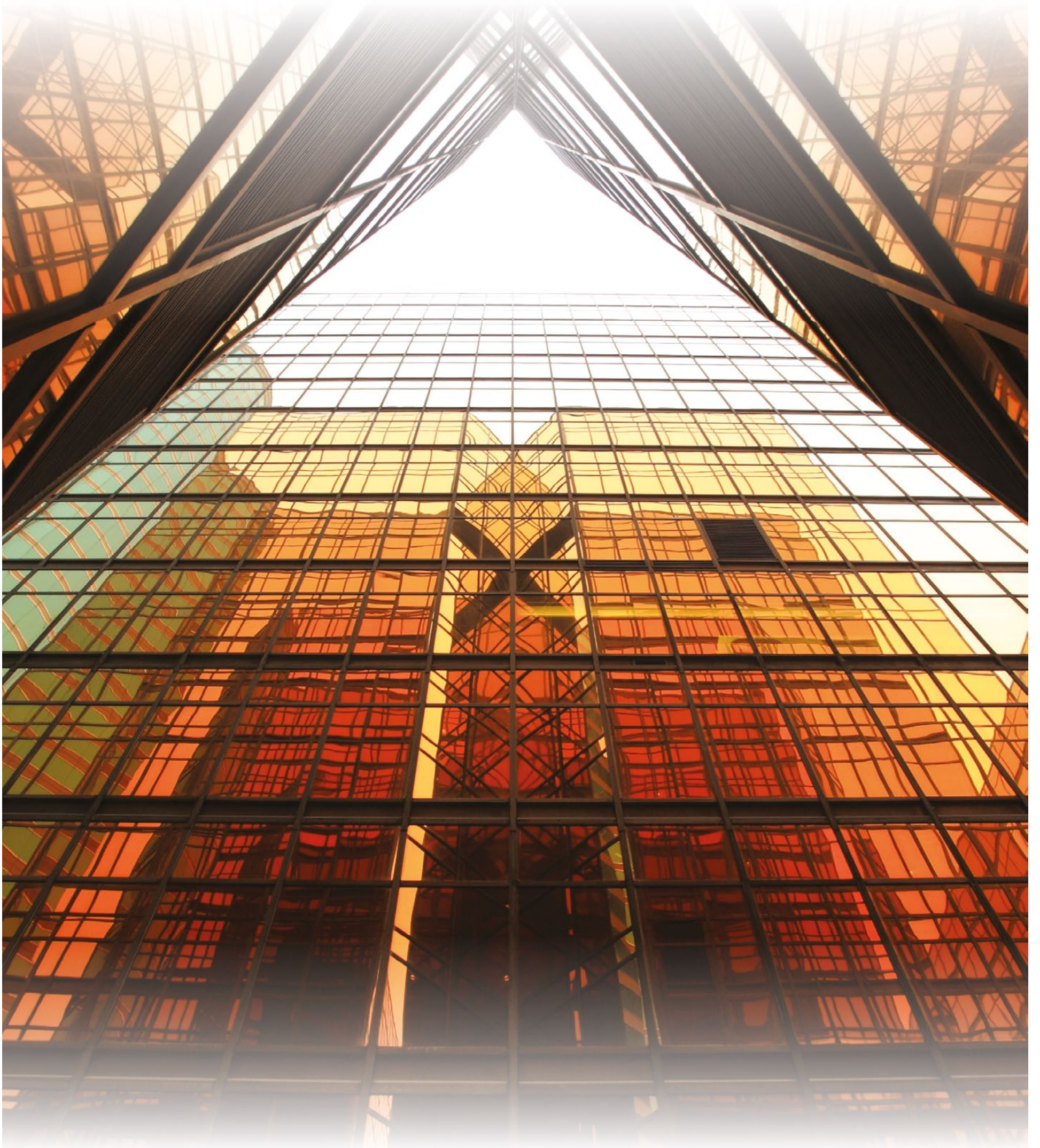


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# THE **POWERLIST**



## **COMMERCIAL DEVELOPMENT**

IDAHO'S COMMERCIAL DEVELOPMENT CHANGEMAKERS



THE  
**POWERLIST**  
IDAHO BUSINESS REVIEW

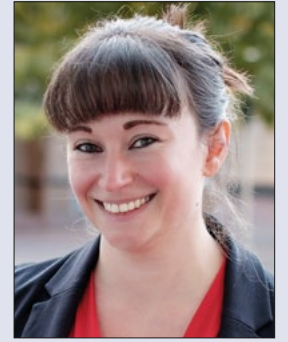
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**Letter from the editor**

We're changing up some things with this Power List.

These 21 individuals are changemakers in the state's commercial development sector, and we are taking the opportunity to highlight not just each person and what they bring to the sector, but



we also want to highlight the significance of at least one recent project they helped direct.

