



2023

# IDAHO COMMERCE

## ANNUAL REPORT





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## FROM THE DIRECTOR

As the lead economic development agency for the State of Idaho, the mission of Idaho Commerce is to foster a business-friendly environment.

Fiscal Year 2023 marked another successful year of our mission to aid in quality job creation, support existing companies, strengthen communities, promote innovation and market Idaho domestically and internationally.

Ushering in the fiscal year was the announcement that Micron Technology would invest \$15 billion in Boise through the end of the decade to construct a new fab for leading-edge memory manufacturing. This investment, which is the largest single private investment in the state's history, will create approximately 2,000 direct jobs by the end of the decade and more than 15,000 indirect jobs.

Additional Commerce-aided projects also came to fruition. Five TRI projects, approved previously, were announced this fiscal year. These projects will create nearly 3,000 new jobs in Idaho, with an estimated annual payroll of nearly \$2.5 billion. The average wage of these jobs is over \$72,800, well above the statewide average annual wage. All five projects, with Micron included, are expected to have a capital investment of over \$15.2 billion.

During FY2023, two Idaho Tax Reimbursement (TRI) projects were approved, one of which was in a rural area and the other in an urban area. Similarly, one of the approved projects was a company new to Idaho, and the other was an existing Idaho business. When completed, these projects' investments are projected to create nearly 600 jobs across the state with estimated annual payroll of over \$300 million in new wages for Idaho residents.

With an average project wage of nearly \$52,500, these new jobs are above the statewide average annual wage. The capital investment for these projects is estimated at \$625 million.

Future investments in the state will include broadband funding via the Idaho Broadband Grant Program, Capital Projects Fund (CPF) and Broadband, Equity, Access and Deployment (BEAD) Program.

This fiscal year, the Idaho Broadband Advisory Board (IBAB) awarded \$26.3 million to fund two middle-mile broadband projects. A grant of \$20 million was awarded to the Idaho Regional Optical Network (IRON) and the Intermountain Infrastructure Group (IIG) for a 198-mile project. A grant of \$6.3 million was awarded to the Port of Lewiston to connect with the IRON and IIG project. These awards build upon past and future funding opportunities.

Idaho's communities also benefited from funding from the Community Development Block Grant (CDBG) and Rural Community Investment Fund (RCIF) with a total of \$7.5 million funding 18 projects in communities across the state.

Aimed at bringing Idaho's communities together, Idaho Commerce co-hosted two Idaho Rural Success Summits this fiscal year. The summits, held in Twin Falls and Weiser, each attracted around 300 community leaders, economic developers, business owners and other stakeholders. Each event provided the opportunity to share success stories and resources to help communities flourish.

Idaho's travel and tourism industry had a strong performance in FY2023, with a record-breaking year for lodging tax collections, generating over \$21 million. This is an increase of nearly 58% from collections of \$13.5 million in FY2019.

These are just a few of the major milestones our team at Idaho Commerce achieved this fiscal year. Please read our report for a more comprehensive look at this monumental year for our department, our communities and Idaho.



**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. Idaho Commerce’s vision is to support the growth of the state’s economy by fostering a thriving business environment.



-  Promote Good Trade Policy
-  Market & Promote Idaho
-  Support Rural Idaho
-  Support Existing Businesses
-  Strategic Business Attraction
-  Advance Technology Ecosystem & Increase Broadband Connectivity

# BUSINESS RETENTION AND EXPANSION

The Business Retention and Expansion (BRE) team helps businesses and communities leverage incentives, take advantage of state and federal programs, understand financing options, explore federal contracting and get connected to other resources and tools for success.

In FY2023, the BRE team met with over 800 businesses across the state to assist in identifying opportunities and barriers to growth.

In addition to supporting cities and counties through the Idaho Gem Grant and Main Street America, and amplifying economic development efforts through the Rural Economic Development Professionals grant program, the team successfully planned and executed 51 trainings and organized and attended seven conferences.

The BRE team was also a key leader in organizing the Idaho Rural Success Summit. In FY2023 two summits were hosted. One took place in October 2022 in Twin

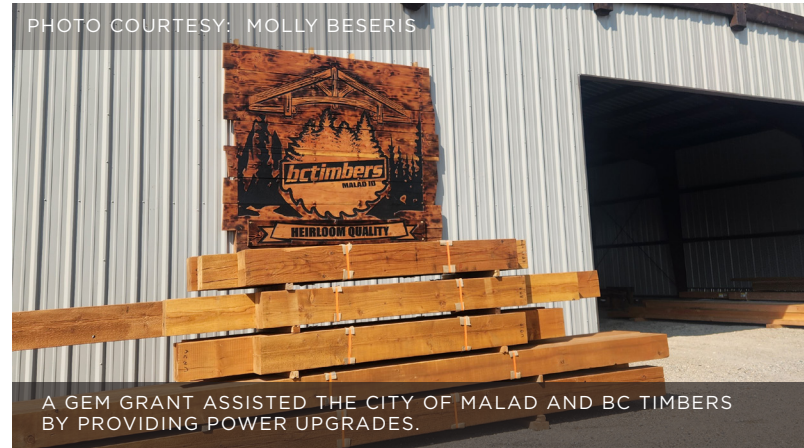
Falls and the other in April 2023 in Weiser. Both events had nearly 300 attendees. The goal of the Idaho Rural Success Summit is to educate rural stakeholders, community members and businesses through presentations, panels and networking opportunities on ways they can be successful.

BRE has been overseeing the State of Idaho’s \$1 million EDA ARPA Planning Grant to develop a rural strategy for the State and remains the point of contact for the Idaho Rural Partnership (IRP).

## IDAHO GEM GRANT

The BRE team assisted cities and counties in finding funding for needed infrastructure projects through the Idaho Gem Grant. The Gem Grant is available to local governments of rural communities with populations of 10,000 or less and can be leveraged to plan and implement projects that create and retain jobs. Funds can also be used for community development projects, main street projects, housing and more.

This fiscal year, the team awarded 11 Gem Grants totaling \$427,910, for infrastructure projects across the state. The total capital expenditures generated from these projects is anticipated to be \$1,350,000 and is expected to create 196 jobs.



## IDAHO GEM GRANT BOOSTS JOB CREATION IN ONEDIA COUNTY

Thanks to a Gem Grant of \$22,000 and \$50,000 awarded this fiscal year and last fiscal year respectively, Onedia County and the City of Malad were able to assist two businesses in making critical upgrades to power and water infrastructure.

BC Timbers, a company located in Malad that produces handcrafted trusses and pavilions for custom homes, was in need of upgraded power and equipment necessary for an expansion.



