

GOED Board Meeting Minutes

June 14, 2018 • 10:00 a.m. – 12:00 p.m.
 Governor’s Office of Economic Development
 60 E South Temple, Suite 300
 Salt Lake City, UT 84111

Members Present:	Mel Lavitt, Stefanie Bevans, Margo Jacobs, Christopher M. Conabee, Andrea Moss, Lorena Riff-Jenson, Annette Meier (P), Roger Killpack (P),
Members Excused:	Jerry Oldroyd, Carine Clark, Steve Neeleman, Brent Brown, Ted Wilson, Sue Johnson, Peter Mouskondis
Staff:	Val Hale, Ben Hart, Thomas Wadsworth, Larry Shepherd, Lynne Mayer, Aimee Edwards, Ginger Chinn, Kimberlee Carlile, Michael O’Malley, Virginia Pearce, Owen Barrott, Nan Anderson, Tara McKee, Jill Flygare, Vicki Varella, Tom Adams, Franz Kolb, Dane Ishihara, Jim Grover, Laraib Sial, Chanel Flores, Jason Marden, Rose Smith, Jack Olsen
Visitors:	Theresa Foxley, Mike Flynn, Brice Wallace, Chris Pieper, Jade Teran, Alison Andersen, Kelli Karst, Kevin Hyer, Todd Kiser

Welcome

Acting Chairman Mel Lavitt welcomed everyone to the June 14, 2018 GOED Board Meeting.

Approval of the Minutes

MOTION: Stefanie Bevans moved to approve the May 11, 2018 minutes. Christopher M. Conabee seconded the motion. The motion carried unanimously.

Swearing in of New Board Member

Andrea Moss was sworn in as a new member of the GOED Board of Directors by Michele Pasker, Notary Public.

EDTIF – GoHealth LLC

Project Highlights

Timeline:	2018
Target Industry:	IT
Location:	Utah County
CapEx:	\$900,000
Jobs:	363
Average Wage:	\$57,000

Company Overview

GoHealth, LLC owns and operates a private online exchange for individuals and families to shop and compare health insurance plans. The company offers access to health, family health, short term health, dental insurance, and self-employed health insurance solutions; and provides information in the areas of health insurance by state, health insurance companies, Medicare options, prescription discounts, and health savings accounts. It also provides call center outsourcing and exchange solutions; and technology and business process outsourcing services related to individual health insurance products.

GoHealth, LLC was formerly known as Norvax, Inc. The company was founded in 2001 and is based in Chicago, Illinois with an additional office in Charlotte, North Carolina.

Incentives Committee Recommendation

Total Amount of EDTIF, post-performance refundable tax credit:	\$643,298
The amount represents the following percentage of new state revenue:	20%
Number of year that the incentive is approved for:	5 Years

Jobs & Revenue

Full time jobs over project lifetime: **363**
 The company will provide full-time employees with comprehensive health and retirement benefits.

New State Wages & Revenue:

New State Wages over 5 years:	\$84,645,000
New State Revenue over 5 years:	\$3,216,488

MOTION: Margo Jacobs moved to approve GoHealth, LCC for an EDTIF, post-performance refundable tax credit of up to \$643,298 which represents 20% of the \$3,216,488 of new state revenue, which may be earned over 5 years. Lorena Riffo-Jensen seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$643,298 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 20% of qualified new incremental state tax revenues generated and received in the previous calendar year.
- Total incentive not to exceed qualified new incremental state tax revenues over 5 years with a contractual recapture provision for any excess funds paid to the company.
- 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 110% of the average Utah County wage each excluding company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 5 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented to and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.
- Company must demonstrate sufficient investment, capital or other financial resources to reasonably fulfill the projections included in the application.
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for this incentive.