Of those being recognized, each brings a unique perspective to not only their specific industries — from construction and loan lending to project management and beyond — but also to how those industries contribute to the whole of commercial development. Some are builders; some are financiers; others are public officials or organization leaders.

While their backgrounds differ, each individual has shared in the experience of offering guidance in light of challenges. We asked these changemakers their opinions on what effect the COVID-19 pandemic had on commercial development in Idaho; what they considered the most significant commercial developments in 2022 and what they thought Idaho should do to encourage commercial development. These insights come at a time when the sector itself is undergoing changes, and we hope you enjoy reading these responses as much as we did.

— Alix Stevens, managing editor



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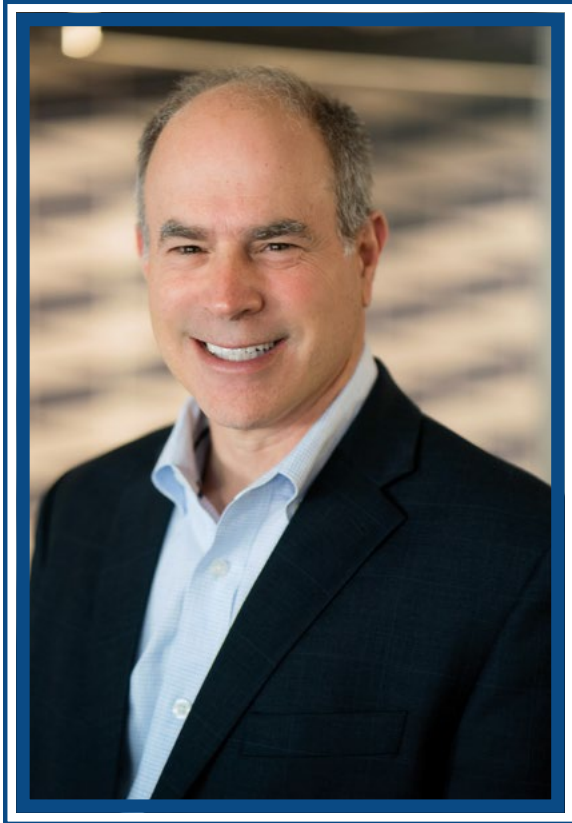
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# MIKE ADLER

PRESIDENT

ADLER INDUSTRIAL LLC AND ADLER REALTY INVESTMENTS INC.



Mike Adler, president of Adler Industrial LLC and Adler Realty Investments Inc., has more than 26 years of experience in the real estate industry. Under his leadership, the Adler companies have been involved in over 100 real estate projects valued at over \$2 billion, consistently exceeding market returns on investments, and Adler Industrial is considered to be the largest Boise-based industrial real estate company.

In just the past few months, Adler Industrial has been busy with several commercial projects, including a delivery facility for Amazon and a regional facility for Codale Electric in Meridian, distribution facilities for Ferguson and Coast Aluminum in Nampa and an ice-cream manufacturing building for Black Market Gelato in Boise.

The company has also constructed several industrial buildings on spec, as well as completed the infrastructure for the Adler Midland Industrial Park in Nampa, where the first user, Stow Company, is constructing a 550,000-square-foot manufacturing building.

“Smart growth should always be the goal,” Adler said. “Make sure that projects meet the needs of the communities they serve, and are built so that many years later, they will still have a positive impact.”

Adler is a graduate of the University of Denver with a degree in business administration, majoring in real estate and finance. He has also obtained an MAI designation from the Appraisal Institute and a Certified Property Manager designation from the Institute of Real Estate Management. He is a member of the Urban Land Institute and serves on the Idaho Advisory Board.

# TOMMY AHLQUIST

CEO

BALL VENTURES AHLQUIST (BVA)



Tommy Ahlquist, a developer with a successful background in both medicine and business, teamed with Ball Ventures in 2018 to form BVA, a commercial development and strategic capital investment company that is making a significant impact on the commercial building stock in Idaho.

One of the standout projects in BVA’s portfolio is the 8th and Main Tower (Zions Bank Building) in downtown Boise. “Being able to solve the problem of the Boise ‘hole’ while also creating an incredible building was a fantastic opportunity I will always remember,” Ahlquist said.

The long-term effects of the COVID-19 pandemic have taught us the importance of in-office workspace, Ahlquist said. “Many companies are now requiring their employees to come back to the office because they have learned that in-person work is vital for company culture, team-building and productivity,” he said.

For Idaho to continue to expand commercial building stock, the state needs good, mindful developers to continue choosing projects that utilize sites in the most efficient way possible, Ahlquist said. “Infill development is crucial to healthy projects,” he said. “By design, infill developments create healthy economic ecosystems by building businesses and amenities next to where people live.”

Ahlquist’s work ethic and his ability to turn opportunities into tangible and profitable ventures have made him an ideal partner for BVA. He has also had a medical career as an emergency room physician, started and operated several companies and ran for Governor of Idaho in 2017.