# FY2023 IDAHO GEM GRANT AWARDS

APPLICANT	AWARD	MATCH	TOTAL	PROJECT
Benewah County	\$27,660	\$6,915	\$34,575	Environmental studies
Cascade	\$7,500	\$52,500	\$60,000	Comprehensive plan update
Gooding	\$45,000	\$149,000	\$194,000	Fitness court
Latah County	\$42,500	\$42,500	\$85,000	Cost match for facility plan
Malad	\$22,000	\$239,000	\$261,000	Three-phase power
McCammom	\$50,000	\$62,500	\$112,500	Broadband for fire station
Nezperce	\$42,250	\$11,500	\$53,750	Road construction
Osburn	\$50,000	\$137,350	\$187,350	Fitness court
Payette	\$50,000	\$73,000	\$123,000	Downtown revitalization engineering
Potlatch	\$50,000	\$10,000	\$60,000	Road for Scenic 6 Park
Sandpoint	\$41,000	\$89,000	\$130,000	Roof repairs for Panida Theater
<b>TOTALS</b>	<b>\$427,910</b>	<b>\$873,265</b>	<b>\$1,301,175</b>	

Additionally, Ace Hardware was looking to locate to a commercial building in Malad. However, it needed water infrastructure before proceeding.

That is where Molly Beseris, Executive Director of Four County Alliance of Southwest Idaho — and a Rural Economic Development Professional — stepped in.

Beseris worked in partnership with the City of Malad, Oneida County and both businesses to write and administer the Gem Grants.

With improvements in place, Beseris said both projects will have a major economic impact on the city and the county.

**“According to an economic impact analysis, BC Timbers will net \$1.5 million to the area in the first year,” Beseris said. “Additionally, Ace Hardware is anticipated to generate ten jobs, \$220,147 in annual wages and \$2.1 million in capital investment. These expansions will allow for higher sales, larger inventory and options that the community does not have locally.”**

PHOTO COURTESY: MOLLY BESERIS



## RURAL ECONOMIC DEVELOPMENT PROFESSIONALS PROGRAM

Amplifying its economic development efforts through the Rural Economic Development Professionals grant program, the BRE team partners with 18 experts located in Idaho's seven regions.

Rural communities can tap into the Idaho Rural Economic Development Professionals grant program (Rural ED Pro) which awards grants, in tandem with local funding, to hire full-time economic development professionals. Experts are managed by a local board and work on initiatives such as business retention, expansion, attraction, community development and more.

The BRE team awarded 18 Rural ED Pro grants this fiscal year, totaling \$465,700.

## RURAL ED PRO AND CHILDCARE GRANT CREATES IMPACT IN DRIGGS

Childcare continues to be a challenge for Idaho communities large and small.

However, the Child Care Expansion Grant Program, administered by the Idaho Workforce Development Council, has offered assistance to communities across Idaho.

One such community to benefit from this grant, with the help of a local Rural Economic Development Professional, is Driggs.

Brian McDermott has been a Rural Economic Development Professional with the Teton Regional Economic Coalition, funded through Idaho Commerce, for over a decade.

During that time, he said their community has shifted focus from business attraction and tourism, to more pressing issues like workforce, housing and childcare.

## FY2023 RURAL ED PRO AWARDS



APPLICANT	RURAL ED PRO	POPULATION	AWARD
Benewah County	Alex Barta	9,585	\$30,000
Blaine County	Harry Griffiths	23,796	\$24,200
Bonner County	Ryan Robinson	48,048	\$17,500
Boundary County	David Sims	13,006	\$30,000
Butte County	Monica Hampton	2,717	\$15,000
Clearwater County	Susan Jacobs	8,932	\$30,000
Custer County	Jolie Turek	4,347	\$26,000
Fruitland	Kristen Nieskens	35,890	\$25,000
Glenns Ferry	Christy Acord	2,310	\$15,000
Greenleaf	David Lincoln	47,008	\$30,000
Idaho County	Tim McDonald	20,965	\$30,000
Lemhi County	Tammy Stringham	8,213	\$28,000
Oneida County	Molly Beseris	32,742	\$25,000
Power County	Kristen Jensen	11,014	\$30,000
Shoshone County	Paige Olsen	13,099	\$30,000
Teton County	Brian McDermott	13,047	\$30,000
Twin Falls County	Mary Hollenbeck	54,825	\$25,000
Valley County	Lindsey Harris	13,803	\$25,000
<b>TOTAL</b>			<b>\$465,700</b>



A COMMUNITY MEMBER DONATED A HOUSE TO SERVE THE DRIGGS DAYCARE.

To address the issue, Driggs Mayor, August Christensen, and other community members formed the Collaborative for Early Learning.

As a member of the Collaborative, the Teton Regional Economic Coalition stepped up to serve as the financial administrator for the Child Care Expansion Grant, which awarded \$1.17 million to create a new childcare center in Driggs.

After a community member donated a 4,500 square-foot home to serve as a new cooperative center for early care and learning, the community got to work relocating and renovating the space.

At the time of publishing, the foundation has been finished and the house is ready to be placed.

McDermott said when the center is complete it will serve 74 children and increase childcare availability in Teton Valley by 51% for essential workers including

teachers and firefighters who need care for their children.

**“One of the beautiful things about rural Idaho is we know each other, we work together, we socialize together and we come together to solve problems, and that is what Mayor August Christensen and the Teton Regional Economic Coalition were able to do,” McDermott said. “With good leadership, a community can accomplish anything.”**



PHOTO COURTESY: BRIAN MCDERMOTT

## TESTED IN IDAHO

Tested in Idaho aims to highlight Idaho's outdoor-recreation companies that develop their products in the great Idaho outdoors — from compelling tales of passion and grit behind their business, to the creativity and innovation that gets their products to adventure consumers all over the world.

This fiscal year, Tested in Idaho onboarded six new Tested in Idaho partners including glassing manufacturer Kestrel Glassing Systems, bag manufacturer Monarc and state-of-the art watch producer ProTek.

The team continues to look into ways to increase value to Tested in Idaho companies, working with existing partners to share updates and stories and hosting Tested Talks to bring companies together to share information, resources and network.



SHOT SHOW IS ONE OF THE LARGEST OUTDOOR TRADE SHOWS.

## COMPANIES MAKE CONNECTIONS AND SALES AT SHOT SHOW 2023

In what was one of the largest shows to date, the 45th Shooting, Hunting and Outdoor Trade (SHOT) Show boasted over 13.9 miles of aisles over four days and had more than 52,000 industry professionals in attendance.

SHOT Show is the exclusive trade show for the arms and ammo and outdoor recreation industry. Held annually in Las Vegas in January, the event is closed to the public, creating an ideal environment for outdoor-recreation companies looking for fresh concepts and new products as well as the opportunity to network with other businesses and explore collaboration possibilities.

