Northern Idaho

Offers everything a business wants and needs —

Low utility rates and payroll taxes, low operating costs, affordable land with rail, highway & ocean transportation - supported by a favorable business climate!

A Message from the Governor...

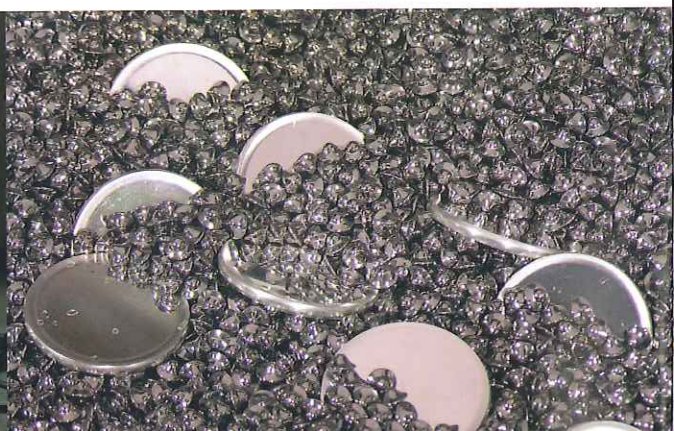
When people talk about Idaho's favorable business climate, they're talking about our stable, predictable tax rates, our low-cost energy, and our affordable land. They're talking about our skilled and motivated workforce and our commitment to building and maintaining infrastructure to help businesses thrive. Idaho offers a low cost of living and a quality of lifestyle that is second to none.

In Idaho, we balance our budget without raising taxes. We know the best way to help business is to provide tax and regulatory certainty, then to simply get out of the way. When Idaho business needs to access government, they find partners. Our State policies recognize the importance of economic activity to our Idaho way of life, and that our communities can't thrive without sustainable career opportunities.

There's no better place to be than right here in Idaho. Idaho is the best of many worlds. It is an excellent place to do business and an excellent place to get away from business. Whether you're looking out for your bottom line or for endless options for adventure and quality living, Idaho will exceed your expectations.

As Always - Idaho, "Esto Perpetua"

C.L. "Butch" Otter
Governor of Idaho



Northern Idaho: where business gets done.

There are reasonably priced properties, heavy-duty highways, cross-country rail service and convenient pacific seaports.

Combine that with low utility rates, low payroll taxes, efficient operating costs in a favorable business climate and you have everything a business needs for a prosperous future.

The BOTTOM LINE favors IDAHO!

Apples to Apples Cost Comparisons*

Here's the cost of doing business in Idaho vs. California, Oregon and Washington State.

	IDAHO	CALIFORNIA	OREGON	WASHINGTON	IDAHO SAVES
Labor Costs					
Engine/machine assemblers	$12.99/hr	$15.92/hr	$19.82/hr	$16.15/hr	10% to 27%
Welders	$13.11/hr	$17.45/hr	$17.05/hr	$20.67/hr	20% to 25%
Warehouse/storage labor	$10.58/hr	$11.47/hr	$12.19/hr	$12.27/hr	8% to 20%
Worker's Compensation Value is calculated as percentage of national average by state ranking	1.98%	2.68%	1.69%	2.04%	(10%) to 35%
Fringe Benefits (Estimated at 30% of payroll)	Idaho savings are proportional to its lower Labor costs				
Utility Costs					
Electricity (Cents per kw)	6.35¢	14.37¢	8.13¢	7.24¢	18% to 200%
Natural gas (Cents per therm)	8.31¢	7.75¢	10.3¢	10.51¢	(6%) to 20%
Property Taxes (Avg. mill rate per $1000 of value)	$12.54	$18.16	$17.11	$11.38	—
Corporate Taxes					
Corporate Income Tax	7.6%	8.84%	6%	none	(10)% to 15%
Combined avg. Sales & Local tax	6%	7.25%	0%	6.5%	5% to 20%
Cost of Living Composite avg.	100	146.24	122.58	111.83	11% to 45%