# JEREMY BARBER

VICE PRESIDENT  
HC COMPANY



Jeremy Barber works for construction firm HC Company, and has 20 years of experience in high-rise commercial buildings, offices, warehouse distribution and site development.

As vice president, Barber is dedicated to providing high-quality products and services and is committed to the values HC Company is known for. The company has a diverse range of projects, mostly executed through a negotiated contract method that fosters collaboration. “This approach enables us to function as a true partner with our clients, allowing us to deliver a comprehensive and beyond-satisfactory service,” he said.

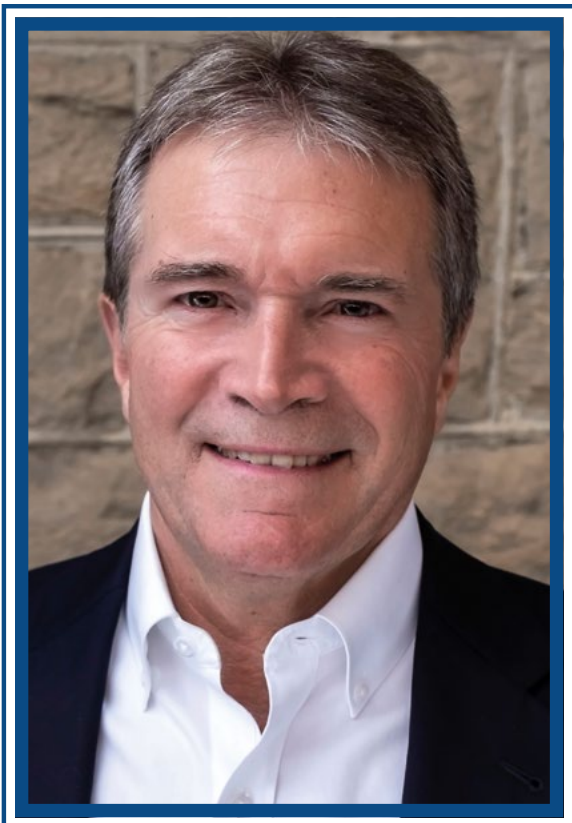
Like all construction companies, HC Company faces challenges posed by the COVID-19 pandemic, including material lead times, labor shortages and fluctuations in copper and lumber prices. However, there have been some positive developments, such as a decrease in lumber prices, though they remain three times higher than pre-pandemic levels. “This represents a reduction from the peak, when lumber prices were 10 times higher than pre-COVID costs,” Barber noted. The roofing market is also showing signs of improvement, but prices are still high, he said.

Demand for construction projects in Idaho varies by region. “Our clients continue to indicate a need for more industrial, hospitality and medical projects,” Barber said. “This trend aligns with the growth observed in these regions.” However, investors are cautious; market response to the Federal Reserve’s actions may affect the number of projects that break ground in 2024, he said.

Barber enjoys spending time with his family and exploring Idaho through fishing, hunting and mountain biking.

# CLAY CARLEY

GENERAL MANAGER  
OLD BOISE LLC



Clay Carley, general manager of Old Boise, is a fifth-generation resident, with more than 22 years of experience developing downtown mixed-use projects. He has been involved in urban planning and development, served on numerous committees in the field and said he is passionate about building a more sustainable downtown.

One of Carley’s recent projects is The Lucy and Thomas Logan multifamily housing complex. Rents at Thomas Logan start as low as \$423 per month – affordable for someone earning \$15,000 a year, he said.

Old Boise specializes in redeveloping historic commercial properties and creating mixed-use projects downtown. It has redeveloped approximately 200,000 square feet of historic buildings and completed over 300,000 square feet of new mixed-use development.

Despite challenges posed by COVID-19, Carley believes building affordable housing in downtown Boise is crucial for its sustainable growth. He cites the need for mixed income, mixed-age and mixed-interest communities that foster a robust and sustainable neighborhood. “Promoting commercial development along transportation corridors and with proper uses is one key to building better communities,” he said.

The successful future of Idaho’s growth depends on partnerships between government agencies, developers and the community, Carley said. By coordinating their desires and assets, they can achieve a high level of positive and sustainable growth.

Carley has served as past board chair of the Downtown Boise Association, chairman of the Parking Task Force for the Capitol City Development Corp. and on the Boise Historic Preservation Commission. He also served on the steering committee for the Blueprint for Good Growth.

# BROCK CHERRY

COMMUNITY DEVELOPMENT DIRECTOR  
CITY OF MOUNTAIN HOME



Brock Cherry is the first community development director for the City of Mountain Home, leading the economic development and planning and zoning divisions of the community development department. He has held the position for more than two years.

Cherry considers amending Mountain Home's development code to be the most significant project so far, as it has spurred significant growth, particularly in multifamily and mixed-use. "The newly amended code allows the developer and the city greater discretion regarding land-use development," he said.