In total, nearly 50 Idaho companies exhibited at the

trade show and many others attended. The Tested in Idaho team spoke with a few of the Tested in Idaho partner companies that attended the event.

Anne Reeve, CEO of Chris Reeves Knives is a long-time show participant, attending for nearly 25 years.

Reeve said she continues to return to the show as it is an important opportunity to gain exposure in their industry and see and be seen by potential customers, retailers and dealers.



SHOT SHOW ATTENDEES WERE ABLE TO CHAT WITH GOVERNOR BRAD LITTLE.

**“We had an excellent show,” Reeve said. “We are fortunate that we met potential dealers and made a variety of contacts.”**

Reeve also attended the Idaho Reception, an event hosted by Idaho Commerce that brings together Idaho attendees from across the state for an evening of networking.

**“We always make new friends at the event,” Reeve said. “We thoroughly enjoyed the reception, and the food was excellent.”**

## BROADBAND

In Fiscal Year 2023, the Idaho Office of Broadband and Idaho Broadband Advisory Board (IBAB) continued its mission of improving Broadband access across Idaho.

In what was a busy year for the Office of Broadband, the department hired a new State Broadband Program Manager to oversee the office — Ramón S. Hobdley-Sánchez. The Office of Broadband also co-hosted a national conference with the National Telecommunications and Information Administration (NTIA), awarded broadband funds through IBAB and continued work on educating





stakeholders and the general public on upcoming broadband funding opportunities.

In advance of the 2023 Legislative Session, the office worked with stakeholders and internet service providers to identify broadband infrastructure needs in Idaho communities statewide.

The collection of this information played a key role in the office's ability to secure legislative spending authority for the Capital Projects Fund (CPF) of \$125 million.

Approved by the Idaho Legislature and signed by the Governor, the CPF grant program was subsequently opened prior to the end of the fiscal year. Overall, there were 110 project proposals from 39 applicants requesting approximately \$589 million. Grant applications are currently in process with awards coming at the end of the calendar year.

The Idaho Broadband Advisory Board awarded \$26.3 million to two middle-mile broadband projects from the Idaho Broadband Fund. The board awarded \$20 million to the Idaho Regional Optical Network (IRON) and the Intermountain Infrastructure Group (IIG) for a 198-mile public-private-partnership project from Grangeville to Star. This project establishes a long-awaited north-south Idaho broadband backbone.

The project will provide broadband access for commercial use, non-profits, local communities and rural internet service providers.

The board also awarded \$6.3 million to the Port of Lewiston to connect with the IRON and IIG project. This middle-mile project will support commerce, non-profits, and economic development, stretching from Grangeville to Moscow. Both projects have support from many stakeholders including the state's public universities.

The office also continues to work on upcoming funding related to the Broadband Equity, Access and Deployment (BEAD) program administered by NTIA.

The office submitted its first deliverable, the Five-Year Action Plan, to NTIA. This is a comprehensive strategic plan for how the state intends to implement and distribute BEAD dollars.

To end the fiscal year on a high note, NTIA announced Idaho will receive \$583 million in BEAD funding to bring affordable, reliable, high-speed internet to Idahoans across the State.

The Office of Broadband looks forward to continuing to work through CPF and BEAD to improve broadband access for all Idahoans.



OFFICE OF BROADBAND MANAGER RAMÓN S. HOBDEY-SÁNCHEZ SPEAKS AT THE IDAHO RURAL SUCCESS SUMMIT.



## IDAHO BROADBAND ADVISORY BOARD

The Idaho Broadband Advisory Board (IBAB) was created by the Idaho Legislature in 2021 through House Bill 127. The board consists of three members from the Idaho House of Representatives, three from the Idaho Senate and the Governor appoints three from the private sector. The board created a statewide plan for structuring, prioritizing and dispersing grants from state and federal funding. This plan supports the board's vision that Idahoans have access to affordable and reliable broadband infrastructure.

## FY2023 MEMBERS

- REPRESENTATIVE JOHN VANDER WOUDE - CHAIR
- SENATOR DOUG RICKS - VICE CHAIR
- MARGIE WATSON - JC WATSON & COMPANY
- REPRESENTATIVE MEGAN BLANKSMA
- SENATOR JAMES RUCHTI
- MITCH WATKINS - WATKINS DISTRIBUTING
- REPRESENTATIVE BARBARA EHARDT
- SENATOR TREG BERT
- ANDY EMERSON - MH SOLUTIONS



### IDAHO OFFICE OF BROADBAND LAUNCHES LINK UP IDAHO

To provide an easy to use, centralized location for all broadband updates in the state, the Office of Broadband created the Link Up Idaho Initiative.

The Link Up Idaho Initiative is led by the Idaho Broadband Advisory Board (IBAB) and Idaho Commerce.

This multifaceted initiative aims to gather information about connectivity challenges in Idaho communities, provide insight into broadband availability across the state, provide outreach across Idaho to inform communities of the availability of broadband funds and through the work of the Idaho Broadband Advisory Board, disperse funds to communities to improve broadband access.

Link Up Idaho's mission is to provide all Idahoans with access to affordable and reliable broadband infrastructure.

Visit the website at [LinkUp.Idaho.gov](http://LinkUp.Idaho.gov).



PHOTO COURTESY: AVALON

## INTERNATIONAL TRADE

This fiscal year, the International team has led a number of Idaho pavilions in international markets, allowing Idaho companies to grow and make connections internationally.

The International team led several in-person events in FY2023. The team completed five major international trade shows and two trade missions, serving 29 unique Idaho companies.

The team organized and completed 376 export consulting and diplomatic meetings as well as facilitated over 570 export and import inquiries.

The Idaho trade offices in Mexico and Asia assisted Idaho companies in facilitating over \$21 million in export sales.

## FY2023 STEP AWARD OVERVIEW

The State of Idaho Trade Expansion Program (STEP) is funded through a grant with the U.S. Small Business Administration (SBA) and is administered by Idaho Commerce.

Since 2011, Idaho has received STEP awards, making 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.

The State of Idaho received \$445,000 for the STEP year 9A (September 30, 2021 – September 29, 2022), and all federal funds were expended.

Over 59 companies participated in the grant process, 28 of which were new to the program. Many of the companies that participated were women-owned, veteran-owned, rural and socially and economically disadvantaged owned businesses. The return on investment for this award was \$13.36 : \$1 and it funded 133 projects.

The team is currently executing STEP Year 10 (September 30, 2022 – September 29, 2023), which had an award amount of \$319,000. A total of 44 companies participated in the grant process, with 13 companies new to the program.

STEP Financial Assistance Awards (FAA) are available to qualifying companies seeking support in various international trade activities such as foreign market sales trips, governor’s or foreign trade missions and international or domestic trade shows.

The STEP Idaho Online Global Program (OGP) is available to qualifying companies seeking support with international websites and e-commerce.

