

SUSTAINABILITY

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A Conversation with Douglas Murray

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'Our whole economy depends on our success'

How the Blaine County Climate Action Plan aims to boost area sustainability

By KARI DEQUINE HARDEN—For the Express

Are sustainability efforts good for Blaine County's economy?

"One hundred percent, yes," said Emily Rodrigue, city planner and resilience planner for the city of Hailey.

Rodrigue defines her role in the realm of "sustainability" as taking stock of existing resources and how they are being used, then figuring out "how to make sure we have enough resources to serve future generations, and make sure this continues to be a great place to live."

The Blaine County Climate Action Plan, released in June, provides a first-of-its-kind collaborative road map for initiatives across four focus areas: land, water and habitat conservation; clean energy and green building; land use and transportation; and solid waste and the circular economy.

The plan uses 19 "key performance indicators" to track progress toward goals and provide specific metrics on which to measure success.

More than 100 stakeholders from the private, public and nonprofit sectors contributed input to the 151page plan put together by the Blaine County sustainability department.

"For Blaine County, sustainability means preserving our natural resources and limiting our carbon emissions in a manner that promotes thoughtful, equitable growth," the plan states.

With specific actions and goals aimed at conservation, greenhouse gas emission reduction, clean energy expansion and waste reduction, the plan provides more than just feelgood environmental aspirations. Protecting Blaine County's natural resources—land, water and air preserves the quality of life valued by residents as well as the attractiveness to visitors whose dollars provide fuel for the tourism-based economy.

"Through this model, even small actions can add up to big change," the Blaine County commissioners state in the plan's introduction. "We understand not all entities within Blaine County will buy into this entire plan or support its metrics and actions. We didn't set out to be all things to all people. Rather, we intend to work towards outcomes that universally benefit the residents of Blaine County, now and environmental) to ensure our community's long-term resilience."

It's about building self-sufficiency, Rodrigue said, through steps such as the promotion of consuming more locally sourced food and "making the supply chain smaller."

Rodrigue said building a community-scale microgrid using solar power, for example, would make the county more self-sufficient in the event of extended power outages.

A microgrid can use different types of power sources and is defined as an independent energy system that serves the community in which it is located, or a specific campus such as a hospital.

Sustainability is also about long-term survival.

"Climate adaptation planning and strategies will increase our resiliency," the plan states. "Blaine County recognizes that predicted changes in climate will impact the county in many ways. The Intermountain West may see changes in mountain snowpack levels, earlier and potentially higher spring runoff, increased wildfires, more insect damage in our forests and changes to crop-growing seasons."

Regardless of politics or what people believe is the cause, the climate is changing, Rodrigue said.

Building resiliency is a proactive approach to ensuring survival in an unpredictable future.

Blaine County Commissioner Muffy Davis pointed to the importance of sustainability given the valley's dependence on the winter tourism and ski industry—and snow itself—and the importance of "getting ahead of the curve and doing whatever we can" in the face of a changing climate.

Making investments and taking steps now to prepare, Davis said, can save significant dollars in the long run.

Proactive wildfire mitigation efforts, as another example, can also save money in the long run—and potentially lessen the negative economic impact from nearby wildfires. Those efforts can also decrease

insurance rates, Davis said.

Controlling noxious weeds may not sound as exciting, Mentzer said, but it is a critical piece of fire Wood River. Placing a higher value on the clean water and the health of the river requires more energy use than a more chemically-based process, she said.

And some investments provide different types of benefit to the economy, such as plans to expand the electric vehicle-charging infrastructure in Ketchum. That amenity better accommodates tourists with electric vehicles, said Mentzer, while also contributing to the reduction in greenhouse gasses.

Mentzer, Williams, Rodrigue and Davis all agreed that one of the most exciting parts of the new Climate Action Plan is its emphasis on collaboration.

"There's no way we can do it alone," Davis said. "We need everyone—public, private, nonprofits working together to reach these goals. Our whole economy depends on our success."

Greenhouse gas emissions

Greenhouse gas emissions data collected in 2018 and again in 2023 provides a baseline that can be tracked over time and provides specific, measurable objectives.

In 2023, Blaine County emitted roughly 100,000 metric tons more carbon dioxide equivalent than in 2018.

Mentzer said there are countless factors to which that increase could be attributed, though an increase in population and visitors undoubtedly plays a role.

Since 2018, Blaine County's percapita greenhouse gas emissions have increased by close to three metric tons of carbon dioxide equivalent.

And there are many nuances still to unpack in those numbers, he said, especially when it comes to the per capita breakdown of greenhouse gas emissions and the part played by visitors, out-of-area workforce and residents. If the data only includes full-time residents, the per capita number is likely lower and trending lower, he said.

Though the total carbon emissions have increased, Rodrigue pointed to many layers in the data. For example, there are measurable gains in energy efficiency in terms of residential electricity use in Hailey, she said. "We are continuing to make the residential sector cleaner," she said. "We are gaining traction there." From 2018 to 2023, greenhouse gas emissions from energy use remained static at 55% of the total emissions. However, greenhouse gas emissions from transportation fell from 40% of total emissions in 2018 to 34% in 2023.

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long into the future.'

Experts express vision

Emily Williams, sustainability and grants coordinator for the city of Hailey, describes her job as working toward a goal of "living in a way that is not extractive. And living in a way that is going to be sustainable or able to be maintained for a long period of time."

Blaine County Sustainability Manager Andrew Mentzer said there are two sides from which the Climate Action Plan approaches the goal of sustainability.

First, there is "mitigation," defined in the plan as "reducing our greenhouse gas emissions and therefore reducing our contribution to climate change."

The second approach, "adaptation," involves "amending our daily practices and preparing our infrastructure (social, economic and

mitigation.

There are a number of other ways that sustainability can benefit not only the environment but also the economy.

Using resources more efficiently not only preserves them but can save money for individuals, municipalities and businesses, Rodrigue said. That money can be reinvested into the local economy.

Through recent efforts like making the Old County Courthouse in Hailey more energy efficient and thus lowering bills, taxpayer money is better stewarded.

Innovation in clean energy is a growth industry in itself, Rodrigue noted, and helps to diversify the economy.

But Rodrigue also pointed to some tradeoffs and difficult choices—for example, the increased energy it takes to treat wastewater with fewer chemicals before it is released into the Big Again, Mentzer said, there are many factors likely at play, such as people driving less during and after the pandemic and increased standards for fuel efficiency in vehicles.

But Mentzer and Davis also pointed to Mountain Rides' increased ridership and the transition to zeroemissions battery electric buses.

Through those new buses, Executive Director Wally Morgus said, See **SUSTAINABILITY**, next page ►

SUSTAINABILITY

Mountain Rides eliminated 840 tons of greenhouse gas emissions from the local environment that would otherwise have been released since the transportation agency made the switch.

There were also considerable cost savings, he noted, as the electric buses cost 27 cents per mile compared to 56 cents per mile for diesel buses.

Sustainable growth

Given the recent spike in population and development, the phrase "sustainable growth" is heard frequently in planning circles.

Rodrigue defines sustainable growth as "thoughtful" or "conscious" growth.

Sun Valley Economic Development Executive Director Harry Griffith defines sustainable growth as "growth that balances improvements in economic outputs and metrics for individuals and communities with quality of life."

For Williams, sustainable growth means figuring out "what local government can be doing to manage that growth in a way that is not negatively impacting the community."

Davis noted the limitations of local government in controlling development, in part due to what is dictated by Idaho law.

For example, Davis lamented in February that the county had to repeal energy-saving amendments in its building code following the passage by the Legislature in 2023 of a bill that retroactively removed the ability of local jurisdictions to amend the state's energy code.

She also pointed to the water use allowed by state law for individual domestic wells.

But there are tools that do make a big difference, Davis and others said, such as the hillside ordinance and the huge role it plays in confining growth more to the city centers and valley floor, reducing sprawl and preserving open space.