In addition, Cherry played a vital role in the implementation of several important initiatives, such as changes to the Mountain Home zoning ordinance, creation of the "Downtown Overlay," drafting and implementation of the city's first municipal fiber optic system ordinance, implementation of an electronic building plan review, adoption and implementation of online city permitting and the creation and production of Idaho's first municipal podcast.

Cherry also said he hopes communities across Idaho will embrace mixed-use commercial/residential developments. "Mixed-use developments from Boise to Twin Falls to Mountain Home provide revitalization opportunities and tax revenue for local governments," he said. "It is critical that the public and private sectors come together to make these projects happen."

Cherry holds a master of science in bioregional planning and community design from the University of Idaho and a bachelor of arts in political science from Brigham Young University – Idaho. He also holds a Basic Economic Development Course certificate from the University of North Carolina, School of Government and a Strategic Leadership certificate from the University of California Davis, Graduate School of Management.



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# HUGH CRAWFORD

DIRECTOR, PROPERTY MANAGEMENT - INTERMOUNTAIN REGION  
CENTERCAL PROPERTIES



Hugh Crawford, an executive and senior manager in regional property management, leasing, marketing and personnel development, has more than 35 years of experience in the commercial real estate industry. For the past 10 years, he has served as director, property management – Intermountain Region for CenterCal Properties. In Idaho, he’s most known for The Village at Meridian.

“The Village at Meridian is one of the most successful retail/mixed-use/commercial developments in Idaho and possibly the entire Pacific Northwest,” Crawford said, who is currently working on an expansion of the project intended to add nearly 50,000 square feet of retail/restaurant space and two residential towers.

The COVID-19 pandemic tested business operations, including restaurants and retail, but also presented opportunities for adaptation and growth, Crawford said. For example, restaurants at The Village learned to adapt by adopting food delivery services and outdoor dining options, which ultimately led to a surge in sales once dining rooms reopened, he said.

For Idaho to continue expanding its commercial building stock, Crawford believes it should be done strategically and in defined commercial cores.

Crawford holds a CRX certification from the International Council of Shopping Centers. He is a member of ICSC and has served on its public policy/government relations and operations committees. In addition, he is a board member of the Meridian Chamber of Commerce.

Crawford is a graduate of California Polytechnic State University with a degree in history. He also has a Senior Shopping Center Manager accreditation from ICSC and is a licensed real estate broker.

# NOEL GILL

PRESIDENT  
NORTHWEST REAL ESTATE CAPITAL CORP.



Recently named president of Northwest Real Estate Capital Corp., Noel Gill has been with the company for 25 years, starting as a compliance specialist in affordable housing and rising through the ranks to executive vice president.

Gill considers the Depot Square project in Driggs to be the company’s most significant commercial project to date. The project is intended to bring affordable housing and retail space to the downtown area, with options for local entrepreneurs, including retail space, live/work units and four business concept incubators sub-leased by the city to new and emerging businesses. “Depot Square is poised to become a vibrant community amenity,” he said.

According to Gill, the COVID-19 pandemic exposed the fragility of the housing market. “There is a need to diversify housing development strategies that will serve families from 30% up to 120% of (average median income),” he said. Idaho should consider funding strategies to support development of low-income and workforce housing, he said.

Gill has a wealth of experience in affordable housing, with a background in human resources and certifications such as National Affordable Housing Professional, Certified Professional of Occupancy and Specialist in Housing Credit Management. In addition, he serves as the treasurer and officer on the board of directors for the National Affordable Housing Management Association and was past president and vice president for Idaho Affordable Housing Management Association.

As president, Gill serves as the chair of Northwest’s executive management team, responsible for the company’s strategic goals, culture, policy, senior management and financial strategy.

# LINCOLN HAGOOD

COMMERCIAL REAL ESTATE AGENT  
COLLIERS



Lincoln Hagood is a Nampa-based commercial real estate professional who has been working in the industry since 2005, focusing on the Canyon County market. He has a diverse portfolio of hundreds of transactions with a total aggregate value in the hundreds of millions of dollars.

Hagood specializes in new development projects, with a focus on multifamily housing for seniors and families, mixed-use urban redevelopment and site acquisition for industrial and retail clients.

Hagood said he is particularly proud to be part of the Main Avenue Lofts project in downtown Twin Falls, which he said stands as a symbol of what is possible for communities across Idaho. "It serves as a catalyst for economic growth in the downtown core, while simultaneously providing a solution to the pressing issue of housing scarcity that all downtowns need to resolve to thrive," he said.

The COVID-19 pandemic has brought about an increase in project expenses, but he assists his developer clients by identifying reasonably priced opportunities and implementing leasing strategies to help them optimize their returns, Hagood said. To keep pace with growth, Idaho needs to have ample industrial real estate and a range of versatile housing solutions to accommodate its expanding workforce, he said.