The U.S. Commercial Service (USCS) is part of the U.S. Department of Commerce’s International Trade Administration, offering companies a full range of expertise in international trade.

## FY2023 STEP 10 GRANT AWARDS\*



STEP FUNDING	AWARD	RECIPIENT
<b>Financial Assistance Award</b>	\$6,045	AMET Inc.
	\$8,100	Cast LLC
	\$4,692	Databot
	\$7,200	Dillys Pickled Veggies
	\$5,491	DOPE Boxing
	\$8,100	G Zero
	\$6,300	Hatched Concepts
	\$5,108	High Desert Milk Inc.
	\$8,100	Karmik Outdoors LLC
	\$7,200	Kochava Inc.
	\$4,950	Liberty Gun Lube
	\$7,200	Liingo Inc.
	\$6,300	PROCONTOURS
	\$7,200	Snacktivist
	\$4,311	Symms Fruit Ranch Inc.
<b>Online Global Program</b>	\$6,300	Wild Rye Inc.
	\$5,196	Wildwood Grilling
	\$3,850	WMD Tech LLC
	\$3,238	Cast LLC
	\$8,100	Hoffman Boots Inc.
	\$8,100	Karmik Outdoors LLC
	\$7,200	Wild Rye Inc.
<b>USCS Services</b>	\$3,149.50	Aviation Specialties Unlimited Inc.
	\$2,812.50	Eberlestock
	\$675	Gorilla Gold LLC
	\$675	GP Tools LLC
	\$2,175	G Zero
	\$1,350	Patriot Energy Systems LLC
	\$600	Portsmith
	\$712.50	WMD Tech
\$712	Valley Implement & Motor Co.	

\*FEDERAL FISCAL YEAR, STEP GRANT 10



PHOTO COURTESY: AVALON

## IDAHO COMPANIES MAKE CONNECTIONS AND SALES AT AVALON

One of the major pavilions Idaho Commerce planned and organized for Idaho businesses this fiscal year was the Avalon Trade Show in Geelong, Australia.

The show took place February 28 – March 5, 2023, and is Australia’s largest international aviation and aerospace event.

The event attracted over 48,000 attendees from over 30 countries and nearly 800 companies participated along with 234 official delegations, making it the largest Avalon event to date.

The attendees represented aerospace, defense and civil aviation industry, military and government decision-makers from around the world.

Idaho Commerce funded an Idaho pavilion via the Federal STEP grant and assisted five Idaho companies who exhibited at the trade show. Companies included Aviation Specialties Unlimited (ASU) Inc., AeroLEDs LLC, Inergy Holdings LLC, Hamilton Manufacturing Inc. and Jackson Jet Center.

**“Our participation in the Avalon Airshow was a resounding success, and we could not be more optimistic about the potential of the Australian market,” Director of Business Development and Sales for ASU, Chris Etcheverry said. “We are thrilled with the connections we made and the deals we closed, and we look forward to continuing to build on our success in this exciting market.”**

Actual export sales achieved by companies from the show total more than \$455,000 with the number expected to grow as many deals are currently pending.

## IDAHO GLOBAL ENTREPRENEURIAL MISSION

The IGEM-Commerce (IGEM) program is a state funded program, receiving \$1 million annually for commercialization grants.

IGEM invests in emerging technologies by connecting Idaho businesses with university research capabilities. IGEM is helping to develop new products, grow companies and attract capital investments, while elevating research capacities at Idaho’s public research universities.

In FY2023, IGEM awarded two grants to new commercialization projects, and three supplemental grant awards to existing IGEM projects. This is a total of \$784,945 toward research and development of innovations that benefit Idaho’s companies and the economy.

Now in its eleventh year, IGEM has funded 56 projects, investing nearly \$11 million dollars in university and industry research partnerships.

### FY2023 IGEM-COMMERCE GRANT AWARDS



UNIVERSITY PARTNER	AWARD	PROJECT
University of Idaho	\$348,632	Prototyping Solar-Powered Autonomous Vehicles to Build Plant Phenotype Database in Idaho
Boise State University	\$210,772	Functional Food Ingredient – Potato Protein Concentrate
University of Idaho	\$100,141	Testing New Manufacturing Methods of Natural Fiber Insulation Batts*
Boise State University	\$95,400	PEF Potato Processing Advantage*
Boise State University	\$30,000	Novel Pavement Bases Using Geocells with MICP Treated Infills*
<b>TOTAL</b>	<b>\$784,945</b>	

\*SUPPLEMENTAL AWARD



HEMPITECTURE UNVEILED ITS NEW FACILITY AT ITS RIBBON CUTTING CEREMONY IN FEBRUARY.

## HEMPITECTURE UNVEILS NEW FACILITY

Three-time Idaho Global Entrepreneurial Mission (IGEM) program grant industry partner, Hempitecture, recently celebrated an important milestone — the grand opening of its new state-of-the-art, first-of-its-kind manufacturing facility.

In February 2023, Hempitecture held a ribbon-cutting ceremony to unveil its new 33,000 square-foot facility located in Jerome — kicking off the production of their flagship product, HempWool.

Hempitecture manufactures plant-based building materials, utilizing the husk of hemp stalks to create building products such as HempWool.

The new facility will run on renewable energy and produce a wide range of bio-based non-woven products. These will be used across multiple industries and play an integral role in the supply chain of hemp and bio-insulation products.

Hempitecture's new facility successfully started the manufacturing line, marking the first-time bio-insulation products have been used in the U.S.

For the past three years, Hempitecture has continued to partner with the University of Idaho (UI) through the IGEM grant program to conduct testing on their HempWool products.

Since receiving the initial grant award of \$206,624 to test fire retardancy and thermal insulation of the product, UI has received two additional supplemental awards of \$106,175 and \$100,141 to continue research.

**“We are really thankful for Idaho Commerce and its support,” Hempitecture founder Mattie Mead**

said. **“We get to continue our research into the future, which is exciting because that affords us the opportunity to take this research and bring it to the industrial real-world full-scale level. It has been a great year of working with the team and I feel like we are actually picking up momentum and inertia moving forward.”**

## IGEM COUNCIL



The IGEM Council is a 12-member authoritative body appointed by the Governor to preside over the IGEM program. The 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.

