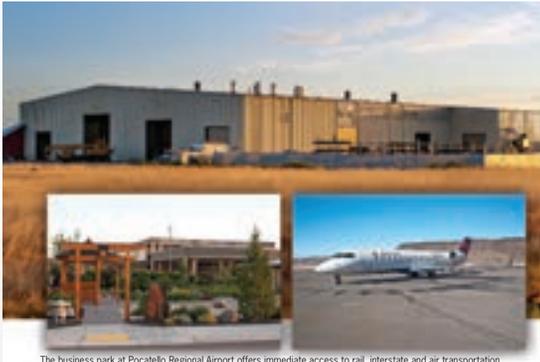


Pocatello Regional Airport & Business Park





The business park at Pocatello Regional Airport offers immediate access to rail, interstate and air transportation.

Pocatello Regional Airport and Business Park

The Business Park at Pocatello Regional Airport is poised to become one of the premier R&D, manufacturing and logistics centers in the Intermountain West. This is a master-planned, mixed-use business park zoned for Warehouse/Distribution, Light Industry/Manufacturing, Professional Office/Business and Commercial Retail. The master plan provides for an attractive setting with its own unique sense of place through coordinated planning and design standards.

The park has over 600 acres ready to develop. Much of the property is located within an Urban Renewal District that will allow Tax Increment Financing for infrastructure requirements. The Park is perfectly situated to accommodate transport by air, rail or truck. The airport can accommodate most aircraft and has space to build maintenance or cargo facilities. The property has direct access to Interstate 86

and is only a few miles from the interchange to the I-15 major north/south corridor. The airport owns rail spurs with direct access to a Union Pacific line. An intermodal facility for trans-loading between rail and truck should be operational in 2018.

The Pocatello Regional Airport

“The Business Park at Pocatello Regional Airport is poised to become one of the premier R&D, manufacturing and logistics centers in the Intermountain West”

Business Park will enable prospective tenants to build the exact type of facility that will fit their needs, including the unique opportunity for a cluster of inter-related, value-added or support businesses to be co-located in an attractive, professional setting where a true synergistic relationship can be realized.

For more information, call airport management at 208-234-6154 or visit www.iFlyPocatello.com.

Come see what we have to offer and what is new at the Pocatello Regional Airport. Closer to home. Closer to you.



Pocatello Regional Airport & Business Park

POCATELLO IDAHO

Looking for Airspace?



Pocatello, Idaho Has it Covered. Photo courtesy of Idaho State University Photographic Services

Pocatello Regional Airport Business Park

If you're searching for an opportunity in business or aviation, then look no further; we've got you covered. The Pocatello Regional Airport (PRA) Business Park is ready to accommodate significant growth and is an excellent place for relocation or expansion in both aviation and non-aviation businesses. This growth effort is coupled with the airport's mission to be a significant economic engine and vital source for transportation services in Southeast Idaho and around the world. With a prime location along the I-86 corridor connecting Pocatello to Boise, the PRA Business Park is poised to become one of the premier aviation facilities in the Intermountain West. David Allen, Manager of the Pocatello Regional Airport recently said, "During the master plan process for Pocatello Regional Airport, I've had

the opportunity to brainstorm with many people about development and the results have been spectacular. It is difficult to contain my excitement and enthusiasm about what lies ahead for the airport and the communities we support."

Location, Transportation, & Size

The PRA Business Park is perfectly situated to accommodate transport by air, rail or truck. The property has direct access to Interstate 86 and is only a few miles from the interchange to the I-15 major north/south corridor. The location of the airport, away from the local communities and without noise restrictions, makes it suitable for 24/7 operations and flight traffic. These qualities make our airport very attractive to the aviation industry. The airport has two runways, including a precision approach primary runway

that is 9,060' x 150', and a large aircraft parking ramp. The airport owns rail spurs with direct access to a Union Pacific line. An intermodal facility for trans-loading between rail and truck is pending. Along with multi-modal transportation access, the airport's most valuable asset is developable land. In total, the airport consists of 3,400 acres. Of that acreage, 600 acres are available for aviation activity. In addition, the 700 acre, master-planned PRA Business Park has been established and 450 acres are ready to be developed. Another major plus is that the entire airport property is annexed into the Pocatello city limits and has City water and sewer systems.

Zoning & Infrastructure

The PRA Business Park is a mixed-use park consisting of four zones: warehouse/ distribution, light industry/ manufacturing, professional office/ business and commercial retail. Prospective tenants have the opportunity to build the exact type of facility to fit their current and future needs. In addition, prospective tenants should also consider the unique opportunity to cluster inter-related businesses in an attractive, professional setting. In order to develop the necessary infrastructure

for the PRA Business Park, the City of Pocatello established an Urban Renewal Area and Revenue Allocation District. The district allows for Tax Increment Financing to help pay for infrastructure improvements that will help new businesses locating at the airport. Planned improvements include a 1 million gallon water tank, water, sewer, storm water and franchise utility upgrades, and road, curb and gutter improvements. There is also a project to extend and rehabilitate the rail spur and build an intermodal trans-load station. This facility will transfer goods and materials between rail cars and trucks, providing rail access to any tenant on the airport regardless of proximity to the spur. A trans-load station is an important element that will make the airport even more attractive to prospective clients.

