



Photo by Sharon Fisher

CFO Alistair Rock, left, and CEO Troy McClain, right, aim to take corporate training to new heights at Tovuti.

Catching up with Tovuti, which wants to disrupt corporate training

By SHARON FISHER
Idaho Business Review

Troy McClain is quick to say that his company, Tovuti, is not a technology company: It's a positive culture company.

"We are a positive culture company that is supported by a superior product, which is technology that is disrupting the market," said McClain, Tovuti's

CEO and a 2019 IBR CEO of Influence honoree.

The market that McClain wants his company to disrupt is corporate training and education. Subscription-based education businesses – like Boise State University's Passport to Education – are up 800% from 2016 and the global online education market is expected to reach \$286 billion by 2023, he said, citing various industry sources.

The company, currently based in west Boise, doesn't design courses, but built an authoring tool that allows people to do that themselves, McClain said. Clients – about three dozen thus far, comprising more than 100,000 registered users – white-label Tovuti technology to sell courses to their customers.

Generally, clients provide their own

See TOVUTI, page 14

U.S. News ranks Idaho as 16th best state

By STEVE SINOVIC
Idaho Business Review

The Gem State might be tops on a lot of recent "best of" lists, and the latest U.S. News and World Report best state rankings sees Idaho making a respectable showing.

In its third annual survey published May 14, the magazine scored Idaho No. 16 overall out of the 50 states for how well it's providing key services and opportunities for its residents.

Idaho, which slid from last year's No. 12 spot, was rated No. 32 in the first year of the survey.

The list factored in states' health care, education, economy, infrastructure, public safety, opportunity and the fiscal stability of its state government, among other factors.

When all of the numbers were crunched, Idaho didn't finish first in any individual category, but it did come away with good marks for the economy, crime, fiscal stability and natural environment, with rankings of sixth, eighth, 11th and 15th, respectively.

It was ranked No. 26 on health care, No. 33 on education, No. 29 for infrastructure and No. 35 for opportunity.

The ranking, the editors assert, might not cover everything, but it addresses a lot.

See RANKING, page 14

Lyft, Uber drivers find financial success with strategic investment

By LIS STEWART
Special to the IBR

Editor's note: This is the final installment in a four-part series on the gig economy.

Monday through Wednesday, Jason Pease's day starts at 3 a.m.

Pease hits the road in the dark in his 2015 Toyota Prius, listening for the tell-tale notification that comes from the iPad set up on the dash, signaling someone wants a ride.

The Boise resident is a driver for ride-hailing apps Uber and Lyft. He runs both apps on a split screen — Uber on the left, Lyft on the right — to increase his number of ride requests, turning off one app when he accepts a request from

the other. He is not picky about which app he drives for; both apps take a portion of the proceeds from each ride and may provide special pricing or bonuses for drivers depending on factors such as location or time of day. He ensures he is profitable through calculated investment.

"You have to be very strategic because Lyft and Uber have cut down to the drivers so much. They're nickel and diming the drivers, causing the drivers to have to figure out a way to survive," Pease says. "I've done well because I'm strategic, but a lot of drivers don't."

See GIG ECONOMY, page 14



Photo by Fiona Montagne

Jason Pease sells real estate and drives for Uber and Lyft to make extra money.



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Business Viewpoints

Four ways private banking provides value to business owners

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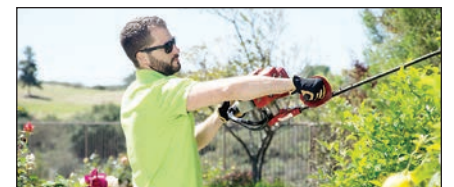
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Lawn care startup looks to make some green in Boise

By STEVE SINOVIC
Idaho Business Review

An on-demand lawn maintenance business has brought its app to Boise.

Inspired by the likes of the Uber ride-sharing app, Lawn Love hopes the same approach will work for those who need their grass mowed, bare lawns sodded, trees trimmed and more.

Like Uber, tech startup Lawn Love doesn't actually do any of the labor. Rather, it's in the business of pairing customers with local lawn care providers, and taking a portion of the fees for the work in exchange for convenience.

The five-year-old tech-startup aims to streamline the outsourcing of lawn care services. Already, the company has hundreds of customers in Boise and partnerships with over 40 Boise lawn care businesses, according to CEO and founder Jeremy Yamaguchi.

"Traditionally, homeowners have had to wait for a lawn care provider to physically come to their property, offer a quote and then schedule a service. It can take weeks to get the job done after the initial contact is made," said Yamaguchi.

Now operating in 120 cities in 41 states, Yamaguchi said the company's contractors are doing "tens of thousands of jobs" every month.

To avoid a turf war, he said the firm prefers to partner with local lawn and garden professionals rather than displacing them, and offers them software and marketing they might not otherwise have.

Customers can get a quote and book service at lawnlove.com where a form gathers details about the address and lawn care requests and then pairs them with local contractors.

The company generates the quote by using satellite imaging to map the lawn sizes.

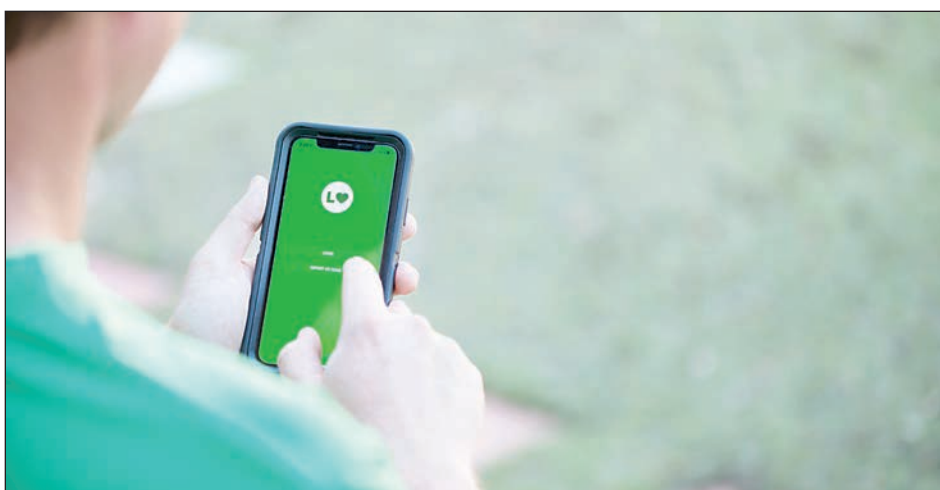
The concept for Lawn Love was born when Yamaguchi spent hours searching for quality lawn services for his property in San Diego.

"I realized that outsourcing lawn



Photos courtesy of Lawn Love

A Lawn Love worker tackles a yard chore for a customer. The service now is available in Boise.



Lawn Love contractors check out requests for yard work via an app.

care was a serious hassle for homeowners, and that was because service providers had zero technology to better their operations. So I decided to build something that makes the entire experience more streamlined for both customers and lawn care professionals," Yamaguchi said.

Each independent contractor goes through a background check and an assessment of their lawn care skills before they can begin work. Users can schedule a wide range of services including mowing, weeding, aeration, gutter cleaning and more.

Prescreening includes background checks, work eligibility, prior lawn care experience and equipment.

States are opening offices of outdoor rec. Will Gov. Little?

ROCKY BARKER

Correspondent to the Idaho Statesman

Twin Falls economic recruiters were leery.

How would the values of a Republican farm community in the Magic Valley match up with a progressive food company that was looking for a new home?

The company touted its environmental values and its aspiration to help save the planet, a message some community leaders thought might clash with Twin Falls' own pastoral history. But the Twin Falls Chamber of Commerce went forward anyway, and when Clif Bar officials showed up to see the proposed bakery site, they were pleasantly surprised.

"We were more concerned about not showing off the sugar factory, but they were asking how far it was on bike to the south hills," said Shawn Barigar, executive director of the Twin Falls Chamber of Commerce.

The extensive mountain bike trail system and access to the Snake River were important attributes for Clif Bar, which makes energy bars marketed to outdoor enthusiasts nationwide. Now it has more than 290 employees in Idaho and has invested more than \$100 million into the state economy.

That success has prompted Twin Falls to look for more opportunities to develop outdoor recreation and tie them to economic opportunities, Barigar said.

Now Idaho Gov. Brad Little and other statewide leaders are hoping to do the same — but unlike other states that have created a new state agency strictly for that purpose, these leaders hope to craft a solution without a new layer of government.

Finding growing value in outdoor recreation

Twin Falls isn't alone in its ability to harness the economic impact of accessible wilderness and outdoor recreation.

Boise has expanded trails, parking and access to its foothills, along with new parks and its popular Greenbelt and river recreation. Couer d'Alene has kept its waterfront open and developed Tubbs Hill for hiking. Rural communities from Salmon to Stanley to Orofino have cashed in on the whitewater and fishing opportunities in our rivers. Outfitters and guides take guests



Photo courtesy of Erik Boomer

A kayaker navigates the North Fork of the Payette River, the location of the North Fork Championship kayaking competition. Outdoor recreation is big business in Idaho.

deep into Idaho wilderness and canyonlands.

Little recognized that growing value of outdoor recreation in Idaho's economy in January's State of the State address, pointing out that the outdoor recreation industry directly accounts for 78,000 jobs in the state.

He is exploring ways to build on that idea by examining a nationwide trend to open specific state offices to promote what has become the fourth most powerful economic sector in the nation (behind hospitals, other health care, financial services and insurance). Eleven states now have some form of an "Office of Outdoor Recreation." Seven other state offices are under development.

Idaho once saw recreation and tourism as a minor supplement to Idaho's traditional industries like agriculture, mining, timber and manufacturing. But today, outdoor recreation accounts for \$7.8 billion in consumer spending in Idaho, according to the Outdoor Industry Association. That's on a similar scale as the agriculture industry.

The Bureau of Economic Analysis, which published its first report in February 2018, showed outdoor pursuits, such as skiing, biking and boating, accounted for \$373.7 billion, or 2%, of GDP in 2016.

In his State of the State, in addition to Clif Bar, Little gave a shout out to Smith Optics, Buck Knives, Vista Outdoor, and even little Dragon Fly Tarps in Arco, which supplies the outdoor industry.

"Idaho's lands and waterways provide unparalleled outdoor recreation opportunities, enhancing the quality of life for Idahoans and attracting visitors, which in turn, powers urban and rural economies across our state," Little said.

How an office dedicated to recreation could work

An office of outdoor recreation would coordinate between government and private interests to benefit outdoor recreation and its related businesses.

"Five years ago there were no outdoor recreation offices in the country," said Rachel VandeVoort, director of the Montana Governor's Office of Outdoor Recreation.

These offices have already had great success. In Oregon, the new data related to the outdoors prompted Nike to reinvest in outdoor recreation. In Colorado, VF Corporation, the holding company for The North Face, JanSport, Smartwool, and other outdoor related brands, cited Colorado's outdoor activities and lifestyle when it announced that it was moving its global headquarters to Denver in 2018.

Little has been watching this growing movement for several years. As governor, he put his agencies and staff, including representatives from the Idaho Department of Commerce, Idaho Department of Fish and Game, and the Idaho Department of Parks and Recreation, to work to create an Idaho solution.

"Our office is in the early stages of determining the best way to proceed with this important endeavor," said Marissa Morrison, Little's press secretary. "At this point, there are no plans to create an Idaho Office of Outdoor Recreation."

But he may not need one. The Idaho Recreation and Tourism Initiative has brought state and federal agencies together since the late 1980s to coordinate funding and recreation initiatives, said Matt Borud, marketing

See RECREATION, page 13



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Health care administrator opens call center in Boise

By STEVE SINOVIC
Idaho Business Review

A Maryland-based administrator of consumer-directed health care savings accounts has officially opened its Boise call center and is looking to hire 60 new employees.

