

THE GOVERNOR'S
UTAH ECONOMIC SUMMIT

2011

**Expanding
Economic
Leadership**

March 28, 2011

Presented By



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

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ZIONS BANK®

THE GOVERNOR'S
UTAH ECONOMIC SUMMIT



STATE OF UTAH

OFFICE OF THE GOVERNOR
SALT LAKE CITY, UTAH
84114-2220

GARY R. HERBERT
GOVERNOR

GREG BELL
LIEUTENANT GOVERNOR

Dear Summit Participant,

It is my distinct pleasure to welcome you to the Fifth Annual Governor's Utah Economic Summit. The theme, "Expanding Economic Leadership," reflects Utah's strong and improving business climate, as well as our determination to ensure future success.

Despite international economic challenges, the State's effort to recruit, retain, and strengthen Utah businesses has fostered confidence in Utah as fertile ground for economic development. A testament to our people and foresight; Utah's business community continues to innovate and demonstrate initiative. Consequently, employment is improving, investment is increasing and our future is bright.

During the 2011 Summit, we will host many nationally recognized specialists, in fields ranging from financing and real estate, to entrepreneurship and strategic marketing. More than forty experts will inspire us to new heights. We will also have the opportunity to form valuable new business relationships and I encourage you to expand your reach.

Every chance I get, I tout Utah for being recognized by Forbes as the "Best State for Business and Careers." Nearly all of Utah's accolades this past year have come because you — our business leaders — and your work with the State to meet economic challenges head on. Together, we will continue to strengthen our economic base. Then, through our unprecedented partnerships, Utah will welcome a more dynamic economy, further job growth and develop greater business prosperity.

As your Governor, it is my honor and privilege to extend the appreciation of Utah's citizens for a job well done and encourage you to keep up the good work!

With sincere wishes for your success,

A handwritten signature in black ink that reads "Gary R. Herbert".

Gary R. Herbert
Governor

The Salt Lake Tribune

MEDIAOne
OF UTAH
A NEWSPAPER AGENCY COMPANY

Deseret News

Dear Colleagues,

Greetings!

On behalf of MediaOne of Utah, I would like to welcome you to the fifth annual Governor's Utah Economic Summit. This year, Utah and the world are beginning to break out of the worst financial crisis of several generations to emerge into a new era of business. As new reports of solidifying financial foundations roll in daily, Utah and its business partners are poised to become leaders in the new 21st century economy. Making that move to the global financial forefront will no doubt bring challenges — and opportunities.

Amidst a profound recession, Utah held its own as a leader in economic cooperation and was recognized as a paragon for growth and opportunity. As a state, our deep fiscal grip on sound economic practices led us to be recognized by Forbes Magazine in 2010 as the "Best State for Businesses and Careers." Our local economy, while not without its own troubles, led the country in job creation and economic health and Utah was named the "best managed state" in America by the Pew Center for Research a few short years ago. Such facts are a testament to Utah's business community and governments, which emphasize innovation and efficiency to generate growth from such forward-thinking ideals. It is our strength and foresight that has seen us through lean times and will strengthen our position in coming years.

The challenge now is to broaden the scope of our economic leadership into the future. By recognizing emerging markets, talent and digital frontiers, we as business leaders are obliged to protect and maintain momentum as we emerge from recession. That's the essence of this year's summit. Highlighted by Gov. Gary Herbert's address, the summit will provide a powerful forum for you to network with colleagues, glean the expertise of industry experts and find new ways to position your organization to expand into the future.

We hope you will take full advantage of the opportunities afforded by the summit, including attending discussions, presentations and panels that will help you improve every facet of your business. These are a few of the important tools that any business leader needs in an increasingly complex economic climate.

For the past few years, Utah has been the benchmark for economic performance in this country. I believe we will remain the standard-bearer as each of us continues to make great strides toward the future.

Best regards,



Brent Low
President & CEO
MediaOne of Utah

THE GOVERNOR'S UTAH ECONOMIC SUMMIT

Conference Biographies

Governor's Office of Economic Development Board Members

Mel Lavitt

Needham and Company
Chairman, GOED Board

Jerry Oldroyd

Ballard Spahr Andrews & Ingersoll

Clifford D. White

Capital Consultants

Jack Brittain

University of Utah

Mike Dowse

Amer Sports

Stanley Ellington

Utah Black Chamber of Commerce

Amy Rees Anderson

Mediconnect

Molonai Hola

Icon Consulting Group

Rob Adams

REDCO

Peter Mouskondis

Nicholas & Company

V. Lowry Snow

Snow Jensen & Reece

Jake Boyer

The Boyer Company

**AFTERNOON ADDRESS****Gary R. Herbert**

Governor of State of Utah

Gary Richard Herbert is Utah's 17th Governor. Prior to becoming Governor, he served as Lieutenant Governor under Governor Jon M. Huntsman Jr. for nearly five years, before taking the Oath of Office on Aug. 11, 2009.

Governor Herbert was born in American Fork, Utah, and raised in Orem, Utah. After graduating from Orem High School, Mr. Herbert served a two-year mission for the Church of Jesus Christ of Latter-day Saints in the Eastern Atlantic States Mission.

While attending BYU, the Governor met and married Jeanette Snelson, from Springville, Utah. Shortly after their marriage, the Governor joined the Utah National Guard and served for six years as a staff sergeant working with target acquisition, artillery and ground survey.

After his military service, the Governor began a career in the real estate industry, founding Herbert & Associates Realtors, an Orem-based brokerage firm. He and Jeanette also began a child care service, The Kids Connection, which they operated for 23 years.