In addition to his professional pursuits, Hagood is involved in the community and has served as a coach for track and field and cross-country programs at Columbia High School in Nampa for 10 years. He also sits on the board of the Northwest Nazarene University Foundation.



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# ZACH HIGGINS

OWNER/CEO

WRIGHT BROTHERS, THE BUILDING COMPANY



Zach Higgins is the owner and CEO of Wright Brothers, The Building Company, in Eagle. He has been an owner since 2016 and took on the role of CEO in 2019. His expertise in operational management and land development gives him an understanding of asset allocation.

One of the most significant commercial projects Higgins has been involved in recently is the development of a three-story, 21,000-square-foot company headquarters in Star. The facility, set to be completed in December, is intended to feature state-of-the-art technology and amenities to enhance employee productivity and comfort.

“Cost, build time, labor shortages and product availability are all things that are experiencing the long-term effect of COVID,” Higgins said. “Supply chains are still extremely strained, resulting in extensive lead times and cost for materials. Wage rates have surged across all industries, yet most companies are still unable to fill job vacancies needed to fill work in place.” This has led to an increase in the cost of capital for developers and business owners, slowing commercial developments down, or to a halt altogether, he said.

Idaho should continue to expand its commercial building stock by prioritizing commercial development with the help of city, county and state officials, because commercial development brings jobs and amenities to communities, Higgins said.

Higgins holds a bachelor’s degree in construction management from Boise State University and is a certified construction manager with a CCM certification. He has been named the youngest president of Idaho Associated General Contractors and has received a Boise State University Distinguished Alumni Award.

# C. CALEB HOOD

PLANNING DIVISION MANAGER

CITY OF MERIDIAN COMMUNITY DEVELOPMENT DEPARTMENT



C. Caleb Hood has been working with the city of Meridian for 20 years, the last 10 years of which in his current position as planning division manager for the community development department, located in downtown Meridian.

Hood said he is proud to have played a small role in several significant commercial projects that have been constructed in Meridian over the past few decades, which have had a positive impact on the local community and economy. “What is occurring out at Ten Mile Crossing (Ten Mile/Franklin/I-84), Costco, Winco and other projects along the Chinden corridor, and The Village project, are all significant,” he said.

Currently, Meridian – the state’s second-largest city in both area and population – is looking for underutilized and county-owned parcels within city limits to enable the city to expand both its commercial and residential development without incurring more urban sprawl.

But growth is about more than just buildings. To continue expanding its commercial building stock, Idaho also needs to focus on attracting a quality workforce, Hood said. This includes both employees for businesses after construction, as well as the qualified construction workers to build it, he noted. “To attract that workforce, we need to preserve, protect and expand on the natural and man-made resources that make our state so great,” he said.

Hood holds a bachelor’s degree in urban planning and environmental policy from Western Washington University. He is also a member of the American Institute of Certified Planners as well as the American Planning Association.



# REBECCA HUPP

AIRPORT DIRECTOR  
BOISE AIRPORT



Boise Airport Director Rebecca Hupp has served in her role for over a decade and has led the airport through a period of unprecedented growth. During her tenure, the number of nonstop routes and passengers served has nearly doubled, leading to Boise Airport's reclassification as a medium hub airport in 2021. Her key achievements at the airport include recruitment of new airlines and a cargo airline and developing non-aeronautical property such as its recent light industrial project with Adler Industrial. "This is significant because the COVID-19 pandemic highlighted how critical it is to have predictable and diverse revenue streams to buffer fluctuations in air travel," Hupp said. "This is a step toward economic resiliency."

Hupp has overseen numerous capital development projects to proactively meet increasing demand. Currently, she is overseeing BOI Upgrade, a multiyear airport expansion project. "This project includes building an additional public parking garage that opens this summer," she said. "The garage adds 1,100 parking spaces, within an easy walk to the terminal. An employee parking garage is also currently under construction and we are preparing to break ground on a new consolidated rental car facility in 2023."

Hupp has a background in aviation management, holding a Bachelor of Science in aviation management and a Master of Business Administration degree. She is an accredited member of the American Association of Airport Executives and has served on its board and executive committee. She also serves on boards for nonprofit organizations and trade groups, such as the Boise Metro Chamber's executive committee and the American Lung Association.

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# BETH INECK

DIRECTOR OF ECONOMIC DEVELOPMENT  
BOISE VALLEY ECONOMIC PARTNERSHIP



Named director of economic development for the Boise Valley Economic Partnership in July 2021, Beth Ineck leads business recruitment strategy for the Boise Metropolitan Statistical Area, managing site selection inquiries and competitive proposals.

In her previous role as economic development director for the city of Nampa, Ineck facilitated more than \$750 million in business investment and the creation of over 5,000 jobs. She also secured \$36 million in bond financing for municipal construction.

