

**GOED Board Meeting Minutes**  
April 10, 2014 • 10:00 a.m.  
Governor's Office of Economic Development  
60 E. South Temple, Third Floor

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<b>Members Present:</b>	Sam Granato, Margo Jacobs, Josh Romney, Jerry Oldroyd, Mel Lavitt, Brent Brown, Stefanie Bevans, Winston Wilkinson, Jake Boyer, Cliff White
<b>Staff:</b>	Jenni Osman, Christopher M. Conabee, Sophia DiCaro, Michael Sullivan, Fred Lange, Carol George, Marshall Wright, Kevin Jessing, Mindy Vail, Thomas Wadsworth, Eric Nay, Ali Anderson, Hannah Vickory, Jeff Van Hulten, Kelleigh Cole, Tamy Dayley, Adam Turville, Jessica Nield, Delynn Fielding, Vicki Varella
<b>Visitors:</b>	Casey Houweling, Peter Cumming, Kurt Reinders, Ave Turlack, Todd Brightwell, Mickey Beavers, Kim Frost, Marshall Moore, Mimi Davis-Taylor, Derek Mellus, Erin Laney, Ricky Flores, George Robertson, Rod Blancher, Stuart Orgill, Brice Wallace, Mike Gurrell, Tom Brough, Tim Wallace, Stephen L. Dean, Kayra Darling, Ozwald Balfour, Chris Otto, David Pulsipher, Nick Purse, Gailen Vick, Reed Taft Jacobs, Terrence Bride, Jim Grover, Shad Vick, Brent Boswell, Rick Carlton, Jeff Miller, Stan Eilsworth, Mike Agrerius, Adan Brandley, Peter Ashcroft, Richie Goldsmith

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## **Welcome**

Mel Lavitt welcomed everyone to the April 10, 2014 Board meeting.

## **Approval of the Minutes**

**MOTION: Sam Granato moved to approve the March 13, 2014 minutes. Winston Wilkinson seconded the motion. Motion was carried unanimously.**

## **ED Zones –**

### **Emery Refining LLC.**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING EMERY REFINING LLC BUILDING OF A REFINERY 5 MILES WEST OF GREEN RIVER.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR EMERY COUNTY AND GREEN RIVER CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE BUILDING OF A REFINERY 5 MILES WEST OF GREEN RIVER.**

### **ATK**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING ATK EXPANDING ITS OPERATIONS WITHIN DAVIS COUNTY AT FREEPORT CTR BLDG C14, CLEARFIELD, UTAH.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR DAVIS COUNTY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF ATK WITHIN DAVIS COUNTY AT FREEPORT CTR BLDG C14, CLEARFIELD, UTAH.**

### **Environmental Stoneworks**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE BUILDING AND LOCATING OF ENVIRONMENTAL STONEWORKS WITHIN WASHINGTON COUNTY AT 631 EAST COMMERCE DR. ST. GEORGE, UT 84790.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR WASHINGTON COUNTY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE RECRUITING AND EXPANSION OF ENVIRONMENTAL STONEWORKS WITHIN WASHINGTON COUNTY AT 631 EAST COMMERCE DR. ST. GEORGE, UT 84790.**

### **Ottobock**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE EXPANSION OF OTTOBOCK WITHIN SALT LAKE COUNTY AT 3820 GREAT LAKES DR., SALT LAKE CITY UTAH 84120.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR SALT LAKE COUNTY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING EXPANSION OF OTTOBOCK WITHIN SALT LAKE COUNTY AT 3820 GREAT LAKES DR., SALT LAKE CITY UTAH 84120.**

**Varian Medical**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE EXPANSION OF VARIAN MEDICAL WITHIN SALT LAKE COUNTY AT 1678 PIONEER RD., SALT LAKE CITY UTAH 84104.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR SALT LAKE COUNTY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING EXPANSION OF VARIAN MEDICAL WITHIN SALT LAKE COUNT AT 1678 PIONEER RD., SALT LAKE CITY UTAH 84104.**

**Solarwinds**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE RECRUITING OF SOLARWINDS WITHIN LEHI CITY AT 2500 EXECUTIVE PARKWAY, LEHI UTAH 84043.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR LEHI CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE RECRUITMENT OF SOLARWINDS WITHIN LEHI CITY AT 2500 EXECUTIVE PARKWAY, LEHI UTAH 84043.**

**Cabelas**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE RECRUITING OF CABELAS WITHIN TOOELE CITY AT 3226 SHEEP LANE, TOOELE UTAH 84074.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR TOOELE CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE RECRUITMENT OF CABELAS WITHIN TOOELE CITY AT 3226 SHEEP LANE, TOOELE UTAH 84074.**