ConnectYourCare hosted an open house and tour of the facility at 6074 Discovery Way on May 15, an event that drew Idaho Gov. Brad Little, Boise Metro Chamber of Commerce officials and other community leaders.

While it officially opened for business in December, ConnectYourCare now has 40 employees on board and is looking to eventually scale up to 100 workers, said a company official.

ConnectYourCare works with employers of all stripes – as well as individual business owners – to primarily help administer self-funded health savings, flexible savings and retirement health accounts. These accounts are typically funded from employees' paychecks, sometimes with an employer contributing, and used to pay medical bills not covered by insurance. Others are used by individuals in retirement after the accounts have grown in interest-bearing instruments like mutual funds.

Clients range from "Joe's Pizza Parlor to Fortune 100 companies," said Steve Grieco, ConnectYourCare CEO. He said the firm, which is headquartered in the Baltimore area, looked at six other states before deciding on Idaho to open its second call center. The East Coast is covered by ConnectYourCare's call center facility in St. Petersburg, Florida.

"Boise is the perfect location to help us continue our growth and expansion in the United States," Grieco said. "The local talent pool and proximity to West Coast customers made Boise an easy choice. We'll grow nicely here."

"We wanted a location with a really skilled workforce, and Boise has a great quality of life, so it checked a lot of our boxes," added Tim Sand, ConnectYourCare's chief operating officer.

In coming months, Grieco said the business hopes to hire more workers to serve in client service and account executive roles and build its business footprint



Photo courtesy of ConnectYourCare

Gov. Brad Little does the honors at the recent opening of the ConnectYourCare call center in Boise.

with Idaho employers and small business owners.

Following tenant improvements, ConnectYourCare leased 10,000 square feet of office space in the Columbia Building. Because clients' accounts are governed by HIPAA privacy requirements, staff members go through extensive training to help clients service their accounts, handle claims, issue debit cards, and perform other tasks so they can maximize their benefits.

"We are dealing with (medical) claims, so security of utmost importance to us," said Sand.

Attendees toured the new location and heard about the company's market expansion plans, including dozens of new, competitively compensated jobs and bene-

fits for all employees.

"Idahoans need predictable health care expenses and the security to pay for medical costs in the event something happens," Gov. Little said. "ConnectYourCare is bringing their business model to the Idaho market, and offering Idahoans more health care security options."

The company has been recognized nationally as a provider of health care savings accounts with a consumer-directed approach. In 2018, ConnectYourCare received several growth-based distinctions, including being named to the Baltimore Business Journal's Fast 50 and Inc. Magazine's 5000 List.

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Joyce Hemmer has 13 years of litigation experience representing personal and business interests throughout Idaho. With a J.D. from William & Mary Law School and a B.A. in Journalism from UNC-Chapel Hill, Joyce excels in legal writing and enjoys putting her skills to work for her clients. Joyce maintains a broad range of practice areas, including professional liability, medical malpractice, commercial disputes, product liability, premises liability, insurance defense and contract actions.

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McCall gears up to provide broadband internet

By SHARON FISHER
Idaho Business Review

McCall hopes to become a destination for tech workers, and it is looking to broadband internet to attract them.

In response to an economic development summit last fall that found the McCall region had insufficient broadband internet, a regional organization held a meeting that is expected to lead to a feasibility study to improve it.

The West Central Mountains Economic Development Council held its third annual economic development summit in October. At the time, participants agreed that the lack of sufficient broadband internet was the community's biggest barrier to economic and community development.

The organization has been trying to encourage tech workers from expensive regions such as San Francisco and Seattle to migrate to their area and telecommute, and to attract young talent in general, but high-speed, reliable internet is necessary.

On May 17, the organization held a four-hour meeting to focus specifically on broadband internet in the region.

"The intent of the meeting was to educate folks about options for enhanced broadband, introduce them to some successful models and ask them to sign on as stakeholders for an action plan that will include a middle- and last-mile feasibility study, and eventual build-out of new infrastructure, once a specific course of action is determined," said Andrew Mentzer, executive director of the council.

Most of the local attendees, whom

Mentzer did not name, signed on, he said.

The details of exactly how broadband internet might be implemented in the region won't be known until the organization does a feasibility study, Mentzer said.

"Our region has several unique factors that might present challenges – or opportunities," he said. "This will be a long-term project. For now, we're focused on outreach and defining a process that will point us in the right direction."

Next, Mentzer said the priorities are finding funding for the feasibility study and a consultant experienced in rural, low-density modeling. In addition, the region may ask cities and counties to pass a declaration that broadband is an "essential service," he said.

Speakers included representatives from the cities of Ammon and Emmett, which have gained nationwide renown for stringing and running their own fiber-optic networks.

Other speakers included Jeremy Pietzold, a member of the city council in Sandy, Oregon, which runs its own fiber-optic network; Rich Sykes, mayor of Mountain Home, who is working to set up a fiber-optic network; Chris Curtin, systems engineer for the city of McCall; Robert Peterson from Entrypoint Solutions, a Salt Lake City-based company that has worked with Ammon; Mark Erikson of the Economic Development Authority of Winthrop, Minnesota; and Deb Socia, Chris Mitchell and Cat Blake from Next Century Cities, an East Coast nonprofit that encourages broadband internet development and co-sponsored the event, according to the organization's website.



Rendering courtesy of Coeur d'Alene Bancorp

Coeur d'Alene Bancorp is building a new branch in Post Falls, to be completed this summer.

Coeur d'Alene bank expanding to Post Falls

By SHARON FISHER
Idaho Business Review

Coeur d'Alene Bancorp, a three-branch bank in North Idaho, is opening a fourth branch in Post Falls this summer, funded through a \$5 million private placement.

The state-chartered bank was founded in 2001 and has assets of \$130 million.

"95% of our loan portfolio is businesses," such as constructing buildings and buying equipment, says CEO Wes Veach.

After last year's acquisition by First Interstate BancSystem of Community 1st Bank, based in Post Falls, and Idaho Independent Bank, based in Coeur d'Alene, Coeur d'Alene Bancorp – branches of which are called bankcda – is the only independent bank in the region, Veach said.

Those acquisitions have helped raise its profile, Veach said.

"We definitely have people who want to bank at a smaller bank where they can talk to the president, and where we make decisions here in Coeur d'Alene, where we drive by their project every day," he said.

With the First Interstate acquisition, decisions about Coeur d'Alene loans are being made in Seattle, Veach said. That's not for everybody, he said.

"We are not all things for all people," he said. "We know what we do well, and we do it."

In addition to Post Falls, bankcda has branches in downtown Coeur d'Alene, Kellogg and Hayden, Veach said. He was planning to open a branch in Post Falls anyway, but the acquisitions provided an added benefit. The 1,500-square-foot branch is located near Northwest Specialty Hospital. Veach added that he may build others in Coeur d'Alene or Spokane.



Wes Veach



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IN BRIEF

Boise city council president announces she'll run for mayor

Boise City Council President Lauren McLean has announced she'll challenge longtime Boise Mayor Dave Bieter in the November election.

McLean in the announcement Monday says she's frustrated with how the city is handling growth and what she says is a lack of transparency with the current city administration.



Lauren McLean

Bieter has been Boise's mayor since 2004 and announced several weeks ago he would seek a fifth term in November.

On his website he sites past accomplishments and plans for the future.

Bieter appointed McLean to the city council in 2011, a post she defended later that year in an election and again in 2015. She has been the city council's president the past two years.

She would be Boise's first female mayor if elected.

The Associated Press

Tariffs have varying fallout in trade-heavy Washington state

SEATTLE (AP) — Workers at a \$1.7 billion polysilicon plant in central Washington believe President Donald Trump's trade war with China may be their best chance for staying employed.

Unable to compete with Chinese factories aided by government subsidies and high tariffs, REC Silicon is shutting down the facility, which makes products used in solar panels. The company, which once numbered 500 workers, is keeping its remaining 200 on the payroll for six weeks in hopes that pressure from Trump will force China to make a trade deal. But the prospects are uncertain.

For other industries, the administration's policies have been tough medicine, showing the complicated effects of tariffs in one of the nation's most trade-dependent states.

Washington's overseas shipments of apples, dairy, seafood, wheat and soy have plummeted. China has hinted it might order fewer Boeing planes, which make up a huge part of the state's exports. A popular fishing boat company has seen orders canceled, a cooperative of Northwest dairy farmers has had to find alternative foreign markets, and a Seattle-based electric bike company, Rad Power Bikes, has curbed expansion plans.

"Certainly there are a couple companies that say, 'Gee, I like that protection,'" said Robert Hamilton, Democratic Gov. Jay Inslee's trade adviser. "But for many others it's not been good. They have to increase cost to their customers or absorb the costs of the tariffs. Many have investment plans, and now all of a sudden their exports are down and the cash flow they were going to use to finance their investment is shaky."

Washington exported more than \$70 billion in goods last year, which accounted for 5% of American goods exported overall and 14% of U.S. goods exported to China. An analysis by Hamilton estimated that the administration's tariffs, and retaliatory tariffs imposed by countries including China, Mexico and Canada, had already displaced 1,500 jobs in Washington.

According to the Washington Council on International Trade, 40% of jobs are linked to international trade.



The Karcher Mall.

Photo by Brad Carlson

Investment group plans redevelopment of Idaho mall

NAMPA, Idaho (AP) — A California-based investment group is planning to spend more than \$30 million to redevelop an Idaho mall, adding multi-family housing and a hotel to the site.

Idaho Press reported Thursday that Rhino Investments purchased Karcher Mall in Nampa earlier this month after

the property had been on the market for three years.

Rhino CEO Sanjiv Chopra says the redevelopment will make use of as much of the 37-acre (15-hectare) property as possible.

He says part of the mall will be demolished, but its big retailers will re-

main. He says an entertainment center and a fitness center also will likely move in.

The indoor shopping mall opened in 1965, but it started struggling when a newer and larger mall opened in nearby Boise in 1988.

The Associated Press

Among them are those at REC Silicon, a Norway-based company that for years has been one of the top-paying employers in Moses Lake, a farming city in central Washington. Earlier this decade, the company, which prides itself on producing solar-grade polysilicon more efficiently than competitors, did about \$600 million in annual sales to China.

But in 2014, after the U.S. imposed tariffs on Chinese solar panels, China retaliated with extremely high tariffs on U.S. polysilicon. REC was essentially blocked from the Chinese market, said Francine Sullivan, REC's vice president of business development.

The Associated Press



File photo

Besides sagebrush, allotments are seeing a return of native grasses that include bluebunch wheatgrass, Thurber's needlegrass and Davis peppergrass, listed as a rare or special species by the BLM.

Judge rejects plan for public land grazing allotments

An administrative law judge has rejected a plan for public land grazing allotments that would have destroyed re-emerging sagebrush in south-central Idaho in favor of non-native plants to increase forage for cattle and sheep.

The ruling directs the U.S. Bureau of Land Management to set aside its final grazing decisions for about 80 square miles (200 square kilometers) of allotments in Twin Falls County and then reissue them with terms consistent with

the ruling.

The plan that "provides for vegetation treatments intended to reduce or destroy native sagebrush and other native plant communities lacks a rational basis," U.S. Interior Department Administrative Law Judge Andrew S. Pearlstein wrote in the May 9 order.

WildLands Defense and Prairie Falcon Audubon in 2017 appealed the Bureau of Land Management's decision involving 18 permittees on 21 allotments that would have destroyed native plants on what are called the Berger Allotments.

"BLM is supposed to look for opportunities to restore sagebrush habitat," said Katie Fite of WildLands Defense. "This was the dead opposite of that. This was purging sagebrush."