Conclusion

We know you'll agree with our assessment of the PRA Business Park when we say, "The potential is there and the possibilities are endless!" For additional information about the PRA, please visit www.iflypocatello.com or contact Airport Management at (208) 234-6154. C

■ **Community and State are pro-growth and business friendly :**

- PRA is located within an existing Urban Renewal District with Tax Increment Financing reimbursement options available
- PRA Airport, Business Park and Industrial Park acreage is City owned, City annexed and City maintained/operated
- Variable lot sizes with build-to-suit options available
- Flexible/competitive lease rates with long term options
- City water and sewer

■ **Low energy costs**

■ **State offered employment incentives**

- Workforce availability and training through Idaho State University's College of Technology (including an Aircraft Maintenance Program)
- Possible employment incentives

■ **Workforce availability and training through Idaho State University**

■ **High quality-of-life, friendly community, outdoor access, low cost of living, local university and active community**



U.S. Air Force Monument



SkyWest Commercial Air Service

Pocatello Regional Airport & Business Park

- ❑ **Master planned, mixed use facility zoned for warehouse/distribution, light industrial, business/professional and commercial**
- ❑ **No noise restrictions – suitable for 24/7 operations**
- ❑ **Comparatively low energy costs**
- ❑ **Direct Air, Interstate and Rail access:**
 - Commercial air service to Salt Lake City via Skywest, and
 - Primary runway with precision approach, 9,060' x 150', plus secondary runway and large parking apron with direct private hangar options
 - Direct interstate access to I-86 connecting to I-84 and seven miles from I-15 major north/south corridor
 - Rail spur to Union Pacific main line; (directly Pacific Northwest, south, north; indirectly - all of U.S.)
 - Rail/truck transload station pending
 - Rail and truck connectivity with Port of Portland
- ❑ **New infrastructure ready and suited for use**
 - New upgraded City utilities including; water capacity, sewer capacity and road
 - New private publicly invested infrastructure under construction; including; 20 megawatt substation, natural gas, communications (fiber) network