## FY2023 MEMBERS

- RICK STOTT (CHAIR)** - SUPERIOR FARMS
- TOM KEALEY** - DIRECTOR, IDAHO COMMERCE
- DR. MARIANNE WALCK** - IDAHO NATIONAL LABORATORY
- SHAWN KEOUGH** - STATE BOARD OF EDUCATION
- DAMOND WATKINS** - STELVIO STRATEGIES
- JUAN CARLOS DUQUE** - RANDOM ROCK CONSULTING GROUP
- DR. MARTIN BLAIR** - IDAHO STATE UNIVERSITY
- DR. NANCY GLENN** - BOISE STATE UNIVERSITY
- DR. CHRISTOPHER NOMURA** - UNIVERSITY OF IDAHO
- SENATOR KELLY ANTHON**
- REPRESENTATIVE JEFF EHLERS**
- VACANT** - IDAHO BUSINESS AT LARGE

# BUSINESS ATTRACTION

The Business Attraction team, in coordination with local economic development partners, serves as the state's single point of contact for businesses looking to expand or locate in Idaho. The team offers expertise in Idaho's business environment and serves as customer representatives and subject matter experts for Idaho's incentives.

## IDAHO TAX REIMBURSEMENT INCENTIVE (TRI)

The Idaho Tax Reimbursement Incentive (TRI) took effect July 1, 2014, as a tool to encourage businesses to grow or expand in 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 income, payroll and sales taxes for up to 15 years.

During FY2023, two TRI projects were approved, one of which was in a rural area and the other in an urban area. Similarly, one of the approved projects was a company new to Idaho, and the other was an existing Idaho business. When completed, these projects' investments are projected to create nearly 600 jobs across the state with estimated pay of over \$300 million in new wages for Idaho residents.

With an average project wage of over \$52,484, these new jobs are above the statewide average annual wage. These projects are expected to have a capital investment of \$625 million.

Additionally, five TRI projects, approved previously, were announced this fiscal year. These projects included Micron Technology's groundbreaking investment of \$15 billion in Boise that will create over 2,000 new jobs.

The five announced projects will create nearly 3,000 new jobs in Idaho, with an estimated payroll of nearly \$2.5 billion. The average wage of these jobs is well above the statewide average annual wage at \$72,799. All five projects are expected to have a capital investment of over \$15.2 billion.

From FY2015 through FY2023, the Idaho Economic Advisory Council has approved 89 TRI projects. Once the projects are completed, their investments are estimated to create over 17,000 jobs across the state and pay over \$9.6 billion in new wages for Idaho residents. With an average project wage of over \$52,119 these new jobs are above the statewide average annual wage.

Of the 89 approved projects, 45 have been approved for businesses new to Idaho, while 44 have been to existing Idaho businesses. The awards have assisted both rural and urban communities, with 48 going to rural communities and 41 to urban communities.

The incentive supports companies across industries including advanced manufacturing, aerospace, food production, software and technology, chemical processing, transportation and warehousing and distribution.

## MICRON ANNOUNCES \$15 BILLION INVESTMENT IN BOISE

In September of 2022, Micron Technology announced the largest single private investment in the state's history, an investment of approximately \$15 billion through the end of the decade to construct a new fab for leading-edge memory manufacturing.

This investment will create approximately 2,000 direct jobs by the end of the decade, and more than

**Continued on page 14.**

## TRI ELIGIBILITY REQUIREMENTS

A company must complete an in-depth application and meet the following requirements to qualify for the TRI:



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.**



Prove that the incentive is a critical factor in the company's decision to **expand in Idaho.**



Provide **significant economic impact** on the community and Idaho.



Create **20 new jobs in rural communities** (population of 25,000 or less) or **50 in urban areas.**



# ECONOMIC ADVISORY COUNCIL

The Economic Advisory Council's (EAC) mission is to advise the Governor and Idaho Commerce on goals and objectives that further economic development within Idaho. The council consists of eight 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. The council provides Tax Reimbursement Incentive (TRI) recommendations to the Idaho Commerce Director and recommendations to the Governor on applications for Community Development Block Grant (CDBG) and the Rural Community Investment Fund (RCIF). In addition, council members advise their regions on economic development opportunities and represent their regional interests to state government.

## FY2023 MEMBERS

**PAUL KIMMELL (CHAIR)** – REGION II, REGIONAL BUSINESS MANAGER, AVISTA CORPORATION

**JEREMY GRIMM (VICE CHAIR)** – REGION I, OWNER, WHISKEY ROCK PLANNING

**BRIAN WONDERLICH** – REGION III, GENERAL COUNSEL, BLUE CROSS OF IDAHO

**RANDY BAUSCHER** – REGION IV, OWNER, B&H FARMS

**FRED TITENSOR** – REGION V, PRESIDENT, VALLEY IMPLEMENT COMPANY

**JOHN RADFORD** – REGION VI, CITY COUNCIL, IDAHO FALLS

**VACANT** – REGION VII

**EVE KNUDTSEN** – AT LARGE, PRESIDENT, KNUDTSEN CHEVROLET

## FY2023 APPROVED TRI AWARDS\*



COMPANY NAME	LOCATION	TRI PERCENTAGE	TRI TERM	EST. JOB CREATION	EST. AVERAGE PROJECT WAGES	EST. CAPITAL INVESTMENT
Project PNW	Caldwell	18	9	405	\$41,684	\$125,000,000
Project Purpose	Jerome	30	15	180	\$63,283	\$500,000,000
<b>TOTAL/AVERAGE</b>		<b>24</b>	<b>12</b>	<b>585</b>	<b>\$52,484</b>	<b>\$625,000,000</b>

\*OVER TRI TERM

## FY2023 ANNOUNCED TRI AWARDS\*



COMPANY NAME	LOCATION	TRI PERCENTAGE	TRI TERM	EST. JOB CREATION	EST. AVERAGE PROJECT WAGES	EST. CAPITAL INVESTMENT
Clearwater Analytics	Ada County	30	15	500	\$107,906	\$500,000
FAMCO	Canyon County	16	8	130	\$47,325	\$23,000,000
Micron	Ada County	30	15	2,000	\$89,533	\$15,000,000,000
Northwest Fourslide	Nez Perce County	15	8	49	\$54,458	\$9,000,000
Suntado	Cassia County	26	13	104	\$64,773	\$123,000,000
<b>TOTAL/AVERAGE</b>		<b>23</b>	<b>12</b>	<b>2,783</b>	<b>\$72,799</b>	<b>\$15,155,500,000</b>

\*OVER TRI TERM



A RENDERING OF MICRON'S NEW EXPANSION.

17,000 indirect jobs. This will be the first new memory manufacturing fab built in the U.S. in 20 years, ensuring the domestic supply of leading-edge memory required for critical market segments.

The announcement continues over 40 years of commitment from the company in the state and its communities. Micron, which is the third largest private employer in Idaho and the fourth largest semiconductor manufacturer in the world, has been a staple in the state, calling Boise home since it was founded in 1978.

Micron has a long track record of not just providing high-paying jobs and economic development in the state, but also innovation, having filed more than 50,000 patents.

