



**MEETING AGENDA
MONDAY, MARCH 23, 2026 12:00 P.M.
CDA PUBLIC LIBRARY: COMMUNITY ROOM
IGNITE CDA/COEUR D'ALENE CITY COUNCIL WORKSHOP**

AGENDA

***All items are deemed action items, in that Council may provide direction to staff/ignite cda regarding project priorities.**

A. CALL TO ORDER

1. Ignite cda Presentation regarding status update, future goals

Presented by: Will Osborne, ignite cda Executive Director

Atlas Update Presented by: Phil Boyd, Welch Comer, President

2. Discussion

B. ADJOURNMENT

NOTE: The City will make reasonable accommodations for anyone attending this meeting who require special assistance for hearing, physical or other impairments. Please contact the City Clerk at (208) 769-2231 at least 72 hours in advance of the meeting date and time.

- ***Ignite cda's Vision is to be a catalyst for positive change in the creation of an exemplary 21st Century city; a city in which economic prosperity, quality housing and employment opportunities are available to all.***
- ***Ignite cda's Mission is to bring together resources to achieve Coeur d'Alene's vision of a diverse, sustainable community with healthy neighborhoods, a vibrant central city, a strong regional economy, sustainable, superior public open spaces, and quality jobs and housing for all.***

City-ignite CDA Workshop

March 23, 2026

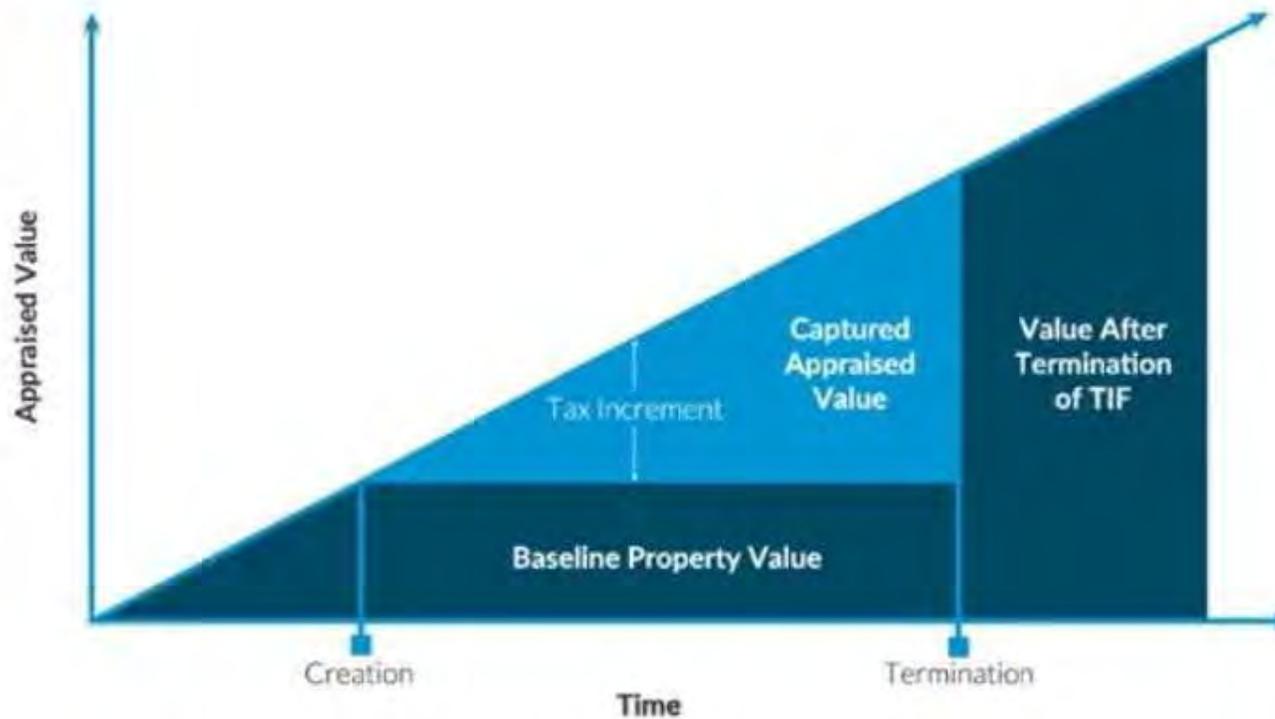
Agenda

- Introduction
- Urban Renewal Agency Fundamentals
- Districts
 - River District
 - Health Corridor District
 - Atlas District

Ignite cda / Coeur d'Alene City Council workshop

- Introduction
- Urban Renewal Areas in one Minute
 - Urban renewal does NOT raise tax rates. Existing taxes continue to fund cities, schools, and counties
 - Only NEW property value growth in the Urban Renewal Area is temporarily redirected = TIF (TAX INCREMENT FINANCING)
- This allows for economic growth and development in the short term by leveraging future tax increment
- Leverage (long term capital borrowed against future tax increment)
- OPA / IRA are tools that put 100% risk on the lender (most commonly the developers that are participating in the project)

Where Do URAs Get Their Money?



River District



- 363 Acres When Created
- 56 Acres De-annexed in 2016 (~\$1,000,000/yr to taxing entities)
- District sunsets in September 30, 2027

River District

Current OPA / IRA debt

Current Obligations for River District	Balance as of 2/26
Riverstone West Phase 1 OPA	\$ 3,080,726.08
Mill River Seniors Affordable Housing	\$ 298,429.45
Riverstone West Apartments III Affordable housing initiative	\$ 271,218.99
Circuit at Seltice housing initiative	\$ 33,836.65
Total OPA & IRA obligations	\$ 3,684,211.18

Key elements to consider

- **"payments will continue in full until paid OR until Aug 1, 2028"**
- **Remaining balance at scheduled close of district is NOT payable to OPA/IRA owner.**
- **"Limited Recourse Promissory Notes and Improvement Reimbursement Agreements are not reflected in the financial statements because payments by the Agency to the contract counterparties are conditional upon the Agency receiving tax increment revenue on the underlying properties each year. I.E. the developers have taken the risk"**

River District

Example of risk associated with OPA / IRA financing to the benefit of the City, District and Tax payers

RW phase 1 OPA illustration

Payment number				Remaining principal		
37		\$216,223.94	paid 2/26	\$3,080,726.08	Due at district close	2/26/2026
38	est	\$216,223.94	to be paid 7/26	\$2,864,502.14	Due at district close	7/26/2026
39	est	\$216,000.00	to be paid 2/27	\$2,648,502.14	Due at district close	2/27/2026
40	est	\$216,000.00	to be paid 7/27	\$2,432,502.14	Due at district close	7/27/2026
41	est	\$216,000.00	to be paid 2/28	\$2,216,502.14	Due at district close	2/28/2026
Last payment due by contract	est	\$216,000.00	to be paid 7/28	\$2,000,502.14	NOT DUE AT DISTRICT CLOSE	

Total reduction in payable debt at scheduled district close, 8/1/2028: \$2,500,000 (includes all OPA/IRA)