A federal report last year concluded efforts to save sagebrush habitat in the West were failing, with invasive plants such as cheatgrass and medusahead on nearly 160,000 square miles (414,400 sq. kilometers) of public and private lands.

Federal officials in April released a plan intended to reverse that trend using new technologies and analytics to aid in restoring sagebrush habitats that support cattle ranching, recreation and 350 wildlife species, including imperiled sage grouse.

Efforts to restore sagebrush habitats can run into the millions of dollars from a single wildfire.

The BLM's decision on the southern Idaho grazing allotments would have used large machines to kill sagebrush and other native plants where ranchers favor non-native forage plants such as crested wheatgrass.

"It's like we're back in the 1950s," Fite said.

The BLM can appeal the judge's ruling to the Interior Board of Land Appeals. BLM officials said Friday they were reviewing the order.

Pearlstein noted that besides sagebrush, the allotments are seeing a return of native grasses that include bluebunch wheatgrass, Thurber's needlegrass, needle-and-thread grass, Sandburg bluegrass and Davis peppergrass, listed as a

rare or special species by the BLM.

Invasive grasses on the allotments include primarily cheatgrass, as well as invasive forbs and shrubs.

Pearlstein also noted the presence of wildlife dependent on native plants, including pronghorn, mule deer, and smaller mammals and many types of birds, including sage grouse. He said sage grouse are rarely seen in the allotments, but there are four occupied sage grouse leks, or breeding grounds, within about 2 miles (3 kilometers) of the allotments.

Specifically, Pearlstein noted, the BLM classifies the allotments as "seedings," meaning the agency can plant crested wheatgrass "without consideration of the vitality of diverse native vegetation." But Pearlstein said killing native plants in favor of non-native crested wheatgrass couldn't be justified.

Fite said the ruling prohibiting the destruction of native plants on the grazing allotments is one of the first such rulings she's seen.

"This is a pretty exceptional decision," she said.

The Associated Press

Decommissioned Eastern Idaho nuclear reactor opens for tours

IDAHO FALLS, Idaho (AP) — The Idaho National Laboratory's Experimental Breeder Reactor-I will open for tours on Friday.

The site designated as a National Historic Landmark in 1966 is now a museum that draws about 10,000 visitors a year.

The nuclear reactor was completed in 1951 and later that year lit four light-bulbs, proving that nuclear power could produce usable amounts of electricity.

The reactor operated until 1963 and was decommissioned in 1964.

Starting Friday, it will be open for guided and self-guided tours from 9 a.m. to 5 p.m. seven days a week through Sept. 2.

The Associated Press

FOCUS

CONSTRUCTION

Boise honors organizations for building excellence

By STEVE SINOVIC
Idaho Business Review

The city of Boise has recognized six businesses, organizations and building owners whose projects represent the best of the city's built environment.

Mayor David Bieter was among the presenters at a luncheon hosted by the Building Owners and Managers Association of Idaho on May 16, the 12th year the city has joined with BOMA in handing out the Building Excellence Awards.

The awards ceremony was held on the 17th floor of the Zions Bank Building in downtown Boise during the regularly scheduled BOMA Idaho general membership luncheon.

The following projects were recognized for showcasing a diverse array of architecture, design, safety and creative collaboration. A Mayor's Choice and Best Overall project awards were also given out.

Excellence in Accessibility & Fire Life-Safety: Immanuel Lutheran Church (707 W. Fort St.)

To enhance the overall design and promote fire safety and ADA compliance, the existing church structure was slightly modified. Fire wall upgrades and fire sprinkler systems were installed and integrated throughout the building, preserving the original church design while also promoting a modern feel with enhanced lighting and open, usable space.

Excellence in Sustainability: indieDwell Inc. (833 N. 32nd St)

The company manufactures sustainable, high-performance modular homes from up-cycled intermodal shipping containers that are nearly waste-free to construct. This project consisted of two units on the same parcel: a 960-square-foot home and a 480-square-foot accessory dwelling unit. Both dwellings feature highly durable siding, fixtures and hardware that promote greater energy efficiency and enhanced sustainability for the environment.

Excellence in Architecture Design: Identity Student Housing (1825 W. Beacon St.)

At the south-central edge of Boise State University's campus sits the triangular-shaped student housing community known as "Identity." The one-acre site holds 95 units and nearly 300 beds



The New Path Community Housing project during last year's construction.

File photo

and 80 parking spaces for students. The building also features unique corners, canopies, sun shades, green-screens, stucco detailing, and an open rooftop outdoor gathering space with an excellent view of the university and the foothills.

Excellence in Creative Collaboration: New Path Community Housing (2200 W. Fairview Ave)

New Path is a new housing development with 40 apartments for the chronically homeless, as well as on-site rehabilitation services and a live-in manager. The project, which opened early this year, required significant collaboration between private developers, Idaho Health and Welfare, Housing and Urban Development, CATCH and the City of Boise, among many others. It is the first building of its kind in Boise and the state of Idaho.

Mayor's Choice: Tenth and Main Revitalization (1005 W. Main St.)

This 100-year old building at the corner of Tenth and Main was once a part of Boise's historic Mercantile District but later sat empty for many years. The renovation included modernized mechanical, electrical and plumbing systems, as well as a reinvigorated interior and exterior that highlights and exposes the historic beauty of the building. The building houses office space on the top levels, mostly notably Kount. It also opens the ground level up to the public with multiple retail spaces including a coffee shop, bodega, deli, beer bar and restaurant, wine tasting room and salon.

Best Overall: J.R. Simplot Company headquarters (1099 W. Front St.)

The Simplot family created the nine-story, 306,345-square-foot office

and annex building adjacent to Jack's Urban Meeting Place (JUMP) as a space to centralize operations for the agricultural company. The site houses multiple open office spaces for work and collaboration for its 800 employees, as well as a laboratory, greenhouse and expansive employee cafeteria with open exterior patio areas that offer views of downtown. The site also features a large underground parking garage for employees and the public, as well as additional space for a future restaurant at ground level. The building exterior includes unique custom designed precast concrete that emulates crop rows made in part from soils at Simplot sites in Idaho.

According to the city's department of planning and development services, these six projects represented a little under \$165 million in total building costs and required 155 permits and 35 planning department approvals.



Photo courtesy City of Boise

Gene Gallegos (left) and Vic Conrad (right) of Simplot accepted the best overall project award from Mayor Dave Bieter.



Photo courtesy City of Boise

Mayor Dave Bieter (right) and Clay Sammis (left) from Sawtooth Development, the company behind the Tenth and Main building revitalization.

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Business Viewpoints

Four ways private banking provides value to business owners

Idaho's economy is in growth mode and that creates new opportunities for small businesses. But even in good economic times, savvy business owners recognize the importance of giving themselves every possible advantage. That's why they should consider adding a private banker to their team.

Private bankers simplify a customer's financial life through providing a single point of contact to banking services and various financial areas, such as estate planning, trust planning and investment strategies. Private bankers are typically available to clients beyond traditional banking hours and can provide a long-term, consultative approach to a customer's entire financial picture.

Small business owners should consider adding a private banker to their team for several reasons.

1. A private banker can help address a business owner's unique financial needs.

Small business owners often have specialized needs such as cash flow, risk management and optimization of tax efficiencies. Consequently, it's valuable to have a personal banker who understands your business and can help identify the right financial strategies.

For example, one client who approached us had difficulty obtaining a traditional bank loan because she was in the early stage of her business. After carefully evaluating her financials, she was approved for a \$50,000 credit line to jump start her business. Seven years later, she has one of the largest businesses in her industry in the Pacific Northwest.

2. A private banker can simplify a business owner's financial life.

A private banker can save you time, energy and resources through the important role they play. A private banker

**Brad
BROCKBANK**



**Mary-Kate
JOHNSON**



is akin to the quarterback on a financial team, working seamlessly with a business owner's accountant, attorney and commercial banker. Because a private banker understands your entire financial picture, both personal and business, they can help you and your team make the best possible decisions.

3. A private banker can provide value to a business owner through every stage of a company's lifecycle.

As your business grows, your financial needs will grow with it. A private banker can adapt your financial strategies to help mitigate risk, improve cash flow and plan for the future. Through providing a consultative approach, a private banker can help identify and discuss opportunities as they arise – both for your personal and business finances.

For instance, a sudden windfall might lead you to consider smart ways to invest your profits. Or if you're planning for a transition, a private banker can also help you with estate and trust planning. Regardless of whether you're just starting a new business or coordinating a succession plan, you can count on a private banker to help guide you through whatever comes next.

4. A private banker can provide valuable connections and industry expertise

to help your business thrive.

Private bankers are often highly plugged into their community and interact with a wide variety of professionals. Furthermore, they typically have a wide variety of clients and talk to people in many different industries. Because of their broad network, they can be a trusted source to identify the right professionals to work with. Because of the nature of their job, private bankers also have a good pulse on their communities and insight about the local economy. Working with a private banker can help you assess the market and determine how to position your business for success.

Private bankers are valuable allies to small business owners

We love working with small businesses because they create many of the new jobs and economic opportunities in our communities. Through our work with small business owners, we strive to help make Idaho a better place to live and do business.

Brad Brockbank and Mary-Kate Johnson are private banking relationship managers for Zions Bank. To contact Brad, call (208) 938-7523 or email Brad.Brockbank@zionsbank.com. To contact Mary-Kate, call (208) 501-7516 or email Mary-Kate.Johnson@zionsbank.com.

Letter to the editor

Treasure Valley housing a critical issue

To the editor:

First, there was no shelter for homeless people. I wasn't homeless, so I didn't speak up except to complain because they weren't invisible.

Next, seniors and people with disabilities on fixed incomes could no longer afford their housing. I was neither, so I didn't speak up except to advise them to get a job or pick up and move.

Service workers — even those with two jobs — couldn't afford simple apartments. I wasn't a service worker, so I didn't speak up except to oppose the planned affordable development in my neighborhood.

Then, housing was too expensive for young professionals, teachers, public safety workers and municipal employees. I wasn't one, so I didn't speak up except to dismiss their appeals for salary increases and condemn the sluggish traffic as they commuted farther to housing they could afford.

But then an affordable home got to be out of reach for my young adult children, my aging parents and even me. Now, there's no one to speak for us.

With an unmet need of over 23,000 affordable units statewide, this is a more familiar story, even in our rural areas.

Idahoans revere self-sufficiency and independence. But we remain uniquely dependent on the federal government for affordable housing. Unfortunately, much of that federal funding is targeted to lapse while our legislators persist in ignoring the housing need by declining to fund the Idaho Housing Trust Fund they created in 1992. We need both state and federal funding to solve our affordable housing shortage.

Idaho also prides itself as a laboratory for business innovation. But that innovation is absent when it comes to addressing housing affordability. Our surrounding states recognize the need and benefits. All of them have robust funding that helps their citizens afford a safe and stable roof over their heads. By contrast, Idaho provides no funding for affordable housing while hamstringing municipal governments. State law constrains city and county budgets while eliminating options like rent control, inclusionary zoning and local taxes or fees that could fund solutions. We should debate the merits of these ideas, but having none of these options is disheartening!

If you are an employer, until now you have benefited from Idaho's relatively low wages, which used to match our low

housing costs. This is no longer the case. It's time for you to speak up.

If you are a local official, examine how access to an affordable home directly affects the business climate and health outcomes in your community.

If you are an Idaho legislator, it's time to listen. There are unmet housing needs in every district. Have some serious conversations about housing affordability in Idaho and introduce or support housing legislation.

If you care, show up and support affordable housing developments in your neighborhood and write your state and federal legislators. Insist on action and support Sen. Crapo's National Housing Trust Fund legislation.

We know true opportunity for every Idahoan to have a healthy life begins with an affordable place to live. We all need to speak up!

