

Economic Development Organization Report

Business Meeting Summary

| Month | Company | Industry | Contact Name | City | Nature of Visit and Next Steps |
|-----------|-----------------------------------------------|-----------------------|-------------------------|------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| July | Limelight Hotel Ketchum | Hospitality | John Curnow | Ketchum | regular check-in, discussed occupancy rates and ways to increase marketing |
| July | Scott eVest | Outdoor Recreation | Dom Cooper | Ketchum | Introductory meeting with new manager. Company recently off-boarded email and |
| July | Building Contractors of the Wood River | Construction | Tim Carter, Board | Ketchum | Contractors in Blaine County are just starting to feel like the recession is over. Some |
| July | Black Tie Ski Rentals | Outdoor Recreation | Ryan Mancl | Ketchum | At-risk business. Been operating for 5 years in SV. Performance has not met owners |
| July | Mayhem Marketing | Digital Marketing | Kelsey Bates | Ketchum | New start up. Introductory meeting. Talent attraction and development of a 'free- |
| July | QBS Solutions | Service | Toni Himelman | Ketchum | Updates on talent attraction problem; new customer prospects |
| July | Picabo Ranch Supply | Retail | Nick Purdy | Picabo | Interest in selling ranch supply business to sole proprietor to take into future. |
| July | WK Motors | Automotive | Mike Higgs | Carey | Interest in selling business to sole proprietor to take into future. Uncertain on how |
| July | Northwest Door & Mill | Construction & Trades | Davenport | Carey | Interest in selling cabinet making business. Inventory, customer lists and |
| August | Warfield Distillery | Restaurant | Alex Buck | Ketchum | Expanding rest/brewery to increase manufacture more beer and spirits, add tasting room. Kitchen 4 FTEs now, 2-4 more phase 1, additional 2 longer term.. Distilling/Distribution 8-10 , 3 new restaurant. \$6-7 m building & equipment. Brewery opens Dec, rest of Jan 20. New chef is David Cruz (former Tundra, Evergreen. Looking for temp cold storage |
| August | Idaho Cycles | Retail | Mark Carnes | Ketchum | Out of garage to small retail shop in Hotel Ketchum. Business good this summer. Still does home visits |
| August | SEI Huntington Steel | Financial Services | Patsie Gove | Sun Valley | New satellite virtual office for Sun Valley custody, trust firm based in Oak PA. Two principles working periodically in Blaine |
| August | Limelight Hotel Ketchum | Hospitality | John Curnow | Ketchum | Increasing their minimum wage for non-tip staff to \$15/hr as an Aspen Ski Co imposed policy change |
| August | Mason Family Restaurants | Restaurant | Scott Mason | Ketchum | Worst summer ever in terms of bak and front of house staffing hiring and retention. Desperately need access to trained culinary staff |
| August | Color House | Construction & Trades | | Ketchum | Large numbe of new projects |