In 1990, the Governor was appointed to the Utah County Commission. Soon thereafter, he was later elected to the body, which he served for 14 years. During his time as county commissioner, he served as president of the Utah Association of Counties and the Utah Association of Realtors, and as a board member of the Provo Orem Chamber of Commerce and Utah Water Conservancy District.

The Governor currently sits on the National Governors Association Health and Human Services standing committee, the Healthcare Reform Task Force and the newly created Homeland Security Special Committee.

In his inaugural address, Governor Herbert outlined his three main priorities of economic development, public and higher education, and energy development.

**MORNING KEYNOTE SPEAKER****Mike Lafitte**

President, Americas, CB Richard Ellis

As President, Americas, Mike Lafitte oversees a business with more than \$3 billion of annual revenue and 19,000 employees. Mr. Lafitte serves on both the Global Operating Committee of CBRE and chairs the Americas Operating Management Board.

Prior to becoming President, Americas, Mr. Lafitte was President of Institutional & Corporate Services where he was responsible for the operations of CBRE's business solutions to both Investor and Occupier clients. The lines of business delivered through Institutional & Corporate Services include Asset Services, Facilities Management, Project Management and Transaction Management. Previously, Mr. Lafitte served as President of Global Services for Trammell Crow Company and was a member of the firm's Executive Committee and Operating Committee. Mr. Lafitte joined Trammell Crow Company in 1997 and served in various roles including Chief Operating Officer of Global Services, Regional Director of the Central region of the U.S. and Dallas Market Leader.

**MORNING KEYNOTE SPEAKER****Ray Torto**

Global Chief Economist, CB Richard Ellis

Raymond Torto, Ph.D., CRE is CB Richard Ellis' Global Chief Economist. Dr. Torto, one of commercial real estate's most renowned economists and forecasters, directs CBRE's worldwide team of commercial real estate market analysts and serves as the firm's primary spokesperson on macroeconomic issues and the global commercial real estate market. Dr. Torto, a former Professor of Economics, Department Chairman and Director of a Public Policy Institute at the University of Massachusetts, has successfully performed in various policy and line management positions in state and local government. After gaining valued experience in the public and academic sectors, he built on his knowledge and expertise by becoming a founding principal of Torto Wheaton Research (TWR), an internationally recognized commercial real estate research company. TWR, now rebranded as CBRE Econometric Advisors, provides commercial real estate research, forecasting and advisory services to institutional investors across the globe. Dr. Torto is the author of four books, numerous articles and is often quoted in the real estate press.

Conference Biographies



UTAH ECONOMIC REPORT

Natalie Gochmour

Executive V.P. Chief Economist, Salt Lake Chamber of Commerce

Natalie Gochmour serves as the Chief Economist and Executive Vice President at the Salt Lake Chamber. In previous roles, Natalie has served as a Counselor to Secretary Mike Leavitt at the U.S. Department Health and Human Services and Associate Administrator of Public Affairs at the U.S. Environmental Protection Agency.



WELCOME AND INTRODUCTIONS

Spencer P. Eccles

Executive Director of Governor's Office of Economic Development

Eccles has strong ties to Utah's urban and rural communities as well as international markets. He was formerly affiliated with the Salt Lake City office of Wells Capital Management (Wells Fargo Bank), which had approximately \$2 billion under management. Most recently, he has been involved with web-based software and materials technology companies in the U.S. and abroad.

In 1997, the Salt Lake Organizing Committee for the 2002 Olympic Winter Games tapped Eccles to manage the development of its Snowbasin venue and oversee the premier Olympic downhill event as well as all of the alpine Paralympic competitions held there — a post he held for five years. Currently, in addition to his venture capital projects, Eccles' business interests include managing three ranching operations in Idaho and Wyoming, and serving on a wide variety of boards. Eccles' involvement with Utah's non-profit community includes his chairmanship of the Salt Lake Chamber's International Committee and service on its Board of Governors and Executive Committee.



GOVERNOR'S INTRODUCTION

A. Scott Anderson

President and Chief Executive Officer of Zions First National Bank

Scott Anderson has served as president and CEO of Zions Bank since 1998 and has been with Zions since 1991. Prior to joining Zions, he spent 17 years with Bank of America in San Francisco, including seven years in its Asia division, headquartered in Tokyo. Anderson received a bachelor's degree from Columbia University and a master's degree from Johns Hopkins University. A native of Salt Lake City, he is active in community affairs and serves on a number of industry and community organization boards.

GOVERNOR GARY R. HERBERT

and the
STATE OF UTAH
recognize

FRED ADAMS

as an

ECONOMIC VISIONARY

Governor's Economic Summit - March 28, 2011

The Economic Visionary Award is presented by the Governor and the State of Utah to honor an individual who represents the highest standards of community involvement and contributions which have contributed toward economic development in their local community, region or the State.

ECONOMIC LEGACY AWARD

presented to

C.R. ENGLAND

by

GOVERNOR GARY R. HERBERT AND THE STATE OF UTAH

in recognition of the company's
significant contributions to economic development in Utah
Governor's Economic Summit - March 28, 2011

The Economic Legacy Award presented by the Governor and the State of Utah honors a company that has demonstrated over many years a concern for their employees, customers and the citizens of Utah through their actions, products and services. They have made a significant contribution to the economic development of their industry and the State of Utah. Such a company has brought esteem not only to themselves but to the State and its citizens through its integrity and its conduct in business.