Potential Future River District Projects



Health Corridor District



- Created 2019

Health Corridor update

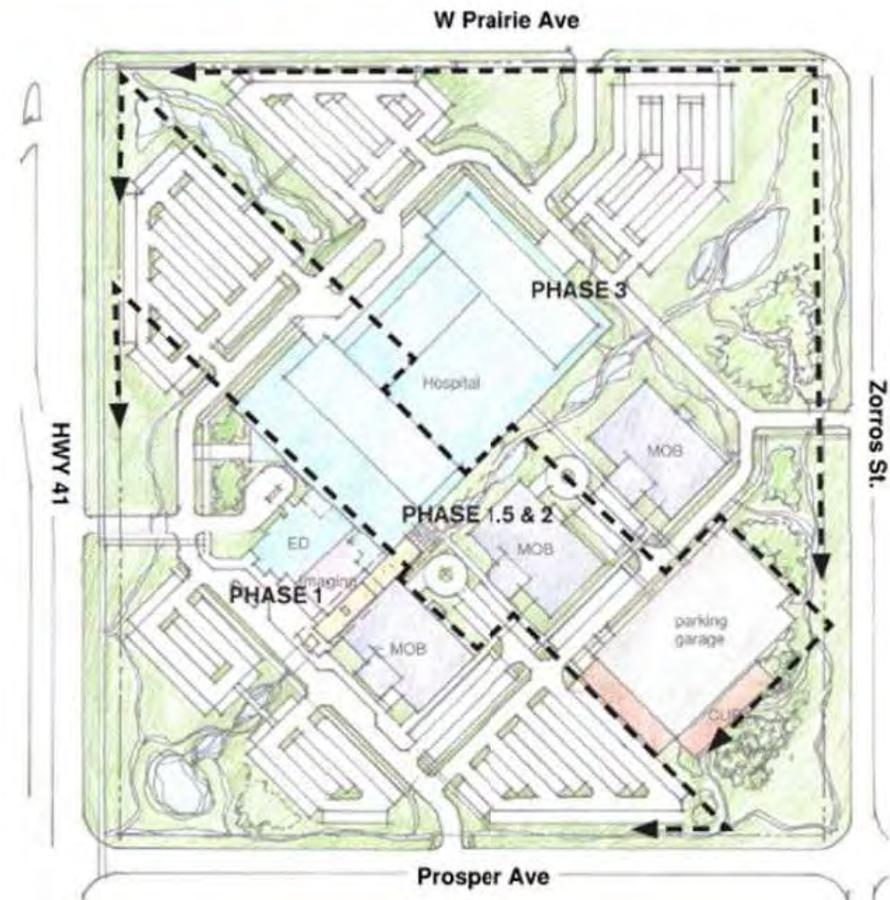
- Unique district in that largest property owner does not pay property tax
- Urban renewal, with the effective use of a PILOT program, PAYMENT IN LIEU OF TAX, represents an enormous opportunity for otherwise unattainable financial support to the city and tax base
- District has been inactive due to KH budget limitations largely caused by covid 19 limiting PILOT payments to date
- Turn over in all C-Suite executives, loss of institutional knowledge
- Relationship is being re-kindled with new KH leadership
- Primary focus on CDA KH campus as primary campus, focused on Trauma care
- Beginning formal assessment of campus potential and community needs in the next 30 days.
- With PILOT participation, we feel the HC district has the most potential of all districts for job creation.
- KH has a working example and successful project in motion utilizing Post Falls URA, estimating job creation of 1,000+, including VOLUNTARY adoption of taxable status to facilitate utilization of Urban Renewal.

PMC Masterplan highlights

- Phased over 10 to 15 years
- Walkable campus open to public
- Open green space
- 250 bed hospital
- Community space
- Medical office buildings

Kootenai Health CDA campus maintained

- Cancer and Trauma



Foxtail Planned Unit Development

- Foxtail PUD Overview
- Community contributions
- Residential development drives growth and jobs
- Infrastructure serves the broader community
 - Regional impact, relieving congestion on HWY41
 - City wide transportation network
- Housing diversity
- Partnering with KH for housing needs and workforce recruitment

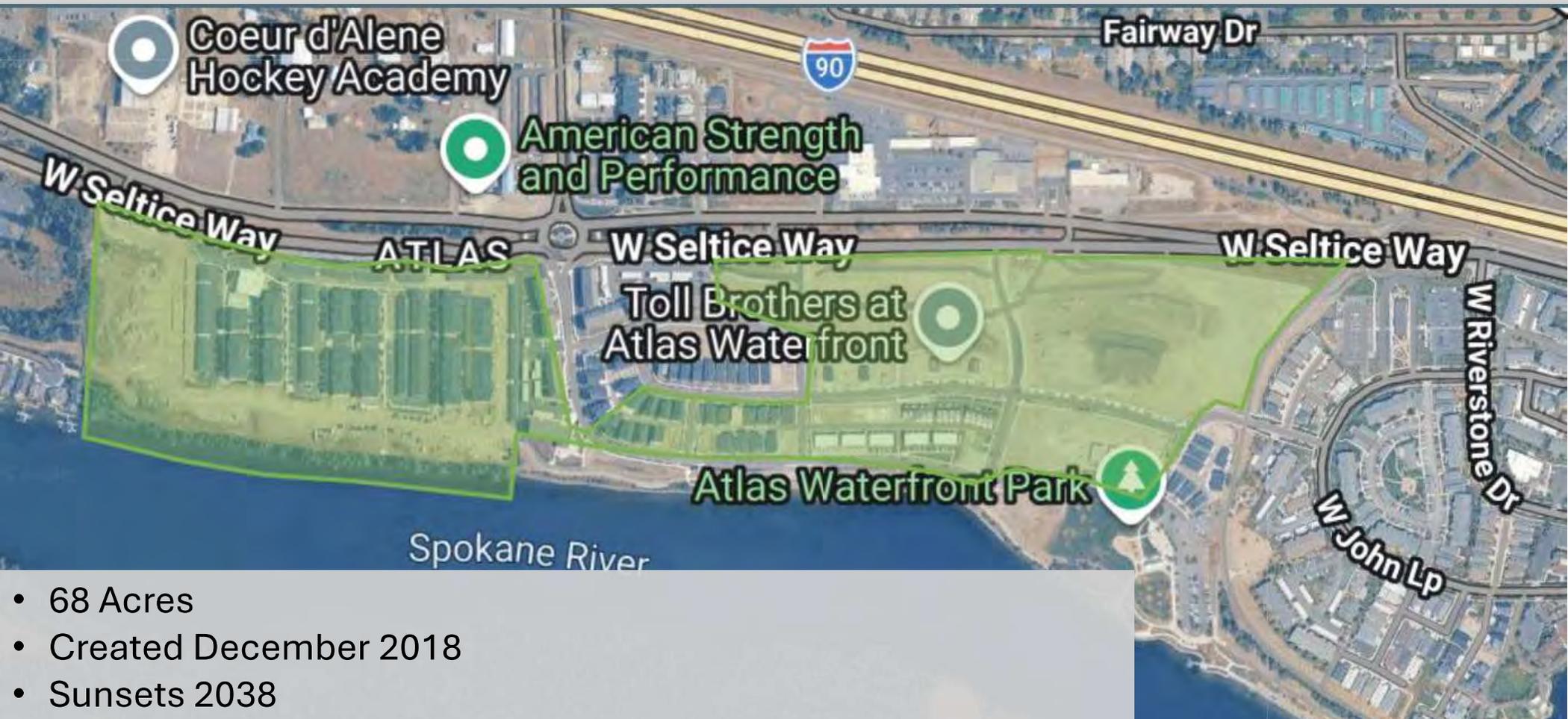


Foxtail Planned Unit Development

- Foxtail remaining build out plan
- 14-acre remainder parcel. Seeking a PUD amendment for senior living
 - 80-bed Assisted Living Facility – 45–50 permanent jobs
 - ~80 Senior Cottages – construction + ongoing service jobs
 - Community Center – indoor and outdoor amenities, additional staffing needs
- Home construction drives long-term employment, strengthening the local economy ←



Atlas District



- 68 Acres
- Created December 2018
- Sunsets 2038





Atlas Realized Land Use

- 523 Dwelling Units
- Mix of Product Types
 - 225 Multi-Family
 - 126 Town Homes
 - 90 Twin Homes
 - 82 Single Family Homes

2018 Land Use Plan

- 419 units over four phases
- Mix of product types:
 - Multi-Family: 90 Units
 - Condo: 148 Units
 - 122 Townhomes
 - 59 Single Family Homes



Atlas Project Objective



Preserve the waterfront property for the Community



Stimulate private development in a blighted portion for the City's Area of Impact



