

# Governor's Office of Economic Development

## 2015 Annual Report & Resource Guide



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

# New GOED Code References

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## Vision Statement

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

## Mission Statement

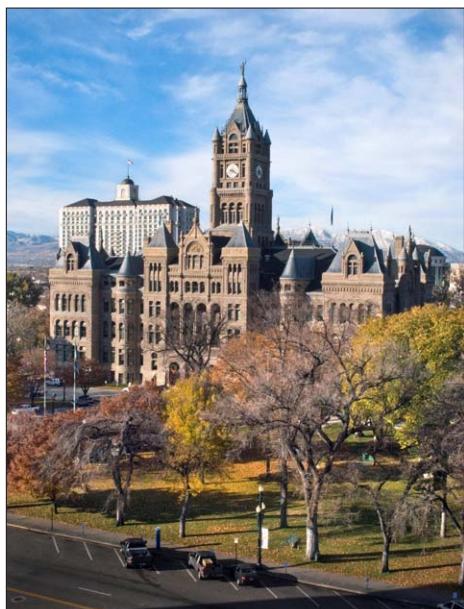
*GOED's mission is to enhance quality of life by increasing and diversifying Utah's revenue base and improving employment opportunities.*

### We fulfill our statewide mission as we:

1. *Monitor, improve and promote the economic health of both urban and rural communities.*
2. *Attract new investors and companies while supporting the expansion of existing Utah businesses.*
3. *Assist entrepreneurs and engage under-represented populations in starting new companies and growing existing businesses.*
4. *Expand tourism and the infrastructure to support it.*
5. *Encourage film production in the state.*
6. *Support and leverage both partner agencies and community leaders to create proactive, unique economic development solutions statewide.*



LIFE  
**UTAH**  
ELEVATED®





State of Utah  
GARY R. HERBERT  
*Governor*

SPENCER J. COX  
*Lieutenant Governor*

Governor's Office  
of Economic  
Development

Q. VAL HALE  
*Executive Director*



Dear Legislators and Economic Development Partners,

As executive director of the Governor's Office of Economic Development (GOED), it is my pleasure to introduce you to our 2015 Annual Report. Having completed my first full year as executive director, I'm thrilled to personally report that FY 2014-2015 was yet another year for the books. Utah has enjoyed a year of positive changes and incredible growth—as you will see detailed in this report. We look forward to what the future holds.

GOED's vision is that Utah will lead the nation as the best performing economy and will be recognized as the premier global business environment and tourist destination. Our mission and guiding principle, put briefly, is that we will enhance quality of life for Utah residents.

Forbes ranked Utah No. 1 State for Business again, acknowledging the state as No. 1 four out of the last five years. The U.S. Chamber of Commerce's *Enterprising States* report ranked Utah in the top ten for all six of its researched performance categories. We're the only state to have done so—and we've done it twice. It's clear that we're already doing many things right, but we know it takes a lot of work to stay at the top. As part of our effort to maintain our top economy, GOED's constant focus is to grow Utah's workforce, build Utah's companies and expand our global presence.

You'll see a number of changes to this year's annual report that reflect the changes and growth at GOED. This year's report includes some thoughts on workforce development—a critical issue to maintaining a sustainable economic environment—along with some new infographics detailing GOED's work for the state. You'll notice some new faces, too. We couldn't accomplish what we do without an excellent team.

This report is your go-to guide for everything GOED and just about everything you need to know about Utah's economy. It is your ultimate resource for understanding Utah's economic development toolbox, including everything from briefs on GOED programs to information about our many economic development partners and critical contacts.

Our ultimate key to success is collaboration. I look forward to hearing from you. Together, we'll define and execute innovative strategies to build an economy that is truly the best.

Thank you,

Q. Val Hale  
Executive Director  
Governor's Office of Economic Development



To contact the Executive Director  
about GOED visit [www.business.utah.gov](http://www.business.utah.gov)  
or contact Kathy Whitehead, Executive Assistant  
to Val Hale  
at [kwhitehead@utah.gov](mailto:kwhitehead@utah.gov) or 801-538-8769.

## GOED Management Team

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### **Q. Val Hale, Executive Director, Governor's Office of Economic Development**

Val Hale is the executive director of the Utah Governor's Office of Economic Development (GOED), which promotes state growth in business, tourism and film. Hale was appointed to the position in 2014 by Gov. Gary R. Herbert.

Before accepting the position as executive director, Hale served for two years as president and CEO of the Utah Valley Chamber of Commerce. Prior to the chamber, Hale was vice president for university relations (2010-2012), vice president for advancement (2006-2010) and assistant vice president for external affairs (2005-2006) all at UVU, and he played a key role in transitioning Utah Valley State College into Utah Valley University.

Before his career at UVU, Hale worked 22 years for the Brigham Young University (BYU) Athletic Department, ultimately serving as its director beginning in 1999. He received his bachelor's degree in public relations in 1981 and a master's degree in communications in 1987—both from BYU. A successful leader, Hale has made many cherished contributions to the Utah Valley area throughout his noteworthy career.

Most recently, Hale has drawn from his many years of service to author "Living a Life That Matters: 7 Keys for Purposeful Living." The book will be released this fall.

Hale and his wife have three children and 11 grandchildren, and they currently reside in Orem, UT.



### **Dr. Kimberly Henrie, Deputy Director**

Dr. Kimberly Henrie is the deputy director and chief operating officer of the Governor's Office of Economic Development. Prior to this appointment, Dr. Henrie served as the assistant vice president of Budget Services and Financial Planning at Salt Lake Community College. Dr. Henrie has worked for the Utah System of Higher Education and in manufacturing for both semiconductors and outdoor recreation equipment. Dr. Henrie earned her doctorate degree in the field of educational leadership & policy from the University of Utah and received her MBA and a Bachelor of Arts degree in international Business from Westminster College.



### **Theresa A. Foxley, Managing Director of Corporate Recruitment & International Trade**

As Managing Director of Corporate Recruitment and International Trade in the Governor's Office of Economic Development (GOED), Ms. Foxley oversees corporate recruitment and incentives, Utah's International Trade and Diplomacy, the State Trade and Export Promotions program, and the Aerospace and Defense Cluster. Prior to her recent appointment at GOED, Ms. Foxley was a business and finance attorney with the Salt Lake office of Ballard Spahr, a law firm with 14 offices nationwide, where she represented a diverse set of clients on corporate and financial matters including mergers and acquisitions. Ms. Foxley received her undergraduate degree from Utah State University and Juris Doctorate from the S.J. Quinney College of Law at the University of Utah.



**Vicki Varela, Managing Director of Tourism, Film and Global Branding**

Vicki Varela is the managing director of Tourism, Film and Global Branding for the state of Utah. She oversees the state's national and international tourism marketing strategy. She also works to use film as a billboard for the state's natural wonders. She is establishing Utah Life Elevated® as the state's integrated global brand promise for all customers. Through a recently launched Rourism initiative, she is working to expand rural tourism.

Varela's career has been in the persuasion business. She has held many public and private sector leadership roles, including vice president of Kennecott Land, deputy chief of staff and spokesperson for Governor Mike Leavitt, assistant commissioner of higher education and a key driver for Prosperity 2020 and Utah's hosting of the 2002 Olympics. She has two adult sons and one beautiful granddaughter.



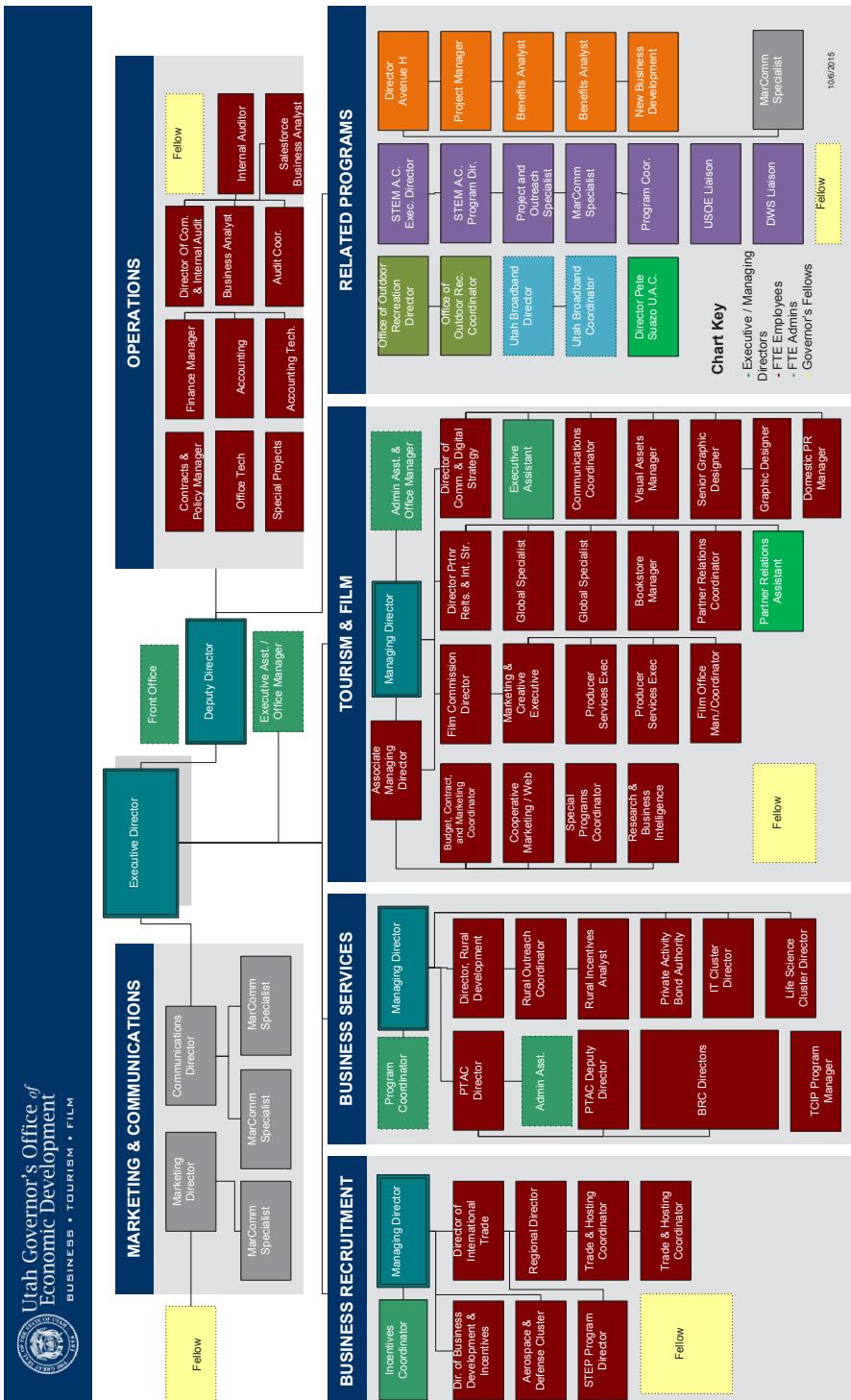
**Benjamin Hart, Managing Director for Urban and Rural Business Services**

Benjamin Hart is the Managing Director for Urban and Rural Business Services for the Governor's Office of Economic Development. His responsibilities include overseeing the GOED programs that help Utah businesses grow. Hart is directly involved in coordinating and convening partners to help support the many businesses across the State. He continues to stay involved in critical workforce related initiatives.

Prior to his position at GOED, Hart served as the director of employer initiatives for the Department of Workforce Services. During his tenure at DWS, Hart oversaw the department's business services portfolio of programs. Hart helped develop programs such as the Small Business Bridge program, the UCAIR Clean Air Assist program and the Utah Cluster Acceleration Partnership.

Hart completed both his undergraduate and graduate studies at the University of Utah.

# GOED Organizational Chart



## GOED Board Members



**CHAIR**  
**Mel Lavitt**  
*Needham and Company, LLC*

Lavitt's background is investment banking, focusing on capital market and M&A transactions in emerging growth, high tech, and medical industries.



**Stefanie H. Bevans**

Bevans is owner and CEO of both Design To Print, Inc. and Steamroller Copies, Inc., printing graphics for organizations such as the NBA and Olympic committees since 1992. Voted "Utah's 100 fastest growing companies". Has served and continues to work on many boards in her Southern Utah community.



**Jake Boyer**  
*The Boyer Company*

President of The Boyer Company. Managed the Gateway Project, a \$375 million, 2.1 million square foot development in Salt Lake City.



**Brent Brown**  
*Brent Brown  
Automotive Group*

Brown is the owner of Brent Brown Toyota Scion in Orem. He recently served on Toyota's National Dealer Council and was a past recipient of Utah's Ernst & Young Entrepreneur of the Year Award.



**Christopher M. Conabee**  
*Principal, Paladin  
Development Partners*

Chris worked for PaineWebber Incorporated from 1983 through 1997. Mr. Conabee went on to be a Founder and Principal of Paladin Development Partners, a noted Park City real estate development firm.



**Robert Frankenber**  
*NetVentures*

Bob was the Chairman & CEO of Novell, the world's largest networking software company from 1994-1996. Bob has received numerous awards including the Silicon Valley Engineering Hall of Fame.



**Sam Granato**  
*Frank Granato  
Importing Company*

Granato is the President and Owner of Frank Granato Importing Co. and the current Salt Lake County Councilman representing District 4.



**Susan Johnson**  
*Futura Industries*

A graduate of Cal Poly, Johnson has worked in many manufacturing capacities, including as a plant manager in the largest steel foundry on the west coast. Johnson also serves on the Zions First National Bank and University of Utah Hospital boards.



**Margaret Lasecke-Jacobs**  
*Sundance Institute  
Utah Advisory Board*

After leaving Oracle Corporation in 2000, Margaret formed a marketing and public relations consulting firm. She now serves on the Sundance Institute Utah Advisory Board.

## GOED Board Members

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**Annette Meier**  
*Co-Founder and COO of  
Superior Drilling Products*

Meier has more than 20 years of experience in the oil and gas industry, overseeing various innovation and construction projects in the Uintah Basin.



**Peter Mouskondis**  
*Nicolas Company*

President, CEO, and 3rd Generation Owner of Nicolas Co., Westminster College Foundation Board Member, IFDA Board Member, Independent Marketing Alliance Board Member, and Markon Board Member.



**Jerry Oldroyd**  
*Ballard Spahr LLP*

Oldroyd is a partner in the Business & Finance Department and is a member of the Communications, Energy & Project Finance, and Government Relations Group.



**Lorena Riffo-Jenson**  
*VOX Creative*

President of VOX Creative. Riffo-Jensen has a decade experience in the public and private sectors.



**Josh Romney**  
*The Romney Group*

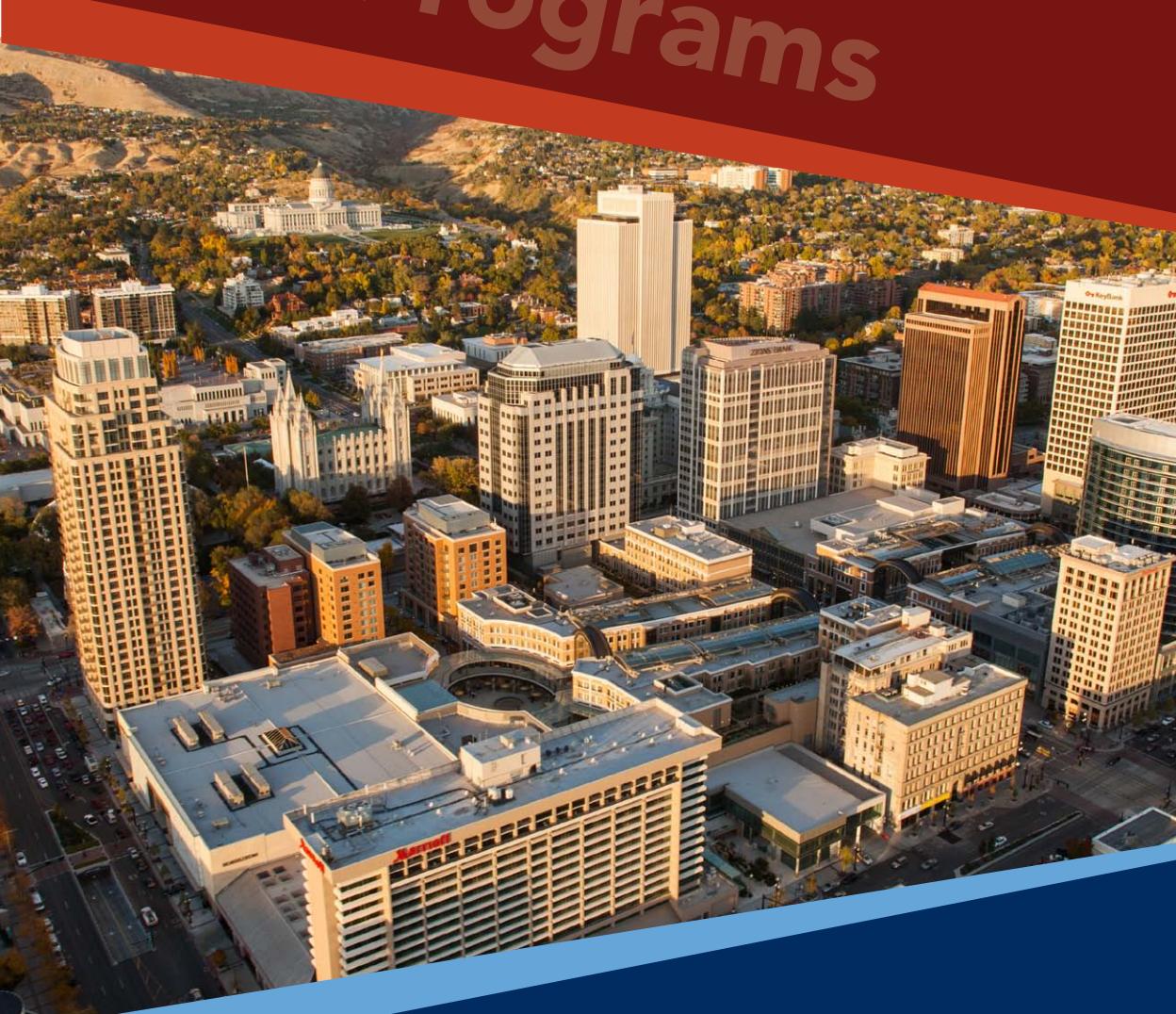
Josh is the founder of The Romney Group, which owns and operates multifamily office and industrial properties throughout the U.S.



**Bevan K. Wilson**

Wilson is a lifelong public servant, business owner and rancher. Former member of Utah State Transportation Commission, he served 12 years on the Community Impact Board, three terms as Emery County Commissioner and as former president of the Emery County Chamber of Commerce.

# Programs



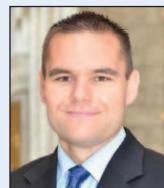
Utah Governor's Office of  
Economic Development  
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**The Governor's Office of  
Economic Development oversees  
the following programs:**

- Utah Strategic Industry Clusters
- Marketing and Communications
- Business Resource Centers: Entrepreneurial Development
- Corporate Recruitment and Incentives
- International Trade and Diplomacy
- Avenue H – Small Business Health Insurance
- Outdoor Recreation Office
- Pete Suazo Utah Athletic Commission
- Procurement Technical Assistance Centers
- Rural Development
- STEM Action Center
- Technology Commercialization and Innovation Program
- Utah Broadband Outreach Center
- Utah Film Commission
- Utah Office of Tourism

# Urban and Rural Business Services

As part of GOED's vision for Utah to lead the nation as best performing economy, Urban and Rural Business Services (URBS) promotes entrepreneurship, innovation and collaboration within the state to grow existing businesses and build a sustainable economic environment. URBS leads out on GOED's objectives to engage the population in starting new companies and support the expansion of Utah businesses. Additionally, URBS leverages its centralized ability to convene public and private partners statewide to create truly statewide economic solutions.



**Ben Hart**  
Managing Director

## Workforce Development

Workforce continues to be one of the most voiced concerns of businesses throughout Utah. Creating a skilled workforce is critical for helping to fill jobs and allowing our economy to continue to grow. GOED has been looking for strategic ways to develop a workforce strategy that includes all stakeholders.

Under the direction of the Lt. Governor, GOED has convened a workforce stakeholders group to develop meaningful solutions for industry. This process has brought to fruition several innovative initiatives, including new education and training programs that directly serve our targeted industries. To date initiatives have and are being developed that directly serve IT, advanced manufacturing, aerospace, defense and others.

GOED convenes and develops solutions with one goal in mind: help businesses find skilled labor, and help our stakeholders to find meaningful employment for all Utahns.

### Ancillary URBS Programs

#### Utah Recycling Market Development Zones, U.C.A. 63N-3-4

Businesses within a Recycling Zone can claim state income tax credits of 5 percent on the investment in eligible equipment for the handling and/or consumption of recycled materials. Currently recycling zones are located in 12 of the 29 counties. Fifty companies within these zones have invested more than \$372 million in machinery and equipment since 1997. In 2013, 15 companies have invested more than \$18.1 million, and received tax credits totaling \$900,000.

#### Private Activity Bond Authority, U.C.A 63N-5

The Private Activity Bond Authority Review Board is charged with managing the State's volume cap for the following programs: Private Activity Bond Authority Program (PAB) and the Qualified Energy Conservation Bond Program (QEBC). PAB is Utah's tax-exempt bonding authority to create a lower-cost, long-term source of capital for: 1) promoting the economic health of communities by providing affordable housing; and 2) assist new or existing companies with funding for manufacturing facilities and equipment. QEBCs are taxable bonds issued for a number of energy conservation initiatives including energy reduction in public buildings, mass commuting facilities and energy technology research.



*Enclave at 1400 South, an affordable low-income multi-family housing development located in Salt Lake City, financed with Private Activity Bonds.*

#### Approved Projects for CY2014

**Note:** PAB operates on a calendar year. Allocation amounts are from CY2014, but estimated job creation figures are from FY2014 due to when the bonds were issued.

Approved Funding Categories	Volume Cap Allocation Amount	Number of Projects	Number of Loans	Number of Permanent Jobs Created	Number of Construction Jobs Created	Number of Other Temporary Jobs Created
Multi-Family Housing	\$17,600,000	1	N/AP	12*	425*	25*
Manufacturing						
Single Family Homes	\$124,666,500	N/AP	3,329	N/AP	253**	
Student Loans	\$0					
Qualified Redevelopment Projects	\$0					
Qualified Energy Conservation Bonds	\$4,300,000	1		5		

N/AP – Not Applicable

\* Numbers from two projects closed and started construction in FY2014; however, one project received allocation in CY2013, the other project in CY2014.  
\*\* Direct, Indirect and Induced Jobs.

### OVERVIEW

#### U.C.A. 63N-3-111(1)

The purpose of the strategic economic clusters (key industries) initiative is to catalyze strategic industries for long-term growth in Utah. The GOED programs and resources work as significant levers to help these industries grow and thrive in our state. Programs in GOED such as the Technology Commercialization Innovation Program, Corporate Recruitment, International, Procurement and Technical Assistance Centers, etc., all help to grow these industries.

These clusters were chosen because they have ecosystem support (workforce infrastructure, capital networks, trade associations, etc.), they pay well-above average salaries, and the state already has significant mass of existing businesses. Utah's economic clusters include: aerospace and defense, energy and natural resources, financial services, life sciences, outdoor products and software development/information technology. These vibrant sectors leverage Utah's core compelling competencies in a broad range of industries, innovation and workforce.

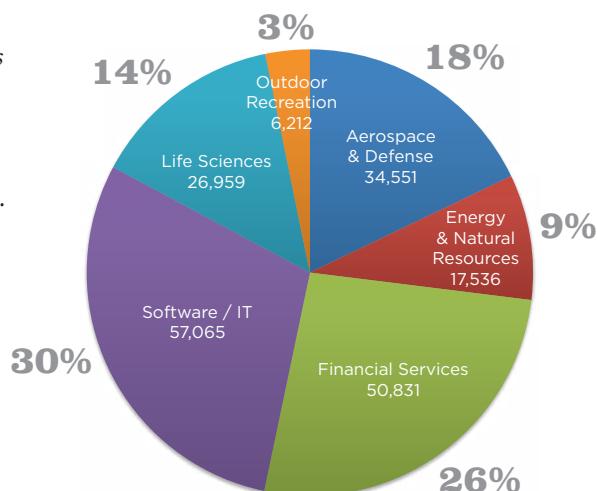
The respective cluster directors and offices focus on growing jobs in conjunction with trade associations, critical agency partners and key organizations. They also develop strategic plans that address issues in the areas of advocacy, innovation, capital, manufacturing, infrastructure, workforce development, international opportunities and marketing.

In 2014, these industries employed 193,155 Utahns, with an average wage of \$66,865. This wage was significantly above the state average of \$42,180.

### Cluster Jobs – 2014

Utah's 6 strategic industry clusters account for 193,154 jobs as of Q4 2014.

The following chart shows each cluster's contribution to those jobs.



## Utah Strategic Industry Clusters

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The following is an overview of each respective cluster:

### Financial Services Cluster

Utah's financial services cluster is no longer a secret as the cluster has recently been acknowledged by national publications such as The New Yorker, Inc. Magazine, and the Wall Street Journal. While the current recognition has been associated with the growth of venture capital in the state, the state's major financial institutions have continued to see success. Goldman Sachs announced in 2014 that it plans to continue to expand and diversify their operations in the state, and major financial institutions like Wells Fargo, Morgan Stanley and world-renowned Zions Bank all call Utah home. This unprecedented access to capital in the state resulted in a reported 541 deals (a 27% increase from 2013) and \$11.8 billion in capital for 2014.

FY 2015 Cluster Total	Finance
Establishment Count	4,888
Cluster Jobs	50,831
Percent of Utah Total Jobs	3.69%
Average Annual Wage	\$62,934
Percent of Utah Avg. Wage	162%
1-yr Job Growth Average	4.21%
5-yr Job Growth Average	8.43%

### *MountainWest Capital Network*

The MountainWest Capital Network (formerly the MountainWest Venture Group) is Utah's first and largest business networking organization devoted to supporting entrepreneurial success through:

- Fostering the dynamic flow of information about capital formation and distribution
- Educating and mentoring excellence
- Recognizing and rewarding performance
- Networking activities to promote synergistic relationships

The MountainWest Capital Network's annual Deal Flow Report shows strong growth in deal flow for 2014 in both the number of deals and valuations.

For 2014 there were a reported 301 private placement deals reported (30% increase from 2013) valued at \$1.5 billion, and a reported 217 M&A deals valued at \$8.8 billion. Public market deals in 2014 were the 2nd highest they have been since the recession, valued at more than \$1.4 billion.

In 2014 venture capitalists invested over \$800 million (an increase of 153% from 2013) in 43 deals. Four of those venture capital deals were in excess of \$100 million and 6 more were greater than \$30 million. Those numbers ranked Utah ahead of Silicon Valley and other traditional tech centers in terms of average deal size.

Utah's 4th most diverse economy no doubt influenced the diversity of industries receiving capital in 2014, but Software, Services, and Healthcare lead the way in 2014 with 20%, 16%, and 13% of deal volume respectively.

### *Utah Venture Entrepreneur Forum*

The Utah Venture Entrepreneur Forum (formerly Utah Valley Entrepreneurial Forum) is a non-profit that has been serving Utah entrepreneurs for 25 years. Their mission is connecting entrepreneurs to money, recognition and education.

### *Industry Sectors and associations commercial leasing*

For companies who lack the resources to purchase equipment, or would like to improve their balance sheets and ability to borrow, equipment leasing may be an attractive option. Working through commercial leasing companies and most traditional commercial banks in Utah, equipment leasing can be done for equipment ranging in price from tens of thousands of dollars to tens of millions of dollars.

### *Small Business Administration*

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA is critical to our economic recovery and strength, to building America's future, and to helping the United States compete in today's global marketplace. Although SBA has grown and evolved in the years since it was established in 1953, the bottom line mission remains the same: The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.

### *Industrial Banks*

Industrial banks (IBs) are financial institutions authorized to make consumer/commercial loans and to accept federally insured deposits. IB charters are unique in that the owners of these banks are not required to be regulated by the Federal Reserve as bank holding companies. The Utah Department of Financial Institutions supervises IB owners which are chartered under Utah law and the FDIC under a special program developed principally for the IB industry. The flexibility of an IB charter has made it an attractive vehicle for many large and well-known corporations. The state of Utah has proven to be a particularly attractive place to operate IBs and now hosts the most IBs in the country. IBs chartered in Utah currently hold the bulk of IB industry assets. Utah boasts the highest number of industrial banks in the nation with 31 chartered industrial banks and has eight of the top ten in the country by asset size.

### *Utah Microenterprise Loan Fund*

Over the past twenty years, the Utah Microenterprise Loan Fund has worked in partnership with members of Utah's financial banking community to help

## Utah Strategic Industry Clusters

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launch or expand more than 840 small businesses across the state.

Through their loans, \$1,000 to \$25,000, they've been able to help people with low to moderate incomes supplement their earnings. They've helped women find the flexibility they need to balance their work and families. They've worked with child care providers to increase the number of children they are able to have in their care. They've also helped minorities, immigrants and people who have been injured in the workplace find economic security through ownership and operation of their own small businesses.

### Software/IT

Utah's software and information technology industry has continued to see unprecedented growth as represented by the increase in establishments, jobs and higher average annual wage. 2014 has been particularly good for deal flow. Compared to 78 deals last year, 2014 saw 109 deals in the IT sector alone. Of these, 80 private placements led to about \$700 million and 29 mergers/acquisitions led to \$280 million of deal flow.

FY 2015 Cluster Total	IT/Software
Establishment Count	4,727
Cluster Jobs	57,065
Percent of Utah Total Jobs	4.14%
Average Annual Wage	\$73,204
Percent of Utah Avg. Wage	189%
1-yr Job Growth Average	5.86%
5-yr Job Growth Average	21.47%

### Top private placements for 2014\* are:

Converus .....	\$150,000,000
KPI Fire.....	\$135,000,000
Screenie.....	\$125,000,000
BidSync.....	\$100,000,000
Passpack .....	\$42,400,000
Boostability Inc.....	\$38,000,000
Piracle, Inc.....	\$18,625,000
Steton Technology Group, Inc.....	\$15,000,000
RFP Depot, LLC.....	\$7,000,000
Allegiance Software, Inc.....	\$6,500,000
TrueNorthLogic, LLC .....	\$5,000,000
LeisureLink, Inc .....	\$4,100,000
ZenPrint, Inc.....	\$4,000,000
Access Technology Solutions, LC.....	\$3,750,000
Purch.com .....	\$3,550,000
HireVue, Inc.....	\$3,270,000
InsideSales.com, Inc.....	\$3,000,000
Appigo, Inc.....	\$2,999,999
Business Owners Advantage, Inc .....	\$2,825,000
eLearning Brothers, LLC.....	\$2,511,708
ArmorActive, Inc .....	\$2,500,000
Fixed Income Solutions, LLC .....	\$2,300,000
Space Monkey, Inc.....	\$2,250,000
Space Monkey Inc.....	\$1,750,000
Engodo, Inc.....	\$1,560,000
LowestMed, Inc.....	\$1,500,000
SpeakWorks, Inc.....	\$1,500,000
Sandboxr, Inc .....	\$1,425,000

Adamatic .....	\$1,200,000
Bandwango, LLC .....	\$1,100,000
Ferevo, LLC .....	\$1,050,000
Superhero Scramble, Inc. ....	\$1,050,000
ActiveNet Technologies.....	\$1,000,000
Room Choice, Inc.....	\$1,000,000
SuraLink, Inc.....	\$1,000,000
Zerista, Inc.....	\$875,000
QuotaDeck .....	\$550,000
ShareTown Inc. ....	\$470,000
Repiscore, Inc. ....	\$450,000
Repdrive, Inc.....	\$440,000
Novi Security .....	\$400,003
Peer60, Inc.....	\$400,000
Overlay Studio, Inc.....	\$350,000
Adaptive Computing Enterprises, Inc.....	\$338,770
CapShare, Inc. ....	\$250,000
Outbox Systems, Inc.....	\$200,000
Influence International Inc. ....	\$100,000
Zylun Global, Inc. ....	\$85,000
Grow, Inc.....	\$75,000
Connect Financial Software Solutions, LLC .....	\$75,000
Ender Labs, LLC.....	\$50,000
Turning Point Retail Corporation .....	\$50,000

*Source: Mountain West Capital Network deal flow report*

### *Utah Technology Council*

The Utah Technology Council (UTC) is the state's premier professional association for "growing and protecting" more than 5,000 high tech, clean tech and life science companies. At its core, UTC exists to help Utah technology businesses become more relevant and competitive by creating valuable connections with members and others who offer peer experience and advice, by addressing the serious talent shortage faced by member companies and by assisting members to gain access to funding. This year UTC played a key role in securing funding for engineering initiative in the state. Members join UTC to share insights with industry peers, counsel with government and academic leaders and receive help from professional service providers and funding resources.

### *Silicon Slopes*

Silicon Slopes was conceived to promote Utah's growing technology community. After sitting through numerous meetings strategizing ways to promote Utah's image, Omniture co-founder and current Domo Inc. CEO Josh James decided to initiate a branding effort for Utah's tech community – Silicon Slopes.

SiliconSlopes.com provides resources for technology and life sciences companies, investors and job seekers, including detailed company profiles, industry news, a community calendar and a blog. There is also a section that tracks investors and deal flow in Utah.

## Utah Strategic Industry Clusters

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### Beehive Startups

Beehive Startups is an independent organization committed to covering Utah's startup and tech ecosystem. It spotlights Utah startups, organizes events tailored to the startup and tech community, reports Utah startup and tech news, conducts in-depth interviews, and writes extensive profile stories on Utah's most compelling entrepreneurs. These profiles focus on entrepreneurs' latest ventures, past failures and greatest achievements.

### Life Science Cluster

The Utah Life Science cluster is broad and diverse and includes medical device, pharmaceutical, natural products, diagnostics, equipment and reagents.

An interesting observation is the growth of "service based" companies within both medical device and pharmaceutical industries; that is, companies whose primary business is contract services for other companies. Within the medical device space, growth of the service sub-cluster averages 14 percent over the past eight years as compared to medical device innovators at 3 percent.

This observation leads us to believe that growth of the medical device sub-cluster is being accompanied by vertical dis-integration of the industry. Companies who have traditionally performed all aspects of R&D, production and sales in-house are beginning to outsource many of those functions. This activity goes hand in hand with an increased reliance on specialty contract services as companies look to streamline internal processes.

The existence and growth of a strong and diverse set of specialty contract service providers, in turn, benefits not only large companies, but also lowers the barriers to entry for start-up companies who no longer need to build extensive infrastructure to bring products to market. The number of companies with 10 or fewer employees in medical devices has tripled since 2006, thus increasing acquisition targets and the potential for exponential growth in the cluster.

Today, life science anchors such as Merit Medical, ARUP, Becton Dickinson and Fresenius, who each employ thousands of scientists and engineers, thrive alongside small newcomers from all corners of the innovation ecosystem, many of whom would not exist without state programs. As we continue to uncover the underlying dynamics of industry growth, GOED's ability to support the industry becomes more focused and effective. Programs such as the Technology Commercialization Innovation Program (TCIP), BioInnovations Gateway and USTAR increase innovation across the entire life science cluster and can be fine-tuned to address the tremendous growth opportunities.

FY 2015 Cluster Total	Life Sciences
Establishment Count	961
Cluster Jobs	26,959
Percent of Utah Total Jobs	1.96%
Average Annual Wage	\$62,337
Percent of Utah Avg. Wage	161%
1-yr Job Growth Average	2.81%
5-yr Job Growth Average	8.61%

### Energy

Energy development is of particular importance to the state, and not only because of the significant capital investment, job creation, and revenue associated with energy development activities, but also because those activities lead to the low energy prices that provide a foundation for all of Utah's economic successes.

FY 2015 Cluster Total	Energy
Establishment Count	1,002
Cluster Jobs	17,536
Percent of Utah Total Jobs	1.27%
Average Annual Wage	\$82,357
Percent of Utah Avg. Wage	212%
1-yr Job Growth Average	0.53%
5-yr Job Growth Average	-3.90%

To that end, in 2011 the Utah State Legislature created the Office of Energy Development (OED), whose role is to promote and advance the responsible development of the state's energy resources. OED does so by convening diverse stakeholders to advance shared development and conservation goals, through planning and policy measures, and administering post-performance tax credits and other development incentives. Please see the OED section of this report for additional information on this critical industry.

### Outdoor Products and Recreation

The Office of Outdoor Recreation, which was created by the legislature in 2013, had a successful first year as the outdoor products and recreation cluster continued to grow. The outdoor industry as a whole continues to take notice of the building momentum for growing outdoor products companies to relocate to Utah. It is also becoming apparent that Utah's outdoor recreation amenities contribute to a high quality of life, which helps to attract great companies and talented employees to the state. For additional information on this industry please see the Office of Outdoor Recreation portion of this report.

FY 2015 Cluster Total	Outdoor Recreation
Establishment Count	205
Cluster Jobs	6,212
Percent of Utah Total Jobs	0.45%
Average Annual Wage	\$43,342
Percent of Utah Avg. Wage	112%
1-yr Job Growth Average	2.31%
5-yr Job Growth Average	10.41%

### Aerospace and Defense Cluster

The aerospace and defense cluster continued growing through 2014. The sector represents almost 2.51 % of all state wages, with average wages about 198 % higher than the Utah average wage. The definition used for aerospace and defense cluster has been broadened to ensure that it includes advanced manufacturing firms that serve all high technology industries in the state. Advanced manufacturing is a key industry drive for aerospace and defense and all strategic clusters.

FY 2015 Cluster Total	Aerospace
Establishment Count	1,110
Cluster Jobs	34,551
Percent of Utah Total Jobs	2.51%
Average Annual Wage	\$77,015
Percent of Utah Avg. Wage	198%
1-yr Job Growth Average	0.44%
5-yr Job Growth Average	-0.71%

## Utah Strategic Industry Clusters

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The Aerospace and Defense Utah Cluster Acceleration Partnership (UCAP) process continues. The partnership established a cooperative program between the major Aerospace and Defense companies and the Applied Technical Colleges (ATC) and Salt Lake Community College (SLCC) to train aerospace composites operators and electronic electrician technicians and assemblers at the college's campuses.