The county commissioners are also looking at limiting the square footage of house sizes.

Williams grew up in the Wood River Valley, and she acknowledges the recent pace of growth has been "pretty wild to watch." She has asked the question, "Does the valley have a carrying capacity? How many people can it really sustain?"

Asked if the current rate of growth in the valley is sustainable, Griffith wrote: "We went through an unprecedented growth spurt starting as a result of the pandemic in 2020 that cardboard recycling compactor on Lewis Street over the summer as part of the waste diversion effort.

The Sun Valley Institute for Resilience supported and facilitated the diversion of nearly 12,500 pounds of food waste from Hailey Elementary and Wood River Middle School, with plans to expand to Ernest Hemingway STEAM School.

The valley is very conducive to solar energy, Rodrigue said. But there are barriers, a big one being the utility rates set by the Idaho Public Utilities Commission.

"People are not getting the return on their investment as quickly as they are in other places," she said.

But she sees positive movement in the direction of more solar. Having a microgrid or "community-scale" solar would be a huge step forward in both cost savings and self-sufficiency, she said.

The city of Hailey recently received a grant to install rooftop solar on City Hall, which is estimated to offset about 50% of the building's energy demand.

There are also plans underway to install solar panels on the Ketchum Fire Station.

There are also exciting things happening in the realm of geothermal energy, Williams said.

Water continues to be a huge part of the conversation and conservation plans, Davis said. Mentzer said work is underway to better define goals related to groundwater and surface water. He pointed to the Big Wood River Almanac as a valuable foundational document, on which his department is working to build upon.

Williams said the city of Hailey is working on an updated water allocation plan.

Individual contributions

There are things the community can do to prepare for and adapt to a changing climate while making small contributions to mitigate harm to the environment on a more global level, Mentzer said.

The Climate Action Plan is an evolving document, he noted, and it is all geared toward the goal of a healthier, cleaner, and more sustainable environment for everyone.

With the baseline data and metrics, he and his collaborators will be able to see what is making a measurable difference and what is not.

On an individual level, success does not mean everyone going out and buying an electric vehicle, he said.

Williams pointed to getting an energy audit and weatherizing homes



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has only just started to taper off in the last 12 months. Lots of new investment in residential and commercial assets in an accelerated timeframe. With things slowing down now, I expect the median level of investment over a five year period to approach a more traditional five year norm."

Progress and next steps

Williams recently helped introduce a composting program for the city of Hailey, and said she is excited about watching it grow. Diverting heavy waste from the landfill, Williams said, reduces emissions from the vehicles required to haul trash and by allowing the compostable waste to decompose organically. When food waste decomposes without access to oxygen, it releases methane.

In addition, composting can reduce the need for pesticides and synthetic fertilizers and improve soil health.

Ketchum began operations of its

as an impactful step on the individual level. When people can identify where they are losing energy in their home, they can address those holes to use energy more efficiently, she said, and save money in the long run.

She also noted the effort to move away from natural gas appliances and toward more electric appliances, such as by installing a heat pump.

Rodrigue and Williams point to other small things: taking the bus or riding a bike once or twice a week instead of driving and paying attention to how much plastic packaging is used on product alternatives.

Rodrigue also stressed the importance of public awareness and buy-in.

"I do think a lot of people are turning inward toward their communities, and investing in things and people and networks that can effect change," she said.

> To see additional charts, turn to Pages 6 and 7.

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In Blaine County, record job numbers and new businesses

Growth has been driven by tourism and construction, though businesses still face challenges

By KENT FRIEL-Express Intern

At the corner of Fifth and Main streets in Ketchum, signs previewing two soon-to-open stores, Faherty Brand and Johnny Was, have been up for weeks. Both stores, which are slated to open before the busy winter holiday season, offer high-end clothing geared toward tourists and second-home owners.

"They're going to fit well into this market," said Dave Wilson, owner of Wilson Construction, the company developing the Fifth and Main building.

The planned businesses are part of an emerging trend in the area of new businesses moving in and some established businesses owned by locals changing ownership or closing their doors.

Wilson said both brands emerged out of resort communities and were looking to come to the Sun Valley area. Wilson said that while the market has "slowed slightly" in the past year, things are still busy.

"We've always been busy the last 40 years I've been here," Wilson said. "As a tourist economy, we seem to be inching up every year."

Wilson, who is on the Fly Sun Valley Alliance board—which promotes air service to the Wood River Valley—noted that seat numbers are up for flights into Friedman Memorial Airport. There were 18,490 more passengers flying in and out of Friedman Memorial Airport in 2023 than in 2022, a 9.1% increase, according to statistics provided by the airport.

Tourism, which largely sustains the economy in Blaine County, is driving growth. Leisure and hospitality jobs have continued to grow, along with construction jobs, data indicates.

That the north valley is undergoing a construction boom would be evident to anyone who drives north into Ketchum on state Highway 75. Construction cranes mark the skyline and construction trucks are visible on almost every street in town. Dozens of housing, retail and hotel projects are planned or are being built.

Cooper Hayes, director of landscaping construction for Webb Landscape, said the construction market has been "very robust" over the past year.

"We're still challenged with our labor workforce to keep up with the demand," Hayes said. "If we had a challenges to opening a restaurant in the Wood River Valley, we feel confident in our decision to open here."

Leodler said she was inspired to open the restaurant in Blaine County because of the community here.

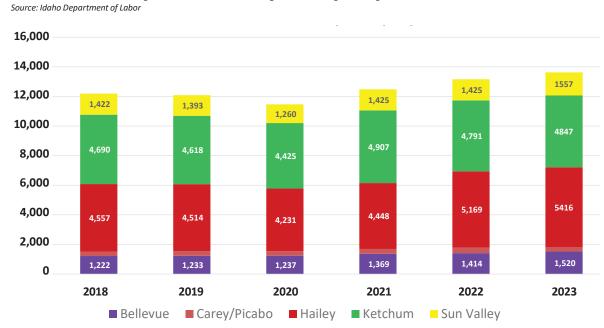
"We were looking for a close-knit community where we would get to know our customers as friends and family," she said. "The Wood River Valley is very supportive of restaurants, and we already feel very welcomed by locals and other businesses."

Construction is a core component of Blaine County's growth. The influx of new residents and second-home buyers drives demand for homes, which drives growth in construction. In every city other than Sun Valley, where Sun Valley Co. added personnel and drove job growth in leisure and hospitality, new construction jobs constituted a plurality of the new jobs created over the past year. Four hundred and eighty-eight new jobs were created in the construction industry between 2021 and 2023, which represents 24% growth in that area, according to figures provided by Sun Valley Economic Development's executive \$800 director, Harry Griffith, and using data from the Idaho Tax Commission. Construction and the trades employed 1,800 people in 2019, Griffith said. Now, the number of construction jobs is about 2,500. Starting in 2021, about 200 jobs have been added in construc- \$400 tion every year.

Griffith also cited a growth in professional services and finance, such as private equity, hedge funds and wealth management, which themselves are driven by wealthy new residents moving their businesses here. Seventy-four new professional firms and 53 new finance firms were created between 2021 and 2023, a more than 20% increase in both sectors. The prevalence of finance firms has increased as income distribution has shifted to be even wealthier than before, Griffith said.

Most of the cities in the Wood River Valley have had wage growth over the past year, Griffith said, with the highest growth in the city of Sun Valley. Inflation, however, surpassed nominal wage growth in 2023. While sales and wages continued to grow in 2023, both seem to be flattening out, he said.