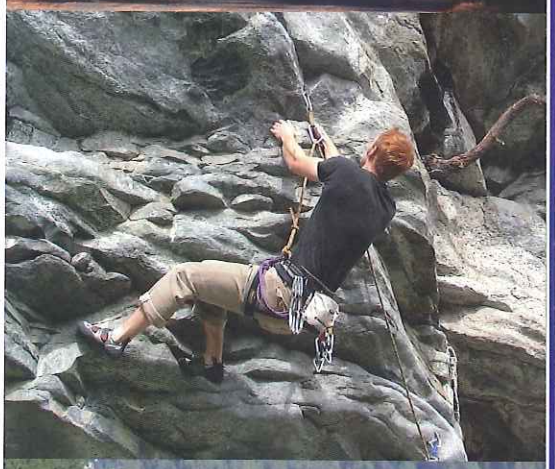
**The above projections on comparative costs were acquired from a variety of reliable sources including the Bureau of Labor Statistics, the U.S. Department of Labor, the Oregon Worker's Compensation Premium Study, the U.S. Energy Information Administration and the ACCRA Cost of Living Index. Job classification codes are from the National Council of Compensation Insurance. The above data were current on October 14th, 2011. The data published above do not eliminate the need for an independent feasibility study or other due diligence. Be certain to read the Cost Comparison narrative by the Panhandle Area Council inserted in this brochure.*

How does YOUR STATE compare?

Enter your local cost factors.

	YOUR LOCAL FACTORS
Labor Costs Engine/machine assemblers Welders Warehouse/storage labor	$_____/hr $_____/hr $_____/hr
Worker's Compensation Value is calculated as percentage of national average by state ranking	$ _____
Fringe Benefits (Estimated at 30% of payroll)	_____%
Utility Costs Electricity (Cents per kw) Natural gas (Cents per therm)	_____¢/kw _____¢/therm
Property Taxes (Avg. mill rate per $1000 of value)	$_____ /K
Corporate Taxes Corporate Income Tax Combined avg. Sales & Local tax	_____% _____%
Cost of Living Composite avg.	_____%

It makes economic sense to do business in Idaho -- you can play here, too!



As a resource for your evaluations -

Businessmen, economic specialists and government officials are ready to answer your questions.

These community leaders have already walked in an Idaho business manager's boots. They understand the management challenges that confront every corporate manager. Contact any or all of them. They will respond with experienced expertise.

For State services call Katie or Roger —

Katie Brodie - Northern Idaho Special Assistant to the Governor
Her job is to keep the Governor fully informed and to assure your company is fully served.
Reach Katie at 208.661.3135 or katiebrodie62@yahoo.com

Roger Madsen - Director of the Idaho Department of Labor
In addition to Unemployment Insurance and Worker's Compensation, the DOL also provides the programs listed below.
Reach Roger at 208.334.6110

Customized Recruiting Services - Experienced labor workforce consultants can visit your company to identify needs and then match employee prospects to the skills, training and experience needed to fill your jobs with productive men and women.

Customized Workforce Training - Workforce training can be customized to your specific requirements. Idaho supports educational and training programs to provide skill sets to suit your needs. Financial assistance is available to eligible companies to train new employees.

Workforce Training Network - Idaho maintains a network of workforce training programs through its 25 offices to meet the needs of companies throughout the state.

Other Business Resources - The DOL cooperates with the Idaho Department of Commerce on a variety of business assistance programs. These include trade missions to export markets, community development block grants, rural economic development and offers procurement assistance to Idaho companies to expand their sales to federal, state and local governments.

For City or County services call these gentlemen —

A mother-load of practical information on zoning laws, environmental issues, financial incentives, public/private working relationships, workforce training and other factors is available through these individuals. They are ready to share their Idaho experience.

Steve Griffitts - President of Jobs Plus, Inc.

Steve understands and accommodates the needs of expanding or relocating industry and leads the area's economic development programs. He has been uniquely successful as the facilitator and coordinator of financial incentives, work force training and access to all Idaho programs. Steve has an effective working relationship with all levels of Idaho government, educational institutions and regulatory agencies.

Reach Steve at 208.667.4753 or info@jobsplusonline.org

Jim Deffenbaugh - Executive Director of the Panhandle Area Council (PAC)

For more than two decades Jim has been a key leader in the transition of the north Idaho economy from timber and mining to the current diversity of manufacturing, health services, retail and tourism businesses. In addition to its function for business development, his agency serves the economic interests of cities and counties. Jim and his staff are highly resourceful in acquiring local, state and federal grants and economic incentives.

Reach Jim at 208.772.0584 ext. 3005 or jimd@pacni.org

Eric Keck - City Administrator of Post Falls

Eric is an experienced manager of major projects. As the administrator of the city, he leads the financial, engineering and public policy evaluations on all issues. He is a strong advocate for industrial growth and is highly respected for his conservative, yet aggressive, recommendations.