SkyWest Commercial Air Service



AV Center Private Air Service

iFlyPocatello.com

Apples to Apples Cost Comparisons*

Here's the cost of doing business in Idaho

Cost Comparison Summary

NAICS CODE:	Idaho	California	Montana	Nevada	Oregon	Utah	Washington	Wyoming	IDAHO SAVINGS
Number of Employees	200	200	200	200	200	200	200	200	
LABOR COSTS									
Average Labor Rate (dollars per hour)	\$ 18.23	\$ 23.82	\$ 16.87	\$ 19.42	\$ 20.45	\$ 18.86	\$ 22.97	\$ 19.19	
*Assume 2080 Hours Per Employee in Cost									
ANNUAL PAYROLL COST	\$ 7,583,680.00	\$ 9,909,120.00	\$ 7,017,920.00	\$ 8,078,720.00	\$ 8,507,200.00	\$ 7,845,760.00	\$ 9,555,520.00	\$ 7,983,040.00	
		23.5%	-8.1%	6.1%	10.9%	3.3%	20.6%	5.0%	
ANNUAL SAVINGS/IDAHO		\$ 2,325,440.00	\$ (565,760.00)	\$ 495,040.00	\$ 923,520.00	\$ 262,080.00	\$ 1,971,840.00	\$ 399,360.00	8.8%
FRINGE BENEFITS									
*Estimated Fringe Rate 30% of Payroll									
ESTIMATED BENEFIT	\$ 2,275,104.00	\$ 2,972,736.00	\$ 2,105,376.00	\$ 2,423,616.00	\$ 2,552,160.00	\$ 2,353,728.00	\$ 2,866,656.00	\$ 2,394,912.00	
		23.5%	-8.1%	6.1%	10.9%	3.3%	20.6%	5.0%	
ANNUAL SAVINGS/IDAHO		\$ 697,632.00	\$ (169,728.00)	\$ 148,512.00	\$ 277,056.00	\$ 78,624.00	\$ 591,552.00	\$ 119,808.00	8.8%
UNEMPLOYMENT INSURANCE									
Insurance Base Salary	\$ 33,300.00	\$ 7,000.00	\$ 26,300.00	\$ 26,600.00	\$ 32,300.00	\$ 28,600.00	\$ 37,000.00	\$ 22,300.00	
Taxable Amount	\$ 6,660,000.00	\$1,400,000.00	\$5,260,000.00	\$5,320,000.00	\$6,460,000.00	\$5,720,000.00	\$7,400,000.00	\$4,460,000.00	
Rate (New employers)	1.91%	3.40%	2.85%	2.95%	3.30%	5.60%	3.97%	2.97%	
ANNUAL CONTRIBUTION	\$ 127,206.00	\$ 47,600.00	\$ 149,910.00	\$ 156,940.00	\$ 213,180.00	\$ 320,320.00	\$ 293,558.00	\$ 132,462.00	
		-59.8%	15.1%	18.9%	40.3%	60.3%	56.7%	4.0%	
ANNUAL SAVINGS/IDAHO		\$ (79,606.00)	\$ 22,704.00	\$ 29,734.00	\$ 85,974.00	\$ 193,114.00	\$ 166,352.00	\$ 5,256.00	19.4%
WORKER'S COMPENSATION									
Classification code	210500	210500	210500	210500	210500	210500	210500	210500	
Rate per \$100 of Payroll	\$ 3.50	\$ 4.73	\$ 5.88	\$ 3.75	\$ 2.99	\$ 2.56	\$ 3.50	\$ 3.18	
*median percentage of premium study		135.05%	168.04%	107.22%	85.57%	73.20%	100.00%	90.72%	
ANNUAL WORKER'S COMPENSATION	\$ 265,428.80	\$ 468,382.80	\$ 412,754.40	\$ 303,158.82	\$ 254,777.45	\$ 200,997.39	\$ 334,443.20	\$ 253,477.49	
		43.3%	35.7%	12.4%	-4.2%	-32.1%	20.6%	-4.7%	
ANNUAL SAVINGS/IDAHO		\$ 202,954.00	\$ 147,325.60	\$ 37,730.02	\$ (10,651.35)	\$ (64,431.41)	\$ 69,014.40	\$ (11,951.31)	10.2%
UTILITY COSTS									
Cents per Kilowatthour	4.7	11.54	5.53	6.92	5.52	5.3	4.02	5.13	
*1000 kW(demand) 400,000 kWh (usage) monthly	\$18,800.00	\$46,160.00	\$22,120.00	\$27,680.00	\$22,080.00	\$21,200.00	\$16,080.00	\$20,520.00	
ANNUAL ELECTRICAL COSTS	\$ 225,600.00	\$ 553,920.00	\$ 265,440.00	\$ 332,160.00	\$ 264,960.00	\$ 254,400.00	\$ 192,960.00	\$ 246,240.00	
		59%	15%	32%	15%	11%	-17%	8%	
ANNUAL SAVINGS/IDAHO		\$ 328,320.00	\$ 39,840.00	\$ 106,560.00	\$ 39,360.00	\$ 28,800.00	\$ (32,640.00)	\$ 20,640.00	17.7%
ESTIMATED ANNUAL OPERATING COSTS	\$ 10,477,018.80	\$ 13,951,758.80	\$ 9,951,400.40	\$ 11,294,594.82	\$ 11,792,277.45	\$ 10,975,205.39	\$ 13,243,137.20	\$ 11,010,131.49	
		24.9%	-5.3%	7.2%	11.2%	4.5%	20.9%	4.8%	
POTENTIAL ANNUAL SAVINGS ► IDAHO		\$ 3,474,740.00	\$ (525,618.40)	\$ 817,576.02	\$ 1,315,258.65	\$ 498,186.59	\$ 2,766,118.40	\$ 533,112.69	9.8%
Tax Comparison Summary									
Corporate Income Tax	7.40%	8.84%	6.75%	0.00%	7.90%	5.00%	0.00%	0.00%	-5.0%
Combined Average Sales and Local Tax	6.00%	9.06%	0.00%	7.59%	0.00%	6.61%	8.78%	5.38%	12.0%
Average Cost of Living									
Composite Average	92.1	136.8	101.3	102.5	110	98.2	108.2	98.3	13.7%
Grocery Items	96.8	111.1	112.4	106.2	99.3	104.9	105.5	100.7	8.3%
Housing	78.9	202.9	99.2	103.2	133	89.3	115	105.3	30.6%
Utilities	91.5	103.2	91.7	96.8	86.2	78.8	86.6	94.6	-1.1%
Transportation	98.9	113.5	97.7	104.3	104.3	97.3	110.7	88.9	2.8%
Health Care	99.1	112.5	103.1	104	114.6	96.1	113	97.1	5.9%
Miscellaneous Goods and Services	98.8	109.7	102.6	101.4	102.4	110.1	108.2	95.9	5.1%

Pocatello Regional Airport & Business Park

POCATELLO IDAHO

YOUR LOCAL FACTORS

LABOR COSTS

Construction	\$ _____ /hr
Industrial/Manufacturing	\$ _____ /hr
Transportation	\$ _____ /hr
Warehouse Labor	\$ _____ /hr
Welders	\$ _____ /hr

WORKERS COMPENSATION

Value is calculated as percentage of national average by state ranking	\$ _____
--	----------

FRINGE BENEFITS

(Estimated at 30% of payroll)	_____ %
-------------------------------	---------

UTILITY COSTS

Electricity (Cents per kw)	_____ ¢/kw
Natural gas (Cents per therm)	_____ ¢/therm

