

# Governor's Office of Economic Development

## *Economic Development & Workforce Services*

### *Interim Committee*

Q. Val Hale, Executive Director  
Kimberly Henrie, Deputy Director



LIFE  
**UTAH**  
ELEVATED



Utah Governor's Office of  
Economic Development

BUSINESS • TOURISM • FILM

October 21, 2015

# Vision

Utah will lead the nation as the best performing economy and will be recognized as the premier global business environment and tourist destination.

# Mission

GOED's mission is to enhance quality of life by increasing and diversifying Utah's revenue base and improving employment opportunities.



LIFE  
**UTAH**  
ELEVATED



Utah Governor's Office of  
Economic Development  
BUSINESS • TOURISM • FILM

# Business Accolades



## Forbes



**#1** Pro-Business State

**#3** State for Business

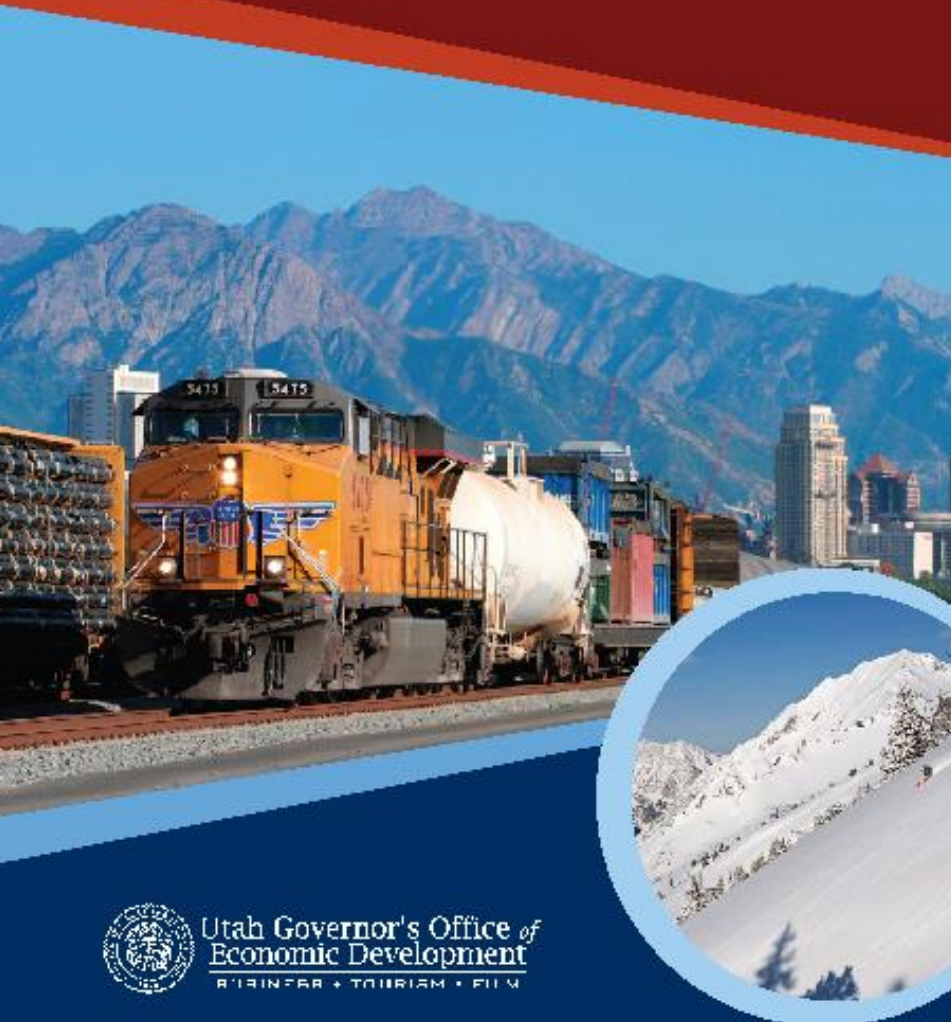
**#1** State for Business  
and Careers

**#1** Economic Growth Potential

**Top 10 ranking** in all categories  
U.S. Chamber of Commerce

# Governor's Office of Economic Development

## 2015 Annual Report & Resource Guide



Utah Governor's Office of  
Economic Development  
MINING • TOURISM • FILM

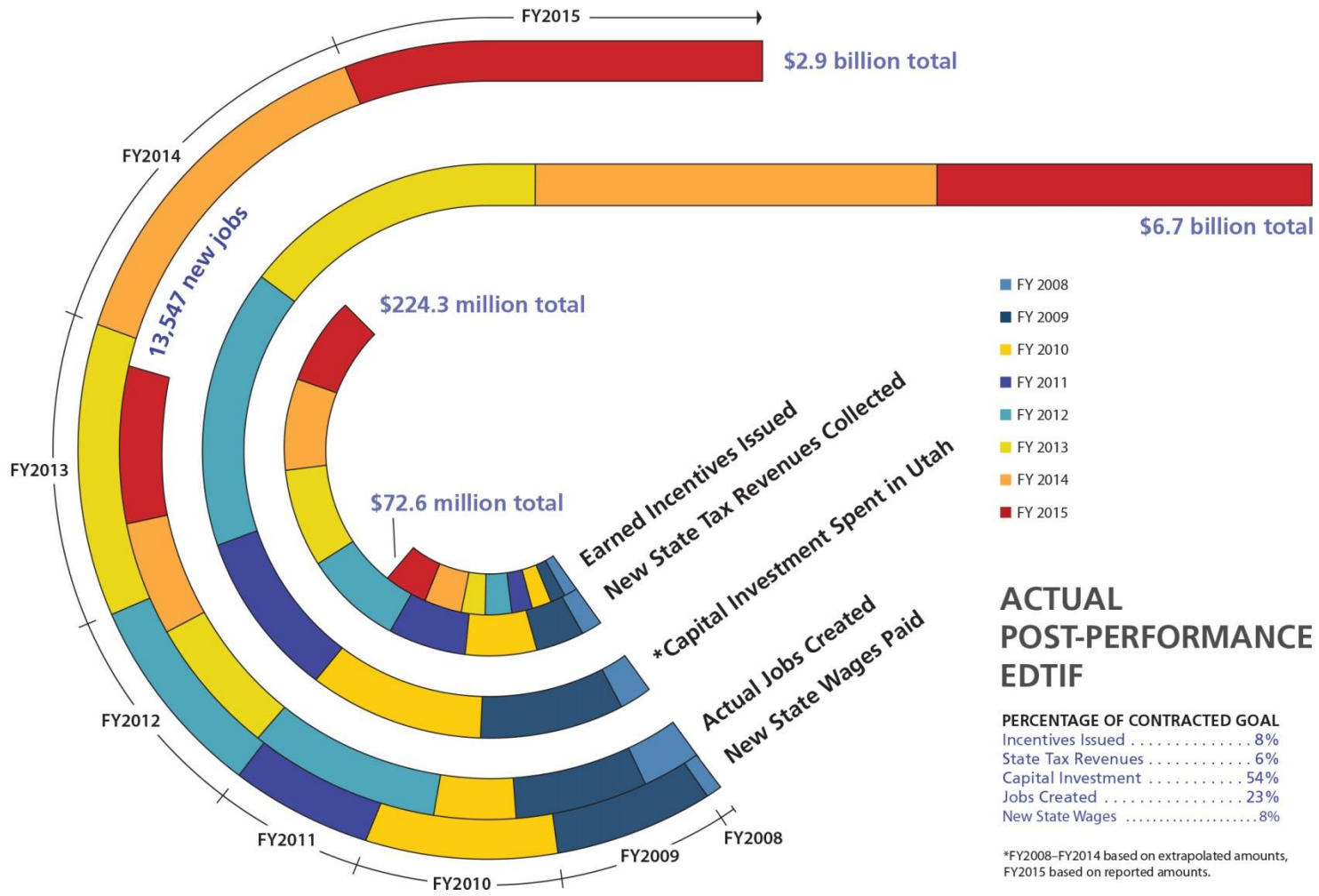
## New GOED Code References

Description	Page	OLD 63M-1 Reference	NEW 63N Reference
GOED: Title and Definitions.....		63M-1-101	63N-1-101
“Organization and duties of GOED, director, etc.”.....		63M-1-201	63N-1-201
GOED Annual Report .....		63M-1-206	63N-1-301
Board of Business and Economic Development.....	7-8	63M-1-301	63N-1-401
Governor's Ec Dev Coordinating Council.....	80	63M-1-1301	63N-1-501
Econ Dev Tax Increment Financing (EDTIF).....	33, 111-122	63M-1-2401	63N-2-101
Enterprise Zones .....	27	63M-1-401	63N-2-201
Targeted Business Tax Credit.....	28	63M-1-501	63N-2-301
Recycle Zones .....	12, 27	63M-1-1101	63N-2-401
New Convention Hotel Tax Credit .....	32	63M-1-3401	63N-2-501
Utah Small Business Jobs Tax Incentive.....	32	63M-1-3501	63N-2-601
Alternative Energy Manufacturing Tax Credit .....	32	63M-1-3101	63N-2-701