Reach Eric at 208.773.3511 or ekeck@postfallsidaho.com

Idaho State Senator Jim Hammond

Now chairman of the Idaho Senate Transportation Committee, Jim is a former mayor of Post Falls and he previously served 10 years as city administrator where he was the key planner for infrastructure to support industrial growth. Jim is in his 3rd term as a state Senator and previously served on several state boards. Prior to public service, he was a teacher and public school principal.

Reach Jim at 208.666.1122 or jhammond@senate.idaho.gov

Idaho State Representative Frank Henderson

Serving as vice-chairman of the Idaho House Business Committee, Frank is in his 4th term as a state legislator. He is also a former mayor of Post Falls and led the funding programs for designing and constructing the city sewer and water systems. He is a retired newspaper publisher. Prior to moving to Idaho he was director of marketing for an international corporation.

Reach Frank at 208.659.8369 or fhenderson@house.idaho.gov

Idaho State Representative Bob Nonini

Bob has been a small business owner for more than 20 years and understands how regulations and cumbersome laws can throttle business. He has been a champion of lower taxes and a productive business climate. Bob is regarded as one of Idaho's most conservative legislators. He is now in his fourth term and is chairman of the House Education committee.

Reach Bob at 208.765-1904 or bnonini@house.idaho.gov

"You'll be impressed by the business knowledge of these men."

~ Ron Nilson, CEO of Ground Force LLC

For additional information call 1.866.367.2302.

Northern Idaho...
Excellent Educational Opportunities

KTEC

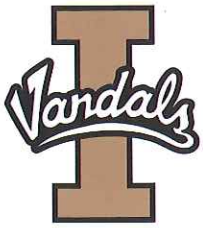
Kootenai Technical Education Campus (KTEC) will open in 2012 with 250 students from all three districts. The high school will help provide a skilled workforce while offering options to the 85 percent of Idaho high school students who do not complete a bachelor's degree.

North Idaho College

Founded in 1933, NIC is a comprehensive community college located on the beautiful shores of Lake Coeur d'Alene. NIC offers degrees and certificates in a wide spectrum of academic transfer, professional-technical, and general education programs. Approximately 6,300 students are enrolled in credit classes and more than 7,800 participate annually in noncredit courses offered by the Workforce Training Center in Post Falls.

Lewis & Clark State College

Lewis-Clark State is unique in the mix of learning opportunities it provides. LCSC remains the most affordable public college/university in Idaho. The college offers undergraduate instruction in the liberal arts and sciences, as well as in professional and applied technical programs. Students reap the benefits of a smaller campus that maintains big opportunities for practical experience and research related to their studies.



University of Idaho

Since 1889, the University of Idaho has been a place that expects more from itself, more from its students, more from knowledge and more from life. We offer a distinctive combination of outstanding majors and graduate programs, accomplished faculty, world-class facilities, renowned research and a residential campus in a spectacular natural setting. It's no wonder we're ranked among the top national universities in the country (U.S. News & World Report). We're also one of the best values in higher education (The Princeton Review).There's no better way to learn, think and live than at the University of Idaho.

Eastern Washington

Eastern Washington University is a regional, comprehensive public university located in Cheney, Wash., with programs also offered in Bellevue, Everett, Kent, Seattle, Shoreline, Spokane, Tacoma, Vancouver and Yakima. Eastern is a driving force for the culture, economy and vitality of the Inland Northwest region. The university's beautiful campus, NCAA Division I athletics and opportunities for hands-on, real-world learning provide a classic, yet unique college experience.

Washington State

A great neighborhood - WSU Pullman is called a "residential campus" because it's home for thousands of students from 50 states and nearly 85 countries. Single freshmen under 20 spend their first year living in a campus residence hall or University-recognized fraternity or sorority. In residence halls, living-learning communities keep freshmen focused, they're proven to help students earn higher grades.

Degree programs are also available locally from Idaho State University and Boise State University.

Why we located our company in Northern Idaho.

Buck Knives - Our family chose Post Falls as the new home for Buck Knives because relocations are tough and we only wanted to do it once. The access to labor, renewable energy, freeway, rail seaports and airports were critical to our business. Idaho's commitment to small, accessible, fiscally sound, and business friendly government meant that Post Falls will be a great place to grow our business for years to come.
CJ Buck, President

Ground Force Manufacturing - I could locate my business anywhere in the world - I chose Post Falls for its abundant work force with great work ethic, the governments promise to not raise taxes, right-to-work state, and quality of life for my family and my workforce. With our upcoming expansion here in Post Falls I can feel confident that we will be successful and prosperous.
Ron Nilson, President/CEO