The Challenge



High Raw Land Cost



Unsuitable Soil Conditions and Topography



The Valuable Waterfront Was Not For Sale

























Atlas Waterfront Development

A Brief Atlas History



After 100 years
Atlas (Stimpson)
Mill closes



Private sector
acquisition, foreclosure,
parcel splits

City Purchase &
Parcel re-assembly



Site
remediation
and clean-up

Redevelopment
by RFP



2005

2006 to 2017

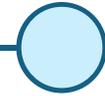


2018

**Atlas
District
formed**

2019 to 2024

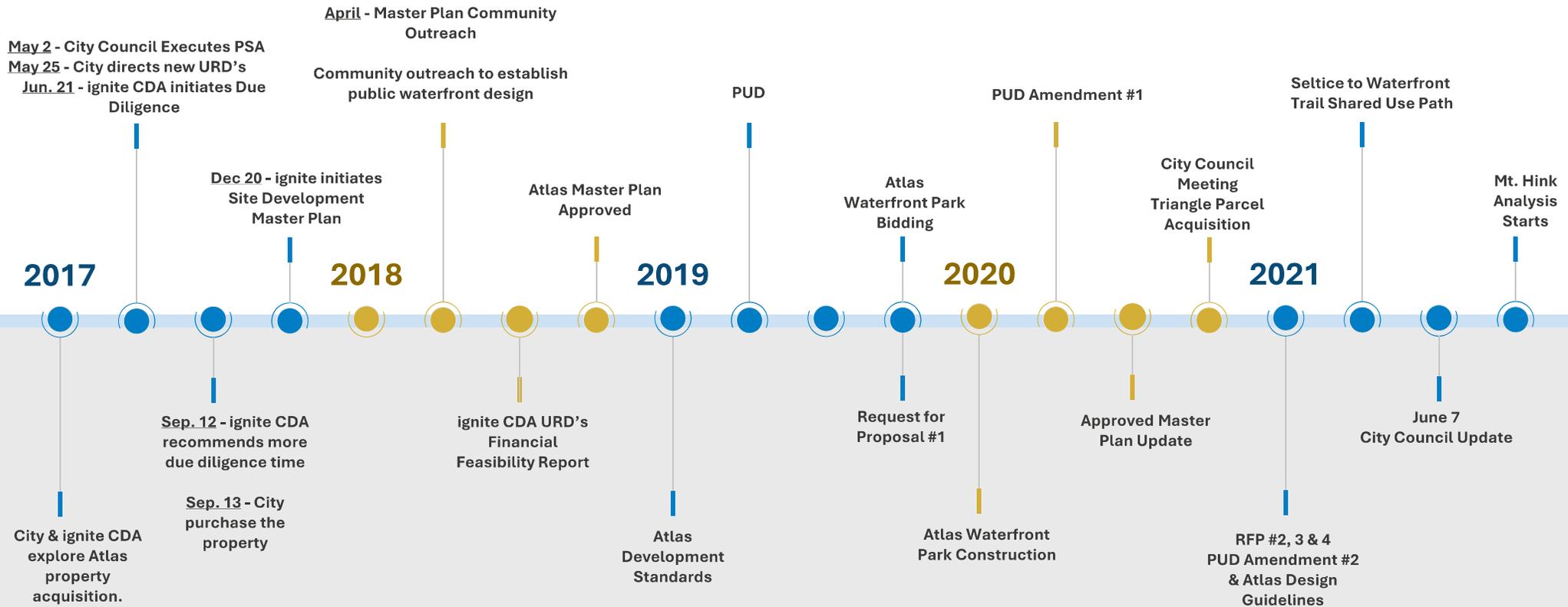
Waterfront
park planning,
design and
construction



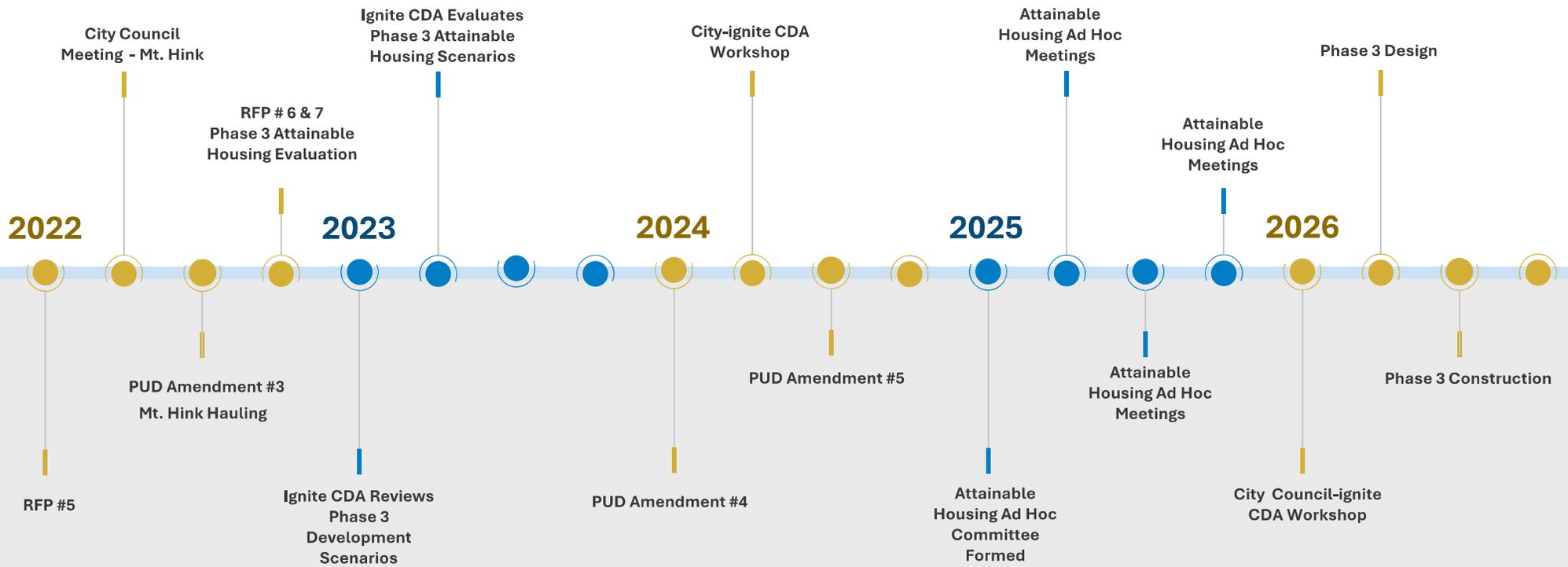
2023

Attainable
Housing project
development

Atlas Detailed Project Timeline



Atlas Detailed Project Timeline (cont.)



City & ignite CDA Partnership

Atlas Mill Acquisition Steering Committee

- City of CDA
Mayor Widmyer
Councilperson Gookin
Councilperson Evans
City Administrator Hammond
Deputy City Administrator Taylor
City Attorney Gridley
City Finance Director Tymesen
City Planning Director Anderson
- ignite cda
Chairman Hoskins
Commissioner Armon
Legal Counsel Quade
Ex. Director Berns

Request For Proposal Evaluation Committee

ignite CDA

- Commissioner Metts
- Commissioner Mandel
- Tony Berns

City

- Council Member Wood
- Troy Tymesen
- Hilary Patterson

Dual Role City Council & ignite Board Members

- Mayor Widmyer
- Council Member English
- Council Member Miller
- Council Member Evans

