

## GOED Board Meeting Minutes

October 17, 2013 • 3:00 p.m.  
 Governor's Office of Economic Development  
 60 E. South Temple, Third Floor

<b>Members Present:</b>	Kate Riggs (phone), Stefanie Bevans (phone), Jake Boyer, Josh Romney, Margo Jacobs, Winston Wilkinson, Cliff White, Amy Anderson
<b>Staff:</b>	Sophia DiCaro, Spencer P. Eccles, Eric Nay, Jenni Osman, Michael Sullivan, Vincent Mikolay, Fred Lange, Kelleigh Cole, Dana Powers, Ryan Harris, Thomas Wadsworth, Dan Royal, Delynn Fielding, Michael O'Malley, Kevin Jessing
<b>Visitors:</b>	Jeff Edwards, Derek Mellus, Marshall Moore, Beth Colosimo, Oz Balfour, Vicki Varella, Mr. Jacobs, Jerrols Jensen, Brice Wallace, Teri Klug (phone), Mayor Caldwell, Steve Fishburn, Kim Frost, Corey Luecht, Mike Gorrell, Tim Swainstor, Adam Smith, Nate Soffe

**Welcome**

Jake Boyer welcomed everyone to the October 10, 2013 Board meeting.

Josh Romney and Margo Jacobs were officially sworn into the GOED Business Development Board by Sophia DiCaro. Sophia DiCaro gave a brief summary of their backgrounds.

**MOTION: Amy Anderson moved to approve the September 12, 2013 minutes. Cliff White seconded the motion. Motion was carried unanimously.**

**ED ZONE - HireVue**

Establish an Economic Development Zone for the purpose of supporting the expansion of HireVue in South Jordan, Utah.

**MOTION: Winston Wilkinson moved to approve the creation of an Economic Development Zone for South Jordan City in support of their letter of request detailing the boundaries of HireVue's facilities located at 10876 South River Front Parkway, Suite 600 South Jordan, Utah 84095. Amy Anderson seconded the motion and made a correction in the motion that the city is South Jordan. Motion was carried unanimously.**

**EDTIF – Allstate Corporation**

**Project Highlights**

- Timeline: 2014
- Target Industry: Financial Services
- Proposed Location(s): Weber County
- Capital Investment: \$15,000,000

**Jobs & Revenue**

Full time job over project lifetime: 700  
 The company will provide full time employees with comprehensive health and retirement benefits.

**New State Wages & Revenue:**

New State Wages over 20 years: \$610,036,251  
 New State Revenue over 20 years: \$23,214,289

**MOTION: Amy Anderson moved to approve Allstate Corporation for a \$5,803,572 EDTIF post-performance refundable tax credit which represents an amount equal to 25% of new state revenue for 20 years. Additionally approve for Allstate Corporation IAF Training Funds in the amount of \$250,000, a JGF DWS Training grant in the amount of \$250,000, an IAF Relocation Grant of \$500,000 to offset any cost associated with the move, and a \$160,715 IAF economic opportunity grant. Total restructured incentive of \$6,964,287 not to exceed 30% of new state tax revenue over 20 years. Cliff White seconded the motion. Motion was carried unanimously.**

**Jake Boyer recused himself from the discussion and the vote on this project due to a business relationship.**

- Incentives provided post-performance upon review and verification by GOED.
- Total EDTIF incentive not to exceed \$ 12,712,221 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.
- Must commit to keep operation in Utah for the length of the incentive period, 12 years.
- Subject to local incentive.

Mayor Caldwell expressed their excitement for the project coming to Ogden City. Jeff Edwards also stated the importance of bringing a company like this to our State; they have been working on trying to get an insurance project to the State for the last 12 years.

**MPAC**

Marshall Moore gave a brief update on some of the past films and upcoming films that are about to start shooting.

**“Cokeville”**

Project Highlights

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| <ul style="list-style-type: none"> <li>• Category:</li> <li>• Genre:</li> <li>• Director</li> <li>• Producer:</li> </ul> | <p>Feature Film<br/>Drama<br/>T.C. Christensen<br/>T.C. Christensen</p> |
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Utah Jobs and Revenue

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|---|---|
| <ul style="list-style-type: none"> <li>• Estimated Cast:</li> <li>• Estimated Cast Average Salary:</li> <li>• Estimated Crew:</li> <li>• Estimated Crew Average Salary:</li> <li>• Estimated Extras:</li> <li>• Estimated Extras Average Salary:</li> <li>• Length of Film Production:</li> <li>• Estimated Spend:</li> </ul> | <p>34<br/>\$250/day<br/>47<br/>\$350/day<br/>40<br/>\$80/day<br/>22<br/>\$696,122</p> |
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Project Schedule

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| <ul style="list-style-type: none"> <li>• Prep:</li> <li>• Principal Photography:</li> <li>• Post Production:</li> </ul> | <p>April 1, 2014 through June 1, 2014<br/>June 2, 2014 through June 30, 2014<br/>July 1, 2014 through December 15, 2014</p> |
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Motion Picture Advisory Committee Recommendation

Approved by the Motion Picture Advisory Committee (MPAC) October 3rd, 2013

**MOTION: Amy Anderson moved to approved for Remember Films a Motion Picture Incentive Program post-performance cash rebate of no less than \$139,224 (which represents 20% of dollars left in state) for the production of ‘Cokeville.’ Jake Boyer 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.

