
Clearwater Economic Development Association ANNUAL REPORT

January 1 – December 31, 2009

Development takes a team that can transform good ideas into reality! Thanks to all determined community leaders, competent project designers and coordinators, and willing funding partners!

MEMBERSHIP RETURN ON INVESTMENT

CEDA brought \$35 to the region for each \$1 invested by the CEDA membership.
A rate of return to the membership of 3,500%!

NEW MEMBERS

Bott Architects & Associates – Lewiston & Cottonwood
 Castellaw Kom, Architects – Lewiston
 Hingston Roach Group – Grangeville
 Northwest Intermountain Manufacturers Association
 Northwest Management – Moscow
 Sterling Savings Bank – Lewiston, Grangeville, & Moscow
 Stites, City of - Stites
 Thomas Dean & Hoskins – Lewiston

DONATIONS TO CEDA

| | |
|---|----------------|
| Sterling Savings Bank | \$5,000 |
| Community Reinvestment Project: Cash Match for RLF Program | |
| Avista Corporation | \$2,500 |
| Project: Membership to the Idaho Regional Optical Network | |

AWARDS & RECOGNITIONS

The North Central Idaho Telecommunication Consortium received a 2009 Inland Northwest Partners Award for working together to address rural telecommunication issues in the five-counties of North Central Idaho. CEDA has coordinated the working group since 2007.

GRANT AWARDS

In 2009, CEDA secured \$1,186,058 in grant funds for community-based and business development initiatives. Projects include:

| | |
|--|------------------|
| Cottonwood Community Center | \$150,000 |
| ICDB Grant, Idaho Department of Commerce Project: Community Center Renovation | |
| Idaho County – Airport Facility Study | \$ 25,000 |
| GEM Grant, Idaho Department of Commerce | |

Project: Funding to complete a design, and financial analysis for construction of a 40,000 square foot hangar at the Idaho County Airport.

Lewis County – Foundry Feasibility Study **\$ 9,500**
 GEM Grant, Idaho Department of Commerce
 Project: Funding to complete a feasibility study for a “lost foam” Foundry.

Konkolville Water Company – Expanded Facility Study **\$ 8,450**
 DEQ Planning Grant
 Project: Funding to complete a planning study for Konkolville Water Company.

Whiskey Creek Facility Plan **\$ 18,108**
 DEQ Planning Grant
 GEM Grant, Idaho Department of Commerce
 Project: funding to complete a planning study for the District

Nez Perce County-Port of Lewiston Container Dock Expansion **\$500,000**
 Rural Community Block Grant, Idaho Department of Commerce
 Project: 150’ Container Dock Expansion

Nezperce Library/Community Center **\$150,000**
 ICDB Grant, Idaho Department of Commerce
 Project: Phase II Construction of the City’s New Library/Center

Northwest Intermountain Manufacturers Market Development **\$ 50,000**
 EDA Technical Assistance Grant, US Department of Commerce
 GEM Grant, Idaho Department of Commerce
 Project: Funding to develop a marketing plan for NIMA.

Region II Public Transit Mobility Management **\$215,000**
 Idaho Transportation Department
 Project: Funding to Coordinate Public Transit in North Central ID

Wind Energy – Marketing Initiative **\$ 10,000**

 Rural Community Block Grant, Idaho Department of Commerce
 Project: Explore Wind Energy Supply Chain Needs to Match Local Manufacturers to Need.

RECAPITALIZATION of CEDA Loan Funds

USDA Rural Development Application **\$300,000**
Intermediary Relending Program
USDA Rural Development
 Project: Recapitalization of CEDA’s RLF program.

ECONOMIC & COMMUNITY DEVELOPMENT

Clearwater Economic Development District’s *Comprehensive Economic Development Strategy (CEDS)*: CEDA completed a complete revision of the regional economic development

strategy for the five-counties of North Central Idaho. An electronic copy of the 2009-2014 CEDS is posted on the CEDA website at: www.clearwater-eda.org. The CEDS involved completion of a community survey, a two-day strategic plan session with the CEDA Board of Directors and working councils as well as a “call for project” priorities. *Christine Frei*