Attainable Housing Ad Hoc Committee

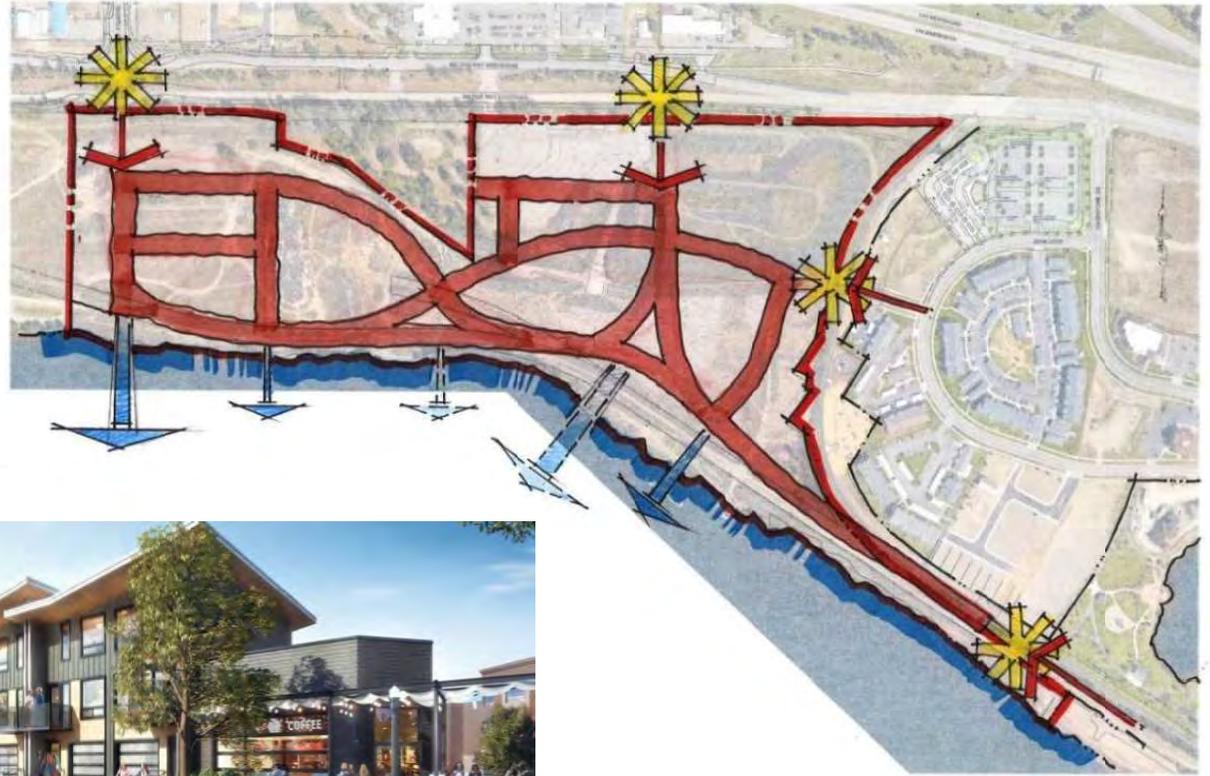
- Council Member Miller
- Commissioner Jester
- Commissioner Meyer
- Hilary Patterson
- Will Osborne

Atlas Master Plan

Community Engagement and Project Meetings

1. COR Vision Group Meeting #1 – February 7, 2018
2. Public Presentation/Open House Meeting #2 – March 22, 2018
3. Public Presentation/Open House Meeting #3 – April 25, 2018
4. City Council/igniteCDA Workshop – Lake Coeur d'Alene Room at NIC's Student Union – April 26, 2018
5. Agency Coordination Meeting – CDA Tribe, IDEQ, IDOL, COE – May 11, 2018
6. Waterfront Boat Tour – CDA Tribe, IDEQ, IDOL, COE, River's Edge Developer – June 29, 2018
7. Kootenai Environmental Alliance Walking Tour – July 19-20, 2018
8. Planning and Zoning Meetings – November 13, 2018; February 28, 2019; April 4, 2019; November 6, 2019
9. Traffic Impact Study Open House – December 19, 2018
10. Centennial Trail Meeting – January 17, 2019
11. Parks and Recreation Commission Meeting Concept Presentation – January 28, 2019
12. City Pedestrian and Bicycle Committee Meeting – February 13, 2019
13. Parks and Recreation Commission Open House – February 25, 2019
14. City Council / Parks and Recreation Commission Workshop – March 15, 2019
15. Shoreline Funding Meeting – November 28, 2018 & January 18, 2019
16. Shoreline Permitting Agency Coordination Meeting – April 18, 2019
17. Developer and Builder Open house Meeting – July 17, 2019
18. City Council Meetings – 7 since 2018
19. Parks & Recreation Meetings - 7 since 2018
20. Ignite cda Meetings – 23 since 2018

Public Meeting #2 Takeaways – Road Network and Development



WELCH-COMER
ENGINEERS | SURVEYORS

BWA BERNARDO WILLS
ARCHITECTS, PC

GGLO
DESIGN

HEARTLAND

ianite cda

Public Space Amenities



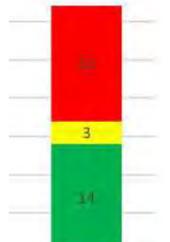
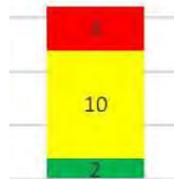
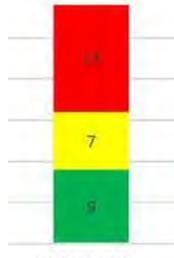
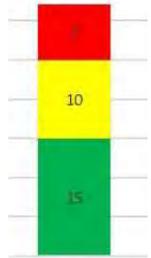
SWIMMING BEACH

CHILDREN'S PLAY STRUCTURES

PICNIC / SHADE STRUCTURES

GROUP SHELTER / PAVILION

WATER DOG PARK



Swimming Beach

Children's Play Structures

Picnic/Shade Structures

Group Shelter/Pavilion

Water Dog Park

Results of items preferred from April 25, 2018 Meeting according to: Red: Least Prefer. Yellow: Moderately Prefer. Green:







Land Disposition Process

Land Disposition

- 11 Request for Proposals (RFP) Issued
- Four Local Developers, Boise Developer and a National Developer

ignite CDA	City
Commissioner Metts	Council Member Wood
Commissioner Mandel	Troy Tymesen
Tony Berns	Hilary Patterson
Consultants	
Phil Boyd, Welch Comer Engineers	
Ben Wharton, Heartland Real-Estate Advisory	
Matt Anderson, Heartland Real-Estate Advisory	
Danielle Quade, Hawley Troxel	



Request for Proposals - Development Opportunity
Atlas Waterfront Area 5A
 Coeur d'Alene, Idaho

- Mixed-Use

- Multifamily
- Retail
- Condominium

Property Quick Facts

- **Location:** Along the Spokane River
 - 10 minutes from downtown Coeur d'Alene
 - 40 minutes from Spokane, WA
- **Total Land Area:** ~70.5 Acres
- **Zoning:** C-17 with PUD
- **Projected Yield**
 - Single-Family ± 100 to 150 lots
 - Townhomes ± 150 to 200 units
 - Multifamily ± 150 to 300 units
 - Condo ± 20 to 100 units
 - Retail ± 10,000 SF




Typical Scoring Matrix

Atlas Waterfront Development RFP 6 Scoring Matrix

Atlas Waterfront Development RFP 6 Scoring Matrix														
Fill in your scores in the blue areas only														
	Beutler/Aspen Homes Areas 14 & 15							Smock/Harmony Homes Areas 14 & 15						
	H. Anderson	T. Berns	C. Wood	A. Metts	B. Mandell	T. Tymeson	Avg. Score	H. Anderson	T. Berns	C. Wood	A. Metts	B. Mandell	T. Tymeson	Avg. Score
Development Experience (50 Points) Distribute in categories below.	37	30	35	0	40	44	37.20	45	45	45	0	50	50	47.00
Track Record	7	5	15		10	24		15	15	25		15	30	
Evidence of Financial Capacity	15	15	15		20	10		15	15	15		20	10	
Reference	15	10	5		10	10		15	15	5		15	10	
Consistency with Development Standards and Architectural Design Guidelines (75 Points) Distribute in categories below.	40	60	50	0	50	58	51.60	64	70	70	0	69	70	68.60
Use of Allowable Density	15	15	10		10	15		15	15	10		12	15	
Mix of Housing Types & Styles	5	10	5		10	11		15	15	15		15	13	
Consistency with Development Standards	10	15	10		10	10		12	15	10		15	14	
Consistency with Architectural Guidelines <i>Provides Conceptual Drawings, Elevations and Representative Photos</i>	5	10	10		10	12		10	15	15		15	14	
Support for Development Vision including Project Narrative	5	10	15		10	10		12	10	20		12	14	
Purchase Price (75 Points) Purchase price score is calculated based on the highest offer receiving 75 points and other offerer's scores based on a ratio of their offer compared to the highest offer. Score is weighted average for the areas they submitted pricing.							75							73.4
							Total Score	164					Total Score	189
Fill in your scores in the blue areas only														
	Final Score													
Beutler/Aspen Homes Areas 14 & 15	164													
Smock/Harmony Homes Areas 14 & 15	189													