| August | The Nook | Events | Kim Havens | Ketchum | an app approach |
| August | Marketron | Technology | Matt Wellner | Hailey | Reactivating interest in TRI application |
| August | Building Contractors of the Wood River Valley | Construction & Trades | Tim Carter | Ketchum | Regional planning and staffing dilemma |
| September | Hanger Baking | Restaurant | Rodrequez | Hailey | Relocated wholesale bread artisan; 1 employee supplying Atkinsons, Ketchum Kitchens |
| September | Sun Valley Guides | Outdoor Recreation | Zach Christ | Ketchum | Planning expansion of services for winter 2019-20 |
| September | Boise State University | Education | Todd Cooper | Ketchum | Intro meeting with new busdev person |
| September | CSI | Education | Brandy Turnipseed | Twin Falls | Preparation of Apprenticeship application for culinary program |
| September | The Chamber | Business Association | Mkike McKenna | Hailey | Review of marketing programs for ROY |
| September | Cox Business | Communications | Grady Gigsted | Ketchum | Review of current broadband offer/market position |
| September | Hailey Rotary | Business Association | Kathleen Eider | Hailey | Presentation on current projects |
| September | Jon's Heating | Construction & Trades | Jon Hoopes | Carey | Growth of business to 18 employees; training several new apprentices; market strong |
| September | Hazlette Wealth Management | Financial Services | Suzanne Hazlette | Ketchum | Economic Summit, role of non-profits in WRV Business update, they had to close their Ketchum pub several days during the lunch hours this summer due to lack of staff, Paul estimated they were about 120 labor hours short of necessary staffing levels this summer. |
| September | Sawtooth Brewery | Food & Beverage | Paul Holle | Hailey | Check in on merger (formerly Idaho Independent Bank), Referred Alex to The Advocates who run a 'skills for success program' and she hired a teller as a result |
| September | First Interstate Bank | Financial Services | Alex Stoll | Ketchum | Advocates who run a 'skills for success program' and she hired a teller as a result |
| October | Northwest Bank | Financial Services | Michael Trueba | Boise | Looking at possible location opening, SVED made intro to potential client: |
| October | Cox Business | Communications | Guy Cherp, Julie Minton | Ketchum | Economic Summit, rural broadband issues |
| October | Power Engineers | Infrastructure | Frank Halverson | Hailey | Local workforce is expected to remain around 230. All divisions are expected to be |
| October | Trailing of the Sheep Festival | Not for Profit | Laura Drake | Ketchum | Event recap. Attendance increasing. SVED to update EIA with 2019 data in 2020. |
| October | The Valley Club | Recreation | Barry Bevers | Hailey | Talent attraction and seasonal housing needs |
| October | Elevation Air Club | Transportation | Clint Ostler | Hailey | New owner of former SV Air Club. Helping reach clientelle and helping understand |