Life Science Tax Credit.....	31	63M-1-2901	63N-2-801
Industrial Assistance Fund.....	26, 28, 33, 67	63M-1-901	63N-3-101
TCIP .....	29	63M-1-701	63N-3-201
Business Resource Centers.....	21	63M-1-2701	63N-3-301
Transient Room Tax Fund Act .....		63M-1-2201	63N-3-401
Rural Development Office .....	25	63M-1-1601	63N-4-101
Rural Disadvantaged Communities .....		63M-1-2001	63N-4-201
Private Activity Bond .....	12	63M-1-3001	63N-5-101
General Provisions .....		63M-1-1201	63N-6-101
Utah Capital Investment Board .....		63M-1-1204	63N-6-201
Utah Capital Investment Corporation .....	93	63M-1-1207	63N-6-301
Board of Tourism .....		63M-1-1401	63N-7-101
Powers and Duties of Office .....	48	63M-1-1404	63N-7-201
Tourism Marketing Performance Account .....	49	63M-1-1406	63N-7-301
Motion Picture Incentive .....	44	63M-1-1801	63N-8-101
Office of Outdoor Recreation .....	67	63M-1-3301	63N-9-101
Title and Definitions: Pete Suazo Commission.....		63C-11-101	63N-10-101
Pete Suazo Utah Athletic Commission.....	71	[63C-11-201]	63N-10-201
Pete Suazo: Licensing .....		63C-11-301	63N-10-301
Office of Consumer Health Service (Ave. H) .....	59	63M-1-2501	63N-11-101
State Advisory Council on Science and Tech .....		63M-1-601	63N-12-101
STEM Action Center .....	73	63M-1-3201	63N-12-201
Utah Broadband Outreach Center .....	55	N/A	63N-12-301
Govt. Procurement Contracts (PTAC).....	23	63M-1-2101	63N-13-101
Govt Procurement Private Proposal Program .....		63M-1-2601	63N-13-201
GRAMA and political subdivisions regarding Biotechnology .....		63M-1-1001	
			MOVED out of GOED Code to 63G-19-102 & 103
Shared Foreign Sales Corporations.....		63M-1-801	REPEALED
Economic Dev on Military Installations .....		63M-1-1901	REPEALED

# Contents

Governor’s Office of Economic Development Mission & Objectives . . . . .	2
Executive Director Welcome . . . . .	3
GOED Management Team . . . . .	4
Organizational Chart . . . . .	6
GOED Board Members . . . . .	7
<b>Governor’s Office of Economic Development Programs . . . . .</b>	<b>9</b>
<b>Urban and Rural Business Services . . . . .</b>	<b>11</b>