Collaborative of Economic Development Professionals of North Central Idaho/Southeast Washington: CEDA hosted four (4) quarterly meetings of the economic development partners in the region. The purpose is to inform each other of actions being taken regionally to address economic development issues and capitalize on opportunities. *Christine Frei*

Telecommunication Initiative: CEDA worked with partners to prepare for funding solicitations for a fiber connection between Grangeville and Riggins and for the development of an open, multi-user Wide Area Network for the rural communities of the region. Activities included:

- Working with Frontier Communications to secure a Joint Resolution from the Idaho State Legislature recognizing the need for fiber connectivity between the cities of Riggins and Grangeville. HCR 21 successfully passed Spring 2009.
- Assisting FirstStep Internet in the efforts to submit a \$3 million telecommunication application to the USDA Rural Utilities Service and US Department of Commerce to construct the multi-user, Wide Area Network that will benefit 20 communities in the region. CEDA provided data information as well as took leadership in securing over 30 letters of support for the application. By December 31, 2009, FirstStep had been notified that their project was being strongly considered for funding.
- Working with the North Central Idaho Telecom Consortium and determining the level of value and support that should be given to the Idaho Regional Optical Network (IRON). With the financial assistance of Avista Corporation, CEDA joined the IRON organization as a “general associate.” The IRON membership allows CEDA members to connect to the IRON system without having to pay additional membership fees. *Christine Frei*

TeleMental Health Initiative: CEDA worked with the five hospitals in North Central Idaho, the Idaho Department of Health & Welfare, and the Region II Mental Health Board in the development of a private network system to provide adult and children’s psychiatric services throughout the region. Network equipment was purchased and installed and one of the four hospitals is providing services with purchased equipment. Infrastructure challenges have created delay with the project. Although functional, St. Joseph’s Regional Hospital is contracting with the Idaho Regional Optical Network and anticipates improvements in latency as soon as SJRMC is connected. Estimate date of connectivity: February 2010. CEDA agreed to work with mental health courts to determine possible connectivity to the network. *Christine Frei*

Idaho’s Mobility and Access Pathways (IMAP): CEDA secured Idaho Transportation Department funding and hired a Mobility Manager for the five-counties of the region. The new, CEDA program is assisting in coordination, planning, and development of projects to improve mobility within the region. *Deb Smith*

Economic Development Districts of Idaho: CEDA hosted the annual meeting of the executive directors of the six economic development districts in Moscow. The meeting included a meeting with University of Idaho President Duane Nellis and the U of I Innovation Council. CEDA also provided input to EDDI for presentation to the National Association of Development Organizations (NADO) on telecommunication and the need for grant funding for small, community projects. *Christine Frei*

Clearwater RC&D Western Conference 2011 Coordination: CEDA accepted an offer to partner with the Clearwater Resource Conservation and Development Council to coordinate their hosting of the 2011 Western RC&D Conference. This four-day conference will bring in 200 people to the local region coming from a ten state region.

Grantwriting 101 and Community Projects Classes: CEDA conducted three (3) two-hour classes in Grangeville on the basics of grant writing and developing community projects through LCSC Grangeville Outreach Center.

Lewis and Clark Bicentennial Appropriations: The Governor's Trail Committee funded the following projects with 2006 appropriations. CEDA manages the Lewis Clark Bicentennial Direct Appropriations for the committee.

As of December 31, 2009, seven (7) Lewis Clark Bicentennial projects remain open with an estimated \$26,744 in discretionary funds (unallocated). The Governor's Trail Committee will meet in April 2010 to wrap up the funding. *Jenni Schacher*

Community Projects in Implementation:

| Project: | CEDA's Involvement | Project Phase | Date to begin construction | Date for Completion | Responsible CEDA Staff |
|--|--------------------|----------------------------------|----------------------------|---------------------|------------------------|
| Lewiston Nez Perce County Regional Airport Southpark | Grant Admin | Design | Summer 2010 | Winter 2011 | Jenni |
| Pierce Water Upgrade | Grant Admin | Phase II Construction | | COMPLETE | Jenni |
| Riggins Wastewater Upgrade | Grant Admin | Construction | Fall 2009 | Spring 2010 | Jenni |
| Nezperce Infrastructure | Grant Admin | Construction | Summer 09 | COMPLETE | Rachel |
| Lapwai Valley Wastewater Treatment System | Grant Admin | Design | Winter 2010 | Fall 2010 | Jenni |
| Nezperce Community Center/Library | Grant Admin | Construction | Summer 2009 | COMPLETE | Jenni |
| Cottonwood Community Center | Grant Admin | Construction | Fall 2009 | Spring 2010 | Jenni |
| Port of Lewiston Dock Expansion | Grant Admin | Design | Spring 2011 | Summer 2011 | Jenni |
| Lewis Clark-Linking Key Sites | Project Oversight | Phase I – Survey of Participants | Winter 09 | COMPLETE | Rachel |