**Frontier Communications**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE EXPANSION OF FRONTIERS COMMUNICATIONS WITHIN PROVO CITY AT 1600 SOUTH EAST BAY BLVD. PROVO UTAH 84606.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR PROVO CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF FRONTIERS COMMUNICATIONS WITHIN PROVO CITY AT 1600 SOUTH EAST BAY BLVD. PROVO UTAH 84606.**

**Syberjet/Metalcraft**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE RECRUITMENT AND HEADQUARTERING OF SYBERJET/METALCRAFT WITHIN CEDAR CITY AT THE PARCELS OF LAND OUTLINED IN THE FOLLOWING ATTACHMENT.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR CEDAR CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE RECRUITMENT AND HEADQUARTERING OF SYBERJET/METALCRAFT WITHIN CEDAR CITY AT THE PARCELS OF LAND OUTLINED IN THE FOLLOWING ATTACHMENT.**

**Exeter Finance**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE RECRUITMENT OF EXETER FINANCE WITHIN CLEARFIELD CITY AT 888 SOUTH 2000 EAST NORTH TOWER, CLEARFIELD UTAH 84015.

**MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR CLEARFIELD CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE RECRUITMENT OF EXETER FINANCE WITHIN CLEARFIELD CITY AT 888 SOUTH 2000 EAST NORTH TOWER, CLEARFIELD UTAH 84015.**

**All of the ED Zones were moved for approval by Stefanie Bevans. Winston Wilkinson seconded the motions. Motions were carried unanimously.**

**EDTIF – Pactiv**

Project Highlights

Timeline:	2014
Target Industry:	Manufacturing
Proposed Location(s):	Salt Lake County
Capital Investment:	\$52,000,000

Jobs & Revenue

Full time Incented jobs over project lifetime:	60
Full time Non-Incented jobs over project lifetime:	80
Total Jobs for the project:	140

The company will provide full time employees with comprehensive health and retirement benefits.

New State Wages & Revenue:

New State Wages over years:	\$28,885,161
New State Revenue over years:	\$5,806,730

Local Incentive

Salt Lake City has offered incentives for this company to expand as well as develop the proposed location in multiple phases. Salt Lake City has met with the company on several occasions and has strong interest in this company expanding here. Please see local letter

Proposed State Incentive:

Total amount of EDTIF, post-performance refundable tax credit:	\$871,010
The amount represents the following percentage of new state revenues:	15%
Number of years that incentive is approved for:	10 years

Company Overview

Pactiv is wholly owned by Reynolds Group Holdings (Rank). Rank is a private group of companies headquartered in New Zealand and wholly owned by Graeme Hart. Rank Group’s business interests include packaging, consumer products, auto parts and building supplies. The Group generates annual revenues of \$18 billion, employs approximately 47,000 people and has almost 300 plants worldwide.

Pactiv manufactures and distributes plastic, paper, and aluminum food packaging products for foodservice, food processors, food packers, supermarkets, and restaurants. It serves its global client base through 50 manufacturing plants, mixing centers and distribution centers operations in seven countries. Pactiv has over 11,000 employees and \$3.8 billion in sales.

**MOTION: Jake Boyer moved to approve Pactiv for an \$871,010 EDTIF post-performance refundable tax credit which represents an amount equal to 15% of new state revenue for 10 years. Lorena Riffo-Jensen seconded the motion. Motion was carried unanimously.**

- Incentives provided post-performance upon review and verification by GOED.
- Total EDTIF incentive not to exceed \$871,010 EDTIF post-performance refundable tax credit.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 125 % of the Salt Lake County average wage each including company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 10 years.
- Subject to local incentive.

Richie Goldsmith thanked the GOED Board for their support on this project. He discussed that this project was very competitive but they are happy to settle down in Utah.

**EDTIF – Wilson Electronics**

Project Highlights

Timeline:	2014
Target Industry:	IT Electronics and TelecomManufacturing
Proposed Location(s):	Washington County
Capital Investment:	\$2,700,000

Jobs & Revenue

Full time job over project lifetime: 150  
 The company will provide full time employees with comprehensive health and retirement benefits.

New State Wages & Revenue:  
 New State Wages over 5 years: \$22,440,128  
 New State Revenue over 5 years: \$1,775,414

Local Incentive

St. George has offered the company an incentive and values Wilson Electronics as a corporate citizen in the community. They strongly encourage and welcome the future growth.