THE GOVERNOR'S
UTAH ECONOMIC SUMMIT

Conference Schedule

7:00 a.m.	Check-In, Continental Breakfast (Grand Ballroom)
8:00 a.m.	Welcome and Opening: Spencer P. Eccles , Executive Director, Governor's Office of Economic Development
8:15 a.m.	Utah Economic Report: Natalie Gochnour , Executive V.P. Chief Economist, Salt Lake Chamber of Commerce
8:30 a.m.	General Session: Michael Lafitte , President of the Americas for CBRE, & Ray Torto , Global Chief Economist for CBRE
9:15 a.m.	<i>rest break</i>

BREAKOUT SESSION NO. 1

	GRAND SALON	IMPERIAL BALLROOM A	IMPERIAL BALLROOM B	IMPERIAL BALLROOM C	IMPERIAL BALLROOM D
9:30 a.m. to 10:30 a.m.	SITE SELECTION GAME SHOW "FAMILY FEUD"	INTERNATIONAL BUSINESS	BROADBAND FOR UTAH'S FUTURE	THE ANGEL & ENTREPRENEUR	UTAH'S WORKFORCE

rest break

BREAKOUT SESSION NO. 2

	GRAND SALON	IMPERIAL BALLROOM A	IMPERIAL BALLROOM B	IMPERIAL BALLROOM C	IMPERIAL BALLROOM D
10:45 a.m. to 11:45 a.m.	COMMERCIAL REAL ESTATE	THE VIEW FROM WASHINGTON	STATE GOVERNMENT	FINANCE	UCAP REPORTS

Jed Call, VP Business Development, MediaOne of Utah, Recognition of Sponsors; Video & Lunch Served (Grand Ballroom)

12:00 p.m.	Welcome and Introductions: Spencer P. Eccles , Executive Director, Governor's Office of Economic Development A. Scott Anderson , President & CEO, Zions Bank
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12:45 p.m.	Introduction: A. Scott Anderson , President & CEO, Zions Bank Featured Speaker: Utah Governor Gary R. Herbert
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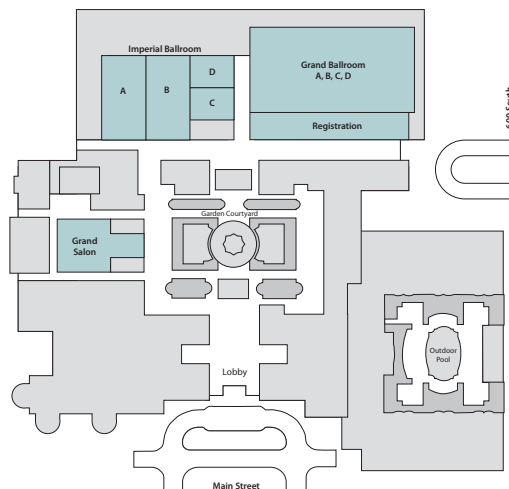
1:20 p.m.	Awards and Recognitions: Sophia DiCaro , GOED Deputy Director Economic Visionary Award, Economic Legacy Award
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BREAKOUT SESSION NO. 3

	GRAND SALON	IMPERIAL BALLROOM A	IMPERIAL BALLROOM B	IMPERIAL BALLROOM C	IMPERIAL BALLROOM D
2:00 p.m. to 3:00 p.m.	SBA SMALL BUSINESS SUPPORT	THE FUTURE OF FILM AND DIGITAL MEDIA	ECONOMIC DEVELOPMENT	USTAR	BUSINESS & EDUCATION

3:00 p.m. to 4:00 p.m.	Summit attendees reception, food provided by "Utah's Own"
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Adjourn



Let's turn the answers on.