Community Projects in Development at the End of the Year:

| Project: | CEDA's Involvement: | Project Status: | Responsible CEDA Staff |
|---|---|--|-------------------------------|
| Nezperce Tribe Training Center | Technical Assistance | Feasibility Study Completed. Funding Solicitation | Rachel |
| Grangeville Multi-Tenant Social Service Facility | Technical Assistance | Funding Solicitation Feasibility Study | Siris |
| Center for the Arts, Lewis-Clark State College | Grant Writing | Funding Solicitation | Siris |
| Cottonwood Retirement or Assisted Living Center | Technical Assistance | Feasibility Determination | Siris |
| Orofino Water System Upgrade | Technical Assistance LMI Survey | Funding Solicitation | Rachel |
| Big Canyon Fire Station | Technical Assistance LMI Survey Grant writing | Funding Solicitation | Rachel |
| Professional Technical Training Center - Lewiston | Technical Assistance | Project Development | Rachel |
| Konkolville Water Company Water Project | Technical Assistance Grant writing | Grant/Loan Application Submitted – Waiting for Results | Rachel |
| Nez Perce County Fair Building – Energy Efficiency | Technical Assistance Grant writing | Grant Application Submitted – Waiting for Results | Rachel |
| | | | |

Additional Technical Assistance Given to:

- Whiskey Creek Water & Sewer, Water Study, Orofino
- Grangeville American Legion, Assisted Living Center, Grangeville
- City of Culatesac, Multi-purpose Center, Culatesac
- Hoodoo Sewer District, Wastewater Project,
- Winchester Community Center, Winchester
- Winchester Fire District, Winchester
- Orofino Senior Center, Orofino
- City of Moscow, Brownfields, Moscow
- Rapid River Water & Sewer, Water Project, Riggins
- CABS, Public Transit Project, Riggins
- City of Pierce, Downtown Revitalization, Pierce
- Elks Club, Grangeville
- City of Weippe, Community Center, Weippe

CEDA's Responses to RFP for Grant Writing & Administration

1. Framing Our Community
2. Big Canyon Fire District

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3. City of Library Community Center
 4. City of Cottonwood Community Center
 5. City of Kamiah Wastewater System

BUSINESS DEVELOPMENT

- **Northwest Intermountain Manufacturers Association (NIMA) Sustainability:** Through 2009, CEDA provide professional and administrative services as well as cash flow to Northwest Intermountain Manufacturers Association to assist them in further the needs of regional manufacturers.
- **NIMA Marketing Development:** CEDA secured funding and is managing a project to develop a Marketing Communication Plan for the region's manufacturers. A draft of the document is completed and is pending final revisions. CEDA is working with NIMA and a consultant on NIMA website development and market tools. Project shall be complete by June 2010.
- **NIMA ASSET Program – Preliminary Planning:** NIMA and CEDA worked collaboratively to research the development of a program to link small manufacturers to “problem part” US Department of Defense contracts. CEDA developed a funding solicitation that was sent and is currently in review to Oklahoma State Enterprise Center. This initiative shall be a “high priority” for 2010. *Christine*
- **International Trade Initiative:** CEDA managed a USDA Rural Business Enterprise Grant funded initiative that assisted three (3) local manufacturers in export marketing. CEDA is continuing to work with partners to utilize remaining funding to develop a boat manufacturing clustering export development initiative.
- **Foundry:** CEDA managed the development of a feasibility study to establish a local “lost foam” foundry. CEDA is continuing to work with a business in financial and location considerations of the foundry.
- **Wind Farm Manufacturing Opportunities:** CEDA solicited and secured funding and provided project management to the Northwest Intermountain Manufacturers Association in researching opportunities for local manufacturers to enter the supply chain for large wind turbine manufacturers. Research determined that large wind turbine manufacturers do little outsourcing; however, opportunities exist in supplying small wind turbine manufacturers. The final report was completed August 2009.
- **Idaho County Airport Facility:** CEDA secured GEM grant funding and is providing grant administration services to Idaho County in the development of a facility plan for a multi-tenant hangar at the Idaho County Airport. The project is currently completing procurement for engineering consultation.
- **Palouse Lewis Clark Wine Alliance “American Viticultural Area” Initiative:** Since April 2009, CEDA has worked with local grape growers to find funding to help them make application to establish an American Viticultural Area. CEDA has partnered with Sage Community Resources on an EDA Technical Assistance Grant that will provide funding for this initiative as well as funding for marketing Idaho wines. The grant is pending final, funding approval.