“The office environment is beginning to stabilize nationally as firms have provided greater long-term vision on their work-from-home policies,” Ineck said, though she noted Boise has a smaller percentage of employees working from home than other regional cities. National developers have entered the Boise metro over the last two years, investing in industrial, multi-family housing and hotel development projects, she said

In 2022, more than 4 million square feet of new industrial warehousing construction started in the region, the most in its history, Ineck said, but added she believes the most significant regional commercial project in 2022 was Micron’s expansion announcement. “Micron’s \$15 billion expansion will be a generational investment that will shift the trajectory of the economy over the next several decades,” she said.

Ineck has been recognized with several awards, including Idaho Economic Development Professional of the Year in 2020 and the 2015 Leadership in Government – Canyon County Compass Award. She is also involved in nonprofit organizations, including the Idaho Economic Development Association, where she served as president from 2020 to 2021, and the Nampa Chamber of Commerce.

# TORRY MCALVAIN, JR.

PRESIDENT  
MCALVAIN COMPANIES INC.



Torry McAlvain, Jr., the third generation of the family to work for Boise-based construction firm McAlvain Companies Inc., is slated to become its president April 1, after serving as vice president.

McAlvain worked his way up through the ranks of the company, including positions in accounting, estimating, business development, project management and senior leadership.

One of the company’s most significant recent projects is the Boise Airport parking garages, which provided a springboard for the company and raised its profile as a prominent player in the construction industry, McAlvain said.

“Our team provided the best plan on how we were going to construct the two parking garages concurrently, which allowed us to be awarded the project,” McAlvain said. “The visibility from the project on a daily basis from all the pedestrians traveling in and out of Boise makes it a high-profile project for McAlvain.”

The COVID-19 pandemic has had a significant impact on the commercial development market, with price increases and supply shortages. “These two variables are making the commercial market more difficult for projects to pencil,” McAlvain said.

McAlvain holds a Bachelor of Business Administration in accounting with dual minors in both economics and construction management from Boise State University. He also enjoys challenging himself mentally and physically, participating in activities such as marathons, triathlons and technical mountain climbing. In addition, he serves on the boards of several organizations including the Bronco Athletic Association, Associated General Contractors and St. Luke’s Children’s Hospital.

## JENNIFER MCENTEE

SENIOR DIRECTOR - OFFICE | CAPITAL MARKETS  
CUSHMAN & WAKEFIELD



Jennifer McEntee is a senior director at Cushman & Wakefield, where she specializes in office investments. With more than 25 years of experience in the commercial real estate industry, she provides clients with comprehensive support for all aspects of commercial property transactions. Her extensive knowledge of Boise's commercial real estate market and her focus on maintaining solid client relationships have made her a go-to expert in the field.

One of McEntee's most significant projects in 2022 was the renovation and sale of a more than 77,000-square-foot vacant building at 11193 Emerald St. in Boise. The building, which had been added onto eight times for a single user tenant, was completely renovated and fully occupied by four tenants before being sold.

"This was a very attractive industrial investment opportunity for the buyer, supported by a diverse tenant roster and a desirable market location," McEntee said.

McEntee noted that the commercial real estate industry remained busy during the COVID-19 pandemic. "We did see some sectors decide to work from home, tech and call centers," she said. "The office requirement went from more open space back to more private offices."

To continue expanding its commercial building stock, McEntee said she believes Idaho needs to streamline the building process and encourage growth.

McEntee has held various positions in the industry, including principal at Grubb & Ellis, a leasing specialist at Colliers International, vice president of marketing and development at Clegg Investments and sales agent at RFR Properties and WH Moore Company.

## LAUREN MCLEAN

MAYOR  
CITY OF BOISE



Boise Mayor Lauren McLean was sworn in on Jan. 7, 2020, making her the 56th mayor of Boise and the first woman elected to the position in the city's 150-year history.

In terms of significant commercial developments, McLean cited Micron's recent announcement of a \$15 billion memory manufacturing facility, expected to create over 17,000 jobs, including 2,000 direct Micron jobs. "It's an incredible investment in our city from a home-grown business," she said.