Breakout Sessions

GRAND SALON	IMPERIAL BALLROOM A	IMPERIAL BALLROOM B	IMPERIAL BALLROOM C	IMPERIAL BALLROOM D
9:30 a.m. to 10:30 a.m. — BREAKOUT SESSION NO. 1				
<p>SITE SELECTION GAME SHOW "FAMILY FEUD"</p> <p>Participate in a site selection competition modeled after the popular game show Family Feud, "Economic Development Feud" is an engaging, fun, educational contest about site selection with teams of communities from Utah competing with each other.</p> <p>PRESENTER Steve Duncan, Development Counsellors International</p> <p>MODERATOR Clark Caras, GOED</p> <p>CONTESTANTS Two 4-person teams of Utah economic development professionals gathered from around Utah.</p>	<p>INTERNATIONAL BUSINESS <i>The Key to your company's future</i></p> <p>Utah leads the nation in export growth, as a premier global business destination. Learn how your company can join this trend, and excel in international markets.</p> <p>MODERATOR Craig Peterson, International Trade & Diplomacy, GOED</p> <p>PANEL Miguel Rovira, International Trade and Diplomacy, GOED</p> <p>David Fiscus, Utah Export Assistance Center</p> <p>Scott Huntsman, GlobalSim</p>	<p>BROADBAND FOR UTAH'S FUTURE</p> <p>A presentation from the Utah Broadband Project, discussion on the current state of broadband in Utah, and details on how broadband can impact your community and your bottom line.</p> <p>MODERATOR Chris Parker, Division of Public Utilities</p> <p>PANEL Michael Petersen, Utah Education Network Sharon Bertelsen, Ballard Spahr Steve Mecham, Callister Nebeker & McCullough</p> <p>PRESENTER Tara Thue, Utah Broadband Project, GOED</p>	<p>THE ANGEL & ENTREPRENEUR</p> <p>The complexity of investing in high-technology is ever evolving. This session will address the changing dynamics of angel and venture capital investing and the outlook for the future.</p> <p>PRESENTER Linda Wells, Stanford University</p>	<p>UTAH'S WORKFORCE: <i>Today and Tomorrow</i></p> <p>As the economy heads toward recovery, Utah's workforce is ideally positioned to respond to new trends. The DWS will share successes of demand-driven philosophy, collaboration with partners, and workforce development.</p> <p>MODERATOR Kristen Cox, Executive Director Department of Workforce Services</p> <p>PANEL Carrie Mayne, DWS Supervising Economist Steve Leyba, DWS Service Area Director, Wasatch Front South Brent Newren, DWS Service Area Director, Mountainland</p>
10:45 a.m. to 11:45 a.m. — BREAKOUT SESSION NO. 2				
<p>COMMERCIAL REAL ESTATE</p> <p>What does the future have in store for downtown commercial real estate? The landscape of downtown has changed considerably over the last few years, and there are plenty of changes on the horizon. Join us for a discussion with local experts on retail, office and investments in the central business district.</p> <p>MODERATOR Scott Wilmarth, CB Richard Ellis</p> <p>PANEL John Taylor, Commerce Real Estate Solutions Linda Wardell, City Creek Retail Center Bruce Bingham, Hamilton Partners</p>	<p>THE VIEW FROM WASHINGTON <i>Making Travel Easier for the Tourist and the Business Traveler</i></p> <p>Travel is big business and not just for the leisure travel industry and traveler, but also critical for companies and the business traveler. Learn what is happening in Washington with the transportation bill, Visas, TSA and a host of critical actions that will effect you and how you do business.</p> <p>PRESENTER Geoff Freeman, US Travel Executive Vice President for Public Affairs and Strategy Development</p>	<p>STATE GOVERNMENT <i>Legislative Update</i></p> <p>MODERATOR Kirk Jowers, Hinckley Institute, University of Utah</p> <p>PANEL President Waddoups, Utah Senate Speaker Lockhart, Utah House Senator Romero, Senate Minority Leader Representative Litvack, House Minority Leader</p>	<p>FINANCE</p> <p>Overview of the current banking and investment environment with respect to how new federal regulations have changed/impacted the lending environment. What businesses need to know in order to maximize business investment in this new environment.</p> <p>MODERATOR George Sutton, Jones Waldo</p> <p>PANEL David R. Golden, Wells Fargo Richard T. Beard, Bank of American Fork Michael Morris, Zions Bank, Executive V.P. Real Estate</p>	<p>UCAP REPORTS</p> <p>Collaboration between industry, academia and government is a powerful advantage Utah enjoys to ensure the workforce of the future is available for Utah companies. The Utah Acceleration Cluster Partnership, which began last year, will describe best practices underway and future endeavors.</p> <p>MODERATOR Dr. Cameron Martin, Utah System of Higher Education</p> <p>PANEL President Ann Milner, Weber State University Karen Gunn, Salt Lake Community College Jon Dean, EA Sports</p>
2:00 p.m. to 3:00 p.m. — BREAKOUT SESSION NO. 3				
<p>SBA <i>What's New at SBA</i></p> <p>Starting with the American Recovery and Reinvestment Act and continuing with the Small Business Jobs Act of 2010, many new programs have been added to SBA's small business assistance programs. Many of the existing programs have been modified and expanded. Some of the changes include significant increases to maximum loan sizes in top loan programs, new alternative size standards will make more businesses eligible for participation in SBA loan programs, changes to procurement programs should increase opportunities for small businesses.</p> <p>PRESENTERS Stan Nakano, District Director of SBA for the Utah District Office Steve Price, Deputy District Director, SBA</p>	<p>THE FUTURE OF FILM MAKING AND DIGITAL MEDIA <i>Making a solid Business Investment in Film Financing</i></p> <p>MODERATOR Roger Armstrong, Entertainment Attorney, Motion Picture Advisory Council</p> <p>PANEL Geralyn Dreyfous, Impact Partners Film Fund Dan Steinman, Creative Artists Agency Adam Abel, Producer, "Saints and Soldiers", "Forever Strong", "Outlaw Trail" David Cummins, Color Mill</p>	<p>ECONOMIC DEVELOPMENT <i>Corporate Recruiting</i></p> <p>Get the insider perspective on how to bring a company to your community or expand your business opportunities through corporate recruitment.</p> <p>MODERATOR Sheila Yorkin, EDCUtah</p> <p>PANEL Todd Brightwell, EDCUtah Christina Oliver, GOED Andy Levine, DCI David Lang, Goldman Sachs</p>	<p>USTAR <i>Turning Innovation into Industry</i></p> <p>Now in its fourth year, USTAR has helped to accelerate entrepreneurship across the State. Learn about how USTAR has fostered partnerships between business and higher education to develop cutting-edge technologies for commercialization.</p> <p>MODERATOR Steve Roy, USTAR Regional Outreach</p> <p>PANEL Dr. Perry Renshaw, U of U Brain Institute Jamie Lords, SmackDab Technologies Ted McAleer, Executive Director, USTAR</p>	<p>BUSINESS & EDUCATION <i>Prosperity 2020</i></p> <p>Prosperity 2020 is a multi-year, statewide movement led by Utah business leaders to improve Utah's education system. Learn how your company can partner and benefit in this effort.</p> <p>MODERATOR Chris Redgrave, Zions Bank</p> <p>PANEL Mark Bouchard, CB Richard Ellis Vicki Varela, Strategic Communications, Inc. Rich Kendell, Retired Commissioner of Higher Education</p>

THE GOVERNOR'S UTAH ECONOMIC SUMMIT



Adam Abel

Producer, "Saints and Soldiers," "Forever Strong," "Outlaw Trail" Go Films

While working full time in the industry he studied Business Management at UVU and BYU. Upon graduation he started Go Films with Ryan Little. Go Films' first feature, Saints and Soldiers, drew attention and praise of critics and audiences alike.



