



*Post Falls is the right place to bring your business and your family and watch them both grow.*

Welcome to Post Falls, Idaho.

We're known for our small-town, community feeling and being one of the fastest growing cities in the Northwest. Our city is a very special place, with scenic beauty, year-round recreational opportunities and a relaxed lifestyle that creates a valuable quality of life that is attracting new businesses and new citizens daily. Post Falls is living proof that you can have growth and prosperity without losing that small town charm and sense of community.

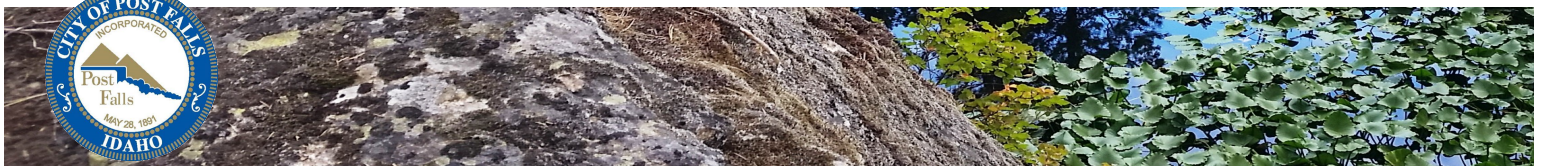
Post Falls' quality of life is exceptional, with low population density, safe and quiet neighborhoods, mild traffic and clean air and water. The cost of living, housing, groceries, transportation, utilities, and taxes are all below national averages and significantly less than larger cities.

The recreational opportunities and natural surroundings are a large part of why people choose Post Falls. Boating and water sports such as wakeboarding, water skiing, wakesurfing, whitewater kayaking and stand-up paddle boarding are popular on the Spokane River. Winter sports including downhill skiing/snowboarding, snowshoeing, cross-country skiing, and snowmobiling are also easily accessible from Post Falls. The region also provides ample opportunities for sportsmen and anglers. The City maintains 27 parks, several of which are on the Spokane River. Sports, swimming, rock climbing, boating or just relaxing, there's a park that fills the bill.

As Mayor, I welcome you to our city and invite you to discover the many great things we have to offer.

Sincerely,

Ronald G. Jacobson, Mayor



## About Post Falls



Post Falls, Idaho is a progressive, growing community in the beautiful Pacific Northwest. Small-town charm, natural beauty and urban appeal make us an attractive choice to live and grow a business. Post Falls is distinguished by its engaged citizens, diverse businesses, progressive leaders, responsible management of fiscal and environmental resources, superior service, and a full range of opportunities for education and healthy lifestyles.

Post Falls is located four miles east of the Washington-Idaho border along Interstate 90 in Kootenai County and is bounded by Coeur d'Alene, Idaho to the east, the State of Washington to the west, the Spokane River to the south and the Rathdrum prairie to the north. Post Falls is 20 miles east of Spokane, Washington and approximately 100 miles south of the Canadian border. Due to the proximity of numerous lakes, rivers and mountains, Post Falls, Idaho is an inviting place to live and visit. This fact is reflected in the tourism and retail sectors of the economy, with retail, dining and entertainment businesses locating in the City. Additionally, Post Falls has a growing medical and health care community.

As the 10th largest city in Idaho, Post Falls is ranked #1 for population growth and #10 for cities on the rise in Idaho. Post Falls has a current population of over 32,000. The median age in this area is 37. Approximately 13% of the population have an associate's degree and 19% have a bachelor's degree or higher.

Idaho boasts the lowest cost of living in the western states and, with an average commute time of just under 21 minutes, Idahoans get to work, home, and the outdoors faster than anyone in other western metro areas.



## *Quality of Life*

With an unparalleled quality of life, Post Falls offers an affordable cost of living in an innovative and business-friendly environment. Post Falls is an ideal blend of small town living and outdoor paradise. Post Falls' unique location between two diverse cities of Spokane, WA and Coeur d'Alene, ID offers access to the perks of the bigger city and the resort lifestyle. Additionally, Post Falls is only a short drive from the Spokane International Airport and two hours from British Columbia.

The recreational opportunities and natural surroundings are a large part of why people choose Post Falls. Boating and water sports such as wake boarding, water skiing, wake surfing, whitewater kayaking and stand up paddle boarding are popular on the Spokane River and Coeur d'Alene Lake. Winter sports including downhill skiing/snowboarding, snowshoeing, cross-country skiing, and snowmobiling are also easily accessible from Post Falls. There are over 38 miles of recreational trails in Post Falls and the 60-mile Centennial Trail runs through the city connecting Coeur d'Alene and Spokane. The region also provides ample opportunities for sportsmen and anglers.