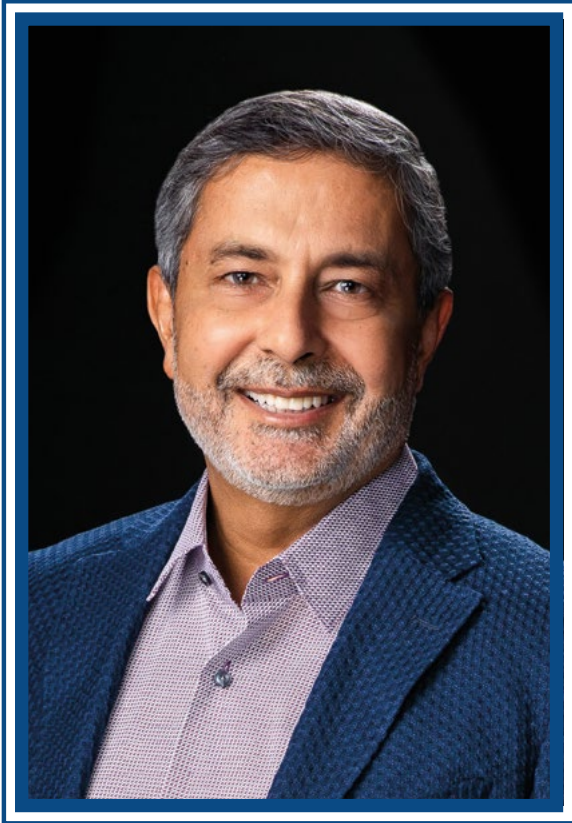
"The COVID-19 pandemic highlighted the importance of our core community values, like maintaining strong personal and professional relationships as part of our community's resilience, strengthening our commitment to quality child care and education and ensuring our employees have a positive work/life balance," McLean said. Long-term effects on commercial development needs include the importance of maintaining community trust, designing workplaces for work/life balance and keeping neighborhoods and downtowns vibrant, she said.

To continue expanding its commercial building stock, Idaho should focus on building strong communities with economic development and quality of life for residents. This can be achieved through well-thought-out commercial development that create and sustain vibrant neighborhoods integrated with residential and retail uses. "In the end, it's about creating great, healthy communities where people want to live, work, raise their families and grow," she said.

McLean served on the Boise City Council from 2011 to 2019 and was Council President from 2017-2019. She has a Master of Public Administration from Boise State University and serves on the Board of Governors at the Andrus Center.

# SANJAY MEHROTRA

PRESIDENT AND CEO  
MICRON TECHNOLOGY



It says something about the role of Micron in Idaho that several other honorees said that they considered the company's 2022 expansion announcement one of the major commercial developments of that year.

Micron Technology, a provider of memory and storage solutions, announced significant investments in U.S. manufacturing capacity, including expanding its Boise headquarters with a state-of-the-art DRAM fabrication plant. "This investment is expected to create over 17,000 new jobs in Idaho, including 2,000 Micron jobs," said President and CEO Sanjay Mehrotra. "The investment will also bring a substantial number of jobs to the local communities, including suppliers, contractors and other supporting roles."

In addition to spurring commercial and residential growth within the Boise metropolitan area itself, the Micron expansion is also expected to dramatically increase growth in the neighboring regions of the city of Mountain Home and in Elmore County as communities and the businesses that support them locate on the eastern side of the company.

Mehrotra himself has a long and distinguished career in the technology industry. He joined Micron in 2017 after serving as the CEO of SanDisk Corporation for five years.

Mehrotra holds degrees in electrical engineering and computer science from the University of California, Berkeley, and has published articles in the field of non-volatile memory design and flash memory systems. He holds more than 70 patents and is currently serving on the board of CDW Corp.

# DEBORAH NELSON

PARTNER  
GIVENS PURSLEY LLP



Deborah Nelson is a land use attorney and partner at the law firm Givens Pursley. With a degree from Northwestern School of Law and a degree in international studies from Rhodes College, she has over two decades of experience helping clients navigate the land use process and obtain legal entitlements for their projects.

Nelson has a broad range of experience working on projects including industrial and commercial developments, energy projects, residential subdivisions and more. One recent commercial project was working with Micron on its announced \$15 billion expansion, where she completed the land use entitlement process with the city of Boise.

Long-term effects of the COVID-19 pandemic on commercial development needs include an increase in demand for local warehouses and distribution centers for online shopping, as well as drive-thru food venues, Nelson said. To continue to expand commercial building stock, she recommends Idaho should focus on good planning and consider siting dense housing near employment and along major road and transit networks. "To recruit good employees in a tight labor market, growing businesses need livable cities with attainable housing," she said.

Nelson has been active in several professional and community organizations, including Boise Valley Economic Partnership, Boise Metro Chamber, Idaho Women Lawyers and the Andrus Center for Public Policy. She has been recognized by several organizations for her expertise, including in zoning/land use and natural resources & environment law by Chambers USA.

Nelson resides in Boise with her family and enjoys mountain biking, skiing and running in her free time.

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# MEGAN RONK

DIRECTOR, ECONOMIC DEVELOPMENT AND INNOVATION  
IDAHO POWER



With more than two decades of experience in economic development, innovation and policymaking, Megan Ronk has worked in several organizations in Idaho and has been instrumental in transforming the state's economy and community, including working on the Micron expansion and bringing Chobani to Idaho.

Ronk has served since 2018 as director of economic development and innovation at Idaho Power, where she is responsible for engaging with commercial and industrial customers expanding in Idaho Power's service area and building customized renewable energy projects to meet customer goals. She also manages a regionally based team focused on developing and maintaining relationships with the local business community, economic development organizations, chambers of commerce and city/county government officials.