Proposed State Incentive:

Total amount of EDTIF, post-performance refundable tax credit:	\$266,312
The amount represents the following percentage of new state revenues:	15%
Number of years that incentive is approved for:	5 years

Company Overview

Wilson Electronics develops and manufactures cell phone signal boosters for the mobile phone industry both commercial and consumer based industries. The cell phone signal boosters that Wilson Electronics manufacture virtually eliminates dropped calls, greatly increase cell phone reception and range, and dramatically accelerate data transmission. The company delivers cell phone booster solutions for mobile, building, and machine-to-machine (M2M) data transfer situations. As provider of North America’s top-selling line of cell phone signal boosters, Wilson designs and manufactures a wide variety of amplifiers, antennas and related components to improve communications for cell phones and cellular data devices. Wilson was acquired by Sorenson Capital in 2012.

**MOTION: Jake Boyer moved to approve Project Incentia for a \$266,312 EDTIF post-performance refundable tax credit which represents an amount equal to 15% of new state revenue for 5 years. Winston Wilkinson seconded the motion. Motion was carried unanimously.**

- Incentives provided post-performance upon review and verification by GOED.
- Total EDTIF incentive not to exceed \$266,312 EDTIF post-performance refundable tax credit.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 125 % of the Washington County average wage each including company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 5 years.
- Subject to local incentive.

Ted Telford, the site selector for the company addressed that their product is available now but they are moving towards commercialization. The company and him are very appreciative of the support that they have had from the Incentives Committee, the GOED Board and staff.

RFT

“Young Machine Company”

The Rural Development office recommends a Rural Fast Track grant for Blanding Sunset, Inc. dba Homestead Steakhouse for the purpose of constructing a 630 ft2 sunroom dining area that could seat up to 30 people. This would increase the amount of seated people from 47 to 77. The project is estimated to cost ninety-six thousand, two hundred forty-five dollars (\$96,245).

**MOTION: Jake Boyer moved to endorse the Rural Fast Track Grant for Homestead Steakhouse of \$48,122. Winston Wilkinson seconded the endorsement. Endorsement was carried unanimously.**

**MPAC**

**“Cyborg X”**

Project Highlights

- Category: Feature Film
- Genre: Fantasy
- Director: Kevin King
- Producer: Kynan Griffin

Utah Jobs and Revenue

- Estimated Cast: 12
- Estimated Cast Average Salary: \$200/ per day
- Estimated Crew: 18
- Estimated Crew Average Salary: \$250/ per day
- Estimated Extras: 7
- Estimated Extras Average Salary: \$70/ per day
- Length of Film Production: 20 days
- Estimated Spend: \$331,217

Project Schedule

- Prep: March 1, 2014 through April 21, 2014
- Principal Photography: April 22, 2014 through May 16, 2014
- Wrap/Post Production: May 19, 2014 through December 31, 2014

Motion Picture Advisory Committee Recommendation

Approved by the Utah Film Commission April 3, 2014

**MOTION: Sam Granato moved to approve Camera 40 Productions a Motion Picture Incentive Program post-performance tax credit up to \$66,243 (which represents 20% of dollars left in state) for the production of “Cyborg X.” Brent Brown seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive
- At least 85% of the production’s cast/crew must be Utah residents and/or Utah students.

**“Christmas Dragon”**

Project Highlights

- Category: Feature Film
- Genre: Fantasy
- Director: John Lyde
- Producer: Jason Faller, Kynan Griffin, John Lyde

Utah Jobs and Revenue

- Estimated Cast: 18
- Estimated Cast Average Salary: \$200/ per day
- Estimated Crew: 15
- Estimated Crew Average Salary: \$250/ per day
- Estimated Extras: 200
- Estimated Extras Average Salary: \$50/ per day
- Length of Film Production: 16 days
- Estimated Spend: \$321,075

Project Schedule

- Prep: March 1, 2014 through May 12, 2014
- Principal Photography: May 13, 2014 through May 31, 2014
- Wrap/Post Production: June 2, 2014 through December 31, 2014

Motion Picture Advisory Committee Recommendation  
Approved by the Utah Film Commission April 3, 2014

**MOTION: Mel Lavitt moved to approve Camera 40 Productions a Motion Picture Incentive Program post-performance tax credit up to \$64,215 (which represents 20% of dollars left in state) for the production of “Christmas Dragon.” Brent Brown seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive
- At least 85% of the production’s cast/crew must be Utah residents and/or Utah students.

#### **Incentives Update**

Eric Nay, Incentives Manager gave an update on the Incentives Program regarding new and existing projects.

#### **GOED Update**

Michael Sullivan, Communications Director gave a brief overview of the outcome of the Governor’s Economic Summit. Mel Lavitt also discussed some of the panels that at the Summit and the need that some of the companies in the State need. He also spoke briefly on the type of market we have here vs. Silicon Valley and New York.

Meeting adjourned.