EDTIF – Canopy Tax, Inc
Project Highlights

Timeline:	2019
Target Industry:	IT/Financial
Location:	Utah County
CapEx:	\$7,500,000
Jobs:	538
Average Wage:	\$85,000

Company Overview

Canopy Tax, Inc. (formerly Beanstalk) was founded in 2014 after CEO Kurt Avarell, a former Wall Street tax attorney, grew frustrated with the lack of efficient, streamlined tools for tax professionals to accomplish their jobs. In the same year, Canopy received \$2M in seed funding. Since then, the Company has received an additional \$28M in funding, experienced 1900% growth in paid customer accounts in 2016, and signed up 700+ accounting firm customers.

Canopy currently offers a practice management product which is designed to keep a tax professional’s practice highly connected and efficiently organized. The tax resolution product eliminates slow processes and increases an accountant’s ability to create meaningful relationships with their clients. Canopy’s notices product helps clients keep tabs on every tax notice, and the specific requirements associated with each. The Company has released these three products as MVPs (minimum viable products) to grow Canopy’s business and brand for creating a hassle-free and streamlined tax management software platform. The key offering, Tax Prep, which will be released in 2019, will completely revolutionize the tax industry. It will provide the same level of sophistication and intuition as their other products, but have such a high level of sophistication that it will drastically reduce the amount of time it takes for customers to manage and complete their customers’ taxes

Canopy Tax is headquartered in Lehi, Utah, and currently employs approximately 250 individuals at their Thanksgiving Point location.

Incentives Committee Recommendation

Total Amount of EDTIF, post-performance refundable tax credit:	\$1,240,654
The amount represents the following percentage of new state revenue:	20%
Number of year that the incentive is approved for:	5 Years

Jobs & Revenue

Full time jobs over project lifetime: **538**
 The company will provide full-time employees with comprehensive health and retirement benefits.

New State Wages & Revenue:

New State Wages over 5 years: \$149,707,284
 New State Revenue over 5 years: \$6,203,272

MOTION: Stefanie Bevans moved to Canopy Tax, Inc for an EDTIF, post-performance refundable tax credit of up to \$1,240,654 which represents 20% of the \$6,203,272 of new state revenue, which may be earned over 5 years. Margo Jacobs seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$1,240,654 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 20% of qualified new incremental state tax revenues generated and received in the previous calendar year.
- Total incentive not to exceed 20% of qualified new incremental state tax revenues over 5 years with a contractual recapture provision for any excess funds paid to the company.
- 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 110% of the average wage each excluding company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 5 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented to and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.
- Company must demonstrate sufficient investment, capital or other financial resources to reasonably fulfill the projections included in the application.
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for this incentive

Film Incentives

“Shoelaces for Christmas”

Project Highlights

- Category: Feature
- Genre: Family
- Director: Craig Clyde
- Producer: Bryce Fillmore, David Hunter

Utah Jobs and Revenue

- Estimated Cast: 12
- Estimated Cast Average Salary: \$350.00
- Estimated Crew: 30
- Estimated Crew Average Salary: \$300.00
- Estimated Extras: 100
- Estimated Extras Average Salary: \$100.00
- Length of Film Production: 120
- Estimated Spend: \$500,000.00

Project Schedule

- Prep: May 01, 2018 through June 03, 2018
- Principal Photography: June 04, 2018 through June 17, 2018
- Wrap: June 16, 2018 through July 01, 2018
- Post Production: June 04, 2018 through September 01, 2018

Proposed Motion:

Approve for Rootbeer Christmas, LLC, a Community Film Incentive Program post-performance cash rebate up to \$100,000.00 (which represents 20% of dollars left in state) for the production of “Shoelaces for Christmas”.

