

**ECONOMIC DEVELOPMENT - GOVERNMENT**

**PROCUREMENT CONTRACTS**

2006 GENERAL SESSION

STATE OF UTAH

**Chief Sponsor: J. Stuart Adams**

Senate Sponsor: Sheldon L. Killpack

---

---

**LONG TITLE**

**General Description:**

This bill modifies responsibility and program provisions of the Governor's Office of Economic Development related to government procurement contracts.

**Highlighted Provisions:**

This bill:

- ▶ recognizes the existence of a significant opportunity for Utah companies to secure new business with federal, state, and local governments;
- ▶ provides that the Governor's Office of Economic Development, through programs it currently administers that help create and grow companies in Utah and recruit companies to Utah, may receive and distribute monies for projects and programs that are focused on growing Utah companies by helping them secure new business with federal, state, and local governmental entities; and
- ▶ provides for monthly reporting regarding the effectiveness of the projects or programs.

**Monies Appropriated in this Bill:**

None

**Other Special Clauses:**

None

**Utah Code Sections Affected:**

ENACTS:

**63-38f-2101**, Utah Code Annotated 1953

30  
31  
32  
33  
34  
35  
36  
37  
38  
39  
40  
41  
42  
43  
44  
45  
46  
47  
48  
49  
50  
51  
52  
53  
54  
55  
56  
57

---

---

*Be it enacted by the Legislature of the state of Utah:*

Section 1. Section **63-38f-2101** is enacted to read:

**Part 21. Economic Development - Government Procurement Contracts**

**63-38f-2101. Projects to assist companies secure new business with federal, state, and local governments.**

(1) The Legislature recognizes that:

(a) many Utah companies provide products and services which are routinely procured by a myriad of governmental entities at all levels of government, but that attempting to understand and comply with the numerous certification, registration, proposal, and contract requirements associated with government procurement often raises significant barriers for those companies with no government contracting experience;

(b) the costs associated with obtaining a government contract for products or services often prevent most small businesses from working in the governmental procurement market;

(c) currently a majority of federal procurement opportunities are contracted to businesses located outside of the state;

(d) the Governor's Office of Economic Development currently administers programs and initiatives that help create and grow companies in Utah and recruit companies to Utah through the use of state employees, public-private partnerships, and contractual services; and

(e) there exists a significant opportunity for Utah companies to secure new business with federal, state, and local governments.

(2) The office, through its director:

(a) shall manage and direct the administration of state and federal programs and initiatives whose purpose is to procure federal, state, and local governmental contracts;

(b) may require program accountability measures; and

(c) may receive and distribute legislative appropriations and public and private grants for projects and programs that:

(i) are focused on growing Utah companies and positively impacting statewide

58 revenues by helping these companies secure new business with federal, state, and local  
59 governments;

60 (ii) provide guidance to Utah companies interested in obtaining new business with  
61 federal, state, and local governmental entities;

62 (iii) would facilitate marketing, business development, and expansion opportunities for  
63 Utah companies in cooperation with the Governor's Office of Economic Development's  
64 Procurement Technical Assistance Center Program and with public, non-profit, or private  
65 sector partners such as local chambers of commerce, trade associations, or private contractors  
66 as determined by the office's director to successfully match Utah businesses with government  
67 procurement opportunities; and

68 (iv) may include the following components:

69 (A) recruitment, individualized consultation, and an introduction to government  
70 contracting;

71 (B) specialized contractor training for companies located in Utah;

72 (C) a Utah contractor matching program for government requirements;

73 (D) experienced proposal and bid support; and

74 (E) specialized support services.

75 (3) (a) The office, through its director, shall make any distribution referred to in  
76 Subsection (2) on a semiannual basis.

77 (b) A recipient of monies distributed under this section shall provide the office with a  
78 set of standard monthly reports, the content of which shall be determined by the office to  
79 include at least the following information:

80 (i) consultive meetings with Utah companies;

81 (ii) seminars or training meetings held;

82 (iii) government contracts awarded to Utah companies;

83 (iv) increased revenues generated by Utah companies from new government contracts;

84 (v) jobs created;

85 (vi) salary ranges of new jobs; and

86            (vii) the value of contracts generated.