

Part I – Agency Profile

Agency Overview

The Idaho Department of Commerce works to create jobs and advance the economic prosperity of Idaho citizens, upgrade public facilities necessary for economic growth and promote Idaho's products, people and places.

Business is the top priority of the department. Our constant focus is to understand the needs of Idaho's industries and ensure our team provides timely, effective and flexible solutions that are lockstep with the aggressive timeframes that business demands. The end result: businesses in Idaho will know they have a resource, advocate, and most importantly, a partner in state government.

Three advisory boards -- the Economic Advisory Council, the Idaho Travel Council, and the Idaho Global Entrepreneurial Mission (IGEM) Council, provide guidance and oversight for several department programs. All members of these boards are appointed by the Governor to represent the various regions of the state. Council members represent a broad constituency of private- and public-sector interests.

Core Functions/Idaho Code

Idaho Department of Commerce is designated under Idaho Code Title 67, Chapter 47. The Idaho Department of Commerce is committed to ensuring access to a comprehensive menu of high-quality services, education, training and information for all its customers and partners. The agency offers many economic development programs through:

Business Analysis coordinates with local economic development professionals throughout Idaho on demand-driven business expansion opportunities that are initiated through companies and/or site selectors reaching out to the state to explore potential expansion or relocation opportunities.

National Sales seeks to proactively attract new businesses to the state, supporting the growth of both existing and emerging industry clusters.

Community Development provides financial and technical assistance to Idaho's cities and counties for construction and rehabilitation of public facilities necessary to support economic diversification, job creation, business expansion and a sense of community.

Industry Services provides ongoing communication and outreach to existing Idaho business to support growth and expansion opportunities. This team also provides a curriculum of tiered training opportunities for Idaho communities - especially rural communities - to ensure they are prepared to support business growth.

International Business Development supports Idaho businesses' efforts to export goods and services, develops new markets, increases foreign awareness and acceptance of Idaho's products and services, supports foreign direct investment opportunities, and manages Idaho's three international trade offices.

Tourism Development works to expand Idaho's tourism and recreation industry by marketing the state and travel opportunities to both domestic and international business and leisure travelers; awards grants to local communities to promote tourism; develops, supports and promotes tourism events and attractions

Idaho Global Entrepreneurial Mission, or IGEM, leverages private-industry guidance and the talent and expertise of Idaho's research universities to commercialize innovative and viable technologies that will strengthen Idaho's economy

Revenue and Expenditures

Revenue	FY 2011	FY2012	FY 2013	FY 2014
General Fund	\$4,143,700	\$3,931,000	\$5,753,3000	\$5,788,700
Idaho Opportunity Fund	0	250,000	0	3,000,000
Misc. Revenue	279,200	279,100	279,700	280,800
Federal Fund	16,351,000	16,350,700	25,191,000	16,373,800
Seminars & Publications	378,400	378,400	378,400	378,400
Small Business Assistance	0	0	50,000	50,000
Idaho Travel Council	8,320,400	8,301,400	8,380,900	8,373,500
Total	\$29,472,700	\$29,490,700	\$40,033,300	\$34,245,200
Expenditures	FY 2011	FY 2012	FY 2013	FY 2014
Personnel Costs	\$2,992,400	\$3,062,700	\$3,167,000	\$3,125,100
Operating Expenditures	\$4,288,000	\$4,534,100	\$4,682,500	\$4,629,000
Capital Outlay	\$10,900	\$39,100	\$13,500	\$46,900
Trustee/Benefit Payments	\$15,287,700	\$17,158,000	\$21,232,700	\$10,573,600
Total	\$22,579,000	\$24,793,900	\$29,095,700	\$18,374,600

Profile of Cases Managed and/or Key Services Provided (all measures from July 1 to June 30)

Cases Managed and/or Key Services Provided	FY 2011	FY 2012	FY2013	FY 2014
Business Retention and Expansion Outreach	888	636	335	479
Business Attraction Leads	102	133	122	103
Community Development Consultations	73	80	75	53
Export Assistance Inquiries	280	325	350	514
Total Tourism Inquiries	913.336	1,106,181	1,209,979	1,288.368

Part II – Performance Measures

Performance Measure	2011	2012	2013	2014	Benchmark
1. Jobs Created and Retained	2030	1775	2352	2110	2000
2. Cap Ex	\$193,630,850	\$491,283,431	\$253,138,626	\$465,563,000	\$250,000,000
3. Conversion Rate: Leads to Site Visits	31.97%	32.33%	47%	55.3%	10% year over year
4. Public and Private Dollars Leveraged by Grants	\$26,155,368	\$30,767,694	\$37,415,472	\$33,838,558	\$30,000,000
5. Number of Grants Deployed	61	132	187	141	120
6. International Exports - Small Business Only (millions)	\$1,723,119,943	\$1,579,625,805	\$2,199,308,754	\$1,698,971,321	3% growth
7. Idaho GDP (millions)	\$57,927	\$59,930	\$58,243	\$62,247	1.87 % growth
8. 2% Lodging Tax	\$6,621,011	\$7,069,300	\$7,488,050	\$8,005,650	7% growth

Performance Measure Explanatory Note:

1. New jobs are created through the expansion of existing Idaho businesses, or the recruitment of new businesses to the state. Jobs included in this calculation encompass those resulting from the Department of Commerce's business development efforts, and/or through support the department provides to local economic development organizations throughout the state. One of the department's other priorities is to protect and retain existing jobs within the state. Idaho companies are not immune from aggressive recruitment efforts undertaken by other states and communities; thus, the department is continually engaged with local businesses to ensure they maintain their presence in the state. Job creation and retention numbers are monitored and tracked through the department's internal Salesforce database system.
2. Capital expenditure represents the private-sector investment in land, property, and/or equipment in a business expansion or relocation project. Cap Ex is tracked through the department's internal Salesforce database system.
3. A lead represents an entry level contact with the state from a company with the expressed desire to expand or relocate their business. One of the key indicators that the state is under strong consideration by a company is a site visit made by their decision makers. The conversion rate of leads to site visits is a performance measure by which the department will measure the success of its business attraction efforts.

4. The department's Community Development, Rural Community, Gem, Idaho Opportunity Fund, IGEM, STEP, Idaho Travel Council, and film grant programs leverage local, federal and private match dollars to enhance the impact of state general funds to spur economic development in communities throughout the state.
5. The department administers the Community Development, Rural Community, Gem, Idaho Opportunity Fund, STEP, Idaho Travel Council, and film grant program. The department monitors and tracks the number of grants awarded to entities throughout the state as a measure of the department's widespread impact in stimulating economic development.
6. Adjusted annual Idaho export statistics show a subset of activity based on exports of small to medium sized businesses where the department focuses much of its export assistance. Key commodity sectors such as agriculture and semiconductors which are not the primary target of Idaho Department of Commerce programs have been excluded in this calculation.
7. Idaho Gross Domestic Product (GDP) is a primary measurement to track the progress of the Governor's Project 60 goals. GDP is reported by the U.S. Bureau of Economic Analysis.
8. The total 2% hotel/motel and private campground tax collected as reported to the department by the Idaho State Tax Commission.

For More Information Contact:

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