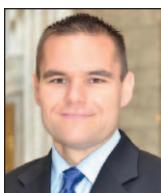
GOED has teamed up with Mountain West Unmanned Systems Alliance (MWUSA) to support entrepreneurs, academic institutions and state agencies to apply to the Federal Aviation Administration (FAA) for Certificates of Authorizations and Exemptions to operate small Unmanned Aerial Systems (UAS) for civil and commercial applications. A Utah Cluster Acceleration Program (UCAP) grant was awarded to Box Elder County to set up a test and evaluation site to help the Box Elder and Cache County sheriffs develop and train for the concepts of operations for UAS. Unmanned Aerial Systems are already a significant component of Utah's aerospace industry and a key part of Utah's initiative for growth of high-technology employment.

Utah (GOED, EDCU, USU and UVU) exhibited at the annual Association for Unmanned Vehicle Systems International (AUVSI) conference at which we highlighted the excellence and capabilities of Utah's Unmanned System's companies and academic institutions. GOED hosted a gathering of major aerospace and unmanned system companies, including AAI, Sierra Nevada Corp, L-3, Boeing, John Deere, Lockheed-Martin and ImSAR. Additionally high-level executives from the DoD, FAA and other Federal agencies attended.

Composite manufacture of aerospace components and systems is a main capability that continues to grow here in Utah. Companies such as Boeing, Harris and Janicki are fabricating key components of new commercial and military composite aircraft.

Hill Air Force Base (HAFB) is home to the F-35 Lightning II program, where both training and sustainment will be performed. This is in addition to HAFB being the training and Maintenance Repair and Overhaul (MRO) for other key Air Force programs such as F-22, F-16, A-10, C-130 and being an Air Force Center of Excellence for Soft Ware maintenance and assurance.

Mission growth continues at Dugway Proving Grounds (DPG), mainly due to the expansion of the Army's activities around testing of UAS at its DPG Rapid Integration and Acceptance Center (RIAC).



For additional information about  
Targeted Economic Clusters  
visit [business.utah.gov](http://business.utah.gov) or contact  
**Ben Hart**, Managing Director, at  
[benhart@utah.gov](mailto:benhart@utah.gov) or 801-538-8799

### OVERVIEW

#### U.C.A. 63N-3-301

Business Resource Centers (BRCs) are convenient “one-stop-shops” for addressing the needs of a new or growing business. Through a friendly staff and on-site or over-the-phone assessment with clients, BRCs offer comprehensive services and ongoing assistance to help businesses grow.

BRCs house various business service providers in a single location and the on-site staff is equipped to answer questions ranging from business planning to finding funding and much, much more. BRC staffs coordinate the resources of local business service provider partners to make the delivery of solutions more effective for the business customer.

BRCs are tailored to the local community they serve and have service providers who are experts in their fields. Some of the partners found at the BRCs include the Small Business Development Center (SBDC) which is sponsored by the U.S. Small Business Administration, Procurement Technical Assistance Center (PTAC) which provides governmental contracting assistance, Manufacturers Extension Partnership (MEP), Service Corps of Retired Executives (SCORE), Utah Science Technology and Research agency, investors, microloan organizations, business incubators, chambers of commerce, local economic development organizations and resources available at the local educational sponsor. And because BRCs are interconnected statewide, if business's needs can't be met within a local office, directors can access fellow centers to find a solution.



During the 2008 General Session, the Utah State Legislature provided for the establishment and administration of business resource centers. Business Resource Centers (BRC) are entities established by the Governor's Office of Economic Development (GOED) in partnership with the state public institutions of higher education to provide private businesses with one-stop technical assistance and access to statewide resources and programs. They are formed at a local level with

## Business Resources Centers: Entrepreneurial Development

partners who are federal, state, county, city, public or private business service providers.

Hundreds of individual business customers have visited Utah BRCs to receive assistance in creating or retaining jobs and starting new businesses.

**Currently there are 14 Business Resource Centers (BRC) operating across Utah**

*For BRC contact information, see Resource Section at back of report.*

- Cache BRC in Logan
- Box Elder County BRC in Brigham City
- North Front BRC in Kaysville
- Tooele BRC in Tooele
- Park City BRC in Park City
- Heber Valley BRC in Heber City
- Utah Valley University BRC in Orem
- Uintah Basin BRC in Vernal
- Castle Country BRC in Price
- Moab BRC in Moab
- Salt Lake Community College BRC in Sandy
- Southern Utah University BRC in Cedar City
- Dixie BRC in St. George
- San Juan BRC in Blanding



*The San Juan BRC in Blanding*



For additional information about Business Resource Centers visit [business.utah.gov](http://business.utah.gov) or contact **Larry Shepherd**, Program Coordinator, at [larryshepherd@utah.gov](mailto:larryshepherd@utah.gov) or 801-538-8770

### OVERVIEW

#### U.C.A. 63N-13-101

Procurement Technical Assistance Centers (PTAC) provide assistance to small and mid-sized Utah companies in finding bidding on and winning government contracts—be they federal, state or local. Results for state FY2015 indicate that PTAC helped Utah Small businesses obtain more than \$365 million in contracts, creating or retaining an estimated 7,300 jobs. PTAC's budget is provided by a federal grant from the Department of Defense, and matching dollars by the Governor's Office of Economic Development—as approved by The Legislature.



PTAC counselors (known as Regional Managers) provide one-on-one and group instruction through seven offices throughout the state - from Logan to St. George. The primary focus is to help Utah companies identify, respond to and win government contracts—ranging from local opportunities to worldwide work. As contracts are awarded recipient companies expand their market share and revenues, which also provides a vehicle for hiring and/or retaining employees. The government is an excellent customer because it generally purchases in large quantities and pays its bills on time.

#### There are specific services available from PTAC offices as follows:

- Bid match software to find bid opportunities
- One-on-one counseling
- Workshops and conferences
- Registration assistance  
(ARC, Duns, SAM)
- Networking facilitation through  
“Outreach Events”
- Contracting partnerships
  - Prime/Sub
  - Mentor/Protégé
  - Teaming Agreements
  - 8 (a)/ Hub Zone Opportunities
- Bid proposals (response to an RFP)
- Product Specifications / Standards



PTAC contractor Northrop  
Grumman's F5 Jet

## Procurement Technical Assistance Centers (PTAC)

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- Procurement histories / Pricing data
- GSA assistance

### OUTREACH EVENTS

PTAC hosted groups representing a range of 50 to 150 companies per event. The purpose of outreach by PTAC is to facilitate briefings by large prime contractors and government agencies looking for subcontractors or J.V. Partners. These events are for contract work already awarded, or for RFP submittals for new projects that a prime contractor will be bidding on.

Utah prime contractors and government agencies include such entities as: Hill Air Force Base, Dugway Proving Grounds, Utah National Guard, Utah Department of Transportation, The Boeing Company, Northrup Grumman Company, National Park Service, Bureau of Land Management, General Dynamics, Wyle Labs, Lockheed Martin, BAE Systems, US Army Corps of Engineers, National Security Agency, Department of Defense, other government agencies, colleges and universities in Utah and others.

### Procurement Symposium

The 10th Annual Procurement Symposium will be held on October 20, 2015, at the South Towne Expo Center in Sandy, where 500 to 700 people can network with large companies and government agencies. This reverse trade show will have 50 to 70 contractors and agencies in booths in order to facilitate networking opportunities for Utah companies statewide.

The attendees will learn how to sell to the government and military. Attendees will be able to choose from several breakout sessions on topics they choose that cover important information for their companies. They will also hear several featured speakers, including the keynote presentation by Governor Gary R. Herbert. The symposium is focused on helping small Utah companies improve their skills and knowledge on topics ranging from financial resources and how to maximize business opportunities—to the task of seeking government contracts with Hill Air Force Base and other federal agencies in the state and country.



For additional information about PTAC  
visit [business.utah.gov/PTAC](http://business.utah.gov/PTAC) or contact  
**Fred Lange**, Director, at  
[fglange@utah.gov](mailto:fglange@utah.gov) or 801-538-8773

### OVERVIEW

#### U.C.A. 63N-4-101

The Rural Development program's mission is to unite and support Utah's rural communities in economic development through coalitions, entrepreneurship, business expansion and infrastructure development. This overview is for information purposes only. The Office of Rural Development formal report, pursuant to U.C.A. 63N-4-101, will be provided directly to the legislature, according to statute.

### Rural Development Office

The Rural Development office staff supports the Governor's Rural Partnership Board (GRPB). This volunteer board has representation from business, industry and local government and its mission is to raise awareness about rural development needs and define economic barriers. With the input from the GRPB, the rural office provides a detailed verbal and written report on rural issues to the Governor.

GOED's Rural Development team supports rural economic development professionals, and communities directly through programs listed below, and collaborates with other government and private organizations in order to provide increased support for economic development in rural Utah.



*GOED reps along with Lt. Governor Spencer Cox visit Tribal Chapters in San Juan.*

## Rural Development

### Business and Economic Development Assistance

#### • Rural Fast Track (RFT)

*U.C.A. 63N-3-104*

A portion of the Industrial Assistance Fund is designated for non-retail companies in rural Utah counties of the 4th, 5th and 6th class (population under 31,000) for business expansion and the creation of new high-paying jobs. It is also available in 3rd class counties within cities of less than 20,000 population and less than \$70,000 median household income.

The RFT grant can also be used in rural counties where county leisure and hospitality employment is 125 percent of the State's 9.5 percent average. In these counties Fast Track Grants could now be used for hospitality businesses.

Rural Fast Track Program FY 2015		
County	Grant Amount	Private Investment
Box Elder	\$169,146.00	\$514,690.00
Carbon	\$10,766.00	\$153,000.00
Daggett	\$20,827.00	\$41,745.00
Emery	\$69,763.00	\$207,527.00
Garfield	\$50,000.00	\$218,431.00
Iron	\$50,000.00	\$112,715.00
Juab	\$50,000.00	\$125,000.00
Millard	\$77,500.00	\$402,000.00
Morgan	\$50,000.00	\$525,000.00
Rich	\$50,000.00	\$251,974.00
San Juan	\$75,000.00	\$391,726.00
Sanpete	\$161,149.00	\$420,399.00
Sevier	\$50,000.00	\$193,500.00
Wasatch	\$50,000.00	\$595,095.00
Wayne	\$138,000.00	\$1,100,423.00

SOURCE: GOED



*Cedar City, Utah*

- **Enterprise Zones**

*U.C.A 63N-2-201*

Businesses within an Enterprise Zone can claim state income tax credits for investing in plant and depreciable machinery and equipment, creating new, above average wage jobs, and the rehabilitation of older facilities. In 2012, approximately \$9million in tax credits were awarded, estimated to equal more than \$80 million of business investment in rural Utah. In 2013, approximately \$12million in credits were awarded coupled with significant private business investment in Rural Utah. The tax credits awarded for 2014 are estimated to be just over \$4 million, and as of the end of July 31, 2015, the 2015 tax credits awarded are just over \$7 million.

- **Recycling Market Development Zones**

*U.C.A 63N-2-401*

Businesses within a Recycling Zone can claim state income tax credits for using recycled materials in their manufacturing processes to create new products for sale. It also benefits business or individuals that collect, process or distribute recycled materials. Composting is considered to be eligible recycling operation.

This program is available to all Utah counties.



*Vernal City, Utah*

## Rural Development

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- **Targeted Business Tax Credits**

*U.C.A. 63N-2-301*

Companies can receive refundable state income tax credits for non-retail businesses in qualifying enterprise zones. Each year, GOED awards a maximum of \$300,000 per company based on projected investment and payroll. If projections are reached, the companies awarded the targeted business tax credits will receive tax credits in each of the next three years. A total of \$2.5 million has been paid since the inception of the tax credit in FY2005.

- **Business Expansion and Retention Program (BEAR Program)**

*U.C.A. 63N-3-103*

The Business Expansion and Retention Program is designed to assist in growing new and existing rural businesses, influence rural job creation, and increase economic diversity in rural regions by enhancing the level of technical services provided. The BEAR initiative is available to rural county economic development offices, Business Resource Centers, Small Business Development Centers and formal partnership consortiums directly involving these entities within the state for business training and skill development.

BEAR actively reaches out to rural businesses and makes the connection between the company and needed existing resources from all agencies, higher education and other resources. BEAR is funded by the IAF.

- **Economic Opportunity Grants**

*U.C.A. 63N-3-109*

Matching funds are available through the IAF to communities to facilitate community and economic development projects. Grants are awarded as they are received, based on the quality of the project and available funding.



For additional information about  
Rural Development  
visit [www.business.utah.gov](http://www.business.utah.gov) or  
contact **Linda Gillmor**, Director, at  
[lgillmor@utah.gov](mailto:lgillmor@utah.gov) or 801-538-8804

### OVERVIEW

#### U.C.A. 63N-3-201

The Technology Commercialization and Innovation Program (TCIP) provides competitive grants to small businesses and university teams to accelerate the commercialization of their innovative technologies. This program helps companies secure non-dilutive funding at critical points in their funding and commercialization lifecycles, resulting in long-term success and economic development in the state.

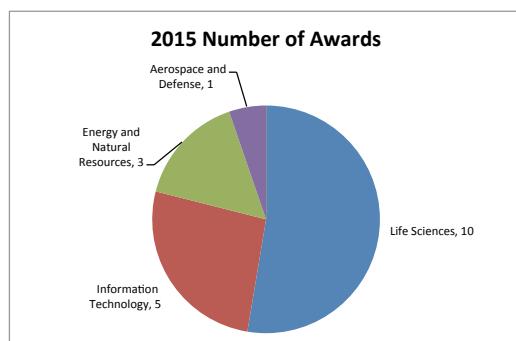
The application process is competitive, with the possibility of multiple selection cycles per fiscal year. Successful applicants may receive individual grants of up to \$100,000. Applicants may also apply in up to three selection cycles to receive a project maximum of \$200,000. Grant money may be contingent on raising matching funds from federal or private sources, undergoing an intensive business curriculum, or meeting specific milestones to augment the state's investment in these teams and technologies. Funding recommendations are made by a panel of private sector individuals with expertise in the areas of information technology, life sciences, materials, manufacturing, energy, environment, entrepreneurship, business operations and investing.

### FY2015 Grant Solicitation Report

TCIP conducted one grant solicitation cycle in 2015. The program received 77 grant applications totaling over \$4 million in funding requests and \$1.297 million was awarded to 19 applicants. The program provided grants to fewer projects than in previous years, but increased the funding available to each project. The 19 funded projects are broken down as follows:

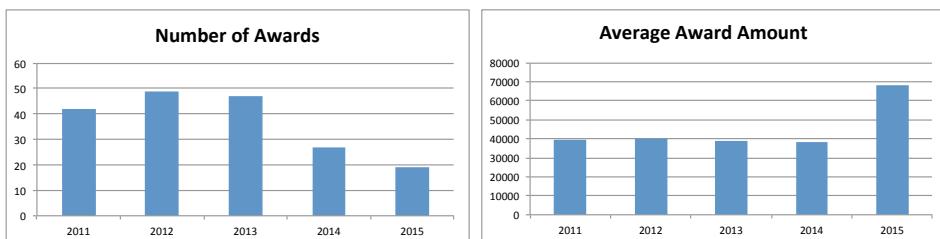
**Economic Cluster:** Information Technology: 5; Life Science: 10; Energy and Natural Resources: 3; Outdoor Recreation: 0; Aerospace and Defense: 1; Financial Services: 0

**Applicant type:** Licensee: 1; Small Business: 15; University: 4



## Technology Commercialization & Innovation Program

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### Summary

TCIP is the preeminent program for supporting the commercialization of new technologies. It has been the cornerstone of many successful companies in the state, and this support continues to grow and adapt. The additional participation of small businesses in the program will be essential to the growth of the state's entrepreneurial and startup ecosystem that fosters economic growth and innovation in Utah.



*Gary Sams, Founder and CEO of Progenitor Life Sciences, presents at the 2015 TCIP Pitch Day, where grant awardees reported on their progress.*



For more information about the Technology Commercialization and Innovation Program, contact **Tom Wadsworth**, TCIP Manager at [twadsworth@utah.gov](mailto:twadsworth@utah.gov) or 801-538-8825

# Corporate Recruitment, International Trade and Diplomacy

The mission of Corporate Recruitment and International Trade and Diplomacy (CRITDO) is to accelerate business growth and job creation through sustainable, cluster-focused domestic and international corporate expansion and relocation, and to strengthen Utah's international stature through diplomacy and export promotion. CRITDO carries out GOED's vision through attracting new investors and companies to the state and by helping existing companies expand.



**Theresa Foxley**  
Managing Director

## Ancillary CRITDO Programs

### Life Science and Technology Tax Credits, U.C.A. 63N-2-8

Life science and technology companies generating new state revenues are eligible for a post-performance refundable tax credit of up to the amount of new state revenues generated over three years. Investors in a Utah life science company are eligible for a non-refundable, post-performance tax credit of up to 35 percent of their investment, paid over three years.

In 2011, GOED awarded four life science companies a total of up to \$1 million in tax credits to be distributed over three years. 2014 was the third year to measure economic impact; the new projects associated with the tax credits resulted in the creation of 79 jobs since the inception of the program.

In 2012, GOED awarded ten investors up to \$204,750 in post-performance tax credits to be distributed over three years. These ten investors make up \$585,000 in direct investment in three life science companies.

### Funds for Employee Training

The State Legislature appropriated Job Growth Funds during the 2010 General Session to be used by DWS for workforce development and labor exchange activities. Since the 2010 General Session, the Utah State Legislature has continued

to authorize the use of these funds. Workforce development includes job creation, job retention, and job training.

### **Alternative Energy Manufacturing Tax Credit, U.C.A. 63N-2-7**

As of this date no credits have been issued.

### **Convention Hotel Legislation, U.C.A. 63N-2-5**

As of this date, no credits have been applied for or issued.

### **Small Business Jobs Tax Credit (New Market Tax Credit Program), U.C.A. 63N-2-6**

The Utah State Legislature enacted the Utah Small Business Jobs Act to attract additional investment in the most severely distressed areas of the state. The act created a tax credit program most commonly referred to as the “Utah New Market Tax Credit Program.” It uses \$50 million raised by venture capital firms that have been designated by the IRS as Community Development Entities (“CDE”) to make investments into small businesses within distressed areas. A prospective CDE applies to the state to be authorized to raise its respective portion of the \$50 million. Once approved, the CDE raises its authorized amount by issuing 58 percent income tax credits provided by the state to the investors who invest in each CDE’s respective funds. The tax credits are funded by the state through the Premium Tax surplus.

Once each CDE has raised its authorized portion of the \$50 million, it must invest 85 percent of it into eligible small businesses throughout the state with no one business receiving more than \$4 million total in investments. To be considered eligible, a business must meet the following criteria:

- Be located in a distressed or severely distressed census tract according to the 2010 census
- Fit the Small Business Association’s (“SBA”) definition of a small business
- Not derive more than 15 percent of its profits from the sale of real estate

Each CDE must invest the funds it raises within 12 months. The investments are then monitored by the state for the next 7 years to ensure compliance and monitor the success of each respective investment.

The program began accepting applications from prospective CDEs on September 2, 2014, and the state received three applications from Advantage Capital, Enhanced Capital, and Stonehenge Capital. Each received authorization to raise 1/3 of the \$50 million, resulting in a respective tax credit allocation of \$9.7 million to each CDE in order to entice investments totaling \$16.7 million. The three CDEs have until December 2015 to invest their funds with a six month cure period if they do not meet this deadline. As of September 30, 2015, participating CDEs have invested \$23.8 million of the \$50 million amount into 10 small businesses, which are expected to create 235 jobs across the state.

### OVERVIEW

*U.C.A. 63N-2-101 (EDTIF)*

*U.C.A. 63N-3-103 (IAF)*

Corporate Recruitment is critical to building Utah's premier global business environment. Financial incentives are available for business relocation and expansion for select companies that create new, high-paying jobs to help improve the standard of living, increase the tax base, attract and retain top-level management, and diversify the state economy.

Incentives are offered as either tax credit rebates or grants. The incentive amount and duration is decided by the GOED board and executive director based on statutory guidelines and evaluation criteria including the financial strength of the company, the number and salary of jobs created, amount of new state tax revenue, long-term capital investment, competition with other locations and whether the company is a headquarters or in a targeted cluster.

Incentives are based on the following "three pillars of success and sustainability":

- 1. Post-performance** — Incentives are disbursed after the company has met contractual performance benchmarks, such as job creation and payment of new state taxes.
- 2. Single Taxpayer** — Incentive amounts are based on new state taxes generated by the project.
- 3. Competition** — Incentives must make Utah competitive with other locations.

### Economic Development Tax Increment Financing (EDTIF),

*U.C.A. 63N-2-101*

An EDTIF is a post-performance incentive with a maximum cap tax credit rebate that can be up to 30 percent of the state corporate income, sales and withholding taxes paid or withheld by the company over a maximum 20 year term. Each year as the company meets the criteria in its contract with the state, it may earn a portion of the tax credit rebate.

### State Incentives Program

Utah's 5 percent flat tax rate is used primarily to fund public education. The **purpose of the post-performance incentive programs** that were created by the legislature is to generate significant tax revenues for the education fund of the state.

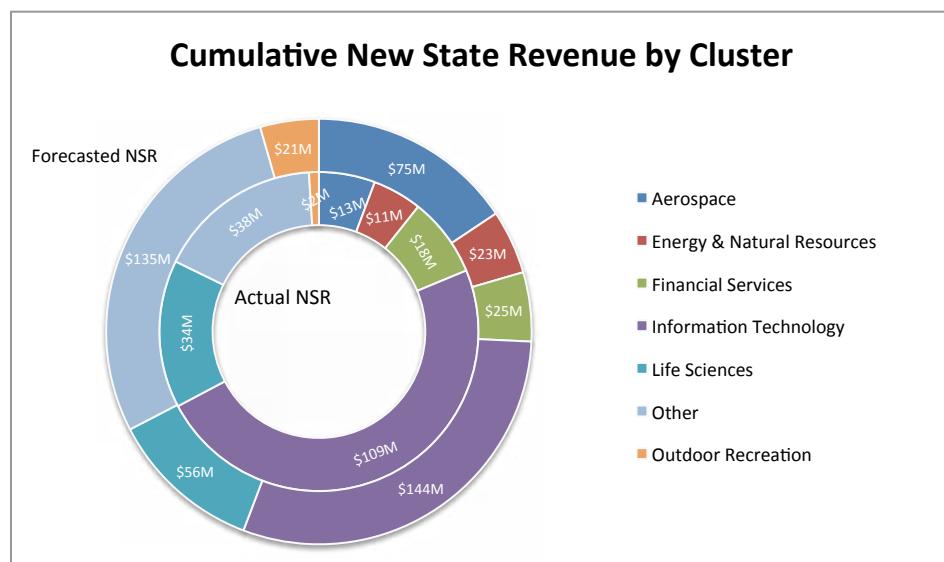
Post-performance incented companies provide jobs that have good family sustaining wages for Utah residents, who then contribute money back to the state in the form of taxes.

**The success of incentives are measured by:**

1. The **new jobs** created over the 5 to 20 year maximum and 12 year average life of a corporate incentive.
2. The **increased wages** paid to the new employees.
3. The **new or increased taxes** paid by a company.
4. The **capital investment** of a company that adds new infrastructure to the state.

As a result of the state's corporate recruitment and business climate creation efforts, many highly reputable third party organizations recognize Utah as one of the most successful states in the county based on its size and population.

In the spirit of constant improvement and in partnership with the legislature, many changes have been made by the staff to the state recruitment programs since GOED was created in 2006. These enhancements have improved transparency, accounting and process. GOED expects to keep making additional improvements and recognizes that flexibility coupled with the good judgment, expertise and devotion of the state staff are required if Utah is going to remain among the best performing states in the nation.



### FY2015 Summary:

- Sum of Contracted Jobs from 2006 to 2014: **19,301**
- Jobs created to date by aggregate from 2006 to 2013: **13,547 or 70%**

#### Total outstanding EDTIF Commitments (balances of contractually obligated incentive payments):

- Cash rebates up to \$89,300,935 representing two companies (discontinued program with outstanding commitment)
- Tax credits up to \$559,829,783 representing 92 companies

#### Actual Partial Rebates for FY2015:

- Two projects with actual payouts totaling \$3,672,616 (discontinued program with outstanding commitment)

#### Actual Tax Credits for FY2015:

- 44 projects with issued tax credits totaling \$ 12,863,131

#### Industrial Assistance Fund (IAF), U.C.A. 63N-3-103

The State Industrial Assistance Fund (IAF) is a post-performance appropriated fund for the creation of high paying jobs in the state. This incentive can be earned as Utah jobs created meet the IAF requirements resulting in higher quality jobs, and occasionally for specific “economic opportunities” that have significant economic impact on the state depending on the amount of purchases made in Utah and the economic impact associated with the project.

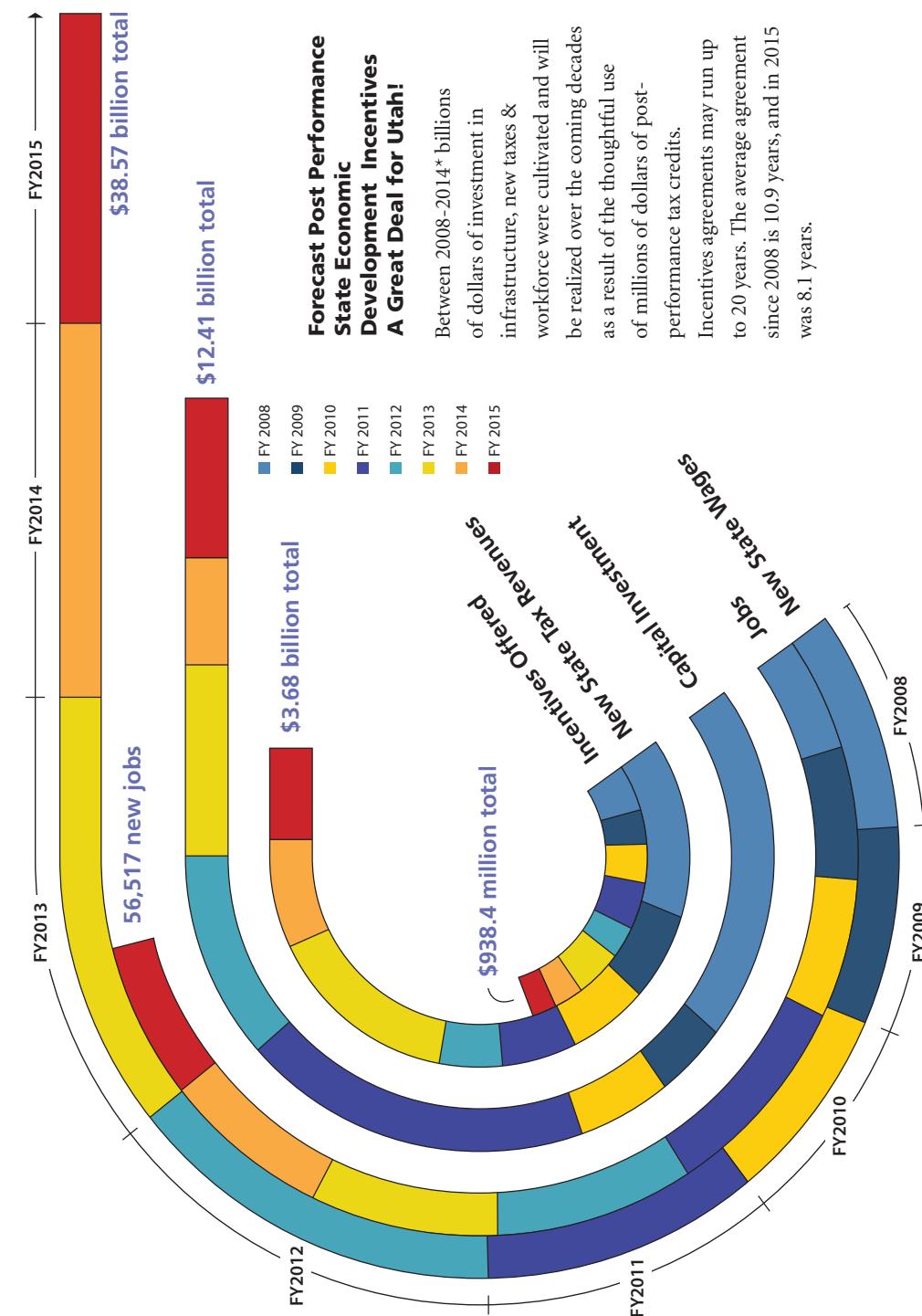
#### Total IAF Commitments (remaining balances of contractually obligated incentive payments):

- Economic Opportunities: \$ 1,597,730 representing 6 organizations
- Rural Fast Track: \$ 689,383 representing 22 companies
- BEAR Funding: \$ 324,994 representing 15 organizations
- Smart Schools: \$ 76,314
- Post-Performance Grants: \$ 7,112,714 representing 19 companies

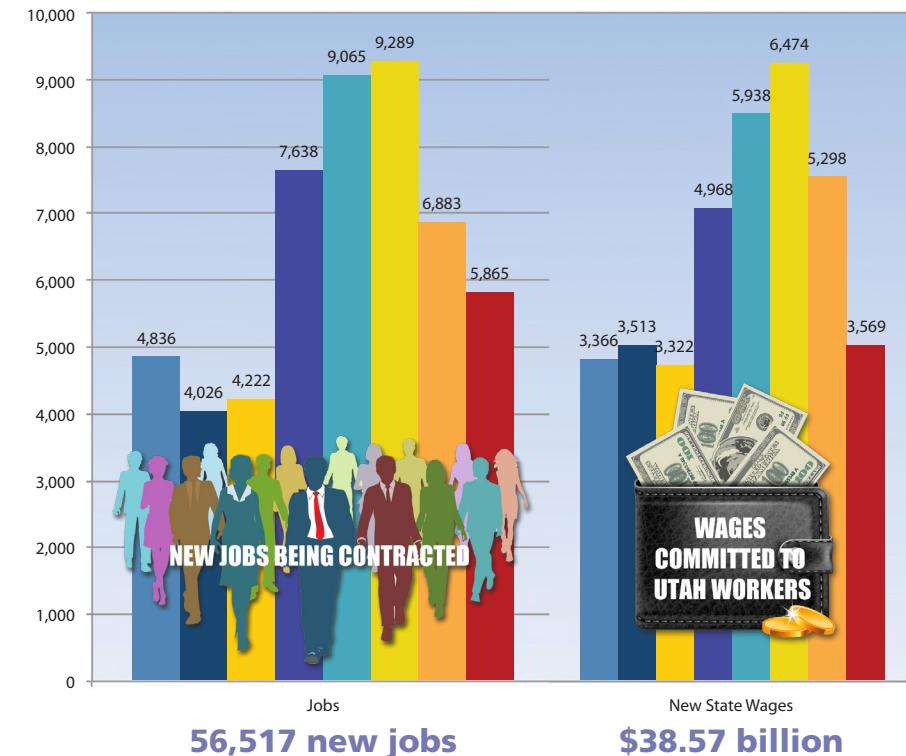
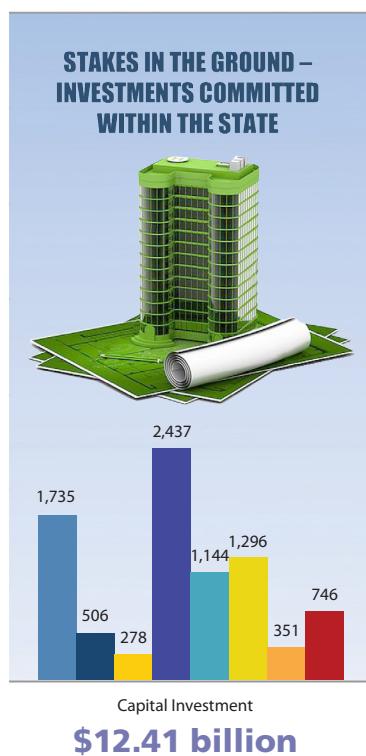
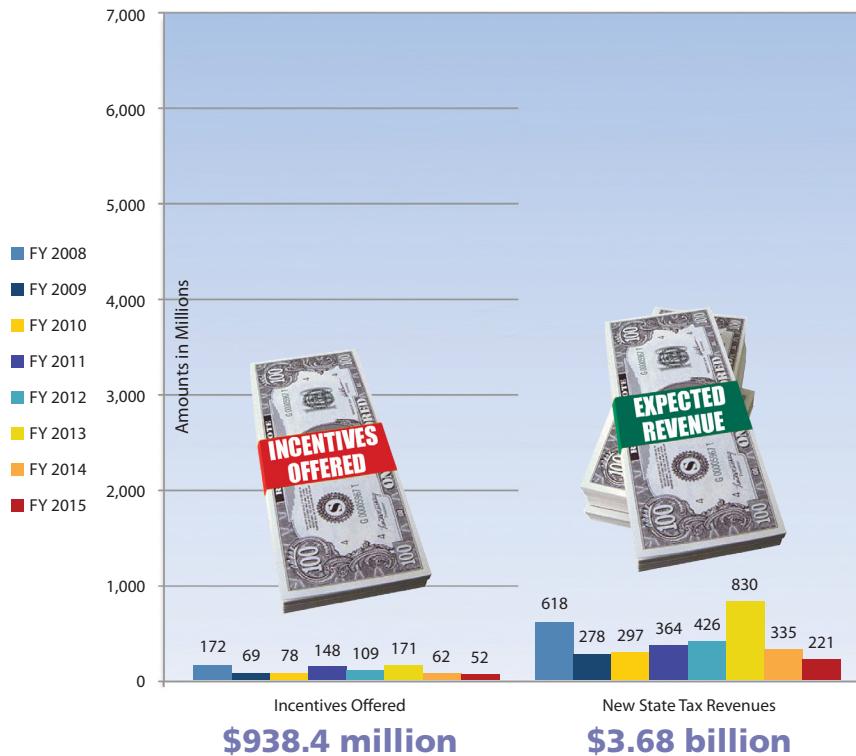


For additional information on these incentive programs, visit [business.utah.gov](http://business.utah.gov) or contact **Theresa A. Foxley**, Managing Director of Corporate Recruitment and Business Services at [tfoxley@utah.gov](mailto:tfoxley@utah.gov) or 801-538-8850

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## Forecast State Economic Development Incentives — A Great Deal for Utah!



Between 2008-2015\* billions of dollars of investment in infrastructure, new taxes & workforce were cultivated and will be realized over the coming decades as a result of the thoughtful use of millions of dollars of post-performance tax credits.

\*on open and active company contracts

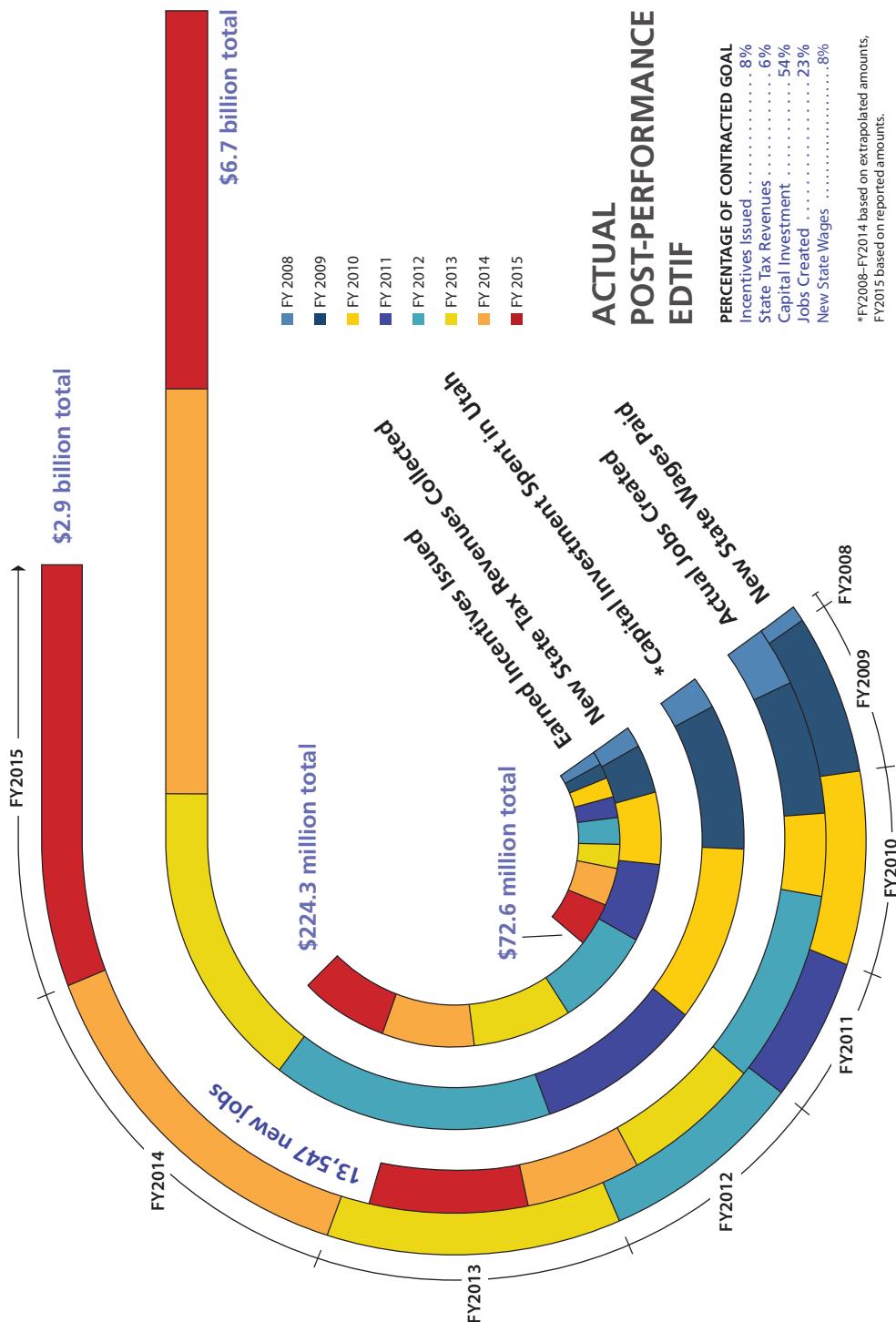
### EDTIF Requirements at a Glance

In order for a company to qualify for a post-performance tax credit rebate, it must meet the following criteria:

- Create at least 50 new jobs
- Pay at least 110% of the county average wage
- Demonstrate company stability and profitability
- Secure commitment from local community to provide a local incentive
- Demonstrate competition with other locations
- Enter into an incentive agreement with GOED that specifies performance milestones

**"63% of incented companies had a Utah presence prior to receiving an incentive."**

— Theresa Foxley, Managing Director



### OVERVIEW

We are growing Utah's economy through:

1. **Foreign Direct Investment (FDI):** facilitating FDI opportunities in Utah through the promotion of Utah's dedicated workforce and vibrant economy to foreign investors.
2. **Global Market Development:** assisting Utah businesses to secure international business contacts and increase goods and service exports.
3. **Diplomacy:** facilitating diplomacy meetings for the state and leveraging diplomatic contacts to develop and expand foreign markets for Utah.