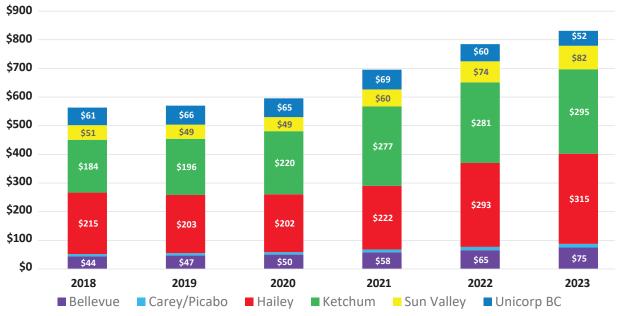
"This is evident in reported sales and covers the whole spectrum of



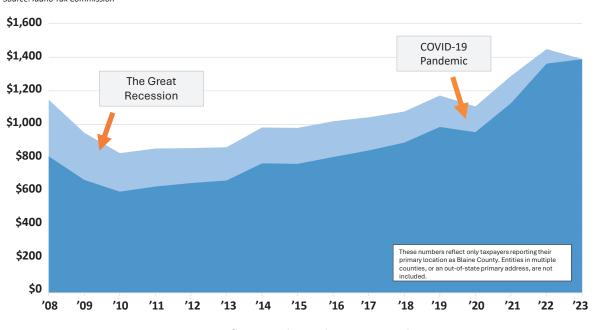
Blaine County number of jobs by city

Blaine County total annual wages by city (nominal \$ millions)

Source: Idaho Department of Labor



Blaine County total reported sales (\$m)



bigger workforce, we could be doing even more work."

Hayes said the majority of his company's work is in the north valley and that the company experienced a "significant bump" in the number of both renovations and new projects that it has taken on in the past year.

On Leadville and Second streets in Ketchum, a new building that is being constructed is set to include a new Italian restaurant called Fiamma. Kinsey Leodler, chef and owner of the planned restaurant, said she considered several locations across the country before choosing the Sun Valley area.

"We decided to put our restaurant where we wanted to be rather than let various metrics dictate where we went," Leodler said. "We fell in love with Sun Valley while visiting over the period of a year and a half for various events, and while there are certainly industries and business segments," he said. "The big picture is that on an annual basis, the sales figures have grown by 5.6%. Sales are the most important barometer of our economy."

Sales revenue in 2023 was up 2% from 2021, though inflation grew more than sales. Hailey and Carey were the only towns in Blaine County that experienced growth in inflationadjusted sales from 2022 to 2023. Sun Valley and Ketchum, on the other hand, reported decreases in adjusted sales between 2022 and 2023. Preliminary data also shows a slowdown in sales over this past summer.

"This summer was slower than last summer," Griffith said.

While the construction boom has driven job growth in that sector, the number of new projects being built, particularly in the north valley, has created disruption and may Inflation Adjusted Nominal

have depressed other economic activities. When the Express spoke with six employees of small businesses in Ketchum, each said business was down over the summer and they were frustrated with the disruption created by construction in town.

Businesses attributed their fewer customers to a loss of parking spaces due to construction on Main Street in Ketchum as well as construction vehicles' taking over parking spaces in surrounding areas. Additionally, several Ketchum small-business employees said increased traffic into town, in part because of construction, made people more likely to pass through quickly and spend less time shopping.

Board Bin sports store co-owner David Kelso said multiple construction projects around town have impacted his business.

"People have been frustrated with all of it and not wanting to stick around," he said. "It just never ends, and it's not conducive to great business."

Duke Dawson, who has worked at

Lost River Outfitters for four years, said the past summer was "one of the most painful summers" he has experienced. Dawson cited the lack of parking during the construction and the lost spots in front of the store. Because of the construction, Dawson said his store had to take away its sale rack in front, which impacted business.

"It was a tough summer for us," he said.

To see additional data charts, turn to Page 6. intern@mtexpress.com

'Groundbreaking' SVED study pins down seasonal population shifts

Commuters, day-trippers help steady transient nature of tourism

By EMILY JONES—Express Staff Writer

Commuters were responsible for generating the largest portion of monthly visits to Blaine County, and played a 'significant' role in generating local-option-tax revenue in 2021, according to a new analysis released by Sun Valley Economic Development this fall.

Harry Griffith, SVED executive director, said his organization used a metric called "person days"—essentially the same concept as skier days to calculate the number of total people in Blaine County each month in 2021.

SVED then isolated visitors from permanent residents and explored the ebb and flow of the Wood River Valley's second-home-owner, visitor and commuter subpopulations throughout the year.

One person day is equal to "one person staying in the community for basically a day," and "anything more than 8 hours is treated as a full person day," Griffith said.

According to the new study, residents and visitors logged over one million total person days during most months in 2021, except for November (898,500 person days) and April (915,700 person days). There were 1.4 million person days logged in Blaine County in July 2021, closely followed by 1.2 million in August 2021.

Griffith said SVED used a separate category—nonresident person days—to further investigate who visited Blaine County, when, and why.

According to the data, the resident-to-nonresident ratio fluctuated from 1:1 (in July) to 4:1 (in November). From January through about May, about 70% of individuals in Blaine County were permanent residents, and 30% were nonresidents. In June, 60% of individuals were permanent residents. In July, percentages shifted to 50%-50% as the transient population increased to the same size as the local resident population.

"This says that for every full-time resident in town in July, there's a tourist," Griffith said.

August saw a return to 60%-40%; September, 65%-35%; and October, 70%-30%. November was the month with the highest percentage of locals, at about 80%. December had a similar ratio to June and August, of 60%-40%. SVED researcher Larsen Bier noted that those ratios "can change a lot if you're talking about individual communities." "As somebody who lives in Ketchum, I feel that the ratio is much higher than 50-50 at times," he said.

Commuters were responsible for and visiting friends and family memnerating the largest portion of bers, about 4%.

Commuters—defined as people traveling from outside Blaine County who spent at least 8 hours in the county every day—were the largest subset of the transient population, spending on average about 33% of the total visitor time logged each month in the Wood River Valley. The commuter category fluctuated month to month, accounting for just 19% of visitor time in August but a whopping 55% in the slack months of November and April.

Bier said he was "surprised" by the high percentages, but they "kind of make sense during the off season especially because commuters are a really consistent part of our transient traffic."

Day trippers, or people who drove to Blaine County for nonwork activities without spending the night, accounted for between 7% of total monthly visits (January) and 24% of monthly visits (November), and appeared to come much less frequently during the ski-season months of December through March. June was another top month for day trips (23% of total visits), followed by May (22% of total visits).

Second-home owners also logged a significant, though varying, amount of visitor time in Blaine County in 2021, accounting for a steady 17%-18% of total visitor time spent in Blaine County in January, February and March, but just 8% in April. Visit time from second-home owners swelled again in June, at 25% of the total visitor time spent that month, and peaked in July (36%) before decreasing to 16% in September and 6% in October and November.

Short-term renters accounted for up to one-fifth of monthly visitor time spent in Blaine County. Most short-term visits occurred in January and February (20%), and the least in April (12%). Visitor time logged by hotel occupants followed a similar pattern, peaking in February (13% of total visitor time) and reaching its lowest point in April (6%).

Friends and family contributed the smallest amount of visitor time spent in Blaine County, between 3% and 5%. March saw the highest number of visits from friends and family (6% of total visitor time), while December and April appeared to be the least popular months for friends and family to visit (3% of total visitor time).

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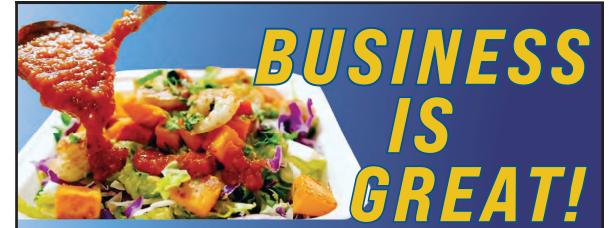
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Commuters made most off-season visits

Within Blaine County's nonresident population, SVED identified six subcategories: second-home owners, friends and family members of residents, short-term renters, hotel occupants, day trippers and commuters.

Second homeowners accounted for about 23% of visitor days spent in the Wood River Valley in 2021, according to SVED data. Short-term renters and day trippers each accounted for 16% of total visitor time; hotel occupants, 8%;

Sewage, utility information sheds light on tourism

Bier said the research process started around July, and he used a "hodgepodge" of data sources to understand more about visitors.