PROPERTY TAXES

(Avg. mill rate per \$1000 of value)	\$ _____ /K
--------------------------------------	-------------

CORPORATE TAXES

Corporate Income Tax	_____ %
Combined avg. Sales & Local tax	_____ %

COST OF LIVING

Composite avg.	_____ %
----------------	---------



Pocatello Airport Urban Renewal & Tax Incremental District

Pocatello Airport TIF; over 500 acres of available flat City-owned leasable ground with on-site Access to:

- AIR** (Delta Connection),
- RAIL** (Union Pacific Rail),
- INTERSTATE** (I-86 & I-15);
- 3,200 acres** potential development

iFlyPocatello.com

"The PRA Business Park is perfectly situated to accommodate transport by air, rail or truck. The property has direct access to Interstate 86 and is only a few miles from the interchange to the I-15 major north/south corridor. The location of the airport, away from the local communities and without noise restrictions, makes it suitable for 24/7 operations and flight traffic."



Pocatello Regional Airport & Business Park

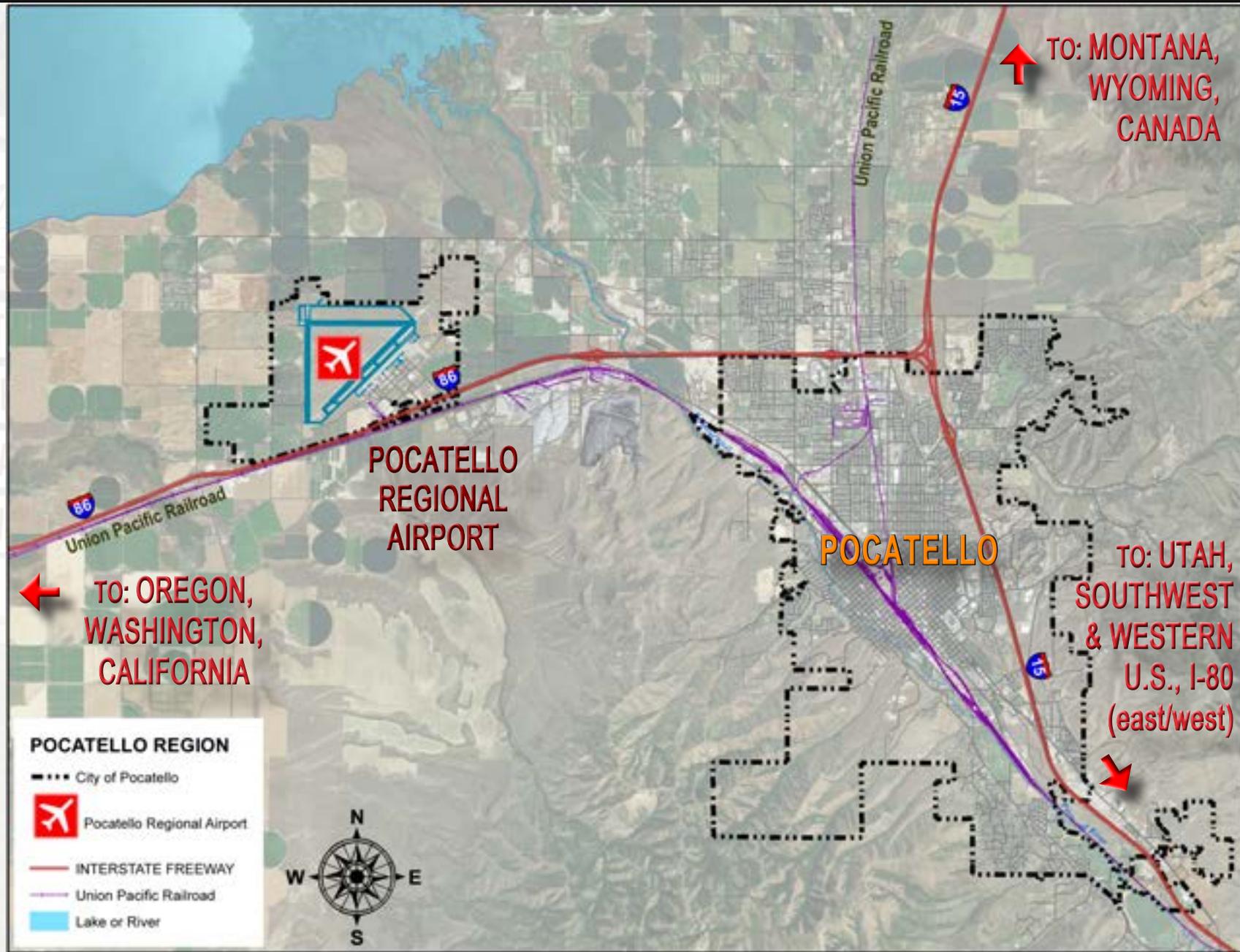
POCATELLO IDAHO

Space available for your private hangar with direct runway access.*

Meeting your needs for transportation, both business and personal travel.

Pocatello is the perfect choice!