Utah Strategic Industry Clusters . . . . .	13
Business Resource Centers . . . . .	21
Procurement Technical Assistance Centers (PTAC) . . . . .	23
Rural Development . . . . .	25
Technology Commercialization and Innovation Program (TCIP) . . . . .	29
<b>Corporate Recruitment and International Trade . . . . .</b>	<b>31</b>
Corporate Recruitment and Incentives . . . . .	33
International Trade and Diplomacy Office (ITDO) . . . . .	38
<b>Tourism, Film &amp; Global Branding . . . . .</b>	<b>43</b>
Utah Film Commission . . . . .	44
Utah Office of Tourism . . . . .	48
<b>Operations and Related Quality of Life Programs . . . . .</b>	<b>54</b>
Broadband Outreach Center . . . . .	55
Office of Consumer Health Services, Avenue H . . . . .	59
MarComm . . . . .	63
Office of Outdoor Recreation . . . . .	67
Pete Suazo Utah Athletic Commission . . . . .	71
STEM Action Center . . . . .	73
<b>Governor’s Office of Economic Development Partners . . . . .</b>	<b>79</b>
Governor’s Economic Council (GEC) . . . . .	80
Economic Development Corporation of Utah (EDCUtah) . . . . .	81
Manufacturing Extension Partnership . . . . .	85
Office of Energy Development . . . . .	87
Small Business Development Center Network (SBDC) . . . . .	90
Utah Capital . . . . .	93
Utah Science Technology and Research Agency (USTAR) . . . . .	95
Utah Sports Commission . . . . .	99
World Trade Center Utah . . . . .	103
<b>Governor’s Office of Economic Development Data . . . . .</b>	<b>105</b>
<b>Economic Development Resources . . . . .</b>	<b>123</b>
Business Resource Centers . . . . .	124
Chambers of Commerce . . . . .	126
Cities and Towns . . . . .	130
Economic Development Contacts by County . . . . .	142
Higher Education . . . . .	144
Applied Technology Campuses . . . . .	148
Public Education (Superintendent/Districts) . . . . .	150
Procurement Technical Assistance Centers . . . . .	153
Small Business Development Centers . . . . .	154
USTAR Technology Outreach and Innovation Program Regional Offices . . . . .	155
GOED Contacts . . . . .	156