Detailed Financial Analysis

	Smock	Toll Bros.		Notes																
Areas 9, 16 & 17	Single Family	Single Family																		
Units	18	16																		
Timeline to Complete (Years)	4	9		Toll is converting three lots on Jammer Lane to two and not choosing to build on Lot 5 on Top Saw Lane																
Offer Price	\$ 2,070,000	\$ 2,400,000																		
Additional Entitlements, Infrast. &	\$ -	\$ (190,000)		Replating Toll requested and regrading work costs																
Estimated Product Price Point	\$ 1,315,000	\$ 1,300,000																		
Estimated Tax Increment	\$ 2,020,000	\$ 1,910,000																		
Areas 9, 16 & 17 Sub-Total	\$ 4,090,000	\$ 4,120,000	\$ 30,000																	
Areas 18 & 19	Twin Homes	Town Homes																		
Units	20	40																		
Timeline to Complete (Years)	6	8																		
Offer Price	\$ 1,300,000	\$ 800,000																		
Earthwork	\$ (341,100)	\$ (400,000)		Both Smock and Toll require alleys to be constructed by ignite. Toll Requires Site Regrading by ignite, Smock requires added water and sewer serv.																
Estimated Product Price Point	\$ 550,000	\$ 600,000																		
Estimated Tax Increment	\$ 800,000	\$ 1,850,000																		
Areas 18 & 19 Sub Total	\$ 1,758,900	\$ 2,250,000	\$ 491,100																	
TOTAL	\$ 5,848,900	\$ 6,370,000	\$ 521,100																	
Total Tax Increment	\$ 2,820,000	\$ 3,760,000																		
Version 3 starts RFP 8 three SF and Two twinHomes in 2024 until 2027 when Areas 14 and 15 will be built out so an additional 5 homes per year can be added in RFP 8 area																				
SMOCK																				
Areas 9, 16 & 17	2023	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16			
Land Value		\$ 2,070,000	\$ 2,173,500	\$ 2,282,175	\$ 2,396,284	\$ 2,516,098														
Value @ 5 homes/Yr less homeowner's expt.		\$ 3,420,000	\$ 3,609,000	\$ 3,807,450	\$ 4,031,645	\$ 4,234,614														
Total Value		\$ 5,490,000	\$ 9,373,500	\$ 13,649,625	\$ 22,363,751	\$ 27,716,552	\$ 29,102,380	\$ 30,557,499	\$ 32,085,374	\$ 33,689,643	\$ 35,374,125	\$ 37,142,831	\$ 38,999,973	\$ 40,949,971	\$ 42,997,470	\$ 45,147,343	\$ 47,404,711			
Increment	0.004097896	\$ 22,497	\$ 38,412	\$ 55,935	\$ 91,644	\$ 113,580	\$ 119,259	\$ 125,221	\$ 131,483	\$ 138,057	\$ 144,959	\$ 152,207	\$ 159,818	\$ 167,809	\$ 176,199	\$ 185,009	\$ 194,260		\$ 2,016,348	
Home and land values escalated by 5%/yr																				
Areas 18 & 19	2023	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16			
Land Value		\$ 1,300,000	\$ 1,365,000	\$ 1,433,250	\$ 1,504,913	\$ 1,580,158	\$ 1,659,166													
Value @ 2.6 homes/Yr less homeowner's expt.		\$ 778,500	\$ 829,425	\$ 882,896	\$ 938,802	\$ 997,299	\$ 1,058,399	\$ 1,122,106	\$ 1,188,531	\$ 1,257,686	\$ 1,329,571	\$ 1,404,296	\$ 1,481,871	\$ 1,562,306	\$ 1,645,711	\$ 1,732,086	\$ 1,821,431	\$ 1,913,746	\$ 1,909,773	\$ 1,924,883
Total Value		\$ 2,078,500	\$ 3,011,850	\$ 4,045,339	\$ 6,125,688	\$ 9,425,952	\$ 12,017,035	\$ 12,617,886	\$ 13,248,781	\$ 13,911,220	\$ 14,606,781	\$ 15,337,120	\$ 16,103,976	\$ 16,909,175	\$ 17,754,633	\$ 18,542,365	\$ 19,574,483			
Increment	0.004097896	\$ 8,517	\$ 12,342	\$ 16,577	\$ 25,102	\$ 38,627	\$ 49,245	\$ 51,707	\$ 54,292	\$ 57,007	\$ 59,857	\$ 62,850	\$ 65,992	\$ 69,292	\$ 72,757	\$ 76,394	\$ 80,214			\$ 800,773
Home and land values escalated by 5%/yr																				
Version 2 Pushes Toll start dates two years later																				
Toll Bros																				
Areas 9, 16 & 17	2023	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16			
Land Value		\$ 2,400,000	\$ 2,520,000																	
Value @ 5 homes/Yr less homeowner's expt.		\$ 6,225,000	\$ 6,566,250	\$ 6,924,563	\$ 7,300,158	\$ 7,693,354	\$ 8,104,551	\$ 8,534,271	\$ 8,983,046	\$ 9,451,416	\$ 9,940,011	\$ 10,449,471	\$ 10,979,446	\$ 11,530,586	\$ 12,103,551	\$ 12,698,911	\$ 13,317,246	\$ 13,959,136	\$ 14,625,171	\$ 14,908,883
Total Value		\$ 2,400,000	\$ 8,745,000	\$ 15,748,500	\$ 23,460,488	\$ 26,093,670	\$ 27,398,354	\$ 28,768,271	\$ 30,206,685	\$ 31,717,019	\$ 33,302,870	\$ 34,968,013	\$ 36,716,414	\$ 38,552,235	\$ 40,479,847	\$ 42,503,839	\$ 44,629,031			
Increment	0.004097896	\$ 9,835	\$ 35,836	\$ 64,536	\$ 96,139	\$ 106,929	\$ 112,276	\$ 117,889	\$ 123,784	\$ 129,973	\$ 136,472	\$ 143,295	\$ 150,460	\$ 157,983	\$ 165,882	\$ 174,176	\$ 182,885			\$ 1,908,350
Home and land values escalated by 5%/yr																				
Areas 18 & 19	2023	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16			
Land Value		\$ 800,000																		
Value @ 2.5 TH bldgs /Yr less homeowner's expt.		\$ 10,200,000	\$ 10,830,000																	
Total Value		\$ 800,000	\$ 11,040,000	\$ 22,422,000	\$ 23,543,100	\$ 24,720,255	\$ 25,956,268	\$ 27,254,081	\$ 28,616,785	\$ 30,047,624	\$ 31,550,006	\$ 33,127,506	\$ 34,783,881	\$ 36,523,075	\$ 38,349,229	\$ 40,266,691	\$ 42,280,025			
Increment	0.004097896	\$ 3,278	\$ 45,241	\$ 91,883	\$ 96,477	\$ 101,301	\$ 106,366	\$ 111,684	\$ 117,269	\$ 123,132	\$ 129,289	\$ 135,753	\$ 142,541	\$ 149,668	\$ 157,151	\$ 165,009	\$ 173,259			\$ 1,849,301
Home and land values escalated by 5%/yr																				

Atlas Phase 3







670.2'

352.8'

13.2ac
3,614.0'

608.0'

1475

413.3'

298.9'

W RAMSEY RD
1,270.8'

W GOLF COURSE RD

W MARIE AVE

1249 1229
1197
W SHAN

3038 1210
3051

1151 3146 3145
3044 3137

1152 3132 3127
3118 3119
3106 1225
1210

1256 1222
1246

1133 1125
1129 102

1132 1128
1124 1

1127 #9 11
1127 #1 11
1127 #11 11

200ft







- 7 2-STORY SF HOMES @ 2500 SF
- 14 1-STORY TWIN HOMES @ 1320 SF
- 3 1-STORY COTTAGES @ 1040 SF
- 4 2-STORY COTTAGES @ 1300 SF
- 38 3-STORY TOWNHOMES @ 2400 SF
- 38 2-STORY TOWNHOMES @ 2200 SF















Atlas Phase 3 Attainable Housing

- ignite Board Started Considering Attainable Housing in Late 2022
- Presented to Council in February 2024
- Formed Atlas Attainable Housing Ad hoc Committee in 2025

Ad Hoc Committee

- Engaged with Stakeholders
 - Builders
 - Non-Profits (Perpetual Affordability)
 - Atlas Builder Neighbors
- Evaluate Development Scenarios & Product Types
- Studied Community Demand

Attainable Housing Ad Hoc Committee

- Council Member Miller
- Commissioner Jester
- Commissioner Meyer
- Hilary Patterson
- Will Osborne

Atlas Phase 3 Attainable Housing Drivers

STRONG ECONOMY

Attainable housing is key to a healthy economy and local job creation.

