



C.L. "BUTCH" OTTER  
GOVERNOR

## NEWS RELEASE

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CONTACT: Jon Hanian  
(208) 334-2100

### **EASTERN IDAHO BUSINESS LEADER APPOINTED COMMERCE DEPARTMENT DIRECTOR**

(BOISE) – Governor C.L. "Butch" Otter announced the appointment today of **Jeff Sayer** – an eastern Idaho businessman with extensive experience in private-sector financing, strategy and leadership – as the new director of the Idaho Department of Commerce.

Sayer will begin work Monday, October 3<sup>rd</sup>. He succeeds Don Dietrich, who resigned in August. David Fulkerson, deputy administrator and State financial officer at the Division of Financial Management, is serving as interim director.

"I have believed in Project 60 from day one, because I believe in Idaho. I am eager to reach out to every corner of our state and tap into the great ideas and incredible talent we have here. I'm passionate about the possibilities and excited to be part of a team that can help Idaho continue toward that great potential," Sayer said.

"Jeff's diverse, bottom-line experience in private business and his commitment to Idaho make him a great choice to join my team. He brings an extraordinary skill set to this position that's so crucial to helping businesses create career opportunities for Idaho citizens," Governor Otter said. "Jeff has invaluable experience in applying responsible business principles to achieving strategic goals. He understands what employers need to succeed – because he's been one – and he will take the reins at Commerce surrounded by like-minded colleagues throughout my Cabinet as devoted as he is to Idaho's success and prosperity."

Sayer has 20 years of experience in building, leading and growing companies. He most recently has been managing partner of Novayx Group, a business consultancy, and previously was president and chief financial officer for Mountain View Hospital in Idaho Falls. He started out as an entrepreneurial specialist with Ernst & Young in the Silicon Valley, and then was engaged in various Utah-based technology, construction, and financial services companies before settling in Idaho Falls. Sayer also served on the Governor's Select Committee on Health Care and various boards of directors, including the Idaho Falls Auditorium District, Hospice of Eastern Idaho, and the Idaho Governor's Cup.

The certified public accountant and Brigham Young University graduate is the brother of Doug Sayer, head of Premier Technology in Blackfoot and chairman of the Idaho Innovation Council, which advises Governor Otter on issues related to technology transfer and commercialization of research and development at Idaho universities and the Idaho National Laboratory.

Governor Otter expressed his thanks to a group of business professionals who helped identify and evaluate candidates for the Department of Commerce job. The ad hoc panel was led by Bill Gilbert, founding partner of The CAPROCK Group, and included Mike Gwartney, former Boise Cascade executive and Department of Administration director; former Department of Commerce Director Jim Hawkins; Peter Oliver, co-founder of Thornton Oliver Keller commercial real estate; Kent Ivanoff, co-founder of iVinci Health; Jefferson Jewell, co-founder of Blackfin Technology; and Andy Emerson, president and CEO of FLSmidth in Boise.

“What became even more clear to me during this process was how devoted to Idaho and our success as a state that our entrepreneurs and employers really are,” the Governor said. “We all have a stake in Idaho’s economic growth and putting our people back to work. The 70,000-plus unemployed Idahoans were never far from the minds of the folks who helped us find the right person to put at the helm of Project 60 and to work with local leaders, economic development professionals and communities toward realizing our full potential.”

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*Jeff Sayer*