— Gary Hanes
Boise

The Idaho Business Review is now accepting letters to the editor to better engage with the community and share diverse viewpoints. For more information, please contact Kim Burgess at kburgess@idahobusinessreview.com.

Meridian legislators warn about Medicaid costs

By SHARON FISHER
Idaho Business Review

It's only been a month since the Idaho Legislature adjourned sine die, but Meridian legislators are already looking forward to next year, particularly with respect to Medicaid expansion.

A number of West Ada legislators – all Republican, because Meridian has only Republican legislators – appeared on May 21 at a panel convened by the Meridian Chamber of Commerce.

Following a successful citizen-led initiative, the Legislature complied with a commitment Gov. Brad Little made during his State of the State speech to fund expansion of Medicaid to low-income working people. In the process, they added a variety of “sideboards” to the program, such as work requirements.

Several of these require approval of waivers by the federal Centers for Medicare and Medicaid Services (CMS), and the Legislature is waiting to hear about those. Rep. John Vander Woude said he expects to hear in about three months, with details to be settled by the beginning of the legislative session in January. Several requirements Idaho added have been approved for other states, so he is sanguine, he said.

However, Vander Woude and other legislators expressed unease about what the program will eventually cost. The budget for the Idaho Department of Health & Welfare has almost doubled in the time that he has been in the Legislature to \$3.7 billion, he said, partly because more people keep signing up for Medicaid. Medicaid expansion was originally expected to apply to about 60,000 people, then 90,000, and he said he wouldn't be surprised to see it hit 100,000.

“I still think Medicaid expansion could be the budget-buster for the state,” Vander Woude said.



Photo by Sharon Fisher

Meridian legislators talked about the 2019 and 2020 legislative sessions at a Meridian Chamber of Commerce event.



Photo by Sharon Fisher

Mike Moyle.

While much of the cost for Medicaid expansion is expected to be covered by the federal government, that's not guaranteed, legislators said. Medicaid expansion is currently funded 90% by the federal government and 10% by state government, but standard Medicaid is covered by the Federal Medical Assistance Percentages (FMAP) at a 70%-30%

split.

But occasionally those percentages change, and every FMAP percentage point costs another \$20 million, Vander Woude said. Moreover, Sen. C. Scott Grow said he was concerned Medicaid expansion would also revert to the 70%-30% rate.

In addition, Rep. Mike Moyle point-

ed out that the Idaho Legislature had funded only six months of Medicaid expansion, and that it wasn't clear where funding would come from for the rest.

Other major business issues covered during the discussion included transportation funding, a Chamber priority. Legislators pointed out that they had approved \$90 million for the expansion of Highway 20/26 and funding for Highway 16, both in the Meridian area.

Some other items typically funded out of the transportation budget, such as the Idaho State Police, have been removed from that budget and paid for instead out of the general fund, which also pays for items such as education and human services. Fuel-efficient cars and cars that don't use gasoline are making the current funding mechanism – based on the fuel tax and registration fees – untenable, legislators said.

Instead, the Legislature is considering options such as “ton-mile” taxes, where commercial vehicles would be assessed a fee based on their weight and the distance traveled, said Rep. Jason Monks. However, such taxes – and anything else assessed against commercial vehicles – would likely come back to consumers in the form of higher prices, he warned. Ultimately, he thinks it's likely that transportation will start taking more money out of the general fund, he said.

Hemp was also not legalized by the Idaho Legislature this year, although the federal government has legalized it and Idaho is one of just two states that, for now, don't allow it. (Nebraska, the other, is still considering it.) Vander Woude said it would likely be considered next year. Moyle noted the House passed it twice and blamed the Senate that the bill didn't pass, adding that hemp dryers that could have been built in Idaho were instead being built in Ontario, Oregon.



Photo by Sharon Fisher

Micron CEO Sanjay Mehrotra speaks to attendees at the recent Boise Technology Show.



Photo by Sharon Fisher

From left, Jesse Reese McKinney, CEO of Red Aspen, Liza Roeser Atwood, CEO of Fifty Flowers, Jennifer Lastra, founder of 360 Immersive.

Micron CEO: Tech needs to promote innovation, adaptability, diversity

By SHARON FISHER
Idaho Business Review

Businesses need innovation, adaptability and talent, said Micron Chairman and CEO Sanjay Mehrotra in a rare public appearance, noting that the company holds 40,000 patents.

Moreover, innovation is not just a matter of technology and products, but also business processes, Mehrotra said, speaking at the Boise Technology Show, sponsored by Fisher's Technology, on May 16.

Mehrotra was particularly enthusiastic about technologies such as artificial intelligence (AI), the Internet of Things, cloud computing and autonomous vehicles – all of which, incidentally, use a great deal of data. That in turn helps increase demand for the memory and storage chips that Micron produces. Those technologies “will unleash business productivity like we can't imagine,” he said.

AI will be important in every field, not just technology, Mehrotra said, singling out health care. For example, “radiologists with AI will displace radiologists without AI,” he said.

Even companies like McDonald's Corp. are getting into the act, Mehrotra said, noting that the company had announced earlier this year that it was acquiring Dynamic Yield Ltd., a decision-logic technology company, for more

than \$300 million. AI will help the company attract, market to and keep more customers, he said.

Adaptability, which Mehrotra also defined as agility, means taking risks and making decisions quickly, he said. “Fail fast, learn from your failures and adapt fast,” he said.

But to produce this innovation and adaptability also requires the best talent – not just acquiring them, but continuing to train and develop them to maximize their potential, Mehrotra said. He also cautioned that technology developments such as AI will result in job changes, and companies will need to stay in front of that.

Obtaining the best talent also requires taking steps to increase the diversity of the workforce, Mehrotra said. For example, companies need to ensure that there's pay equity between different groups, and the industry needs to increase the pipeline of young women and minorities in science, technology, engineering and math (STEM), he said.

That led naturally to the next panel focused on women entrepreneurs. Panelists included Jesse Reese McKinney, CEO of makeup company Red Aspen; Lisa Roeser Atwood, CEO of flower delivery company Fifty Flowers; and Jennifer Lastra, founder of virtual reality company 360 Immersive. The panel was moderated by Julie Dresback, from the Office of Strategic Results for

St. Luke's Health System.

While participants acknowledged that they'd sometimes faced adversity due to their sex, they said they had enjoyed opportunity as well. For example, Lastra said she'd had doors opened for her due to her sex, as well as her status as a veteran. Atwood said that, contrary to popular belief, much of the flower business, particularly in Ecuador where her flowers come from, is male-centric, and that she is working on capitalizing on her company's status as women-owned.

While all of McKinney's 13 employees are female, many of their suppliers are men, she said, adding that she and her other female employees have had to learn to not just accommodate other people's problems and emotions, going against the messages they picked up in childhood.

Lastra said she has committed to having women as at least 30% of her workforce, which means that she needs to make a deliberate effort to go to universities and recruit people.

McKinney made a distinction between accepting failure and setting out to fail, which would guarantee failure, she said. On the other hand, sometimes failure leads to new success, she said, citing her company's founding when they couldn't get a supplier for their nail product and had to switch to false eyelashes instead – just before they became trendy.