### Foreign Direct Investment

Utah has a stable and business friendly climate. It consistently receives recognition for its low operating costs, high economic growth and excellent governance. Innovation, industry, education and good governance culminate in Utah to create a diverse and thriving economy that is now home to multiple world-class corporations. The continued importance of the U.S. market to global firms will continue to facilitate inward investment opportunities into the various States. Utah's unique advantages provide excellent opportunities to bring many of those global companies here.

Currently, there are 189 foreign firms from 29 countries doing business in Utah. Together, they employ over 36,000 Utahns across various industries. The top five countries for the number of foreign firms doing business in Utah represent 63 percent of the total foreign direct investment within Utah. These countries and the number of establishments in Utah are: Canada (37), the United Kingdom (25), Japan (20), Germany (19), and France (18).

In the past year, our international trade strategy has continued to support export expansion while placing greater emphasis on increasing foreign direct investment in Utah. International Trade and Diplomacy Office (ITDO) has trade representatives in the European Union, China, Mexico and Israel. We continue to leverage diplomatic ties and connections with international site selectors to attract new companies to Utah.

FY2015 international inward investment highlights include **Oemeta**, a German-based industrial machining company, which announced they will build a high-tech manufacturing plant in Salt Lake County. Over the next 7 years, the company is expected to create 58 new jobs, add approximately \$560,000 in new tax revenues and invest \$5 million in capital.

Israel-based Micronet Enertec Technologies Inc. acquired Utah-based Beijer Electronics Inc., makers of MRM/FM rugged tablets. The \$6.5 million acquisition included \$4.85 million of bank funding and \$1.65 million though Micronet's own independent resources.

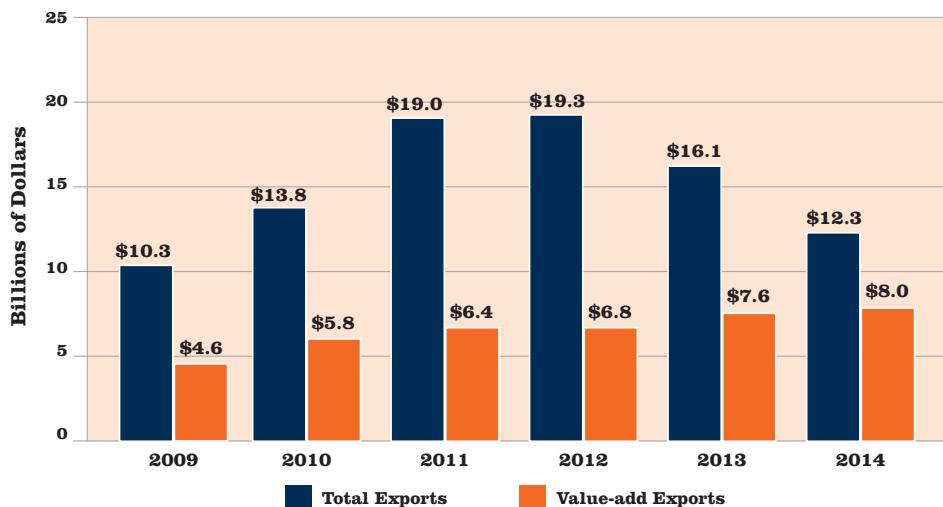
"This acquisition is a major step forward for us," said David Lucatz, CEO of Micronet Enertec. "It provides a solid marketing and operating base in the U.S., our largest market. Overnight, it dramatically expands our U.S. client base. We expect it to be accretive to earnings immediately."

The recent rejuvenation of Salt Lake City's foreign trade zone (FTZ) provides significant opportunities for both Utah companies and foreign firms by providing relief from tariffs and duties on international sales. Companies may establish foreign trade subzones within a 60-mile radius of the port of entry. **Red Wing Shoe Company** activated their foreign trade subzone in June, in efforts to improve their international supply chain operations, increase efficiency and create additional employment opportunities in Utah.

### Export Development

More than 70 percent of the world's purchasing power (and 95 percent of the world's population) is located outside of the United States, making the export of Utah's high-quality, innovative goods critical for long-term growth. On average, businesses that export experience faster sales, increased job creation and higher employee wages over non-exporting businesses. Additionally, businesses that export are more stable and able to weather economic downturns more successfully as they sell to a diverse portfolio of global markets. Exporting adds value to Utah's economy; one traded manufactured job supports three jobs in the local economy. Currently, Utah businesses that export employ more than 320,000 Utahns.

**Utah Annual Exports**



\*The decline in total exports from 2012-14 can be attributed to common business cycle fluctuations in commodity markets. More specifically, the value of precious metals (i.e. gold) decreased significantly during 2013-2014. Precious metals removed, Utah's value-added exports increased by 17.6% from 2012 and 2014.

Governor Herbert set the goal to increase Utah's total exports by \$1.4 billion by 2019, with a particular emphasis on value-added exports. That will bring Utah's total value-added exports to \$9 billion. At the end of 2014, value-added exports reached \$8 billion, 17.6 percent growth since 2012. GOED focused on reaching the Governor's goal through export promotion activities on value-added goods and services in efforts to help Utah companies expand into international markets. These activities include trade missions, trade shows, and assisting companies arrange independent trips which help Utah businesses across the state secure international business contacts, partners, and distributors that will lead to sales. In partnership with World Trade Center Utah and the U.S. Commercial Service, the State organized the following FY2015 events to help Utah companies find potential distribution partners/buyers to increase sales, as well as promote Utah's business climate to foreign direct investment candidates.

### **FY2015 Trade Missions:**

- China (Beijing, Shanghai)
- Brazil (Rio de Janeiro, São Paulo)
- Japan (Tokyo, Osaka)
- Western Europe (Amsterdam, Brussels, Saarbrucken, Paris)

Fifty-eight Utah businesses and organizations participated in all, and Governor Herbert personally led the missions to Western Europe and Brazil.



*Governor Herbert meets with the Governor of Rio de Janeiro, Luiz Fernando de Souza (Pezão) during Brazil Trade Mission.*



*Justin Harding, Chief of Staff, meets with Chuck and Michelle Taylor of SyberJet Aircraft in the Utah Booth at Paris Air Show 2015.*

### **FY2015 International Trade Shows:**

- Arab Health - United Arab Emirates (Medical Devices/Healthcare)
- CeBIT - Germany (IT & Software Development)
- Paris Air Show - France (Aerospace)

The state, in cooperation with the U.S. Small Business Administration, initiated a strategy to host Utah booths at leading international trade shows to help smaller companies have a presence, find partners or buyers, and boost their visibility within the industry. The three shows above provided opportunities for the 10 small Utah companies that attended.

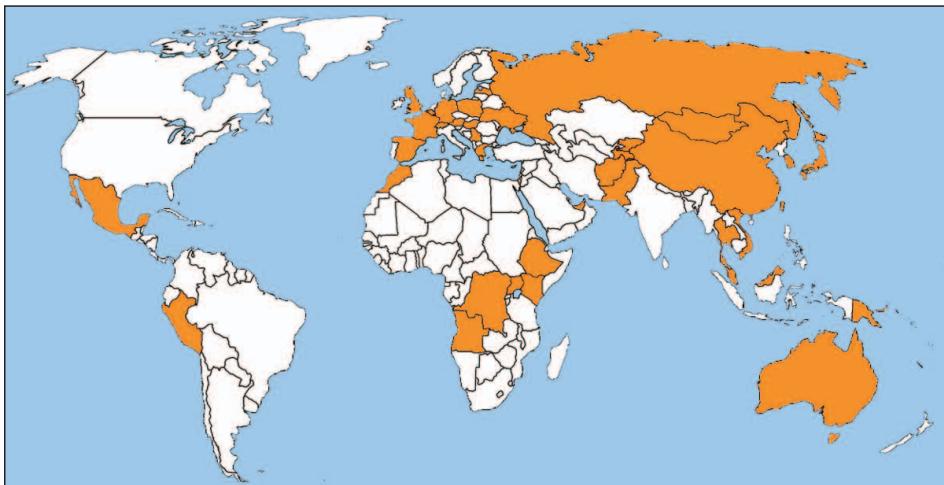
### **Diplomacy**

The International Trade and Diplomacy Office also facilitates diplomacy for the state and leverages diplomatic contacts to develop and expand foreign markets for Utah. ITDO hosts many foreign trade visitors and business representatives each year. The State benefits from international promotion of Utah's business community and attraction of international investment in Utah by developing partnerships and alliances through diplomatic relations. During fiscal

## International Trade and Diplomacy

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year 2015, ITDO hosted 62 delegations including heads of state, ambassadors, and other diplomats from the following countries:



ITDO in collaboration with various partners, such as the Salt Lake Chamber and the World Trade Center of Utah launched the Utah Global Forum in September 2014. The Utah Global Forum is a first of the kind for the State; the event drew business leaders together to discuss global business expansion and foreign direct investment to the state. This first-ever event drew approximately 450 participants and is expected to grow in future years.



Please visit [business.utah.gov/international](http://business.utah.gov/international) for additional information about the International Trade and Diplomacy Office or you may contact:

**Brett Heimburger,**

Director, International Trade and Diplomacy Office

[bheimburger@utah.gov](mailto:bheimburger@utah.gov) or 801-538-8651

# Tourism, Film and Global Branding

Utah's tourism industry has emerged as an integral component to Utah's balanced economy. Our magnificent travel experiences span the full width and breadth of the state – and the economic benefits created by tourists visiting Utah benefit rural and urban communities throughout the state through tax revenues and job creation.

Film production is another key facet of Utah's diverse economy. Filmmakers bring Utah's landscapes and urban environments to the big screen – a powerful billboard for the state.

Together, these programs serve to enhance and expand Utah's brand to a global audience. Whether on the silver screen or smartphone, tablet or television, rich imagery and powerful storytelling reinforce Utah's reputation for being an ideal place to live, work and play.



**Vicki Varela**  
Managing Director



### OVERVIEW

#### **U.C.A. 63N-8-101**

The Utah Film Commission markets the entire state as a destination for film, television and commercial production by promoting the use of local professionals, support services and Utah locations. The film commission is a client-driven program that serves international, out-of-state and in-state production companies.

### **Motion Picture Incentive Program**

The purpose of the Motion Picture Incentives Program (MPIP) is to encourage the use of Utah as a destination for the production of motion pictures and television series. The state of Utah provides financial incentives to the film industry so that the state can compete successfully with other states and countries that offer film production incentives. The MPIP allows Utah to foster a strong, local motion picture industry that will contribute to the economic health in urban and rural areas. The MPIP functions as a fully refundable tax credit for approved productions and operates on a post-performance basis on expenditures that are made in the state.

### **State Approved Rebate Percentages**

- Tax Credit: 20 percent on dollars left in the state, with no per-project cap
- Tax Credit: 25 percent on dollars left in the state, with no per-project cap

A 20 percent tax credit is available for productions with a minimum spend of \$200,000 and a maximum spend of \$999,999 in Utah. These projects must meet the definition of “significant percentage of cast and crew (hired) from Utah,” which is 85 percent.

A 20 percent tax credit is available for projects with a minimum spend of \$1 million with no requirements for significant percentage of cast and crew (hired) from Utah.

A 25 percent tax credit is available for productions that spend at least \$1 million in Utah and meet the definition of “significant percentage of cast and crew (hired) from Utah” which is 85 percent. If a production spends over \$7.5 million in Utah, there are other opportunities for them to receive 25 percent.

### **FY2015 Motion Picture Incentive Program (MPIP) Report**

Projects that are approved for the MPIP may claim the awarded tax credit over the next few years due to production schedules and tax filings.

### Approved Projects:

- 31 projects approved for a tax credit
  - Total tax credits approved: \$17,114,392
  - Total projected economic impact: \$53,090,483
- 20 projects went into production
- 11 projects are anticipating going into production in FY 2016

### Completed Projects:

- Five projects received a cash rebate – Total: \$354,493
- 18 projects were issued a tax credit – Total: \$5,771,455
- Total economic impact: \$20,667,747

PROJECT	INCENTIVE AMOUNT	PROJECTED SPEND	PROJECTED DAYS	UTAH JOBS	ECONOMIC IMPACT*
<b>Tax Credit</b>					
Granite Flats Season 3	\$1,700,000	\$6,800,000	56	95	\$5,100,000
American Ride Season 9 & 10	\$302,906	\$1,211,624	30	26	\$908,718
Being Charlie	\$265,494	\$1,061,976	17	107	\$796,482
Blood and Oil Pilot & Season 1	\$8,340,230	\$33,360,923	111	266	\$25,020,693
Book of Wishes	\$50,000	\$250,000	18	47	\$200,000
Code of Honor	\$291,327	\$1,165,308	20	110	\$873,981
Diesel Dave	\$145,000	\$725,000	36	18	\$580,000
Girls Camp	\$47,307	\$236,535	15	43	\$189,228
iBoy	\$350,000	\$1,400,000	24	82	\$1,050,000
Into the Mystic	\$58,433	\$292,165	18	34	\$233,732
It's Family	\$1,250,000	\$5,000,000	24	104	\$3,750,000
JL Ranch	\$400,000	\$1,600,000	24	65	\$1,200,000
Kindig Customs Season 2	\$317,955	\$1,589,775	115	27	\$1,271,820
Monolith	\$100,000	\$500,000	17	26	\$400,000
Mythica 4 & 5	\$278,075	\$1,112,300	40	42	\$834,225
Random Acts Season 1	\$363,527	\$1,454,108	70	24	\$1,090,581
Riot	\$55,680	\$278,400	18	64	\$222,720
Saturday's Warrior	\$120,940	\$604,700	35	38	\$483,760
Singing With Angels	\$115,840	\$579,200	18	76	\$463,360
The Flyboys	\$889,346	\$3,557,384	36	48	\$2,668,038
The I.P. Section	\$60,000	\$300,000	7	51	\$240,000
The Outpost	\$74,971	\$374,855	13	36	\$299,884
The Outpost 4-6	\$130,330	\$651,650	16	42	\$521,320
The Sinner's Prayer	\$155,720	\$778,600	32	67	\$622,880
The Stepsister	\$67,926	\$200,000	14	48	\$132,074
Tim Timmerman, Hope of America	\$66,000	\$330,000	23	90	\$264,000
Two Little Hands 7-9 and ASL 101	\$94,082	\$470,410	150	20	\$376,328
Utah Prostart Teen Chef Master (TCM)	\$86,748	\$433,742	13	62	\$346,994
Waffle Street	\$395,680	\$1,582,720	24	105	\$1,187,040
War Pigs	\$140,000	\$700,000	18	48	\$560,000
Wild Horses	\$400,875	\$1,603,500	25	90	\$1,202,625
<b>31 Projects</b>	<b>\$17,114,392</b>	<b>\$70,204,875</b>	<b>1077</b>	<b>2001</b>	<b>\$53,090,483</b>

\*Economic Impact is project spend minus the incentive amount.

### BLOOD & OIL - Network Television Series

*Blood & Oil* marks the first network series filmed in Utah in over 10 years. The ABC produced television series began production in March, 2015 on the pilot episode and began filming an additional 12 episodes in July, 2015.

Shooting in Huntsville, Midvale, Ogden, Park City and Oakley, the production is projected to spend over \$33 million dollars in the state and is expected to hire over 200 cast and crew. The series is based at the new Park City Film Studios for stage work and production offices.

Airing on the primetime schedule in the fall of 2015, *Blood & Oil* stars Chase Crawford and Rebecca Rittenhouse as a young couple trying to take advantage of the largest oil boom in the country. Also starring is Don Johnson - who also serves as executive producer of the series.



On the set of *Blood & Oil* in Oakley, Disney-ABC Television Group

### BEING CHARLIE - Independent Feature

*Being Charlie*, directed by Academy Award nominated and Emmy Award winner, Rob Reiner (*The Princess Bride, A Few Good Men*) started principal photography in April, 2014. The film was written by Nick Reiner, Rob Reiner's son, and stars Nick Robinson, Cary Elwes and Susan Misner.

*Being Charlie* filmed across the Wasatch Front and hired 145 cast and crew, spending \$1.2 million in the state. It has an anticipated theatrical release of December 2015.



The set of *Being Charlie* filming in Salt Lake City, directed by Rob Reiner

### Commercial Production

The MPIP assists in creating exposure to other production types including commercials. Commercials that film in Utah have a significant impact to the local industry. In 2015, 155 photo and video commercial projects came to the state, delivering an economic impact of \$7.8 million. Recognizable brands such as Apple, AT&T, Jeep, Microsoft and Ford filmed their commercials across the state, many in rural areas.



### Film Destination

Utah remains a prominent film production destination in the western states region. The MPIP is an integral part of the strategies for increasing production in the state. That, along with local professional crew, talent, support services and the diverse beauty of Utah, will sustain the motion picture and television industry in the state.

*On the set of a Toyo tires commercial filming in Salt Lake City, York/Blvd Productions*



*Wild Horses* filming in Riverton, directed by Robert Duvall



For additional information about the Utah Film Commission visit [film.utah.gov](http://film.utah.gov) or contact **Virginia Pearce**, Director at 801-538-8740

### OVERVIEW

#### U.C.A. 63N-7

The mission of the Utah Office of Tourism (UOT) is to promote Utah tourism to out-of-state travelers and to promote tourism-based economic development and quality of life in Utah. To advance these goals, UOT runs year-round marketing, public relations and travel trade programs to inspire domestic and international visitors to visit Utah and also provides the planning information travelers need for a successful trip.

In 2014, travelers to Utah spent \$7.8 billion, generating \$1.07 billion in state and local tax revenues and supporting an estimated 137,192 jobs statewide. Key drivers are UOT's two marketing campaigns, the three-season The Mighty 5® national parks campaign and a new ski campaign, Find Your Greatest®, which uses six Utah ambassadors to personalize Utah's ski and snowboard experiences. Our market research and strategic planning target the geographic locations and consumer segments with the greatest potential economic value to the state.

FY2015 marked an important year for UOT's international marketing, with new in-market representatives in Australia, China, Canada and Germany. International marketing is done in collaboration with Brand USA, a national public/private partnership that promotes the United States to international visitors. Brand USA provides a 15–100 percent financial match to our international marketing expenditures, allowing UOT to reach a larger audience at a lower cost.

Domestic public relations continued to focus on earned media coverage in 100 top travel and lifestyle publications. Some 60 articles were placed in the top 50 publications and 90 articles within our top 100 publications. UOT's own communications channels, website, social media, e-newsletter and publications saw significant growth and renewal. Everything from the complete relaunch of the consumer website, [www.visitutah.com](http://www.visitutah.com)—which, since launch, has seen a 667 percent increase in mobile site visitors over the prior year—to UOT's fastest-growing social channel, Instagram, which posted 10x growth in followers in FY2015, shows significant growth in UOT's reach.

This year UOT also launched a new rural tourism initiative, dubbed "Rourism." Tourism marketing guru Roger Brooks is leading the intensive yearlong program. Brooks is helping local leadership of four pilot counties—Box Elder, Daggett, Emery and Kane—identify their top tourism attractions, focus their marketing efforts and build stakeholder support for expanding their tourism economies in their respective counties.

## **Tourism Marketing Performance Fund Allocation**

*U.C.A. 63N-7-301*

UOT's primary source of funding is the Tourism Marketing Performance Fund (TMPF), which requires performance—an increase in tourism-related tax revenues—before funding increases are considered. Each year that tourism-related tax revenues exceed their growth targets, UOT is eligible for a \$3 million increase in the TMPF. The final budget is set annually by the Utah State Legislature. Legislators allocated \$15 million to UOT in FY2015 and \$18 million in FY2016.

The Legislature structured the TMPF to allocate 10 percent of the fund directly to the Utah Sports Commission to attract major sporting events to the state. Twenty percent funds a cooperative marketing program allowing nonprofit Destination Marketing Organizations (DMOs), Convention and Visitors Bureaus (CVBs) and other nonprofits to expand their out-of-state marketing efforts through a 1:1 dollar match with UOT. The remaining 70 percent of the TMPF funds UOT's integrated marketing and communication efforts, including public relations, social media, website and event sponsorships. New this year was a cafeteria plan within the co-op fund that provided several domestic and international à la carte marketing opportunities for partners. This made it easier for partners with smaller budgets to easily participate in UOT's co-op program and for others to take the first step in marketing their destination internationally.

## **Multichannel Marketing & Promotion**

To maximize the effectiveness of the TMPF marketing budget, UOT focuses its marketing campaigns on proven markets. Winter markets include Los Angeles, New York, Boston and San Diego. Three-season Mighty 5® ads ran on national cable television and digital sites, with spot market ads in Los Angeles, Denver, Phoenix, and Las Vegas.

Additionally, UOT works with a national public relations firm to secure valuable earned media coverage in national print, television and online publications such as *Sunset*, *Mountain* magazine, *USA Today*, *National Geographic Adventure* and the *Houston Chronicle*.

International tourism is a critical component of Utah's tourism economy. International visitors stay longer and spend more. Top markets include Canada, China, France, Germany, the United Kingdom, Australia, Brazil and Mexico. To support robust international visitation, UOT has representatives in Germany, France, the U.K., China, Australia and Canada. Our comprehensive travel trade program creates continued increases in year-round international visitation.

UOT's marketing and communications strategies provide integrated, comprehensive and multifaceted promotions to inspire new and returning visitors to plan their vacations in Utah.

**Tourism Marketing and Performance Fund (TMPF)****FY 2015 • Original Appropriation \$15.0 million**

• Co-Op Marketing (20%) . . . . .	\$3,000,000
• Sports Commission (10%) . . . . .	\$1,500,000
• Advertising (70%) . . . . .	\$10,500,000
– Three-Season . . . . .	\$6,825,000
– Winter . . . . .	\$3,675,000

**Advertising Campaigns****Three-Season 2014**

Economic Impact . . . . .	\$591 million
Tax Revenue . . . . .	\$47.0 million
State ROI (per \$1 spent) . . . . .	\$6.82
Local ROI (per \$1 spent) . . . . .	\$4.72

**Winter 2014-15**

Economic Impact . . . . .	\$198 million
Tax Revenue . . . . .	\$9.3 million
State ROI (per \$1 spent) . . . . .	\$3.26
Local ROI (per \$1 spent) . . . . .	\$2.26

**AGENCY HIGHLIGHTS****The Mighty 5® ad campaign generates 16 percent increase in ROI**

Strategic Marketing and Research Inc. (SMARI) found in their annual ad effectiveness study that the second year of the campaign resulted in an incremental increase of 533,201 new trips to Utah, generating more than \$649 million in traveler spending. This travel activity resulted in a 16 percent increase in return on investment over the prior year for total spending, state and local tax revenues.

**Visitation to The Mighty 5® increases 14.3 percent**

Visitation to Utah's Mighty 5® National Parks continues to climb, with 14.3 percent growth this year. Visitation increased at Utah's eight other National Park Service-managed lands, including Glen Canyon N.R.A. (16.2 percent) and Golden Spike (11.2 percent).

### **The Mighty 5® receives national awards**

In addition to driving business to Utah, The Mighty 5® campaign received prestigious industry accolades. Two U.S. Travel Mercury Awards recognized The Mighty 5® for Best TV Commercial and Best Integrated Campaign. The Mercury Award is considered to be the Academy Award for the tourism industry. The Mighty 5® also received a Platinum Adrian award for Integrated Marketing Campaign. Only 27 of more than 1000 entries nationwide received Platinum recognition.

### **UOT launches new Find Your Greatest® ski campaign**

UOT's new integrated campaign showcases the experiences destination skiers can have on The Greatest Snow On Earth® through the recommendation of six prominent Utah locals. The campaign includes pro skier Sierra Quitequit, Backcountry.com CEO Jill Layfield and Utah Jazz legend Karl Malone. The ads expand Utah's ski storytelling to include luxury at St. Regis hotel, a snowboard-to-nightlife experience in Salt Lake City and an airport-to-slopes story to highlight Utah's easy access. The campaign ran in Los Angeles, New York, Boston and San Diego.

### **Debut of Rourism — Rural Economic Development Through Tourism**

To stimulate tourism-based economic development in rural counties, UOT developed and launched the Rourism program with four pilot counties: Box Elder, Daggett, Emery and Kane. The program incorporates a tourism development program led by acclaimed destination marketing consultant, Roger Brooks, to help local tourism and economic development leaders identify their county's core strengths, craft a branding campaign and garner the support of key community stakeholders. Graduates of the first Rourism program will be honored at the Utah Tourism Conference in October 2015.

### **Launch of new VisitUtah.com boosts website visitation dramatically**

In March, UOT unveiled a completely overhaul of its consumer website, [www.VisitUtah.com](http://www.VisitUtah.com). The website is built on a responsive web framework, allowing all website content to be viewed on mobile devices as well as desktop computers and tablets. Overall visits to the site between launch and the end of the fiscal year are up 58 percent, with visitors to the site viewing more pages per visit and returning more frequently compared to the prior year. Most notably, mobile visits to the new site are up 677 percent over the same time period last year.

### **Varela nominated for Tourism Director of The Year**

UOT's managing director, Vicki Varela, was nominated by her peers from the National Council of State Tourism Directors to be one of three finalists for State Tourism Director of the Year. The 2015 winner will be announced August 25 at the U.S. Travel Association's Educational Seminar for Tourism Organizations in Portland, OR.

### **STRUCK renewed as UOT's ad agency of record**

Following a comprehensive RFP process, UOT renewed current ad agency of record, STRUCK, for a five-year contract. STRUCK's creative team generated the concept and execution for the current Mighty 5® and Find Your Greatest® campaigns. Struck indicated in its proposal that the firm will continue to sub-contract with another Utah agency, Love Communications, for media buying services.

### **Content partnerships boost website content**

Through content partnerships with Rowman and Littlefield Publishing (creators of the popular Falcon Guidebooks) and outdoor-travel website Roots Rated, UOT added 300 new content items to the site. From the "Zion Family Guide" to "Green River Fly-Fishing: Getting Started on the A Section," this new content provides a more informational resource for prospective travelers and introduces them to new activities and opportunities in Utah.

### **Revamped travel guide receives high marks from travelers**

Travelers praised UOT's completely redesigned travel guide. It features curated customer comments on the best places in Utah for dining, outdoor adventure and culture, along with TripAdvisor traveler reviews for can't-miss Utah experiences. Some 84 percent of travel guide recipients rated the travel guide very or extremely useful in planning their trip. Similar numbers indicated it influenced the destinations visited on their trip.

**Cafeteria plan expands Utah's international reach:** The international portion of the cooperative marketing cafeteria allowed UOT to partner with 14 Utah county DMOs and Brand USA to broaden Utah's marketing reach abroad. UOT and county DMO partners pooled \$918,000 in marketing funds, which were matched with \$462,000 from Brand USA to create a \$1.38 million international marketing program.

**Geocaching encourages visitors to seek and stay:** Capitalizing on the rising popularity of Geocaching, a GPS-enabled "scavenger hunt," UOT partnered with local counties across the state and Geocaching.com to create the official Utah Geocaches.

When completed, this project will place five geocaches in each of Utah's 29 counties. Geocachers locate the caches on the Geocaching.com website, which provides geocachers with an approximate location for the cache. Inside the cache is a code for the geocacher to record and a small prize. When the 'cacher finds three of the five caches for a given county, they can redeem the codes at a designated location to receive a collectable county patch, designed by UOT. To date, 50 of the 145 caches have been placed across the state.

### Tourism by the Numbers 2014

Transient Room Tax . . . . .	\$44.8 million
National Parks Visits . . . . .	7.24 million
Nat. Monuments and Recreation Areas Visits . . . . .	5.36 million
State Parks Visits . . . . .	4.05 million
Skier Days 14/15 . . . . .	4.16 million
SLC Airport Arrivals . . . . .	21.14 million
VisitUtah.com UniqueVisits . . . . .	946,022
Welcome Center Visits* . . . . .	384,161
Travel Guides Delivered . . . . .	58,920

\*Not all state welcome centers have submitted complete visitation data

Source: Utah Tax Commission, National Park Service, SLC Airport, Ski Utah, UOT



For additional information about  
the Utah Office of Tourism, Film and Global Branding,  
go to [visitutah.com](http://visitutah.com) or contact  
**Vicki Varela**, Managing Director, at  
[vvarela@utah.gov](mailto:vvarela@utah.gov) or 801-538-3395

# Operations and Related Quality of Life Programs

Each GOED program plays an important role in supporting GOED's vision and mission. The agency administers more than 16 total programs, along with multiple ancillary programs and initiatives. It is through these programs that GOED is able to extend its reach statewide, promoting unprecedented collaboration and creating workable solutions. In addition, GOED enacts systems and procedures to ensure accuracy and efficiency. GOED's mission is to enhance quality of life in the state of Utah, and each of the following programs speak to that charge.



**Dr. Kimberly Henrie**  
Deputy Director



### OVERVIEW

#### U.C.A. 63N-12-301

The Utah Broadband Outreach Center is a state program focused on mapping available broadband services and working with broadband providers, communities and other stakeholders to promote the development of additional infrastructure in Utah.

The Utah Broadband Outreach Center supports the Governor's Office of Economic Development's mission to enhance quality of life by increasing Utah's revenue base and improving employment opportunities. Broadband plays a critical role in Utah's commercial growth and residential quality of life.

### The Utah Broadband Advisory Council

The Utah Broadband Outreach Center plays a key role in fulfilling GOED's mission objective to support and leverage both partner agencies and community leaders to create proactive, unique economic development solutions statewide. The Utah Broadband Advisory Council was formed in June 2011 and meets regularly to examine the condition of broadband adoption and deployment in the state of Utah. The council provides the Governor and Legislature with recommendations and policy guidance. Members of the council represent a diverse group of interests including economic development, state and local government, health care, education, libraries, transportation, public safety and tribal entities.

Going forward, the council will engage in targeted approaches to aggregate demand for broadband deployment and extend resources to improve broadband use and accessibility across the state.



*Since the I-15 Reconstruction Project surrounding the 2002 Olympics, UDOT has woven broadband into rights-of-way along state roads. The Center promotes similar infrastructure projects statewide.*

### The Utah Broadband Plan

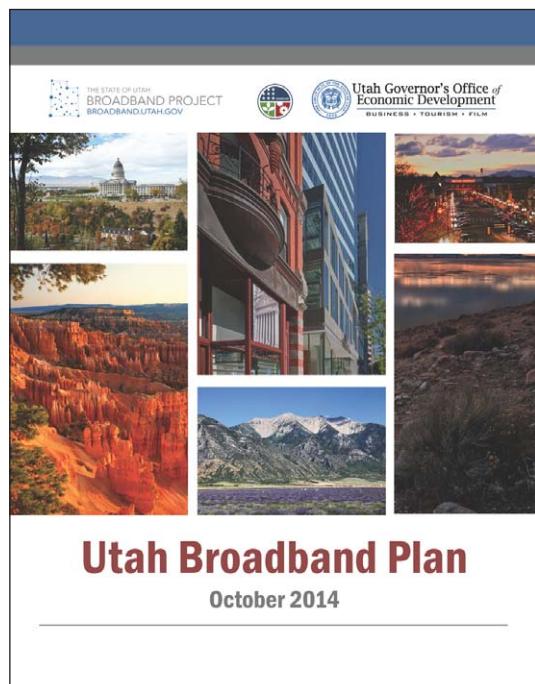
In October 2014, the outreach center published the Utah Broadband Plan, which is focused on monitoring, improving and promoting the economic health of both urban and rural communities and details strategies and key initiatives to help increase broadband deployment, adoption and connectivity throughout the state. The plan was developed based on feedback from cities, counties, broadband providers, libraries, health care institutions, Native American tribes, businesses and educational institutions. A copy of the plan can be found at <http://broadband.utah.gov/wp-content/uploads/2015/01/BroadbandPlan2014FINAL.pdf>.

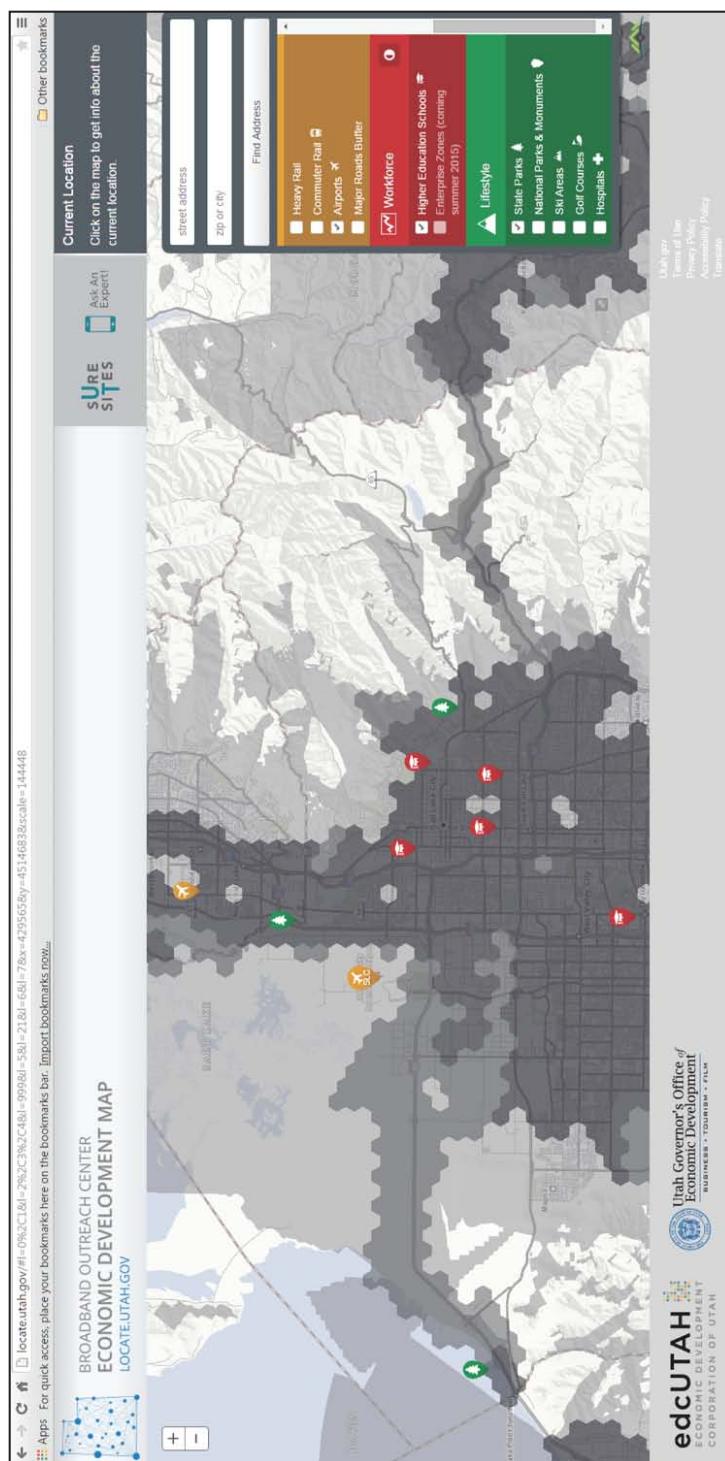
### Utah Broadband Mapping

The Utah Broadband Outreach Center works with providers throughout the state to collect data on the availability, speed, technology and coverage areas for residential and commercial broadband services. These services are a key element in attracting new investors and companies, while supporting the expansion of existing Utah businesses.

**Utah Broadband Map** - The state's residential broadband map, located at [broadband.utah.gov/map](http://broadband.utah.gov/map), allows users to view services available at an address, a city, a county or a legislative district. The information can be filtered by speed, provider and technology type.

**Locate.utah.gov** - This site allows users to explore the state's broadband availability, utility information, transportation, workforce and lifestyle features. It also allows developers to evaluate potential locations and print customized reports with detailed summaries of available infrastructure.





*In September 2015, locate.utah.gov received a Digital Government Achievement Award in the government to business category.*

## Utah Broadband Outreach Center

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### Utah Broadband Accolades

Akamai's First Quarter 2015 State of the Internet report cited Utah as the fastest average Internet connection speed in the West. Utah was ranked No. 4 overall. Utah also ranks fifteenth in the world for peak broadband speeds.

In August 2014, Governing Magazine ranked Utah the most Mobile-Friendly Government because of the number of government services available on mobile devices.

In September 2015, [locate.utah.gov](http://locate.utah.gov) received a Digital Government Achievement Award in the government to business category.



*UDOT has woven broadband into rights-of-way along state roads.*



For additional information about the Utah Broadband Outreach Center, visit [broadband.utah.gov](http://broadband.utah.gov) or contact Program Director **Kelleigh Cole** at [kcole@utah.gov](mailto:kcole@utah.gov) or 801-538-8831.

### OVERVIEW

#### U.C.A 63N-11-101

Avenue H is the small business health insurance solution that works. It offers insurance for small businesses with 1-50 eligible full-time employees. Avenue H provides a unique solution to small business employers and employees, allowing them a variety of health insurance choices while maintaining budget flexibility. Once employers register with Avenue H, they can easily manage their budget by defining a set dollar amount to contribute to each employee's health plan. Employees then shop online to select their own plan based on their own individual needs.



Avenue H provides 75 health care plans through three local medical carriers, Arches Health Plan, SelectHealth and UnitedHealthcare, along with six dental carriers and three health savings account (HSA) options. Employees can filter the variety of health plans by selecting preferences that are most important to them, narrowing down their options to find their ideal health care plan.

### Utah's Health Insurance Solution

Utah's approach to implementing the Affordable Care Act (ACA) is unique in comparison to the rest of the country. When the ACA was passed, it gave states three options for compliance: state-based exchange, state-federal partnership or federally facilitated exchange. In early 2013, Governor Gary R. Herbert proposed a different option to the U.S. Department of Health and Human Services (HHS). The Governor proposed a bifurcated approach that would allow the state to continue to run Avenue H as a certified health insurance marketplace (SHOP) for small businesses, leaving the federal government to create and implement a marketplace for individuals. HHS accepted Governor Herbert's proposal, and now "the Utah approach" is the official fourth option for compliance.



