

Coeur d'Alene Economic Development
February 8th, 2023
10:00 a.m.

The Kootenai County Board of Commissioners: Chair Leslie Duncan, Commissioner Mattare, Commissioner Bill Brooks, and met to discuss the following agenda items. Also present were President of Coeur d'Alene Economic Development (CDA/EDC) Gynii Gilliam, Deputy Clerk Ronnie Davisson, and County Assistance Specialist Sierra Hansen.

- A. **Call to Order:** Chair Leslie Duncan called the meeting to order at 10:00am.
- B. **Changes to the Agenda (Action):** There were no changes to the agenda.
- C. **Business**

- 1. **CDA Economic Development Corporation (CDA/EDC) Update with President Gynii Gilliam (Discussion)** - Gynii Gilliam, President of CDA/EDC, started off the meeting with a brief introduction of herself and the company she is representing. She also gave an overview of the company's history, along with a highlight reel of their greatest successes since being founded in 1987. This reel included providing assistance to over 300 companies, creating approximately 9,000 direct jobs, and bringing a total of \$760M in capital investment to the North Idaho region. Ms. Gilliam also went on to explain in depth why economic development matters and how CDA/EDC helps with industry diversification and enrichment.

Ms. Gilliam provided a breakdown of how much each key industry CDA/EDC focused on boosting contributed to the region's total Gross Rating Point, with the top contributors being Construction, Retail, Manufacturing, and Government. Although it is also to be noted that Health, Information Technology, and Transportation have quickly caught up in growth. Ms. Gilliam continued her presentation by discussing how Economic Development has helped to increase Tax Revenues (between .006% - .008%). Providing employment opportunities with higher wages along with better optimized training per profession was also a major touchstone during this meeting.

Towards the end of her presentation, Ms. Gilliam went over the various projects and leads that CDA/EDC had in store for the near future. There were over 50 different projects in progress, most of them being direct calls with fewer than than 10% from Idaho Commerce, and 10% from Chambers and partners. The following projects were being green lit to move forward: Project Drive 1 and 2, Project Topaz, and Project Auto. Most leads CDA/EDC has received were in manufacturing, technology and information, warehousing, and delivery. As for location, most of the leads were from coastal Washington, Oregon, and California; 10-15% came from Midwest states.

Once Ms. Gilliam concluded her presentation, Commissioner Mattare did raise a concern about growth being the main focus of CDA/EDC's production. He said he felt that instead of pushing for expansion from outside of the Coeur d'Alene area, we should slow down and focus on the residents here. He explained that people who are in their later teens, high school graduates who were not looking to further their education, and people who were currently in undergrad programs all need jobs and he felt that we needed to focus on providing more of those opportunities for them. Mattare then concluded by saying that he would like to see CDA/EDC redevelop a clearer idea of their end goal.

- D. **Public Comment (Discussion):** This section is reserved for citizens wishing to address the Board regarding a County related issue. Idaho Law prohibits Board action on items brought under this section except in an emergency circumstance. Comments related to future public hearings should be held for that public hearing. There were no public comments.

- E. **Adjourn:** Chair Duncan adjourned the meeting at 10:46 a.m.

Respectfully submitted,

JENNIFER LOCKE, COUNTY CLERK

BOCC SIGNATURE

BY: SH
Sierra Hansen, County Assistance Specialist