

GOED Board Meeting Minutes

August 8, 2013 • 10:00 a.m.

Governor’s Office of Economic Development
60 E. South Temple, Third Floor

Members Present:	Mel Lavitt, Jerry Oldroyd, Molonai Hola, Winston Wilkinson, Lorena Riffo-Jensen, Amy Anderson, Cliff White, Jake Boyer, Stefanie Bevans
Staff:	Sophia DiCaro, Christopher M. Conabee, Eric Nay, Nicole Kunzler, Tamy Dayley, Michael Sullivan, Jenni Osman, Fred Lange, Michael O’Malley, Tara Thue, Zachary Derr, Thomas Wadsworth, Ron Andrus, Kevin Jessing
Visitors:	Bill Loos, Jeff Edwards, David Lang, Robert Murdock, Donna Kessler, Kim Frost, Teri Klug, Sue Winchester, Galen Manning, Cam Blair, Bryce Wallace, Reed Taft Jacobs

Welcome

Mel Lavitt welcomed everyone to the August 8, 2013 Board meeting.

David Lang Presentation

David Lang, Managing Director at Goldman Sachs spoke briefly about the history of the company and what brought him to Utah. In 2000 the company was looking for an e-trade type of business and someone in the company that lived in Salt Lake City convinced them to move to Salt Lake City. By 2007-2008 the firm had grown substantially, acquiring a lot of success and they realized that they could move people from New York or London and that they needed to diversify. Salt Lake City is now the 4th largest facility in the world for Goldman Sachs. The top 4 reasons that they have had so much success are from resiliency, the time-zone, Utah is very cost effective and also there is an array of talent in Utah.

Minutes Approval

MOTION: Lorena Riffo-Jensen moved to approval the July 11, 2013 minutes. Stefanie Bevans seconded the motion. Motion was carried unanimously.

iSchools Update – Sue Winchester

Sue Winchester from iSchools gave a short update on the status of the contracts. The RPF was worked on in June and the first round of applications came from five different schools. This year the state is going to match the funding that is received. The process was re-opened and they received three additional schools. The equipment for the students and teachers should be arriving in the next week, the funding allowed for 3,060 seats/students to receive iPads. This program has been deployed in many other states such as Florida, Idaho and Colorado. So far the State of Utah has worked with eleven schools, three from the first round and eight from the second round.

EDTIF – ATK

Project Highlights

- Timeline: 2013
- Target Industry: Aerospace/ Composites
- Proposed Location: Davis County

Jobs and Revenue

- 1002 FTE’s
- ATK provides all full time permanent employees with comprehensive health benefits and retirement benefits
- New State Wages over 20 years: \$ 99,162,222
- New State Revenue over 20 years: \$ 63,561,103

MOTION: Jerry Oldroyd moved to approve for ATK a restructured post performance \$19,307,734 EDTIF representing 27.18% of new state wages over 20 years. Additionally approve for ATK an IAF grant representing \$2,500 per employee for up to 665 employees in order to help offset costs associated with training, retention, program delays and construction of facilities as well as approve a hiring grant of \$1,687.50 for the next 200 FTE’s hired above the previous incentive baseline. Total restructured incentive of \$21,307,734 not to exceed 30% of new state revenue over 20 years. Cliff White seconded the motion. Motion was carried unanimously.

- Total EDTIF incentive not to exceed \$ 19,307,734 EDTIF post-performance refundable tax credit.
- Incentives provided post-performance upon review and verification by GOED.

- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Must commit to keep operation in Utah for the length of the incentive period, 20 years.
- Subject to local incentive

Robert Murdock thanked the GOED Board for their ongoing support and let them know that so far ATK has invested \$300 million into the State of Utah.

EDTIF – Cardon Outreach

Project Highlights

- Timeline: 2013
- Target Industry: Healthcare and Client Services
- Proposed Location: Salt Lake County
- Capital Investment: \$5,300,000

Jobs and Revenue

- 308 FTE's
- Cardon Outreach provides all full time permanent employees with comprehensive health benefits and retirement benefits
- New State Wages over 15 years: \$ 99,162,222
- New State Revenue over 15 years: \$ 63,561,103

MOTION: Jerry Oldroyd moved to approve for Cardon Healthcare Network, LLC DBA Cardon Outreach a \$1,830,314 EDTIF post-performance refundable tax credit which represents an amount equal to 20% of new state revenue for 15 years and matching post-performance training funds for up to 200 employees to be distributed in years 2014 through 2016 by a 50/50 matching contribution from DWS Job Growth Funds and the Industrial Assistance Fund. Amy Anderson seconded the motion. Motion was carried unanimously.

- Total EDTIF incentive not to exceed \$ 1,830,314 EDTIF post-performance refundable tax credit.
- Incentives provided post-performance upon review and verification by GOED.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Must commit to keep operation in Utah for the length of the incentive period, 15 years.
- Subject to local incentive

GOED Update

Sophia DiCaro, Deputy Director of GEOD gave an update on the Rural Summit where Christopher M. Conabee was currently at, the Tour of Utah event and also announced that Brad Petersen was the new Outdoor Director.

Incentives Update

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

Meeting adjourned.