* FAA approval for private personal aircraft access is required

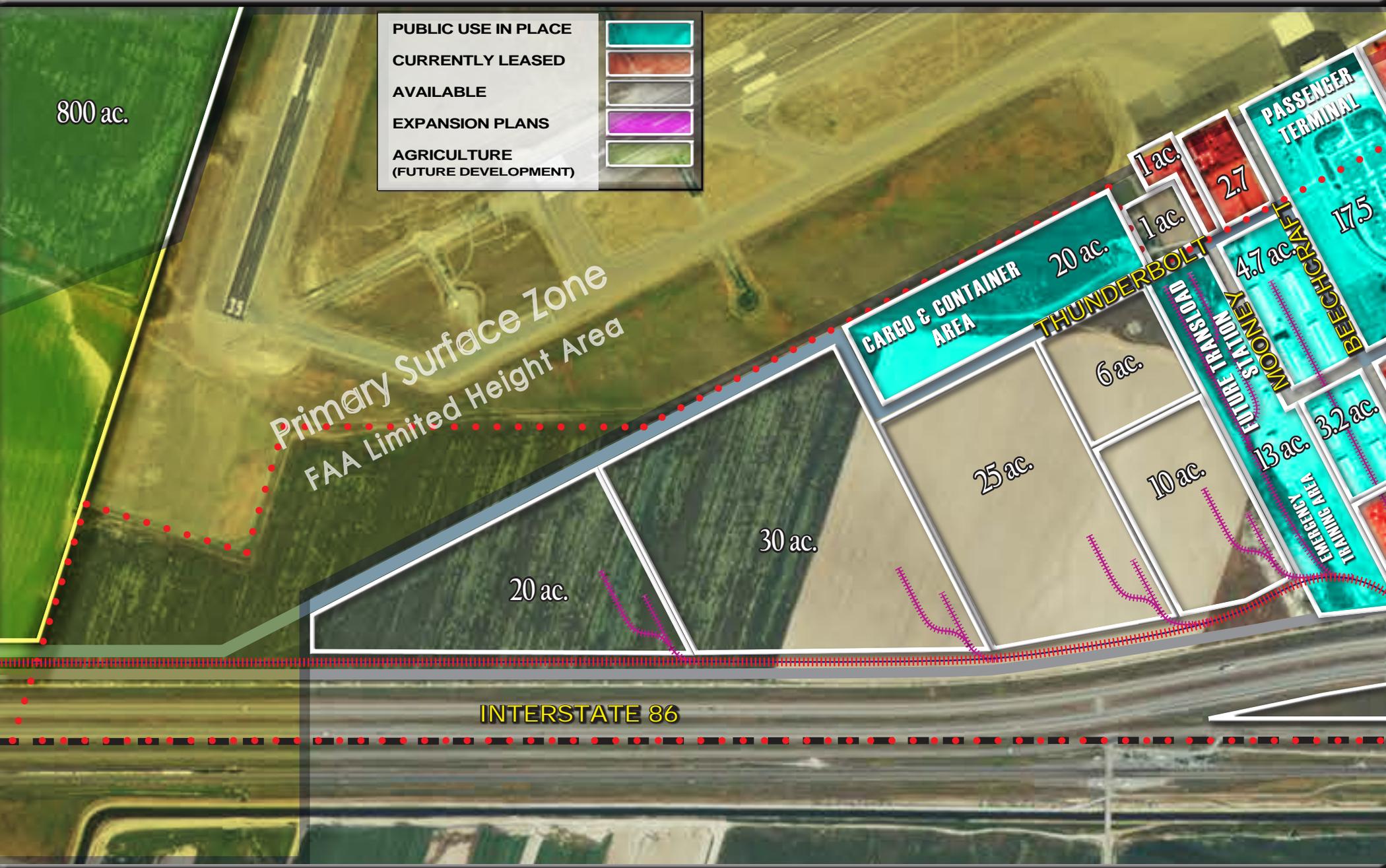


iFlyPocatello.com



Pocatello Regional Airport & Business Park

POCATELLO IDAHO



PUBLIC USE IN PLACE	
CURRENTLY LEASED	
AVAILABLE	
EXPANSION PLANS	
AGRICULTURE (FUTURE DEVELOPMENT)	

800 ac.

Primary Surface Zone
FAA Limited Height Area

CARGO & CONTAINER AREA

20 ac.

THUNDERBOLT

1 ac.

1 ac.

27

PASSENGER TERMINAL

175

BEECHCRAFT

MOONEY

4.7 ac.

FUTURE TRANSIAD STATION

13 ac.

EMERGENCY TRAINING AREA

32 ac.

25 ac.

6 ac.

10 ac.

30 ac.

20 ac.

INTERSTATE 86

iFlyPocatello.com



iFlyPocatello.com



Note: Plan illustrates proposed new road construction and improvements.