*Intermountain Medical Center, Murray UT*



Utah's option complies with the health reform law contained in the ACA, but also retains state control and flexibility. For instance, the state maintains oversight of qualified health plans and administration of Utah's Medicaid program through the existing in-state structure. The federal marketplace focuses on individual consumers and manages tax subsidies in compliance with the ACA. This is just another example of how Utah continues to be a leader in innovative solutions.

### **Small Businesses Offering Choice and Value**

Avenue H's current market is small businesses with 1-50 employees. This is because approximately half of the state's private workforce are employed at small businesses and small businesses represent nearly 98 percent of all employers. Small business owners value good employees, and one way for them to attract and retain their employees is to provide them with quality health insurance, which in turn helps their employees feel more secure and valued. Focusing on small businesses helps the greatest number of Utahns with the highest degree of efficiency.

In addition, Avenue H offers employees choice and value, allowing them the opportunity to really take ownership of their health care needs. Every person and family has their own priorities, and now employees can select their own plan based on those priorities. Avenue H has a total of 75 quality medical health plans provided by local, private health insurance companies. All medical plans offered on Avenue H meet the requirements of essential health benefits required under the ACA.

### **FY2015: Year In Review**

Participation exceeded more than 14,000 covered members in FY2015.

At the end of FY2010, the "beta testing" phase, Avenue H had 11 small business groups offering health benefits and health savings accounts (HSAs) to their

employees. By the end of FY2011, after its first full year of operation, Avenue H had grown to encompass 157 small business groups. Reporting FY2015 results, 14,047 members have coverage, comprised of 669 small businesses offering health benefits to 5,410 enrolled employees.

This past year, in October 2014, Avenue H hired Cicero Group to conduct a survey and focus group with brokers and small business employers located throughout the state. The results have been instrumental. Avenue H has capitalized on many of their findings and applied them to the goals and marketing strategy throughout the year. Some of these key findings include:

- 80% of small business owners call a broker when selecting new coverage
- 76% of employers view offering health insurance as important
- 75% of employees agree that they would have a better understanding of their health insurance plan if they choose it
- 74% of employers choose to enroll in Avenue H as a way to provide employee choice of health insurance plans

Feedback from the market research indicated that Avenue H needed to do more than a 30 second TV spot or billboard to educate and engage with their audiences. Some of these outcomes are demonstrated below.

**Brokers.** Over the past year Avenue H has trained more than 800 brokers, held broker round tables and kept them informed on the ACA and other influential current events.

**Testimonial Marketing Campaign.** Avenue H implemented a testimonial marketing campaign that included television and radio advertising and digital ads - driving viewers to the website to learn more about Avenue H and ultimately increase enrollment numbers.

**Website Update.** In April 2015, Avenue H launched a new website with an updated look and feel. It highlights individuals from the testimonial campaign, providing actual client experiences; in addition, the content was updated to be more clear and concise. The launch of the new website increased traffic to the site, especially with new visitors making up more than half of the website views.

**Business Development.** In August 2014, Avenue H added a business development resource to the team to educate and build relationships with brokers and small business owners in Utah. In addition to meeting with groups and employers to help them through the administration process, this resource has also built relationships throughout the community with chambers, business resource centers and small business development centers, improving the awareness and growth of Avenue H.

**Technology Enhancements.** This past year, Avenue H continued their focus on improvements to the consumer experience. For example, a plan comparison tool was developed giving employees the option to review and compare plans

being offered, making a more informed choice. Also, a credit card option was added, providing an additional payment choice for employers. And an automated renewal process was introduced which minimizes administrative work for Avenue H staff and employers.

**Nationally.** SHOP marketplaces have provided insurance to over 10,700 small businesses across the nation, as of May 2015. Marketplaces have allowed small businesses the opportunity to offer affordable health insurance to their employees. Of the states that provide health insurance marketplaces, Avenue H has remained at the forefront of the number of covered lives through their health insurance marketplace.



### Work in Progress

Effective January 1, 2016, Avenue H is on schedule to expand to mid-size groups of 50–100 employees, with the possibility of expanding to all large groups in 2017. This expansion will allow more employers to take advantage of the Avenue H competitive marketplace. Avenue H also continues to support Medicaid expansion alternatives and private insurance options in Utah.

### The Right Approach for the Future

Public and private health exchanges have the potential to reshape the employer sponsored health insurance market. Surveys have shown that approximately 33 percent of employers will move their group through the marketplace over the next 3-5 years. Employers want streamlined administration, lower costs, expanded choice and innovation. This supports the belief that marketplaces will be the best economic and value-added solution for employers.



For additional information about the  
Office of Consumer Health Services – Avenue H  
visit [business.utah.gov](http://business.utah.gov) or contact  
**Patty Conner**, at [pconner@utah.gov](mailto:pconner@utah.gov)  
or 801-201-0422

## OVERVIEW

GOED Marketing and Communications (MarComm) is the voice of Utah to the business world. Integrated marketing activities promote Utah as a premier global business destination and portray the state as a business friendly place where companies can grow and prosper. We also highlight Utah as a prime location for company relocation and expansion, particularly in high-growth industry clusters. GOED MarComm's efforts build awareness of GOED services for in-state businesses including international market opportunities.

Major focus areas include: clusters, corporate recruitment and relations, in-state business services, online/general marketing and global branding. Tactical promotional tools range from print and online advertising, social media, events, sponsorships and related public relations.

The MarComm team serves as an in-house “job shop” supporting other GOED departments and their public awareness and promotional needs.

## In Fiscal Year 2015:

### Public Relations

The team issued 105 press releases for the year, with one third of this number focused on incentives activity. Accolades, international activities, and major events were other significant topic areas.



*Governor Herbert poses with GOED's Vicki Varela and key leaders and stakeholders at the July 2015 Governor's Tourism Roundtable.*

More than 100 interview requests were addressed, that resulted in coverage in the New York Times, the Economist, local Utah TV stations and more. The team orchestrated several press events including Daylight Saving Time, Zenefits, U.S. Chamber of Commerce and Thumbtack. In addition, the team placed six articles and 10 advertorial pieces in various publications such as special sections in Forbes and Site Selection.

### Events

MarComm supported 60 conferences and exhibits throughout the year, including signature events such as the Governor's Economic Summit, Outdoor Recreation Summit, Utah Global Forum, Governor's Women in Business roundtable, and Venture Capital Conference. In aggregate these events reached audiences in excess of 40,000.

### Online Marketing

To support transparency as well as awareness efforts, GOED MarComm maintains active web, social media and email communication channels. The business.utah.gov website, which includes searchable databases for corporate recruitment and an up-to-date news room, anchors these efforts.



*Chris Warner, mountaineer and CEO of Earth Treks Climbing, delivers the keynote presentation at the 2015 Governor's Economic Summit.*

Web visitors increased approximately 11 percent year over the year from 127,135 in FY2014 to 141,134 in FY2015. Page views were essentially unchanged, at 372,046 in FY2014 vs. 371,226 in FY2015.

Through an increased use of “promoted posts,” social media followers increased 61 percent year over year from 5,450 in June 2014 to 8,467 in June 2015. An average of 42 posts/tweets a month promoted events and services, and highlighted trends and economic accolades.

Monthly emails to general business and software/IT contacts (approximately 8,300 contacts all told) extended awareness-building efforts. The Governor’s Utah Business Ambassadors (UBA) program contact list expanded from 448 in FY2014 to 556 in FY2015, and recipients received monthly emails throughout the year.

## **Clusters**

The team was instrumental in supporting the launch of cluster initiatives such as the Utah Aerospace Pathways Program, the Utah Search and Rescue Assistance card, the Utah Broadband Outreach Center’s [locate.utah.gov](http://locate.utah.gov) website, and Technology Commercialization and Innovation Program promotion.

## **Corporate Recruitment**

Through variety of promotional efforts, MarComm assisted GOED’s recruitment partner, the Economic Development Corporation of Utah (EDCU), in engaging with large companies and site selection consultants. These included development and placement of 21 print ads including a Forbes special section. On the event side, GOED Business Marketing collaborated with EDCU at major trade shows including ICSC (retail), AUVSI (aerospace/defense), SAMPE (advanced composites) and site selection consultants (IAMC).

GOED print and online advertising generated 155 inquiries – more than double the prior year’s 75 leads. These inquiries were passed to EDCU and related offices for evaluation.

## **In-state Business Services**

Eight print and two radio ads with Utah-based publications and stations promoted Business Resource Centers and other GOED services. A total of 28 sponsorships drove awareness with stakeholders and out-of-state business visitors. Key efforts included the Utah Technology Council, Sundance Film Festival activities, Utah Private Equity Summit, Wayne Brown Institute and Utah Hispanic Chamber of Commerce.

In addition, the team produced 100 GOED senior management public presentations to local business and community groups. These presentations routinely cover the range of services GOED offers.

### Global Branding

Working with the Salt Lake City office of MRM//McMann, Marketing Communications developed an IT talent recruitment campaign launched in July 2015. The campaign includes digital ads, a landing page, video, public relations and social media.

### Internal Support

Throughout the fiscal year, the MarComm team provided design, event and communications support to 16 different GOED programs. This activity represents more than 400 individual requests.



*Larry Coughlin, general manager of Boeing Salt Lake, speaks at the launch event for the Utah Aerospace Pathways program, September 24, 2015.*



For additional information about the Business Marketing Initiative visit [business.utah.gov](http://business.utah.gov) or contact **Michael O'Malley**, Business Marketing Director, at [momalley@utah.gov](mailto:momalley@utah.gov) or 801-538-8879



For additional information about internal and external communications, contact **Michael Sullivan**, Director of Communications [mgsullivan@utah.gov](mailto:mgsullivan@utah.gov) or 801-538-8811

## **OVERVIEW**

### **U.C.A. 63N-9**

The Office of Outdoor Recreation (OOR) is housed in the Governor's Office of Economic Development and embodies the state's ongoing commitment to the recreation economy, its products and services. The Office of Outdoor Recreation works to promote Utah as the top state for the outdoor products and recreation industries and develops outdoor recreation as part of the state's economy. OOR works diligently to ensure that outdoor recreation in Utah's diverse and beautiful landscape continues to enhance the quality of life for generations to come.

OOR endeavors to capitalize on the growth in the outdoor industry in a way that plays to Utah's natural beauty and unique strengths. An Outdoor Industry Association study notes that for every dollar spent purchasing outdoor equipment, the user will spend four dollars creating an experience with the product. The office strives to bring more outdoor product industry companies to Utah, providing manufacturing, sales and distribution jobs to the state.

On top of all of this, OOR showcases Utah as a world-class outdoor recreation destination, working with both rural and urban communities to build high quality recreation infrastructure.

### **FY 2015 Highlights:**

The Office of Outdoor Recreation held its second annual **Outdoor Recreation Summit** on March 3, 2015 at the Salt Palace Convention Center. The summit provided a forum to actively discuss a number of issues surrounding Utah's outdoor recreation and outdoor industry. The attendees enjoyed hearing from Governor Gary R. Herbert, Jerry Stritzke, CEO of REI, mountaineer Chris Warner, Stacy Bare, 2014 National Geographic Adventurer of the Year, and many other world-class thought leaders and outdoor recreation advocates. Over five hundred people attended the summit which included not only the outdoor industry, but representatives from Utah's counties, various communities, and user groups, as well as state and federal land management agencies.

The Office of Outdoor Recreation formed the **Waypoint Grant** program, a pilot program which makes grant money available with a 50/50 match to communities around the state of Utah. The Waypoint Grant is to be used for the building of outdoor recreation infrastructure and the funding comes from the Industrial Assistance Fund (IAF). HB 129 made possible the additional recreation infrastructure development throughout the state via this program which will be administered by the Governor's Office of Economic Development.

## Office of Outdoor Recreation

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The office became concerned about the financial burden of county Search and Rescue teams incurred after rescuing outdoor recreationists in the backcountry. The office conducted extensive research on best practices in the U.S. and determined the best solution would be to create an additional funding source with the sale of special cards to outdoor enthusiasts. The Utah legislature passed HB 324, which created the Utah Search and Rescue Assistance (USARA) card program. The proceeds from the sale of the USARA card will go to the Search and Rescue Assistance Fund, which has been administered by the Search and Rescue Advisory Board and the Department of Emergency Management. The purchase of the card is voluntary, but it exempts card holders from being billed for the costs of their rescue and provides the needed funds for county search and rescue teams across Utah. The cards will be available on the USARA website at *Rescue.utah.gov*

The Office of Outdoor Recreation worked with Salt Lake County and Salt Lake City to extend the **Outdoor Retailer Show** to 2018 by working together to approve incentives. These incentives allow the shows, which are the state's biggest conventions, to expand as they have outgrown the Calvin L. Rampton Salt Palace Convention Center. The economic impact of the shows is significant. University of Utah's Bureau of Economic and Business Research (BEBR) estimates the average Outdoor Retailer delegate spends \$923 while attending the Summer or Winter Market shows in Salt Lake City. Since 1996, when the Outdoor Retailer Show moved to Salt Lake City, direct delegate spending by attendees has totaled more



*The 2015 Summer Outdoor Retailer Show at the Salt Palace.*



*Lifetime Products outdoor booth at the 2015 Outdoor Demo Day.*

than \$468 million and generated approximately \$43.6 million in city, county and state taxes, according to BEBR.

Salt Lake City-based **Black Diamond**, a manufacturer of equipment and clothing for climbing, skiing and mountain sports will be expanding its operations in Utah. Black Diamond will be “re-shoring” by bringing outsourced jobs from China back to the state, making a capital investment of \$7.7 million and adding up to 160 jobs over the next seven years.

**Osprey Packs**, a leading manufacturer of high performance outdoor, cycling and travel packs opened their new 108,000-square foot distribution warehouse in Ogden. The Colorado-based company said that the new location will be more convenient and efficient with its access to the rail system for distribution.

**Armada**, a leading privately held North American ski company, moved its new global headquarters to Park City. The new headquarters will house a research and development center, warehousing/distribution, and a showroom. With world class skiing nearby, the company will produce and test its prototypes at the new location. Armada designs, markets and distributes innovative and premium quality skis, poles, technical outerwear, clothing, accessories and related projects. Armada indicated they would be creating 56 new jobs at their Summit County location over the next 8 years.

**Vista Outdoor** is a new standalone publicly-traded outdoor sports and recreation company with its new corporate headquarters in Davis County. It had

## Office of Outdoor Recreation

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previously operated as a sporting group within ATK and owns more than 30 well-known outdoor brands. Vista Outdoors felt that Utah was a perfect fit to locate its corporate headquarters because of the state's combination of outstanding business environment talented workforce, great quality of life and because it was "an epicenter for individual outdoor recreation."



For additional information about the Utah Outdoor Recreation Office visit [www.business.utah.gov](http://www.business.utah.gov) or contact Director **Brad Petersen** at [bradp@utah.gov](mailto:bradp@utah.gov) or 801-538-8873

### OVERVIEW

#### 63N-10

The Pete Suazo Utah Athletic Commission (PSUAC) was established when the Utah Professional Athletic Commission Act became law in July 2001. The five-member Commission, appointed by the Governor and Legislature, regulates professional boxing and other amateur and professional unarmed combat sports including boxing, kickboxing and mixed martial arts (MMA). Promoters, managers, contestants, seconds, referees and judges are licensed under the Act and subsequent statute revisions and rules. Fees are intended to help mitigate the cost of protecting the health and welfare of contestants and regulating events within the state.

The commission is named after the late Utah State Senator Eliud "Pete" Suazo. Pete Suazo was an advocate for youth and minorities in the state and a boxing enthusiast. More information about Senator Suazo's life can be found in the article "*La Voz de los Otros: An Overview of the Life and Career of Eliud "Pete" Suazo, Utah's First Hispanic State Senator, 1951-2001*", written by Jorge Iber and published in the Spring 2008 *Utah Historical Quarterly*.

The PSUAC regulates and oversees about 50 unarmed combat events per year. Attendance at these events varies from about 200 spectators to over 2,000 spectators attending large events. The vast majority of unarmed combat events held in Utah are MMA.

There are nearly a dozen Utah resident MMA athletes now successfully competing in the Ultimate Fighting Championship (UFC), Ultimate Fighter and other nationally acclaimed promotions. In May 2015, Utah received national media coverage for the Charity Vision Fight Night "Evander Holyfield vs. Mitt Romney" black tie fundraiser in Salt Lake City, which raised over \$1 million to restore sight to individuals throughout the world.



Photo by Rob Norbitt TheInfiniteMachine.com

## Pete Suazo Utah Athletic Commission

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Photos by Rob Norbutt  
[TheInfiniteMachine.com](http://TheInfiniteMachine.com)

*Holyfield vs. Romney*



For additional information about the  
Pete Suazo Utah Athletic Commission,  
visit [www.business.utah.gov](http://www.business.utah.gov) or contact  
**Bill Colbert**, Commission Director, at  
[bcolbert@utah.gov](mailto:bcolbert@utah.gov) or 801-538-8876.

## **OVERVIEW**

### **U.C.A. 63N-12-201**

The STEM (Science, Technology, Engineering and Math) Action Center prioritizes STEM education, which works to develop Utah's workforce of the future.

The program drives research and implementation of STEM education best practices across Utah by coordinating STEM-related activities, creating and supporting STEM education, facilitating educator access to education tools, and aligning public STEM education with higher-education STEM activities. In order to advance STEM initiatives, the STEM Action Center Board will use legislative funding to oversee several projects that align with K-12 education and support the Utah State Office of Education and higher education partners.

These programs address issues that support outreach, recruitment, retention and student achievement. Additionally, the STEM Action Center will align technology and innovation with industry needs and higher education initiatives to ensure development of the future workforce. This will be a safeguard to the state's economic prosperity by ensuring there is a workforce ready to take on the high-quality and high-paying STEM related careers.

The following projects are part of the STEM Action Center's portfolio, in partnership with the Utah State Office of Education, the Utah System of Higher Education and industry:

- Providing innovative approaches to professional development for K-12 educators
- Creating an elementary STEM endorsement
- Improving Career and Technical Education programming
- Deploying digital learning math tools in K-12 classrooms
- Supporting industry-recognized STEM certification for high school students
- Implementing a STEM School Designation Certification for STEM schools
- Helping educators and students engage with STEM subjects through hands-on activities

### K-12 Math Initiative

The Utah State Legislature, through UCA 63M-1-3205 has provided \$13.5 Million for the STEM Action Center to purchase supplemental math software for Utah classrooms. The grant is for use in kindergarten through twelfth grade. Public charter schools and school districts had the opportunity to apply for use of the math software in the summer of 2014 and are involved in a 2-year project. Grant awardees will be able to use the math technology from the approved list of ten product providers as a supplement or intervention to compliment a school's current math curriculum. The grant program evaluation will be conducted by Utah State University, Dr. Sarah Brasiel (Instructional Technology and Learning Sciences Department) and the evaluation will be primarily looking at student mathematics achievement on the end of year SAGE state assessment.

### Middle School Applied Science Technology

The applied science technology program targets middle school applied science, specifically 7th and 8th grade Career and Technical Education (CTE) courses. Four product providers were selected to provide curriculum materials and hands on activities related to engineering, applied science, and information technology. Contracts were finalized in October and Professional Development occurred in November and December of 2014. Districts and schools are in the planning stages for implementation starting spring 2015. Currently 45,954 licenses have been distributed.



*STEM Utah Corporate Soccer Tournament, September 22, 2014.*

## **STEM Professional Learning**

The STEM Action Center, working in partnership with the Utah State Office of Education, has implemented the STEM Professional Learning Project. A video-based, online platform is being used to bring high quality instruction and online professional learning communities to Utah educators. A unique feature of this professional learning opportunity lies in the fact that the program includes videos of exemplary UTAH teachers that are using best practices in their STEM instruction. The content and focus of the videos is aligned to the Utah Core in STEM to ensure sustainability. Teacher training for the use of the products is underway and reaching nearly 18,000 teachers in Utah. Implementation will begin in spring 2015 and continue through the next few years.

## **Elementary STEM Endorsement**

There is \$1.5 million in funding allocated to support teachers to participate in a newly developed STEM endorsement program, through the Utah State Office of Education. Awards have been made to Institutes of Higher Education (IHEs) and districts across the state who responded to a request for proposals to develop STEM endorsement programs at their institutions to be offered to teachers. Each award was \$100,000 per year for 2 years to serve 332 teachers in cohort 1. The Center will assess long term outcomes of participation in the endorsement program on the performance of the teacher's students on the SAGE state assessment beginning with data from the 2015-16 school year.

## **STEM Schools Designation**

The Utah STEM Schools Designation Program was developed to define the criteria and elements necessary for a school to create a comprehensive STEM learning environment for their students. The STEM schools designation program will allow schools to engage in discussions with faculty and community partners around STEM education as a lens for strong instruction for students to prepare them for college and career readiness. The designation also serves as an indicator for members of the public who are looking for STEM school experiences in Utah K-12 education.

## **High School STEM Certification**

It is becoming critical for students to gain early opportunities to education in key STEM occupations. Students need access to education that helps them to gain early employment and companies are in desperate need for STEM talent. The High School STEM Certification Program provides resources to schools and districts to create new or expand capacity on existing STEM certification pathways that address high demand STEM jobs in their communities. These certifications can include resources such as much-needed equipment or supplies, support for the creation of new curriculum materials and activities that support hands-on,

## **STEM Action Center**

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engaged instruction, support for internships and professional development for educators to enhance instruction in these new or existing certification pathways.

### **STEM Fairs, Camps and Competitions**

The STEM Action Center helped to increase student participation in fairs, camps and competitions that support STEM education and economic growth in Utah.

Participation in these activities has been a vital component in motivating and assisting students into STEM career pathways. Our office awarded \$391,000 in post-performance grants to over 2,400 K-12 Utah students who detailed their participation in any Utah STEM events.

### **STEM Classroom Grant**

The PreK-12 Classroom Grant was created to support educator creativity while teaching the subjects of science, technology, engineering and mathematics (STEM). Awards are granted to innovative and creative projects that improve student understanding and experience. In 2015, the STEM Action Center awarded \$148,000 to Utah classrooms that will impact more than 17,000 students.

### **Industry Engagement**

A critical component of the STEM Action Center's strategic plan is to increase industry engagement. The Center has promoted industry involvement within STEM programs and has been actively involved in the STEM media and marketing campaign. The campaign is a partnership with Comcast and numerous private companies to help "change the hearts and minds" of the community.



*More than 13,500 7th and 8th graders attended the first annual STEM FEST at Utah Valley University's UCCU Center.*

Since the launch of the STEM Utah media campaign in January 2014 this group has contributed a total of \$2,613,885 in cash, products and services and have pledged a likewise total of \$500,000 through 2015.

The STEM Action Center is currently working with industry to build a website and phone application called STEM Match. The application gives teachers and industry the ability to easily connect to each other. Teachers will be able to access industry to help them with STEM-related projects (i.e. helping to teach a difficult STEM subject in the classroom, garnering industry participating in STEM events, fairs and competitions, etc.).

### **Marketing STEM Across the State**

The STEM Action Center has worked in numerous ways to grow STEM across the state including building a robust website, participating and sponsoring numerous STEM-related events, targeting STEM audiences through email marketing and strategic social media engagement.

The STEM Action Center website is the state's STEM hub. Events, news and STEM opportunities shared with the STEM Action Center by educators and industry are consistently shared on the website. Information on grant opportunities and engaging STEM videos are also available on the website.

The STEM Action Center has participated in numerous events across the state and has sponsored close to a dozen. Events directly related to the STEM Action Center include:

- **STEM Utah Corporate Soccer Tournament:** Industry participated in a soccer tournament on September 22 in a joint effort to support marketing the study of science, technology, engineering and math (STEM) to Utah's school population.
- **STEM Statewide School Assembly Broadcast:** The Utah STEM Coalition hosted a school assembly designed to inspire students on the value of STEM education. The event was broadcasted statewide. Three hundred attended the event at Olympus High School and several thousand students were able to watch the broadcast from their classrooms on October 21.
- **Utah STEM Fest:** The Center partnered with Utah's STEM industry to put on the first statewide STEM Fest from March 25-27 at Utah Valley University's UCCU Center. More than 13,500 7th and 8th graders throughout the state attended. The event was opened to the public on Friday evening with approximately 4,000 additional attendees
- **STEM Innovation Awards:** With more than 400 industry leaders and government officials in attendance, the STEM Action Center held their first STEM Innovation Awards in partnership with Utah Technology Council at their annual Utah Innovation Awards luncheon on Thursday, April 30, 2015.

## STEM Action Center

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- **STEM Best Practices Conference:** The Utah STEM Action Center held a STEM Best Practices Conference from June 22-23 at Thanksgiving Point's Garden Center with more than 200 educators and industry members in attendance.

### **The STEM Action Center Board for 2014 was comprised of:**

- Jeffery R. Nelson, President and CEO, Nelson Laboratories, Chairman
- Val Hale, Executive Director, Governor's Office of Economic Development, Vice Chair
- Robert Brems, President, Utah College of Applied Technology
- Blair Carruth, Assistant Commissioner for Academic Affairs, Utah System of Higher Education
- Norm LeClair, Chief, Workforce Development Branch, Hill Air Force Base
- Gene Levinzon, Managing Director, Goldman Sachs
- Stan Lockhart, Government Affairs Manager, IM Flash Technologies
- Brad Smith, Superintendent, State Board of Education
- Richard Nelson, President and CEO, Utah Technology Council
- Tami Pyfer, Director of Education, Governor's Office
- Bert VanderHeiden, Vice President of Aerospace Structures, ATK
- Reza Jalili, Senior Vice President and General Manager, Digital Marketing, Adobe
- Mark Huntsman, Senior Vice President, Sunrise Engineering, Inc. and Utah State Board of Education member

*STEM Action Center Executive Director Tami Goetz (left) stands with first annual STEM Innovation Awards recipients.*



For additional information about the STEM Action Center visit [STEM.utah.gov](http://STEM.utah.gov) or contact **Sue Redington**, Program Director at [sredington@utah.gov](mailto:sredington@utah.gov) or 801-538-8697

# Partners



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

### OVERVIEW

#### U.C.A 63N-1-501

The Governor's Economic Council (GEC) is a public-private partnership that works at coordinating the economic development activities that take place every day throughout the state. Council membership is based on each appointee's leadership at economic development organizations throughout Utah. GEC members focus on forging and maintaining unprecedented partnerships between business and government to coordinate public and private efforts and further develop Utah's growing economy.

An efficient transportation system is the backbone of a strong economy and a main focus for GEC. Utah's Unified Transportation Plan works to meet the transportation challenges of a growing state for the next 30 years. This plan encompasses the maintenance and expansion of roadways, public transportation, bicycle and pedestrian networks and freight intermodal connections. Currently, more transportation research is being done and a budget is being developed. The plan will be implemented as soon as the budget is approved and funding is acquired.

### Council Members

**Q. Val Hale**, Chair  
Executive Director, GOED

**Mel Lavitt**, Needham & Co.  
Board Chair, GOED Business and Economic Development Board

**Greg Bell**, Utah Hospital Association  
Board Chair, USTAR Governing Authority

**Steve Styler**, Co-Chair, Governor's Rural Partnership Board

**D. Scott Peterson**, Board Chair, Utah Capital Investment Corporation for the Utah Fund of Funds

**Scott Anderson**, Zions Bank  
Board Chair, World Trade Center Utah

**Eric Isom**, Century Link  
Board Chair, EDCUtah

#### *At Large*

**Randy Shumway**  
President, Cicero Group

**Pat Richards**  
Board Chair, Utah Symphony

**Rob Behunin**  
VP of Commercialization & Regional Development  
Utah State University

**Natalie Gochnour**  
Associate Dean, David S. Eccles School of Business

### Overview

The Economic Development Corporation of Utah (EDCUtah) is an investor-based public-private partnership that works with government and private industry to bring quality job growth and increased capital investment to Utah. EDCUtah assists in-state companies with expansion and recruits out-of-state companies to relocate to Utah. EDCUtah accomplishes its mission by providing companies with comprehensive economic data as well as access to key public and private contacts. EDCUtah serves as the point-of-contact for companies considering a move to Utah.



EDCUtah partners with GOED to handle the state's business recruitment efforts. This strong partnership has proven to be very successful in recruiting businesses to Utah and links state government with local government and the private sector in a seamless manner. Businesses that visit Utah report that they are impressed with the level of collaboration they experience as they work with the state and local economic development organizations. These efforts help GOED meet their goal of improving and promoting the economic health of both urban and rural communities.

### Jobs Created and Retained

During FY2015, 39 companies announced decisions to relocate or expand in Utah, which will add 8,402 new jobs, retain another 5,732 jobs and create capital investments totaling \$851.4 million when completed. Here's a breakdown:

Jobs to be Created	8,402
Jobs Retained	5,732
Capital Investment	\$851.4 billion
Square-footage	3.5 million
Headquarters Relocations	13

### Business Recruitment

Over the past year, EDCUtah continued to ramp up its global business development efforts. As part of our efforts, we engaged in outreach to industry and site selectors in 15 markets across the country. We researched nearly 800 companies and made outreach attempts to more than 400 of them. Our team succeeded in converting 30 of these companies into viable project leads that we continue to work today.



*EDC Utah and GOED reps attend the Proofpoint grand opening.*

EDCUtah also conducted business development recruiting trips, meeting with company executives and site selectors in Northern and Southern California, Washington and New York. GOED leaders joined EDCUtah in meeting with companies considering a potential relocation to Utah. In these meetings, the team developed lasting relationships with senior managers that will lead to future projects. Over the next 12-18 months, EDCUtah will continue to work closely with these companies as they contemplate their expansion plans. Other meetings laid the ground work for long-term relationships that may take years to pay off. One of the many benefits of having a low unemployment rate in Utah is that it allows us to be more selective in our recruiting efforts. We want to fill 100 percent of our economic development capacity, but with the right 100 percent. These targeted recruiting trips are just one way that GOED and EDCUtah are partnering to create proactive, unique economic development opportunities.

### Fiscal Year 2015 Wins

- Consumer United
- CSM Bakery Products
- Wayfair
- Engineered Wall Systems
- Traeger Pellet Grills LLC
- Goldman Sachs & Co.
- Overstock.com
- Oemeta, Inc
- MarketStar
- Viracon
- MyTime
- Maxam Inc.
- Vista Outdoor Inc.
- JSI Store Fixtures Incorporated
- Malouf Fine Linens
- Advice Media
- AAA
- Armada
- Allegiance
- Young Living Essential Oils
- 3DSim
- Universal Forest Products
- inQpharm
- JBS USA Holdings, Inc.
- Black Diamond
- Alorica
- Boxed Water is Better
- CHG Healthcare
- Foldax
- Prosper
- US Radiopharmaceuticals
- Connolly
- Frontier Communications
- EMC Corporation
- Giftry
- Bed Bath & Beyond
- Procter & Gamble
- Health Catalyst
- Prime Inc.

### Industry Trade Shows and Events

EDCUtah also partners with GOED and other strategic Utah businesses to exhibit at trade shows and conferences in the U.S. and abroad. Having a strong Utah presence at industry trade shows supports GOED's objective to attract new investors and companies while supporting the expansion of existing Utah businesses. Coordinating a Utah pavilion at trade shows like JEC Europe, a composite materials show in Paris each March, bolsters the state's strong reputation in the advanced composites industry, and provides Utah businesses with an opportunity to develop relationships with potential customers.

In addition, EDCUtah executives attend conferences for professional site selection consultants. Attending conferences like the Site Selector Guild, CoreNet and the Industrial Asset Management Council, allows EDCUtah leaders to develop lasting relationships with influential consultants, keeping Utah in the forefront of their site selection process.

### Summary

EDCUtah's strong partnership with GOED is one of the reasons Utah has enjoyed such strong economic development success over the past year. The close day-to-day working relationship between the two organizations is more than symbolic. EDCUtah and GOED are fully integrated into each other's processes, which translates into a seamless customer experience. Furthermore, Governor Herbert's active role in economic development is certainly a key part of Utah's economic development success. When a company visits Utah, they find everybody is working in the same direction, from Governor Herbert to the teams at GOED and EDCUtah to our partners in education, local government and the business community.



*EDC Utah and GOED reps attend the Scatec groundbreaking.*



For additional information about the  
Economic Development Corporation of Utah  
visit [edcutah.org](http://edcutah.org) or contact  
**Jeff Edwards**, President & CEO, at  
[edwards@edcutah.org](mailto:edwards@edcutah.org) or 801-328-8824

### OVERVIEW

The Manufacturing Extension Partnership of Utah (MEP) provides companies with services and access to public and private resources that enhance profitability and growth, improve productivity and develop companies into sustainable enterprises. The MEP focuses on five critical areas:

- Continuous Improvement
- Sustainability (green)
- Technology Acceleration
- Workforce Development
- Supplier Development



MEP's mission is to help small and mid-sized manufacturers improve performance, growth and profitability. With access to a wealth of resources MEP is able to deliver results by becoming a strategic advisor within their businesses.

MEP works with manufacturers to identify and implement Best Practices that lead to increased profitability through training, certification and advising. MEP uses a Discovery Assessment that helps manufacturers identify the important issues that are facing their operation. This allows them to develop a program that is specific to the clients' needs and allows them to determine how they want to proceed.

MEP centers are located throughout the U.S. and are affiliates of the National Institute of Standards, an agency of the U.S. Department of Commerce. Chartered to assist small and medium-sized manufacturers, those employing fewer than 500 workers, the MEP potential service base includes 99 percent of the 3,800 manufacturers in Utah.

The most recent Implan® study prepared by the Department of Applied Economics at Utah State University, based on data collected from MEP Utah clients by the U.S. Census Bureau, verified that in the state of Utah, the MEP Program provided services to 69 manufacturing companies resulting in quantifiable impact, which:

- Created or retained 3,661 manufacturing jobs
- Produced \$188.3 million in additional employee wages
- Generated \$18.7 million in additional state tax revenue

## Manufacturing Extension Partnership

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The nature of manufacturing in Utah is diverse and entrepreneurial, and most companies fall under the classification of “small business”—employing fewer than 500 employees. Yet these small companies have a large impact on the state’s economy. Manufacturing provides significant employment with an industry payroll of more than \$6.1 billion—the largest industry payroll in the state—and is one of only three industry sectors that employs more than 100,000 Utahns.

MEP’s greatest impact is at the enterprise level, where it can work with company owners, managers and workers to assess needs and prepare a plan to meet company-specific issues. From the front office to the shipping dock, MEP centers across the country are helping U.S. manufacturers grow and compete globally by applying proven principles to both the bottom line as well as the top line. This makes MEP in Utah more relevant than ever, as Utah manufacturers need to not only cut costs and improve performance, but to define their markets—including new export markets—and produce products that differentiate them to their consumers. MEP is strategically positioned to work with GOED in the state’s economic development initiatives, with emphasis on technology and innovation, sustainability and continuous improvement.

GOED and MEP as partners have not lost sight of the overall importance of manufacturing to the state. Some of these advantages include: large employee base, livable wages, tax contributions, creation of secondary jobs and major role in producing most of Utah’s exported goods. MEP will continue to be a resource to small and medium-sized manufacturers throughout the state and help the entrepreneurial spirit of Utah companies succeed in an ever-changing economy. Whether in market upturns or downturns, manufacturers face the challenge of differentiating themselves and determining how to bring what is different to the market in a more efficient, cost-effective way.



For additional information about the Manufacturing Extension Partnership visit [business.utah.gov](http://business.utah.gov) or contact **Chad Parker**, Executive Director-MEP Utah, at [cparker@mep.org](mailto:cparker@mep.org) or 801-863-8637

### Overview

#### U.C.A 63M-4

The Governor's Office of Energy Development (OED) is responsible for implementing the state energy policy (63M-4-301) and the Governor's energy priorities. OED works to advance the development of the state's conventional and alternative energy and mineral resources, and promotes energy education and outreach. OED does so by convening diverse stakeholders to coordinate shared development and conservation goals, engaging in active energy planning, promoting and implementing policy measures and administering post-performance tax credits and other development incentives.

OED's Mission is to advance Utah's diverse energy and minerals sector through planning, policy, and direct engagement with the private sector; and thereby to foster economic growth through energy development and conservation activities and through the provision of affordable, reliable energy.

OED is led by Dr. Laura Nelson, and the office works closely with Cody Stewart, Energy Advisor to Governor Gary R. Herbert.



### The Governor's Utah Energy Development Summit

OED annually hosts the Governor's Utah Energy Development Summit, which grew to become the largest event of its kind in the west in just three years. The 2015 Summit drew more than 1,100 energy stakeholders and 413 organizations participated in the event, featuring 12 break-out sessions and more than 63 energy experts from around the world. Each year the Summit provides networking and messaging opportunities for business, educational opportunities for non-profits and the public, and a productive policy dialogue for state legislators and others. Overall, the Summit is instrumental in identifying trends in energy



*A group of stakeholders including OED and the Economic Development Corporation of Utah visited the Red Hills Renewable Energy Park in Iron County. The 80 megawatt project, developed by SCATEC Solar, will be one of the first utility scale solar projects to be constructed in the state.*

development, informing stakeholders of the state's energy objectives and supporting the advancement of energy opportunities in Utah.

### State Energy Program

The State Energy Program (SEP) has been with the state for decades, and is OED's primary resource in the areas of renewable energy and energy efficiency programs, education and outreach. Through the SEP, OED provides trainings and seminars, offers tax credits to homeowners and business to support distributed generation, and helps partners secure grant funding to support related activities. Through the SEP program, OED is able to reach across the state, including Utah's rural communities, to improve energy access, encourage economic opportunities and enhance the overall quality of life for Utah's citizens.



*The Uinta Basin Applied Technology College is committed to educating the next generation of oil and gas sector professionals, and offers a variety of hands on learning opportunities at its Vernal location.*

### Incentive Programs

The **Renewable Energy Systems Tax Credit** includes both an investment tax credit for distributed generation projects and a production tax credit for utility scale projects. The investment credit is a one time, non-refundable tax credit based on a percentage of the system's total eligible cost, and the production credit is a refundable credit based on the actual kilowatt hour generation for each of the project's first four years.



*OED staff visits an oil sands project being developed in Uinta County by Canadian firm US Oil Sands. The project, which will commence in the fall of 2015, will be the first oil sands project to be developed in the United States.*

The **Alternative Energy Development Tax Credit** is an incentive designed to advance the development of large-scale alternative energy resources including solar, wind, and geothermal, as well as oil shale and oil sands. The post-performance incentives are tied to the generation of new state revenue by projects meeting production thresholds, calculated in terms of barrels per day or nameplate capacity depending on the resource type.