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| October | First American Title | Financial Services | Jimmy Bates | Ketchum | New manager. 1st time summit attendee |
| October | Leed Look Listen | Technology | Gary Leeds | Ketchum | update on new product line and media partnerships |
| October | Northwest Trophy | Retail | Rob Anderson | Hailey | intro to new local business on trophies with Seattle base |
| October | Kirk Group | Real Estate | George Kirk | Ketchum | discussion on commerical markets and SUR housing proposa |
| October | US Global Leadership Coalition | Not for Profit | Luke Wentz | Wash DC | International trade advocacy organization setting up Idaho Chapter; agreed to participate on state advisory committee |
| October | Blaine Co Food Council | Not for Profit | Amy Mathias | Hailey | group meeting of local food producers to discuss collaborator |
| October | SVED Economic Summit | Not for Profit | Dave Patrie | Sun Valley | Annual economic summit with 250 local leaders and businesses |
| November | Joes Backhoe | Construction & Trades | Joe | Bellevue | Huge talent gap; 28 employees could use 10 more; turning away new customers; 50 pieces of equip with 50% idle due to lack of trained operators |
| November | Chums | Recreation | Tiffany Deuter | Ketchum | Introduction to new sales associate |
| November | Silver Creek Assisted Living | Service | Anita Northwood | Hailey | Owner seeking information on competitve wages for region to benchmark their |
| November | Blaine Co Contractors Association | Construction & Trades | Jeff Anderton | Hailey | Bi annual meeting with 40 members; discussed potential for hosting vocational training programs across membersjhip |
| November | Cold Creek Storage | Transportation | John Petzel | Hailey | New family seeking investment opportunities in local cold storage facilities to help |
| December | Pegg Group | Hospitality | Brandon | Ketchum | Analytical support for new hotel project |
| December | Tourism Coalition | Hospitality | Scott Fortner | Sun Valley | Review of alternative LOT funding options |
| December | Sun Valley Institute | Not for Profit | Ali Long | Sun Valley | Board meetings |
| December | Rose Associates | Communications | Jeff Rose | Sun Valley | Startup of media rollup organization |
| December | Silver Creek Livestock | Agriculture | Brandon | Bellevue | Sustainable beef production processing options review |
| December | Advanced Data | Construction & Trades | Jack Purdeck | Ketchum | Review of electricla subcontractors market |
| December | Center for the Arts | Not for Profit | Ron Gfreenspan | Ketchum | Wine auction 2020 planning assistance |
| December | Ketchum Closets | Retail | Adam Smith | Ketchum | Exploration of setting up Ketchum based expansion from Vail and Jacksor |
| December | Revelry Group | Service | Jim Crystal | Sun Valley | Discussion about relocation and TRI application |
| December | Blaine County | Government | Commissioners | Hailey | Continued discussion on Small Unit Residential proposal |
| December | SPUR Foundation | Not for Profit | Sallie Gillespie | Ketchum | Discussion on NFP fundraising |
| January | ARCH | Not for Profit | Michelle Griffith | Ketchum | Affordable housing, LIHTC specific, follow QAP |
| January | Jaquet Sun Valley Tours | Hospitality | Wendy Jaquet | Ketchum | demand for concierge services, succession planning |
| January | Idaho National Lab | Energy | Amy Lientz | Idaho Falls | SVED membership, INL goals for regional economic development |
| January | Nardagani | Not for Profit | Narda Pitkethley | Ketchum | managing company growth, identifying capital funding |
| January | Maude's Coffee & Clothing | Restaurant | Jacob Frehling | Ketchum | pitch idea for new product, relocation plans to due current location being |
| January | Rebecca's Private Idaho | Recreation | Monica Catalano | Ketchum | Event economic impact analysis, identify a mentor to help manage growth in org staffing, coordination with Chamber, possible role for Chamber at Ketchum visitor center |
| January | State Farm | Financial Services | Patrick Buchannan | Ketchum | Company growth plans, add 2 positions in 2020, talent needs assessment for county |
| January | Redfish Technology | Professional Services | Rob Reeves | Hailey | Membership, economic impact analysis for organization, employee developmen! |
| January | Mt Rides | Government | Wally Morgus | Hailey | opportunities to work with SVCI, impacts of worker shortage - picked up by using SV Co. visa workers, |
| January | Atkinson's Markets | Retail | Chip Atkinson | Ketchum | Branding the "Ketchum North" business district, hosting SVED forum, occupancy and bookings |
| January | Hotel Ketchum | Hospitality | Shannon Allen | Ketchum | Holiday business killer especially with catering |
| January | Raspberry's | Hospitality | Callie | Ketchum | Possible integration of valley organizations |
| January | Visit Sun Valley | Hospitality | Scott Fortner | Ketchum | Discussion about perfroming EIA |
| January | SV Symphony | Not for Profit | Daniel Hanson | Ketchum | Discussion about possible eligible projects for funding |
| January | MoFi | | | Ketchum | Discussion about investment, talent and expansion opportunities |
| January | Rixon Excavation | Construction & Trades | Karl Rixon | Bellevue | social media plan, creative services directory idea |
| February | Studio 360 Design | Professional Services | Sarah Shepard | Hailey | |