## *Workforce & Transportation*

### **Workforce Training/Education—**

The affordable cost of living and excellent quality of life in Post Falls and the surrounding area help attract and retain a strong labor pool. Post Falls' demographics are well suited for a diverse array of industries. The emerging industries are tech, aerospace manufacturing and the fastest growing industry is medical. The region that includes Kootenai and Spokane counties is home to a skilled workforce.

The Coeur d'Alene Metropolitan Statistical Area (Cd'A MSA) has a population of 150,000 and a workforce of 63,000; and jointly with the Spokane MSA (Spokane is 30 miles away on I90) has a population of 700,000 and a workforce of 300,000. Talent availability is excellent with the population concentration in the contiguous communities of Coeur d'Alene, Post Falls, Hayden, and nearby Rathdrum; and a healthy cross-border workforce movement of around 15,000 along the ID-WA border. Local business owners cite productivity, work ethics, low absenteeism and low turnover rates as examples of workforce excellence. Additionally, Idaho is a "right to work" state, with only a small percentage (8%) of the workforce unionized. ([www.labor.idaho.gov](http://www.labor.idaho.gov))

Kootenai County is home to four educational institutions, providing a variety of professional technical certifications, stackable credits, academic degrees and continuing education programs. North Idaho College, Lewis and Clark State College, and branches of University of Idaho and Boise State University are in a joint campus providing programs terminating in an Associate of Arts to executive MBA degrees. Curriculum ranges from aerospace composite fabrication to nursing to computer science. Moreover, customized workforce training is available through North Idaho College. Additionally, three major universities are in Spokane, WA thirty minutes away.



### **Telecommunications/Transportation—**

Post Falls has an enhanced fiber network with the quality, speed, capacity, reliability, and high definition of a major city. Frontier Communications, Time Warner, Intermax, Syringa Networks and Fatbeam, all provide service to the area through advanced digital network with switching technology and fiber deployment.

The region has excellent transportation access to air service, trucking, rail and shipping. Seattle is 5 hours away via I90 (1 hour by air), with Portland and Vancouver, BC, 6 and 7 hours away (2 hours by air), respectively. Railroad tracks and spurs provide opportunities for industries. Interstate 90, State Highway 41 and State Highway 53 provide excellent access and truck routes through Post Falls.

**Road Access:** The region is at the intersection of I90 & US95. I90 is a major east-west route across the US, linking Seattle to Boston and giving the region easy access to the east and to the northwest and beyond through the ports of Seattle, Portland and Vancouver. US95 links to I15, creating a north-south route across the western states from Mexico to Canada. ([www.itd.idaho.gov](http://www.itd.idaho.gov))

**Air Service:** Spokane International Airport (GEG) provides access to all points across the globe and convenient access to air cargo and package service, with next day air and forwarding services readily available. GEG provides nonstop service to 12 cities and continuing (same plane, one stop) service to another 15+ cities. Spokane International Airport is 20-30 minutes away from Post Falls. (<http://spokaneairports.net/>).

**Rail Access** Burlington Northern Santa Fe and Union Pacific provide cross-country rail to all points in the US, extending north to Canada through Canadian rail service providers. (<http://bnsf.com/>; [www.up.com](http://www.up.com))

**Port Service and Shipping:** Port of Lewiston is only 113 miles south via US95 (or Washington State 904). The Port is the head of navigation for the Columbia/Snake River system, moving cargo from Lewiston to the Pacific seaports. (<http://portoflewiston.com/>)

### Incentives—

Local incentives are by statute and available as tax exemptions or credits, assistance with public infrastructure or support services for business activities. Examples include:

**Tax Increment Financing.** The City of Post Falls Urban Renewal District can provide tax increment financing to help with public infrastructure construction (i.e., public roads, signals, water/sewer main lines, street-scaping and others).

Idaho is pro-business, providing a variety of tax and business incentives to help both existing and new businesses equally. In Idaho, you can count on a stable tax environment; our legislators kept a balanced budget through the recession without raising taxes and is currently rebuilding a healthy “rainy day fund” because they understand the importance of regulatory certainty and economic stability.