Throughout this project, the Business Attraction team worked tirelessly with other partners such as the Idaho Department of Environmental Quality, Boise Valley Economic Partnership, Ada County Highway District, Idaho Association of Commerce and Industry, Idaho Power, the City of Boise and the Idaho Workforce Development Council, among others.

**“Our new leading-edge memory manufacturing fab will fuel U.S. technology leadership, ensuring a reliable domestic supply of semiconductors that is critical to economic and national security,” Micron President and CEO Sanjay Mehrotra said. “We also appreciate the support of Governor Little and his administration, Idaho state legislators, Mayor McLean and our partners at Idaho Power. We are proud of the positive impact this investment will have on the community and our more than 6,000 employees located in Boise, Micron’s headquarters and the epicenter of our innovation for over 40 years.”**

## COMMUNITY DEVELOPMENT

The Community Development team provides financial and technical assistance via the Community Development Block Grant (CDBG) and Rural Community Investment Funds (RCIF). Idaho cities and counties may use the funds for the construction and rehabilitation of public infrastructure and facilities necessary to support lower income communities, job creation, business expansion and a sense of community.

### COMMUNITY DEVELOPMENT BLOCK GRANT

Each year, the U.S. Department of Housing and Urban Development (HUD) provides states with CDBG funds to use for projects that benefit low and moderate-income communities, help prevent or eliminate blight conditions and address damage caused by natural disasters. Allowable projects include public facilities construction and infrastructure improvements, economic development projects, senior and community centers and public parks.

This fiscal year, the Community Development team awarded a total of \$7,044,085 in CDBG funds to 17 communities throughout Idaho.



A CDBG-FUNDED PARK LOCATED IN AMERICAN FALLS.





## THE CITY OF HANSEN UPGRADES PARKS WITH CDBG FUNDS

The City of Hansen was awarded \$250,000 in CDBG funds for playground and accessibility upgrades to two of their community parks, Hansen City Park and Rolling Hills Park — both of which were outdated, over 25 years old, deteriorating and unsafe.

Adeanna Jenkins, a Community Development Planner at Region IV Development, is the grant administrator for the project.

Jenkins said the upgrades are a welcome addition to the City of Hansen, facilitating gatherings at the parks and a safe place for children to play.

Organizations like Head Start, will once again be able to take their students to the park for learning opportunities and school events.

The Hansen Library will offer interactive outings, like story walks, and children with disabilities will be able to enjoy ADA accessible swings and sensory toys included in the project.

The city committed more than \$50,000 in matching funds and in-kind services toward the project. With the help of CDBG funding, Hansen will be able to replace the old playground equipment with new, safe and accessible structures and ground surfacing, as well as new outdoor fitness equipment for adults.

**“These parks will be much more inviting with new playgrounds,” Jenkins said. “This program would not be as successful without Idaho Commerce employees being so good to work with. They are always available for questions and to help us develop and administer projects.”**

## RURAL COMMUNITY INVESTMENT FUNDS

Rural Community Investment Funds (RCIF) help rural communities improve public infrastructure in support of economic expansion via job creation. Eligible activities include construction or expansion of infrastructure or new construction and renovation of an industrial building owned by an eligible grantee that will be leased to a business.



## RCIF AWARD ASSISTS WITH UPGRADES FOR SUNTADO'S NEW BUILDING

This fiscal year, the City of Burley was awarded a \$460,000 RCIF grant to help upgrade the electrical power system that will serve Suntado's new, shelf-stable, state-of-the-art, aseptic dairy packaging plant.

Suntado is building a new milk and alternative beverage facility, capable of processing more than one-million pounds of local milk per day. This new facility represents more than a \$100-million dollar investment and is expected to create between 50 and 100 new full-time jobs.

The grant is helping to upgrade Burley's electrical infrastructure — including new transformers, distribution lines and feeder equipment — increasing its capacity to successfully build and operate the facility, as well as support future expansion plans. To that end, the City of Burley contributed more than \$380,000 in matching funds toward the project.

Completion of the project is expected by the end of 2023.