- Incentive offer based on receipt of a complete CFIP application including a script and proof of financing
- At least 85% of the production’s cast/crew must be Utah residents and/or Utah students
- All minimum required criteria and requirements are met as specified on the CFIP rules and incentive contract

- Dollars left in state start date no earlier than 60 days prior to the original Governor’s Office of Economic Development Board of Directors approval

“The Happy Worker”

Project Highlights

- Category: Feature
- Genre: Drama
- Director: Duwayne Dunham
- Producer: Jeff T. Miller

Utah Jobs and Revenue

- Estimated Cast: 20
- Estimated Cast Average Salary: \$1,000.00
- Estimated Crew: 60
- Estimated Crew Average Salary: \$350.00
- Estimated Extras: 400
- Estimated Extras Average Salary: \$110.00
- Length of Film Production: 30
- Estimated Spend: \$5,000,000.00

Project Schedule

- Prep: April 01, 2018 through July 27, 2018
- Principal Photography: July 30, 2018 through October 15, 2018
- Wrap: October 15, 2018 through December 01, 2018
- Post Production: August 15, 2018 through January 15, 2019

Proposed Motion:

Approve for Vineyard Productions, a Motion Picture Incentive Program post-performance MPIP Tax Credit rebate of no more than \$1,000,000.00 (which represents 20% of dollars left in state) for the production of “The Happy Worker”.

- 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 base line incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 60 days prior to the Governor’s Office of Economic Development Board of Directors approval.

“Green Olds”

Project Highlights

- Category: Feature
- Genre: Drama
- Director: Max Mayer
- Producer: Michael Goodin, George Parra

Utah Jobs and Revenue

- Estimated Cast: 6
- Estimated Cast Average Salary: \$960.00
- Estimated Crew: 48
- Estimated Crew Average Salary: \$400.00
- Estimated Extras: 125
- Estimated Extras Average Salary: \$100.00
- Length of Film Production: 70
- Estimated Spend: \$2,132,078.00

Project Schedule

- Prep: April 30, 2018 through June 11, 2018
- Principal Photography: June 18, 2018 through July 20, 2018
- Wrap: July 21, 2018 through August 15, 2018
- Post Production: July 23, 2018 through October 05, 2018

Proposed Motion:

Approve for GREEN OLDS, LLC, a Motion Picture Incentive Program post-performance MPIP Tax Credit rebate of no more than \$426,415.60 (which represents 20% of dollars left in state) or no more than \$533,019.50 if additional criteria are satisfied (which represents 25% of the dollars left in state) for the production of “Green Olds”.

- 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 base line incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 60 days prior to the Governor’s Office of Economic Development Board of Directors approval
- GREEN OLDS, 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 Governor’s Office of Economic Development and the Utah Film Commission, including a \$1,000,000 minimum dollars left in state. At least 75% of the production’s cast/crew must be Utah residents and/or Utah students, or 75% of the production’s Utah principal production days must occur in a rural area. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$533,019.50 (25% of the dollars left in state).

“Dwight in Shining Armor”

Project Highlights

- Category: Episodic
- Genre: Comedy
- Director: Timothy Kendall
- Producer: Jeff T. Miller

Utah Jobs and Revenue

- Estimated Cast: 30
- Estimated Cast Average Salary: \$1,000.00
- Estimated Crew: 60
- Estimated Crew Average Salary: \$350.00
- Estimated Extras: 400
- Estimated Extras Average Salary: \$110.00
- Length of Film Production: 50
- Estimated Spend: \$2,500,000.00

Project Schedule

- Prep: April 01, 2018 through May 13, 2018
- Principal Photography: May 14, 2018 through July 25, 2018
- Wrap: July 26, 2018 through September 01, 2018
- Post Production: June 01, 2018 through February 15, 2019

Proposed Motion:

Approve for Vineyard Productions, a Motion Picture Incentive Program post-performance MPIP Tax Credit rebate of no more than \$500,000.00 (which represents 20% of dollars left in state) for the production of “Dwight in Shining Armor”.

- 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 base line incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 60 days prior to the Governor’s Office of Economic Development Board of Directors approval.