For example, Bier calculated the number of second homeowners in Blaine County by writing code to pull mailing addresses and zip codes from the county GIS database, which lists properties that do not qualify for Idaho's homeowner's exemption program.

See ANALYSIS, Page 12 🗲



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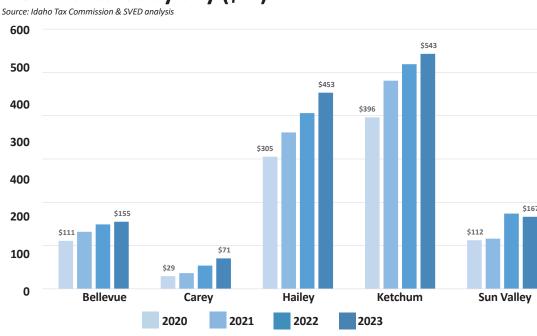
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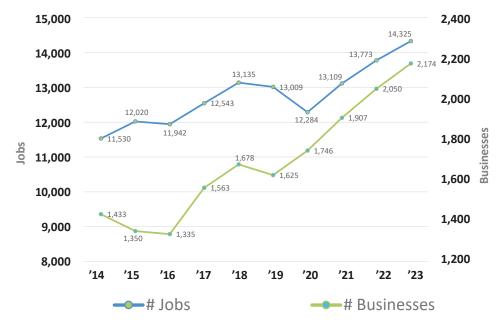
BUSINESS

Nominal sales by city (\$m)



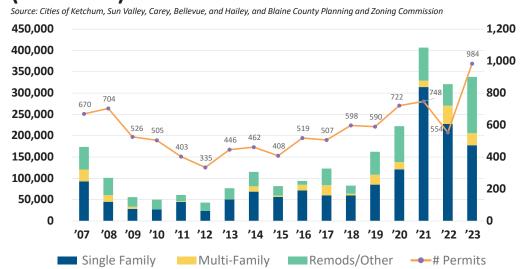
Blaine County number of jobs and businesses

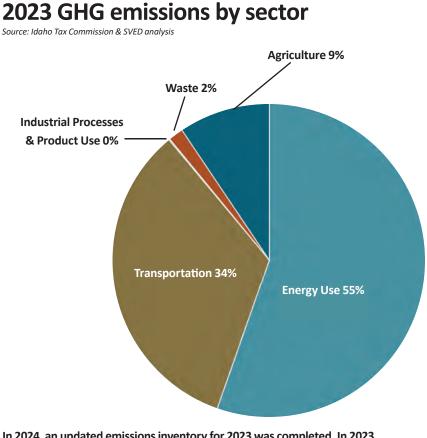
Source: Idaho Department of Labor



REAL ESTATE

Residential building permit value and quantity (000 and #)



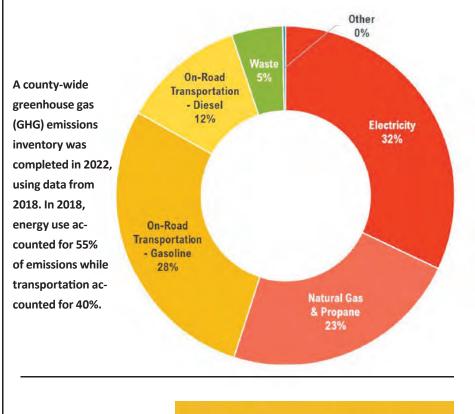


SUSTAINABILITY

In 2024, an updated emissions inventory for 2023 was completed. In 2023, energy use still accounts for 55% of emissions while transportation only accounts for 34%. Other emissions on the other hand, have increased.

2018 GHG emissions by sector

Source: Idaho Tax Commission & SVED analysis

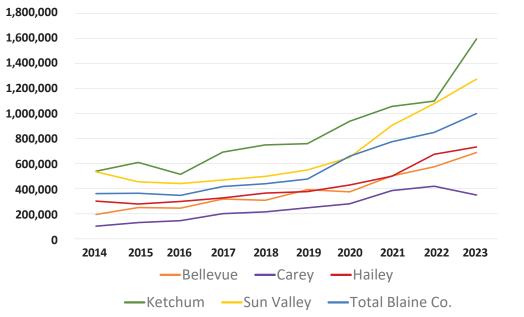


Land Use and Transportation

This task force centers around Land use and transportation tactics that focus on attaining better transit-oriented density and reducing single occupancy vehicle trips.

Median residential sales price

Source: Sun Valley Board of Realtors





Four task

task force focus areas:

force areas he Climate Action Plan and the 5B

CAN framework is divided into four

Solid Waste and the Circular Economy

This task force focuses on enhancing the circular economy by reducing and diverting waste in a thoughtful and intentional manner



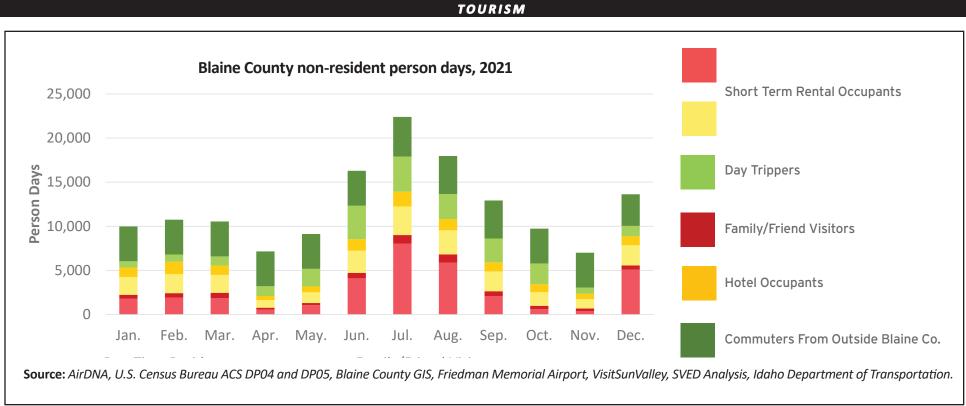
Land, Water, and Habitat Conservation

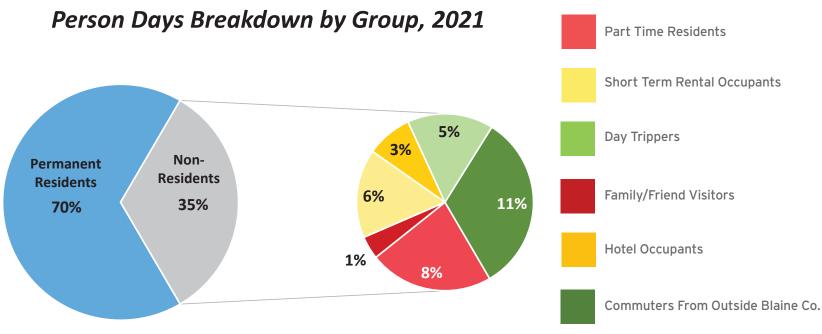
This task force is focused on increasing the quality and quantity of natural carbon sinks by enhancing ecosystems and soil health.