ENGINEERS

Ranked by number licensed Engineers

	Name Address Website	Key Executive Phone Fax Email	No. Licensed Engineers / Total Staff	2018 Billings	Areas of Emphasis	Major Projects
1	Forsgren Associates Inc. 415 S. 4th St., Boise, ID 83702 www.forsgren.com	Stephen Waldinger, Director of Operations P 208-342-3144 F 208-383-0819 levans@forsgren.com	18 / 23	-	Transportation, water/wastewater engineering, municipal engineering, industrial wastewater treatment, water resources and fish passage	-
2	Horrocks Engineers 2775 W. Navigator Dr., Ste. 210, Meridian, ID 83642 www.horrocksengineers.com	Clint Boyle, Principal P 208-895-2520 dstewart@horrocks.com	16 / 71	\$13,250,000	Civil engineering, transportation engineering, municipal engineering, land development, surveying, GIS, land planning, construction engineering and inspection	Ten Mile Crossing Mixed-use Center; Pioneer Crossing - Downtown Boise; I-84 Nampa to Caldwell; Snake River Landing Mixed-Use; Eagle View Plaza Commercial; Mountain Home Downtown Revitalization; Harris Ranch Planned Community; CE&I Franklin to Karcher
3	STRATA Inc. 8653 W. Hackamore Dr., Boise, ID 83709 www.stratageotech.com	James Murphy, Chief Executive Officer P 208-376-8200 F 208-376-8201 jmurphy@stratageotech.com	16 / 145	-	Geotechnical engineering, special inspection and construction material testing	Jack's Urban Meeting Place (JUMP); St. Luke's Children's Pavilion; US-20 Thornton Interchange, I-15 Northgate Interchange, Bogus Basin Reservoir, Mountain Home AFB Runways and Taxiways
3	SPF Water Engineering 300 E. Mallard, Ste. 350, Boise, ID 83706 www.spfwater.com	Bob Hardgrove, President P 208-383-4140 F 208-383-4156 bhardgrove@spfwater.com	15 / 22	-	Groundwater development, wells, water rights, water and wastewater facility design/treatment/permitting, hydropower engineering	Design of one of Idaho's largest ultra-filtration water treatment systems, innovative county and municipal water supply planning and permitting projects, snow making water supply and storage project.
4	Materials Testing & Inspection, An Atlas Company 2791 S. Victory View Way, Boise, ID 83709 www.mti-id.com	David Cram, P.E., President P 208-376-4748 F 208-322-6515 sedlacekm@mti-id.com	13 / 120	\$15,900,000	Environmental consulting/services, geotechnical engineering, construction materials testing and special inspections, transportation, QA/QC services	Golden Gate Bridge Physical Suicide Deterrent System and Wind Retrofit Fab Shop Inspection, Portland, OR; Northgate Link Extension Trackwork, Seattle, WA; Hammett Business Loop and Hammett UPRR, Hammett, ID; Spent Fuel Handling Project, INL, Scoville, ID; I-84, I-86 Salt Lake System Interchange, Cassia County, ID; NewCold Storage Facility, Burley, ID; I-15, Rose Road IC, Bingham County, ID; University of Oregon, Hayward Field Enhancement Project, Eugene, OR; US-95 Little Rainbow Bridge, Adams and Idaho County, ID
5	Lochsa Engineering 201 N. Maple Grove Rd., Ste. 100, Boise, ID 83704 lochsa.com	Riley Mahaffey, Principal/Owner P 208-342-7168 info@lochsaidaho.com	12 / 32	-	Structural engineering and BIM services	-
5	Musgrove Engineering PA 234 S. Whisperwood Way, Boise, ID 83709 www.musgrovepa.com	Bill Carter, President P 208-384-0585 F 208-384-0765 charlesp@musgrovepa.com	12 / 31	-	Health care, educational, institutional, military, renewable energy, energy modeling, building commissioning	Lewiston High School; West Ada High School; Northwest Nazarene University Student Union Center; Boise State University Fine Arts Building; Salvation Army Office and Education Facility; River Caddis 3M Multifamily
6	CTA Architects Engineers 800 W. Main St., Ste. 800, Boise, ID 83702 www.ctagroup.com	Jason Butler, AIA, Principal-in-Charge P 208-336-4900 F 208-343-3531 jasonb@ctagroup.com	11 / 83	\$10,700,000	Electrical, mechanical, structural, refrigeration engineering	Micron, B37 Office, Boise; Sawtooth Development, Alden Building Modernization, Boise; 10th & Main (Kount), Boise; Idaho Youth Ranch Campus, Middleton
7	Terracon Consulting Inc. 11849 W. Executive Dr., Ste. G, Boise, ID 83713 www.terracon.com	Gregory Taddicken, P.E. / Office Manager P 208-434-9630 F 208-323-9592 greg.taddicken@terracon.com	8 / 21	-	Report of expected geotechnical conditions (REGC), subsurface exploration (soil borings, in-situ testing, geophysical), laboratory testing, geotechnical design, collaborative reporting/decision making, geotechnical instrumentation, construction monitoring and support	-
7	WHPacific Inc. 2141 W. Airport Rd., Ste. 104, Boise, ID 83705 www.whpacific.com	Travis Foster, Operations Manager / Survey Director P 208-342-5400 F 208-342-5353 tfoster@whpacific.com	8 / 19	-	Transportation engineering, bridge/structural engineering, Traffic Engineering, Land Development & Planning (commercial and residential), Land Surveying (topographic design, ALTA, right-of-way, Cadastral, construction staking), 3-D laser scanning, UAV (Drone) Mapping and Inspection and BIM services, Water Resources, hydraulic modeling and habitat enhancement	I84, Jerome IC to Twin Falls IC, Bridgetower and Lava Springs Residential Developments, WFLHD - Hwy 101 Moolack Survey, UAV/ Drone Mapping
8	KM Engineering LLP 9233 W. State St., Boise, ID 83714 www.kmengllp.com	Kelly Kehrer, Principal Engineer P 208-639-6939 F 208-639-6930 kelly@kmengllp.com	7 / 30	-	Civil engineering, surveying, landscape architecture and land planning	Hill Century Farm, Kensington Apartments, Ten Mile Creek
9	CSHQA 200 Broad St., Boise, ID 83702 www.cshqa.com	Kent Hanway, President, John Maulin, Principal / Exec. Vice President, Nicole Cecil, Interior Design Studio Director, Amy K. Dockter, PE, Engineering Principal / VP Operations Board of Directors P 208-343-4635 F 208-343-1858 amy.dockter@cshqa.com	6 / 67	\$5,598,557	Mechanical, electrical, lighting, civil, communications	The Broadway Mixed-Use Development, Idaho Falls; Lamb Weston Corporate Offices, Eagle; Clearwater Analytics Tenant Improvement, Boise
10	AHJ Engineers PC 9751 W. Chinden Blvd., Ste. 200, Garden City, ID 83714 www.ahjengineers.com	David Haugland, President P 208-323-0199 F 208-375-5251 ahj@ahjengineers.com	4 / 8	-	Structural: commercial, educational, industrial, medical, residential, government, churches, remodel, historic restoration, blast design	New NNU Student Union Building; Idaho Air/Army National Guard D.A.G.I.R. & Multiple Range Support Structures; Highlands Elementary School; Cleveland Square 4-story Mixed-Use Apartment Building
11	GeoEngineers Inc. 3501 W. Elder St., Ste. 300, Boise, ID 83705 www.geoengineers.com	Braydan DuRee P.E., Senior Geotechnical Engineer P 208-433-8098 F 208-433-8092 bduree@geoengineers.com	3 / 10	-	Geotechnical engineering, environmental permitting, transportation, development, water/natural resources	Midas Gold Stibnite Mine project; I-84 Karcher IC to Franklin Blvd.
11	Leavitt & Associates Engineers Inc. 1324 1st St. S., Nampa, ID 83651 www.leavittengineers.com	J. Reese Leavitt, President & CEO P 208-463-0333 F 208-463-9040 jrl@leavittengineers.com	3 / 8	\$1,305,037	Structural engineering, civil engineering, plant facilities, mining and welding	UPS Expansion Facility-Nampa, ID; Barrick Goldstrike North & South Dirty Bag Drop Chutes-Carlin, NV; Timberlake Subdivision-Nampa, ID; The Amalgamated Sugar Co. Nyssa Bulk Sugar Unloading & West Sugar Warehouse-Nyssa, OR; Williams Creek (Shoup) Bridge Erection-Salmon, ID; St. Maries Bridge over St. Joe River Work Platforms-St. Maries, ID; Dryer Cyclone Baghouse for Intrinsic Organics-Weiser, ID; Truck Mounted Tank & Helipad, Pauly's Helicopter Service-ID; Conveyor Belt Wind Merian Gold Project-Republic of Suriname; Sierra Nevada Construction Silo-Nevada; World Harvest Church-Caldwell, ID
11	Rock Solid Civil LLC 270 N. 27th St., Boise, ID 83702 www.rocksolidcivil.com	Jim Coslett, P.E., Derritt Kerner, P.E., Principals P 208-342-3277 F 208-376-1821 jcoslett@rocksolidcivil.com	3 / 10	-	Civil engineering, land development consulting, residential, commercial, industrial, recreational	Stonehaven Subdivision; The District at Parkcenter; Three Corners Subdivision; Privada Estates; Idaho Asian Plaza; Broadmore RV Park; Eastvalley Force Main & Lift Station; Journey's End Subdivision
11	Structural Engineering Consultants LLC 410 S. Orchard, Ste. 116, Boise, ID 83705 www.secidaho.com	Patrick VanKleek, P.E., M.L.S.E. - Owner P 208-887-7760 F 208-887-7781 lisa@secidaho.com	3 / 9	-	Structural engineering	Blue Diamond Almond Storage; Millenkamp Dairy; Twin Creeks 60K Warehouse
15	Ally Structural Consulting LLC 3778 Plantation River, Boise, ID 83703 www.allystructural.com	Craig Brasher, President P 208-949-5993 cbrasher@allystructural.com	2 / 2	-	Structural consulting for commercial and public projects	KAG Subaru Nampa, ID; 900 Block Remodels Gowen Field, ID; Westview Lofts Caldwell, ID; VA Twin Falls National Burial Ground; Hope Plaza II Caldwell, ID
15	BHB Consulting Engineers PC 390 E. Corporate Dr., Ste. 104, Meridian, ID 83642 www.bhbengineers.com	Darren Truchot, Principal P 208-891-7157 F 208-355-5950 darren.truchot@bhbengineers.com	2 / 4	\$872,238	Structural design, seismic analysis, seismic evaluations, performance-based structural design, peer review, programming, feasibility studies, exterior cladding design, sustainable design, structural drafting, fabrication drawings including: shop drawings, fabrication tickets, and field install plans/elevations (this includes façade systems, steel, and misc parts), BIM modeling, value engineering	West Ada Owyhee High School, Meridian; Mountain View Hospital Addition, Idaho Falls; Idaho State University Cadaver Lab Expansion, Meridian; Shoshone-Bannock Tribe Casino Addition, Fort Hall; Basic American Foods Expansion, Idaho Falls
15	Haley & Aldrich Inc. 702 W. Idaho, Ste. 301, Boise, ID 83702 www.haleyaldrich.com	Rob Mullener, Sr. Technical Specialist, Knutson Allison, Sr. Technical Specialist, Nick Tucci, Sr. Technical Specialist P 208-401-1300 F 208-336-3042 jcombo@haleyaldrich.com	2 / 8	-	-	-
16	Aspen Engineers 1619 N. Linder Rd., Ste. 110, Kuna, ID 83634 www.aspenengineers.com	Lance Warnick, Principal Engineer P 208-466-8181 info@aspenengineers.com	1 / 3	-	Civil engineering, land development, consulting, planning, Elmore County engineer, stormwater	Corwin Ford Detail Center - Nampa; Price Pump - Caldwell; Jacksons #164 - Caldwell; Broadmore Storage - Nampa; Pirate Landing Apartments - Payette
16	Fulcher Engineering 1309 S. Five Mile Rd., Boise, ID 83709 www.fulchereng.com	Jeff Fulcher, President P 208-375-5102 F 208-672-2260 jeff@fulchereng.com	1 / 5	-	Mech. HVAC design, consulting, plumbing, energy, and commissioning engineering services.	Nampa Fish & Game Headquarters - Nampa, VA Medical Center - Walla Walla Washington, Nampa Rec Center - Nampa
NR	McClendon Engineering Inc. 1412 W. Idaho St., Ste. 240, Boise, ID 83702 www.mcclendonengineering.com	Sarah McClendon, Principal Structural Engineer P 208-342-2919 F 208-331-4568 sarah@mcclendonengineering.com	- / 5	-	Structural engineering of commercial buildings, custom high end residential, Revit 3-D modeling, historic renovation, seismic retrofits, and green building designs	Teed Middle School Addition; Chambers Commercial Complex; Black Eagle Construction Office

Ranked by number of licensed engineers. Ties are listed alphabetically. Not all companies contacted responded to our survey. Results are compiled only from responses received. Some listings may have been edited due to space restrictions. Top lists are a voluntary, unpaid publication and we make every effort for accuracy. In the event of a mistake, the list will not be reprinted but rather published the next scheduled time with corrections. If you need more information regarding a listed company please contact them at the number provided. If you would like to be considered for a future list, please contact toplist@idahobusinessreview.com.

Sources: Information provided by individual firms responding to a survey. Researched by: Dawn Joseph Darbon Publication date: May 24, 2019

ROUND UP

Thrive Counseling of Idaho leased 3,954 square feet of office space at 270 W Georgia Ave. in Nampa. Greg Gaddis of Tenant Realty Advisors represented the tenant. Tom Koltes of TNT Group represented the landlord.

Boise Office Moving and Storage leased 22,500 square feet of warehouse space at 300 N Steelhead Way in Boise. Greg Gaddis of Tenant Realty Advisors represented the tenant. Dan Minnaert of Thornton Oliver Keller represented the landlord.

GeoEngineers, Inc. leased 3,619 square feet of office space at 412 E. Park-center Blvd. in Boise. Bill Beck and Greg Gaddis of Tenant Realty Advisors represented the tenant. Scott Schoenherr represented the landlord.

Murraysmith, Inc. leased 7,168 square feet of office space at 345 Bobwhite Court in Boise. Greg Gaddis of Tenant Realty Advisors represented the tenant. Jamie Anderson and David Cadwell of Colliers International represented the landlord.

CDL-Potomac, LLC purchased a 6,822-square-foot office building at 7161 W. Potomac Drive in Boise. Steve Yates and Dennis Kelley of NAI Select facilitated the transaction.

Alexander Charles, Inc. (GEICO) leased 3,489 square feet of office space at 2959 N. Eagle Road, Suite 115, in Meridian. Mike Erkmann and Ben Kneadler

of NAI Select represented the landlord. Kersten Swinyard and Tai Biesinger of Pentad Retail/Hospitality represented the tenant.

SAS Shoes leased 2,157 square feet of retail space at 3327 N. Eagle Road, Space 200, in Meridian. Mike Erkmann and Ben Kneadler of NAI Select represented the landlord. Diana Anderson of KW Commercial represented the tenant.

Aladdin Bail Bonds renewed its lease of 8,602 square feet at 60-82 N. Cole Road in Boise. Gavin Phillips and Mark Schlag of Thornton Oliver Keller facilitated the transaction.

WP Machining, Inc. leased 2,776 square feet of industrial space at 2603 Sundance Road in Nampa. Chris Pearson of Thornton Oliver Keller represented the landlord. Wendy Shoemaker of Intermountain Commercial Real Estate represented the tenant.

Treasure Valley General Construction, LLC leased 1,113 square feet of industrial space at 2609 Keim Lane in Nampa. JP Green of Thornton Oliver Keller and Bryant Jones of Colliers International facilitated the transaction.

Professional Concrete Accessory Service leased 7,300 square feet of industrial space at 15958 Gunfire Road in Caldwell. Chris Pearson and Sam McCaskill of Thornton Oliver Keller facilitated the transaction.

Sally Beauty Supply LLC extended its lease of 1,702 square feet of retail space at 2719 S. Broadway Ave. in Boise. Mike Christensen and Kelly Schnebly of Colliers International facilitated the transaction.