Roger Armstrong

Entertainment Attorney, Motion Picture Advisory Council

Mr. Armstrong has been active in the entertainment industry for nearly 30 years first as a studio marketing executive and most recently as a prominent transactional entertainment attorney. Mr. Armstrong has been providing sophisticated legal representation to clients in the entertainment industry for the past fifteen years.



Richard T. Beard

President, Bank of American Fork

He is currently serving as a member of the Board for the State of Utah Department of Financial Institutions. He is a past Executive Committee member and current member of the Board of Directors of the Utah Bankers Association and is currently serving as a member of the Board for the Western Independent Bankers' Association.



Sharon Bertelsen

Ballard Spahr

An attorney at Ballard Spahr, Sharon concentrates her practice on federal and state communications law. Her expertise covers a wide range of subject matters, including broadcasting, cable television, telecommunications, public safety communications, relay services, and Internet law.



Todd Brightwell

Vice President, Business Development EDCUtah

Todd joined EDCUtah in October of 2005 as the Director of Business Development. In April of 2006 he was promoted to Vice President. He earned a degree from Brigham Young University in Organizational Psychology and has over 20 years of experience in business operations and consulting mainly in the financial services industry.



Bruce Bingham

Hamilton Partners

Bruce is a founding partner of Hamilton Partners overseeing commercial real estate development in Salt Lake City and Utah. Bruce has been involved in the purchase of the Newhouse Building, the Boston Building, the Broadway Centre, and the development of the 222 Main Office Tower.



Mark Bouchard

Senior Managing Director,

CB Richard Ellis, Utah and New Mexico

Mark has more than 30 years of banking and real estate experience. As the founding chair of Prosperity 2020, he is advancing a business vision to improve Utah education through innovation and strategic investments.



Clark Caras

GOED, Director of Marketing

Clark has spent more than 20 years in public relations and marketing working for Intermountain Health Care and Geneva Steel. Prior to that he was a journalist for the Deseret News, Associated Press and the Provo Daily Herald. For the past six years he has worked at GOED coordinating the business marketing side of Utah's Life Elevated.



Kristen Cox

Utah Department of Workforce Services

Kristen has been Executive Director of the Department of Workforce Services (DWS) since March 2007. She oversees more than 90 state and federally funded programs and services including Temporary Assistance to Needy Families (TANF), food stamps, workforce development, public assistance programs, and unemployment insurance.



Lew Cramer

World Trade Center Utah

Lew Cramer has been serving as the CEO/President of the World Trade Center Utah since Sept. 9, 2006. During the first Bush administration, Mr. Cramer was the Director General of the U.S. Commercial Service, directing the activities of 1,400 commercial officers at over 150 embassies worldwide and in 65 offices throughout the United States.



David Cummins

Color Mill

David is a twenty-year veteran of the Los Angeles post-production industry. He started his career as a musician playing and producing rock and blues concerts in Southwest Florida. He then moved to Los Angeles and attended college to study physics, electronics, computer and video technology.



Jon Dean

Electronic Arts

Jon is an Executive Producer for Electronic Arts, based at their new high-tech development studio in downtown Salt Lake City. He describes his job as "the intersection of business and creativity in interactive entertainment". Jon has been a driving force in bringing together local industry and State with a view to growing the games industry in UT.



Geryl Dreyfous

IMPACT PARTNERS Film Fund

Geryl has a wide background in supporting film and filmmakers. A filmmaker in her own right, Geryl produced "The Day My God Died" and was Executive Producer of the 2004 Academy Award Winning Documentary, "Born into Brothels". In 2007, she and Dan Cogan started IMPACT PARTNERS Film Fund, which has financed over 25 films thus far.



Sophia DiCaro

GOED Deputy Director

Sophia is the Deputy Director of the Governor's Office of Economic Development; prior to this appointment she served as the GOED Finance Director and oversaw all agency financial operations including contracts and budgets. Additionally she works with the legislature on all legislation affecting the office. She holds an MPA from University of Utah.



Steve Duncan

Development Counsellors International (DCI)

Steve Duncan is an Account Supervisor at Development Counsellors International (DCI). He specializes in economic development marketing and has worked with a variety of city, state and regional economic development organizations stretching from Charleston, S.C., to San Diego, Calif., and the state of Wyoming to the state of Alabama.



Geoff Freeman

Executive V.P., Public Affairs & Strategy Development

U.S. Travel Association
U.S. Travel Association Mr. Freeman is executive vice president of public affairs and strategy development for the U.S. Travel Association, the nation's leading voice for increasing travel to and within the United States, where he drives the travel industry's response to the latest challenges and seeks to position travel as a critical asset to the country.



David R. Golden

Executive V.P., Wells Fargo

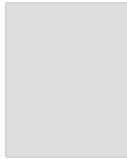
David oversees Wells Fargo's commercial banking activities throughout six mountain states and is headquartered in Salt Lake City. He is vice-chair of the Salt Lake Chamber, a Director of the Downtown Alliance and a graduate of Brigham Young University.



Gary Harter

Governor's Office of Economic Development

Gary is the Managing Director of Business Creation at GOED. He brings extensive management and leadership experience in assisting Utah companies to be successful through the Economics Clusters Initiative, Centers of Excellence program, State Science Advisor initiatives and the Business Resource Centers program.