---



## EDTIF Performance- Fiscal Year 2013 Approved Projects

Project	Location	Incentive Type	Term	Maximum Cap Incentive Earned Over Term	Projected New State Tax Revenue Over Term	Projected Capital Investment in Facility	Projected Number of Jobs Over Term	Projected New State Wages
Xi3	Salt Lake	EDTIF	5	\$ 2,045,825	\$ 98,005,932	\$ 32,244,000	250	\$ 169,733,873
Vexxel		EDTIF	5	377,577	1,687,885	4,000,000	101	21,082,477
BioFire Diagnostics, Inc	Salt Lake	EDTIF	20	24,436,989	97,747,955	50,000,000	657	718,135,774
Boeing	Salt Lake	EDTIF/Training	20	1,376,254	5,505,016	219,000,000	104	146,800,428
ENVE Composites, Inc.	Weber	EDTIF/Training	7	1,336,424	5,345,694	20,000,000	342	63,315,427
Orange Soda, Inc.		EDTIF/Training	10	535,849	2,679,244	5,000,000	100	44,500,541
GAF	Cedar City	EDTIF	15	886,712	3,546,847	40,000,000	50	38,272,300
Qualtrics	Provo	EDTIF	7	10,780,771	43,123,085	2,400,000	1080	295,308,110
Royal Bank of Scotland	Taylorsville	EDTIF	15	5,275,124	21,100,497	2,642,908	310	286,603,064
Workday	Salt Lake	EDTIF	15	8,370,052	54,072,074	20,000,000	500	719,396,231
Orbit Irrigation Products, Inc.	North Salt Lake	EDTIF/Training	15	2,408,896	22,251,565	36,990,000	60	68,391,417
Instructure, Inc.	Cottonwood Heights	EDTIF	7	1,892,969	9,464,847	2,100,000	655	238,429,143
DoTerra	Draper	EDTIF	10	16,655,814	83,279,072	60,000,000	330	136,436,894
1-800 Contacts	Draper	EDTIF	15	8,801,310	35,205,239	59,000,000	654	455,652,989
Capital Access Networks	Salt Lake City	EDTIF	7	2,028,359	8,113,435	1,915,000	108	38,460,168
FireEye	Lehi/Draper	EDTIF	10	3,603,155	14,412,621	3,000,000	250	152,798,326
Blu	Salt Lake	EDTIF	7	462,536	2,312,681	6,000,000	73	49,263,500
Solarwinds	Draper	EDTIF	20	32,864,576	109,548,587	50,000,000	1040	1,436,554,953
Metalcraft, dba SyberJet	Cedar City	EDTIF	20	31,966,269	127,865,080	400,000,000	1200	1,028,742,210
MasterControl	Salt Lake City	EDTIF	5	836,059	4,180,294	15,000,000	197	54,120,978
HireVue	Salt Lake City	EDTIF	7	1,513,573	10,090,489	30,000,000	540	172,876,211
Emery Refining Contacts	Green River	EDTIF	12	12,712,221	63,561,103	231,885,000	125	99,162,222
<b>FY 2013: Subtotals</b>		<b>22</b>	<b>11.5</b>	<b>\$ 171,167,314</b>	<b>\$ 823,099,242</b>	<b>\$ 1,291,176,908</b>	<b>8726</b>	<b>\$ 6,434,037,236</b>