2 and 1 Inc. leased 1,400 square feet of retail space at 1700-1790 W. State St. in Boise. Mike Christensen and Kelly Schnebly of Colliers International facilitated the transaction.

Rival & E, LLC dba CBD American Shaman leased 1,008 square feet of retail space at 10200-10548 W. Fairview Ave. Ste. 10378 in Boise. Kelly Schnebly and Mike Christensen of Colliers International facilitated the transaction.

Individuals purchased 2.09 acres of land at 2311 & 2335 Eldridge Ave. in Twin Falls. Steve Di Lucca of Colliers International represented the seller. Gayle Anderson of 208 Real Estate represented the buyer.

MRC Towers, Inc. leased 2,520 square feet of industrial space at 509 S. 41st Ave. Suite B, in Caldwell. Bryant Jones, Lincoln Hagood and Mike Pena of Colliers International represented the landlord. Chris Pearson of Thornton Oliver Keller represented the tenant.

Chubs Delights, LLC renewed its lease of 1,580 square feet of industrial space at 3710 E. Newby St. in Nampa. Bryant Jones, Lincoln Hagood and Mike Pena of Colliers International facilitated the transaction.



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Kent Hanway,
CSHQA

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Don Strickler,
Simplot

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PUBLIC NOTICES

To place a public notice, contact Laura Clements at at 208.639.3528 or lbutler@idahobusinessreview.com

REAL ESTATE

Trustee Sales

NOTICE OF TRUSTEE'S SALE

To be sold for cash at a Trustee's Sale on September 9, 2019, 09:00 AM at the Auction.com Room, Courtyard by Marriott Boise Downtown, 222 S. Broadway Avenue, Boise, ID 83702, the following described real property situated in Ada County, State of Idaho ("Real Property"): Lot 23 in Block 2, of Bali Hai Mobile Home Estates Subdivision No. 3, according to the plat thereof, filed in Book 40 of Plats at Pages 3325-3326, records of Ada County, Idaho Commonly known as: 10732 West Tahiti Street, Boise, ID 83713 Sally Fitzgerald, as Trustor conveyed Real Property via a Trust Deed dated April 11, 2008, in favor of Mortgage Electronic Registration Systems, Inc. as nominee for Golf Savings Bank, a Washington Stock Savings Bank, its successors and assigns as Beneficiary, in which Pioneer Title Company of Ada County was named as Trustee. The Trust Deed was recorded in Ada County, Idaho, on April 15, 2008, as Instrument No. 108044057, of Official Records. The Deed of Trust was assigned for value as follows: Assignee: MidFirst Bank Assignment Dated: February 20, 2019 Assignment Recorded: March 1, 2019 Assignment Recording Information: Instrument No. 2019-016520 Shelly M. Espinosa is the Successor Trustee pursuant to a Substitution of Trustee recorded in the office of the Clerk and Recorder of Ada, State of Idaho on April 11, 2019 at Instrument No. 2019-029040, of Official Records. The Beneficiary has declared a default in the terms of said Deed of Trust due to Trustor failure to make monthly payments beginning October 1, 2018, and each month subsequent, which monthly installments would have been applied on the principal and interest due on said obligation and other charges against the property or loan. By reason of said default, the Beneficiary has declared all sums owing on the obligation secured by said Trust Deed immediately due and payable. The total amount due on this obligation is the principal sum of \$59,838.40, interest in the sum of \$2,600.53, escrow advances of \$623.50, other amounts due and payable in the amount of \$849.46, for a total amount owing of \$63,911.89, plus accruing interest, late charges, and other fees and costs that may be incurred or advanced. The Beneficiary anticipates and may disburse such amounts as may be required to preserve and protect the property and for real property taxes that may become due or delinquent, unless such amounts of taxes are paid by the Trustor. If such amounts are paid by the Beneficiary, the amounts or taxes will be added to the obligations secured by the Deed of Trust. Other expenses to be charged against the proceeds of this sale include the Trustee's fees and attorney's fees, costs and expenses of the sale, and late charges, if any. Beneficiary has elected, and has directed the Trustee to sell the above described property to satisfy the obligation. The sale is a public sale and any person, including the Beneficiary, may bid at the sale. The bid price must be paid immediately upon the close of bidding by certified funds (valid money orders, certified checks or cashier's checks). The conveyance will be made by Trustee's Deed, without any representation or warranty, including warranty of title, express or implied, as the sale is made strictly on an as-is, where-is basis, without limitation, the sale is being made subject to all existing conditions, if any, of lead paint, mold or other environmental or health hazards. The Trustor, successor in interest to the Trustor, or any other person having an interest in the property, or any person named in IRC § 45-1506, has the right, at any time prior to the Trustee's Sale, to pay to the Beneficiary, or the successor in interest to the Beneficiary, the entire amount then due under the Deed of Trust and the obligation secured thereby (including costs and expenses actually incurred and attorney's fees) other than such portion of the principal as would not then be due had no default occurred and by curing any other default complained of herein that is capable of being cured by tendering the performance required under the obligation or to cure the default, by paying all costs and expenses actually incurred in enforcing the obligation and Deed of Trust with Successor Trustee's and

attorney's fees. In the event that all defaults are cured the foreclosure will be dismissed and the foreclosure sale will be canceled. The scheduled Trustee's Sale may be postponed by public proclamation up to 30 days for any reason. If the Trustee is unable to convey title for any reason, the successful bidder's sole and exclusive remedy shall be the return of monies paid to the Successor Trustee and the successful bidder shall have no further recourse. The above Trustor are named to comply with IRC § 45-1506(4)(a). No representation is made that they are, or are not, presently responsible for this obligation. This is an attempt to collect a debt and any information obtained will be used for that purpose. Dated this 2nd day of May, 2019. Shelly M. Espinosa Substitute Trustee 376 East 400 South, Suite 300, Salt Lake City, UT 84111 Telephone: 801-355-2886 Office Hours: Mon.-Fri., 8AM-5PM (MST) File No. 54862 Published: May 17, 24, 31 & June 7, 2019 11741635 IBR 05/17/2019

PROBATE

Probate

NOTICE TO CREDITORS

(Idaho Code § 15-3-801)

Case No. CV01-19-07453

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA

IN THE MATTER OF THE ESTATE OF VERONICA I. BURNS, Deceased.

NOTICE IS HEREBY GIVEN that the undersigned has been appointed Personal Representative of the above-named decedent. All persons having claims against the decedent or the Estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned at the address indicated, and filed with the Clerk of the Court. DATED this 1st day of May, 2019. JAMES A. BURNS c/o Sandra L. Clapp & Associates, P.A. P.O. Box 2660 Eagle, Idaho 83616 (208) 938-2660 PUBLISHED: May 17, 24 & 31, 2019 11742054 IBR 05/17/2019

LEGAL NOTICE
NOTICE TO CREDITORS

CASE NO. CV01-19-06448

NOTICE IS HEREBY GIVEN under *Idaho Code* section 15-3-801 that, in connection with the foregoing case number in the Ada County District Court, DENISE CATHERINE TOUCHSTONE and DEREK RAY CANODE have been appointed Personal Representatives of the probate estate of DENNIS RAY CANODE, deceased. All persons having claims against the decedent or the estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned attorney at number 101 Eagle Glen Lane, Eagle, Idaho 83616 (telephone no. [208] 939-2600), and filed with the Clerk of the Court. DATED this 24th day of April, 2019. /s/ Daniel Patchin Daniel Patchin, Attorney at Law PUBLISHED: May 10, 17 & 24, 2019 11740080 IBR 05/10/2019

NOTICE TO CREDITORS
CV01 19 07397

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA

In the matter of the Estate of **Roberta Jordan Harris**, deceased

Notice is hereby given that Kent M. Harris has been appointed personal representative for the above-named decedent. All persons having claims against said deceased or the estate are required to present their claims within four months after the date of the first publication of this notice or said claims will be forever barred. Claims must be presented to Kent M. Harris c/o Robert L. Aldridge, Chtd., 1209 N. 8th St., Boise, ID 83702, AND filed with the Clerk of the Court. Published: May 10, 17 & 24, 2019 11740627 IBR 05/10/2019

NOTICE TO CREDITORS
(Idaho Code § 15-3-801)

Case No. CV01-19-02672

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA

IN THE MATTER OF THE ESTATE OF MADITH J. HOLLADAY, Deceased.

NOTICE IS HEREBY GIVEN that the undersigned has been appointed Personal Representative of the above-named decedent. All persons having claims against the decedent or the Estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned at the address indicated, and filed with the Clerk of the Court. DATED this 22nd day of February, 2019. DENISE STEELMAN c/o Sandra L. Clapp & Associates, P.A. P.O. Box 2660 Eagle, Idaho 83616 (208) 938-2660 PUBLISHED: May 17, 24 & 31, 2019 11742059 IBR 05/17/2019

LEGAL NOTICE
NOTICE TO CREDITORS

CASE NO. CV01-19-06966

NOTICE IS HEREBY GIVEN under *Idaho Code* section 15-3-801 that, in connection with the foregoing case number in the Ada County District Court, ERIC SCOTT HUGHES has been appointed Personal Representative of the probate estate of DANE SCOTT HUGHES, deceased. All persons having claims against the decedent or the estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned attorney at number 101 Eagle Glen Lane, Eagle, Idaho 83616 (telephone no. [208] 939-2600), and filed with the Clerk of the Court. DATED this 24th day of April, 2019. /s/ Daniel Patchin Daniel Patchin, Attorney at Law PUBLISHED: May 10, 17 & 24, 2019 11740067 IBR 05/10/2019

NOTICE TO CREDITORS
(Idaho Code § 15-3-801)

Case No. CV01-19-07438

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA

IN THE MATTER OF THE ESTATE OF LEONA B. LECHTENBERG, Deceased.

NOTICE IS HEREBY GIVEN that the undersigned has been appointed Personal Representative of the above-named decedent. All persons having claims against the decedent or the Estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned at the address indicated, and filed with the Clerk of the Court. DATED this 6th day of May, 2019. CHERYL J. MITCHELL c/o Sandra L. Clapp & Associates, P.A. P.O. Box 2660 Eagle, Idaho 83616 (208) 938-2660 PUBLISHED: May 17, 24 & 31, 2019 11742501 IBR 05/17/2019

LEGAL NOTICE
NOTICE TO CREDITORS

CASE NO. CV01-19-05167

NOTICE IS HEREBY GIVEN under *Idaho Code* section 15-3-801 that, in connection with the foregoing case number in the Ada County District Court, ROXANNE KLOCK MARTIN has been appointed Personal Representative of the probate estate of JAMES BENEDICT MARTIN, JR., deceased. All persons having claims against the decedent or the estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned attorney at number 101 Eagle Glen Lane, Eagle, Idaho 83616 (telephone no. [208] 939-2600), and filed with the Clerk of the Court. DATED this 24th day of April, 2019. /s/ Daniel Patchin Daniel Patchin, Attorney at Law PUBLISHED: May 10, 17 & 24, 2019 11740087 IBR 05/10/2019

NOTICE TO CREDITORS
(I.C. 15-3-801)

Case No. CV01-19-06803

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA

IN THE MATTER OF THE ESTATE OF KENNETH GEORGE NAKIS, Deceased.