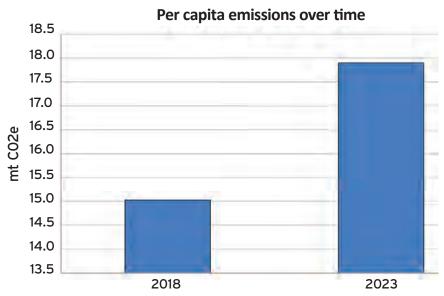
Clean Energy and Green Building

This task force focuses on increasing green building and energy efficiency doption while encouraging renewable energy



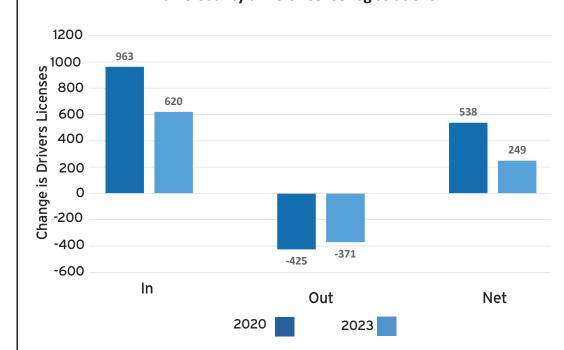


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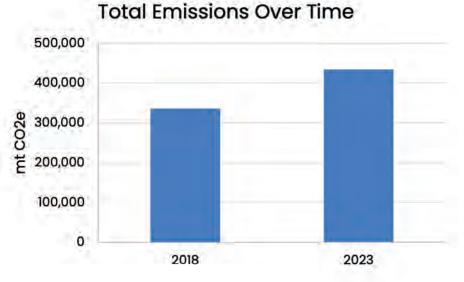


Since 2018, Blaine County's per capita greenhouse gas emissions have increased by nearly 3 metric tons of carbon dioxide equivalent per capita.

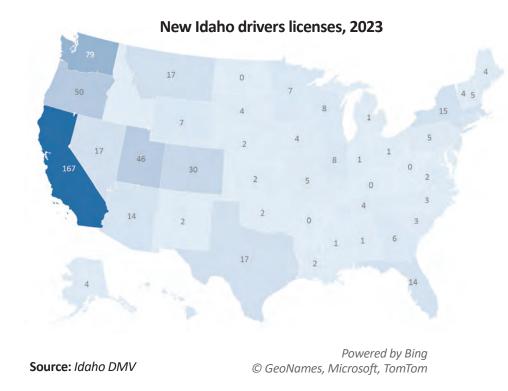
MIGRATION



Blaine County drivers license registrations



Total greenhouse gas emissions have risen by about 100,000 metric tons of carbon dioxide equivalent since 2018.







Best Fish Counter



Best Meat Counter



Best Pharmacy



Best Health Food Store



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756 Tax Filers 703 Tax Filers In-Migration Ave. AGI \$321k **Out-Migration** Ave. AGI \$155k Ave. Origin Rank No. of AGI/File (Top 5) Filers **Nigration** Ada Co. ID \$114,370 73 (Top 3 Ada Co. \$294,348 King Co. WA 46 Tax Year: 2021-22 98 \$94,745 ID Los Angeles Twin Falls Co, 34 \$605,059 Co. CA \$53,346 2 ID 52 Twin Falls Lincoln Co. \$57,129 Co. ID 31 3 29 \$50,414 ID Orange Co. 23 \$249,043 5 CA Source: IRS SOI tax stats - County Data (2021 - 2022)

MIGRATION

Blaine County logs slower inbound migration, more full-time residents

COVID-19 in-migration surge subsides

By RAIZA GIORGI—Express Staff Writer

"Even if we wanted to buy, there are no options up there."

Yvonne Webber Former Blaine County resident

homes, but primarily people come here for our amazing recreation and slower way of life," he said.

Frederickson added there has definitely been a slow-down since the COVID-19 pandemic, an anomaly that created a lot of real estate activity in the valley. He said the number of residential transactions in 2023 was down 9.5% compared to 2022. On the other hand, the median sale price was up 15% in 2023 compared to 2022.

"A lot of buyers have been working with realtors anywhere from six months to several years, with higher interest rates and inflation holding them back," Frederickson said. "Rates have come down some since their peak in 2023 and inflation has cooled, but the upcoming presidential election and uncertainty in world affairs still seems to have many would be buyers waiting on the sidelines."

"We are seeing a good mix of families and people looking to retire here."

adjusted gross income of people leaving the county rose to \$155,000 in tax year 2021-2022 from \$111,000 in tax year 2020-2021. Those tax filers primarily moved to Ada County, Twin Falls County and Lincoln County, according to IRS tax statistics.

Griffith added that of those leaving, the largest group was people ages 20 to 40.

"I suspect a number of those families are now part of the commuters coming into the valley every morning," he said. "What this indicates to me is we need to focus on people's ability to live in the community."

Yvonne Webber and her family of five left Blaine County in 2023 because they were priced out of the rental market after the house they were renting was sold.

"Even if we wanted to buy, there are no options up there," she said. 'We know plenty of other workingclass people like us who have been pushed out because of housing costs."

Her family's housing budget was \$2,500 a month, not enough to afford the price of many family homes listed in the Express classifieds.

"On top of that, most property rentals require the first and last month's rent and a security deposit up front," she said. "For a \$3,000-a-month house, that's \$9,000 right away, which is difficult in these times."

Webber added since her husband still commutes to the area, the family would consider moving back if housing prices come down. Griffith said the gorilla in the room is housing affordability. The 2024 Nexus Study conducted by the Blaine County Housing Authority and the Wood River Land Trust showed that the median market-rate home in Blaine County increased in price from \$325,000 in 2014 to \$1 million in 2023. A common household budgeting guideline is that a household shouldn't spend more than roughly 30% of its income on rent or mortgages, but wage increases have not kept up with inflation, making that more difficult. "Wage increases are clearly not enough to offset cost of living, which includes housing, groceries, child care, utilities etc.," Griffith said. "Those expenditure areas tend to dominate people's decisions on relocation." rgiorgi@mtexpress.com

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ON NEWSSTANDS NOVEMBER 27TH

Griffith said people are mov ing here for a variety of reasons that match national data, including retirement or being able to work remotely. Blaine County logged 620 new driver's license registrations in 2023, down

The COVID-19 rush is slowing

down, but people are still steadily

migrating into the Wood River Val-

ley, according to new data compiled

by the nonprofit organization Sun

are still getting the same flow from the

same markets such as California, Ore-

gon and Washington, which is consis-

tent from the last several years," said

Sun Valley Economic Development

er's exemptions originating from out

of state in 2023, 39 originated from

California, followed by Washington,

with 13; Utah, with 10; Nevada, with

8; and Oregon, with 7, according to

data sourced from the Blaine County

The assessor's office logged 327

Griffith noted more people became

new homeowner's exemptions in

2023, down from 650 in 2022, 700

full-time residents of Blaine County

in 2023. For example, the portion of

Hailey homes on which a homeown-

er's exemption was active rose from

71% in 2022 to 72% in 2023. In Bel-

levue, that percentage rose from 69%

in 2022 to 71% in 2023. The portion

of homes with active homeowner's

exemptions in each valley city and in

the unincorporated county grew 4%

or more from 2020 through 2023.

in 2021 and 459 in 2020.

Assessor's Office.

Of the Blaine County homeown-

Executive Director Harry Griffith.

"One thing I reflected on is that we

Valley Economic Development.

from 963 in 2020, according to data sourced from the Idaho Department of Motor Vehicles. Driver's license data showed 371 people with Blaine County licenses moved out of the county in 2023, down from 425 in 2020.

The largest portion of 2023's new licenses (158) was issued to people 61 years old and older. The second-largest portion of licenses (145) was issued to people between 20 and 30 years old. The third-largest portion (116) was issued to people between 31 and 40 years old.

Windermere Real Estate owner Logan Frederickson said, "We are seeing a good mix of families and people looking to retire here."

"Some are looking for second

Logan Frederickson Windermere Real Estate owner

While the Wood River Valley's economy has largely been tourism-focused, Griffith said newer businesses are bringing younger people and their families to the area, helping it become less tourismreliant. Griffith said he was optimistic because of businesses such as Ketchumbased truck storage company Decked, which is in a major expansion and offers an "outstanding" average salary.

"If we can get more businesses like Decked, or First Lite or Wild Rye, which add more families to fill in the declining [Blaine County School District] enrollments, it would be great," Griffith said.

Another trend that has piqued Griffith's interest is that the average

To see additional charts, turn to Page 7.