**The High Cost Infrastructure Tax Credit** is an incentive designed to advance rural economic development, particularly agriculture, mining and industrial activity, through the provision of post-performance tax credits. Credits may be authorized for new or expanded projects for which the cost of infrastructure – roads, transmission lines, natural gas lines, rail, etc. – exceeds 10% of the total capital expenditure associated with the project. Credits may also be authorized in other limited circumstances for existing projects making major qualifying investments in infrastructure.

The incentives programs are an important mechanism for directing global capital to investments in the development of Utah's vast energy resources.



*In 2015 OED partnered with the Utah Clean Air Partnership and the Utah Department of Environmental Quality to fund multiple publicly available electric vehicle charging stations at Utah Valley University's Orem campus.*

### U-Save Energy Fund

The U-Save Energy Fund Program finances energy-related cost-reduction retrofits for publicly owned buildings including state, tribal and municipal governments, as well as school districts, charter schools and higher educational institutions. U-Save provides low-interest loans to assist those entities with the financing of various energy efficiency or distributed generation projects, providing a direct investment in the diversification of local energy portfolios.

### Utah Energy Infrastructure Authority

The Utah Energy Infrastructure Authority was created in the 2012 General Session with the aim of helping facilitate energy delivery projects that help to advance responsible energy development in the state. To that end, the Authority Board may authorize tax-free bonds to support the development of any transmission line or pipeline that meets broad criteria related to responsible energy development and rural economic development.



For more information about the Govenor's Office of Energy Development, please contact its Executive Director, **Dr. Laura Nelson**, at [lnelson@utah.gov](mailto:lnelson@utah.gov) or 801-538-8726

### OVERVIEW

The Utah Small Business Development Center Network (SBDC) is the largest and most accessible statewide source of assistance for small businesses in every stage of development. The Network has 15 locations across Utah, including 10 regional centers and five service locations staffed by 32 team members. The Network is a partnership between the state's colleges and universities, the U.S. Small Business Administration and the Governor's Office of Economic Development.



The Utah SBDC Network provides one-on-one confidential evaluation and guidance by knowledgeable advisors with real-life business experience. Our centers provide valuable workshops, conferences and training programs that deliver important information to assist in cultivating necessary business skillsets.

The economic impact from the SBDC's efforts (see below) is measured in client revenue growth, client capital infusion, and state and local taxes generated.

The Network is fully accredited by the Association of Small Business Development Centers (ASBDC), a network of 63 SBDC networks across the country that provide standards for certification and program delivery.

The regional offices are located at Utah State University—College of Eastern Utah (Price, Moab and Blanding), Davis ATC, Dixie State University, Salt Lake Community College, Snow College (Ephraim and Richfield), Southern Utah University, Utah State University (Logan, Brigham City, Tooele, Vernal), Utah Valley University and Weber State University. For more information see [www.utahsbdc.org](http://www.utahsbdc.org)

### Mark Balboni, LLC

*Website:* <http://markbalboni.com> *Employees:* 1 *Location:* Ogden

Mark Balboni, founder of Mark Balboni, LLC, had dreamt of starting his own business for many years. Realizing he needed the experience and industry contacts that would be instrumental in the successful launch and growth of his business, he joined a well-known and respected consulting firm where he remained for 14 years. Not only did this provide the opportunities to perform the technical work he specialized in, but he also managed projects, prepared and priced contracts, and participated in the



sales process. Mr. Balboni stated, “All of these things were key in becoming well-rounded enough to start my own business.”

In 2014, Mr. Balboni determined the time was right and launched his own consulting firm that provides compliance consulting services on FDA’s Good Manufacturing Practice regulations and quality assurance principles to the pharmaceutical, biologics and medical device industries.

As with most new business owners, Mr. Balboni recognized there were areas where he needed guidance. He was introduced to the Small Business Development Center (SBDC) at Weber State University to answer his questions and help get his business off the ground. As a first-time business owner, Mr. Balboni worked with the SBDC on registering his business, as well as developing his business plan and strategies. Of his experiences working with the SBDC, Mr. Balboni said, “It has been invaluable to work with an SBDC consultant. He has become a trusted advisor.”

In response to the question concerning the most important aspects of starting a successful business, Mr. Balboni said, “Make sure there is an actual demand for your product or service, and be prepared not to immediately start making money. If the money comes quickly, you are lucky.” He also said, “Don’t give up if there is a slow period. Continue to do proactive things to increase your sales, and make sure you have enough money to start a business.”

In summary, Mr. Balboni stated, “I recognized years ago that this was something I wanted to do, but had no idea where to start.” After partnering with the SBDC, Mr. Balboni is well on his way as a successful business owner.

### WOMEN-OWNED BUSINESSES

The Utah SBDC has always supported efforts across the state to expand women owned business outreach and continues to support close relations with other service providers focused on women’s business support. In addition to routinely serving women clients, the Utah SBDC regional service centers also support and refer clients to the Utah Women’s Business Center.

The network served 1262 women clients during SFY (State Fiscal Year) 2015, representing around 37.7 percent of total clients.



*Ooh La La and Friends, Vernal, UT*

## Small Business Development Center Network

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### VETERANS

The network served 284 veterans in SFY 2015. Of the 284 clients served, 51 percent are in business. These client businesses employed 683 full time employees and 542 part time employees. 89 percent of the businesses are male owned and 11 percent female-owned. These veteran client businesses generate \$42 million in annual sales.

The Utah SBDC participates in veteran events around the state.

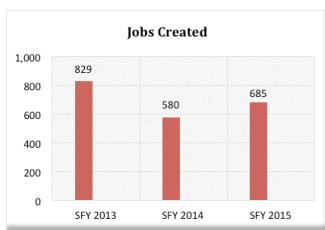


*Lock N Load Java, Salt Lake City, UT*

### MANUFACTURING

The network served 339 manufacturing clients during SFY 2015. This represents around 9 percent of the total SBDC clients statewide.

The SBDCs participate in the Utah MEP Roundtable Meetings. These meetings are held at various locations statewide and attended by local manufacturers. They provide an opportunity for discussion of key issues that currently affect their manufacturing operations.



For additional information about the Small Business Development Center Network visit [utahsbdc.org](http://utahsbdc.org) or contact **Sherm Wilkinson, State Director**, at [sherm.wilkinson@slcc.edu](mailto:sherm.wilkinson@slcc.edu) or 801-957-5384.

**OVERVIEW****U.C.A 63N-6-301**

Utah Capital is an investment fund created to help Utah entrepreneurs access diversified sources of capital. The fund is aligned with GOED's targeted Utah growth industries of IT and software development, life sciences, energy and natural resources, financial services and aerospace. Utah Capital plays an active role in guiding Utah-based companies—from helping early-stage Utah companies craft strategy to assisting more established businesses in evaluating expansion plans and financing options.

In conjunction with GOED's EDTIF, the legislature created Utah Capital (Utah Fund of Funds) to help companies secure investment they need to start, grow and contribute to the state's economy. Utah Capital and EDTIF may have supplied post-performance incentives or other funds to some of the same companies, provided that each company made separate applications and met the separate criteria.

Prepared in accordance with the requirements of 63N-6 of the Utah Venture Capital Enhancement Act.

**Portfolio Performance as of 12/31/14**

- 2.4% net internal rate of return including financing and administrative costs since fund inception
- 16.8% net internal rate of return including financing and administrative costs for the reporting period
- \$63.7 million investment distributions since fund inception
- \$113.1 million net asset value of Utah Capital portfolio funds
- No new investment commitments will be made under the current financing structure



*Utah Capital's Bret Jepsen moderates a panel at the 2015 Utah Venture Capital conference.*

### Utah Economic Development

- 77 Utah companies received investment capital from Utah Capital portfolio funds since fund inception
- 5,073 new Utah jobs added by Utah companies since fund inception
- \$879 million invested in Utah companies by Utah Capital portfolio funds since fund inception
- \$17 million invested directly by Utah Capital in Utah companies
- 29 consulting sessions during reporting period
- 74 events promoting Utah's entrepreneurs and companies
- 17 community events supported during reporting period



For additional information about Utah Capital visit [www.utahcap.com](http://www.utahcap.com) or contact **Bret Jepsen**, Managing Director, at [info@utahcap.com](mailto:info@utahcap.com).

### Overview

U.C.A. 63M-2

The Utah Science Technology and Research Agency (USTAR) catalyzes research, development and commercialization activities to expand Utah's technology economy. USTAR supports the Governor's Vision for the Utah economy to lead the nation as the best performing economy and to be recognized as a premier global destination. USTAR seeks to create a technology ecosystem that enables ideas to seed, grow and thrive.



USTAR has enabled the hiring of commercially minded researchers, the building of state-of-the-art core facilities and the development of entrepreneur outreach centers partnered with regional universities. USTAR provides resources for tech businesses and entrepreneurs throughout the state via outreach efforts.

### RESEARCHERS

USTAR funded researchers have proven adept at capturing millions of dollars in federal and private research funding and building world-class research teams including undergraduate, graduate and post-doctoral students. To form new ventures based on their respective technologies, researchers work with their University commercialization offices to transfer these technologies to industry or as the foundation of new companies.



*Work in the lab of Rajesh Menon at the University of Utah lies at the intersection of optics and nanotechnology, with special foci on extending the spatial resolution of optics to the nanoscale, and applications of optics in energy.*

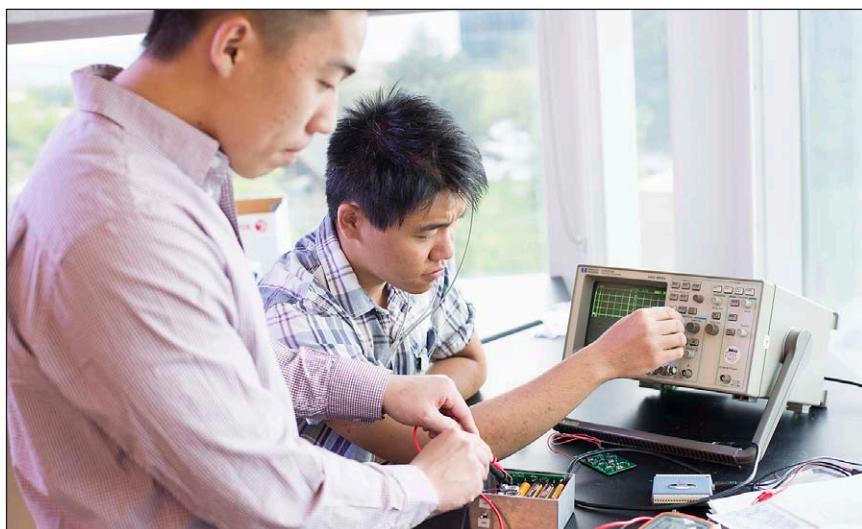
### CORE FACILITIES

The U of U's James L Sorenson Molecular Biotechnology Building is the centerpiece of a visionary plan to accelerate research, development and commercialization at the interface of medicine, nanotechnology, engineering, pharmacology and digital media. It includes a state-of-the-art nanofabrication facility with cleanroom space and a microscopy and materials characterization laboratory. These facilities are available to university researchers and can also be used on a fee for service basis by commercial partners.

USU's BioInnovations Center houses highly advanced life-sciences laboratories and provides lab space in support of synthetic bio-manufacturing, advanced human nutrition, veterinary diagnostics and infectious disease and other innovation areas. The state-of-the-art facility also houses a Bio Safety Level 3+ lab. USU has also added a biomanufacuting facility to enable large scale production of synthetic biology products (fermentation facilities). Both are available for industry contract work and collaboration.

### TECHNOLOGY ENTREPRENEURSHIP SERVICES

USTAR regional outreach offices support technology commercialization activities across the state. The offices are strategically located around the State to provide support to tech entrepreneurs and USTAR researchers with innovative technology ideas to assist in establishing spinout companies.



*In the lab of Massood Tabib-Azar, USTAR professor of electrical and computer engineering at the University of Utah. Tabib-Azar's team is extending the limits of electronic devices is by developing plasma-based sensors, switches and amplifiers.*

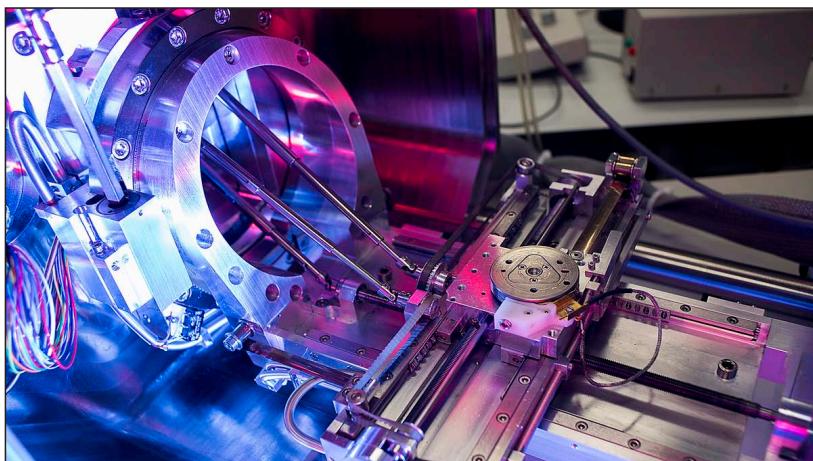
**USTAR TECHNOLOGY ACCELERATORS** assist entrepreneurs in accelerating the development of startup companies by providing resources and services. These accelerators emphasize rapid growth while providing support to avoid obstacles that many startup companies encounter.

**USTAR TECHNOLOGY INCUBATORS** focus on speeding up the growth and success of startup and early stage companies by providing space and core equipment to support tech startups. Incubation time varies for each company.

**SBIR-STTR ASSISTANCE CENTER** assists entrepreneurs and startup companies in preparing and submitting SBIR-STTR applications. The federal SBIR and STTR programs offer more than \$2.5 billion dollars in federal funding annually to support the development of technology by small businesses across the nation. USTAR's SBIR-STTR Assistance Center helps technology oriented businesses with new discoveries or innovative concepts to compete for the funding they need to continue their path towards commercialization.



*The USTAR James L. Sorenson Molecular Biotechnology Building is a 208,000 square-foot multidisciplinary facility that features a state-of-the-art Nanofabrication (pictured) and Microscopy suite.*



*The USTAR James L. Sorenson Molecular Biotechnology Building is a 208,000 square-foot multidisciplinary facility that features a state-of-the-art Nanofabrication and Microscopy suite (pictured).*



*A researcher in Shelley Minteer's lab working in the USTAR Alternative Energy Cluster at the University of Utah. Minteer studies bio-inspired energy conversion as an alternative energy source.*

**INDUSTRY SUPPORT** includes working with established companies and corporations to connect them with applied research and new innovations, or to connect startups with valuable resources to facilitate collaborative partnerships. Industry support also helps to identify gaps in needed areas such as education and workforce development.

**MENTORING/BUSINESS SERVICES** provided by industry experts offer help and resources to companies for refining plans and strategies. One-on-one mentoring can help assist with setting goals for success while developing strategic plans. USTAR regional offices and a network of experts combine knowledge, guidance and encouragement to help bring business possibilities to life.

USTAR provides **PROTOTYPING SERVICES** to early stage companies looking to validate their business model by providing a functionally limited proof of concept device. Prototyping support includes 3D printers, engineering assistance and machine shop time.

USTAR also works closely with other state agencies and partners to provide **OTHER SERVICES** to augment their mission where possible, thus allowing USTAR to fulfill its mission of building Utah's technology economy and contributing to the economic development of the State.

For additional information about available services at USTAR outreach centers across the state, please contact the directors of each center. Contact information can be found on page 155.



For additional information about the Utah Science Technology and Research Initiative visit [www.ustar.org](http://www.ustar.org) or contact **Ivy Estabrooke, Ph.D., Executive Director at** [iestabrooke@utah.gov](mailto:iestabrooke@utah.gov) or 801-538-8622

### OVERVIEW

The Utah Sports Commission helps to enhance Utah's economy, image and quality of life through the attraction, promotion and development of national and international sports, and is a catalyst for Utah in its Olympic legacy efforts.

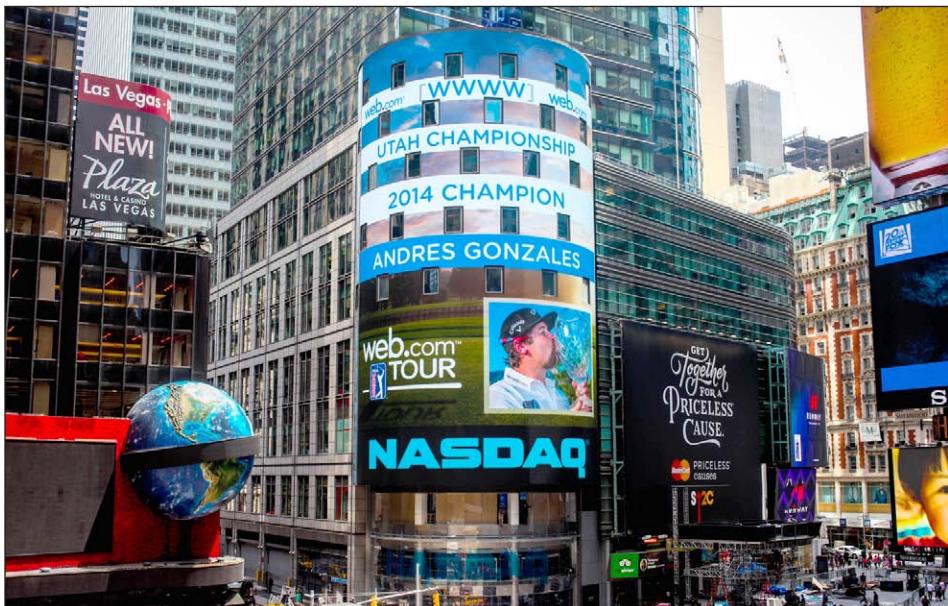


### Summary

Fifteen years after the creation of the Utah Sports Commission (USC), Utah continues to distinguish itself as a leader in the world of sports marketing, event attraction, Olympic legacy and sport development.

Utah's calendar has become increasingly full of sporting events. The Utah Sports Commission's efforts have not only branded Utah as an international winter sports hub, furthering the state's strong Olympic legacy, but have positioned Utah globally as a year-round sports destination.

Central to the success of the Utah Sports Commission continues to be the concept of *TEAM UTAH*: a partnership of venues, local sports chapters, communities, volunteers, public entities and private organizations crucial to achieving success in the sports marketplace. These vital partnerships within the state have been instrumental in driving image building and economic impact to the state of Utah.



*Web.com Tour 2014 Utah Championship Winner celebrated in Times Square.*

### Impact

Since the Utah Sports Commission's creation in 2000, it has been a partner in over 600 events that have generated an estimated \$1.4 - \$1.6 billion in economic impact to Utah. Estimated tax revenue to the state from sport-related expenditures has been calculated at approximately \$95 million over the last 12 years. Many of these sporting events are broadcast on national or international television and bring additional impact to the state through media exposure and ad assets. Utah's sporting events have generated an estimated \$356 million in media value through more than 5,100 hours of television coverage.

### 2014-2015 Highlights

- Partnered with 47 sporting events across the state generating approximately \$106 million in direct economic impact to Utah
- Partnered with 19 nationally or internationally televised events that provided Utah with approximately \$28 million in media value
- Continued to generate a favorable return on investment from actual tax revenue collected compared to state dollars used for sporting events. The aggregate ROI from events exceeds 4:1.



*4th Annual State of Sport Awards Special Guest Jay Leno.*

- Negotiated the placement of 970 thirty-second television ad units aired during the broadcasts of Utah Sports Commission partnered events valued at \$1.5 million if purchased
- Continued to build upon Utah's Olympic legacy by partnering with twenty-two Olympic related sporting events
- Worked with the Utah Legislature to pass a concurrent resolution S.C.R.9 recognizing the importance of Utah's Sport and Olympic legacy
- Continued to host the Governor's State of Sport Awards event, expanding it to over 1,000 attendees. The event featured special guest Jay Leno and honored Olympic Gold Medalist and Utah Ski Ambassador Stein Eriksen with a Lifetime Achievement Award
- Through promotional efforts with our partners, generated 118,943 votes from fans from all 50 states and 87 countries on the State of Sport Awards website created for the event
- Host organization of the Web.com Tour Utah Championship event bringing an estimated \$4 million in economic impact and 14 hours of Golf Channel coverage



*Freestyle World Cup at Deer Valley.*

## Utah Sports Commission

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- Hosted “Pink on the Links” initiative in conjunction with the Web.com Tour Utah Championship, raising \$45,000 for the Huntsman Cancer Foundation
- Secured Red Bull Rampage for 2015
- Partnered with Real Salt Lake to bring two CONCACAF Olympic Qualifying Finals to Utah that will be held October 2015



*Red Bull Rampage in breathtaking Virgin, Utah.*



*US Fencing January North American Cup.*



For additional information about the Utah Sports Commission visit [utahsportscommission.com](http://utahsportscommission.com) or contact **Jeff Robbins**, President and CEO, at [jlrobbins@utah.gov](mailto:jlrobbins@utah.gov) or 801-328-2372

### OVERVIEW

The mission of World Trade Center Utah is to help Utah companies think, act and succeed globally.



WORLD TRADE CENTER®  
UTAH

WTC Utah accomplishes this mission through three key objectives:

- **Motivate and educate Utah businesses to expand their global presence** through training seminars, regional forums and newsletters focused on international business development, trade issues and export opportunities.
- **Build capacity of Utah businesses for international trade** through B2B consultations to identify expansion goals, assess current capabilities, determine overseas opportunities and connect companies with market experts and potential partners.
- **Expand global network of Utah businesses** through trade missions and networking opportunities with foreign trade officials.

In FY 2014, WTC Utah supported trade missions to Turkey, the United Arab Emirates, Brazil and the European Union. WTC Utah also held monthly educational seminars and hosted more than 20 foreign dignitaries such as the ambassadors from Russia and Thailand.

Particularly noteworthy in 2014 was the inaugural Utah Global Forum. Attended by 450 people, this premier International business conference was a joint effort between WTC Utah, the Governor's Office of Economic Development and the Salt Lake Chamber of Commerce. The Utah Global Forum is designed to provide a place for business and community leaders to network and learn about international business opportunities.



*Derek B. Miller, Val Hale and Lane Beattie address attendees at the 2014 Utah Global Forum.*



*World Trade Center Utah board meeting.*

In an effort to bring its resources to all areas of the state, WTC Utah kicked off its rural outreach efforts in 2014. In FY2014, regional forums were held in Vernal, St. George, Logan and Richfield. More than 380 people attended the forums. With less than 5 percent of total Utah exports coming from rural small-medium sized businesses, rural Utah is well positioned to be a source of growth for the economy in the coming years as companies look to go global.

WTC Utah's strategic partners include the Governor's Office of Economic Development, Salt Lake Chamber of Commerce, U.S. Commercial Service, Economic Development Corporation of Utah, Utah Technology Council, Utah Manufacturers Association, USTAR and the state's Institutions of Higher Education. Working with these partners, WTC Utah is able to leverage the state's unique cultural, educational, economic and foreign language capabilities to create new opportunities for Utah's business community.

### Utah's International Footprint

Utah exports exceeded \$12.3 billion in 2014.

- 85 percent of Utah exporters are small to medium sized businesses (less than 500 employees)
- 61,000 jobs in Utah are directly tied to exporting and more than 370,000 jobs in the state are related to international trade
- Utah's top 2014 export destinations included Hong Kong, Canada, United Kingdom, China and Mexico.



*The Utah trade mission delegation visiting the European Commission Headquarters in Brussels.*



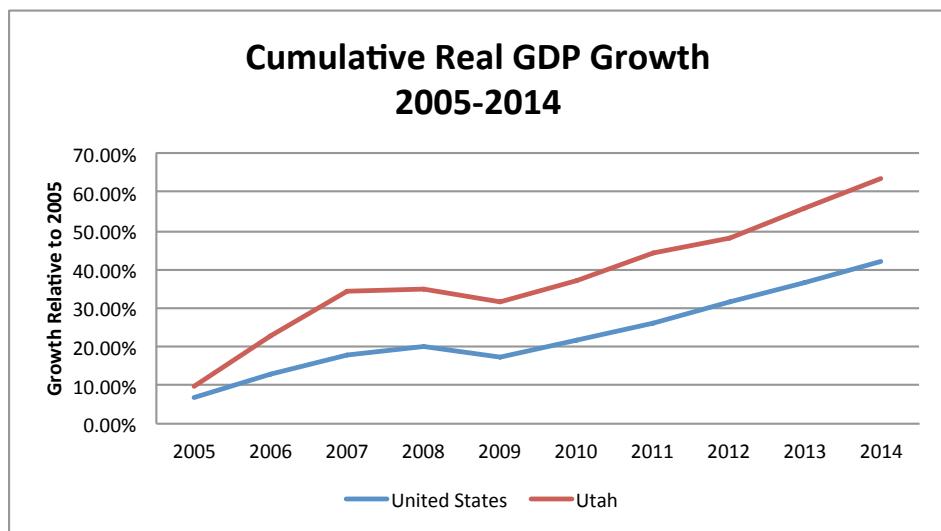
For additional information about the World Trade Center Utah please visit [www.wtcutah.com](http://www.wtcutah.com) or call 801-532-8080  
**Derek B. Miller**, President and CEO

# Data



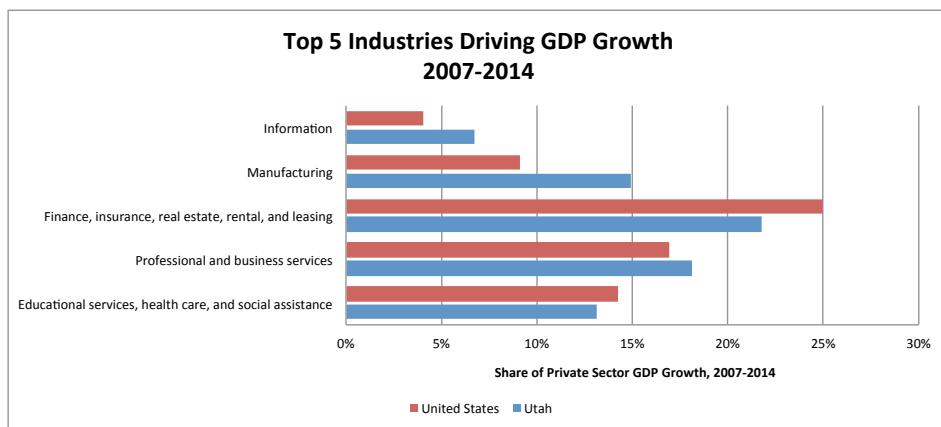
Utah Governor's Office *of*  
**Economic Development**  
BUSINESS • TOURISM • FILM

## GDP Growth



Source: BEA, *Regional Data, GDP & Personal Income, GDP by State (millions of current dollars)*

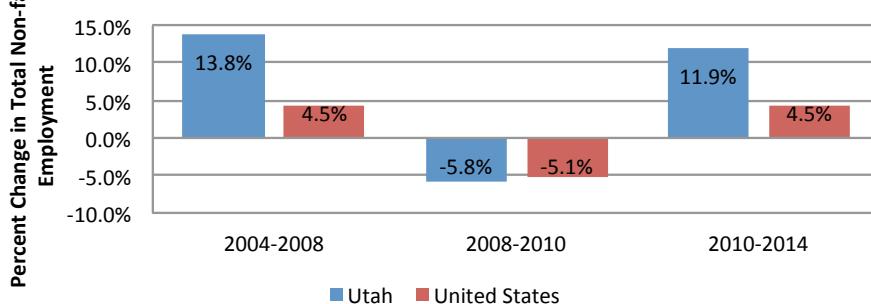
Since 2005, Utah has outpaced the nation's GDP growth rate by an average of 14 percent.



Source: BEA, *Regional Data, GDP & Personal Income, Industry Totals (millions of current dollars)*

Utah's industry developments reflect an educated and tech-savvy workforce. In 2014, the information industry contributed almost 7% to the overall GDP output and moved into the spot of fifth largest contributor from the state.

### Total Employment Growth Rates 2004-2014

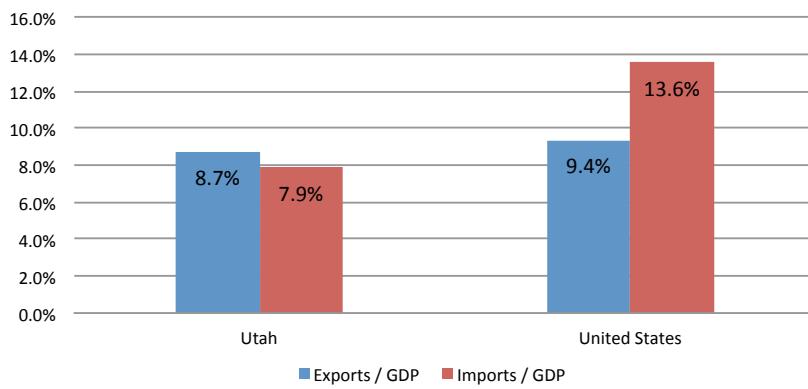


Source: US Bureau of Labor Statistics

Utah's employment growth rate has surpassed the nation on average by 5.4 percent since 2004.

### Merchandise Imports and Exports as a Share of GDP

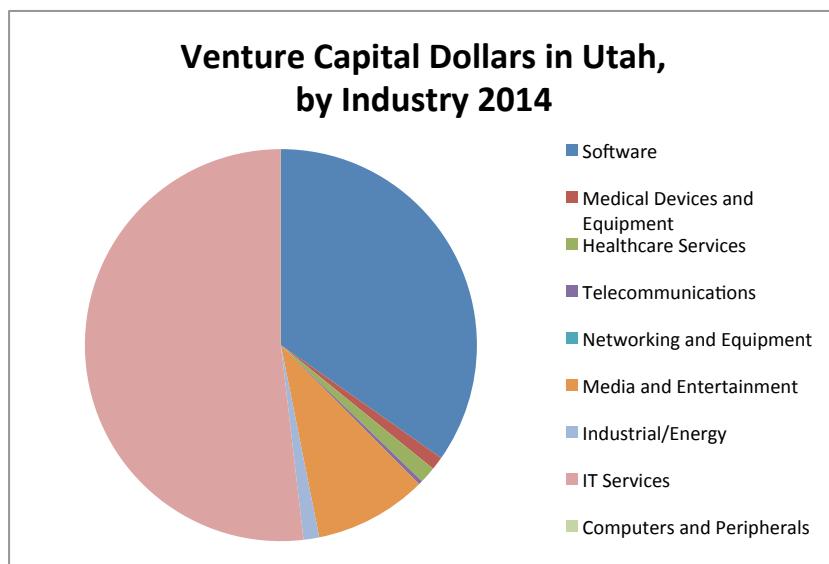
2014



Source: tse.export.gov Utah 2014 Exports, NAICS total, All Merchandise from Utah; BEA

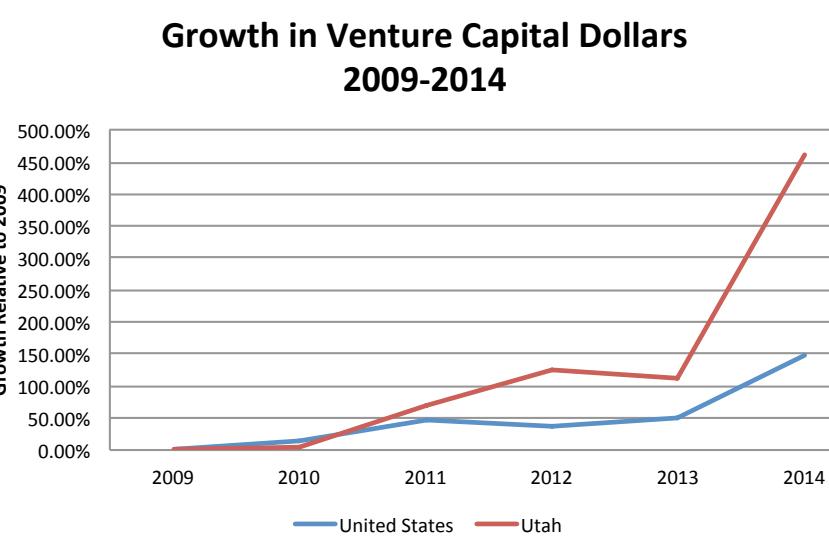
Source: BEA, Regional Data, GDP & Personal Income, GDP by State (millions of current dollars)

Unlike the national trend, Utah maintained a trade surplus in 2014, proving a healthy ground for exports from local businesses.



Source: PwC Historic Trend data

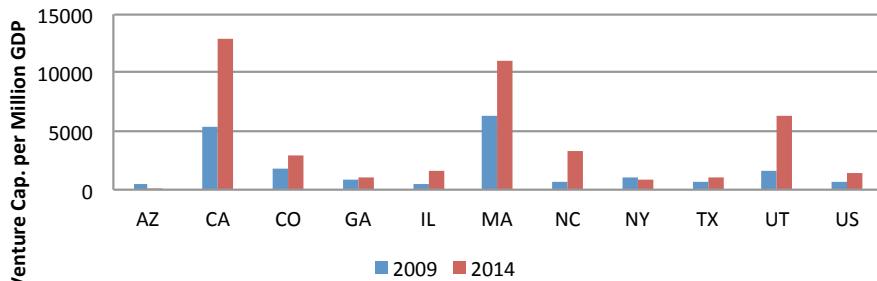
Utah is a hotspot for technological advancement—2014 was a banner year for our Silicon Slopes especially. The software and IT industries attracted a combined \$1.3 billion dollars in venture capital funding.



Source: PwC Historic Trend data

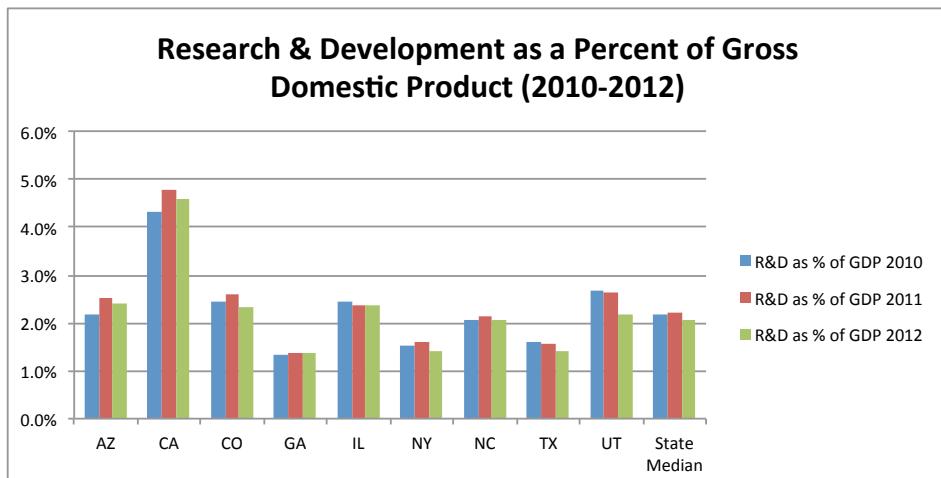
Since 2009, Utah has outpaced the national average in growth in venture capital dollars by an average of 80 percent.

### Venture Capital Funding per Million Dollars of Real GDP 2009 and 2014

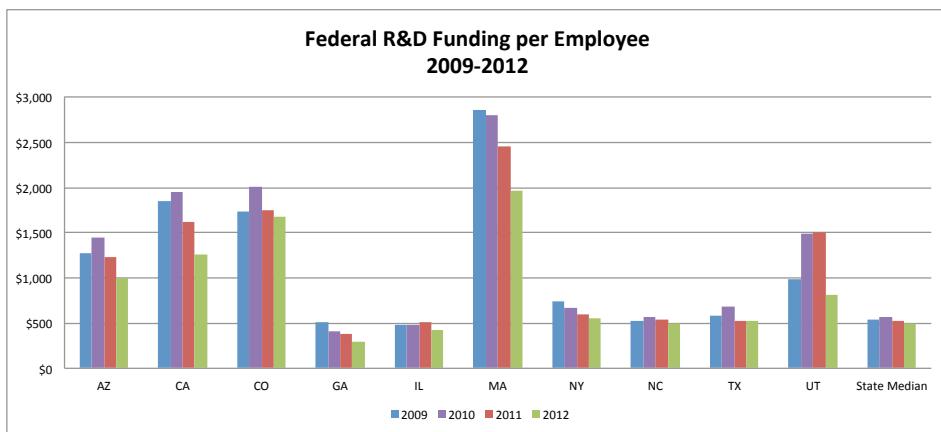


Venture Capital Funding Source: PWC/National Venture Capital Association  
Real GDP Source: [http://bea.gov/newsreleases/regional/gdp\\_state/gsp\\_newsrelease.htm](http://bea.gov/newsreleases/regional/gdp_state/gsp_newsrelease.htm)

Utah has enjoyed significant growth in venture capital funding as a share of GDP since 2009 and continues to outpace national averages. This is representative of a strong entrepreneurial environment and educated workforce.



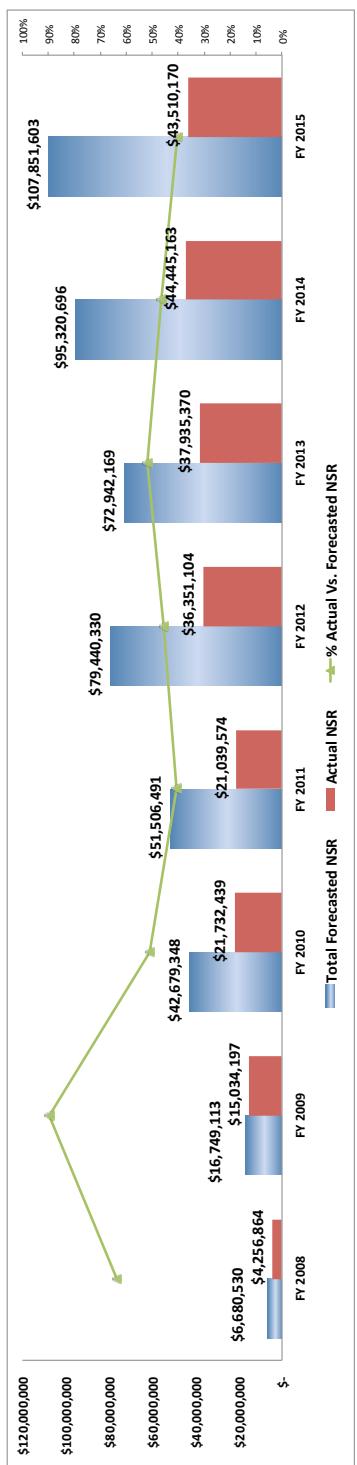
Although most states experienced a dropoff in 2012, Utah remains above the national state median. That ingenuine drive distinguishes the state and projects further innovation.