#### Examples of state incentives

**Investment Tax Credit.** 3.0% on all new, depreciable, tangible personal property placed in Idaho

**Research and Development Tax Credit.** 5.0% tax credit on qualified research expenses

**Sales Tax Exemption on Utilities & Industrial Fuels.** Standard exemption for all business in state

**Production Sales Tax Exemption.** Businesses purchasing equipment and raw materials used directly in manufacturing, processing, mining, fabrication, logging, or semi-conductor may earn a sales tax exemption

**Real Property Tax Credit.** 2.5% on investments in new plants, buildings, and structural components placed in service in Idaho

**Idaho Business Advantage.** Enhanced tax credits and rebates for companies investing \$500K, with at least 10 jobs paying over \$40,000/year and additional jobs averaging \$15.50/hour

**New Job Tax Credit.** Up to \$3000 per new job created

**Tax Reimbursement Incentive (TRI).** Businesses that create a minimum number of jobs (20 in rural communities; 50 in urban communities), with an annual wage equal to or above the county annual wage (currently calculated at \$16.50/hour) may be eligible to receive a refund of up to 30% of their income, sales and payroll taxes for up to 15 years. Other rules apply.

#### Good reasons to do business in Post Falls, Idaho—

Idaho’s economy is one of the strongest in the nation due to a low taxes, a balanced state budget, and common sense regulatory environment.

*See Rankings Below:*

- #1 State—Top Performing Economy (*Bloomberg*)
- #1 State—Job Growth in the Nation (*Kiplinger*)
- #3 State—Business Friendliness (*CNBC*)
- #4 State—Cost of Doing Business (*CNBC*)
- #5—Strongest State Economy (*CNBC*)
- Lowest Average Cost—of Utilities in the Nation (*Move.org*)
- #1 Patents per Capita and #6 Most Inventive State (*CNNMoney.com*)
- Living and working in Idaho is a one-of-a-kind experience. We boast the lowest cost of living in the western states and, with an average commute time of just under 21 minutes, Idahoans get to work, home and the outdoors faster than anyone in other western metro areas.

*We are committed to assisting businesses and providing support as you grow and expand your business. If you are looking for a new location, considering expansion, or want to learn more about incentives for businesses in Idaho, you can find links to City, State and Federal resources you need to be successful on the City’s website [www.postfallsidaho.org](http://www.postfallsidaho.org).*

*Our Economic Development staff and Community Development Department are ready to help you through the process whether you are building a new facility, expanding your current facility, locating to Post Falls or planning to start a new business.*

*Your Friends at the City of Post Falls*

**For information or assistance on relocating or expanding your business**

**Email: [rseale@postfallsidaho.org](mailto:rseale@postfallsidaho.org)**

**(208)773-3511 or Toll Free (888)925-9961**



# THE NORTHERN IDAHO ECONOMIC DEVELOPMENT EFFECT



**\$8.59 BILLION**  
REGIONAL GDP

**99,769** Total Employment  
Estimated for 2018

## Top Emerging Industries

## Top Traditional Industries



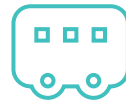
Electrical Equipment  
Manufacturing



Metal  
Manufacturing



Plastic  
Manufacturing



Rail  
Transportation

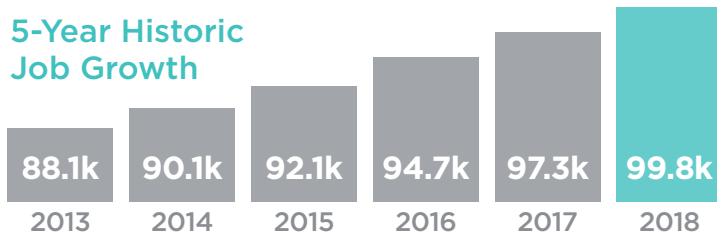


Support Activities  
for Mining



Wood Product  
Manufacturing

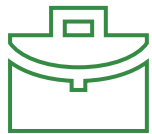
## 5-Year Historic Job Growth



**20%** 10yr Forecasted  
Job Growth

**\$37,558** Average  
Wage  
(in 2017)

## 5 Year Program Impacts



**1,238**  
Jobs



**\$7.68M**  
Infrastructure



**\$81M**  
Cap Ex

CDBG

RCBG

GEM

TRI

Opportunity  
Fund

Economic Modelling Specialist International (EMSI), 2017Q3-2018Q2; Hoovers Business Search  
Economic Modelling Specialist International (EMSI), 2018Q3  
Idaho Department of Labor, Labor Market Information

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COMMERCE.IDAHO.GOV



# LOW TAXES

Here's a bold idea: Why not bolster business by cutting taxes? We know it works, because Idaho has done exactly that. In 2013, we exempted more than 90% of Idaho's businesses from paying personal property tax. In 2018, we lowered both our personal and corporate income taxes.