NOTICE IS HEREBY GIVEN that the undersigned has been appointed personal representative of the above-named decedent. All persons having claims against the decedent or the estate are required to present their claims within four months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned at the address indicated, and filed with the Clerk of the Court. DATED this 29th day of April, 2019. /s/ John C. DeFranco John C. DeFranco c/o FOLEY FREEMAN, PLLC P.O. Box 10 Meridian, Idaho 83680 Telephone: (208) 888-9111 PUBLISHED: May 10, 17 & 24, 2019 11740619 IBR 05/10/2019

LEGAL NOTICE
NOTICE TO CREDITORS

CASE NO. CV01-19-03783

NOTICE IS HEREBY GIVEN under *Idaho Code* section 15-3-801 that, in connection with the foregoing case number in the Ada County District Court, RAMON PAUL OLECHEA has been appointed Personal Representative of the probate estate of DENISE CAMILLE OLECHEA, deceased. All persons having claims against the decedent or the estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned attorney at number 101 Eagle Glen Lane, Eagle, Idaho 83616, and filed with the Clerk of the Court. DATED this 24th day of April, 2019. /s/ Daniel Patchin Daniel Patchin, Attorney at Law PUBLISHED: May 10, 17 & 24, 2019 11740063 IBR 05/10/2019

LEGAL NOTICE
NOTICE TO CREDITORS

CASE NO. CV01-19-05286

NOTICE IS HEREBY GIVEN under *Idaho Code* section 15-3-801 that, in connection with the foregoing case number in the Ada County District Court, GAIL SALDANA REED has been appointed Personal Representative of the probate estate of DAVID EUGENE REED, deceased. All persons having claims against the decedent or the estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned attorney at number 101 Eagle Glen Lane, Eagle, Idaho 83616 (telephone no. [208] 939-2600), and filed with the Clerk of the Court. DATED this 24th day of April, 2019. /s/ Daniel Patchin Daniel Patchin, Attorney at Law PUBLISHED: May 10, 17 & 24, 2019 11740085 IBR 05/10/2019

NOTICE TO CREDITORS
(I.C.15-3-801)

CASE NO. CV01-19-07504

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA
MAGISTRATE DIVISION

IN THE MATTER OF THE ESTATE OF IDA J. REYES Deceased.

NOTICE IS HEREBY GIVEN that the undersigned has been appointed Personal Representative of the above-named decedent. All persons having claims against the decedent or the estate are required to present their claims within four months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned at the address indicated, and filed with the Clerk of the Court. DATED this 10th day of May, 2019. Juan F. Reyes, Personal Representative Steve Stuchlik, Attorney at Law Attorney for the Personal Representative 350 East Liberty Street PO Box 367 Weiser, Idaho 83672 208.414.1652

Published: May 24, 31 & June 7, 2019. 11746626 IBR 05/24/2019

NOTICE TO CREDITORS
(Idaho Code § 15-3-801)

Case No. CV01-19-07628

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA

IN THE MATTER OF THE ESTATE OF WANDA SALEK, Deceased.

NOTICE IS HEREBY GIVEN that the undersigned has been appointed Personal Representative of the above-named decedent. All persons having claims against the decedent or the Estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must be presented to the undersigned at the address indicated, and filed with the Clerk of the Court. DATED this 6th day of May, 2019. VALERIE BOWYER c/o Sandra L. Clapp & Associates, P.A. P.O. Box 2660 Eagle, Idaho 83616 (208) 938-2660 PUBLISHED: May 17, 24 & 31, 2019 11742057 IBR 05/17/2019

NOTICE OF HEARING ON
PETITION FOR APPOINTMENT
OF GUARDIAN AND
CONSERVATOR

Case No. CV01-19-07515

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA

IN THE MATTER OF THE ESTATE OF DAVID WIKSE, an Incapacitated and Protected Person.

PLEASE TAKE NOTICE that a hearing on the Petition for Appointment of Guardian and Conservator of an Incapacitated Person filed with the Court by the Petitioner has been set for the 19th day of June, 2019, at 10:00 a.m. before the Honorable Christopher M. Bieter at the Ada County Courthouse, located at 200 W. Front Street, Boise, Idaho. DATED this 6th day of May, 2019. Auriana L. Clapp-Younggren SANDRA L. CLAPP & ASSOCIATES, P.A. PO Box 2660 Eagle, Idaho 83616 Attorney for Diane Wikse PUBLISHED: May 17, 24 & 31, 2019 11742051 IBR 05/17/2019

LEGAL NOTICE
NOTICE TO CREDITORS

CASE NO. CV01-19-06858

NOTICE IS HEREBY GIVEN, that Howard C. Ballenger has been appointed personal representative of the Estate of Carmelita Pope Wood, Fourth Judicial District, Ada County, ID. All persons having claims against the decedent or the estate are required to present their claims within four (4) months after the date of the first publication of this Notice or said claims shall be forever barred. Claims must be provided to attorney Robert Montgomery at 2160 S. Twin Rapid, Boise, ID 83709 and filed with the Clerk of the Court in Ada County. Published: May 24, 31 & June 7, 2019 11747028 IBR 5/24/2019

NOTICE TO CREDITORS
I.C. §15-3-801)

CASE NO. CV01-19-06612

IN THE DISTRICT COURT OF THE FOURTH JUDICIAL DISTRICT OF THE STATE OF IDAHO, IN AND FOR THE COUNTY OF ADA

IN THE MATTER OF THE ESTATE OF **Fredericka Lucille Woods**, Decedent.

NOTICE IS HEREBY GIVEN that Howard Woods has been appointed Personal Representative of the decedent's estate. All persons having claims against the decedent or the estate must present their claims within four (4) months after the date of the first publication of this Notice or said claims will be forever barred. Claims must either be presented to the Personal Representative of the estate at SHERER & WYNKOOP, LLP, P.O. Box 31, Meridian, Idaho 83680, or filed with the Clerk of the Court showing service upon the Personal Representative. DATED this 26th day of April, 2019. SHERER & WYNKOOP, LLP /s/ Stephen T. Sherer, of the firm PUBLISHED: May 10, 17 & 24, 2019 11738354 IBR 05/10/2019

Idaho Technology Council announces leadership changes

By SHARON FISHER
Idaho Business Review

The Idaho Technology Council (ITC), which is celebrating its 10-year anniversary, has changed some of its leadership.

The organization added Amy Lientz, director of stakeholder & education partnerships for Idaho National Laboratory, and Paris Cole, CEO of Truckstop.com, as co-vice chairs to the executive committee. In addition, David Pattee, audit managing director of Deloitte, will join the committee as the new treasurer, and Christopher Simboli, of counsel at Parsons Behle & Latimer, will serve as the new secretary. Von Hansen, executive chairman of KONEXUS and chairman of the ITC, will remain through 2019.



Amy Lientz

Previous treasurer Marcus McDonald, senior vice president and chief financial officer for United Heritage Insurance, and secretary Dana Herberholz, a registered patent attorney for Parsons Behle & Latimer, will remain on the Executive Committee.

Previous vice chair Alden Sutherland, vice president and chief information security officer of Amerisource-Bergen, will be taking an active role in the structuring of ITC's Computing Technologies Alliance, formerly the Software Alliance, the Boise-based nonprofit organization said.

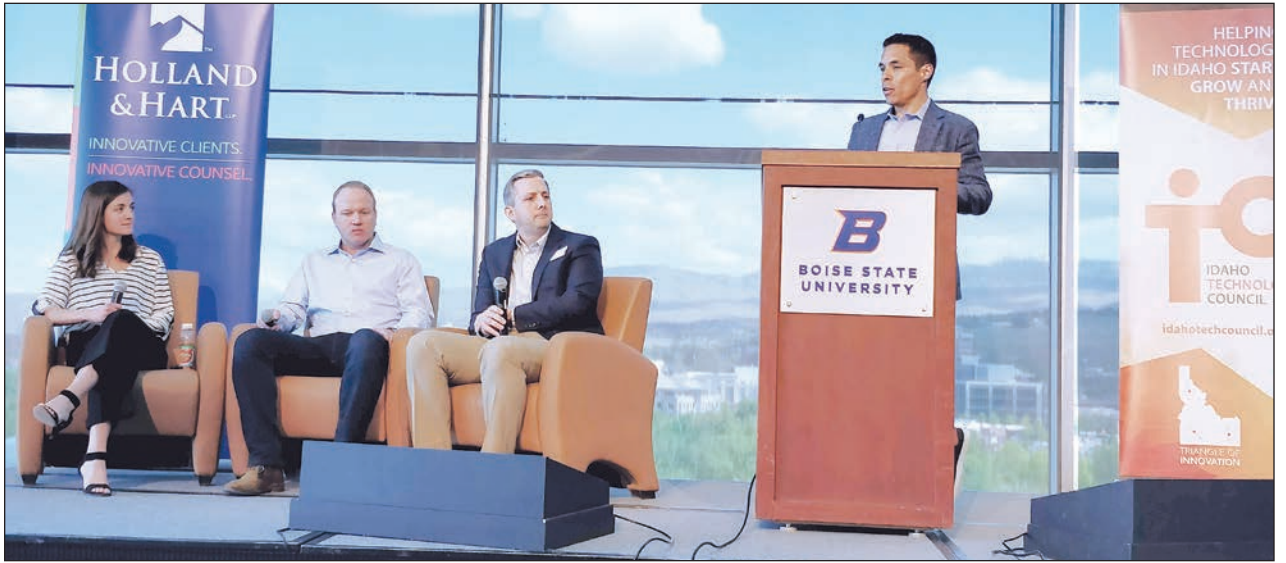


Photo by Sharon Fisher

Paris Cole, seated right, CEO of Truckstop.com, participated in the recent Idaho Technology Council Capital Connect Conference.

The mission of the Computing Technologies Alliance is to improve the quality and quantity of the computing technologies professionals in Idaho, with the goal of growing skills, attracting and retaining talent in Idaho, and working with the K-Career team, said Christina Slaughter, project manager. The organization is planning networking meetings and presentations such as Tech2Market.

Other initiatives include working with the Idaho Digi-

tal Learning Academy; science, technology, engineering and math (STEM) education; school boards; career technical education and industry partners on initiatives such as HB 648, a bill that requires computer science courses be available to students.

The ITC puts out an annual Deal Flow Report tracking investment in Idaho companies, and the Knowledge Report, which tracks the effect of the technology industry in Idaho.

RECREATION

Continued from 3

and innovation administrator at the Department of Commerce.

That initiative is managed by the Idaho Department of Parks and Recreation. Its director, David Langhorst, said the department has done many of the same tasks the new offices of outdoor recreation are doing elsewhere.

"Idaho can take advantage of the

heightened awareness of outdoor recreation without creating another layer of government," Langhorst said.

The current proposal calls for adding some members to the initiative's board from the outdoor recreation business community and the Idaho Department of Commerce, according to a letter obtained by the Idaho Statesman. The pro-

posal also calls for reorienting some outdoors-related goals.

"We're talking to anybody that's interested right now," Langhorst said. "It's the governor's decision."

Little met with Backcountry Hunters and Anglers, a nonprofit that advocates for access to public lands, earlier this month and declared May 3 Public

Lands Day. He has repeatedly connected the collaborative conservation of these lands with the development of recreation businesses and technology as critical to rural development.

"Developing all facets of Idaho's outdoor recreation sector benefits the entire state's ability to engage tourism and commerce," Little said.



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TOVUTI

Continued from 1

courses – typically in PowerPoint or on a PDF – and Tovuti’s in-house content developers migrate them into the Tovuti system, which is based on videos, graphics and gamification in the form of quizzes, pop-ups and so on. McClain compares it with systems such as Udemy, as well as Lynda.com, which was purchased by LinkedIn in 2015 for \$1.5 billion.

It’s the gamification aspect that’s turned the traditional learning management system into what McClain calls a “learning experience platform,” or LXP. While many people learn from YouTube videos, and YouTube video analytics can show that a person clicked on a video and reached the end, that is no guarantee they actually watched it or retained it, he said.

“People were just clicking on the YouTube video and cooking dinner,” McClain said.

Pop-ups as simple as “Are you still there?” require that the person be more engaged with the process, he said.