Exhibit 3
**POCATELLO AIRPORT
 LAND USE PLAN**
 AIRPORT MASTER DEVELOPMENT PLAN
 FOR NON-AVIATION LAND
 at Pocatello Airport

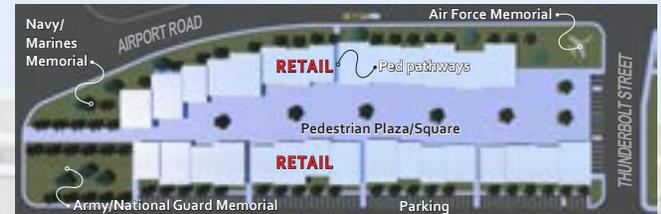
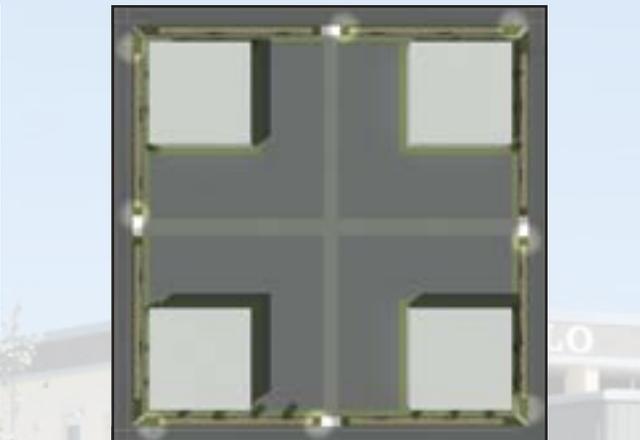
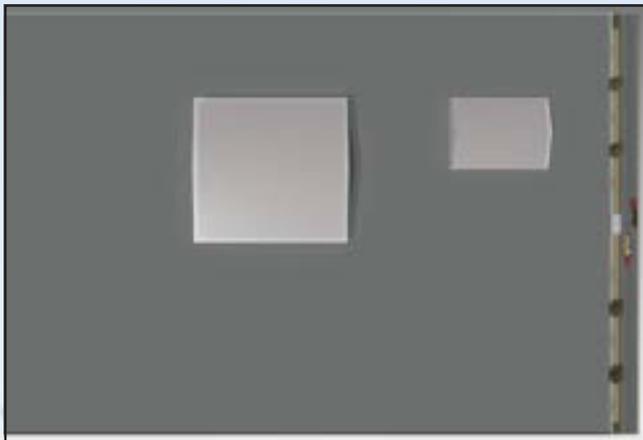
June 2004

MITCHELL NELSON
 ELESCO, LTD.

