)	TRI %	Jobs	Avg. Wage	Total Payroll	CapEx	Project Tax Revenue
Intrinsic Organics	Weiser	6	18	52	\$41,200	\$8,800,000	\$60,000,000	\$6,900,000
Jelli, inc.	Boise	8	20	92	\$50,400	\$30,200,000	\$275,000	\$2,200,000
leeds look listen	Carey	9	18	73	\$62,800	\$29,300,000	\$1,800,000	\$7,600,000
McCain Foods, USA	Burley	15	30	186	\$44,200	\$123,400,000	\$281,000,000	\$19,500,000
Orgill, Inc.	Post Falls	10	26	138	\$41,200	\$68,700,000	\$15,000,000	\$7,800,000
Project Sparrow*	Boise Valley	14	25	1,400	\$44,900	\$816,600,000	\$18,600,000	\$57,200,000
SmaK Plastics, Inc.	Hayden	7	15	45	\$37,200	\$10,200,000	\$0	\$1,600,000
Vie Active LLC	Ketchum	5	10	43	\$51,900	\$7,100,000	\$50,000	\$732,000
Wildwood Grilling	Sandpoint	7	14	21	\$35,700	\$3,700,000	\$2,200,000	\$336,000
Total								\$103,858,000

*Project Not Announced

COMMUNITY DEVELOPMENT

Our community development team at the Idaho Department of Commerce helps Idaho communities, via two block grant programs, sustain public infrastructure and facilities by ensuring their affordability and accessibility. Team members visit communities to understand needs and counsel them on block grant eligibility and application. Most importantly, this team provides training, manuals, and on-going assistance on the implementation and management of the block grant funds.

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 mitigate health and safety threats in communities. Eligible grant activities include construction or improvements to: Public infrastructure and facilities; senior / community centers; public parks; and downtowns. Eligible activities also include expansion or improvement of infrastructure to facilitate job creation.

Fiscal Year 2017 CDBG Awards*

Benewah County (Fernwood Water District)	\$500,000	Water System Improvements
Caribou County	\$137,350	Senior Center Roof Replacement
City of Ashton	\$500,000	Wastewater Treatment Improvements
City of Basalt	\$350,000	Wastewater Collection Line Replacement
City of Blackfoot	\$500,000	Wastewater Treatment Upgrades
City of Bonners Ferry	\$340,000	Wastewater Line Replacement
City of Donnelly	\$500,000	Water System Improvements
City of Filer	\$500,000	Water System Improvements
City of Garden City (for Life's Kitchen)	\$474,689	Infrastructure to Support Life's Kitchen New Facility
City of Grangeville (for Kids Klub)	\$400,000	New Construction of Kids Klub
City of Hazelton	\$412,550	Facility Water System Improvements
City of Kellogg	\$500,000	Wastewater Collection Line Replacement
City of Kimberly	\$84,150	Senior Center Improvements
City of Melba	\$452,000	Well Upgrades
City of Mountain Home	\$150,000	Senior Center Kitchen Improvements
City of Preston	\$500,000	Water Line Replacement
City of Priest River	\$500,000	Downtown Revitalization
City of Rigby	\$400,000	New Water Storage Tank
City of Shelley	\$400,000	New Water Storage Tank
City of Spirit Lake	\$500,000	New Well
City of Stites	\$375,000	Wastewater Improvements
City of Weston	\$500,000	Water System Upgrades
Power County	\$150,000	Senior Center Kitchen Improvements
Shoshone County (Pinehurst Water District)	\$100,000	Emergency Water Line Replacement

*Federal Fiscal Year



CITY OF BLACKFOOT SEWER TREATMENT FACILITY

Among many improvements to the city's sewer system, the City of Blackfoot constructed a new clarifier with the help of federal Community Development Block Grant (CDBG) funding. Phase One of the \$3.4 million project began in FY17 and will address the most severe conditions at the city's sewer facility.

RURAL COMMUNITY 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; construction or expansion of publicly regulated utilities, such as electrical systems; or new construction or remodeling of an industrial building owned by an eligible grantee that will be leased to a business.

Fiscal Year 2017 RCBG Awards

Bonner County (for Quest Aircraft)	Construction of Airport Fence	\$500,000	17 jobs
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IDAHO TOURISM

Idaho's third largest industry, travel and tourism, continues to have record-breaking years in room tax collections and the number of visitors to the state. In FY17, Commerce's Tourism Development team achieved the highest revenue generating year on record for 2% lodging tax collections in year over year growth, resulting in \$11.2 million in tax collections for the year. This accomplishment supports and validates the statewide marketing grant program efforts, strategic planning, and content marketing are attracting more visitors to Idaho. The recent boom of new lodging properties in Idaho since 2016 and more direct flights into the state are also big contributing factors to our successful years.