Source [NSF.gov](http://www.nsf.gov/statistics/seind14/index.cfm/state-data/table.htm?table=41) (<http://www.nsf.gov/statistics/seind14/index.cfm/state-data/table.htm?table=41>)

Utah continues to receive above-median levels of R&D funding from the federal government, ranking in the top five as of 2012.

## Annual New State Revenue for EDTIF Projects



Year	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Total*
Total Forecasted NSR	\$ 6,680,530	\$ 16,749,113	\$ 42,679,348	\$ 51,506,491	\$ 79,440,330	\$ 95,320,696	\$ 107,851,603	\$ 107,851,603	\$ 479,893,188
Actual NSR	\$ 4,256,864	\$ 15,034,197	\$ 21,732,439	\$ 36,351,104	\$ 37,935,370	\$ 44,445,163	\$ 43,510,170	\$ 43,510,170	\$ 224,840,274
% Actual Vs. Forecasted NSR	64%	90%	51%	41%	46%	52%	47%	40%	47%

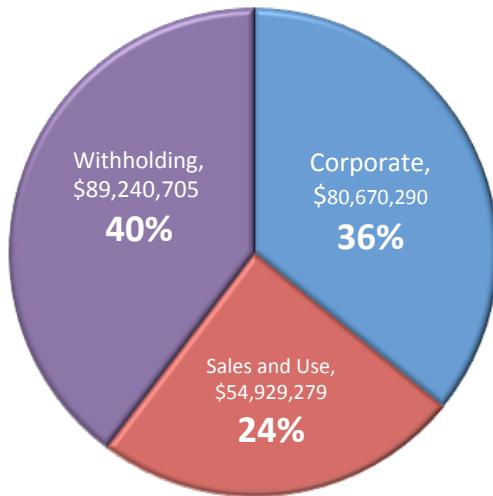
*Total\* include FY 2006 and 2007 not displayed.*

As part of the EDTIF application process, companies forecast the amount of new state revenue their expansion or relocation project will create in the State of Utah. Applicants may inadvertently over-project the new state revenue a project may generate or there may be changes in the tax code that have the effect of reducing a company's tax liability to the state. Regardless of what a company forecasts, it is only ever granted a tax credit on the new state revenue it actually generates.

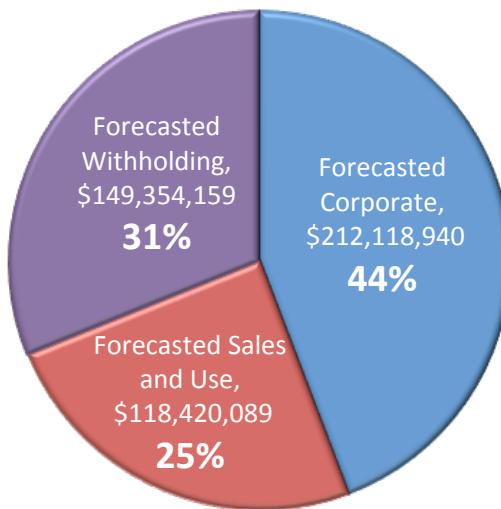
### Cumulative Annual New State Incremental Jobs For EDTIF Projects



### Actual New State Revenue



### Forecasted New State Revenue



### Economic Development Tax Increment Fund As of FY 2015

#### Required Minimum Incremental Job Creation Before Incentive Payment

Grand Total		3,865	
Incentive Project	Incremental Required Employees	Incentive Project	Incremental Required Employees
2004-0089	0	2009-0021	244
2005-0001	0	2009-0028	0
2005-0004	0	2009-0029	14
2005-0041	73	2009-0033	0
2005-0042	0	2009-0036	0
2005-0044	0	2009-0051	287
2005-0061	0	2009-0055	5
2005-0242	150	2009-0060	65
2006-0002	0	2009-0073	0
2006-0007	0	2009-0078	15
2006-0016	0	2010-0010	8
2006-0039	0	2010-0014	33
2006-0043	0	2010-0027	58
2006-0049	0	2010-0050	10
2006-0065	0	2010-0068	45
2006-0071	0	2010-0069	50
2006-0085	0	2010-0075	25
2006-0086	0	2010-0076	38
2007-0003	0	2010-0079	21
2007-0008	0	2011-0005	157
2007-0013	7	2011-0006	0
2007-0018	0	2011-0009	20
2007-0037	0	2011-0011	10
2007-0064	0	2011-0024	31
2007-0087	0	2011-0025	15
2007-0088	0	2011-0030	38
2007-0090	0	2011-0031	125
2008-0012	0	2011-0056	95
2008-0022	40	2011-0057	1
2008-0023	20	2011-0058	175
2008-0026	44	2011-0059	20
2008-0032	0	2011-0062	29
2008-0034	0	2011-0066	100
2008-0038	0	2011-0067	5
2008-0052	7	2011-0081	13
2008-0053	0	2011-0082	51
2008-0054	13	2011-0092	6
2008-0063	58	2012-0192	48
2008-0070	0	2012-0193	2
2008-0080	0	2012-0194	32
2008-0083	26	2012-0195	4
2008-0084	0	2012-0196	5
2008-0091	0	2012-0197	22
2009-0020	4	2012-0198	23

**The following charts of EDTIF performance provide annual data from FY2006–2015 (Pages 115 - 120)**

**EDTIF Performance - Fiscal Year 2006 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
Allegheny Technologies	Tooele Co.	EDTIF	10	\$ 3,250,000	\$ 14,346,000	\$ 300,000,000	150	\$ 73,364,000
Cephalon I	Salt Lake City	EDTIF	5	2,100,000	\$ 11,071,000	\$ 100,000,000	365	\$ 24,900,000
Extra Space Storage	Salt Lake Co.	EDTIF	10	1,500,000	\$ 3,233,300	-	90	\$ 67,400,000
Heritage Plastics	Miford	EDTIF	10	1,500,000	\$ 9,657,000	\$ 5,300,000	100	\$ 25,075,000
IM Flash Technologies Inc.* (cy2011)	Lehi	EDTIF	5	14,639,000	\$ 48,795,900	\$ 3,000,000,000	1850	\$ 488,000,000
Krathuid Cabinetry	West Jordan	EDTIF	10	3,243,000	\$ 16,217,000	\$ 107,000,000	1333	\$ 400,300,000
Nucor	Brighton City	EDTIF	10	2,353,350	\$ 7,844,500	\$ 27,000,000	225	\$ 97,640,000
Qwest	Logan	EDTIF	10	2,500,000	\$ 16,734,000	\$ 25,806,267	574	\$ 207,342,000
Rossignol/Quicksilver	Park City	EDTIF	10	2,565,000	\$ 7,656,000	-	100	\$ 71,900,000
Silicon Valley Bank**	Salt Lake Co.	EDTIF	5	990,000	\$ 8,136,000	\$ 7,000,000	300	\$ 135,626,000
Varian Medical Systems	Salt Lake City	EDTIF	10	1,000,000	\$ 9,593,000	\$ 15,000,000	100	\$ 57,508,000
West Liberty Foods	Tremonton	EDTIF	10	2,000,000	\$ 6,920,000	\$ 50,000,000	500	\$ 131,400,000
Williams International	Ogden	ATIF	20	18,917,520	\$ 63,058,400	\$ 43,900,000	153	\$ 78,449,061
<b>FY 2006: Subtotals</b>			<b>13</b>	<b>9,6</b>	<b>\$ 55,992,670</b>	<b>\$ 222,989,900</b>	<b>\$ 3,681,066,267</b>	<b>\$ 5840</b>
								<b>\$ 1,856,904,061</b>

**EDTIF Performance - Fiscal Year 2007 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
US Food Service	Ogden	EDTIF/IAF	10	\$ 2,000,000	\$ 8,314,000	\$ 29,000,000	200	\$ 73,096,000
Charlotte Pipe	Cedar City	EDTIF	10	\$ 857,000	\$ 2,958,000	\$ 36,000,000	40	\$ 22,958,000
Dannon	West Jordan	EDTIF	10	\$ 8,350,000	\$ 51,438,000	\$ 175,000,000	295	\$ 96,050,000
Amer Sports	Ogden	EDTIF/IAF	10	7,935,000	\$ 26,451,000	\$ 3,250,000	230	\$ 132,962,000
ICU Medical	Taylorsville	EDTIF	10	3,000,000	\$ 10,879,000	\$ 18,850,000	378	\$ 68,974,000
Syracuse Castings	Tooele	EDTIF	10	585,000	\$ 1,950,000	\$ 1,590,000	89	\$ 20,863,000
Mahone	Clearfield	EDTIF	10	286,000	\$ 953,000	\$ 5,000,000	63	\$ 19,560,000
Air Liquide	Salt Lake City	EDTIF	10	1,111,000	\$ 3,704,000	\$ 21,000,000	43	\$ 27,863,000
<b>FY 2007: Subtotals</b>			<b>8</b>	<b>10,0</b>	<b>\$ 24,124,000</b>	<b>\$ 106,547,000</b>	<b>\$ 289,690,000</b>	<b>1338</b>
								<b>\$ 462,326,000</b>

**EDTIF Performance - Fiscal Year 2008 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
FiberTek	Nephi	EDTIF/IAF	10	\$ 4,000,000	\$ 13,612,000	\$ 32,500,000	99	\$ 36,558,000
Thermo Fisher Scientific	Logan	EDTIF	10	\$ 2,735,000	\$ 9,118,000	\$ 21,100,000	196	\$ 68,054,000
Barnes Aerospace	Ogden	EDTIF	15	\$ 2,000,000	\$ 7,927,000	\$ 11,800,000	474	\$ 150,221,000
Procter & Gamble	Box Elder Co.	EDTIF	20	\$ 85,000,000	\$ 280,739,000	\$ 540,000,000	1185	\$ 1,278,000,000
Hershey	Ogden	EDTIF	10	\$ 2,600,000	\$ 13,009,000	\$ 38,000,000	123	\$ 48,860,000
Goldman Sachs * (cy2010)	Salt Lake City	EDTIF	20	\$ 20,000,000	\$ 81,762,999	\$ 20,200,000	375	\$ 866,727,000
Disney Interactive	Ogden	EDTIF	10	\$ 5,250,000	\$ 16,389,000	\$ 15,100,000	565	\$ 330,678,000
Oracle I	West Jordan	EDTIF	12	\$ 15,124,000	\$ 50,415,374	\$ 260,000,000	100	\$ 73,574,249
eBay (Datacenter)	South Jordan	EDTIF	10	\$ 27,277,000	\$ 109,110,945	\$ 436,000,000	50	\$ 23,799,380
Clementine	Sandy	EDTIF	10	\$ 3,317,000	\$ 16,585,538	\$ 5,500,000	422	\$ 130,226,501
Fresenius	Ogden	EDTIF	10	\$ 4,157,611	\$ 16,630,445	\$ 340,000,000	1111	\$ 303,339,000
<b>FY 2008: Subtotals</b>			<b>11</b>	<b>12.5</b>	<b>\$ 171,461,611</b>	<b>\$ 615,898,301</b>	<b>\$ 1,720,200,000</b>	<b>4700</b>
								<b>\$ 3,330,068,530</b>

## Corporate Recruitment Data

### EDTF Performance - Fiscal Year 2009 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
Boart Longyear**	Salt Lake City	EDTF	10	\$ 3,036,000	\$ 12,144,430	\$ 3,000,000	200	\$ 222,535,427
Reckitt Benckiser	Tooele Co.	EDTF	10	\$ 1,901,000	\$ 9,506,507	\$ 35,000,000	141	\$ 49,289,036
Jet Aviation**	Ogden	EDTF/IAF	15	\$ 8,315,000	\$ 27,716,041	\$ 6,900,000	650	\$ 420,759,000
Cephalon II	Salt Lake City	EDTF	10	\$ 1,683,200	\$ 6,732,756	\$ 18,000,000	60	\$ 37,267,447
Quality Bicycle Products	Weber	EDTF	10	\$ 2,172,232	\$ 10,861,159	\$ 5,700,000	71	\$ 33,426,126
SA International**	Salt Lake City	EDTF	10	\$ 1,782,701	\$ 7,130,805	\$ 3,700,000	129	\$ 63,963,000
Top Ten Reviews**	Ogden	EDTF	7	\$ 731,755	\$ 3,658,878	\$ -	165	\$ 45,287,172
Duncan Aviation**	Edgar	EDTF	15	\$ 6,643,293	\$ 22,144,311	\$ 58,000,000	657	\$ 356,840,838
Nelson Laboratories	Taylorville	EDTF	10.5	\$ 1,986,600	\$ 9,982,877	\$ 13,745,000	393	\$ 157,538,750
Sun Products Corporation	Salt Lake City	EDTF/IAF	10	\$ 2,513,600	\$ 10,022,025	\$ 14,600,000	80	\$ 276,114,533
Keystone Aviation HondaJet**	Salt Lake City	EDTF	10	\$ 1,740,300	\$ 8,701,701	\$ 4,000,000	72	\$ 18,830,791
ATK Aerospace Structures**	Clearfield	EDTF	20	\$ 32,732,500	\$ 106,108,187	\$ 250,000,000	848	\$ 1,664,771,288
Dynamic Confections**	Draper	EDTF	10.5	\$ 823,856	\$ 4,119,277	\$ 4,000,000	110	\$ 70,198,304
Great Salt Lake Minerals**	Ogden	EDTF	10.5	\$ 153,638	\$ 1,024,253	\$ 42,000,000	50	\$ 27,313,426
Venrys Corporation**	South Jordan	EDTF	7	\$ 855,000	\$ 4,177,496	\$ 10,000,000	100	\$ 18,719,026
eBay (Customer Service) (cy2012)	Draper	EDTF	10	\$ 1,719,800	\$ 6,879,345	\$ 40,500,000	200	\$ 70,106,217
<b>FY 2009: Subtotals</b>			<b>16</b>	<b>\$ 11.0</b>	<b>\$ 68,780,495</b>	<b>\$ 277,910,048</b>	<b>\$ 505,815,000</b>	<b>\$ 3,512,960,341</b>

### EDTF Performance - Fiscal Year 2010 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
Mozy, Inc.	Pleasant Grove	EDTF	10	\$ 543,200	\$ 2,716,229	\$ 2,200,000	91	\$ 45,401,339
Edwards Lifesciences	Draper	EDTF/IAF	15	\$ 10,381,000	\$ 50,943,077	\$ 14,500,000	1300	\$ 776,525,500
Goldman Sachs	Salt Lake City	EDTF	20	\$ 47,283,409	\$ 157,611,363	\$ 51,000,000	690	\$ 1,713,742,314
Haemonetics	Draper	EDTF	6	\$ 169,900	\$ 1,699,299	\$ 17,000,000	220	\$ 26,147,393
ebay (Customer Service) (cy2012)	Draper	EDTF	10	\$ 2,128,139	\$ 8,512,554	\$ 81,000,000	207	\$ 61,375,816
Fairchild Semiconductor	West Jordan	EDTF/IAF	4	\$ 86,700	\$ 5,374,453	\$ 49,500,000	538	\$ 122,053,164
Ment Medical Systems	South & West Jordan	EDTF	10	\$ 4,360,000	\$ 25,667,302	\$ 11,000,000	392	\$ 95,729,691
MedConnect Global Inc.	Ephram City	EDTF	10	\$ 1,754,800	\$ 7,019,316	\$ 47,000	306	\$ 45,500,000
Lothhouse	Ogden	EDTF	5	\$ 138,434	\$ 692,171	\$ 22,500,000	115	\$ 15,130,735
Janicki Industries**	Layton	EDTF	10	\$ 316,255	\$ 1,581,374	\$ 19,500,000	50	\$ 20,532,500
Royal Bank of Scotland* (cy2013)	Taylorville	EDTF	15	\$ 8,607,261	\$ 34,429,044	\$ 6,270,000	260	\$ 389,488,515
<b>FY 2010: Subtotals</b>			<b>11</b>	<b>10.5</b>	<b>\$ 75,769,118</b>	<b>\$ 296,246,182</b>	<b>\$ 274,940,000</b>	<b>\$ 3,311,626,967</b>

## EDTF Performance - Fiscal Year 2011 Approved Projects

Project	Location	Incentive Type	Term	Maximum Cap Incentive	Projected New State Tax Revenue Over Term	Projected Capital Investment in Facility	Projected Number of Jobs Over Term	Projected New State Wages
Adobe Systems Inc.	Holiday	EDTF	20	\$ 40,239,126	\$ 13,130,418	\$ 298,000,000	927	\$ 1,631,697,764
Black Diamond Equipment	Lehi	EDTF	10	\$ 395,500	\$ 1,977,659	-	55	\$ 32,765,324
ATK Aerospace Systems* (cy2014)	Clearfield	EDTF	20	\$ 18,898,081	\$ 62,935,537	\$ 390,000,000	802	\$ 939,920,000
Lifehouse	Hurricane	EDTF	10	\$ 502,400	\$ 252,353	\$ 11,200,000	162	\$ 37,624,584
Oversock	Provo	EDTF	10	\$ 1,123,600	\$ 4,494,406	-	150	\$ 95,480,000
Czarnowski	St. George	EDTF/IAF	7	\$ 137,300	\$ 915,344	\$ 7,000,000	50	\$ 18,459,664
CSN Stores	Ogden	EDTF	10	\$ 548,500	\$ 8,472,757	\$ 1,500,000	868	\$ 188,989,700
JBS USA Holdings, Inc.*	Hyrum	EDTF	10	\$ 1,759,500	\$ 8,797,836	\$ 30,000,000	420	\$ 115,569,462
Liberty Safe and Security Products	Paysonton	EDTF	7	\$ 342,000	\$ 2,831,968	\$ 8,000,000	50	\$ 10,251,032
Air Products	Tooele	EDTF	5.5	\$ 208,500	\$ 1,042,683	\$ 40,000,000	57	\$ 19,344,879
ITT Corporation	West Valley/Jordan	EDTF	15	\$ 33,656,000	\$ 112,000,000	\$ 120,000,000	2707	\$ 1,300,000,000
IM Flash Technologies Inc.	Lehi	EDTF	15	\$ 45,900,000	\$ 7,068,833	\$ 1,500,000,000	200	\$ 167,686,106
EMC Corporation* (cy2012)	W. Valley, Draper	EDTF	10	\$ 3,513,700	\$ 12,476,673	\$ 7,600,000	500	\$ 313,600,626
<b>FY 2011: Subtotals</b>			<b>13</b>	<b>\$ 11.5</b>	<b>\$ 147,224,187</b>	<b>\$ 359,164,557</b>	<b>\$ 2,413,300,000</b>	<b>\$ 6948</b>
								<b>\$ 4,871,389,141</b>

## EDTF Performance - Fiscal Year 2012 Approved Projects

Project	Location	Incentive Type	Term	Maximum Cap Incentive	Projected New State Tax Revenue Over Term	Projected Capital Investment in Facility	Projected Number of Jobs Over Term	Projected New State Wages
Morgan Stanley Smith Barney**	South Jordan	EDTF	5	\$ 89,000	\$ 446,900	\$ 2,800,000	80	\$ 11,478,802
eBay (Customer Service)*	Draper	EDTF	20	\$ 38,156,032	\$ 121,186,975	\$ 80,000,000	2200	\$ 2,737,441,997
Fiberspar	Salt Lake/Tooele	EDTF	10	\$ 1,474,900	\$ 7,374,613	\$ 23,600,000	276	\$ 80,452,430
SAIC**	Salt Lake/Utah/Do	EDTF	10	\$ 2,192,288	\$ 8,769,153	\$ 10,000,000	294	\$ 127,686,410
Home Depot	Ogden	EDTF	10	\$ 521,867	\$ 2,609,334	\$ 12,000,000	691	\$ 67,353,753
Lifetime Products	Clearfield	EDTF	20	\$ 3,193,591	\$ 14,774,362	\$ 46,000,000	482	\$ 221,136,866
Incomm	Salt Lake County	EDTF	5	\$ 340,075	\$ 1,763,878	-	101	\$ 21,771,000
Pepperidge Farm	Richmond	EDTF	10	\$ 475,032	\$ 2,115,977	\$ 45,000,000	54	\$ 11,667,527
L-3	Salt Lake County	EDTF	10	\$ 5,526,682	\$ 22,106,729	\$ 6,100,000	500	\$ 389,782,590
Hexcel Corporation	Salt Lake County	EDTF	10	\$ 7,767,961	\$ 31,071,845	\$ 650,000,000	616	\$ 348,019,091
Futura	Davis County	EDTF	8	\$ 1,694,786	\$ 11,982,206	\$ 23,155,000	143	\$ 57,886,740
Workday* (cy2013)	Salt Lake	EDTF	10	\$ 2,763,151	\$ 13,815,759	-	250	\$ 156,978,924
Family Dollar	St. George	EDTF	20	\$ 3,764,578	\$ 15,058,314	\$ 90,000,000	450	\$ 297,464,933
Schiff Nutrition	Salt Lake	EDTF/Training	6	\$ 308,186	\$ 1,540,933	\$ 1,500,000	400	\$ 17,659,408
Xactware	Provo	EDTF	20	\$ 32,262,940	\$ 129,051,958	\$ 130,000,000	859	\$ 756,844,710
F. Smith	Midvale	EDTF	10	\$ 2,933,645	\$ 11,734,578	\$ 16,000,000	124	\$ 86,817,275
Peterbilt	Salt Lake	EDTF	5	\$ 518,138	\$ 2,590,691	\$ 3,475,000	145	\$ 43,606,015
EMC Corporation*	Salt Lake	EDTF	12	\$ 5,173,967	\$ 20,695,868	\$ 4,000,000	750	\$ 475,109,938
Rock West Composites**	West Valley	EDTF	5	\$ 175,142	\$ 875,711	\$ 700,000	93	\$ 15,605,000
<b>FY 2012: Subtotals</b>			<b>19</b>	<b>\$ 10.8</b>	<b>\$ 109,332,771</b>	<b>\$ 423,505,784</b>	<b>\$ 1,144,330,000</b>	<b>\$ 8508</b>
								<b>\$ 5,924,775,409</b>

## Corporate Recruitment Data

### EDTF Performance- Fiscal Year 2013 Approved Projects

Project	Location	Incentive Type	Term	Maximum Cap Incentive	Projected New State Tax Revenue Over Term	Projected Capital Investment in Facility	Projected Number of Jobs Over Term	Projected New State Wages
X3	Salt Lake	EDTF	5	\$ 2,045,825	\$ 9,005,932	\$ 32,244,000	250	\$ 169,733,873
Vexel		EDTF	5	377,577	1,687,885	4,000,000	101	21,082,477
BioFire Diagnostics, Inc	Salt Lake	EDTF/Training	20	24,436,989	97,747,955	50,000,000	657	718,135,774
Boeing	Salt Lake	EDTF/Training	20	1,376,254	5,053,016	219,000,000	104	146,800,428
ENVE Composites, Inc.	Weber	EDTF/Training	7	1,336,424	5,345,694	20,000,000	342	63,315,427
Orange Soda, Inc.		EDTF/Training	10	535,849	2,679,244	5,000,000	100	44,500,541
GAF	Cedar City	EDTF	15	866,712	3,546,847	40,000,000	50	38,272,300
Qualitrics	Provo	EDTF	7	10,780,711	43,123,085	2,400,000	1080	295,308,110
Royal Bank of Scotland	Taylorville	EDTF	15	5,275,124	21,100,497	2,642,908	310	286,603,064
Workday	Salt Lake	EDTF/Training	15	8,370,052	54,072,074	20,000,000	500	719,396,231
Orbit Irrigation Products, Inc.	North Salt Lake	EDTF/Training	15	2,408,836	22,251,565	36,990,000	60	58,391,417
Instucture, Inc.	Cottonwood Heights	EDTF	7	1,892,959	9,664,847	2,100,000	655	238,429,143
DoTerra	Draper	EDTF	10	16,655,834	83,279,072	60,000,000	330	136,436,894
1-800 Contacts	Draper	EDTF	15	8,801,310	35,205,239	59,000,000	654	455,652,989
Capital Access Networks	Salt Lake City	EDTF	7	2,028,359	8,113,435	1,915,000	108	38,460,168
FireEye	Lehi/Draper	EDTF	10	3,603,155	14,412,621	3,000,000	250	152,798,326
Blu	Salt Lake	EDTF	7	462,536	2,312,681	6,000,000	73	49,263,500
Solanwinds	Draper	EDTF	20	32,864,576	105,546,587	50,000,000	1040	1,436,554,953
Metalcraft, dba Syberjet	Cedar City	EDTF	20	31,966,269	12,786,080	400,000,000	1200	1,028,742,210
Master Control	Salt Lake City	EDTF	5	836,059	4,180,294	15,000,000	197	54,120,978
HireVue	Salt Lake City	EDTF	7	1,513,573	10,090,489	30,000,000	540	172,876,211
Emery Refining Contacts	Green River	EDTF	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>\$ 823,098,242</b>	<b>\$ 1,291,176,903</b>	<b>\$ 6,434,037,236</b>

**EDTF Performance - Fiscal Year 2014 Approved Projects**

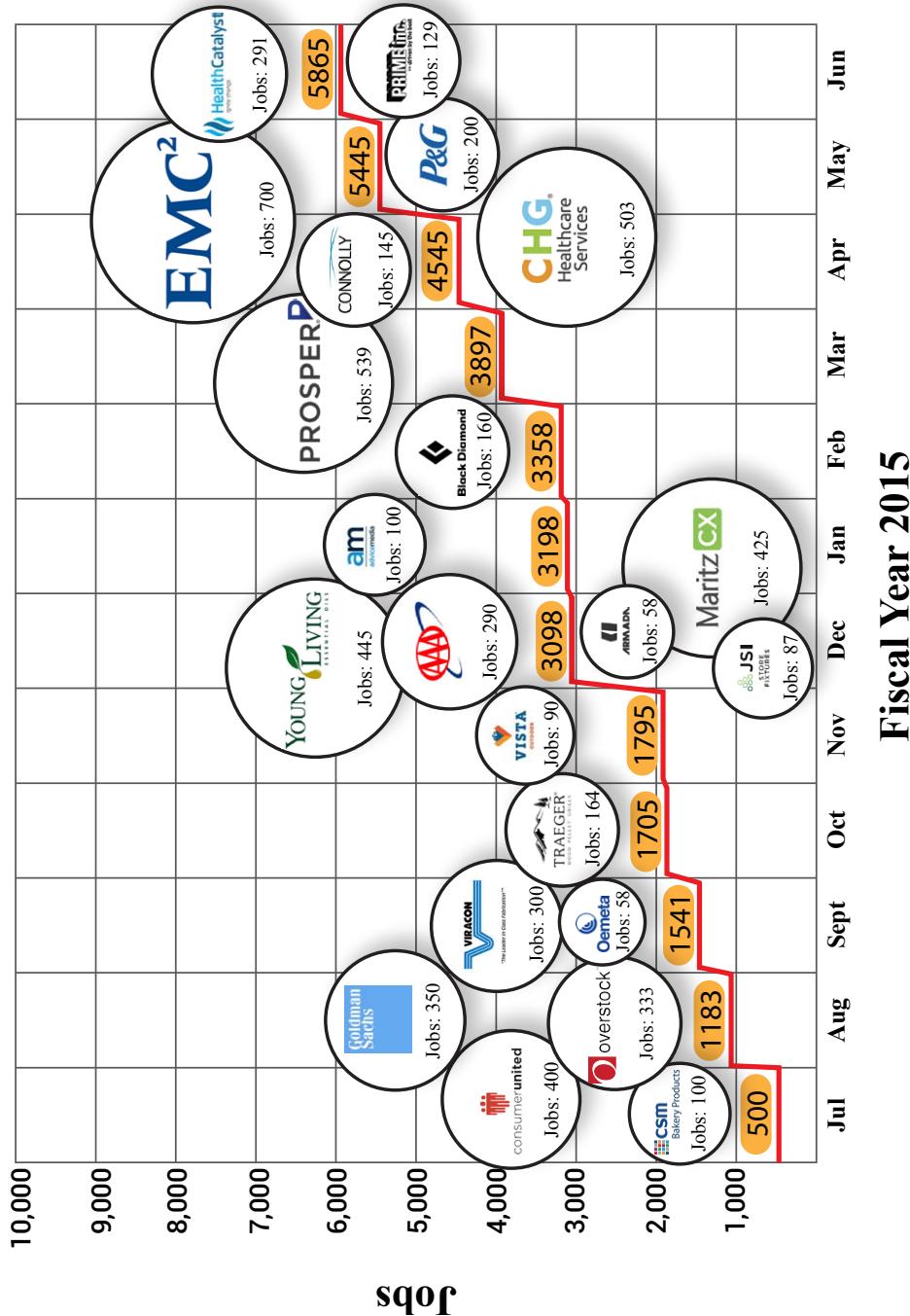
Project	Location	Incentive Type	Term	Maximum Cap Incentive	Projected New State Tax Revenue Over Term	Projected Capital Investment in Facility	Projected Number of Jobs Over Term	Projected New State Wages
Tech Media Network*	Weber	EDTF	10	\$ 610,254	\$ 3,051,269	\$ 3,400,000	308	\$ 32,953,072
Cardon Healthcare Network	Sandy	EDTF/Training	15	\$ 1,830,314	\$ 9,151,570	\$ 5,300,000	-	\$ 215,071,341
ATK	Clearfield	EDTF/Training	20	\$ 19,307,734	\$ 71,025,781	-	200	1,154,113,172
OCCL	Salt Lake City	EDTF/Training	20	\$ 4,769,804	\$ 15,079,215	\$ 6,800,000	300	534,801,697
Indus Valley Partners	Cottonwood Heights	EDTF	11	\$ 1,072,417	\$ 5,362,085	\$ 500,000	200	\$ 91,909,000
Yosemite Meat	Brigham City	EDTF	10	\$ 1,397,452	\$ 6,987,258	\$ 35,000,000	261	\$ 93,629,653
School Improvement Network	Salt Lake City	EDTF	10	\$ 3,114,789	\$ 80,299,263	\$ 8,000,000	810	\$ 753,611,307
Allstate Corporation	Ogden	EDTF/Training/EO	20	\$ 5,803,572	\$ 25,214,289	\$ 15,000,000	700	\$ 610,056,250
Frontier Communications	Provo	EDTF/IAF	10	\$ 2,182,912	\$ 10,914,561	\$ 7,000,000	550	\$ 245,223,278
Exeter	Provo	EDTF	10	\$ 2,277,644	\$ 13,388,221	\$ 2,100,000	550	\$ 259,944,118
Lin Manufacturing	EDTF	7	261,720	\$ 1,744,798	\$ 4,000,000	150	\$ 27,697,126	
Beijer Electronics	Salt Lake City	EDTF	10	\$ 1,079,222	\$ 5,396,111	\$ 600,000	71	\$ 37,887,296
Varian Medical Systems	Salt Lake City	EDTF	15	\$ 7,177,657	\$ 38,888,285	\$ 40,000,000	705	\$ 460,416,221
Otto Bock	Salt Lake City	EDTF	7	\$ 392,019	\$ 1,960,096	\$ 1,000,000	55	\$ 16,219,299
Cabelas	Tooele	EDTF	10	\$ 693,198	\$ 3,465,988	\$ 66,000,000	85	\$ 33,311,851
Jive Communications	Lehi	EDTF	5	\$ 938,321	\$ 6,255,476	\$ 6,400,000	576	\$ 130,946,265
Environmental Stoneworks	St. George	EDTF	10	\$ 514,304	\$ 2,571,519	\$ 2,000,000	124	\$ 40,887,535
Houweing Nurseries Oxnard, Inc.	Jub	EDTF/IAF	20	\$ 4,648,270	\$ 18,160,898	\$ 79,000,000	282	\$ 267,891,772
Wilson Electronics	St. George	EDTF	5	\$ 266,312	\$ 1,775,413	\$ 2,700,000	150	\$ 22,440,128
Pactv*	Salt Lake County	EDTF	10	\$ 871,010	\$ 5,806,731	\$ 52,000,000	60	\$ 28,885,160
Alrgas	Tooele	EDTF	10	\$ 10,652	\$ 533,260	\$ 8,000,000	25	\$ 1,475,181
Oracle II	Lehi or SCL	EDTF	10	\$ 2,829,602	\$ 11,318,408	\$ 6,142,500	351	\$ 238,959,392
<b>FY 2014: Subtotals</b>			<b>22</b>	<b>\$ 11.6</b>	<b>\$ 62,145,179</b>	<b>\$ 335,350,495</b>	<b>\$ 350,942,500</b>	<b>\$ 6568</b>
								<b>\$ 5,298,310,144</b>

## Corporate Recruitment Data

### EDTF Performance - Fiscal Year 2015 Approved Projects

Project	Location	Incentive Type	Term	Maximum Cap Incentive	Projected New State Tax	Projected Capital Investment	Projected Number of Jobs Over Term	Projected New State Wages
				Entered Over Term	Revenue Over Term			
Advice Media	Park City	EDTF	5	\$ 2,054,159	\$ 207,802	\$ 1,385,347	1,000,000	\$ 17,571,355
Manitz CX	South Jordan	EDTF	7	\$ 862,605	\$ 10,270,795	\$ 1,250,000	425	\$ 268,110,000
American Automobile Association	Ogden	EDTF	7	\$ 354,919	\$ 5,750,968	\$ 20,000,000	290	\$ 112,946,673
Armeda Skis	Park City	EDTF	8	\$ 1,344,760	\$ 1,774,596	\$ 500,000	56	\$ 31,718,980
Vista Outdoors	Clearfield	EDTF	7	\$ 353,247	\$ 6,723,802	\$ 10,000,000	90	\$ 125,160,000
Black Diamond Inc.	Salt Lake City	EDTF	7	\$ 2,354,979	\$ 7,760,000	\$ 160	48,404,120	
CHG Healthcare	Salt Lake City	EDTF	10	\$ 1,706,767	\$ 8,533,833	\$ 9,281,086	503	\$ 219,032,816
Connolly	Salt Lake City	EDTF	5	\$ 520,351	\$ 2,601,753	\$ 385,000	145	\$ 48,266,900
Consumer United	Ogden	EDTF	7	\$ 1,083,751	\$ 5,268,757	\$ 900,000	400	\$ 121,744,108
CSM Bakery	Payson	EDTF	6	\$ 313,524	\$ 1,567,620	\$ 30,400,000	100	\$ 12,582,742
JSI Store Fixtures	Salt Lake City	EDTF	6	\$ 58,501	\$ 3,723,341	\$ 1,050,000	87	\$ 15,981,063
Oemela	Salt Lake City	EDTF	7	\$ 113,447	\$ 567,232	\$ 5,250,000	58	\$ 12,664,552
Overstock	Salt Lake City	EDTF	10	\$ 2,281,233	\$ 11,406,234	\$ 2,650,644	333	\$ 300,843,588
Prosper Funding LLC	Salt Lake City	EDTF	5	\$ 925,733	\$ 4,628,766	\$ 10,000,000	539	\$ 118,653,203
Young Living	Spanish Fork	EDTF	7	\$ 8,753,974	\$ 43,769,871	\$ 89,000,000	445	\$ 174,461,476
The Goldman Sachs Group, Inc.	Salt Lake City	EDTF	20	\$ 13,097,377	\$ 43,524,587	\$ 40,000,000	350	\$ 1,111,558,393
The Proctor & Gamble Company	Bear River City	EDTF	20	\$ 11,146,615	\$ 37,155,384	\$ 400,000,000	200	\$ 197,854,508
Traeger Grills	Springville	EDTF	7	\$ 503,537	\$ 2,517,685	\$ 5,204,125	164	\$ 44,613,464
Health Catalyst	Salt Lake City	EDTF	5	\$ 706,178	\$ 3,530,888	\$ 7,600,000	291	\$ 67,335,446
Prime Inc	Salt Lake City	EDTF	5	\$ 3,125,111	\$ 2,083,405	\$ 40,000,000	129	\$ 36,146,090
Vracon	St. George	EDTF	10	\$ 1,418,383	\$ 7,091,964	\$ 2,200,000	300	\$ 118,628,713
EMC Corporation	Salt Lake City	EDTF	10	\$ 3,873,191	\$ 15,492,764	\$ 62,000,000	700	\$ 365,290,554
<b>FY2015: Subtotals</b>			<b>22</b>	<b>\$ 8,1</b>	<b>\$ 52,422,645</b>	<b>\$ 221,724,551</b>	<b>\$ 746,430,856</b>	<b>\$ 5865</b>
*Consolidated or replacement projects								<b>\$ 3,569,568,744</b>

\*\* Did Not Accept



## EDTIF Program Trend of Key Metrics

### Summary of Actual EDTIF Annual Incremental Post-Performance Metrics

Year	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Total
Incentives Issued	\$ 2,189,400	\$ 5,906,647	\$ 7,578,090	\$ 6,625,670	\$ 10,599,932	\$ 11,371,298	\$ 14,619,059	\$ 13,690,888	\$ 72,580,983
Actual NSR	\$ 4,256,864	\$ 15,034,197	\$ 21,732,439	\$ 36,351,104	\$ 37,935,270	\$ 44,445,163	\$ 43,510,770	\$ 224,304,881	
Capital Investment*	\$ 157,311,980	\$ 532,315,661	\$ 682,948,355	\$ 597,115,103	\$ 555,281,384	\$ 1,024,793,041	\$ 1,405,205,405	\$ 1,315,988,245	\$ 6,710,956,477
Yr to Yr. Job Growth	1,190	2,396	1,360	(97)	2,977	1,847	1,360	2,497	13,547
Incremental Wages	\$ 30,295,860	\$ 230,131,860	\$ 252,622,581	\$ 190,070,209	\$ 296,671,233	\$ 465,786,512	\$ 603,317,116	\$ 781,189,442	\$ 2,850,082,314

\*FY2008-FY2014 based on extrapolated amounts, FY2015 based on reported amounts.