LA Aluminum - When LA Aluminum was looking to expand in 1972, the cost of property in California was 10 times higher than similar property in Northern Idaho. We moved the entire company to Hayden and purchased 20 acres. We recently added 10,000 square feet of manufacturing space. The reasonable price of property was not the only reason for our choice of Northern Idaho for our Single-Source Foundry and Machine Shop. Other favorable factors such as low cost workman's compensation insurance, right to work state, abundant work force, and low taxes solidified our decision.
Michelle M. Richter, Sales & Marketing Manager

MOR Manufacturing - MOR Manufacturing chose to do business in Post Falls 22 years ago. The North Idaho business climate is pro-business. Spokane International Airport is close, providing easy air transportation for both freight and personnel. Typically there is a good labor pool to draw from. On top of that, North Idaho is a beautiful and reasonably priced area to live.
John Ragan, President

Sunshine Minting - Sunshine Minting had relocated from southern California in 1984. When we did our first expansion in 2001, we chose to stay in Coeur d'Alene. Ten years later, the reasons we remained in Coeur d'Alene still exist; a solid business friendly environment, low taxes and a quality of life that can't be found anywhere else in the country. As we look to the next phase of our business expansion, Coeur d'Alene will be our #1 choice.
Tom Power, President/CEO

A Message from the Mayor of Post Falls...

As you study the data in this brochure you will understand why this area has been one of the fastest growing regions in the northwest for more than two decades. There are three reasons for this.

The first is location. This area is efficiently available not just to highway freight, rail transportation, and west coast ocean ports, but also to the international airport in Spokane, major medical and shopping facilities and a variety of educational institutions that provide basic and continuing education.

The second reason is the conservative limitations local government has placed on the costs of government services. By any comparison, this area offers attractive investment and efficient operations of commercial/industrial operations.

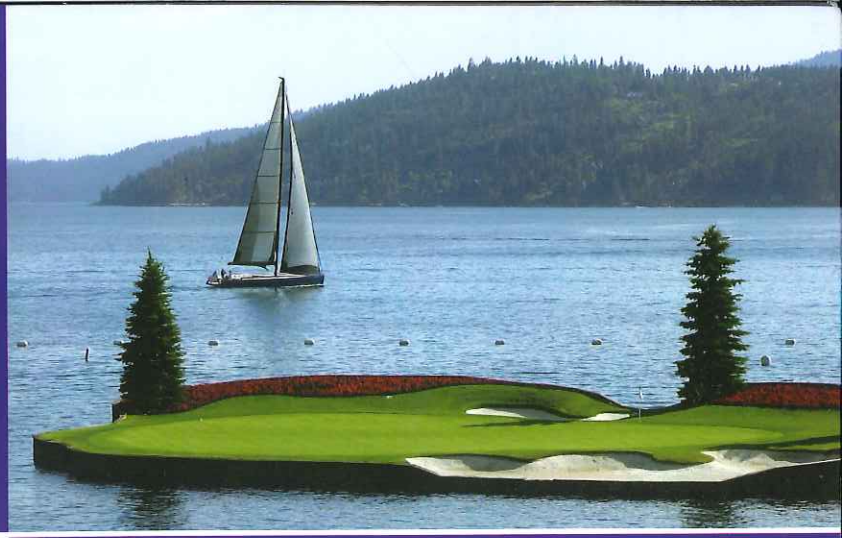
The third, and perhaps most vital reason, is that our area is blessed by its population of community - minded individuals and business managers. Despite the dynamics of growth, we have maintained a small-town environment. We know each other by first names. Our citizens always respond productively when someone is in need or when the private, public and business groups need to work together.

Our cities welcome your evaluation of northern Idaho as a potential site for future operations of your company. You can be certain your inquires will remain confidential. Call me or any of the cities when we can be of assistance.

Clay Larkin, Mayor - City of Post Falls

Photos by Kerri Thoreson and Andreas Braunlich and others.

Northern Idaho is a splendid place to live.



North Idaho boasts the finest golf courses around, with the world's only floating green. Miles of rivers and lakes provides legendary fly fishing, and watersports.

For the more adventurous we have numerous top rated ski resorts, big game hunting and more miles of whitewater rafting than any other state.

Arts and culture events are plentiful and our scenic byways pass through stunning natural attractions.

Publication Sponsored by
Idaho Fifth District Legislators --
Representative Frank Henderson, Representative Bob Nonini
and Senator Jim Hammond

For additional information on economic opportunity in northern Idaho, contact any of the persons listed on pages 5 and 6.