

Business Plus, Inc.

November 2016

Dear Partners:

Business Plus held its Annual Meeting on November 3, 2016. Highlights include:

- Business Plus Board President **Jason Meyerhoeffer** welcomed attendees and publicly thanked First Federal's CEO **Alan Horner** for his long-time support of the community. Horner is retiring in January and Business Plus would also like to say thank you to Alan for supporting Business Plus and our mission.
- The 2016 Board of Directors unanimously voted to bring in new Directors **Tim Coles** of KMVT, and **Lloyd Smith** of Mountain West Realty, and add to our Executive Board **Jeff Harris** of Washington Federal. Officers from 2016 will serve again for 2017.
- I shared [The Housing Trilemma](#) diagram created by Josh Lehner of Oregon's Office of Economic Analysis. Lehner states that cities face tradeoffs in terms of housing affordability, job availability and quality of life. Economic growth presents itself as a cycle of Business Attraction, Talent Attraction, Workforce training, Housing Growth, Infrastructure, and Business Expansion. Communities are most successful in economic development when they pay attention to all the components and not focus on just one.

[HOUSING TRILEMMA DIAGRAM]

- **Idaho Central Credit Union** presented Business Plus with a check for \$10,000 to continue supporting our region's economic development. Thank you ICCU!
- SIEDO's Interim Director **Brad Wills** reported on SIEDO winning *Expansion Solutions* magazine's [2016 Award of Excellence](#) for success in growing our food processing and production industries. Congratulations to SIEDO and its partners!
- CSI's Workforce Development Director **Brandi Turnipseed** announced they are expanding their team and including new apprenticeship programs, a workforce retention & expansion program, and industry and continuing education training.
- Area reports were given by **Travis Rothweiler, Mike Williams, Doug Manning** and **Jeff McCurdy**. Infrastructure and growth is apparent throughout the region with Twin Falls downtown revitalization, Twin Falls Airport expansion, Jerome's high school, new jail and other pending projects, Burley's new Watco transportation facility and a new plastics-related company, and Rupert's YMCA and City Square.

[MAIN AVENUE DESIGN PROJECT ARTIST DESIGN]

- **Cindy Collins** and **Lloyd Smith** reported on the real estate market with observations that inventory is down, average sales prices are rising, and average days listings are on the

market is declining. Smith also noted that new construction is not reflected in comparables and that he is seeing a trend for millennials purchasing new homes with less maintenance.

- **Phil Kushlan**, former URA Director, CCDC Director, Bellevue Washington City Manager, and now public planning consultant, spoke about Economic Development, Talent Attraction and Place-Making. [Kushlan's presentation](#) was inspiring as we think about talent attraction and quality of life. Kushlan informed that people are picking place over career and the places they are choosing are *intellectual, recreational, social, and promote the sharing of ideas*.



- **Rebekah Yancey** President of the [Snake River Chapter of the Society for Human Resource Management \(SHRM\)](#) publically thanked Business Plus and SIEDO for assistance in attracting talent to our region. SIEDO's branding of Southern Idaho with "Feed your Soul," [12 COOL THINGS ...](#), video, Facebook, and other media.
- **Con Paulos** encouraged new investment and support of Business Plus and SIEDO stating his investment in economic development has had a measurable impact on increasing his company's profits.

Thank you to **Cable One** and **Elevation 486** for co-sponsoring this event!

We thank new and renewing investors **Cable One, Elwood Staffing, First American Title Company, Gem State Welders, Goode Motor Auto Group, Idaho Central Credit Union, J-U-B Engineers, Mountain West Realty, St. Luke's Magic Valley, Stevens Pierce & Associates, CPAs, and Wells Fargo Bank.**

If you would like to invest in our region, sponsor an upcoming event, or have questions about Business Plus or SIEDO, please give me a call.

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Mission Statement

Business Plus, Inc. is a regional non-profit organization made up of forward-thinking private businesses with the goal of growing our economy through job creation in the Magic Valley.

[Follow this link to Business Plus, Inc.'s website](#)

[Follow this link to SIEDO's website](#)

Investor Spotlight

Dot Foods was founded in 1960 by Robert and Dorothy Tracy with their brand promise: Trusted values. Innovative solutions. Shared growth.® Today Dot Foods offers more than 112,000 products and delivers them in LTL (less-than-truckload) quantities to distributors in all 50 states and over 25 countries. In 2015 Dot Foods' sales were \$5.8 billion with 2.8 billion pounds of product sold. Dot ranks 65th on Forbes list of America's Largest Private Companies.



Dot Foods has 10 distribution centers nationwide including one in Burley, Idaho, that opened in 2008. The Burley location has grown from 89 employees and 32 shipments per week to 335 employees and more than 144 shipments per week.

Last December Governor Butch Otter presented Dot Foods with the **2015 State of Idaho Award in Industrial Efficiency**. "Dot Foods has a major focus on watching energy consumption," says Dot Foods' Burley General Manager Anthony Soto. "The Burley distribution center has only existed for seven years, but we've managed to complete several projects to reduce energy usage and we intend to keep doing more."

Visit Dot Foods at www.dotfoods.com or call 208-678-6063.