Despite challenges posed by the COVID-19 pandemic, Ronk remains optimistic about the future of commercial development in Idaho. She believes the state is well-positioned to continue to expand its commercial building stock, and expects strong growth to continue as the world moves beyond the pandemic.

Ronk has served on various boards and commissions, including the board of trustees of the College of Idaho, the Mountain West Bank board of directors and the Boise Valley Economic Partnership board of directors. She has been appointed by several governors of Idaho to serve on various committees and commissions, including the Workforce Development Council, the STEM Action Center Board of Directors and the Leadership in Nuclear Energy (LINE) Commission 2.0. In addition, she is an adjunct faculty member, teaching Principles of Microeconomics (ECON 202) at the College of Western Idaho.

# ROBYN SELLERS

DIRECTOR OF ECONOMIC DEVELOPMENT  
CITY OF NAMPA



Robyn Sellers is the director of economic development at the city of Nampa, where she has served in the role for a year and a half.

In particular, Sellers has been instrumental in helping The Stow Company expand in Nampa, working with Adler Industrial to develop the infrastructure required for an industrial park where The Stow Company will be located. But that's just one of several major industrial and warehouse developments that are either planned or underway in the city. Development projects like these ensure that stable, good-paying jobs remain in the community and help to build a strong tax base that keeps Nampa as an independent city and not as a bedroom community of Boise, the city's supporters have said.

The COVID-19 pandemic has had a significant impact on commercial development, Sellers said. "The long-term effects of COVID-19 on commercial development have been on the supply chain, with the delayed availability of equipment and materials for needed infrastructure development and construction," she said. "Additionally, increased costs of materials and financing has created challenges for commercial development projects to move forward with development."

Despite these challenges, Nampa has seen a significant increase in industrial development over the past two years, due to its attractive location for developers. Sellers said that she and her team are looking forward to further growth, particularly around the extension of Highway 16 for commercial development.

Sellers holds a Master's in Business Administration.

## NICK SUTTON

VICE PRESIDENT COMMERCIAL LENDER  
MOUNTAIN WEST BANK



Nick Sutton, Mountain West Bank's Boise-based vice president of commercial lending, has an impressive background in finance. He received a Bachelor of Science in business management from Arizona State University in 2006 and joined Idaho Independent Bank as a commercial loan officer. In 2013, he joined Mountain West's commercial lending group, where he has held various positions including vice president, to which he was promoted in 2021.

With a focus on commercial loan production, Sutton is also responsible for portfolio management, underwriting and loan structuring, as well as overseeing past dues in his region.

Recently, Sutton was involved in the financing for the six-story mixed-use Main Avenue Lofts retail/office and multifamily housing development in downtown Twin Falls. The project used the New Market Tax Credit Program with Mountain West Bank participating in both the construction financing and equity investment.

"Overall, the project reflects the continued successful revitalization of the downtown area," Sutton said. "The six-story building will be the tallest in Twin Falls and a visible staple of Twin Falls' growth."

Long-term effects of the COVID-19 pandemic on commercial development needs have changed the amount of office space needed, as well as the configuration of office spaces, due to the shift toward remote work, Sutton said.

To continue expanding its commercial building stock, Idaho must be diligent in ensuring adequate infrastructure and must balance incentives with community needs. "Commercial development must be well-planned and thought out to ensure healthy growth and positive impact on the respective communities," Sutton said.

## GEOFFREY M. WARDLE

PARTNER  
CLARK WARDLE LLP



Geoffrey M. Wardle, a partner at Clark Wardle LLP in Boise, has an extensive background in commercial real estate development and land use law. In his current role, he represents clients in real estate acquisition and development, real estate finance, land use and entitlement as well as representation of nonprofits focused on emergency and permanent housing solutions.

Wardle has been involved in Treasure Valley developments including the Eagle View Landing and the delivery of its headquarters; new corporate headquarters for Boise companies and adding housing to the Nampa Gateway Center. He is currently involved in a project assisting Interfaith Sanctuary in redeveloping the former Salvation Army facility as its new campus.

"The COVID-19 pandemic has not made the office obsolete," but it has reversed the trend in office densification, Wardle said. "The pandemic has demonstrated the need for high-performing buildings with amenities that make tenants want to return to the office." Industrial expansion in the Treasure Valley will continue to grow due to population growth and demand for distribution, he predicted.

To continue to expand its commercial building stock, Wardle said he believes that Idaho needs to find a solution to its ever-increasing housing prices, including a variety of housing options, as the unmet demand for affordable housing affects the entire community.

Wardle has a Bachelor of Arts from the University of Utah and a Juris Doctor from Case Western Reserve University School of Law. He is a 2018 BOMA Fellow and serves on BOMA's Executive Committee and Building Codes & Voluntary Standards Committee.



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