MARKET DEMAND

Our community has repeatedly affirmed it wants more attainable housing (and housing data supports this).

A UNIQUE OPPORTUNITY

Atlas Mill Attainable Housing is a rare, viable opportunity to provide attainable housing.

WELL-DESIGNED

Atlas Mill Attainable Housing project is well-designed and adds value to our neighborhood and our community.

SUCCESSFUL PARTNERSHIP

City of Coeur d'Alene, *ignite cda* and partners working together make this project possible.

Coeur d'Alene Housing Market

Population growth and rising costs of housing have created a strained housing market in the region.



Coeur d'Alene and Kootenai County have experienced consistent growth over the last ten-years.



For-Sale housing unit prices grew 181% between 2015 and 2026 with median home prices going from \$199,500 to \$562,000.

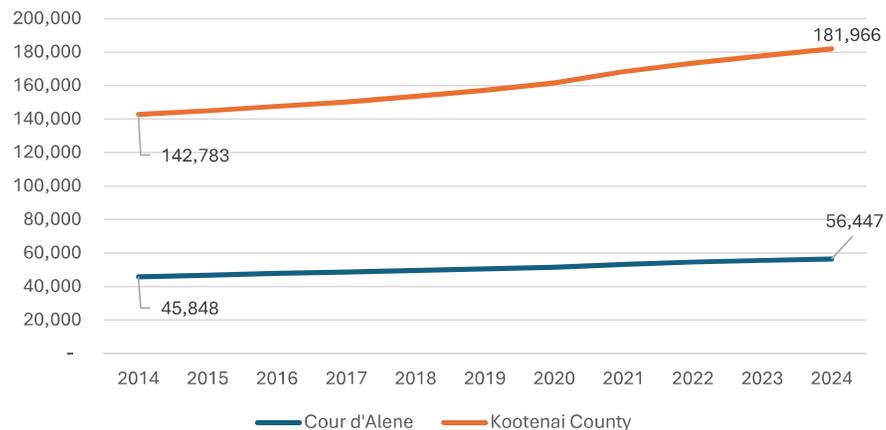


The average rent in Coeur d'Alene in January 2026 was \$1850 a month.

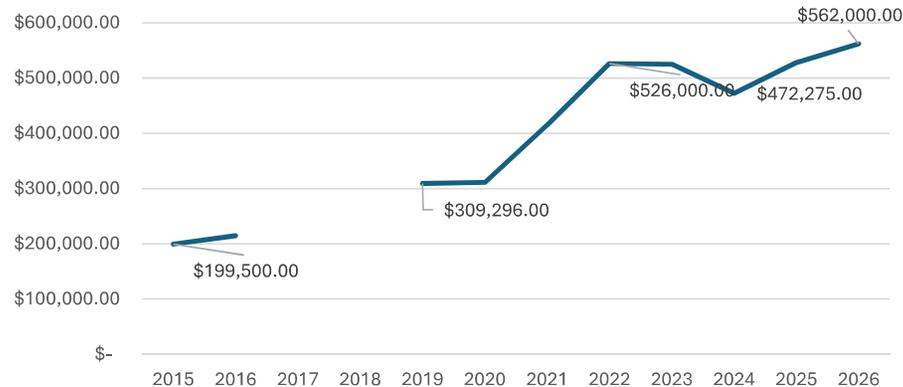


Kootenai County needs an estimated 3,015 new units per year between 2020-2040.

Population 2014-2024



Kootenai County - Median Home Sale Price



Source: Coeur d'Alene Regional Realtors - using monthly home sale data for January of each year for 2021-2026. 2020 and earlier collected Housing Needs Assessment and other Windemere Real Estate and Coeur d'Alene Association of Realtors reports. from Kootenai County

Economic Impacts from a constrained housing market

When housing is not affordable to workers in the local economy:

- Local employers have a harder time recruiting and retaining a workforce.
- More young professionals and families cannot stay in, or return to, the area.
- Households lose economic opportunity to save, build wealth, and pay for other services.
- Increased commuting and congestion.
- Community character can change.

75% of firms and businesses that responded to a 2021 survey indicated that they had difficulty hiring and finding employees.

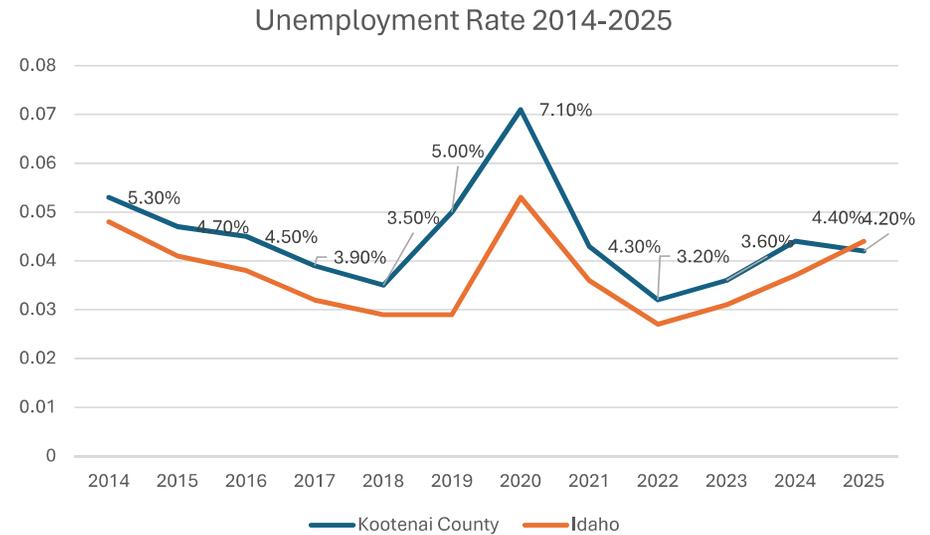
Housing access and affordability were cited as the most common barrier.

Regional Industry and Employment Trends

Kootenai County has a growing and robust economy

Industry Sector	Employment 2014	Employment 2024	Percent Change
All Employment Sectors Combined	54,759	71,002	30%
Natural Resources and Mining	387	612	58%
Construction	3,682	6,953	89%
Manufacturing	4,736	5,121	8%
Trade, Transportation and Utilities	11,096	13,560	22%
Information	615	759	23%
Financial Activities	2,796	3,012	8%
Professional and Business Services	5,822	6,710	15%
Education and Health Services	13,045	17,463	34%
Leisure and Hospitality	8,676	11,869	37%
Other Services	1,343	1,838	37%
Public Administration	2,561	3,105	21%

Source: Idaho Department of Labor – Quarterly Census of Employment and Wages (QCEW)



Source: Idaho Department of Labor – Local Area Unemployment Statistics (LAUS) Note: 2025 data input reflects December 2025, not a rolled-up average



Wages and Employment

Wages increased an average by 63% between 2014-2024, but the cost of housing rose significantly more.

Industry Sector	2014	2024	Percent Change
All Employment Sectors Combined	\$34,257.00	\$55,921.00	63%
Natural Resources and Mining	\$86,380.00	\$78,230.00	-9%
Construction	\$37,525.00	\$62,230.00	66%
Manufacturing	\$40,916.00	\$59,618.00	46%
Trade, Transportation and Utilities	\$32,801.00	\$51,785.00	58%
Information	\$50,608.00	\$87,937.00	74%
Financial Activities	\$44,964.00	\$79,255.00	76%
Professional and Business Services	\$34,185.00	\$68,142.00	99%
Education and Health Services	\$36,813.00	\$61,786.00	68%
Leisure and Hospitality	\$17,872.00	\$27,896.00	56%
Other Services	\$23,589.00	\$45,248.00	92%
Public Administration	\$48,383.00	\$72,384.00	50%

Source: Idaho Department of Labor – Quarterly Census of Employment and Wages (QCEW)