**“Painting the Town”**

Project Highlights

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| <ul style="list-style-type: none"> <li>• Category:</li> <li>• Genre:</li> <li>• Director</li> <li>• Producer:</li> </ul> | <p>TV Series<br/>Documentary<br/>Greg Kiefer; Gordon Huston; Steve Olpin<br/>Marty Patch, Julie Hale, Sam Wallace, Kelly Warnick</p> |
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Utah Jobs and Revenue

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| <ul style="list-style-type: none"> <li>• Estimated Cast:</li> <li>• Estimated Cast Average Salary:</li> <li>• Estimated Crew:</li> <li>• Estimated Crew Average Salary:</li> </ul> | <p>1<br/>\$500/day<br/>20<br/>\$651/day</p> |
|--|---|

- Estimated Extras: N/A
- Estimated Extras Average Salary: N/A/day
- Length of Film Production: 30 days
- Estimated Spend: \$1,560,000

Project Schedule

- Prep: September, 2013 – June, 2014
- Principal Photography: October 30th – June 2014
- Wrap: October 30th– October 2014

Motion Picture Advisory Committee Recommendation

Approved by the Motion Picture Advisory Committee (MPAC) October 3, 2013

**MOTION: Amy Anderson moved to approve *Paint the Town, LLC* for the production of ‘*Painting the Town with Eric Dowdle*’ a Motion Picture Incentive Program post-performance tax credit of 20% of dollars left in state, not to exceed \$312,000. And an additional 5% incentive for a total tax credit of 25% of the dollars left in the state not to exceed \$390,000 per the additional criteria set forth by GOED and the Utah Film Commission. Winston Wilkinson 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 \$1,000,000 minimum dollars left in state to be eligible for the incentive
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval
- Paint The Town, LLC may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the GEOD and the Utah Film Commission. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$390,000 (25% of the dollars left in state).

“The Crucible:

Project Highlights

- Category: Feature Film
- Genre: Drama
- Director: Ken Clark
- Producer: David Wulf, Maclain Nelson, EJ Kavounas

Utah Jobs and Revenue

- Estimated Cast: 12
- Estimated Cast Average Salary: \$268/day
- Estimated Crew: 27
- Estimated Crew Average Salary: \$250/day
- Estimated Extras: 50
- Estimated Extras Average Salary: \$80/day
- Length of Film Production: 18
- Estimated Spend: \$600,000
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Project Schedule

- Prep: September 27, 2013 through November 3, 2013
- Principal Photography: November 4, 2013 through November 26, 2013
- Post Production: November 26, 2013 through August 1, 2014

Motion Picture Advisory Committee Recommendation

Approved by the Utah Film Commission (UFC) October 3rd, 2013

**MOTION: Amy Anderson moved to approve *Meet the Reeper, LLC* for the production of ‘*THE CRUCIBLE*’ a Motion Picture Incentive Program post-performance tax credit not to exceed 20% of the total dollars left in the state. The total dollar amount of the tax credit shall not exceed \$120,000. Cliff White 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.

### **EDCU Update**

Jeff Edwards, President of EDCUtah, presented on the status of current and upcoming projects in the pipeline. He spoke on the increase of the number of projects that EDCU is seeing in all industries.

### **Incentives Update**

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

### **Rural Outreach Update**

Dan Royal, Rural Coordinator introduced the new rural team in the Governor's Office of Economic Development, Delynn Fielding, Jake Hardman and himself. He gave an update of the progress that his team has made since being created. Thus far they have visited 23 out of the 25 counties in Utah. They have been visiting each county to see what their main priorities are; their goal is to narrow down the most important priorities in each and come up with a plan on how GOED can help them. They currently have 9 applications for the Rural Fast Track program; the total amount that is being asked for is about \$300k amounting in 30 jobs. They are hoping that through the trainings they will be conducting, they will see more applicants so they can in turn create more jobs.

### **GOED Update**

Spencer P. Eccles, Executive Director of GOED welcomed our new GOED Board members Josh Romney and Margo Jacobs. He highlighted the new annual report that is now available; this is a booklet that is a resource for the Governor's Office of Economic Development and also our partners. He also touched on transparency within the Incentives department, which is part of a bill that was passed in the last session. On November 13, 2013 GOED will launch a new website that highlights company information that is easy to find creating more transparency between our office and the general public.

Meeting adjourned.