Scott Huntsman

President & CEO, GlobalSim

Prior to joining GlobalSim in April 2002, Scott Huntsman worked on Wall Street for 11 years as an investment banker at various firms including Drexel Burnham Lambert, Donaldson, Lufkin & Jenrette and, most recently, Credit Suisse First Boston. He led dozens of corporate finance and M&A transactions. Scott holds an MBA in finance from The Wharton School at the University of Pennsylvania.



Kirk L. Jowers

Hinkley Institute of Politics, University of Utah

Kirk L. Jowers is the Director of the Hinkley Institute of Politics and an Associate Professor at the University of Utah. He also is a partner in the Washington, D.C. law firm Caplin & Drysdale. He has provided legal and political advice to state and national political parties, Fortune 500 corporations, non-profit organizations and three presidential campaigns.



Rich Kendell

Retired Commissioner of Higher Education

Rich Kendell is widely known as the wise owl of Utah education, having worked in all aspects of public and higher education -- classroom teacher, college professor, Utah Associate Superintendent of Public Instruction, Commissioner of Higher Education and Education Deputy to Governor Leavitt. He also had two stints in private sector.



David Lang

Goldman Sachs, Managing Director, Salt Lake City

From 1997 to 2003, David held various management roles within Fixed Income Operations in New York. David managed Tokyo Fixed Income, Futures and Treasury Operations from 2003 to 2005. He was co-head of Global GSAM Ops from 2006 to 2008. David became a vice president in 1998 and was named managing director in 2006.



Andy Levine

Development Counsellors International (DCI)

Andy Levine is President/Chief Creative Officer of Development Counsellors International (DCI). He is a frequent speaker at economic development conferences and author of *A View From Corporate America: What Works in Economic Development Marketing*, a continuing survey of corporate executives and their perceptions of the most effective techniques in marketing.



Rebecca Lockhart

Speaker, Uah House of Representatives

Speaker Lockhart assumed the Speaker of the House position with the 2011 session. She sits on the Board of Trustees for the Timpanogos Regional Hospital; Sigma Theta Tau, Honor Society of Nursing; American Legislative Exchange Council. She has also served on the Republican State Central Committee, and been a former Legislative District Chair and member of the Utah County Republican Women.



Steve Leyba

DWS Service Area Director, Wasatch Front South

Steve started his public service as an eligibility worker in 1979. He currently has in excess of 25 years of direct management experience in a variety of program areas / assignments in state government. Prior to his recent appointment as the new Service Area Director he was an Assistant Director, for Jon Pierpont in managing local employment centers in Central Region.



Jamie Lords

SmackDab Technologies

Jamie Lords is co-founder and President of SmackDab Technologies, a laser layout equipment manufacturing company. Jamie has more than 15 years of international sales and marketing experience in the semiconductor industry. He has been influential in the organization of three startup companies. He is a 1995 graduate of Utah State University.



Carrie Mayne

DWS Supervising Economist

Carrie and her staff are responsible for the dissemination of state and regional labor market information ranging from the monthly unemployment rate report to occupational wage and employment statistics. She earned her Bachelor's degree in Economics and is currently completing her PhD in the same field at the University of Utah.



Cameron Martin

Associate Commissioner, Economic Development and Planning for the Utah System of Higher Education (USHE)

Dr. Martin joined USHE in Oct. 2008 and has stewardship for economic development, strategic planning, presidential searches and evaluations, policy administration, and events for USHE.



Ted McAleer

Executive Director of USTAR

Ted has more than 20 years of experience in business development, product, and operations management. He has worked for SunGard SCT, Procter and Gamble, PepsiCo., and start-up companies. He holds a MBA from Harvard, a Master of Engineering from the University of Virginia and a BS from the United States Military Academy at West Point.



Steve Mecham

Callister Nebeker & McCullough

Steve is a shareholder at the law firm of Callister Nebeker & McCullough in Salt Lake City specializing in administrative, telecommunications and energy law and governmental relations. He is legal counsel to and director of the Utah Rural Telecom Association.



F. Ann Millner
President, Weber State University

Dr. F. Ann Millner became the 11th president of the Weber State University in 2002. When appointed to that post, President Millner was no stranger to Weber State, having worked there as an educator and administrator for two decades in university advancement, community partnerships and continuing education.



Michael Morris,
Executive V.P. Real Estate, Zions Bank

Michael is Executive Vice President of Real Estate for Zions Bank and Managing Director of Real Estate Capital Markets for Zions Bancorporation, based in Salt Lake City, Utah. He is a director of the Kimball Art Center in Park City, Utah and was the founding Treasurer of The Utah Sports Commission.



Brent Newren
DWS Service Area Director, Mountainland

Brent has worked for the department for 12 years. He has held assignments as an Information Specialist, Employment Counselor, Veterans Supervisor, Employment Counselor Supervisor, Eligibility Specialist Supervisor, and has been the Manager at the Downtown and Metro Employment Centers. He is a veteran and served in the military for 23 years.



Stan Nakano
U.S. Small Business Administration

Stan Nakano is the Utah District Director for the U.S. Small Business Administration. The Utah SBA Office has a district loan portfolio that is in excess of a billion dollars. In addition, Nakano oversees a variety of entrepreneurial development programs available to the public. In fiscal year 2010, the Utah District guaranteed 1677 loans for over \$278 million.



Christina Oliver
Director, Corporate Recruitment & Incentives, GOED

Christina serves as the GOED Director of Corporate Recruitment and Incentives. Through 2010 this work resulted in the successful recruitment and expansion of over 40 companies to the State of Utah, representing over 12,000 new jobs and \$2.8 billion in capital investment. Ms. Oliver has an MBA with an emphasis in finance from Westminster College, Salt Lake City, Utah.