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- **Comtech AHA Facility Lease:** Comtech AHA, Moscow renewed its lease in the Alturas Park Building owned by CEDA. The lease will be renegotiated in five years.
 - **Other Technical Assistance Provided for Business Development (Outside of CEDA's Loan Department)**
 - Silos Square, Moscow
 - Alturas Multi-Tenant Facility, Moscow
 - Alternative Energy Systems, Lewiston-Clarkston
 - Pineda Post & Pole, Whitebird

2009 Business Finance Highlights:

New Loan Activity: CEDA closed 5 new loans during 2009 the aggregate dollar amount of which totaled \$379,000. As a result 6 new jobs were created and 8 were saved. For comparison, the average over the past ten years has been 11 new loans per year totaling \$500,000.

New loans during 2009 included one start-up, two expansion projects and two loans to help retain existing businesses. The locations of these businesses include one in Clearwater County, one in Idaho County, one in Latah County and two in businesses located in Lewis County. *Note: Since Jan 1, two loans have been closed to finance Nez Perce County businesses.*

Portfolio Status

The overall dollar amount of the portfolio grew by 4% (\$87K). The number of loans in the portfolio dropped from 47 to 45. Six loans were paid off during the year and the \$1,237 balance of another was written off as bad debt. The overall health of the portfolio deteriorated slightly during 2009. The number of past due accounts grew from 5 to 7 and one borrower went into default. Current expectations are that the \$53,000 balance of the defaulted loan will be recovered.

Capital Base

CEDA was awarded a fourth USDA Intermediary Relending Program (IRP) loan pending our ability to raise \$45,000 in local capital to invest in the fund. Sterling Saving Bank has contributed \$5,000 toward that effort and Zions Bank is strongly considering a contribution. Once in place a total of \$345,000 will be added to CEDA's loan capital base. USDA has also awarded CEDA a \$23,000 grant via the Rural Business Enterprise Grant program to expand that loan fund. These new resources will bring CEDA's total loan capital base to just under \$3 million.

20th Anniversary

September 2009 marked the 20th anniversary of the establishment of CEDA's small business financing program as it exists today. During those 20 years:

- The capital base of the program has grown from \$467,000 to what will soon be \$3 million with our new USDA awards.
- 198 loans totaling over \$7 million have been issued by CEDA via direct loans to borrowers located throughout the region.
- These loans helped to create and/or retain 677 jobs at local businesses, and
- Leveraged \$14 million in private investment and financing into the same projects.
- Bad debt write-offs have equaled 3.5% of the amount loaned and have been offset by additions to capital from operations.

Small Business Finance Activity

| | New Loans 1 Year Ended Dec. 31, 2009 | New Loans 3 Years Ended Dec. 31, 2009 |
|--|---|--|
| Projects Financed | 5 | 23 |
| Amount of CEDA Financing | \$378,795 | \$1,645,673 |
| Amount of Private Financing Leveraged | \$819,828 | \$2,617,969 |
| Jobs Created and Retained | 49 | 120 |
| <u>Project Distribution</u> | | |
| Asotin County | 0 | 2 |
| Clearwater County | 1 | 5 |
| Idaho County | 1 | 3 |
| Latah County | 1 | 7 |
| Lewis County | 2 | 4 |
| Nez Perce County | 0 | 2 |
| <u>Total Project Distribution</u> | 5 | 23 |

OTHER ACTIVITIES

Support Letters Provided:

- Moscow Smart Growth Grant Application
- Nez Perce Tribe Brownfield Grant Application
- Moscow Industrial Park
- North Central Idaho Travel Association Funding Solicitation
- Nez Perce Tribe Broadband Grant Application
- First Step Internet Broadband Grant Application
- Lewis Clark MPO TIGER Application
- Port of Clarkston Industrial Park Feasibility Study Application

Meeting Attendance:

- Big Canyon Fire District Commissioner Meeting, Rachel
- Big Canyon Public Hearing, Rachel
- City of Grangeville Luncheon with the Council, Christine & John
- City of Lewiston Working Council, Meeting, Christine & Jenni
- City of Moscow – Meeting with IDC Director Don Dietrich, Christine
- Clearwater Basin Collaborative, Grangeville, Christine
- Clearwater County Commission Meeting, Rachel
- Clearwater County Economic Development, John
- Clearwater RC&D Annual Meeting, Grangeville, Christine & Siris
- Clearwater RC&D Council Meetings, Christine
- Cottonwood City Council – Jenni & Rachel
- Economic Development Districts of Idaho Meeting, Moscow, Christine
- Human Needs Council, Grangeville, Christine & Siris

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- Idaho Department of Labor/City of Moscow Joint Meeting, Moscow, Christine
 - Idaho RC&D Meeting, Lewiston, Christine & Jennifer
 - Idaho Tech Council Focus Group Session, Moscow, Christine
 - Idaho Transportation Department District II Corridor Study Meeting, Deb
 - Ida-Lew Economic Development Council, John
 - Inland NW Partners, Spokane, John & Christine
 - Inland Pacific Hub Meeting, Pullman, Deb & Rachel
 - Konkolville Water Commission Meeting, Rachel
 - Latah County – Christine
 - Latah Economic Development Council, Christine
 - LCVMPO Downtown Circulation Study, Lewiston, Deb
 - Lewis Clark State College Business Division Luncheon, Lewiston, Christine
 - Lewis Clark State College Workforce Training Advisory Committee Meeting, Christine
 - Lewiston Chamber of Commerce Legislative Luncheon, Lewiston, Christine, Rachel, and Deb
 - Lewiston Chamber of Commerce, Lewiston, Christine
 - Lewiston City Council – Jenni & Christine
 - Lewiston Economic Development Leadership Council, Christine
 - Lewiston Nez Perce County Airport Open House, Christine & Jenni
 - Nez Perce County – Jenni & Christine
 - Nez Perce Tribal Enterprises – Business Classes, John
 - Nezperce Celebration of Community Center/Library & New Streets
 - Nezperce City Council – Rachel and Jenni
 - NIMA Board of Director Meeting, Lewiston, Christine & Jennifer
 - Northwest Intermountain Manufacturers Association Board of Director Meetings, Lewiston, Christine & Jennifer
 - President Nellis Inauguration, U of I, Lewiston, Christine & Rachel
 - Rapid River Water & Sewer Commission Meeting, Rachel
 - Region II Mental Health Board Meeting, Lewiston, Christine
 - Riggins City Council, Jenni
 - Stites City Council – Siris & Christine
 - University of Idaho Bioregional Planning Meeting, Kamiah, Rachel
 - University of Idaho Entrepreneurial Awards Dinner, Moscow, Christine
 - Valley Vision & Washington State University – Luncheon with President Floyd, Pullman, Christine
 - Valley Vision Business Retention & Expansion Committee Meeting, Christine
 - Valley Vison Annual Meeting, Christine
 - Walt Minnick Conference Forum on Broadband Initiatives, Christine
 - Whitman County – Latah County Joint Meeting – Breakfast, Economic Development Panel, Christine

Conferences & Workshop Attendance:

- ITD District Coordinating Council, Rachel & Christine
- IMAP Workshops – Moscow, Lewiston – Rachel & Christine
- Idaho Rural Partnership Effective Meetings Workshop, John, Christine, Rachel, Tim
- ITD District Coordinating Council, Rachel & Christine
- Northwest Community Development Institute, Boise, Jenni & Rachel
- ICDBG Application Workshop, Orofino, Rachel
- National Business Institute Comprehensive Planning and Land Use Law, Boise, Christine and Rachel