World Cup Finals organizers analyze competition needs, economic impact

'A unique opportunity to see the best in the world'

By GABE BARNARD—Express Staff Writer

• hen the world's top skiers zip down Bald Mountain in March, roughly 3,500 Wood River Valley visitors are likely to be watching. More than 2 million television viewers are expected to tune in from the U.S. alone.

Athletes will bring their own cadre of staff members that could contain a coach, ski technician, nutritionist and physical therapist, for example. Roughly 600-700 volunteers will help with competition operations.

International attention will focus on Sun Valley Resort and Wood River Valley cities as they host for the first time in more than 40 years the culminating event on the annual global Alpine ski racing circuit: the FIS World Cup Finals. For almost a year, resort staff members, area skiing and economic development organizations, city leaders and others have been contemplating and unraveling the complex logistics required to pull off an event of such magnitude, building the machinery that will secure visitor entertainment, lodging for spectators, volunteers, race officials and the teams of 30 competitor countries, and the transportation needed to ferry each to the Warm Springs base of Bald Mountain.

"This is an incredible opportunity to see the absolute best athletes at their pinnacle on our home resort," said Stacey Ehleringer, chair of Sun Valley Resort's World Cup Finals organizing committee, in an interview with the Express.

As details about competition preparations have emerged, so, too, have projections estimating the economic effect of the World Cup Finals on Blaine County and its municipalities. The event, overseen by skiing's global governing body, the International Ski and Snowboard Federation, is expected to generate roughly \$16 million in economic impact in Idaho, a sum concentrated mostly in Blaine County.

Sun Valley Economic Development Executive Director Harry Griffith, a member of the resort committee planning for the competition, described the World Cup Finals as



A racer descends Bald Mountain during the March 2024 U.S. Alpine Championships, an event that powered a year-over-year LOT revenue increase of nearly 18% in Ketchum. Express photo by Roland Lane

be "full-on" spectators, Griffith said, people who are traveling long distances and staying in hotels to be here for the World Cup Finals.

Spectator estimates were generated by measuring available county lodging and historic attendance at similar World Cup competitions in the U.S., Griffith said. A count of the number of traditional hotel rooms and shortterm rentals available to reserve in the area showed that roughly 2,800 hotel pillows and 3,500 short-term-rental pillows will be available for visitors to rest their heads.

Attendance at non-finals World Cup races in Killington, Vermont, last year was 14,000 to 15,000 people, Griffith said. However, that competition took place close to metro areas across which millions of people live.

"Our projection of roughly 6,000 spectators is below those numbers because we don't have the metropolitan base," he said.

Approximately 200 volunteers of the approximately 600 that will assist with the event will travel from out of town, Griffith said.

"I say that because there are some both "priceless marketing" and an specialty skills that are necessary "eight-day celebration of skiing his- to put on a race of this caliber," he said, namely experience with crampons used to move on steep, slick racecourses.

close as one week before the event, she said, and injuries could also change who's on the roster.

Each athlete will generally travel with three to four "officials," which could include everything from a coach to a ski technician or cook, Griffith said. Each athlete will need a ski waxing cabin, Griffith said, some of which will be set up by Sun Valley Resort and some of which will be provided by an outside vendor.

Joining racers and their staff will be Federation officials, race timers and crews that will set up and operate television cameras from dozens of locations, Griffith said.

All told, Griffith estimated the number of people racing, supporting racers and officiating racecourse operations will number roughly 860.

A pillow juggling act

All athletes will be lodged in the north end of the valley so that each has an equitable commute to the racecourse, Ehleringer said. Federation rules prohibit competition organizers from dividing teams up into different accommodations except for by gender.

"You can put the U.S. women and the U.S. men in two different places, volunteers.

Even if property owners aren't willing to open their doors for incentives or a below-market rate, finals organizers are encouraging them to put their space on the marketplace for general spectators, Griffith said.

"We are trying to find a way to make sure people know about the event and, in theory, to bring more inventory into the market so more people will have places to stay," he said.

A consultant who plans World Cup accommodations for a living has been advising Sun Valley Resort's planning committee on housing needs. As the committee begins making lodging assignments in the next few weeks, it will attempt to juggle the competition's many complex requirements and achieve a delicate balance providing all types of race participants the proximity and accommodations they need.

As far as lodging supply for athletes and their teams, Griffith said, "We've got it covered." But organizers were still conversing with hoteliers and property managers early this month about hosting groups of spectators traveling with companies

"If it snows in the middle of the night, we'll have crews on the hill in the middle of the night working," Ehleringer said.

Mountain Rides Director of Transit Operations Jamie Canfield said in an interview with the Express that the public transportation agency during the competition plans to add another bus to the Bronze Route traveling between River Run and Warm Springs.

"Bronze usually services the Sun Valley Lodge as well, but we're going to take that out of the equation and just have it run between the parking lot at River Run and the parking lot at Warm Springs," he said. "So it's basically for the people who don't want to come through town. We'll take them through."

Canfield said the agency could put another bus on the Valley Route, but he didn't think it was likely that would be needed.

"Our service already is pretty comprehensive anyway, so where people want to go and come from ... we already cover."

'Normally, March is kind of dead.

tory and tradition."

"Get involved," he said. "Be a volunteer. Be a spectator. Be a cheerer. This is a unique opportunity to see the best in the world."

'A moving target'

Griffith, who for years has used economic models to help analyze large events such as the U.S. Alpine Championships, Allen & Co. conference and valley festivals, estimates that roughly 6,000 spectators will watch the World Cup Finals in person.

Some 1,000 to 1,500 spectators will be area residents, Griffith estimated. Another roughly 1,000 spectators will fall in the "drive traffic" category, which could include people who can't get a hotel room but are staying with friends and family or driving up from a location like Twin Falls to watch the races. The approximately 3,500 people remaining will

Nailing down a precise estimate for the number of racers and racing officials involved in the World Cup Finals is a bit more straightforward, Griffith said. Still, calculating their numbers and meeting their lodging needs means competition planners must hit a "moving target," Ehleringer said.

Twenty-five women and 25 men will compete March 22-27 in each of the four Alpine skiing disciplines: slalom, giant slalom, downhill and super-G. However, some athletes race in multiple disciplines, meaning a single racer could take one of 25 spots in more than one discipline.

"You may have a Mikaela Shiffrin who could compete in all four," Ehleringer said.

Racers can qualify for the finals as

but you can't split the U.S. women's team in half," Ehleringer said.

Many will stay in Sun Valley Resort lodging, while some will take up rooms in every hotel in the north end of the valley, Ehleringer said. Still others will stay in private homes offered up by valley residents in exchange for incentives that could include season passes or VIP World Cup tickets.

Though athletes and racing officials will need to stay in the north end of the valley, others, such as crew members working on race set-up, can stay farther south, said Griffith, who is spearheading the effort to identify and open up homes that aren't already part of the valley's shortterm-rental pool. Though athletes and officials cannot stay in a home with its usual residents living there at the same time, locals who are staying put can still open up their homes to

sponsoring the competition, he said.

Keeping volunteers, spectators mobile

No parking will be available at the Warm Springs base during the competition other than for race participants and officials, though the River Run base will operate normally. The resort's organizing committee is identifying several large spectator parking lots from which chartered shuttles can ferry people to the racecourse and back, Griffith said.

'The idea is to try to intercept the traffic before it gets into downtown Ketchum and Sun Valley," he said.

Teams will likely be transported using private cars. Designated parking spots and regular shuttle service will also be provided specifically for volunteers, who could be called to assist with racecourse preparation before dawn, Griffith said.

Not in 2025

World Cup Finals preparations, operations and visitors are expected to generate \$16 million in direct and indirect "incremental" economic impact in Idaho, meaning economic benefits that wouldn't otherwise have existed without the competition, Griffith's modeling shows. Most of the sum will be concentrated in Blaine County, he said.

"We'll true that up after the event, looking at actuals," he said.

Direct impacts include spending by Sun Valley Co. on World Cup projects. Payments by the resort to a local contractor to remove trees or grade slopes for racecourse construction, for example, are added to the direct economic impact sum, as are the wages of new employees hired to help plan for and work the competition.