Pocatello Regional Airport & Business Park

POCATELLO IDAHO

PRA Conceptual Development Vision



MANUFACTURING CONCEPT

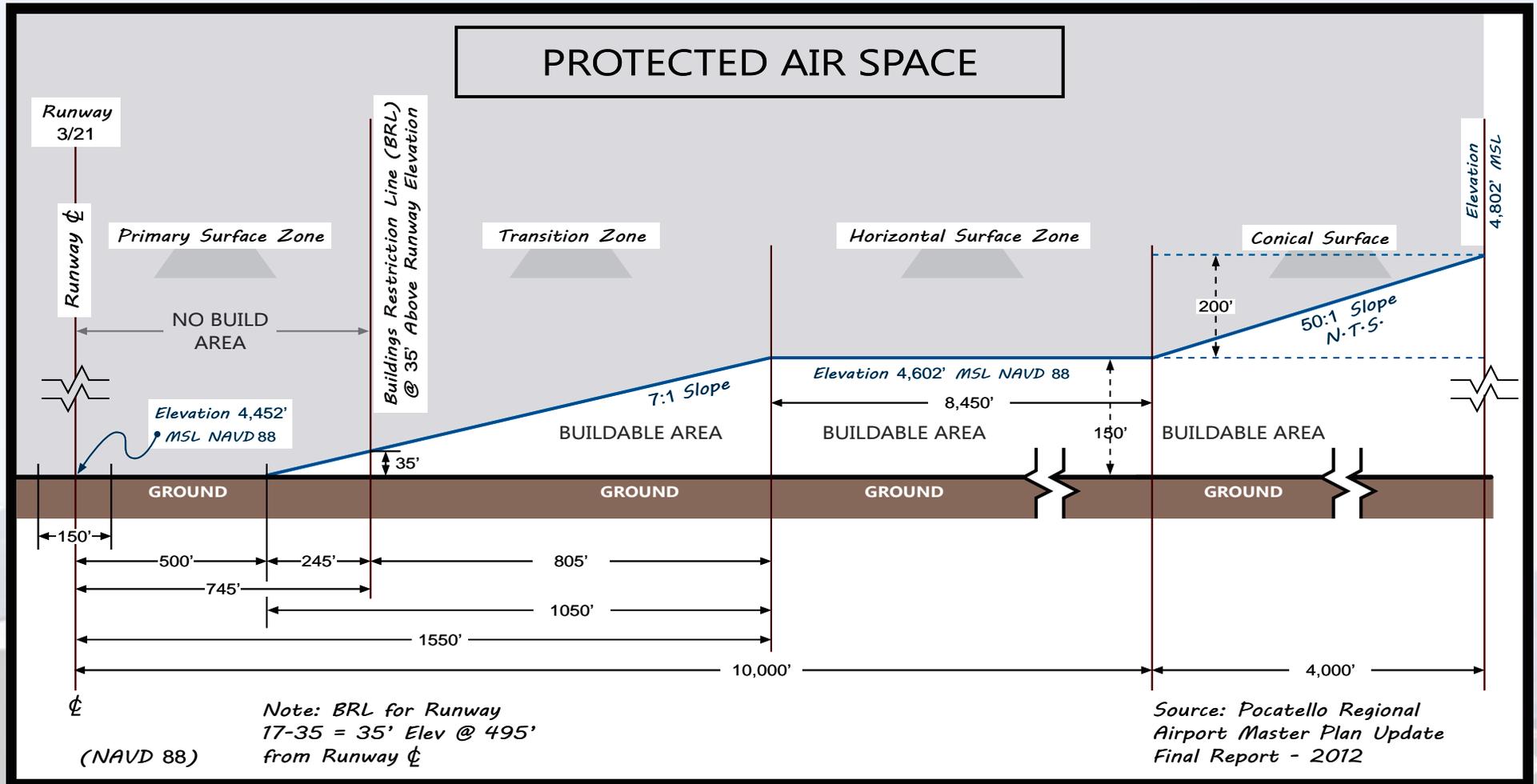
BUSINESS/OFFICE CONCEPT

RETAIL CONCEPT



iFlyPocatello.com

Flexibility in existing land use offers flexibility in height, determined by FAA regulations only. A majority of the airport development area provides for a 150 foot (150') height allowance.



Pocatello Regional Airport & Business Park

POCATELLO IDAHO



Skywest Commercial Air Service



AV Center (private charter)

We take pride in the long lasting relationships that we have developed with our tenants. We are mindful of this as we look to the future, expanding our services and improvements from upgrading utilities to offering space for retail and food options that can minimize travel time for employees. Our tenants enjoy the space they occupy, the ease of access to transportation options that include air, rail and interstate and the minimal traffic within the Pocatello Regional Airport Business & Industrial Park.



Idaho Accelerator Center



Petersen Incorporated



McNabb Granary

iFlyPocatello.com

Pocatello... Ahead of the Competition

Forbes magazine ranked Pocatello "8th Best Place for Business and Careers" among small metro areas (populations below 177,000). (Forbes 5/2002)



- The Milken Institute recently ranked the Pocatello MSA 3rd in growth rate of high-tech manufacturing companies.
- Pocatello has ranked 6th as a Forbes "Best Small Place for Business" 6 years in a row!
- Pocatello has ranked 2nd on Forbes Cost of Doing Business index



Combine that with low utility rates, low payroll taxes, efficient operating costs in a favorable business climate and you have everything a business needs for a prosperous future.



Idaho State University

Idaho State University maintains an Aviation Maintenance program. They offer a Technical Certificate, an Advanced Technical Certificate and an Associates of Applied Science degree. ISU also maintains and operates the Idaho Accelerator Center, with a facility that tests accelerator applications in an outdoor environment at the Airport.



Idaho State University is one of just 36 schools currently certified by the U.S. Government to train cyber security professionals.

AvCenter, Inc. is the airport's Fixed Base Operator that provides fuel to all airport users. In addition they provide a charter service that features a Citation Ultra business jet, two Beech King Air twin turboprop business aircraft and two Aero Commanders that are typically chartered by the BLM during fire season. One of the King Air's is also suitable for medevac flights. AvCenter provides charter service within the US and Canada. AvCenter also provides flight instruction, aircraft maintenance and servicing and indoor aircraft storage.



The BLM has an Air Attack Base that is capable of supporting multiple aircraft ranging from the Single Engine Air Tanker (SEAT) to the DC-10 air tanker. The base has flown as many as 300 sorties in a single day. The US Forest Service also maintains a helicopter attack base.

Financial Times' fDi Magazine found Pocatello to be one of the top ten Micro Cities of the Future and ranked it 2nd in Best Economic Potential and 5th in Best Quality of Life.



Area Development Magazine ranks Pocatello in the top 18% for recession busting cities indicators, the top 22% in year over year economic growth, the top 23% in Economic Strength and the top 28% for Economic and Job Growth; of 380 top Cities across the U.S. Pocatello ranked #3 overall in Idaho only behind Boise/Nampa and Lewiston

Pocatello Regional Airport & Business Park

POCATELLO IDAHO

Idaho State University ...



Incoming freshman, ISU



Holt Arena, ISU

Idaho State University, a Carnegie-classified doctoral research and teaching institution founded in 1901, attracts students from around the world to its Idaho campuses. At the **main campus in Pocatello**, and at locations in Meridian, Idaho Falls and Twin Falls, ISU offers access to high-quality education in more than 280 programs. Almost 14,500 students attend ISU, receiving education and training in those programs. Idaho State University is the state's designated lead institution in health professions and medical education.