The gateway website, www.visitidaho.org, continues to increase reach and engagement on multiple platforms. Idaho Tourism is improving collaboration with other state agencies and leveraging funds to promote and expand recreation opportunities through its participation in the Idaho Recreation and Tourism Initiative.

We continue our international marketing efforts in the countries with an affinity for Idaho—primarily Germany, United Kingdom, and Benelux region—as well as Canada and Australia.

Another huge tourism draw for the state was the 2017 total solar eclipse. For nearly two years leading up to the event on August 21, 2017, the tourism team worked with national and international tour operators to facilitate lodging options for small and large groups to experience the eclipse in Idaho. Several months prior to the celestial event, our team worked closely with statewide officials from agencies including the Idaho Office of Emergency Management, Idaho State Police, Idaho Transportation Department, Idaho Health and Welfare, Idaho National Guard, U.S. Forest Service, Bureau of Land Management, and several others to prepare for the influx of visitors to the state for this once-in-a-lifetime experience.

Idaho Tourism also worked directly with communities and businesses on emergency planning and business preparations. Our Idaho Department of Commerce and Visit Idaho eclipse web pages were both heavily trafficked and included documents for communities and businesses with planning tips and suggestions, and visitor information with itinerary and excursion ideas for people who might be experiencing Idaho for the first time. We anticipate knowing the general economic impact of the eclipse later in FY18.

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 whose primary mission is to promote tourism. 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.

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 Tourism marketing program.

2017 Members:

REGION 1

Doug Burnett - Coeur d'Alene Resort

REGION 2

Lara Smith - Three Rivers Resort

REGION 3

Jim Manion, Chair - AAA Idaho, retired

REGION 4

Shawn Barigar - Twin Falls Area Chamber of Commerce

REGION 5

Matt Hunter - Pocatello - Chubbuck Chamber of Commerce

REGION 6

Courtney Ferguson - Yellowstone Bear World

REGION 7

Mike Fitzpatrick - Sun Valley Company

AT LARGE

Richard Shaffer - Wallace Inn

Fiscal Year 2017 Tourism Awards

REGION 1

Coeur d'Alene Convention & Visitors Bureau	\$580,000
Greater Sandpoint Chamber of Commerce	\$160,000
North Idaho Tourism Alliance (NITA)	\$106,000
Post Falls Chamber of Commerce	\$74,500

REGION 2

Hells Canyon Visitor Bureau (dba Visit Lewis Clark Valley)	\$80,000
Kamiah Chamber of Commerce	\$47,750
Moscow Chamber of Commerce	\$70,000
North Central Idaho Travel Association (NCITA)	\$20,000
Orofino Chamber of Commerce	\$16,000
Salmon River Chamber of Commerce	\$36,000

REGION 3

Boise Metro Chamber of Commerce	\$926,500
Cascade Chamber of Commerce	\$72,951
McCall Area Chamber of Commerce	\$290,770
Nampa Chamber of Commerce	\$79,000
Southwest Idaho Travel Association (SWITA)	\$475,000

REGION 4

Southern Idaho Tourism (SIT)	\$353,102
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REGION 5

Bear Lake Convention & Visitors Bureau	\$42,000
Southeast Idaho High Country Tourism	\$141,500
Pocatello Convention & Visitors Bureau	\$175,592

REGION 6

Idaho Falls Chamber of Commerce	\$207,000
Teton Regional Economic Coalition	\$66,000
Yellowstone Teton Territory (YTT)	\$377,682

REGION 7

Hailey Chamber of Commerce	\$65,503
Lemhi County Economic Development Association	\$24,000
Stanley-Sawtooth Chamber of Commerce	\$50,606
Sun Valley Marketing Alliance Inc	\$294,612

MULTI REGION

Idaho Bed & Breakfast Association (IBBA)	\$18,000
Idaho Outfitters & Guides Association (IOGA)	\$84,881
Idaho RV Campgrounds Association (IRVCA)	\$96,558
Idaho Ski Areas Association (ISAA)	\$68,050



SOUTHERN IDAHO TOURISM

Southern Idaho Tourism is the regional marketing organization for South Central Idaho that encompasses Camas, Cassia, Gooding, Jerome, Lincoln, Minidoka, and Twin Falls counties.