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| February | Idaho Power | Utilities | Dan Olmstead | Hailey | business attraction segments good for power (data centers), public transportation transitioning to electric |
| February | Sawtooth Development | Real Estate Development | Scott Deserault | Ketchum | summit topics and format, Blaine County development opportunities |
| February | US Bank | Financial Services | Mary Caldwell | Ketchum | talent attraction and retention, 6 open positions across 3 branches |
| February | Sun Valley Resort | Hospitality | Tim Silva | Sun Valley | Census count of seasonal workers, EPIC pass, IEDA tour of employee housing |
| February | DL Evans Bank | Financial Services | Jeff Smith | Ketchum | ADU's and financing effects, talent attraction and retention, possible new branch in Bellevue, need for consumer credit counselors, IHFA collateral support |
| February | Cox Business | Communications / Utility | Jackie Owens | Ketchum | New business opportunities and new product availability, SD-WAN |
| February | Cox Communications | Communications / Utility | Guy Cherp | Ketchum | Census PSA's, talent attraction, community development |
| February | First Interstate Bank | Financial Services | Alex Stoll | Ketchum | staffing, branch locations / expansion, |
| February | McAlvain Construction | Construction & Trades | Gary Beck | Ketchum | Development projects |
| February | Fisher Sports | Recreation | Mike Hatstrup | Ketchum | Conversation about potential move of HQ from NH to SV; president interested but any followup is 6-9 mo in future; possibility for 10-20+ jobs |
| February | Sage School | Education | Matt Leidecker | Hailey | Possible collaboration on food projects with students |
| February | Clear Direct | Professional Services | Diana Craven | Ketchum | Review of VSV marketing programs |
| February | SQN | Recreation | Megan Lengyel | Sun Valley | Discussion about next growth phase and marketing plans, |
| March | Conrad Bros | Construction & Trades | Paul Conrad | Ketchum | Closed 17 projects worth \$70m; laid off 50 of 60 staff; needs govt support to help recovery |
| March | Hennessy Co | Construction & Trades | Dave Hennessy | Hailey | Stopped 2 projects; furloughing 6 employees |
| March | Wood River YMCA | Recreation | Jason Scherer | Ketchum | Closed; holding staff layoffs until stimulus package clear |
| March | Sun Valley Co | Hospitality | Tim Silva | Sun Valley | Closed; 40 seasonal staff released early & being repatriated to country of origin |
| March | Warfield Distillery | Restaurant | Alex Buck | Ketchum | Closed & remodel stopped |
| March | Atkinsons | Retail | Chip Atkinson | Blaine | Operating under reduced hours |
| March | The Mint | Restaurant | Jennie Conrad | Hailey | Closed; laid off all 40 staff |
| March | The Limelight | Hospitality | John Curnow | Ketchum | Closed; laid off 30 staff |
| March | Barrío 75 | Restaurant | Dave | Ketchum | Closed for minimum 3 months; 40 staff laid off |
| March | 90 restaurants | Restaurant | various | Blaine | majority closed, 50% offering takeout only |
| March | DL Evans Bank | Financial Services | | Ketchum | Remote working; review of bank crisis lending programs, client situations |
| March | Idaho First Bank | Financial Services | Bob Buersmeyer | Ketchum | Remote working; review of bank crisis lending programs, client situations |
| March | Zions Bank | Financial Services | Mary Sfinge | Ketchum | Remote working; review of bank crisis lending programs, client situations |
| March | Bank of the West | Financial Services | Ken Nelsen | Ketchum | Remote working; review of west crisis lending programs, client situations |
| March | US Bank | Financial Services | Neil Siegel | Ketchum | Remote working; review of bank crisis lending programs, client situations |
| March | Mountain West Bank | Financial Services | Dave Hansen | Hailey | Remote working; review of bank crisis lending programs, client situations |
| March | Spur Foundation | Not for Profit | Sallie Gillespie | Ketchum | Remote working; review of NFP impacts, community support |
| March | Sun Valley Film Festival | Not for Profit | Candice Pate | Sun Valley | Closed; review of business impacts, event cancellations |
| March | Sun Valley Ski Education | Not for Profit | Cynthia Knight | Ketchum | Closed; review of business impacts, event cancellations |
| March | Hunger Coalition | Not for Profit | Joanne Dixon | Bellevue | Essential staff only; review of NFP impacts, community support |
| March | Senior Connection | Not for Profit | Jeanie Lipton | Hailey | Essential staff only; review of NFP impacts, community support |
| March | Pioneer Title | financial Services | Tabbitha Hayes | Ketchum | prospective investor |
| March | Atkinson's Markets | Retail | Chip Atkinson | Ketchum | new developments in industry |
| March | WaFd | financial Services | Eric Madsen | Hailey | general state of business, branch management, staffing |
| March | DL Evans Bank (phone) | Financial Services | Jeff Smith | Ketchum | SBA loans |
| March | Idaho Mt. Express (phone) | Media | Pam Morris | Ketchum | checking in on staff levels and health, running remote business |