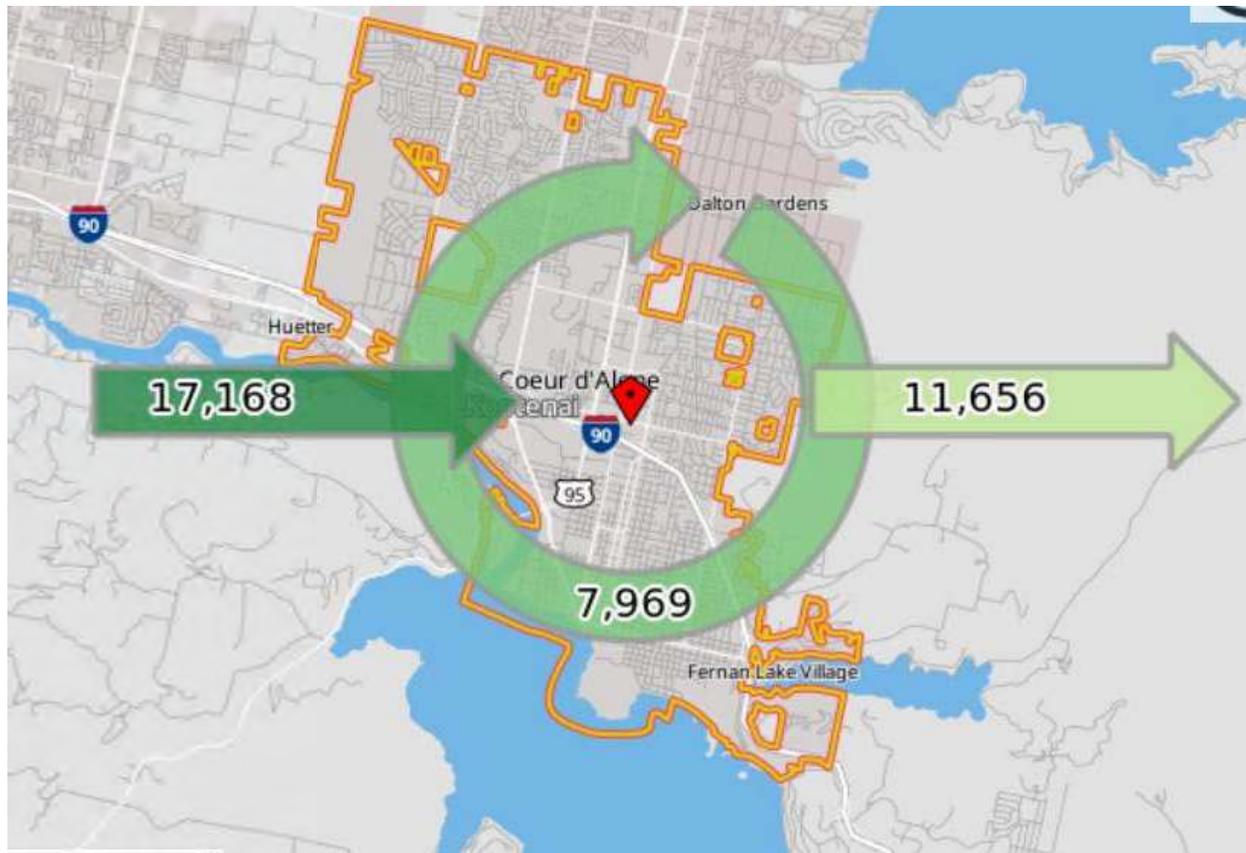
The median for sale home price in Kootenai County rose by 181% from 2015 to 2026.

Percent of median income spent on housing in 2014: 23%

Percent of median income spent on housing in 2024: 41%

Job In/Out Migration, Wage Data

A majority of workers employed in Coeur d'Alene commute in for work.



Source: U.S. Census Bureau LEHD CES OnTheMap, 2023

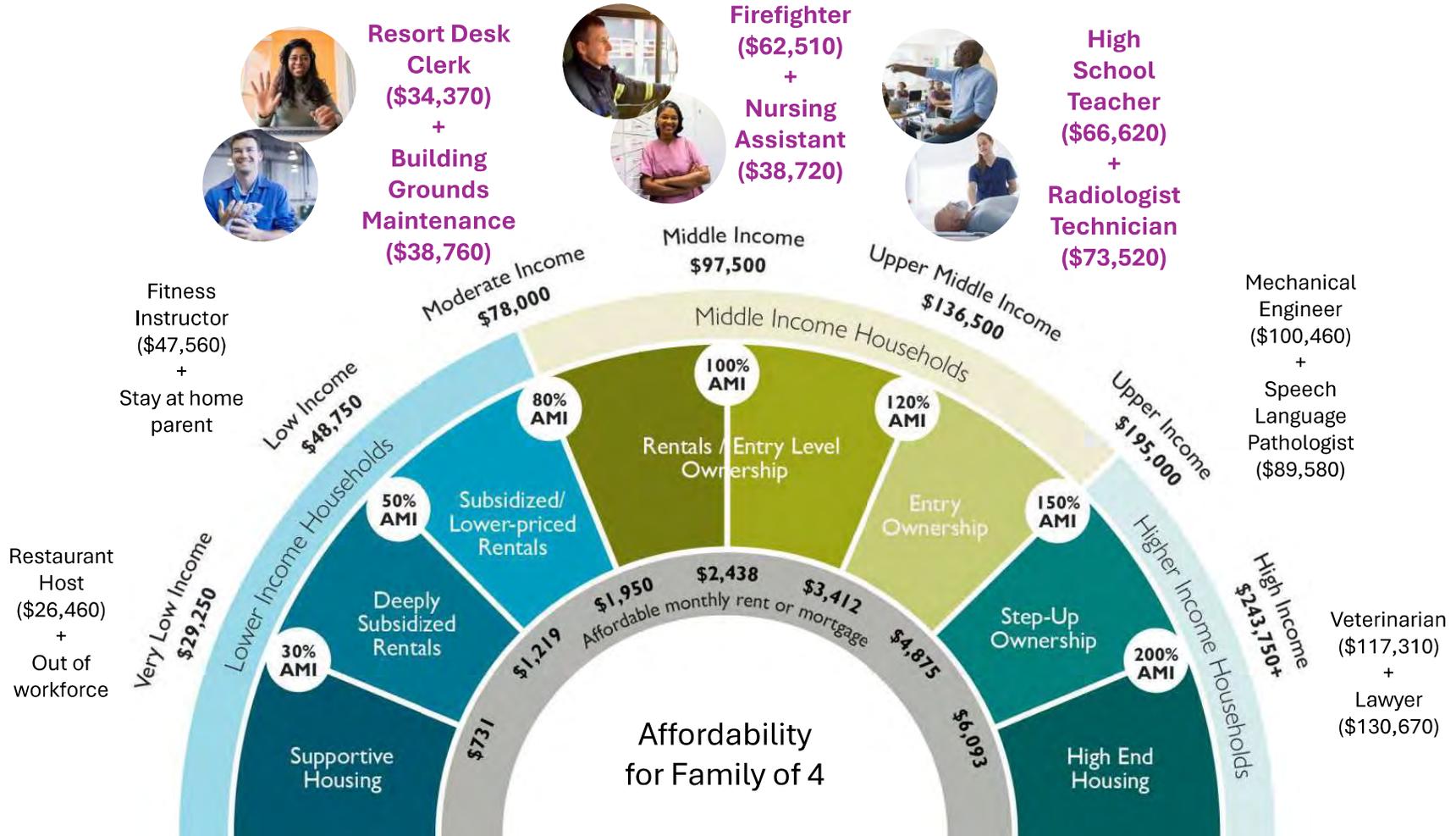
68% of people employed in Coeur d'Alene live outside of city limits.