### Actual Cumulative Annual New State Incremental Jobs For EDTIF Projects

Year	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	3 Year Avg.
Forecasted Jobs (Cumulative)	2,215	5,458	7,064	9,384	11,866	13,697	15,875	19,301	
Actual Jobs (Cumulative)	1,194	3,590	4,954	4,857	7,834	9,681	11,050	13,547	
Percentage Actual vs Forecast	56%	66%	70%	66%	66%	71%	70%	70%	
Yr to Yr Job Change (Forecasted)	3,243	1,606	2,820	1,982	1,831	2,178	3,426	2,478	
Yr to Yr Jobs Changes (Actual)	2,396	1,364	(97)	2,977	1,847	1,369	2,497	1,904	
Yr to Yr Actual vs Forecast Growth	74%	85%	-3%	150%	101%	63%	73%	77%	
Company Count Projections	11	18	35	48	58	69	86	110	435
Company Count Actual	9	17	24	30	37	43	54	63	277

### Actual Annual New State Tax Revenue for EDTIF Projects

Year	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Total*
Total Forecasted NSR	6,680,530	16,749,113	42,679,348	51,506,491	79,440,330	72,942,169	95,320,696	107,851,603	\$ 479,893,188
Actual NSR	4,256,864	15,034,197	21,732,439	21,039,574	36,351,104	37,935,270	44,445,163	43,510,770	\$ 224,304,881
% Actual vs Forecasted NSR	64%	90%	51%	41%	46%	52%	47%	40%	47%
Rebate %	51%	39%	35%	31%	29%	30%	33%	31%	32%

Total\* include Years 2004 and 2005 not displayed.

# Resources



Utah Governor's Office of  
Economic Development  
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Holladay, UT 84117  
(801) 979-5500  
kathryn@holladaychamberofcommerce.org  
[www.holladaychamberofcommerce.org](http://www.holladaychamberofcommerce.org)

### San Juan Chamber of Commerce

217 S. Main Street  
Monticello, UT 84535  
435-459-970  
[www.sanjuancountychamber.com](http://www.sanjuancountychamber.com)

### Hurricane Valley Chamber of Commerce

Mayra Matthews  
63 South 100 West  
Hurricane, UT 84737  
(435) 635-3402  
office@hvchamber.com  
[www.hvchamber.com](http://www.hvchamber.com)

### Murray Area Chamber

Stephanie L. Wright  
5250 South Commerce Drive, #180  
Murray, UT 84107  
(801) 263-2632  
stephanie@murraychamber.net  
[www.murraychamber.org](http://www.murraychamber.org)

### Kanab Area Chamber of Commerce

Kelly Stowell  
78 South 100 East  
Kanab, UT 84741  
435-899-0443  
stowell@kanab.net  
[www.kanabchamber.com](http://www.kanabchamber.com)

### Nephi Chamber of Commerce

Jason Morrell  
PO Box 219  
Nephi, UT 84648  
(435) 610-1428  
[www.nephichamber.com](http://www.nephichamber.com)

### Lehi Area Chamber of Commerce

Mark Welcker  
225 East State Street  
PO Box 154  
Lehi, UT 84043  
801-901-6664  
officeadmin@lehiareachamber.com  
[www.lehiareachamber.org](http://www.lehiareachamber.org)

### Ogden/Weber Chamber of Commerce

Chuck Leonhardt  
2484 Washington Blvd., Suite #400  
Ogden, UT 84401  
(801) 621-8300  
chuck@ogdenweberchamber.com  
<http://ogdenweberchamber.com>

### Pacific Islander Chamber of Commerce

Ben au  
1739 Jensen Meadow Lane  
SLC, UT 84116  
801-721-7026  
au.ohanallc@gmail.com

### Page-Lake Powell Chamber of Commerce

Judy Franz  
5 South Lake Powell Blvd., Unit #3  
PO Box 727  
Page, AZ 86040  
(928) 645-2741  
chamber@pagechamber.com  
[www.pagechamber.com](http://www.pagechamber.com)

### Magna Chamber of Commerce

Dan Peay  
8952 West Magna Main Street  
Magna, UT 84044  
801-250-5690  
info@magnachamber.com  
[www.magnachamber.com](http://www.magnachamber.com)

### Manti City

Kent Barton - City Manager  
50 South Main St.  
Manti, UT 84642  
435-835-2401  
kentbarton@manticity.com  
[manticity.com](http://manticity.com)

## Chambers of Commerce

### Panguitch Chamber of Commerce

Lori Talbot  
25 South 200 East  
PO Box 75  
Panguitch, UT 84759  
(435) 676-8585  
lori.panguitchcity@gmail.com  
www.panguitch.com

### Park City Chamber of Commerce

Bill Malone  
1850 Sidewinder Drive, Ste 320  
PO Box 1630  
Park City, UT 84060  
(435) 649-6100  
bill@visitparkcity.com  
www.visitparkcity.com

### Payson Chamber of Commerce

Carolyn Bowman/Mike Hardy  
814 S. 1050 W.  
Payson, UT 84651  
(801) 465-2634  
paysonchamber@yahoo.com  
www.paysoncitychamber.com

### Piute County Chamber of Commerce

Kelli Cummings  
99 North Main  
PO Box 1  
Marysville, UT 84740  
(435) 326-4404  
www.piutecounty.org

### Richfield Chamber of Commerce

Lorraine Gregerson  
250 N Main St, Ste. B42  
Richfield, UT 84701  
(435) 896-4241  
lorraine@richfieldareachamber.com  
www.richfieldareachamber.com

### Salina Chamber of Commerce

Sherry Sampson  
UT Independent Bank / 55 South State Street  
PO Box 113  
Salina, UT 84654  
(435) 529-7459  
www.salinacity.org/salina-area-chamber-of-commerce/

### Salt Lake Area Chamber of Commerce

Lane Beattie  
175 East 400 South, Suite #600  
Salt Lake City, UT 84111  
(801) 364-3631  
lbeattie@saltlakechamber.org; info@saltlake-chamber.org  
www.slchamber.com

### Sandy Area Chamber of Commerce

Gaylen Nate  
9350 South 150 East, Suite 580  
Sandy, UT 84070  
(801) 566-0344  
Sandychamber@sandychamber.com  
www.sandychamber.com

### South Jordan Chamber (inactive)

Shelly Pot  
11565 South District Main Drive #600  
South Jordan, UT 84095  
(801) 253.5200  
mychamber@southjordanchamber.org  
www.southjordanchamber.org

### Economic Development Department, City of Orem

Ryan Clark  
56 North State Street  
Orem, UT 84057  
(801) 226-1521  
rlclark@orem.org  
www.econdev.orem.org

### South Salt Lake Chamber of Commerce

Gary Birdsall  
220 East Morris Ave. #150  
PO Box 65001  
South Salt Lake, UT 84115  
801-466-3377  
info@sslchamber.com  
www.sslchamber.com

### Southwest Valley Chamber

Susan Schilling  
3600 West 13001 South  
PO Box 330  
Riverton, UT 84065  
(801) 280-0595  
susan@swvchamber.org  
www.swvchamber.org

### Spanish Fork Area Chamber

Clark H. Caras  
40 South Main Street, Suite 10  
Spanish Fork, UT 84660  
801-201-9276  
office@spanishforkchamber.com  
www.spanishforkchamber.com

### Springville Chamber

Steve Chandler  
110 S. Main St.  
Springville, UT 84663  
801.491.7830  
www.springvilleutahchamber.org

## Chambers of Commerce

### St. George Area Chamber of Commerce

Greg McArthur  
97 East St. George Blvd  
St. George, UT 84770  
(435) 628-1658  
greg@stgeorgechamber.com  
www.stgeorgechamber.com

### Utah Hispanic Chamber of Commerce

Francisco Sotelo  
1635 South Redwood Road  
Salt Lake City, UT 84104  
(801) 532-3308  
franciscosotelo@utahhcc.com  
www.utahhcc.com

### Tooele County Chamber

Jared Hamner  
154 South Main  
Tooele, UT 84074  
(435) 882-0690  
jared@tooelechamber.com  
www.tooelechamber.com

### Utah Valley Chamber of Commerce

Val Hale  
111 South University Ave  
Provo, UT 84601  
(801) 851-2555  
info@thechamber.org  
www.thechamber.org

### Utah African American Chamber of Commerce

James Jackson, III  
7301 S Redwood Rd. #314  
West Jordan, UT 84084  
801-747-9134  
info@uaacc.org  
www.uaacc.org

### Vernal Area Chamber of Commerce

Joel V. Brown  
134 West Main Street  
Vernal, UT 84078  
(435) 789-1352  
joel@vernalchamber.org  
www.vernalchamber.com

### Utah Asian Chamber of Commerce

Shilpi Culmer  
PO Box 3178  
Salt Lake City, UT 84110  
(801) 915-6333  
info@utahasianchamber.com  
www.utahasiancc.org

### West Jordan Chamber

Jevine Lane  
8000 South Redwood Road, First Floor  
West Jordan, UT 84088  
(801) 569-5151  
info@westjordanchamber.com  
westjordanchamber.com

## Cities and Towns

### Alpine City

20 North Main Street  
Alpine, UT 84004  
801-756-6347  
[www.alpinecity.org](http://www.alpinecity.org)  
[rnelson@alpinecity.org](mailto:rnelson@alpinecity.org)

### Ballard Town

2381 East 1000 South  
Ballard, UT 84066  
435-722-3393  
[www.ballardcity.org](http://www.ballardcity.org)  
[ballard1@ubtanet.com](mailto:ballard1@ubtanet.com)

### Town of Alta

P.O. Box 8016, Alta  
Alta, UT 84092-8016  
801-742-3522  
[www.townofalta.com](http://www.townofalta.com)  
[kblack@townofalta.com](mailto:kblack@townofalta.com)

### Bear River City

5871 N 4700 W  
Bear River City, UT 84301  
435-279-9047  
[bearrivercity@frontier.net](mailto:bearrivercity@frontier.net)

### Town of Altamont

15547 West 4100 North  
Altamont, UT 84001  
435-454-3469

### Beaver City

30 W 300 N  
Beaver, UT 84713  
435-438-2451  
[www.beaverutah.net](http://www.beaverutah.net)

### Alton Town

11 South 100 West  
Alton, UT 84710  
435-648-2635  
[www.altonut.com](http://www.altonut.com)  
[altonut@xpressweb.com](mailto:altonut@xpressweb.com)

### Bicknell Town

12 W Main St.  
Bicknell, UT 84715  
435-425-3315

### Town of Amalga

6590 North 2400 West  
Amalga, UT 84335  
435-563-0376  
[www.amalgatown.com](http://www.amalgatown.com)

### Big Water Municipal Corp.

Big Water Town Hall 60 Aaron Burr  
Big Water, UT 84741  
435-675-3760  
[bigwatertown.org](http://bigwatertown.org)  
[bigwaterclerk@gmail.com](mailto:bigwaterclerk@gmail.com)

### American Fork City

51 East Main Street  
American Fork, UT 84003  
801-763-3000  
[afcity.org](http://afcity.org)

### Blanding City

50 West 100 South  
Blanding, UT 84511  
435- 678-2791  
[www.blandingutah.gov](http://www.blandingutah.gov)

### Annabella Town

295 East 300 North  
Annabella, UT 84711  
435-896-6571  
[www.sweethomeannabella.com](http://www.sweethomeannabella.com)  
[anbellatown@hotmail.com](mailto:anbellatown@hotmail.com)

### Bluffdale City

14350 South 2200 West  
Bluffdale, UT 84065  
801-254-2200  
[www.bluffdale.com](http://www.bluffdale.com)

### Town of Antimony

120 North Main Street  
Antimony, UT 84712  
435-624-3488  
[antimonytown@scinternet.net](mailto:antimonytown@scinternet.net)

### Boulder Town

351 North 100 East  
Boulder, UT 84716  
435-335-7300  
[www.boulderutah.com](http://www.boulderutah.com)  
[info@boulderutah.com](mailto:info@boulderutah.com)

### Town of Apple Valley

1777 North Meadowlark Drive  
Apple Valley, UT 84737  
435-877-1190  
[www.applevalleyut.gov](http://www.applevalleyut.gov)  
[nb@applevalleyut.gov](mailto:nb@applevalleyut.gov)

### City of Bountiful

790 South 100 East  
Bountiful, UT 84010  
801-298-6142  
[www.bountifulutah.gov](http://www.bountifulutah.gov)

### City of Aurora

20 South 120 East  
Aurora, UT 84620  
435-529-7643  
[auroracity.org](http://auroracity.org)

### Town of Brian Head

56 North Highway 143  
Brian Head, UT 84719  
435-677-2029  
[www.brianheadtown.utah.gov](http://www.brianheadtown.utah.gov)

## Cities and Towns

### **Brigham City**

20 North Main Street  
Brigham City, UT 84302  
435-734-6600  
[brighamcity.utah.gov](http://brighamcity.utah.gov)

### **Bryce Canyon City**

26 South Main Street  
Bryce Canyon City, UT 84764  
435-834-5341  
[www.rubysinn.com](http://www.rubysinn.com)

### **Cannonville Town**

25 South Red Rock Drive  
Cannonville, UT 84718  
435-679-8784  
[canvtown@scinternet.net](mailto:canvtown@scinternet.net)

### **Castle Dale City**

61 East 100 North  
Castle Dale, UT 84513  
435-381-2115  
[www.castledalecity.org](http://www.castledalecity.org)  
[mayor@castledalecity.org](mailto:mayor@castledalecity.org)

### **Castle Valley**

HC 64 P.O. Box 2705  
Castle Valley, UT 84532  
435-259-9828  
[www.castlevalleyutah.com](http://www.castlevalleyutah.com)  
[castlevalley@castlevalleyutah.com](mailto:castlevalley@castlevalleyutah.com)

### **Cedar City**

10 North Main Street  
Cedar City  
84720  
435-586-2950  
[www.cedarcity.org](http://www.cedarcity.org)

### **Cedar Fort Town**

P.O. Box 389  
Cedar Valley, UT 84013  
801-768-2147

### **City of Cedar Hills**

10246 North Canyon Road  
Cedar Hills, UT 84062  
801-785-9668  
[www.cedarhills.org](http://www.cedarhills.org)  
[frontdesk@cedarhills.org](mailto:frontdesk@cedarhills.org)

### **Centerfield Town**

130 South Main  
Centerfield, UT 84622  
435-528-3296  
[www.centerfieldcity.org](http://www.centerfieldcity.org)  
[office@centerfieldcity.org](mailto:office@centerfieldcity.org)

### **Centerville City**

250 North Main Street  
Centerville, UT 84014  
801-295-3477  
[www.centervilleut.net](http://www.centervilleut.net)

### **Central Valley**

50 West Center Street  
Central Valley, UT 84754  
435-896-4514

### **Charleston Town**

3454 West 3400 South  
Heber City, UT 84032  
435-654-7177  
[www.charlestonutah.org](http://www.charlestonutah.org)  
[charlestontclerk@yahoo.com](mailto:charlestontclerk@yahoo.com)

### **Town of Circleville**

50 South Center  
Circleville, UT 84723  
435-577-2638  
[www.circlevilleutah.org](http://www.circlevilleutah.org)

### **Clarkston Town**

50 South Main  
Clarkston, UT 84305  
435-563-9090  
[clarkstontown@comcast.net](mailto:clarkstontown@comcast.net)

### **Town of Clawson**

200 South Main Street  
Clawson, UT 84516  
435-384-2724  
[www.emerycounty.com/towns/clawson.htm](http://www.emerycounty.com/towns/clawson.htm)  
[clawsontown@gmail.com](mailto:clawsontown@gmail.com)

### **Clearfield City**

55 South State Street  
Clearfield, UT 84015  
801-525-2700  
[www.clearfieldcity.org](http://www.clearfieldcity.org)

### **Cleveland Town**

130 West Main Street  
Cleveland, UT 84518  
435-653-2310  
[www.emerycounty.com/towns/cleveland.htm](http://www.emerycounty.com/towns/cleveland.htm)  
[cland@etv.net](mailto:cland@etv.net)

### **Clinton City**

2267 North 1500 West  
Clinton, UT 84015  
801-614-0700  
[www.clintoncity.net](http://www.clintoncity.net)  
[dcluff@clintoncity.com](mailto:dcluff@clintoncity.com)

### **Coalville City**

10 North Main Street  
Coalville, UT 84017  
435-336-5981  
[www.coalvillecity.org](http://www.coalvillecity.org)  
[cityhall@coalvillecity.org](mailto:cityhall@coalvillecity.org)

### **Corinne City**

2420 North 4000 West  
Corinne, UT 84307  
435-744-5566  
[www.corinnecity.com](http://www.corinnecity.com)  
[kendra@corinnecity.com](mailto:kendra@corinnecity.com)

## Cities and Towns

### **Cornish Town**

4733 West 14300 North  
Cornish, UT 84308  
435-754-3067  
cornishtownhall@gmail.com

### **Elmo Town**

75 South 100 East  
Elmo, UT 84521  
435-653-2125  
[www.emerycounty.com/towns/elmo.htm](http://www.emerycounty.com/towns/elmo.htm)  
knk@etv.net

### **Cottonwood Heights**

1265 East Fort Union Blvd Suite 250  
Cottonwood Heights, UT 84047  
801-944-7000  
[cottonwoodheights.utah.gov](http://cottonwoodheights.utah.gov)

### **Elsinore Town**

35 West Main Street  
Elsinore, UT 84724  
435-527-3306  
[elsinoretown.com](http://elsinoretown.com)

### **Town of Daniel**

981 West Valley View Rd.  
Daniel, UT 84032  
435-654-5062  
[danielutah.org](http://danielutah.org)  
[lynneshindurling@danielutah.org](mailto:lynneshindurling@danielutah.org)

### **Elwood Town**

5235 West 8800 North  
Elwood, UT 84337  
435-257-5518  
[www.elwoodtown.com](http://www.elwoodtown.com)  
[elwood@elwoodtown.com](mailto:elwood@elwoodtown.com)

### **Delta City Corporation**

76 North 200 West  
Delta, UT 84624-9440  
435-864-2759  
[www.delta.utah.gov](http://www.delta.utah.gov)

### **Emery Town**

65 North Center Street  
Emery, UT 84522  
435-286-2417  
[www.emerycounty.com/emery/emery.htm](http://www.emerycounty.com/emery/emery.htm)  
[townhall@etv.net](mailto:townhall@etv.net)

### **Deweyville Town**

10870 North Highway 38  
Deweyville, UT 84309  
435-239-7312  
[www.townofdeweyville.org](http://www.townofdeweyville.org)

### **Enoch City**

900 East Midvalley Road  
Enoch, UT 84721  
435-586-1119  
[www.cityofenoch.org](http://www.cityofenoch.org)  
[robd@cityofenoch.org](mailto:robd@cityofenoch.org)

### **City of Draper**

1020 East Pioneer Road  
Draper, UT 84020  
801-576-6500  
[www.draper.ut.us](http://www.draper.ut.us)

### **City of Enterprise**

375 South 200 East  
Enterprise, UT 84725  
435-878-2221  
[www.enterpriseutah.org](http://www.enterpriseutah.org)

### **City of Duchesne**

500 East Main Street  
Duchesne, UT 84021  
435-738-2464  
[www.duchesnecity.com](http://www.duchesnecity.com)  
[duchesne@ubtanet.com](mailto:duchesne@ubtanet.com)

### **Ephraim City**

5 South Main Street  
Ephraim, UT 84627  
435-283-4631  
[www.ephraimcity.org](http://www.ephraimcity.org)

### **Eagle Mountain City**

1650 East Stagecoach Run  
Eagle Mountain, UT 84005  
801-789-6600  
[www.emcity.org](http://www.emcity.org)  
[Ikani - itaumoepeau@emcity.org](mailto:Ikani - itaumoepeau@emcity.org)

### **Escalante City**

56 North 100 West  
Escalante, UT 84726  
435-826-4644  
[www.escalantecity-utah.com](http://www.escalantecity-utah.com)  
[escalant@scinternet.net](mailto:escalant@scinternet.net)

### **East Carbon City**

101 West Geneva Drive  
East Carbon, UT 84520  
435-888-6613  
[www.carbon.utah.gov](http://www.carbon.utah.gov)  
[ecc@emerytelcom.net](mailto:ecc@emerytelcom.net)

### **Eureka City Corporation**

15 North Church Street  
Eureka, UT 84628  
435-433-6915  
[www.eurekautah.org](http://www.eurekautah.org)  
[eureka15@cut.net](mailto:eureka15@cut.net)

### **Elk Ridge City**

80 East Park Drive  
Elk Ridge, UT 84651  
801-423-2300  
[www.elkridgecity.org](http://www.elkridgecity.org)  
[staff@elkridgecity.org](mailto:staff@elkridgecity.org)

### **Fairfield Town**

18053 West/B 1540 North  
Fairfield, UT 84013  
801-766-3509  
[www.fairfieldtown.com](http://www.fairfieldtown.com)

## Cities and Towns

### Fairview City

85 South State Street  
Fairview, UT 84629  
435-427-3858  
[www.fairviewcity.com](http://www.fairviewcity.com)  
[davet@cut.net](mailto:davet@cut.net)

### Farmington City

160 South Main Street  
Farmington, UT 84025  
801-451-2383  
[www.farmington.utah.gov](http://www.farmington.utah.gov)

### Farr West City

1896 North 1800 West  
Farr West, UT 84404  
801-731-4187  
[farrwestcity.net](http://farrwestcity.net)

### Town of Fayette

90 South 100 East  
Fayette, UT 84630  
435-528-5882  
[fayettetown.facebook.com](http://fayettetown.facebook.com)

### Ferron City

20 East Main Street  
Ferron, UT 84523  
435-384-2350  
[www.ferroncity.org](http://www.ferroncity.org)  
[ferroncity@ferroncity.org](mailto:ferroncity@ferroncity.org)

### Fielding Town

150 South 100 West  
Fielding, UT 84311  
435-458-3682

### Fillmore City

75 West Center Street  
Fillmore, UT 84631  
435-743-5233  
[www.fillmorecity.org](http://www.fillmorecity.org)  
[teresa@fillmorecity.org](mailto:teresa@fillmorecity.org)

### Fountain Green City

270 West 100 North  
Fountain Green, UT 84632  
435-445-3453  
[sanpete.com/pages/fountaingreen](http://sanpete.com/pages/fountaingreen)  
[ftngreen@hotmail.com](mailto:ftngreen@hotmail.com)

### Francis Town

2317 South Spring Hollow Road  
Francis, UT 84036  
435-783-6236  
[www.francisutah.org](http://www.francisutah.org)  
[francisutah@yahoo.com](mailto:francisutah@yahoo.com)

### Fruit Heights City

910 South Mountain Road  
Fruit Heights City, UT 84037  
801-546-0861  
[www.fruitheightscity.com](http://www.fruitheightscity.com)  
[bgreen@fruitheightscity.com](mailto:bgreen@fruitheightscity.com)

### Town of Garden City

69 North Paradise Parkway, Building B.  
Garden City, UT 84028  
435-946-2901  
[www.gardencityut.us](http://www.gardencityut.us)  
[townofgardencity@gmail.com](mailto:townofgardencity@gmail.com)

### Garland City

72 North Main Street  
Garland, UT 84312  
435-257-3118  
[www.garlandutah.org](http://www.garlandutah.org)  
[info@garlandutah.org](mailto:info@garlandutah.org)

### Town of Genola

74 West 800 South  
Genola, UT 84655  
801-754-5300  
[genola.org](http://genola.org)  
[genolaclerk@gmail.com](mailto:genolaclerk@gmail.com)

### Glendale Town

90 East Center Street  
Glendale, UT 84729  
435-648-2341  
[www.glendaletown.org](http://www.glendaletown.org)  
[glendaleutahtown@gmail.com](mailto:glendaleutahtown@gmail.com)

### Glenwood Town

10 North Main Street  
Glenwood, UT 84730  
435-896-0260

### Town of Goshen

10 West Main Street  
Goshen, UT 84633  
801-667-9910  
[goshentown@cut.net](mailto:goshentown@cut.net)

### Grantsville City

429 East Main Street  
Grantsville, UT 84029  
435-884-3411  
[www.grantsvilleut.gov](http://www.grantsvilleut.gov)

### City of Green River

460 East Main Street  
Green River, UT 84525  
435-564-3448  
[greenriverutah.com](http://greenriverutah.com)

### Gunnison City

38 West Center Street  
Gunnison, UT 84634  
435-528-7969  
[www.gunnisoncity.org](http://www.gunnisoncity.org)  
[info@gunnisoncity.org](mailto:info@gunnisoncity.org)

### Hanksville Town

30 South Highway 95  
Hanksville, UT 84734  
435-542-3451  
[www.hanksville.us](http://www.hanksville.us)

## Cities and Towns

**City of Harrisville**  
363 West Independence  
Harrisville, UT 84404  
801-782-9648  
[www.cityofharrisville.com](http://www.cityofharrisville.com)  
[questions@cityofharrisville.com](mailto:questions@cityofharrisville.com)

**Town of Hatch**  
49 West Center  
Hatch, UT 84735  
435-735-4364

**Heber City**  
75 North Main Street  
Heber City, UT 84032  
435-654-0757  
[www.ci.heber.ut.us](http://www.ci.heber.ut.us)

**City of Helper**  
73 South Main Street  
Helper, UT 84526  
435-472-5391  
[www.helpercity.net](http://www.helpercity.net)

**Henefer Town**  
150 West Center Street  
Henefer, UT 84033  
435-336-5365  
[www.heneferutah.org](http://www.heneferutah.org)  
[henefertown@allwest.net](mailto:henefertown@allwest.net)

**Hideout**  
10860 North Hideout Trail  
Hideout, UT 84036  
435-659-4739  
[www.hideoututah.gov](http://www.hideoututah.gov)  
[clerk@HideoutUtah.gov](mailto:clerk@HideoutUtah.gov)

**Henrieville Town**  
70 West Main Street  
Henrieville, UT 84776  
435-679-8581

**Herriman City**  
13011 South Pioneer Street  
Herriman, UT 84096  
801-446-5323  
[www.herriman.org](http://www.herriman.org)  
[info@herriman.org](mailto:info@herriman.org)

**Highland City**  
5400 West Civic Center Drive, Suite 1  
Highland, UT 84003  
801-756-5751  
[www.highlandcity.org](http://www.highlandcity.org)

**Hildale City**  
320 East Newel Avenue  
Hildale, UT 84787  
435-874-2323  
[www.hildaleutah.com](http://www.hildaleutah.com)

**Hinckley Town**  
161 East 300 North  
Hinckley, UT 84635  
435-864-3522  
[www.hinckleytown.org](http://www.hinckleytown.org)  
[hclerk@frontiernet.net](mailto:hclerk@frontiernet.net)

**Holden Town**  
56 North Main Street  
Holden, UT 84636  
435-795-2213

**City of Holladay**  
4580 South 2300 East  
Holladay, UT 84117  
801-272-9450  
[www.cityofholladay.com](http://www.cityofholladay.com)

**Honeyville City**  
2635 West 6980 North  
Honeyville, UT 84314  
435-279-8425  
[www.honeyvillecity.org](http://www.honeyvillecity.org)  
[honeyvillecity@frontiernet.net](mailto:honeyvillecity@frontiernet.net)

**Hooper City**  
5580 West 4600 South  
Hooper, UT 84315  
801-732-1064  
[hoopercity.com](http://hoopercity.com)

**Howell Town**  
15940 North 17400 West  
Howell, UT 84316  
435-471-7331

**Huntington City**  
20 South Main Street  
Huntington, UT 84528  
435-687-2436  
[www.emerycounty.com/towns/huntington.htm](http://www.emerycounty.com/towns/huntington.htm)  
[huntcity@etv.net](mailto:huntcity@etv.net)

**Huntsville Town**  
7309 East 200 South  
Huntsville, UT 84317  
801-745-3420  
[huntsvilletown.com](http://huntsvilletown.com)

**Hurricane City**  
147 North 870 West  
Hurricane, UT 84737  
435-635-2811  
[www.cityofhurricane.com](http://www.cityofhurricane.com)

**Hyde Park City**  
113 East Center Street  
Hyde Park, UT 84318  
435-563-6507  
[hydepark.utahlinks.org](http://hydepark.utahlinks.org)

## Cities and Towns

**Hyrum City**  
83 West Main Street  
Hyrum, UT 84319  
435-245-6033  
[www.hyrumcity.org](http://www.hyrumcity.org)

**Independence**  
4530 East 2400 South  
Independence, UT 84032  
435-654-3031: Phil

**Ivins City**  
55 North Main Street  
Ivins, UT 84738  
435-628-0606  
[www.ivins.com](http://www.ivins.com)

**Joseph Town**  
25 East 100 North  
Joseph, UT 84739  
435-527-4394

**Junction Town**  
550 North Main Street  
Junction, UT 84740  
435-577-2840  
[www.piute.org/Junction.htm](http://www.piute.org/Junction.htm)

**Kamas City**  
170 North Main Street  
Kamas, UT 84036  
435-783-4630  
[www.kamascity.net](http://www.kamascity.net)

**City of Kanab**  
76 North Main Street  
Kanab, UT 84741  
435-644-2534  
[kanab.utah.gov](http://kanab.utah.gov)  
[kcoffice@kanab.net](mailto:kcoffice@kanab.net)

**Kanarraville Town**  
40 South Main Street  
Kanarraville, UT 84742  
435-867-1852  
[david@kanarraville.org](mailto:david@kanarraville.org)

**Kanosh Town**  
55 North Main Street  
Kanosh, UT 84637  
435-759-2415

**Kaysville City**  
23 East Center Street  
Kaysville, UT 84037  
801-546-1235  
[www.kaysvillevity.com](http://www.kaysvillevity.com)  
[mailbox@kaysvillevity.com](mailto:mailbox@kaysvillevity.com)

**Kingston Town**  
40 West 100 South  
Kingston, UT 84743  
435-577-2270

**Town of Koosharem**  
25 North State Street  
Koosharem, UT 84744  
435-638-7598

**LaVerkin City**  
435 North Main Street  
LaVerkin, UT 84745  
435-635-2581  
[www.laverkincity.org](http://www.laverkincity.org)

**Laketown City**  
20 North 200 East  
Laketown, UT 84038  
435-946-9000  
[laketownutah.com](http://laketownutah.com)  
[info@laketownutah.com](mailto:info@laketownutah.com)

**Layton City**  
437 North Wasatch Drive  
Layton, UT 84041  
801-336-3800  
[www.laytoncity.org](http://www.laytoncity.org)

**Leamington Town**  
P.O. 38101  
Leamington, UT 84638  
435-857-2399  
[leamington.utah@gmail.com](mailto:leamington.utah@gmail.com)

**Town of Leeds**  
218 North Main Street  
Leeds, UT 84746  
435-879-2447  
[www.leedstown.org](http://www.leedstown.org)  
[clerk@leedstown.org](mailto:clerk@leedstown.org)

**Lehi City**  
153 North 100 East  
Lehi, UT 84043  
801-768-7100  
[www.lehi-ut.gov](http://www.lehi-ut.gov)

**Town of Levan**  
20 North Main Street  
Levan, UT 84639  
435-623-1959  
[levantown.org](http://levantown.org)  
[levantown@gmail.com](mailto:levantown@gmail.com)

**Lewiston City**  
29 South Main Street  
Lewiston, UT 84320  
435-258-2141  
[www.lewiston-ut.org](http://www.lewiston-ut.org)  
[jbergeson@lewiston-ut.org](mailto:jbergeson@lewiston-ut.org)

**Lindon City**  
100 North State Street  
Lindon, UT 84042  
801-785-5043  
[www.lindoncity.org](http://www.lindoncity.org)  
[kmoosman@lindoncity.org](mailto:kmoosman@lindoncity.org)

## Cities and Towns

**Loa Town**  
80 West Center Street  
Loa, UT 84747  
435-836-2160  
loatown@scinternet.net

**Logan City**  
290 North 100 West  
Logan, UT 84321  
435-716-9000  
www.loganutah.org  
info@loganutah.org

**Lyman Town**  
P.O. Box 23  
Lyman, UT 84749  
435-836-2393

**Lynndyl Town**  
P.O. Box 40207  
Lynndyl, UT 84640  
435-857-2425

**Town of Manila**  
145 East Highway 43  
Manila, UT 84046  
435-784-3143  
www.manilautah.com  
lynettea@manilautah.com

**Manti City**  
50 South Main Street  
Manti, UT 84642  
435-835-2401  
mantiutah.org

**Town of Mantua**  
409 North Main Street  
Mantua, UT 84324  
435-723-7054 or 723-1292

**Mapleton City**  
125 West Community Center Way  
Mapleton, UT 84664  
801-489-5655  
www.mapleton.org  
mayorwall@mapleton.org

**Marriott-Slaterville**  
1570 West 400 North  
Marriott-Slaterville, UT 84404  
801-627-1919  
www.marriott-slaterville.org

**Marysvale Town**  
P.O. Box 160  
Marysvale, UT 84750  
435-326-4597  
www.marysvale.org  
svwsteed@ihc.com - Wendy

**Mayfield Town**  
52 North Main Street  
Mayfield, UT 84643  
435-528-5061  
www.mymayfield.org

**Meadow Town**  
45 South 100 East  
Meadow, UT 84644  
435-842-7128  
bstewart7@frontiernet.net - Bonnie

**Mendon City**  
P.O. Box 70  
Mendon, UT 84325  
435-753-3449  
www.mendoncity.org  
cityclerk@mendoncity.org

**Midvale City**  
7504 Holden St  
Midvale, UT 84047  
801-567-7200  
www.midvalecity.org

**Midway City**  
75 North 100 West  
Midway, UT 84049  
435-654-3223  
www.midwaycityut.org

**City of Milford**  
405 South Main  
Milford, UT 84751  
435-387-2711  
www.milfordut.com

**Millville City**  
510 East 300 South  
Millville, UT 84326  
435-750-0924  
millvillecity.org

**Minersville Town**  
60 West Main Street  
Minersville, UT 84752  
435-386-2242  
minersvilletown@utah.gov

**City of Moab**  
217 East Center Street  
Moab, UT 84532  
435-259-5121  
www.moabcity.state.ut.us

**Mona City**  
50 West Center Street  
Mona, UT 84645  
435-623-4913  
www.monacity.org  
monacity@nebonet.com

## Cities and Towns

### Monroe City

10 North Main Street  
Monroe, UT 84754  
435-527-4621  
[www.littlegreenvalley.com](http://www.littlegreenvalley.com)

### City of Monticello

17 North 100 East  
Monticello, UT 84535  
435-587-2271  
[www.monticelloutah.org](http://www.monticelloutah.org)

### Morgan City

90 West Young Street  
Morgan, UT 84050  
801-829-3461  
[www.morgancityut.com](http://www.morgancityut.com)

### Moroni City

80 South 200 West  
Moroni, UT 84646  
435-436-8359  
[sanpete.com/pages/moroni](http://sanpete.com/pages/moroni)

### Mt. Pleasant City

115 West Main Street  
Mt. Pleasant, UT 84647  
435-462-2456  
[mtpleasantcity.com](http://mtpleasantcity.com)

### Murray City

5025 South State Street Ste. 112  
Murray, UT 84107  
801-264-2603  
[www.murray.utah.gov](http://www.murray.utah.gov)

### Myton City

125 East Main Street  
Myton, UT 84052  
435-722-2711  
[www.mytoncity.com](http://www.mytoncity.com)

### City of Naples

1420 East 2850 South  
Naples, UT 84078  
435-789-9090  
[www.naplescityut.gov](http://www.naplescityut.gov)

### Nephi City

21 East 100 North  
Nephi, UT 84648  
435-623-0822  
[www.nephi.utah.gov](http://www.nephi.utah.gov)

### New Harmony Town

P.O. Box 620  
New Harmony, UT 84757  
435-865-7522

### Newton Town Corporation

51 South Center Street  
Newton, UT 84327  
435-563-9283

### Nibley City Corporation

625 West 3200 South  
Nibley, UT 84321  
435-752-0431  
[www.nibleycity.com](http://www.nibleycity.com)

### North Logan City

2076 North 1200 East  
North Logan, UT 84341  
435-752-1310  
[www.ci.north-logan.ut.us](http://www.ci.north-logan.ut.us)  
[cordell@northlogancity.org](mailto:cordell@northlogancity.org)

### North Ogden City

505 East 2600 North  
North Ogden, UT 84414  
801-782-7211  
[www.northogdencity.com](http://www.northogdencity.com)

### City of North Salt Lake

10 East Center Street  
North Salt Lake, UT 84054  
801-335-8700  
[www.nslcity.org](http://www.nslcity.org)

### Oak City

50 West Center Street  
Oak City, UT 84649  
435-846-3473

### Oakley City

960 West Center Street  
Oakley, UT 84055  
435-783-5734  
[www.oakleycity.com](http://www.oakleycity.com)  
[oakley@allwest.net](mailto:oakley@allwest.net)

### Ogden City

2549 Washington Blvd  
Ogden, UT 84401  
801-399-4357  
[www.ogdencity.com](http://www.ogdencity.com)

### Ophir Town

10 Main Street  
Ophir, UT 84071  
435-830-2120

### Orangeville City

25 North Main Street  
Orangeville, UT 84537  
435-748-2651  
[www.emerycounty.com/towns/orangeville.htm](http://www.emerycounty.com/towns/orangeville.htm)  
[orange@etv.net](mailto:orange@etv.net); [cindorange@hotmail.com](mailto:cindorange@hotmail.com)

### Orderville Town

425 East State Street  
Orderville, UT 84758  
435-648-2534  
[www.townoforderville.com](http://www.townoforderville.com)  
[towno@color-country.net](mailto:towno@color-country.net)

## Cities and Towns

**City of Orem**  
56 North State Street  
Orem, UT 84057  
801-229-7000  
[www.orem.org](http://www.orem.org)

**Panguitch City Corporation**  
25 South 200 East  
Panguitch, UT 84759  
435-676-8585  
[www.panguitch.org](http://www.panguitch.org)  
[panguitchcity@gmail.com](mailto:panguitchcity@gmail.com)

**Paradise Town**  
9035 South 100 West  
Paradise, UT 84328  
435-245-6737  
[paradise.utah.gov](http://paradise.utah.gov)  
[clerk@paradise.utah.gov](mailto:clerk@paradise.utah.gov)

**Town of Paragonah**  
44 North 100 West  
Paragonah, UT 84760  
435-477-8979  
[paragonahtown@qwestoffice.net](mailto:paragonahtown@qwestoffice.net)

**Park City Municipal Corporation**  
445 Marsac  
Park City, UT 84060  
435-615-5001  
[www.parkcity.org](http://www.parkcity.org)  
[webmaster@parkcity.org](mailto:webmaster@parkcity.org)

**Parowan City**  
P.O. Box 576  
Parowan, UT 84761  
435-477-3331  
[www.parowan.org](http://www.parowan.org)  
[pcmanager@infowest.com](mailto:pcmanager@infowest.com)

**Payson City**  
439 West Utah Avenue  
Payson, UT 84651  
801-465-5200  
[www.paysonutah.org](http://www.paysonutah.org)