Blaine County EDO
January 2020

Commerce Programs – waiting on internal Company discussions for Project Jester TRI application

Business Attraction - developing questionnaire and program for implementation of formal talent need assessment for local businesses; evaluating options to establish social media program focused on mid-level career professional recruitment from Intermountain West metro areas; Marriott Autograph hotel with 100 rooms secured PUD approval from City Council; new higher end restaurant Barrio 75 opening doors next month at Hotel Ketchum

Business Expansion – Scheduled membership renewals with funding support from 6 companies

Business Retention – na

Business Creation – Continued progress on SV Culinary Institute startup:

- Retrofit 90% complete
- Equipment delivered
- Pre-inspections for technical inspections and certificate of occupancy
- Screening candidates for Head Instructor
- Recruiting candidates for 1st cohort of professional students
- Continued progress on Federal Apprenticeship application
- Fundraising in excess of 70% of campaign target

Placemaking – Continued meetings of Tourism Coalition to establish independent funding mechanism for regional marketing organization

Training – na

Other – adjusting approach on small unit residential housing regulatory proposal based on feedback from county commissioners; several middle income housing developments with potential for 150 units mixed ownership and rental approaching P&Z in Hailey; Strahorn development project for 100 units approved by Bellevue City Council; assisting IEAD with structure of Spring educational program

Summary Highlights

- Two major new hotel projects actively progressing
- Continued progress to culinary institute implementation

Blaine County EDO
February 2020

Commerce Programs – waiting on internal Company discussions for Project Jester TRI application; inquiry to Commerce about emergency/disaster relief programs for not-for-profits organizations and events

Business Attraction – planning for rollout of formal talent need assessment for local businesses at 1Q forum; social media program on hold based on budgetary limitations following RFI responses

Business Expansion – Scheduled membership renewals with funding support from 6 companies

Business Retention – evaluating C-19 impacts on struggling businesses

Business Creation – Continued progress on SV Culinary Institute startup:

- Retrofit complete
- Equipment installed
- Interviewing 4 candidates for Head Instructor role
- Recruiting candidates in Idaho for 1st cohort of professional students
- Federal Apprenticeship application submitted to Dept of Labor

Placemaking – Continued meetings of Tourism Coalition to establish independent funding mechanism for regional marketing organization

Training – na

Other – advocacy for Sunbeam middle income housing developments with potential for 150 units mixed ownership and rental with P&Z in Hailey; assisting IEAD with structure of Spring educational program

Summary Highlights

- Two major new hotel projects actively progressing
- Continued progress to culinary institute implementation

Blaine County EDO
March 2020

Commerce Programs – suggestions to Commerce about centralized C-19 resource website, access to Economic Development Association CARES III funding tranche, new emergency/disaster relief programs for not-for-profits organizations and events through CARES IV lobbying, improved access to Reported Sales reports by ZIP from Tax Commission and Unemployment data from Dept of Labor

Business Attraction – all active business outreach programs deferred; passive response capabilities based on enquiries available for activation

Business Expansion – membership renewals lagging budget projections

Business Retention – shift in strategic focus to retention and survival support, participating in Blaine Co Emergency Coordination Committee, founding partner in Long Term Economic Recovery Subcommittee, advising business on CARES II SBA program nuances; planning webinars on SBA programs for industry sectors, starting economic analysis of C19 impacts on local businesses, tracking business C19 responses, ramped up monthly newsletter to weekly edition with practical advice to businesses, developing strategic business framework for post-C19 paradigm shift for mountain town communities, advocating for measured relaxation in shelter in place orders; initiated call to gather surplus PPE from membership for distribution to 1st responders

Business Creation –SV Culinary Institute opening with Ribbon Cutting event March 11th. Progress:

- Health Dept Certification and Certificate of Occupancy secured
- Facility outfitted and ready for operations; 1st external events delivered
- Continued recruiting for Head Instructor role
- 1st application received/continued recruiting for 1st cohort of professional students
- Federal Apprenticeship application awaiting approval by Dept of Labor
- Facility shutdown March 16 consistent with non-essential business closure orders
- Board of Directors discussion on forward strategy post C19

Placemaking – all active business placemaking programs deferred

Training – uncountable participation hours in webinars on CARES III Stimulus programs

Other – advocacy for ARCH low-income housing development with P&Z in Hailey; numerous event cancellations including IEAD Spring Conference, SV Film Festival, SV Writers Conference, Share Your Heart Ball, Janns Cup; all other active advocacy and outreach programs deferred

Summary Highlights

- All SVED efforts now refocused on community economic survival and thriving post C19