See WORLD CUP, Page 11 ►

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REAL ESTATE

For real estate, a return to pre-COVID normal

With lower inventory, home values remain solid while total sales are down

By SHEA ANDERSEN—For the Express

As it did with so many other segments of society and the economy, the COVID-19 pandemic that swept through Idaho-and particularly Blaine County—left a changed landscape in the residential real estate market. Recent information compiled from the previous year's property tax records and real estate sales records tell a story of a region finding its way back to what can only be described as a "new normal."

Bob Crosby, government affairs director of the Sun Valley Board of Realtors, had a different term for what happened in 2023.

"It's clear from the data that the 'surge' is over," Crosby said. "The surge had an outlier set of statistics that go with it. We're now, more or less, back into a normal volume of business."

Then he corrected himself:

"Normal-ish," Crosby said. And therein, to paraphrase Shakespeare, lies the rub. Because things have changed. And the change is still changing. One example is the volume of sales of residential properties. If you charted the number of units sold in Blaine County going back to 2014, the linear graph would be shaped a little like Bald Mountain herself. With 2014's total of 460 homes sold in Blaine County as a baseline, the

sales numbers climb before they hit a peak in 2020, with 796 homes sold in Blaine County that year.

"It was a once-in-a-lifetime experience," said longtime Blaine County broker Dan Gorham. "It did all sorts of things, not just to house prices."

Gorham ticks them off one by one: House prices are up. In Hailey, for example, the median price for a house in Hailey in 2017 hovered at a respectable \$300,00 to \$400,000 range before going into a steep climb over the next six years, most notably spiking in 2022 and 2023 to levels unheard of in Hailey, where the registers rang out median home prices of almost \$800,000.

Also, said Gorham, this surge-like object all but re-drafted the rental market.

"It was the dawn of remote work," said Gorham. "It changed the rental market completely."

Take, for example, the average it first decided to give a share of its Volume?" 🛣 remote-working breadwinner, livsales commissions to local nonprofits To see more data charts, turn to ing in sunny Southern California, in 2010, the firm has donated more Page 6.

squeezing out a living when a staggering percentage of the paycheck goes to the rent. Somehow, this overworked toiler finds his way to Ketchum and realizes that the rents here are just a fraction of what they were in Southern California. And before you can slurp the whipped cream off the top of your Bowl of Soul, this guy and possibly his family are happily tucked in to a rental house in Hailey or maybe even Ketchum.

"The whole thing was an aberration," Gorham said. "It was a once-ina-century's event. Now we're getting back to some form of normalcy."

Which is where things start to get touchy. Because alongside the remote workers on the chairlift is another

convert to ski town living: the second-home owner, who happily logs his kids into their video school while he hits the slopes at Baldy, where the line to get on the chairlift stretched far longer than it used to.

Before you hip-check this new guy off the chair, however, Crosby would like us to consider what it means to have new kids in town.

"There are," Crosby said, "some people who like events and busy streets."

These people would have you remember that these new economy entrants are also contributing unforeseen cash into long-desired cultural amenities such as the sparklingly successful Argyros Performing Arts Center. These people would like everyone to notice how much nicer the hospital, for example, looks these days. Consider the long game, Crosby said.

"Our second-home owners, over time, bring very big benefits, including but not limited to investment in nonprofits," he said.

Broker Katherine Rixon agrees, and notes quite directly that the influx of new residents has prompted some affordable-housing investment in places such as Hailey, which has several such projects underway. Her firm Rixon+Cronin is a committed player in the distribution of funds to support nonprofits, she said. Since than \$850,000 to the community.

So, now what? Back to that chart that resembles Baldy: Like most ski areas, the back side of the hill is where you'll encounter the steep dropoffs. From the windswept summit of 796 homes sold in Blaine County in 2020, the chart tracks like a giantslalom course off Greyhawk: In just three years, the county has recorded a low and dropping units-sold number of just 411 homes changing hands. This, you may nervously ask, is the new normal?

"What we're seeing is a year-overyear reduction in county real estate countywide," Crosby said.

He and Rixon agree on that sobering note: The inventory of available

real estate is down, but the prices are going up. As "It's clear gathered by the county, the from the figures on residential construction-like permit valdata that ues, just to name one of the the 'surge' elephants in the roomis over." are not showing their abil-

ity to kick things into gear. **Bob** Crosby And buyers and sellers . Sun Valley Board of in the south-valley markets Realtors government affairs director like Hailey, Bellevue and

> Carey are a cagey bunch, with one eye on the Fed. Unlike the big-dollar actors in the Sun Valley and Ketchum markets, these guys are tracking interest rates and can probably name the Federal Reserve Board chairmen. They know the board meets in early November, and they know that the Fed isn't coy about these meetings. If they acknowledge the concept of an interest rate that could, conceivably, go up, then you can hear loan agents all over tightening their belts. From each of their very different perches, both Gorham and Rixon both say that those eagleeyed buyers, the ones who watch interest rates like your kid brother watches baseball stats, are ready to go when the rates soften.

> Now what? Pick up your hymnal if you would, please, and join Realtors all over the valley in singing that comforting chestnut called, "We're Headed Back to Normal." Just ignore those singers who want to change the chorus to "Prices Are Going Up, Mama" and "Where's The

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Number of homes sold in Blaine County Source: Sun Valley Board of Realtors

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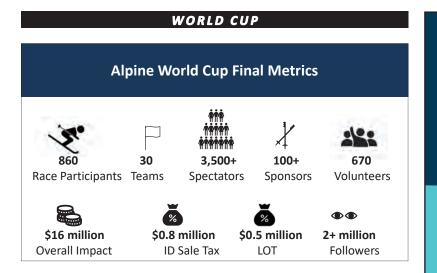
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► WORLD CUP FROM PAGE 9

"You've got all these extra bodies that are earning income that they wouldn't have otherwise earned," Griffith said.

Capital investments useful over many years, including the installation of new snowmaking guns, safety nets and communications cables, are included in direct economic impact. However, the value of the investment is amortized, or broken down into pieces across the equipment's useful life.

"We amortize that over 25 years, and you only get 1/25 of that value as part of the investment," Griffith said. "And then when we do the event again in 2027, we'll get another 1/25 of that amount."

By far the largest chunk of the economic impact, though, is indirect, Griffith said. And that impact will primarily be generated by spectator spending.

Lodging, food, lift tickets, VIP passes, beer, ice, etc., "That's the bulk of that \$16 million," Griffith said. "Per person numbers are in the hundreds of dollars [per day]. ... If you're doing a top-tier experience, you might be spending \$1,000 per person per day."

March's competition is expected to generate at least \$800,000 in Idaho sales tax revenue, plus at least \$500,000 in local-option-tax revenue in the valley, Griffith said. LOT revenue will be produced by everything from rental car sales in Hailey to restaurant bills in Ketchum and drink tabs in Sun Valley. It's nearly impossible to break it down, he said, but Ketchum is likely to generate the most LOT revenue, followed in order by Sun Valley and Hailey.

"Normally, March is kind of dead," Griffith said, estimating that lodging occupancy numbers generally range from 20% to 30%. "This is going to take us to 90-plus percent."

"It's going to be busy, it's going to be hectic," he said. "But for a lot of our businesses, this is really important."

There's another, less tangible economic benefit of the World Cup Finals that isn't wrapped up in tax revenue estimates, Griffith said: visibility. Griffith said various in-kind and cash contributions budgeted by north valley cities to help make the World Cup Finals happen are easily paid for by the incremental increase in LOT revenue set to be generated by the competition.

Asked how much Sun Valley Resort is budgeting for the event and what makes a financial supplement from the cities necessary, the resort stated, "Sun Valley Resort is proud to serve as a destination where people can experience the magic of the mountains. We're thrilled to host world-class athletes and guests, showcasing our stunning town known for its incredible slopes and vibrant atmosphere.