While many states had to raise revenues to cover budget shortfalls, Idaho's budget remains balanced. We believe in trimming spending rather than raising taxes, and now we're rewarding Idaho taxpayers by easing their burden even more.

Businesses in Idaho know they can count on a stable tax environment. They don't have to worry that their taxes will increase. It's nice to find a little certainty in Idaho.

Average Property Tax	1.5%
General Sales Tax	6%
Personal Income Tax	6.925% (Top bracket)
Corporate Tax	6.925%

## Lowest

per capita tax burden of any state.



- 3.75%

### ENHANCED INVESTMENT TAX CREDIT

**3.75%** on all new, depreciable, tangible personal property placed in Idaho.



- 2.5%

### REAL PROPERTY TAX CREDIT

**2.5%** on investments in new plants, buildings, and structural components placed in service in Idaho.



- \$3,000

### NEW JOB TAX CREDIT

Up to **\$3,000** per new job created.



- EXEMPT

### PROPERTY TAX EXEMPTION

A **full** or **partial** property tax incentive can be granted by the county commissioners where the project is located.



To learn more about this and other reasons to locate your business in Idaho visit the Idaho Commerce Dept. at <https://commerce.idaho.gov/>

If you are looking for a new location, considering expansion, or to learn more about incentives for businesses in Idaho, our staff is ready to help you through the process .

**Shelly Enderud | City Administrator | City of Post Falls**

📞 (208) 773-3511

✉ [senderud@postfallsidaho.org](mailto:senderud@postfallsidaho.org)

Contact Shelly if you are a business or site selector, looking for information about expanding or relocating

**Bob Seale | Community Development Director | City of Post Falls**

📞 (208) 773-3511

✉ [rseale@postfallsidaho.org](mailto:rseale@postfallsidaho.org)

Contact Bob if you are a business or site selector, looking for information about expanding or relocating

**City of Post Falls**

📞 Toll Free (888) 925-9961

City of Post Falls, 408 N. Spokane St., Post Falls, ID 83854

[www.postfallsidaho.org](http://www.postfallsidaho.org)

**Christina Petit | CEO | Post Falls Chamber**

📞 (208) 773-5016

✉ [christina@postfallschamber.com](mailto:christina@postfallschamber.com)

Resource for area businesses, encourages activities promoting the business community

**Gynii Abracosa-Gilliam | President | CDA EDC**

📞 (208) 667-4753

✉ [gynni@cdaedc.org](mailto:gynni@cdaedc.org)

Business attraction, retention and expansion. Connect to business resources in Kootenai County

**Tom Kealey | Director | Idaho Department of Commerce**

📞 (208) 334-2470

✉ [tom.kealey@commerce.idaho.gov](mailto:tom.kealey@commerce.idaho.gov)

**Jake Reynolds | Business Development and Operations Administrator | Idaho Department of Commerce**

📞 (208) 780-5150

✉ [jake.reynolds@commerce.idaho.gov](mailto:jake.reynolds@commerce.idaho.gov)

International trade, business attraction, community development, and business retention and expansion

**Susie Davidson | Business Attraction Manager | Idaho Department of Commerce**

📞 (208) 287-0783

✉ [susan.davidson@commerce.idaho.gov](mailto:susan.davidson@commerce.idaho.gov)

If you are a business, or site selector, looking for information about expanding or relocating to the state of Idaho

**Karen Appelgren | Business Retention & Expansion Manager | Idaho Department of Commerce**

📞 (208) 287-3158

✉ [karen.appelgren@commerce.idaho.gov](mailto:karen.appelgren@commerce.idaho.gov)

Information regarding existing Idaho businesses

**Kim Glineski – BRE Specialist | Idaho Department of Commerce**

📞 (208) 287-0771

✉ [kimberly.glineski@commerce.idaho.gov](mailto:kimberly.glineski@commerce.idaho.gov)

Information regarding existing Idaho businesses

**Dennis Porter | Community Development Manager | Idaho Department of Commerce**

📞 (208) 287-0782

✉ [dennis.porter@commerce.idaho.gov](mailto:dennis.porter@commerce.idaho.gov)

Community Development Block Grants and Rural Community Block Grants

**Vicki Isakson | Manager | Idaho Department of Labor**

📞 (208)457-8789

✉ [kcmil@labor.idaho.gov](mailto:kcmil@labor.idaho.gov)

Hiring incentives & tax credits available to help train employees while earning tax credits