These counties are home to four national park properties; three Scenic Byways and state parks; two ski resorts; Shoshone Falls- also known as the Niagara of the West; and Perrine Bridge- the most famous BASE jumping bridge in Idaho, if not the country. Southern Idaho Tourism's regional coalition works cooperatively to serve individual travelers and attract conventions, meetings, reunions, and tours to the destination.

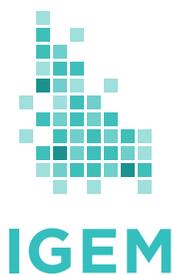
Contributing to its success in growing their tourism industry is the group's philosophy of encouraging more regional collaboration and coming up with innovative approaches to tourism marketing that focus on outcomes.

“From the moment that we first stepped foot in Twin Falls, we felt an immediate connection with the city's people, natural surroundings and community.”

**-Kit Crawford, Clif Bar & Company
Co-Owner and Co-Chief Visionary Officer**

Accomplishments and outcomes include:

- In the first 12 months of operation (March 2015 to February 2016), the new Twin Falls Visitor Center visitor count was 51,360, a 144% increase over the prior year of operations in the original building (2013). Since January 2017, the visitor center logged 50,509 visitors - a 21% increase over the same timeframe in 2016.
- The City of Twin Falls sold approximately 111,000 tickets for Shoshone Falls in 2017; a 57.4% increase over the previous year. The Falls were featured on The Weather Channel, Travel Channel, and in the LA Times, garnering national attention and increased visitation.
- Southern Idaho Tourism played an integral role on the Twin Falls “Ready Team” in the business recruitment of Clif Bar in 2013 by communicating the vast outdoor recreational opportunities available throughout the Southern Idaho region, and Idaho as a whole.
- Through Southern Idaho Tourism's marketing and collaborative efforts, the region's tourism industry has grown 11% in the last several years, and increased job creation in the hospitality/tourism sectors by approximately 5% over the last five years.



IDAHO GLOBAL ENTREPRENEURIAL MISSION

IGEM-Commerce is a public-private grant program that receives \$1 million annually for commercialization initiatives.

The IGEM-Commerce investments in emerging technologies have become an exciting economic development tool. By connecting Idaho businesses with public university research capabilities, IGEM is helping to develop new products, grow companies, and attract incremental investments, while elevating research capacities at Idaho's universities.

In FY17, IGEM-Commerce was able to provide over \$979,572 in research funding. The \$29,572 in additional funds were made possible through departmental operations and personnel cost savings - enabling IGEM to further invest in Idaho research and development initiatives.

Fiscal Year 2017 IGEM-Commerce Awards

Boise State University

Time-of-Flight Spectroscopic Reflectometer	\$260,435
Remote Sensing of Alfalfa Seed Crop Bloom	\$194,003

Boise State University & Idaho State University

Flexible Sensors Assisted Miniaturized Air Scrubber for Protecting Stored Potatoes	\$413,681
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Idaho State University

HOPLite Skate Armor™- Comparative Analysis	\$111,453
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Last year, IGEM-Commerce achieved a program milestone by funding a multi-institution project. Boise State University and Idaho State University are working together to monitor potatoes in storage with the use of a wireless sensor network. This research project will focus on the use of an integrated miniaturized air scrubber and humigation device that will extract air borne pathogens from the environment while humidifying the potato storage space to prevent shrinkage. The project team will develop a cloud-enabled wireless distributed sensor network to monitor and control the storage environment for potatoes. This integrated solution will significantly reduce potato wastage in storage.

The IGEM Council is a twelve-member council appointed by the Governor as prescribed in Idaho Code section 67-4726.

Membership of the Council includes:

- Four (4) representatives from the private sector;
- One (1) representative from the State Board of Education;
- One (1) representative from 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 State Senate;
- One (1) representative from the Idaho House of Representatives; and the
- Director of the Idaho Department of Commerce

This 12 member 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.

2017 Members:

Senator Kelly Anthon - Idaho State Senate
 Dr. Noel Bakhtian - Center for Advanced Energy Studies (CAES) (representing CAES/INL)
 Bill Gilbert - Vice Chair, The CAPROCK Group
 Von Hansen - AlertSense
 Dr. David Hill - Chair, State Board of Education
 Representative Luke Malek - Idaho State House of Representatives
 Dr. Janet Nelson - University of Idaho
 Megan Ronk - Idaho Department of Commerce
 Dr. Mark Rudin - Boise State University
 Rick Stott - Superior Farms
 Dr. Neels Van der Schyf - Idaho State University
 Mike Wilson - Consultant



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