Most employees commuting to CDA for work are coming from:

- Post Falls
- Hayden
- Rathdrum
- Spokane

Household Compositions

Source: Bureau of Labor Statistics.
Occupation, Employment and Wage
Statistics, May 2024 for Coeur d'Alene, ID



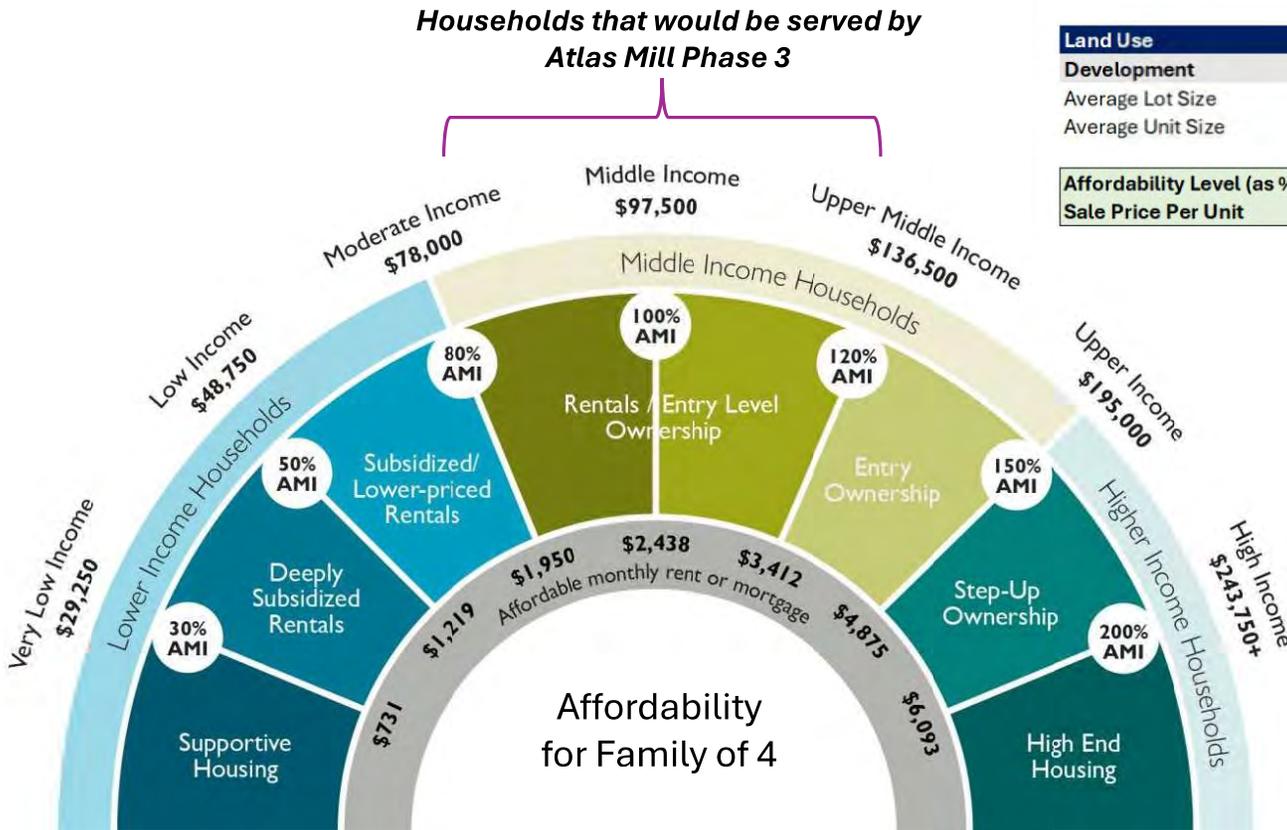
Atlas Mill Phase 3 Units

Units in Atlas Mill Phase 3 will provide homeownership and wealth building opportunities to individuals and families that otherwise wouldn't be able to afford homeownership.

Current plan adds 104 attainable units



Land Use	Cottage	Townhome	Twin Home	Small Lot SF
Development				
Average Lot Size	2,500	1,750	3,500	3,500
Average Unit Size	1,300	1,600	960	1,800
Affordability Level (as % of AMI)	127%	114%	80%	125%
Sale Price Per Unit	\$475,314	\$478,638	\$299,946	\$598,297





Employer Perspectives and Need

Employer Conversations

- Kootenai Health
- The Hagadone Corporation
- Coeur d'Alene Public Schools (upcoming)

Takeaways

- Higher costs of housing and a lack of entry level units pose a challenge in hiring.
- Additional incentives have been effective at reducing housing-imposed challenges.
- Employers are changing their strategies around recruitment.

“We have a difficult time hiring, particularly with seasonal workers”

“Pet friendly housing is important”

“Hiring is focused on people who want to be here, in Coeur d'Alene.”

“We have people working at restaurants, front desk, etc. these individuals cannot afford the median house price.”

“Most of our staff is looking for lower cost apartment-based living.”

“Three years ago, things were different, housing was challenging. We've developed recruitment incentives to help people work through it and be able to come here.”

Financial Summary

Land Sales*	\$31,248,559
Tax Increment**	\$41,197,127
TOTAL REVENUE	\$72,445,686
Waterfront Park	\$ 6,553,893
Atlas Infrastructure	\$31,646,303
Atlas to River Loan Repay	\$ 5,016,000
City Reimbursement	\$ 9,165,520
URD's Operating Costs	\$ 2,497,378
TOTAL EXPENSES	\$54,879,094
Net at Atlas District Close	\$17,566,592

*Closed Sales + Estimated Sale Value for Area 5A & 7

** Estimated Total at River URD 2027 Close and Atlas URD 2038 Close

ignitecda / Coeur d'Alene City Council workshop

- I look forward to working closely with all of you.
- With continued effective use of Urban Renewal according to the statues and intentions that created it, in the state of Idaho, by and for Idaho citizens, I believe we can
 - Foster job growth
 - Improve marginalized property
 - And IGNITE economic improvement; without negatively affecting the tax base in the process. (Increment financing)
- Ultimately achieving one of the basic goals of urban renewal, returning increased tax revenues to the taxing districts.

Thank You.

Financial analysis - ignite districts

Estimated financial impact if districts were to close today:

Urban Renewal Analysis - Health Corridor District	
Current Increment Value	134,302,191
80% of the Increment (limitation by Idaho Code)	107,441,753
Non-voted levy rate total	0.0023977950
Potential Ongoing Revenue from Closing	\$ 257,623
Health Corridor Liquid Assets	1,845,621
Health Corridor Liabilities (Debt)	(530,526)
Subtotal	1,315,095
42% Share	552,340
Potential Onetime Payout to the City of CDA	\$ 552,340

Health Corridor District scheduled closure id in 2037

Projected Urban Renewal Analysis - Atlas	
Current Increment Value	147,000,000
80% of the Increment (limitation by Idaho Code)	117,600,000
Non-voted levy rate total	0.0023977950
New Ongoing Revenue from Closing	\$ 281,981
Liquid Assets	5,857,820
Liabilities (Debt owed to River District)	(5,016,000)
Subtotal	841,820
42% share	353,564
Current Onetime Payout to the City of CDA	\$ 353,564
Less Loan from CDA WW*	(6,079,840)
Due to city wastewater fund upon closure	\$ (5,726,275.60)

* Loan to CDA WW is not stated on ignite's financial statements, as it is not considered an official debt for ignite as an entity. The City calculates the loan repayment as being covered by the onetime payment at the close of the district.

Atlas District scheduled closure is in 2038

Projected Urban Renewal Analysis - River	
Current Increment Value	436,000,000
80% of the Increment (limitation by Idaho Code)	348,800,000
Non-voted levy rate total	0.0023977950
New Ongoing Revenue from Closing	\$ 836,351
Liquid Assets	4,325,610
Accounts Receivable (Loan to Atlas)	5,016,000
Owner participation agreement	(3,467,987)
WA Trust Note	(358,505)
Subtotal	5,515,118
42% share	2,316,349
Current Onetime Payout to the City of CDA	\$ 2,316,349

River district obligations end 8/1/2028

Calculations based on available data at 03/20/2026

Financial analysis - River District

Projected Urban Renewal Analysis - Closing River District Today

Current Increment Value	436,000,000
80% of the Increment (limitation by Idaho Code)	348,800,000
Non-voted levy rate total	0.0023977950

New Ongoing Revenue from Closing	\$ 836,351
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Liquid Assets	4,325,610
Accounts Receivable (Loan to Atlas)	5,016,000
Owner participation agreement	(3,467,987)
WA Trust Note	(358,505)
Subtotal	5,515,118

42% share	2,316,349
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Current Onetime Payout to the City of CDA	\$ 2,316,349
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River district obligations end 8/1/2028

Projected Urban Renewal Analysis - Closing River District 8/1/28

Increment Value (10% increase)	479,600,000
80% of the Increment (limitation by Idaho Code)	383,680,000
Non-voted levy rate total	0.0023977950

New Ongoing Revenue from Closing	\$ 919,986
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Liquid Assets	9,341,610
Subtotal	9,341,610

42% share	3,923,476
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Onetime Payout to the City of CDA	\$ 3,923,476
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Calculations based on available data at 03/20/2026