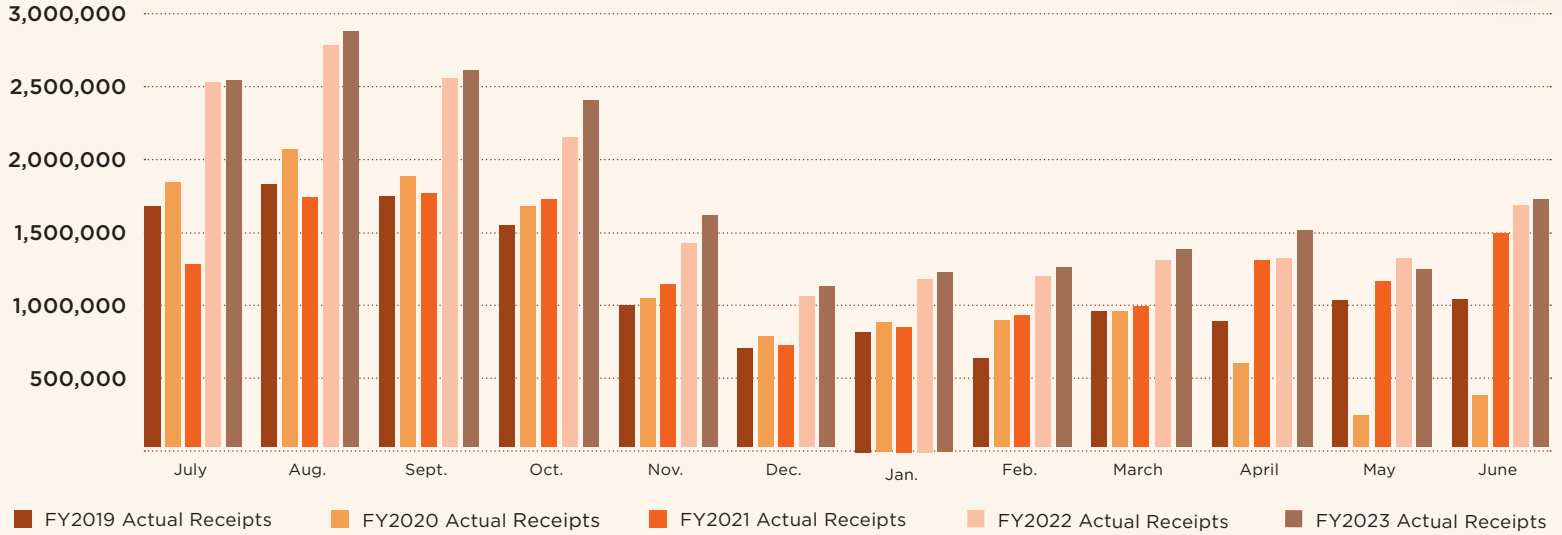
# FY2023 CDBG AWARDS\*

	<b>APPLICANT</b>	<b>AWARD</b>	<b>PROJECT</b>
<b>Public Facilities</b>	City of Albion	\$500,000	New well and 250,000-gallon storage tank and upgrades to well pump houses
	City of Clark Fork	\$500,000	Construction of new well source and existing structure upgrades
	City of Driggs	\$500,000	Rehabilitation of the city's spring source, installation of booster station and pressure controls
	City of Grace	\$500,000	Equipment and electrical upgrades, 2,000 feet of new sewer lines and seven manholes
	City of Mountain Home	\$500,000	Extension of water and sewer lines and additional work on curbs, gutters and sidewalks
	City of Rexburg	\$500,000	Construction and expansion of headworks facility
	City of Roberts	\$500,000	Replacement of sewer collection pipe
	City of Rupert	\$500,000	New construction of a 10,000 sq. ft. fire station
	City of Salmon	\$500,000	Replacement of water distribution lines and piping below the Salmon River
	City of Spirit Lake	\$500,000	Construction of a new well source
	City of Wilder	\$500,000	Water system improvements
	Clearwater County	\$500,000	New well station and efficiency upgrades
	<b>Economic Development</b>	City of Jerome	\$250,000
<b>Senior/Community Centers and Parks</b>	Bear Lake County Senior Center	\$244,085	Kitchen renovation, safety upgrades and ADA accessibility improvements
	City of Clifton	\$250,000	New playground equipment, ground surfacing and a new pickle ball court
	City of Roberts	\$250,000	New prefabricated ADA restroom, ADA accessible parking and new walking paths
<b>CARES Projects</b>	Blaine County Charitable Fund	\$250,000	Emergency rental assistance
<b>TOTAL</b>		<b>\$7,044,085</b>	<i>*FEDERAL FISCAL YEAR</i>





## Comparison of Monthly Lodging Tax Collections



## VISIT IDAHO

Idaho’s travel and tourism industry had a strong performance in FY2023 with a record-breaking year for lodging tax collections, generating over \$21 million.

A 3.41% year-over-year increase in FY2023 indicates continued growth in the sector. This is promising for Idaho’s economy and tourism industry.

This followed an impressive 39% growth in lodging tax collections in FY2022.

## PORT OF LEWISTON WELCOMES ADDITIONAL CRUISE LINES

Located 465 miles from the Pacific Ocean, the Port of Lewiston is the most inland Port on the West Coast, and Idaho’s only seaport. The Port, which is partially funded by Nez Perce County tax dollars, serves as an economic development district, intermodal transportation center and facilitator of international trade.

The Lewis Clark Valley and Port of Lewiston have been welcoming riverboat cruise traffic for three decades, with three cruise lines currently docking at the Port of Lewiston. Recent years have seen a marked uptick in the number of vessels, with additional growth expected in the future. These riverboat passengers visit local restaurants and hotels, shop with local retailers and participate in tours.



PHOTO COURTESY: PORT OF LEWISTON

PORT OF LEWISTON CRUISES REMAIN AN IMPORTANT TOURISM DESTINATION.



PHOTO COURTESY: PORT OF LEWISTON

Recognizing the expected growth, it was an obvious choice for the Port to form a partnership with American Cruises and an ideal way to further economic development in the region, benefiting residents, business owners and cruise passengers.

American Cruise Lines will begin docking at the Port of Lewiston starting in Spring 2025. The company reported the Columbia-Snake River Cruises are the most popular among all their tours throughout the United States. They plan to expand and add more vessels along this popular Lewis and Clark waterway route.

As the only cruise dock in Idaho, the Port of Lewiston dock will bring added capacity to the expanding industry presence in the Lewis and Clark Valley, ensuring an increasing flow of tourist dollars to local retail, recreational and hospitality businesses.

The Port's team and local commissioners worked closely with American Cruise Lines on the partnership, which will also create public access to the river for other recreational activities.

While the Port will retain ownership of the dock, American Cruise Lines will provide dock management services, which will include allowing other cruise lines to use the dock when American Cruise Lines is not.

**“This partnership fits perfectly with the Port’s mission to foster job creation and industry growth that ultimately enhances the quality of life for area residents,” Port General Manager Scott Corbitt said. “We are excited to get started.”**

## IDAHO REGIONAL TRAVEL AND CONVENTION GRANT

Using funds collected from Idaho’s 2% lodging tax, the Idaho Travel Council distributes the Idaho Regional Travel and Convention Grant to nonprofit, incorporated organizations with a primary focus on tourism marketing 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.

## SOUTHWEST IDAHO TRAVEL ASSOCIATION LAUNCHES NEW CAMPAIGN

The Southwest Idaho Travel Association (SWITA) is one of the largest travel associations funded by the Idaho Travel and Convention Grant Program. Stretching east from the Idaho-Oregon border to Glens Ferry and north from the Idaho-Nevada border to New Meadows, SWITA represents 74 Idaho communities.

SWITA is a regional tourism destination marketing organization whose mission is to promote growth in travel and tourism in Southwest Idaho to grow lodging tax revenue.

The organization works closely with the Idaho Tourism team to ensure they are supporting the state's larger marketing efforts.

According to Melissa Cleland, a representative for SWITA, the Idaho Regional Travel and Convention Grant allows the organization to partner with communities, attractions and destinations in their region to promote overnight stays and market recreation in the state.

**“The grant allows SWITA to market the region with trackable tactics while supporting communities, partners and members with the goal of increasing overnight stays,” Cleland said.**