Dot Foods has been an investor since 2014 and Anthony Soto serves on the Business Plus Board of Directors.

Recent Media

[Report: Twin Falls is a top choice for U.S. food processors](#) *Idaho Business Review*, November 11, 2016

[Department of Commerce creates new team to help existing businesses](#) *Idaho Business Review*, November 11, 2016

[Clif Bar CEO has company revenue and employee count growing](#) *San Francisco Business Times*, November 10, 2016

[Idaho Economic Outlook: Steady Signs of Good Economy](#) *Idaho Politics Weekly*, November 6, 2016

[Department of Commerce seeks change to TRI program](#) *Idaho Business Review*, November 4, 2016

[Wages on the way up in Magic Valley](#) *Times-News*, November 3, 2016

[Clif Bar Proves That Corporate Social Responsibility Can Win Customers](#) *Triple Pundit*, November 2, 2016

[SIEDO Recognized for Growing Food Processing and Production](#) *NewsRadio1310.com*, October 31, 2016

[Room to Rent: Does Twin Falls have enough Rentals?](#) *Times-News*, October 25, 2016

[Dot Foods climbs in list of large companies](#) *Times-News*, October 25, 2016

[Chobani to Start Offering Paid Family Leave To All Its Employees](#) *Huffington Post*, October 6, 2016

[Green Plant of the Year 2016: Clif Bar's Green Bakery Supports Corporate Ideals](#) *Food Processing*, October 5, 2016

Check Presentation

IDAHO CENTRAL CREDIT UNION



L-R: Laura Smith, Jeff May, Rebecca Wildman, Katherine Johnson and Brett Buckley

SIEDO

Application deadline for SIEDO's Executive Director Position is Sunday, November 20, 2016. Position description and announcement is listed [here](#).



Campaign Investors

PLATINUM (\$10,000-\$25,000)

First Federal*
D.L. Evans Bank
Idaho Central Credit Union

GOLD (\$5,000-\$9,999)

Columbia Bank
Cooper Norman, CPAs
Idaho Dairymen's Association
Idaho Power*
Project Mutual Telephone (PMT)*
St. Luke's Magic Valley*
Washington Federal
Woodbury Corporation
(Magic Valley Mall, Target, Best Buy
& Dick's Shopping Centers)

SILVER (\$2,500-\$4,999)

American Real Estate & Appraisal*
Dot Foods
EHM Engineers, Inc.
Elevation 486
Farmers National Bank
Givens Pursley, LLP
Idaho National Lab (INL)*
Intermountain Gas Company*
Lytle Signs
Mountain West Realty
Mr. Gas*
NOVOLEX/Hilex Poly
Oasis Stop 'N Go & Travelers' Oasis*
PCA Packing Corporation of America*
Times-News
United Electric Co-op, Inc.
U.S. Bank
Watkins Distributing*
Wells Fargo Bank
WillTran, Inc.
WOW Logistics
Zions Bank

BRONZE (\$1,000-\$2,499)

Alliance Title & Escrow*
Banner Bank
BBSI
Berkshire Hathaway HomeServices
Idaho Homes & Properties
Best Western Burley Inn
Blue Lakes Inn/Snake River Pool & Spa
Cassia Regional Medical Center -
Intermountain Healthcare*
Chobani
Clear Springs Foods*
Collins Connection - Kent & Cindy Collins
Berkshire Hathaway HomeServices*
Con Paulos Chevrolet
Eastern Idaho Railroad (EIRR)
Elwood Staffing

BRONZE Cont.

Farm Bureau Insurance
First American Title Company
Fisher Construction
Giltner, Inc.
Goode Motor Auto Group
J-U-B Engineers
K&T Steel Corp*
KMVT
McAlvain Group of Companies
Middlekauff Auto Group
Minidoka Memorial Hospital
Nelson & Co.
Nu-Vu Glass
Power Engineers
Starr Corporation*
TEC-Distributing of Idaho*
Titlefact, Inc.*
TitleOne*
Westfall & Westfall CPAs / Impact
Athletic Club*
Wills, Inc.*
Wills Toyota*

COMMUNITY (\$100-\$999)

Boccard Life Sciences
Cable One
Gem State Welders Supply*
i.t. Integrated Technologies
Moss Greenhouses
Neil Christensen Insurance
New Leaf Properties
Oregon Trail RV Park
St. Luke's Jerome*
Stevens Pierce & Associates CPAs*
Stratus Communications, LLC

IN-KIND SUPPORT

3-Day Kitchen & Bath
Cable One
Century 21 Riverside Realty
CH2M
Con Paulos Chevrolet
D.L. Evans Bank
Dot Foods
Elevation 486
Fabri-Kal
Farm Bureau Insurance
First Federal
Goode Motor Auto Group
Intermountain Gas Company
KMVT
Minidoka Memorial Hospital
Mr. Gas / Mr. Wash
NOVOLEX/Hilex Poly
Packaging Specialties of Idaho (PSI)
Project Mutual Telephone (PMT)
Starr Corporation
Times-News
United Electric Co-op, Inc.
US Bank
Watkins Distributing
Wells Fargo Bank
WOW Logistics

**indicates 10+ years of support since 2003*