Chris Parker
Director, Utah's Division of Public Utilities

Chris Parker is the Director of Utah's Division of Public Utilities. Before this appointment, Chris was counsel to the Utah Legislature, focused on utility, technology, and natural resource matters. Chris also served as a law clerk to Justice Michael J. Wilkins of the Utah Supreme Court after graduating law school.



Craig E. Peterson
GOED, International Trade and Diplomacy

Craig E. Peterson is the Director of International Trade and Diplomacy for GOED. He has 38 years experience in international trade and business, as COO for the Salt Lake Chamber, VP for the Olympic Bid Committee, and Director of Community and Economic Development for Salt Lake City.



Michael Petersen
Utah Education Network

Dr. Michael Petersen is Executive Director of Utah Education Network. He oversees the operations of UEN's approximately 100 employees and an annual operating budget of \$31 million. He understands the importance of high capacity and highly reliable digital networks, web resources, educational enterprise applications, and distance learning.



Steve Price
Utah District Office, Small Business Administration

Steve Price currently serves as the Deputy District Director for the Utah District Office of the Small Business Administration (SBA). Steve has been with the SBA for over 26 years and helps manage all SBA programs in the state of Utah including access to capital programs, procurement programs, counseling & training programs.



Perry Renshaw
USTAR

Perry Renshaw is an internationally known expert in magnetic resonance spectroscopy, which he uses to study chemicals in the brain. He has been a USTAR researcher at the University of Utah's Brain Institute since 2008. He was recruited from Harvard Medical School, where he directed McLean Hospital's Brain Imaging Center. Renshaw holds M.D., Ph.D. and MBA degrees.



Chris Redgrave
Zions Bank

Chris Redgrave is the senior vice president/communication at Zions Bank where she hosts the popular radio segment "Speaking on Business." She was previously vice president of the Bonneville Salt Lake Radio Group. Chris chairs the Salt Lake Chamber Can-Do Coalition, and also chaired the Chamber Board of Governors.



Ross Romero
Senate Minority Leader

Senator Romero serves as the Senate minority leader in the Utah legislature. He is currently a Vice President and Corporate Sales Resource Officer for Zions Bank. Prior to joining Zions, he was a shareholder with Jones, Waldo Holbrook & McDonough, P.C. Mr. Romero is a member of a number of boards. He holds his JD from University of Michigan Law School.



Steven Roy
USTAR

Steven Roy is USTAR's technology outreach director in central Utah. A certified Six Sigma Black Belt with a Master of Organizational Behavior from Brigham Young University, Roy has more than 18 years of experience in organizational development, strategic change management, executive coaching and process reengineering at Sun Microsystems, & other large organizations.



Dan Steinman
Creative Artists Agency (CAA)

Dan Steinman is an agent in the Film Finance Group of Creative Artists Agency (CAA), an entertainment and sports agency based in Los Angeles with offices in Nashville, New York City, London, and Beijing. Steinman works in the New York office, where he specializes in packaging and arranging financing for motion picture projects and handling the sales of finished films.



Michael Sullivan
GOED, Director of Communications

Mr. Sullivan has been the Director of Communications in the Governor's Office of Economic Development for both the Huntsman and Herbert administrations. He has managed the Governor's Economic Summit since its inception. Before entering State service he retired as CEO of AFSupply one of the U.S. largest art material wholesalers.



George R. Sutton
Attorney, Jones Waldo

Mr. Sutton has specialized in banking regulation for the past 28 years and helped organize several banks. He served as the Utah Commissioner of Financial Institutions from '87 to '92 where he was responsible for regulating all state chartered depository institutions and all consumer financial services providers in UT.



John G. Taylor
Commerce Real Estate Solutions

John G. Taylor, MAI, CCIM serves as Director of Corporate Services with Commerce Real Estate Solutions. John enjoys over 20 years of experience in commercial real estate. Prior to joining Commerce in 2006 as an Investment Specialist, he worked as an Investment Advisor with CBRE for four years.



Tara Thue
GOED

Tara Thue is the state's Broadband Mapping and Planning Coordinator and is based in GOED. She manages Utah's current efforts to develop a comprehensive broadband availability map and long-term plan for broadband adoption and deployment through the Utah Broadband Project.



Leigh von der Esch
Utah Office of Tourism

Leigh von der Esch is Director of the Utah Office of Tourism. Prior to that appointment, von der Esch was the State Film Commissioner from 1985 to 2005. Von der Esch also had government experience with the Utah Department of Community and Economic Development, Salt Lake City Council and as a Legislative Assistant to a United States Congressman.



Alan Walker
USTAR Eastern Utah TOIP Director

Prior to USTAR, Alan was the director of gas supply for Questar, a vertical integrated energy company. He has more than 25 years of experience in energy industry management in petroleum engineering, natural gas trading and derivatives, regulatory affairs, and marketing with Questar, Amoco, and General Electric.



Michael Waddoups
Utah State Senate President

Senate President Michael Waddoups is a Certified Property Manager. He is a graduate of Brigham Young University and the Institute of Real Estate Management, CPM. He served in the House from 1987-1986 before being elected to the Utah Senate.



Linda Wardell
General Manager of City Creek Center

Linda Wardell oversees the retail operations for one of the nation's largest mixed-use downtown redevelopment projects. A seasoned retail executive, Wardell has more than 20 years experience in managing and marketing regional shopping centers. City Creek Center opens March 22, 2012.



Linda Wells
Executive Director of the Center for Entrepreneurial Studies, Stanford Graduate School of Business

Prior to her role at Stanford Linda was founder of The Sanitas Group, a healthcare consulting group; the Director of Product Management for Informed Access Systems/Access Health, an early stage healthcare software company; and a project engineer with DuPont.