Pricing for the product starts at \$350 per month, with the average customer

spending just under \$1,000 a month, McClain said. As opposed to a per-seat or per-user charge, Tovuti has a per-function charge. Because the company’s customers white-label the product, he couldn’t name most of them, but said five were from Idaho, plus a sixth, a state agency he couldn’t yet name. Others include education management systems and alcohol rehabilitation centers, he said.

Meanwhile, Tovuti just hired its tenth employee, which gives it 170% growth in just the last quarter, McClain said. He also expects to double the number of staff by the end of the year.

That’s bulging the walls of the company’s 2,500-square-foot office. McClain has plans to address that with his mentor, the developer and former gubernatorial candidate Tommy Ahlquist, who is working on a mixed-use project along Highway 84 in Eagle at the site of the former Farmstead corn maze.

“That would be an ideal location,” McClain said. “I would love to stay in Meridian all the time.”

To do that, Tovuti is currently raising \$2 million in capital through a convertible note, said Alistair Rock, chief financial officer. The company is presenting the opportunity to angel investing groups, such as the Boise Angel Alliance, as well as the Irish Angels, which is associated with the Gigot Center for Entrepreneurship at the University of Notre Dame.

Thus far, Tovuti has raised \$600,000, and has verbal commitments for more, Rock said. That may fund the office move, he said.

McClain – who appeared on the first season of “The Apprentice” and was “fired” for not having enough formal education – has some high-powered mentors. In addition to Ahlquist, they include Matt Rissell, whose company TSheets was acquired by Intuit at the beginning of 2018 for \$340 million.

McClain said he looks to Rissell as a model for his exit strategy, which is ideally to partner or take a strategic exit with someone in Idaho.

“He kept it local and stayed local,” McClain said. “We want to do that.”



File photo

The Gem State got high marks for its natural environment. The Grand Tetons, seen from Ashton, Idaho.

RANKING

Continued from 1

“Some states shine in health care. Some soar in education. Some excel in both — or in much more,” the magazine says in its introduction to the ranking. “The Best States ranking of U.S. states draws on thousands of data points to measure how well states are performing for their citizens.”

The “best state,” according to the ranking, is Washington. New Hampshire and Minnesota round out the top three.

Louisiana, which also ranked dead last or near it on a number of metrics in previous years, was No. 50 on this year’s ranking. Alabama was 49th on the list, while Mississippi was 48th, according to U.S. News.

GIG ECONOMY

Continued from 1

A typical day for Pease includes ferrying plenty of travelers to the airport interspersed with taking people to work mid-morning and giving rides to diners in the early evening. On the weekend, he works nights and gives a lot of rides to and from downtown destinations.

Another Gig

Pease explains that he uses his driving as a means to support his other business ventures.

Eventually, Pease plans to establish a nonprofit that helps people who have criminal backgrounds find employment. This stems from his days working as a manager in retail, when he met and hired several people with criminal backgrounds who had trouble finding work.

Additionally, Pease recently started a career selling real estate. Driving allows him to continue to make a living to support his family while building a clientele, also through driving. For example, Pease says he regularly picks up passengers at the Boise Airport who traveled to look at homes in the Treasure Valley.

Pease says it is fairly common for ride-hail drivers to have another venture, citing people he knows who pass along business cards or booklets to passengers for things like homemade jewelry, garage clean-outs or carpet cleaning.

“I think to be successful at Lyft and Uber you have to use it as a platform for other things,” Pease says. “You can’t just rely on driving the miles to make it work.”

Take-Home Pay

Since going public this spring, both Uber and Lyft have had muted performances on the stock market and continue to trade below their IPO price. Uber’s May 10 IPO drew the attention of many drivers, who have highlighted issues associated with driving for the company, including pay. Despite driver protests in places such as Chicago, Los Angeles, New York, San Francisco, Washington and London, there appeared to be plenty of drivers working that day.

Uber and Lyft are vague on how much a driver can make from each ride, citing factors such as time of day, distance of the trip, how long it will take to get to the destination and other fees that accumulate. And, of course, tips depend on a passenger’s generosity.

Each company calculates fees a little differently.

Uber advertises on its website a 25% service fee on all rides, though a Ridester.com investigation revealed how other fees, like a “surge variable” for when demand outpaces supply, can increase the percentage of Uber’s take.

Lyft’s website explains that the company charges a fixed service fee and a variable platform fee that includes charges for things like tips, tolls, airport fees and taxes. This platform fee also affects the percentage Lyft takes from each total fare.

Ask ride-hail drivers how they make money and they’ll tell you that take-home pay is affected not only by tips and fees, but the costs associated with start-up and ongoing operations.

The amount of money a new driver must pay to get started, and the ongoing costs, depend on several variables. This includes the type and age of

the vehicle, cost of insurance, gas mileage, maintenance and repairs.

Staying in the black

Pease decided to drive full-time in November 2018, after a year of driving part-time. At the time, he was only driving for Lyft, but has now expanded to Uber and Uber Eats as well. He makes around \$1,000 per week before setting aside money for taxes and expenses and attributes his success to attention to investment.

When he started driving, Pease was picking up passengers in a minivan. In February, Pease sold his minivan and used the proceeds to buy a Prius, which gets significantly better gas mileage and increases his take-home pay.

“There’s not a chance in the world I would drive a Prius if not for this,” Pease says.

Like other drivers, Pease optimizes with a close attention to cleanliness; he vacuums regularly and pays a local car wash a monthly fee for unlimited use. He promotes his services on various social media platforms, runs a YouTube channel and carefully tracks the miles he drives on another app for tax reporting.

In addition to the iPad on the dash, he has a camera in the car. It’s a safety thing, Pease says, and becoming more common for drivers to include in their cars. If he is ever driving a group that is “getting too rowdy,” he casually mentions the camera, which helps things settle down.

Shann Payden of Boise also invested in a dash camera when she started driving for Uber, along with auxiliary cables, WeatherTech floor mats and onboard Wi-Fi.

Payden has been driving nights for Uber since February, when she was looking for an opportunity to earn extra money. She decided to give it a try the week of Valentine’s Day and loved it.

“It was awesome,” Payden says.

Payden found it to be profitable and fun as a ride-hail driver. However, after two weeks of driving she discovered that as of March 1, her 2004 Ford Expedition was too old for the company. Uber does not allow vehicles older than 15 years.

In order to keep driving, Payden decided to buy a new car, a 2017 Dodge Grand Caravan, which was large enough for groups and could comfortably fit luggage for those traveling to and from the airport.

On top of a monthly car payment, Payden also pays for gas, special insurance for ride-hail drivers, vehicle maintenance and daily auto detailing.

Payden has given around 700 rides so far and enjoys it, though driving does not come without other, non-monetary costs. She says the app is not always accurate in pinpointing a passenger’s location, which sometimes leads to cancellations and frustrated riders. She occasionally gets propositioned by passengers, and about once a week she has to pull over so a drunk person can throw up (they’ve always made it outside the vehicle before it happens, she notes).

But most of the time, she says she enjoys great conversations with good people. Her favorite trips are taking groups to and from the airport or events. She also feels responsible for the people she drives.

“My joke is, ‘I’m saving lives and preventing DUIs,’” she says.

Smaller Investment

As a hydraulic cylinder mechanic, 23-year-old Kolton Smith of Boise says he doesn’t necessarily need the money he makes from Uber, but enjoys driving people around on weekends and the extra cash that comes with it. After a night of driving, he usually takes home around \$200.

“Right now, it’s a lot of fun driving around picking people up, not too stressful,” Smith says.

Smith sees his investment into ride-hail driving as fairly minimal because he drives a few nights a month. He does not track mileage very closely, but estimates that he uses 10-20 gallons of gas per night driving people in his 2017 Ford Escape. All oil changes were included by the dealership when he purchased the vehicle, so his remaining costs are more down-the-road things, like depreciation and repairs.

Sometimes, being a ride-hail driver requires a little more effort than monetary investment. For example, Smith once picked up a passenger who was laying on the sidewalk, apparently drunk, by the time he pulled up. The man on the sidewalk didn’t know where he was, Smith explains. He picked him up off the ground and discovered the man’s phone underneath him, still on a call with his wife. Smith picked up the phone, explained who he was and kept the call connected as he drove the man home.

“It was my good deed for the night,” Smith adds.

His good deed may have had another effect than getting a drunk person home to his wife. The next day, around 5 p.m., Smith received a notification from Uber that the man sent him a tip.

Not feeling chatty? Uber now offers ‘Quiet Mode’

While many ride-share customers enjoy socializing with their drivers, Uber is offering a new feature for those who want some privacy.

Earlier this month, Uber rolled out “Quiet Mode” for Uber Black and Uber Black SUV, along with other new services such as luggage help, extended pickup periods and vehicle temperature control.

In a press release, the company touted “Quiet Mode” as a convenience if “you need to respond to emails or are in the mood for a nap.”

The option, which officially launched around the country May 15, has drawn controversy. The Washington Post reported that some critics on Twitter are calling the option dehumanizing and “incredibly rude.”

“You’re paying for a human service, and drivers don’t stop being human just because you’re in a mood,” one Twitter commentator said.

Others lauded “Quiet Mode” as a valuable service for those with hearing impairments on anxiety.

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The Murray Group provides health and welfare benefits brokering and consulting to private and public employers across the Northwest. We are one of the largest privately held consulting firms with offices in Coeur d'Alene and Boise, Idaho.

Due to our significant investments in our people, processes, industry affiliations, and technology, we have experienced an average of 14% organic growth each year over the last 9 years. It is part of our corporate culture to maintain our independence and autonomy so we can do what is in the best interest of our clients. The Murray Group is excited to further its commitment to the Boise employee benefits market with the addition of Dave to the TMG professional staff.

DAVE LARSEN JOINS THE MURRAY GROUP



Dave Larsen has joined The Murray Group as the agency's Benefits Consultant and Area Vice President in the Boise, Idaho office. Dave brings a wealth of experience developed as a Benefits Consultant, ERISA Attorney and HR Professional over the past two decades. He has represented and consulted for hundreds of employers and benefit plans, some of which are among the Fortune 500.

With his extensive and diverse background, Dave is uniquely positioned as a benefits consultant and trusted advisor to help employers navigate the complex world of employee benefits. Dave received his J.D. with honors from BYU Law School in 1997 and his B.S. with honors from BYU in 1994.

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IDAHO BUSINESS REVIEW

People

Isaac Rede has been promoted to testing manager for the Meridian office of ALLWEST. Rede has been employed with ALLWEST since 2016, working as a project manager and with the company's engineering department. He has worked in the engineering and construction materials testing field since 1996.



Isaac Rede



Ron Manning

Ron Manning has been promoted to project manager at SPF Water Engineering. Ron has eight years of experience in floodplain management, modeling and risk analysis, as well as municipal water system facility planning, design and construction services. He is a Certified Floodplain Manager and has overseen SPF's floodplain management strategies.



Cameron Murray

Cameron Murray has joined Stoltz Marketing Group as a senior copywriter. He previously worked with Butler, Shine, Stern & Partners in San Francisco. His experience includes multiple national and state-wide accounts, in-

cluding Got Milk?, Mitsubishi Motors, NBA 2K, XFINITY/Comcast, The Alzheimer's Association and Blue Shield of California.

Murray studied creative writing at San Diego State University.



Karan Tucker



Stephanie Bender-Kitz

Jannus, Inc. has announced that Executive Director **Karan Tucker** will join with Program Director **Stephanie Bender-Kitz** to share the executive director role. While Tucker and Bender-Kitz will have a clear division of strategic priority responsibilities, they will be mutually responsible for performance, outcomes and execution of all decisions.

Tucker and Bender-Kitz have a combined 27 years of experience in Jannus.

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