**Perry City**  
3005 South 1200 West  
Perry, UT 84302  
435-723-6461  
[www.perrycity.org](http://www.perrycity.org)

**Plain City**  
4160 West 2200 North  
Plain City, UT 84404  
801-731-4908  
[www.plaincityutah.org](http://www.plaincityutah.org)

**Pleasant Grove City**  
70 South 100 East  
Pleasant Grove, UT 84062  
801-785-5045  
[www.plgrove.org](http://www.plgrove.org)

**Pleasant View City**  
520 West Elberta Drive  
Pleasant View, UT 84414  
801-782-8529  
[www.pleasantviewcity.com](http://www.pleasantviewcity.com)

**Plymouth Town**  
20120 North 5200 West  
Plymouth, UT 84330  
435-458-3296

**Portage Town**  
P.O. Box 4  
Portage, UT 84331  
435-866-2108  
[portagetown@citlink.net](mailto:portagetown@citlink.net)

**Price City**  
185 East Main Street  
Price, UT 84501  
435-636-3183  
[www.priceutah.net](http://www.priceutah.net)

**Providence City**  
15 South Main Street  
Providence, UT 84332  
435-752-9441  
[www.providencecity.com](http://www.providencecity.com)

**City of Provo**  
351 West Center  
Provo, UT 84601  
801-852-6000  
[www.provo.org](http://www.provo.org)

**Town of Randolph**  
20 S. Main Street  
Randolph, UT 84064  
435-793-3185  
[www.townofrandolph.org](http://www.townofrandolph.org)  
[info@townofrandolph.org](mailto:info@townofrandolph.org)

**Redmond Town**  
45 West Main Street  
Redmond, UT 84652  
435-529-3278  
[redmontown@gmail.com](mailto:redmontown@gmail.com)

**Richfield City**  
75 East Center Street  
Richfield, UT 84701  
435-896-6439  
[www.richfieldcity.com](http://www.richfieldcity.com)  
[webmaster@richfieldcity.com](mailto:webmaster@richfieldcity.com)

**Richmond City**  
6 West Main Street  
Richmond, UT 84333  
435-258-2092  
[www.richmond-utah.com](http://www.richmond-utah.com)

**River Heights City**  
520 South 500 East  
River Heights, UT 84321  
435-752-2646  
[www.riverheightscity.org](http://www.riverheightscity.org)

## Cities and Towns

### Riverdale City

4600 South Weber River Drive  
Riverdale, UT 84405  
801-394-5541  
[www.riverdalecity.com](http://www.riverdalecity.com)  
[info@riverdalecity.com](mailto:info@riverdalecity.com)

### City of Riverton

12830 S. Redwood Road  
Riverton, UT 84065  
801-254-0704  
[www.rivertoncity.com](http://www.rivertoncity.com)

### Town of Rockville

P.O. Box 630206  
Rockville, UT 84763  
435-772-0992  
[www.rockvilleutah.org](http://www.rockvilleutah.org)  
[rockville@sginet.com](mailto:rockville@sginet.com)

### Roosevelt City

255 South State Street  
Roosevelt, Utah  
84066  
435-722-5001  
[www.rooseveltcity.com](http://www.rooseveltcity.com)  
[cwlcken@rooseveltcity.org](mailto:cwlcken@rooseveltcity.org)

### Roy City

5051 South 1900 West  
Roy, UT 84067  
801-774-1020  
[www.royutah.org](http://www.royutah.org)  
[admin@royutah.org](mailto:admin@royutah.org)

### Rush Valley Town

52 South Park Street  
Rush Valley, UT 84069  
435-837-2280  
[www.rushvalleytown.com/index.html](http://www.rushvalleytown.com/index.html)  
[townofrv@gmail.com](mailto:townofrv@gmail.com)

### Salem City

30 West 100 South  
Salem, UT 84653  
801-423-2770  
[www.salemcity.org](http://www.salemcity.org)  
[jeffn@salemcity.org](mailto:jeffn@salemcity.org)

### Salina City

90 West Main Street  
Salina, UT 84654  
435-529-7304  
[www.salinacity.org](http://www.salinacity.org)

### Salt Lake City

451 South State Street  
Salt Lake City, UT 84111  
801-535-7704  
[www.ci.slc.ut.us](http://www.ci.slc.ut.us)

### Sandy City

10000 Centennial Pkwy  
Sandy, UT 84070  
801-568-7100  
[sandy.utah.gov](http://sandy.utah.gov)

### City of Santa Clara

2603 Santa Clara Drive  
Santa Clara, UT 84765  
435-673-6712  
[www.sccity.org](http://www.sccity.org)

### Santaquin City

275 West Main Street  
Santaquin, UT 84655  
801-754-3211  
[www.santaquin.org](http://www.santaquin.org)  
[dmarker@santaquin.org](mailto:dmarker@santaquin.org)

### City of Saratoga Springs

1307 N. Commerce Drive #200  
Saratoga Springs, UT 84045  
801-766-9793  
[www.saratogaspringscity.com](http://www.saratogaspringscity.com)

### Scipio Town

160 North State Street  
Scipio, UT 84656  
435-253-2266

### Scofield Town

HC-35 Box 560  
Scofield, UT 84526  
435-448-9221

### Sigurd Town

P.O. Box 570064  
Sigurd, UT 84657  
435-896-4645  
[sigurdtown@cut.com](mailto:sigurdtown@cut.com)

### Smithfield City Corporation

69 North Main Street  
Smithfield, UT 84335  
435-563-6226  
[www.smithfieldcity.org](http://www.smithfieldcity.org)  
[info@smithfieldcity.org](mailto:info@smithfieldcity.org)

### Snowville Town

20 West Main Street  
Snowville, UT 84336  
435-872-8501

### City of South Jordan

1600 West Towne Center Drive  
South Jordan, UT 84095  
801-254-3742  
[www.sjc.utah.gov](http://www.sjc.utah.gov)  
[info@sjc.utah.gov](mailto:info@sjc.utah.gov)

### South Ogden City

3950 South Adams Avenue  
South Ogden, UT 84403  
801-622-2700  
[www.southogdencity.com](http://www.southogdencity.com)

### City of South Salt Lake

220 East Morris Avenue  
South Salt Lake, UT 84115  
801-483-6000  
[www.southsaltlakecity.com](http://www.southsaltlakecity.com)

## Cities and Towns

### **South Weber City**

1600 East South Weber Drive  
South Weber, UT 84405  
801-479-3177  
[www.southwebercity.com](http://www.southwebercity.com)

### **Spanish Fork City**

40 South Main Street  
Spanish Fork, UT 84660  
801-804-4500  
[www.spanishfork.org](http://www.spanishfork.org)

### **Spring City**

150 East Center Street  
Spring City, UT 84662  
435-462-2244  
[springcitycorp.com](http://springcitycorp.com)  
[recorder@springcitycorp.com](mailto:recorder@springcitycorp.com)

### **Town of Springdale**

118 Lion Boulevard  
Springdale, UT 84767  
435-772-3434  
[www.springdaletown.com](http://www.springdaletown.com)  
[springdale@infowest.com](mailto:springdale@infowest.com)

### **Springville City**

110 South Main Street  
Springville City, UT 84663  
801-489-2700  
[www.springville.org](http://www.springville.org)

### **City of St. George**

175 East 200 North  
St. George, UT 84770  
435-627-4000  
[www.sgcity.org](http://www.sgcity.org)

### **Town of Sterling**

75 North 100 West  
Sterling, UT 84665  
435-835-1799  
[sanpete.com/pages/sterling](http://sanpete.com/pages/sterling)

### **Stockton Town**

18 North Johnson Street  
Stockton, UT 84071  
435-882-3877  
[www.stocktontown.org](http://www.stocktontown.org)  
[townclerk@stocktontown.org](mailto:townclerk@stocktontown.org)

### **Sunset City**

200 West 1300 North  
Sunset, UT 84015  
801-825-1628  
[www.sunset-ut.com](http://www.sunset-ut.com)

### **Syracuse City**

1979 West 1900 South  
Syracuse, UT 84075  
801-825-1477  
[www.syracuseut.com](http://www.syracuseut.com)

### **Town of Tabiona**

38152 West 3950 North  
Tabiona, UT 84072  
435-848-5481

### **City of Taylorsville**

2600 West Taylorsville Boulevard  
Taylorsville, UT 84129  
801-963-5400  
[www.taylorsvilleut.gov](http://www.taylorsvilleut.gov)

### **Tooele City**

90 North Main Street  
Tooele, UT 84074  
435-843-2100  
[www.tooelecity.org](http://www.tooelecity.org)

### **Toquerville City**

212 North Toquerville Boulevard  
Toquerville, UT 84774  
435-635-1094  
[www.toquerville.org](http://www.toquerville.org)

### **Torrey Town**

100 North 75 East  
Torrey, UT 84775  
435-425-3600  
[www.torreyutah.gov](http://www.torreyutah.gov)

### **Tremonton City**

102 South Tremont Street  
Tremonton, UT 84337  
435-257-9500  
[www.tremontoncity.com](http://www.tremontoncity.com)  
[tremonton@tremontoncity.com](mailto:tremonton@tremontoncity.com)

### **Trenton Town**

1207 South 400 East  
Trenton, UT 84338  
(435) 563-9929

### **Town of Tropic**

20 North Main Street  
Tropic, UT 84776  
435-679-8713  
[www.townoftropicut.gov](http://www.townoftropicut.gov)  
[tropic@color-country.net](mailto:tropic@color-country.net)

### **City of Uintah**

2191 East 6550 South  
Uintah, UT 84405  
801-479-4130  
[www.uintahcity.com](http://www.uintahcity.com)  
[uintahcity@uintahcity.com](mailto:uintahcity@uintahcity.com)

### **Vernal City**

374 East Main  
Vernal, UT 84078  
435-789-2255  
[www.vernalcity.org](http://www.vernalcity.org)  
[webmaster@vernalcity.org](mailto:webmaster@vernalcity.org)

## Cities and Towns

### **Town of Vernon**

325 South Main Street  
Vernon, UT 84080  
435-839-3473  
[www.vernonutah.net](http://www.vernonutah.net)

### **Vineyard Town**

240 East Gammon Road  
Vineyard, UT 84058  
801-226-1929  
[www.vineyard.utah.gov](http://www.vineyard.utah.gov)

### **Virgin Town**

114 South Mill Street  
Virgin, UT 84779  
435-635-4695  
[www.virginutah.org](http://www.virginutah.org)

### **Town of Wales**

150 Nth State Street  
Wales, UT 84667  
435-436-9345

### **Wallsburg Town**

60 West Main Canyon Road  
Wallsburg, UT 84082  
435-654-4534

### **Washington City**

111 North 100 East  
Washington, UT 84780  
435-656-6300  
[washingtoncity.org/5](http://washingtoncity.org/5)

### **City of Washington Terrace**

5249 South 400 East  
Washington Terrace, UT 84405  
801-393-8681  
[washingtonterracecity.com](http://washingtonterracecity.com)

### **Wellington City**

150 West Main Street  
Wellington, UT 84542  
435-637-5213  
[www.wellingtonutah.us](http://www.wellingtonutah.us)

### **Wellsville City**

75 East Main Street  
Wellsville, UT 84339  
435-245-3686  
[www.wellsvillecity.com](http://www.wellsvillecity.com)  
[dhartle@wellsvillecity.com](mailto:dhartle@wellsvillecity.com)

### **City of Wendover**

920 East Wendover Boulevard  
Wendover, UT 84083  
435-665-7771  
[wendovercityutah.com](http://wendovercityutah.com)

### **West Bountiful City**

550 North 800 West  
West Bountiful, UT 84087  
801-292-4486  
[www.wbcity.org](http://www.wbcity.org)  
[chowe@westbountiful.utah.gov](mailto:chowe@westbountiful.utah.gov)

### **City of West Haven**

4150 South 3900 West  
West Haven, UT 84401  
801-731-4519  
[www.westhavencity.com](http://www.westhavencity.com)

### **City of West Jordan**

8000 South Redwood Road  
West Jordan, UT 84088  
801-569-5100  
[www.ci.west-jordan.ut.us](http://www.ci.west-jordan.ut.us)  
[info@wjordan.com](mailto:info@wjordan.com)

### **West Point City**

3200 West 300 North  
West Point, UT 84015  
801-776-0970  
[www.westpointcity.org](http://www.westpointcity.org)

### **West Valley City**

3600 South Constitution Boulevard  
West Valley, UT 84119  
801-966-3600  
[www.wvc-ut.gov](http://www.wvc-ut.gov)

### **Willard City**

80 West 50 South  
Willard, UT 84340  
435-734-9881  
[www.willardcity.com](http://www.willardcity.com)  
[willardcity@comcast.net](mailto:willardcity@comcast.net)

### **City of Woodland Hills**

690 South Woodland Hills Drive  
Woodland Hills, UT 84653  
801-423-1962  
[woodlandhillsutah.org](http://woodlandhillsutah.org)  
[recorder@woodlandhills.cc](mailto:recorder@woodlandhills.cc)

### **Town of Woodruff**

195 South Main Street  
Woodruff, UT 84086  
435-793-4201

### **Woods Cross City**

1555 South 800 West  
Woods Cross, UT 84087  
801-292-4421  
[www.woodscross.com](http://www.woodscross.com)

## Economic Development Contacts by County

### Beaver County Economic Development

105 East Center St.  
Beaver, UT 84713  
(435) 438-6490  
[www.beaver.utah.gov](http://www.beaver.utah.gov)

### Garfield County Economic Development

55 South Main Street  
Panguitch, UT 84759  
(435)-676-1100  
[www.garfield.utah.gov](http://www.garfield.utah.gov)

### Box Elder County Economic Development

1 S. Main Street 3rd Floor  
Brigham City, UT 84302  
(435) 734-3313  
[www.boxeldercounty.org](http://www.boxeldercounty.org)

### City of Moab Economic Development

217 E. Center Street  
Moab, UT 84532  
(435) 259-5121  
[www.moabcity.org](http://www.moabcity.org)

### Cache Valley Chamber of Commerce

160 N. Main Street, Suite 100  
Logan, UT 84321  
(435) 752-2161  
[www.cachechamber.com](http://www.cachechamber.com)

### Cedar City - Iron County Economic Development

10 N. Main Street  
Cedar City, UT 84720  
(435) 586-2770  
[www.cedarcity.org](http://www.cedarcity.org)

### Carbon County Economic Development

751 East 100 North  
Price, UT 84501  
(435) 636-3295  
[www.carbon.utah.gov/econdev](http://www.carbon.utah.gov/econdev)

### Juab County Economic Development Agency

160 N. Main Street  
Nephi, UT 84648  
(435) 623-3415  
<http://juabbusiness.com/>

### Daggett County Economic Development

(95 North 100 West) ups  
Manila, UT 84046  
(435) 784-3218 x 134  
[www.daggettcounty.org](http://www.daggettcounty.org)

### Kane County Economic Development

76 N Main Street  
Kanab, UT 84741  
(435) 616-5858  
[www.kane.utah.gov](http://www.kane.utah.gov)

### Davis County Economic Development\*\*

61 S. Main Street STE. 304  
Farmington, UT 84025  
(801) 451-3278  
[www.daviscountyutah.gov/economic\\_development](http://www.daviscountyutah.gov/economic_development)

### Millard County Economic Development Assoc.

71 South 200 West  
Delta, UT 84624  
(435) 864-1407  
[www.millardcounty-ecdev.com](http://www.millardcounty-ecdev.com)

### Duchesne County Economic Development

50 E. 200 South  
Roosevelt, UT 84066  
(435) 722-4598  
[uintabasin.org](http://uintabasin.org)

### Better City

48 W. Young St  
Morgan, UT 84050  
(801) 920-0000  
[www.morgan-county.net](http://www.morgan-county.net)

### Emery County Economic Development

95 E. Main Street, #107  
Castle Dale, UT 84513  
(435) 381-3565  
[www.emerycounty.com](http://www.emerycounty.com)

## Economic Development Contacts by County

### Piute County Economic Development

550 N. Main Street  
Junction, UT 84740  
(435) 577-2949  
[www.piute.org](http://www.piute.org)

### Utah County Economic Development

201 S. Main St., Ste 2010  
Orem, UT 84058  
801-863-7546  
[utahvalleydata.com](http://utahvalleydata.com)

### Rich County- Bear Lake Regional Commission

69 N. Paradise Pkwy, Building B  
Garden City, UT 84028  
(435) 946-2198  
[www.bearlakeregionalcommission.org](http://www.bearlakeregionalcommission.org)

### Heber Valley Tourism and Economic Development

475 N. Main Street  
Heber City, UT 84032  
(435) 654-3666  
[www.gohebervalley.com](http://www.gohebervalley.com)

### San Juan County Economic Development

117 S. Main Street  
Monticello, UT 84535  
(435) 587-3235 ext. 4138  
[www.utahscanyoncountry.com](http://www.utahscanyoncountry.com)

### Washington County Site Select Plus Business Resource Center

1071 E. 100 S. Building C, Ste 7  
St. George, UT 84770  
(435) 652-7750  
[www.siteselectplus.com](http://www.siteselectplus.com)

### Sanpete County Economic Development Assoc.

191 N. Main Street  
Manti, UT 84642  
(435) 835-4321  
[www.sanpete.com](http://www.sanpete.com)

### Wayne County Economic Development

18 South Main Street  
Loa, UT 84747  
(435) 836-1315  
[www.waynecountyutah.org](http://www.waynecountyutah.org)

### Sevier County Economic Development

250 N. Main Street, Rm 10  
Richfield, UT 84701  
(435) 893-0454  
[www.sevierutah.net](http://www.sevierutah.net)

### Weber Economic Development Partnership

2380 Washington Blvd. Ste 250  
Ogden, UT 84401  
(801)-399-8414  
[www.co.weber.ut.us/weberedp](http://www.co.weber.ut.us/weberedp)

### Summit County Economic Development

(1910 Prospector Ave. Suite 103) ups  
Park City, UT 84060  
(435) 649-6100  
[www.summitcounty.org](http://www.summitcounty.org)

### Tooele County Economic Development

47 S. Main Street  
Tooele, UT 84074  
(435) 843-3150  
[www.co.tooele.ut.us](http://www.co.tooele.ut.us)

### Uintah County Economic Development

152 East 100 North  
Vernal, UT 84078  
(435) 781-6767  
[vernalutah.org](http://vernalutah.org)

## Higher Education

### University of Utah

**David Eccles School of Business**  
1655 East Campus Center Drive  
Salt Lake City , UT 84112  
801-581-7676  
business.utah.edu  
Accreditation: NWCCU

**Taylor Randall, Dean**  
801-581-3074  
dean@business.utah.edu

**Undergraduate**  
801-587-8183  
undergraduateadmissions@  
business.utah.edu

**Full-time MBA**  
801-585-6291  
ftmba@utah.edu

**Professional MBA**  
801-581-6836  
pmba@utah.edu

**Executive MBA**  
801-581-5577  
emba@utah.edu

**Master of Accounting**  
801-581-7275  
macc@utah.edu

**Master of Science in Finance**  
801-581-7785  
msfadmissions@business.utah.edu

**PhD**  
801-585-1750  
phdprogram@business.utah.edu

**The Foundry**  
85 Fort Douglas Blvd #602  
Salt Lake City , UT 84113  
801-581-7200  
foundaryutah@gmail.com  
foundary.utah.edu

**The Pierre Lassonde**  
Entrepreneurial Center  
105 Fort Douglas Blvd #604  
Salt Lake City , UT 84113  
801-587-3836  
lassonde@utah.edu  
lassonde.utah.edu

**Technology and Venture**  
Commercialization Office  
615 Arapeen #310  
Salt Lake City , UT 84108  
801-581-7792  
tvc.utah.edu

### Utah State University

**Jon M. Huntsman School of Business**  
3505 Old Main Hill  
Logan, UT 84322  
435-797-2399  
huntsman@usu.edu  
huntsman.usu.edu

**Douglas D. Anderson, Dean**  
435-797-2376  
douglas.anderson@usu.edu

**Economics and Finance**  
435-797-2310

**School of Accountancy**  
435-797-2330

**Master of Accounting**  
435-797-3958  
macc.huntsman@usu.edu

**MBA**  
435-797-3624  
huntsmanmba@usu.edu

**Master of Science in Economics**  
435-797-1310

**Center for Entrepreneurial Excellence**  
3570 Old Main Hill Business 309  
Logan, UT 84322  
435-797-1107  
natalee.champlin@usu.edu

**Intellectual Property Services**  
1780 N Research Park Way, Ste 108  
North Logan, UT 84341  
435-797-9610  
ipso@usu.edu  
ipso.usu.edu

## Higher Education

### Weber State University

**John B. Goddard School of Business and Economics**  
1337 Edvalson St. Dept. 3801  
Ogden, UT 84408  
801-626-7307  
gbse@weber.edu  
weber.edu/SBE

**Jeff Steagall, Dean**  
801-626-7253  
jeffsteagall@weber.edu

**Business Administration and Finance**  
3802 University Circle  
Ogden, UT 84408  
801-626-6075  
advisebusiness@weber.edu

**Department of Economics**  
1337 Edvalson St. Dept. 3801  
Ogden, UT 84408  
801-626-6066  
advisebusiness@weber.edu

**School of Accounting and Taxation**  
3803 University Circle  
Ogden, UT 84408  
801-626-6072  
actg@weber.edu

**Master of Accounting**  
801-626-6072  
macc@weber.edu

**Master of Taxation**  
801-626-6072  
mtax@weber.edu

**MBA**  
2750 N University Park Blvd., MC 102  
Ogden, UT 84041  
801-395-3528  
mba@weber.edu  
weber.edu/mba

### Southern Utah University

**School of Business**  
435-586-5401  
suu.edu/business/

**Carl Templin, Dean**  
351 West University Blvd., BU 303  
Cedar City, UT 84720  
templin@suu.edu

**Accounting, Economics, Finance**  
435-865-8058  
christensen@suu.edu

**Master of Accountancy, MBA**  
435-865-8517  
alger@suu.edu

### Dixie State College

**Udvar-Hazy School of Business**  
225 South University Ave  
St. George, UT 84770  
435-652-7723  
dixie.edu/udvarhazyschool

**Kyle S. Wells**  
435-652-7833  
wells@dixie.edu

**Woodbury School of Business**  
800 West University Pkwy, mailstop 207  
Orem, UT 84058  
801-863-8260  
uvu.edu/woodbury

**Accounting, Finance, Management**  
801-863-8032

**MBA**  
801-863-5504  
mba@uvu.edu

**Norman Wright, Dean**  
norman.wright@uvu.edu

## Higher Education

### Brigham Young University

**Marriott School of Management**  
Brigham Young University 730 TNRB  
Provo, UT 84602  
marriottschool@byu.edu  
marriottschool.byu.edu

**Lee Perry, Dean**  
801-422-4121  
deanpt@byu.edu

**Undergraduate**  
801-422-4285  
msm\_advisement@byu.edu

**Finance**  
801-422-8377  
finance@byu.edu

**MBA**  
801-422-3500  
mba@byu.edu

**Executive MBA**  
801-422-3622  
emba@byu.edu

**School of Accountancy,  
Master of Accountancy**  
Brigham Young University 540 TNRB  
Provo, UT 84602  
801-422-4235  
soa@byu.edu

**Rollins Center for  
Entrepreneurship & Technology**  
Brigham Young University 470 TNRB  
Provo, UT 84602  
801-422-7437  
cet@byu.edu  
marriottschool.byu.edu/cet

**Technology Transfer**  
801-422-6266  
malder@byu.edu  
techtransfer.byu.edu

### Western Governors University

**Online BS and Master's in  
Multiple Business Disciplines**  
4001 South 700 East Suite 700  
Salt Lake City, UT 84107

801-274-3280  
[www.wgu.edu/contact\\_us](http://www.wgu.edu/contact_us)

### Westminster College

**Bill and Vieve Gore School of Business**  
1840 South 1300 East  
Salt Lake City, UT 84105  
801-832-2602  
[www.wcslc.edu/business](http://www.wcslc.edu/business)

**Finance, Program**  
Director Professor Dara Hoffa  
801-832-2617  
[dhoffa@westminstercollege.edu](mailto:dhoffa@westminstercollege.edu)

**Melissa Koerner, Interim Dean**  
801-832-2642  
[mkoerner@westminstercollege.edu](mailto:mkoerner@westminstercollege.edu)

**Management, Program**  
Director Professor Brian Jorgensen  
801-832-2650  
[bjorgensen@westminstercollege.edu](mailto:bjorgensen@westminstercollege.edu)

**Economics, Program**  
Director Dr. Michael Mamo  
801-832-2637  
[mmamo@westminstercollege.edu](mailto:mmamo@westminstercollege.edu)

**MBA & Master of Accountancy,  
Laura Erlacher**  
801-832-2208

## Higher Education

### Salt Lake Community College

**School of Business**

Business Building, Rm-230  
4600 S. Redwood Road  
Salt Lake City, UT 84123

**Dennis Bromley, Dean**

801-957-4476  
[dennis.bromly@slcc.edu](mailto:dennis.bromly@slcc.edu)

**Jordan**

3491 West 9000 South  
West Jordan, UT 84088  
801-957-2600  
[www.slcc.edu](http://www.slcc.edu)

**Meadowbrook**

250 West 3900 South  
Salt Lake City, UT 84107  
801-957-5821  
[www.slcc.edu](http://www.slcc.edu)

**Miller**

9750 South 300 West  
Sandy, UT 84070  
801-957-5200  
[www.slcc.edu](http://www.slcc.edu)

**South City**

1575 S State Street  
Salt Lake City, UT 84115  
801-957-4111  
[www.slcc.edu](http://www.slcc.edu)

**Taylorsville Redwood**

4600 S Redwood Road  
Salt Lake City, UT 84123  
801-957-4111  
[www.slcc.edu](http://www.slcc.edu)

### Snow College

**Business Studies**

Stacee McIff, Department Chair  
435-283-7566  
[stacee.mciff@snow.edu](mailto:stacee.mciff@snow.edu)

150 College Avenue  
Ephraim, UT 84627  
435-283-7000  
[www.snow.edu](http://www.snow.edu)

## Applied Technology Campuses

### Ameritech College of Healthcare

#### Draper

12257 Business Park Dr #108  
Draper, UT 84020  
801-377-2900

[www.ameritech.edu](http://www.ameritech.edu)

#### Provo

2035 North 550 West  
Provo, UT 84604  
801-816-1444

[www.ameritech.edu](http://www.ameritech.edu)

### Bridgerland Applied Technology College

#### Main

1301 North 600 West  
Logan, UT 84321  
435-753-6780  
435-752-2016

[www.batc.edu](http://www.batc.edu)

#### West

1410 North 1000 West  
Logan, UT 84321  
435-753-4708  
435-753-5709

[www.batc.edu](http://www.batc.edu)

#### Brigham City

325 West 1100 South  
Brigham City, UT 84302  
435-734-0614  
435-734-0431

[www.batc.edu](http://www.batc.edu)

#### Rich County

1200 Redwood Road  
Woodruff, UT 84086  
435-793-4500  
435-793-4530

[www.batc.edu](http://www.batc.edu)

### Broadview University

#### Layton

869 West Hill Field Road  
Layton, UT 84041  
801-660-6000  
801-498-6301

[www.broadviewuniversity.edu](http://www.broadviewuniversity.edu)

#### Orem

898 North 1200 West  
Orem, UT 84057  
801-822-5800  
801-822-5801

[www.broadviewuniversity.edu](http://www.broadviewuniversity.edu)

### Salt Lake City

240 East Morris Avenue  
Salt Lake City, UT 84115  
801-300-4300  
801-300-4301

[www.broadviewuniversity.edu](http://www.broadviewuniversity.edu)

### West Jordan

1902 West 7800 South  
West Jordan, UT 84088  
801-542-7600  
801-542-7601

[www.broadviewuniversity.edu](http://www.broadviewuniversity.edu)

### Cameo College of Essential Beauty

124 East 5770 South  
Murray, UT 84107  
801-747-5700  
801-747-5701

[www.cameocollege.com](http://www.cameocollege.com)

### Davis Applied Technology College

550 E 300 S  
Kaysville, UT 84037  
801-539-2500

[www.datc.edu](http://www.datc.edu)

### DeVry University

Sandy  
9350 South 150 East Suite 420  
Sandy, UT 84070  
801-565-5110

[www.devry.edu](http://www.devry.edu)

### Dixie Applied Technology College

1506 S Silicon Way  
St. George, UT 84770  
435-674-8400

[www.dxatc.edu](http://www.dxatc.edu)

### Eagle Gate College

Murray  
5588 South Green Street  
Murray, UT 84123  
801-333-8100

[www.eaglegatecollege.edu](http://www.eaglegatecollege.edu)

### Layton

915 North 400 West  
Layton, UT 84041  
801-546-7500

[www.eaglegatecollege.edu](http://www.eaglegatecollege.edu)

## Applied Technology Campuses

### ITT Technical Institute

**Murray**  
920 West Levoy Drive  
Murray, UT 84123  
801-263-3313  
[www.itt-tech.edu/utah](http://www.itt-tech.edu/utah)

### LDS Business College

95 North 300 West  
Salt Lake City, UT 84101  
801-524-8100  
[www.ldbsc.edu](http://www.ldbsc.edu)

### Mountainland Applied Technology College

**Thanksgiving Point**  
2301 West Ashton Blvd.  
Lehi, UT 84043  
801-753-6282  
801-753-4101  
[www.mlatc.edu](http://www.mlatc.edu)

### Orem

1410 West 1250 South  
Orem, UT 84058  
801-753-4200  
801-753-4201  
[www.mlatc.edu](http://www.mlatc.edu)

### Spanish Fork

1210 South 693 West  
Spanish Fork, UT 84660  
801-753-4115  
801-753-4119  
[www.mlatc.edu](http://www.mlatc.edu)

### Wasatch

311 North College Way  
Heber, UT 84032  
801-753-6282 (selection 1)  
[www.mlatc.edu](http://www.mlatc.edu)

### Ogden-Weber Applied Technology College

200 N Washington Blvd  
Ogden, UT 84404  
801-627-8300  
[www.owatc.edu](http://www.owatc.edu)

### Provo College

1450 West 820 North  
Provo, UT 84604  
801-818-8901  
[www.provocollege.edu](http://www.provocollege.edu)

### Southwest Applied Technology College

510 West 800 South  
Cedar City, UT 84720  
435-586-2899  
[www.swatc.edu](http://www.swatc.edu)

### Stevens-Henager College

**Provo/Orem**  
1476 Sandhill Road  
Orem, UT 84058  
801-373-0285  
[www.stevenshenager.edu](http://www.stevenshenager.edu)

### St. George

720 South River Road, Suite C-130  
St. George, UT 84790  
435-628-9150  
[www.stevenshenager.edu](http://www.stevenshenager.edu)

### Salt Lake City

383 West Vine Street  
Salt Lake City, UT 84123  
801-531-1180  
[www.stevenshenager.edu](http://www.stevenshenager.edu)

### Logan

755 South Main Street  
Logan, UT 84321  
435-752-0903  
[www.stevenshenager.edu](http://www.stevenshenager.edu)

### Ogden

1890 South 1350 West  
Ogden, UT 84401  
801-392-1471  
[www.stevenshenager.edu](http://www.stevenshenager.edu)

### Uintah Basin Applied Technology College

**Roosevelt**  
1100 E Lagoon Street  
Roosevelt, UT 84066  
435-722-6900  
[www.ubatc.edu](http://www.ubatc.edu)

### Vernal

450 North 2000 West  
Vernal, UT 84078  
435-725-7100  
[www.ubatc.edu](http://www.ubatc.edu)

## Public Education—Superintendent/Districts

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Utah State Office of Education – 801-538-7510  
250 E. 500 S. Salt Lake City, UT 84114

### **Alpine School District**

575 North 100 East  
American Fork, UT 84003  
801-610-8400  
801-610-8516  
[www.alpineschools.org](http://www.alpineschools.org)

### **Beaver School District**

290 North Main  
P.O. Box 31  
Beaver, UT 84713  
435-438-2291  
435-438-5898  
[www.beaver.k12.ut.us](http://www.beaver.k12.ut.us)

### **Box Elder School District**

960 South Main  
Brigham City, UT 84302  
435-734-4800  
435-734-4833  
[www.besd.net](http://www.besd.net)

### **Cache School District**

2063 North 12th East  
Logan, UT 84341  
435-752-3925  
435-753-2168  
[www.ccsdut.org](http://www.ccsdut.org)

### **Canyons School District**

9150 South 500 West  
Sandy, UT 84070  
801-826-5000  
801-826-5053  
[www.canyondistrict.org](http://www.canyondistrict.org)

### **Carbon School District**

251 West 400 North  
Price, UT 84501  
435-637-1732  
435-637-9417  
[www.carbonschools.org](http://www.carbonschools.org)

### **Daggett School District**

196 West 200 North  
P.O. Box 249  
Manila, UT 84046  
435-784-3174  
435-784-3549  
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### **Davis School District**

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801-402-5249  
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### **Duchesne School District**

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Duchesne, UT 84021  
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435-738-1254  
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### **Emery School District**

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P.O. Box 120  
Huntington, UT 84528  
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435-687-9849  
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### **Garfield School District**

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435-676-8266  
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Moab, UT 84532  
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435-259-6212  
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### **Granite School District**

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Salt Lake City, UT 84115  
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385-646-4128  
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### **Iron School District**

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Cedar City, UT 84720  
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435-623-1941  
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435-644-2509  
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### **Logan City School District**

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Logan, UT 84321  
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435-755-2311  
[www.loganschools.org](http://www.loganschools.org)

### **Millard School District**

285 East 450 North  
Delta, UT 84624  
435-864-1000  
435-864-5684  
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### **Morgan School District**

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### **Nebo School District**

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### **North Sanpete School District**

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435-462-2480  
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### **North Summit School District**

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Coalville, UT 84017  
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435-336-2401  
[www.nsummit.org](http://www.nsummit.org)

### **Ogden City School District**

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Ogden, UT 84401  
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801-627-7654  
[www.ogdensd.org](http://www.ogdensd.org)

### **Park City School District**

2700 Kearns Blvd  
Park City, UT 84060  
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435-645-5609  
[www.pcschools.us](http://www.pcschools.us)

### **Piute School District**

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Junction, UT 84740  
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435-577-2561  
[www.piutek12.org](http://www.piutek12.org)

### **Provo City School District**

280 West 940 North  
Provo, UT 84604  
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801-374-4808  
[www.provo.edu](http://www.provo.edu)

### **Rich School District**

25 South 100 West  
P.O. Box 67  
Randolph, UT 84064  
435-793-2135  
435-793-2136  
[www.richschool.org](http://www.richschool.org)

## Public Education—Superintendent/Districts

### **Salt Lake City School District**

440 East 100 South  
Salt Lake City, UT 84111  
801-578-8599  
801-578-8248  
[www.slcschools.org](http://www.slcschools.org)

### **San Juan School District**

200 North Main  
Blanding, UT 84511  
435-678-1211  
435-678-1272  
[www.sjsd.org](http://www.sjsd.org)

### **Sevier School District**

180 East 600 North  
Richfield, UT 84701  
435-896-8214  
435-896-8804  
[www.seviersd.org](http://www.seviersd.org)

### **South Sanpete School District**

39 South Main  
Manti, UT 84642  
435-835-2261  
435-835-2265  
[www.ssanpete.org](http://www.ssanpete.org)

### **South Summit School District**

285 East 400 South  
Kamas, UT 84036  
435-783-4301  
435-783-4501  
[www.ssummit.org](http://www.ssummit.org)

### **Tintic School District**

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Eureka, UT 84628  
435-433-6363  
435-433-6643  
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### **Tooele School District**

92 S Lodestone Way  
Tooele, UT 84074  
435-833-1900  
435-833-1912  
[www.tooeleschools.org](http://www.tooeleschools.org)

### **Uintah School District**

635 West 200 South  
Vernal, UT 84078  
435-781-3100  
435-781-3107  
[www.uintah.net](http://www.uintah.net)

### **Wasatch School District**

101 East 200 North  
Heber City, UT 84032  
435-654-0280  
435-654-4714  
[www.wasatch.edu](http://www.wasatch.edu)

### **Washington School District**

121 West Tabernacle  
St. George, UT 84770  
435-673-3553  
435-673-3216  
[www.washk12.org](http://www.washk12.org)

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79 North 100 West  
P.O. Box 127  
Bicknell, UT 84715  
435-425-3813  
435-425-3806  
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### **Weber School District**

5320 Adams Ave Parkway  
Ogden, UT 84405  
801-476-7800  
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### for GARFIELD, KANE, SAN JUAN, AND WASHINGTON COUNTIES

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St. George, UT 84770  
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## Small Business Development Centers

### Blanding\*

Utah State University Eastern  
715 West 200 South  
Blanding, UT 84511  
435-678-8102

### Brigham City\*

Utah State University  
195 West 1100 South, Rm. 203  
Brigham City, UT 84302  
435-919-1235

### Cedar City

Southern Utah University  
77 North Main Street  
Cedar City, UT 84720  
435-865-7707

### Ephraim

Snow College  
150 S. Main Street  
Ephraim, UT 84627  
435-283-7376

### Kaysville

Davis Applied Technology College  
450 South Simmons Way  
Kaysville, UT 84037  
801-593-2202

### Logan

Utah State University  
1770 North Research Parkway #140  
North Logan, UT 84341  
435-797-2277

### Moab\*

Utah State University Eastern  
125 West 200 South, Bldg B Suite 123  
Moab, UT 84532  
435-259-7432

### Ogden

Weber State University  
2314 Washington Blvd, Room 211  
Ogden, UT 84401  
801-626-7232

### Orem

Utah Valley University  
815 West 1250 South  
Orem, UT 84058  
801-863-8230

### Price

Utah State University Eastern  
451 East 400 North  
Price, UT 84501  
435-613-5460

### Richfield\*

Snow College  
800 West 200 South  
Building 2-A  
Richfield, UT 84701  
435-893-2252

### Salt Lake

Salt Lake Community College  
Miller Campus, MCPC 202  
9750 South 300 West  
Sandy, UT 84070  
801-957-5441

### St. George

Dixie State University  
1071 East 100 South, Bldg. C Suite C7  
St. George, UT 84770  
435-652-7741

### Tooele\*

Utah State University  
88 South Tooele Blvd.  
Tooele, UT 84074  
435-248-1895

### Vernal

Utah State University  
320 North Aggie Blvd.  
Vernal, UT 84078  
435-789-6100

\*Denotes a satellite center



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Utah Governor's Office of  
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