Vicki Varela
Vicki Varela Strategic Communications

Vicki Varela runs Vicki Varela Strategic Communications, helping clients achieve critical business goals. She was previously vice president of Kennecott Land and deputy chief of staff to Governor Mike Leavitt. Vicki chairs the University of Utah Hospital Board and serves on the Salt Lake Chamber Board and Executive Committee.



Scott Wilmarth
Senior Vice President, CBRE

Scott joined CB Richard Ellis in 1984 and was promoted to Managing Director from 1994 - 2000. As a top producer, Scott has been recognized as one of the top 5 professionals since returning to sales and was recognized nationally in CBRE's top producers worldwide. Scott is recognized as a top real estate professional in Salt Lake City.



Sheila Yorkin
EDCUtah, Director of Communications

Sheila joined EDCUtah in 2008. As the Director of Communications, she manages investor communications and media/public relations. Sheila spent the first 12 years of her career as a Communication and Policy Analyst with Salt Lake City Corporation and as the Director of the Gallivan Center during the 2002 Winter Olympics.

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Intermountain Healthcare

Intermountain Healthcare is a nonprofit health system based in Salt Lake City that serves the healthcare needs of Utah and southeastern Idaho residents. Its mission is to provide clinically excellent medical care at affordable rates in a healing environment. For more information, visit www.intermountainhealthcare.org.

Salt Lake Community College

Salt Lake Community College

Did you know that SLCC's School of Professional & Economic Development is an excellent source for professional skills training through our Corporate Solutions and Continuing Education programs? We also support Utah businesses of all sizes through our Miller Business Resource Center. Find out how we can help you by visiting the Miller campus in Sandy, or online at www.slcc.edu/sped.

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Department of Workforce Services

The Department of Workforce Services provides labor market intelligence to employers as they make decisions to maneuver in an expanding economy. Informed decisions matter more than ever. With its unique partnership with the private sector and public and higher education DWS can help. Contact the department at jobs.utah.gov for more information.

ATK

ATK

ATK is an aerospace, defense, and commercial products company with operations in 24 states, Puerto Rico, and internationally, and revenues of approximately \$4.8 billion. Utah headquarters and operations are located in Salt Lake, Davis and Box Elder counties, including headquarters for our Aerospace Systems Group near Magna and Armament Systems Group in Clearfield.

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ECONOMIC DEVELOPMENT CORPORATION OF UTAH

EDC Utah

Started in 1987 as a private, nonprofit organization, EDCUtah is a public/private partnership, working with state and local government and private industry to attract and grow competitive, high-value companies and spur the development and expansion of local Utah businesses.

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Bateman IP Law

Bateman IP Law is a law firm specializing in patents, trademarks, copyrights, trade secrets, domain names and related litigation. The firm was recently recognized by U.S. News as being one of only five Tier One Utah firms in the field of intellectual property.



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Cephalon, Inc. is one of the world's fastest-growing biopharmaceutical companies — dedicated to discovering, manufacturing and marketing medications to improve the quality of life of individuals around the world. Cephalon sells more than 150 innovative products in approximately 100 countries. For more information on our company or products, please visit www.cephalon.com



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Commerce Real Estate Solutions, headquartered in Salt Lake City, Utah, with offices in Nevada and Washington State is a full service commercial real estate firm. With over 260 brokers and employees, Commerce has the tools, resources, and experience to provide world class service to clients on a global basis.



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Deseret News

Deseret News

As the oldest business in Utah, the *Deseret News* enjoys a legacy that dates back to 1850, only a few years after Mormon pioneers first entered the Salt Lake Valley. With a weekly circulation of about 70,000, the *Deseret News* is the second-largest newspaper in Utah.



KUER 90.1

KUER 90.1 public radio features NPR, BBC, local news and jazz music programming. Broadcasting three channels in HD and streaming live at kuer.org, KUER celebrates its 50th year of broadcast in 2010.



Mountain America Credit Union

Mountain America Credit Union is a member-owned financial institution with roots dating back to the 1930s, and today has over 60 branches in four states. Its purpose is to help its 347,000 members manage their finances well by providing them easy access to their accounts at traditional branch offices and also through convenient ATMs, online home banking, mobile banking, and more.



Parsons Behle & Latimer

Parsons Behle & Latimer provides businesses with the experience of more than 100 attorneys practicing law in the areas that matter most to business success. With offices in Salt Lake City, Reno and Las Vegas, we have the resources to assist businesses throughout the western United States with domestic and international matters.



Qwest

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RioTinto

Rio Tinto

Kennecott Utah Copper comprises nearly 25% of U.S copper production (2009). The mine also produces gold, silver and molybdenum. Rio Tinto's Kennecott currently employs 2,400 people, influences 14,800 indirect Utah jobs and spends \$900 million in the state of Utah in wages, benefits, taxes and purchases from nearly 1,000 Utah businesses.

The Salt Lake Tribune

The Salt Lake Tribune

The first editions of *The Salt Lake Daily Tribune* and *Mining Gazette* were published in 1871, making what is now known as *The Salt Lake Tribune* the fourth-oldest business in Utah. Today, the *Tribune's* circulation is 125,000 during the week and 143,000 on Sunday, making it the state's largest newspaper.



Workers Compensation Fund

Workers Compensation Fund has insured Utah employers since 1917 and is currently the state's largest workers' compensation insurer. WCF employs 300 people who are committed to creating superior value, providing exceptional customer service, promoting workplace safety, building strong partnerships and aggressively managing cost.

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