Nuclear Accelerator Center, ISU

The country's first covered football stadium built on a college campus is a must see. Especially if there is an ISU Bengals competition scheduled or if any of the exciting regional events are underway like the Simplot Games, or the Wrangler Million Dollar Rodeo Tour.



Stephen's Performing Arts Center, ISU



Football, Basketball are 2 of many sports at ISU



ISU athletics, a community event in Holt Arena



Amazing setting, ISU



Idaho State University faculty and students are leading the way in cutting-edge research and innovative solutions in the areas of energy, health professions, **nuclear research**, teaching, humanities, engineering, performing and visual arts, technology, biological sciences, pharmacy and business. Idaho State University combines exceptional academics amidst the grand natural beauty of the West. ISU is at the heart of an outdoor-lover's paradise and a short drive to some of America's greatest natural wonders and exciting outdoor recreation opportunities.

iFlyPocatello.com

Pocatello... is a Wonderful Place to LIVE

Pocatello ranked 2nd in *Outdoor Life Magazine's* 2010 list of **Best Towns for Hunters and Fishermen**. The West's very best fishing, hunting, camping, backpacking, boating, kayaking, skiing and more... **ALL** within minutes to a couple hours away.



Photograph courtesy of Lon Crowell

Historic Main Street, Downtown Pocatello

Pocatello ranks in the top 10 places to live cheaply qualifying as "some of the lowest living costs in the nationalso have highly rated schools and low unemployment and crime rates"



A variety of housing and architecture in Pocatello

Pocatello has 2 major freeways, Union Pacific Railroad and Pocatello Regional Airport providing transportation access to EVERYWHERE as the "Gate City" to the Northwest!



Photograph courtesy of Lon Crowell

Pocatello High School, a landmark for the community

The U.S. Census Bureau ranked Idaho as the #5 Best Homeownership rate in the Nation!

Pocatello... is a Wonderful Place to PLAY

Pocatello has always been known as the "GATE CITY" for good reason; in addition to transportation, Pocatello is centrally located, within 2 hours in all directions from the most iconic landmarks and best year around recreation the West has to offer!

If you were a Pocatello resident, you could leave work at 5 p.m. today and be on the ski slopes, mountain bike trail, golf course, or on your favorite trout stream by 5:15 p.m.!



Photograph courtesy of Pocatello Parks & Recreation

Photograph courtesy of Lon Crowell

Photograph courtesy of Lon Crowell



Photographs courtesy of Pocatello Parks & Recreation

Pocatello also borders Caribou National Forest and Mink Creek; many miles of mountain bike and mountain trails, ATV trails and OHV roads are **in your backyard** or just minutes from your home.

If culture is what you seek, then Pocatello is the place for you! Symphony, Theater, Zoo, Fort Hall replica, Shoshone Bannock Annual Festival, "Alive at 5", Artwalk, Brewfest and more. **Come experience Pocatello!**



Photographs courtesy of Pocatello Parks & Recreation

Pocatello Regional Airport & Business Park



Our philosophy is simple, our economic development experts do everything they can to help your business relocate to Pocatello or expand once you are here. We are a pro-business community that is proud of the successful, cooperative partnerships we've established between public and private sectors.

We know that we can cut your cost of doing business by at least 25%. Why, because we offer access to cutting edge technology, ample commercial and industrial space, utility rates ranked among the lowest in the nation, an educated and well trained workforce, a lower cost of living, and air, rail and ground transportation at the intersection of I-15 and I-86.

Pocatello also has a lot to offer your family and employees. Visit our parks and museums, attend a performance at the ISU Stephens Performing Arts Center, cheer on the athletes at the Wrangler Million Dollar Pro Rodeo, Simplot Games and Southeast Idaho Senior Games or simply find time to play outdoors—picnicking, swimming, hiking, biking, fishing.

Pocatello, Idaho really is the ideal location. Don't take our word for it, though. Learn why our community has been recognized by Forbes.com, fDi Magazine, Outdoor Life, This Old House Magazine, American Cowboy and more!

My staff and I are ready to help you and your business come to Pocatello. Please feel free to contact me at mayor@pocatello.us or 208.234.6163 for more information. I look forward to hearing from you!

Brian C. Blad
Mayor



iFlyPocatello.com

Pocatello Regional Airport & Business Park



David Allen, Airport Director
dallen@pocatello.us
208-234-6154

**Lon Crowell, Director
Planning & Development Services**
lcrowell@pocatello.us
208-234-6184

**John Regetz, Director
Bannock Development Corporation**
john@bannockdevelopment.org
208-233-3500

Learn more at:

www.pocatello.us
www.iFlyPocatello.com

Pocatello Regional Airport
1950 Airport Way
Pocatello, ID 83204

Mailing Address:
P.O. Box 4169
Pocatello, ID 83205