- Inland Northwest Partners, Spokane, John and Christine
- Leadership to End Poverty Summit, Monastery of St. Gertrude, Cottonwood, Siris
- Tables of Hope Food Forum, Lewiston, Siris

STAFFING

| CEDA Staff: | Position: | Years of Service: |
|--------------------|--|--------------------------|
| Christine Frei | Director | 8.5 |
| John Lane | Business Programs & Finance Director | 13.5 |
| Rachel Stocking | Project Development Specialist | 5.5 |
| Deb Smith | Mobility Manager | .3 |
| Jenni Schacher | Grant Administrator* | 10.0 |
| Jennifer Norberg | Office Administrator | 2.0 |
| Angie Elliott | Business Loan Administrative Assistant | 2.0 |
| Siris Silva | Project Assistant, Vista Volunteer | .5 |

Note: Jenni Schacher will be leaving CEDA. Her last day is February 26, 2010. We are grateful for her dedication to CEDA and for her service to North Central Idaho.

Staff Certifications:

- Idaho Community Development Block Grant – Jenni Schacher, Rachel Stocking, Christine Frei
- Professional Community & Economic Development (PCED) – Christine Frei
- Notary Public – John Lane

Accounting Services: Steve Lohman, CPA, Lohman Accounting
Andrea Brayden

Auditor: Mike DeCoria, DeCoria Maichel & Teague

LEADERSHIP

| | |
|-----------------------|---|
| LeAnn Trautman | CEDA Chair City Clerk, City of Winchester |
| Rob Lohmeyer | CEDA Vice-Chair Dean, Lewis-Clark State College, College of Business Tech |
| Rick Laam | CEDA Past Chair City Administrator, City of Orofino |

CEDA MEMBER/Representative

Counties

| | | |
|------------|---------|----------|
| Clearwater | Stan | Leach |
| Idaho | James | Rockwell |
| Latah | Jack | Nelson |
| Lewis | Carroll | Keith |
| Nez Perce | Mike | Grow |

Cities

| | | |
|------------|-------|-------|
| Cottonwood | Denis | Duman |
|------------|-------|-------|

| | | |
|---|----------|------------|
| Craigmont | Raina | Frei |
| Culdesac | Joanne | Schetzle |
| Deary | Russell | Foster |
| Elk River | Rebecca | Patterson |
| Grangeville | Jeff | Kutner |
| Kamiah | Bob | Olive |
| Kendrick | Dale | Lisher |
| Lapwai | Ricky | Hernandez |
| Lewiston | John | Currin* |
| Moscow | Tim | Brown |
| Nezperce | Steve | Bateman |
| Orofino | Rick | Laam |
| Peck | Nancy | Greene |
| Pierce | Greg | Gerot |
| Riggins | Robert | Crump |
| Stites | Karen | Braun |
| Weippe | Elwin | Hutchins |
| Winchester | LeAnn | Trautman |
| Tribal | | |
| Nez Perce Tribe | Ann | McCormack |
| Taxing Districts | | |
| Juliaetta/Kendrick RD | Chantell | Hoisington |
| Port of Lewiston | Jaynie | Bentz |
| Educational Institutions | | |
| LCSC | Rob | Lohrmeyer |
| University of Idaho | Gene | Merrell |
| Economic Development Organizations | | |
| Clearwater RC&D | Mike | Bowman |
| Latah EDC | Paul | Kimmell |
| NCITA | Heather | Killgore |
| Utilities | | |
| Avista | Mike | Thomason |
| Private Industry & Other | | |
| Idaho Department of Labor | Kellye | Sharp |
| Zions Bank. | Lee | Gibbs |
| US Bank | Crystal | Hastings |
| Valley Transit. | Tom | LaPointe |
| NIMA | Lenny | Hill |
| Hingston Roach Group, Inc | Lorraine | Roach |
| Thomas, Dean, & Hoskins. | Justin | Wilson |
| Northwest Management, Inc. | Vincent | Corrao |
| Bott & Associates Architects | Don | Bott |
| Sterling Savings Bank | Lorrie | Asker |
| Castellaw Kom Architects | Larry | Kom |

Note Dennis Ohrtman has assumed the City of Lewiston representation since 12/31/09.*

Clearwater Economic Development Association Organizational Chart As of 12/31/09