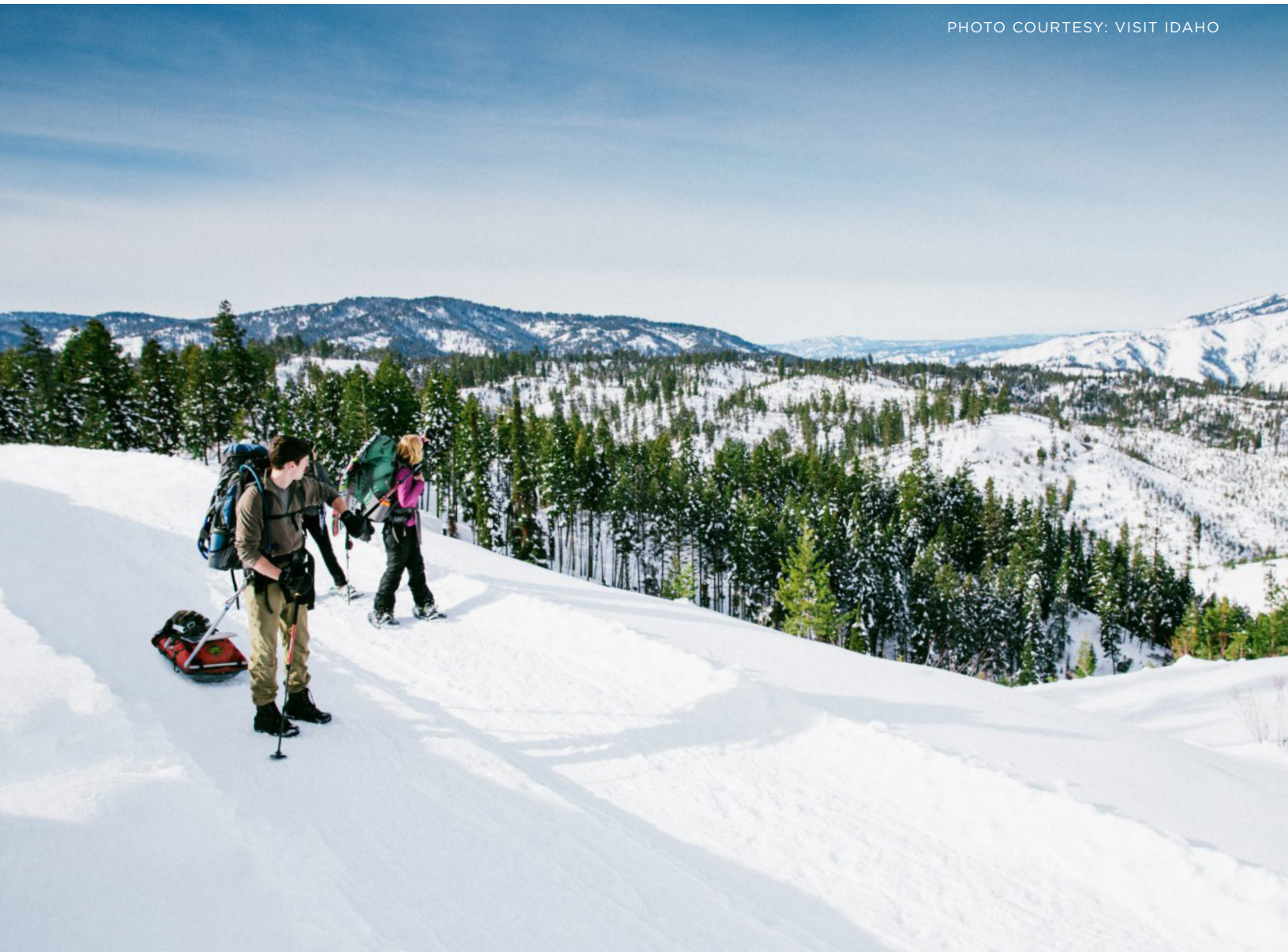
Through the assistance of grant funding, in early 2022, SWITA launched a new advertising campaign aimed

at capturing the essence of what makes Southwest Idaho unique.

**“Most visitors live in a fenced-off world,” Cleland said. “In a world of ‘stay off the grass’ signs and pavement as far as the eye can see, where the most exciting part of the trip is hunting for souvenirs. Southwest Idaho is different. Here, visitors buy experiences, not stuff. They spend their hard-earned money and time on their version of adventure, not trinkets. Even in our largest metro area, there is access to nature and the sense of freedom and place it provides. We are still wild.”**

The Still Wild campaign has proven successful, with 115,399 clicks and 8,170,951 impressions since its launch at the time of publishing.

PHOTO COURTESY: VISIT IDAHO



SWITA REPRESENTS 74 UNIQUE IDAHO COMMUNITIES.

# FY2023 IDAHO REGIONAL TRAVEL AND CONVENTION GRANTS



APPLICANT	AMOUNT AWARDED	REGION
North Idaho Tourism Alliance (NITA)	\$ 250,000	Region I
Coeur d'Alene Convention and Visitors Bureau (CVB)	\$ 1,330,000	Region I
Post Falls Chamber of Commerce	\$ 131,900	Region I
Greater Sandpoint Chamber of Commerce	\$ 248,051	Region I
Visit Lewis Clark Valley	\$ 175,000	Region II
North Central Idaho Travel Assoc. (NCITA)	\$ 72,143	Region II
Moscow Chamber of Commerce	\$ 175,000	Region II
Boise Metro Chamber of Commerce DBA Boise CVB	\$ 1,744,868	Region III
Nampa Chamber of Commerce	\$ 168,660	Region III
McCall Area Chamber of Commerce and Visitors Bureau	\$ 499,285	Region III
Southwest Idaho Travel Assoc. (SWITA)	\$ 1,122,457	Region III
Southern Idaho Tourism	\$ 649,092	Region IV
Southeast Idaho High Country Tourism	\$ 241,583	Region V
Greater Pocatello Convention and Visitors Bureau	\$ 270,004	Region V
Bear Lake Valley Convention and Visitor Bureau	\$ 56,843	Region V
Yellowstone Teton Territory (YTT)	\$ 1,693,484	Region VI
Hailey Chamber of Commerce Inc.	\$ 218,900	Region VII
Lemhi County Economic Development Assoc. (LCEDA)	\$ 42,715	Region VII
Stanley-Sawtooth Chamber of Commerce	\$ 187,875	Region VII
Challis Chamber of Commerce	\$ 23,590	Region VII
Sun Valley Marketing Alliance Inc.	\$ 480,000	Region VII
Idaho Outfitters and Guides Assoc. (IOGA)	\$223,722	Multi-region
Idaho Lodging and Restaurant Assoc. (ILRA)	\$102,222	Multi-region
Idaho Ski Areas Assoc. (ISAA)	\$220,140	Muli-Region
<b>TOTAL</b>	<b>\$10,327,534</b>	

## IDAHO TRAVEL COUNCIL

The Idaho Travel Council is an eight-member council appointed by the Governor.

The council meets in various locations across the state in January, March, May, July and October.

The public is encouraged to attend these meetings to keep informed about the Tourism team's marketing program.



## FY2023 MEMBERS



**LONNIE ALLEN (CHAIR)** - REGION VI, THREE RIVERS RANCH FLY FISHING LODGE

**ARTHUR MCINTOSH (VICE CHAIR)** - REGION II, LINDSAY CREEK VINEYARDS

**KAYOKO MAGNUS** - REGION I, COEUR D'ALENE RESORT

**PAT MORANDI** - REGION III, ROARING SPRINGS WATER PARK, WAHOZ FAMILY FUN ZONE AND PINZ

**SHAWN BARIGAR** - REGION IV, CITY OF TWIN FALLS

**CRYSTAL NELSON** - REGION V, TOWNEPLACE SUITES BY MARRIOTT POCATELLO

**MIKE FITZPATRICK** - REGION VII, SUN VALLEY RESORT

**EARL SULLIVAN** - AT-LARGE, TELAYA WINE CO.





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