"Our heartfelt gratitude goes to the community and our dedicated employees for making this event possible. Together, we celebrate the beauty of our valley and the spirit of collaboration that makes it all happen."

All eyes on Blaine County

Bob Crosby, government affairs director for the Sun Valley Board of Realtors, said in an interview with the Express that "The first step to becoming a long-term resident in Blaine County is to be a visitor in Blaine County."

"To some degree, there will be a percentage of those folks who visit or watch on TV who will be incentivized to either come back to look at property or—if they're TV watchers from Europe—to come to North America and this could be one of their stops."

Crosby said the county has sufficient real estate demand now that it doesn't necessarily need to have whatever additional international demand might be created from the competition.

"However, to the degree more North American or western United States or United States people become familiar with Sun Valley through this event, I think we could expect increased visitation ... which could lead to increased interest," he said. He said increased interest driven by the competition is one of many factors that could increase demand for Blaine County properties, though he didn't think the county would be able to pinpoint a direct correlation. Crosby said the most dominant benefit of the event after exposure is that local organizations will be able to learn more about the area's capacity for hosting a competition like the finals again in the future. "Surely things will be crowded, but the upside economically for all businesses that are related in any way to this has to be huge," he said. "And the fact that it's going to be crowded is just a fact of life in a tourism community that has earned the ability to have an event of this magnitude. ... In some senses you could say it's been years in the making." 🕱 gbarnard@mtexpress.com



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At least 2 million people are expected to watch the competition on TV in the U.S., he said. Ehleringer shared data with Sun Valley City Council members in July showing that previous World Cup Finals in Andorra generated 36.5 million live TV viewers.

"Now, skiing is bigger in Europe than here, everybody gets that," Griffith said. "But what you're doing is tapping into a future base of 'Hey, let's not go to Vail, or let's not go to Zermatt. Let's go to Sun Valley, it looks pretty cool."

Griffith said some residents don't want to hear that.

"But we either grow or die," he said. "We can't get back into our turtle shell and pretend nobody should come here."

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► ANALYSIS FROM PAGE 5

To accurately estimate the number of days spent by part-time residents in Blaine County each month, SVED used a passenger-count survey conducted by Friedman Memorial Airport in 2021 and another airport survey conducted by Visit Sun Valley, Bier said.

Visits from short-term renters and hotel occupants were estimated using AirDNA, a site that provides a host of vacation rental data, and the resort-tracking site DestiMetrics, Bier said. Friend and family visits were estimated using total household numbers from the U.S. Census Bureau.

Finally, Bier said, day-tripper visits were estimated using the Idaho Transportation Department's automatic traffic recorder between Hailey and Ketchum and the bureau's "on the map" tool, which can be used to isolate commuters from other traffic.

"The census breaks down commuting numbers, where people are going and coming from. From there, getting day trippers is a subtractive process," he said. "We have total traffic counts from ITD and know how much of that traffic is from commuters."

Griffith said a few "back-of-the-envelope checks" were done to verify all SVED's data. For example, SVED used a few "big data" sources, which use anonymized Google cellphone pings to track the amount of time people spend in any given area.

"To the extent that we had data that was less certain, we were able to cross check using other methodologies that have been used by other communities," he said.

One of those strategies was wastewater surveillance. Tracking the volume of solid municipal waste—i.e., poop—generated by individual Wood River Valley cities each month also helped SVED confirm its estimates on visitor volume, Griffith said.

"The dried fecal matter coming out of the sewer system ... matched our high and lows" and helped confirm "how many bodies do we have in town," he said.

Utility information, like electricity

consumption and trash production, also gave some hints about visitor trends, Bier said..

SVED also used Zartico and Placer AI data to pin down where second homeowners and commuters traveled from, Bier said.

"This is a really complex, cutting-edge analysis," Griffith said. "It's not standard bread-andbutter, government-level data. "This type of analysis is rarely used in the U.S., only really in Nantucket, and Spain."

LOT strongly influenced by visitors

One of the main takeaways of the analysis, Griffith said, is that the Wood River Valley is "not Jackson, Wyoming," where the population swells to three to four times its baseline in peak seasons.

In fact, SVED's recent data show that the valley's population did not even double in July 2021, the hottest month for tourism. Rather, Blaine County's census-documented baseline population of 24,000 swelled to a maximum of 191% of that baseline in July, or just under 46,000 people.

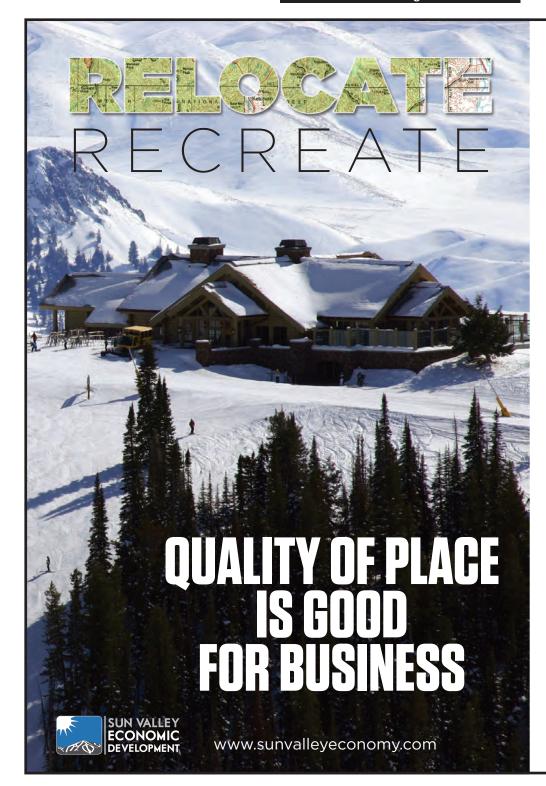
Still, visitors contributed significantly to local-option-tax revenue in 2021, Griffith said.

"A lot of our commuting traffic is using restaurants, shops, and certainly buying building materials, as a lot of our commuters are contractors or in the trades," Griffith said. "I would argue that a significant part of the LOT load is from commuters up here for the day, buying a beer on the way home, or whatever."

Griffith said that a regression analysis, part of the study, proved that nonresident visitors were mostly responsible for driving LOT revenue in 2021. The graph "simply is saying that 82% of the fluctuation that we see in LOT is because of the change in visitors," Bier said.

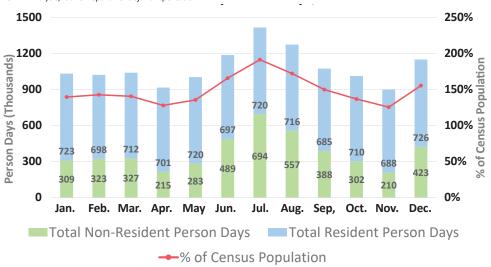
"There is some concern that the resident population [contributes] most LOT," Griffith said, "but there is a very high correlation with visitors, which goes against a lot of arguments that people are making." **X** ejones@mtexpress.com

> To see additional charts, turn to Page 7.



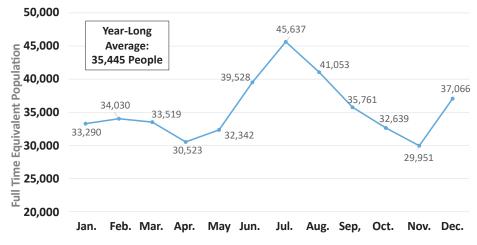
Blaine County person days, 2021

Sources: AirDNA, U.S. Census Bureau ACS DP04 and DP05, Blaine County GIS, Friedman Memorial Airport, VisitSunValley, SVED Analysis, Idaho Department of Transportation.



Blaine County full time equivalent population by month, 2021

Sources: AirDNA, U.S. Census Bureau ACS DP04 and DP05, Blaine County GIS, Friedman Memorial Airport, VisitSunValley, SVED Analysis, Idaho Department of Transportation.



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