# Recodification Correction

## Background:

- EDTIF modified in 2008 from a “partial rebate” program to a “tax credit” program
- Most legacy contracts in the “partial rebate” EDTIF program have either expired or were renegotiated when the program was modified
- Two contracts currently outstanding under the “partial rebate” program

## Proposal:

- S.B 18. (2015 GOED recodification) accidentally deleted a portion of the EDTIF code that allowed for “partial rebates”
- GOED requires a technical change to allow us to be compliant in our contracts with those two remaining “partial rebate companies”



# Corporate Recruitment: IAF

## Background:

- Need to balance the multitude of functions supported by the Fund (rural development, workforce development, corporate recruitment, outdoor products and recreation) with efficient and high impact use

## Proposal:

- Technical corrections to reorganize the order of the Code for improved clarity
- Substantive changes to percentages/amounts associated with fund categories



Theresa Foxley

# Film

## Background:

- The interest in filming in Utah and the demand for incentives has doubled in the last year.
- Because of ABC's presence in Utah for production of their new television series, the state has gained the attention of other major networks such as HBO and CBS.

## Proposal:

- Increase incentive cap to support the attraction of network television series in addition to the independent studio features



Virginia Pierce

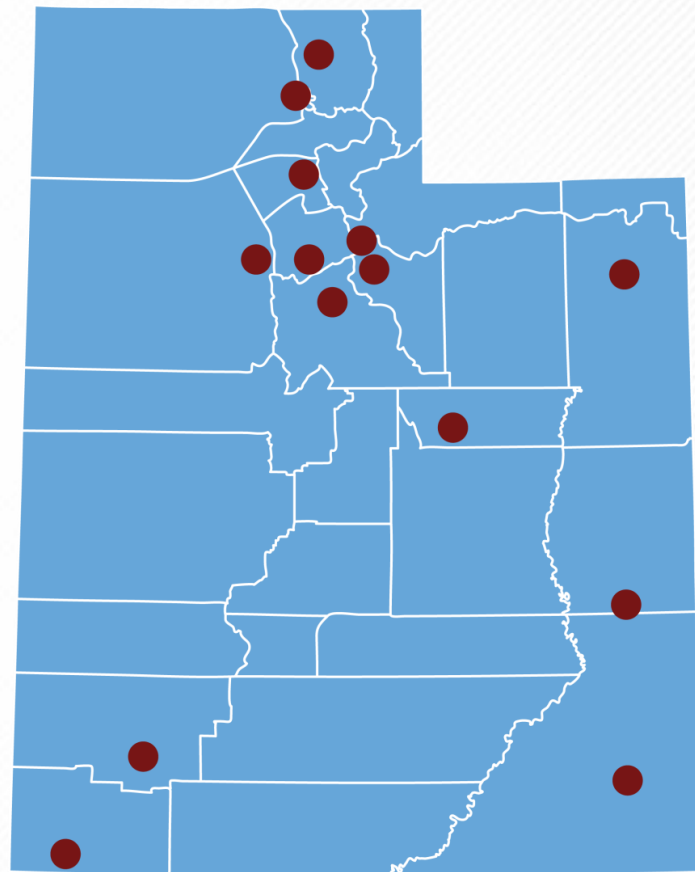
# Business Services: BRCs

## Background

- Business planning
- Education/training
- Networking
- Access to sources of funding, talent and technical expertise

## Proposal:

- Eliminate conflict of interest
- Address unmet business needs



Benjamin Hart

# Office of Outdoor Recreation

## Background:

- **Demand** for new recreational assets and opportunities is growing
- **Benefits** include increased tourism, healthier communities, higher property values, and an increased ability to attract/retain employees and businesses

## Proposal: WAYPOINT RECREATION INFRASTRUCTURE DEV. FUND

- **Codify** current pilot funding program
- **Create** a separate fund-from the IAF (50% matching grant)



Brad Petersen

# STEM Action Center

## Background:

- The H.B. 293 cleanup bill was passed by the House during the 2015 Legislative Session, but session ended before the Senate committee could recommend it to the floor

## Proposal:

- Add Executive Director of DWS to the Board
- Change language giving Board of Education incorrect authority to impact salaries for educators who acquire elementary STEM endorsement.
- Add clarity for workforce alignment
- Add USU Eastern to certification
- Allow professional development for non-STEM educators using STEM curricula



Tamara Goetz

# Thank you

[business.utah.gov](http://business.utah.gov)

*Follow "BusinessUtah"*



LIFE  
**UTAH**  
ELEVATED®