

Business Plus, Inc.

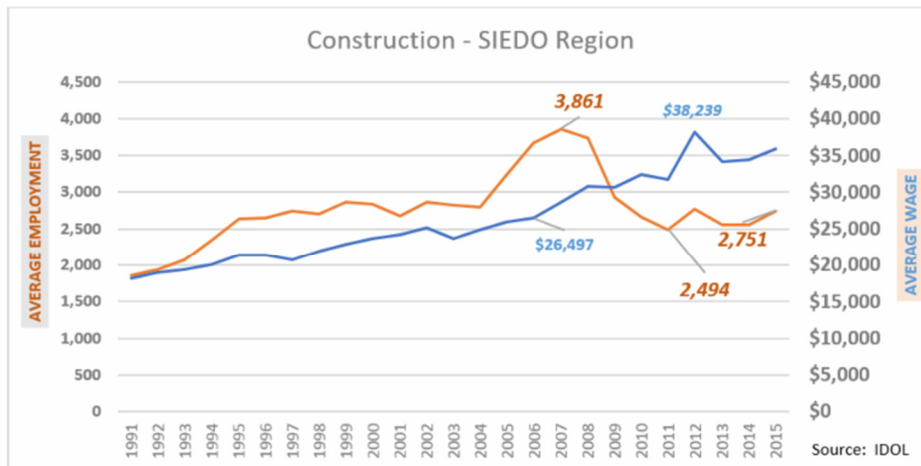
February 2017

Dear Partners:

This month Business Plus and SIEDO hosted area builders and developers for breakfast to talk about how economic development impacts builders in the Magic Valley. Brad Wills, SIEDO's interim director, outlined two positives for our region: a strong market for all building price points, and affordable housing opportunities. Negatives include a shortage of subcontractors and general laborers, and higher land and development costs. Other considerations include growth into rural areas and the creation of subdivisions, annexations, and the extension of city services.



Demand for building and housing has resulted in a 3.2 percent per year growth in construction jobs for the last three years. Construction wages are rising with a spike in wages in 2012.



Southern Idaho's growth and attractiveness has spurred the housing market, home prices and rental rates. Recent data indicates the average list price in the Magic Valley to be about \$258,066, an 1.08% increase over the same period last year.



	2013	2014	2015	2016
Twin Falls	\$198,360	\$202,977	\$224,299	\$248,908
Mini-Cassia	\$134,025	\$129,343	\$133,513	\$178,999



	2013	2014	2015	2016
Twin Falls	\$145,869	\$158,979	\$166,124	\$174,902
Mini-Cassia	\$129,426	\$125,471	\$129,150	\$142,537

For a new home construction, the average price is between \$184,900 and \$450,000. The price per square foot for newly constructed homes currently on the market ranges from \$131.32 to \$136.53.

Builders and developers in Southern Idaho are continuing to build the foundation for our future growth. We applaud their efforts in growing our communities and providing more housing opportunities. Thank you!

We thank new and renewing investors **American Real Estate & Appraisal, Cooper Norman, CPAs, Farmers Bank, Giltner, Inc., Minidoka Memorial Hospital, and Stephan, Kvanvig, Stone & Trainor.**

Please note we will not be holding a public First Quarter Board Meeting. Our Second Quarter Meeting will be in May with the date to be announced.

If you would like to join our investor group, please give me a call!

Rebecca Wildman
 Executive Director
 BusinessPlusInc@msn.com
 208-539-6470

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

Founded in 1919, privately-held Woodbury Corporation is one of the oldest and most respected full-service real estate development and management companies in the Intermountain West. You'll be excited to watch this [video produced by Woodbury](#) as it showcases Southern Idaho's retail beauty and allure.



Headquartered in Salt Lake City, Woodbury owns and manages over 13 million square feet of retail, industrial, hotel, residential and office buildings across 12 states. In Southern Idaho, Woodbury manages four distinct shopping centers: the Magic Valley Mall, Canyon Park East, Canyon Park West, and Target. These four shopping centers draw from a regional population of over 250,000 within a hundred-mile radius. The Magic Valley Mall opened in 1986 with anchor tenants JC Penney, Sears, Macy's, Shopko, and the Magic Valley Cinema 13. There are 130 retailers located within these four shopping centers.

Retail plays an important role in economic development providing more jobs than any other single sector in our region. Retail also plays a part in helping attract both business and people.



Business Plus and SIEDO appreciate the partnership and resources that Woodbury Corporation provides in helping strengthen our Southern Idaho economy.

Thank you Woodbury Corporation for being a Gold Level investor in Business Plus!

Consumer Oriented Outbound Trade Mission to Malaysia & Myanmar July 10-14, 2017

Don't miss this Outbound Trade Mission sponsored by the Western U.S. Agricultural Trade Association (WUSATA®) and the 13 Western State Departments of Agriculture.



This activity is an excellent opportunity for companies to learn more about Malaysia and Myanmar (Burma) markets, build business relationships, or continue to develop existing business relationships. Participating companies will have a variety of tours and one-on-one meetings with qualified buyers in the retail, food service, and ingredient sectors. The outbound is a great opportunity for companies to network and establish contacts with key buyers in both Malaysia and Myanmar.

[View details and registration here](#)

Recent Media

[Clif Bar continues Twin Falls investment](#) *Times-News*, February 28, 2017

[New extended-stay motel opens](#) *Times-News*, February 28, 2017

[Learning the ropes: Teens try our CSI science programs](#) *Times-News*, February 26, 2017

['What we do, we do well:' Gould praises virtues of Idaho Ag industry](#) *Idaho Press Tribune*, February 25, 2017

[Renewable energy can benefit agriculture](#) *KMVT*, February 22, 2017

[Magic Valley's largest car dealership buys shuttered twin Cinema 12](#) *Idaho Business Review*, February 21, 2017

[Middlekauff goes solar](#) *Times-News*, February 21, 2017

[Construction jobs rising in Magic Valley](#) *KMVT*, February 20, 2017

[Announcing the 2017 World's 50 Most Innovative Companies \(Chobani ranks #9\)](#) *Fast Company*, February 13, 2017

[Fabri-Kal produces earth friendly containers in Burley](#) *Times-News*, February 3, 2017

[Director's Blog: "Made in the Magic Valley"](#) *IDOC Director Megan Ronk*, February 2, 2017

[Our View: Making it in the Magic Valley](#) *Times-News*, February 1, 2017

[Southern Idaho Economic Development Organization appoints new executive director](#) *KMVT*, February 1, 2017

[Idaho Investment Guide](#) *Site Selection Magazine*

[Livability: Southern Idaho](#)

Check Presentation

D.L. EVANS BANK



L-R: Jim Evans, Rebecca Wildman, John Evans, Jr., and George Leonard

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 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

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 Hospital -
Intermountain Healthcare*
Chobani
Clear Springs Foods*
Collins Connection
Kent & Cindy Collins
Berkshire Hathaway HomeServices*
Con Paulos Chevrolet
Eastern Idaho Railroad (EIRR)
Elwood Staffing
Farm Bureau Insurance
First American Title Company
Fisher Construction
Giltner, Inc.

BRONZE Cont.

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*
Stephan, Kvanvig, Stone & Trainor
TEC-Distributing of Idaho*
Titlefact, Inc.*
TitleOne*
Westfall & Westfall CPAs / Impact Athletic Club*
Wills, Inc.*
Wills Toyota*
Zions Bank

COMMUNITY (\$100-\$999)

Boccard Life Sciences
Cable One
Doug Shelk CPA with Deagle
Ames & Co.
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*