“The Outpost: Season Two”

Project Highlights

- Category: Episodic
- Genre: Sci-Fi
- Director: John Lyde, Clare Niederpruem
- Producer: Kynan Griffin, Jennifer Kirkham

Utah Jobs and Revenue

• Estimated Cast:	60
• Estimated Cast Average Salary:	\$1,553.00
• Estimated Crew:	80
• Estimated Crew Average Salary:	\$400.00
• Estimated Extras:	2230
• Estimated Extras Average Salary:	\$100.00
• Length of Film Production:	362
• Estimated Spend:	\$5,539,067.20

Project Schedule

• Prep:	September 03, 2018 through December 22, 2018
• Principal Photography:	January 07, 2019 through April 27, 2019
• Wrap:	April 29, 2019 through May 18, 2019
• Post Production	January 14, 2019 through August 31, 2019

Proposed Motion:

Approve for Camera 40 Productions, LLC, a Motion Picture Incentive Program post-performance MPIP Tax Credit rebate of no more than \$1,107,813.44 (which represents 20% of dollars left in state) or no more than \$1,384,766.80 if additional criteria are satisfied (which represents 25% of the dollars left in state) for the production of “The Outpost: Season Two”.

- 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 base line incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 0 days prior to the Governor’s Office of Economic Development Board of Directors approval
- Camera 40 Productions, 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 Governor’s Office of Economic Development and the Utah Film Commission, including a \$1,000,000 minimum dollars left in state. At least 75% of the production’s cast/crew must be Utah residents and/or Utah students, or 75% of the production’s Utah principal production days must occur in a rural area. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$1,384,766.80 (25% of the dollars left in state).

MOTION: Margo Jacobs moved to approve the five film incentives as presented. Lorena Riffo-Jensen seconded the motion. The motion carried unanimously.

Rural Fast Track Grant Endorsements

**RURAL FAST TRACK GRANT
ANVIL CABINET & MILL
6/14/18**

The Rural Development office recommends a Rural Fast Track grant for Anvil Cabinet & Mill, located in Brigham City, Box Elder County, for the purpose of purchasing an edge-banding machine. The company expects to create one (1) new full time position paying at least 110% of the county average wage. The total project cost is valued at Two-hundred thirty thousand dollars (\$230,000.00)

MOTION: Endorse a Rural Fast Track Grant for Anvil Cabinet & Mill at \$50,000.

**RURAL FAST TRACK GRANT
CEDAR VALLEY BUILDING & RENOVATION
6/14/18**

The Rural Development office recommends a Rural Fast Track grant for Cedar Valley Building & Renovation, located in Enoch, Iron County, for the purpose of purchasing a utility bed service truck and trailer. The company expects to

create one (1) new full time position paying at least 125% of the county average wage. The total project cost is valued at Seventy-seven thousand eight-hundred eighty dollars (\$77,880.00)

MOTION: Endorse a Rural Fast Track Grant for Cedar Valley Building & Renovation at \$24,924.

**RURAL FAST TRACK GRANT
EASTERN UTAH WOMEN'S HEALTH
6/14/18**

The Rural Development office recommends a Rural Fast Track grant for Eastern Utah Women's Health, located in Price, Carbon County, for the purpose of purchasing a Votiva Laser Machine. The company expects to create two (2) new full time positions paying at least 125% of the county average wage. The total project cost is valued at one-hundred fifteen thousand dollars (\$115,000.00)

MOTION: Endorse a Rural Fast Track Grant for Eastern Utah Women's Health at \$50,000.

**RURAL FAST TRACK GRANT
ROCKY MOUNTAIN FILTRATION
6/14/18**

The Rural Development office recommends a Rural Fast Track grant for Rocky Mountain Filtration, located in Mt. Pleasant, Sanpete County, for the purpose of expanding their current facility and upgrading and adding new surface conditioners, purchasing a duel head ink jet stamper and other modifications to existing equipment to increase output. The company expects to create five (5) new full time positions – 2 paying at least 110%, 2 paying at least 115% and one paying at least 125% of the county average wage. The total project cost is valued at one-hundred three thousand two hundred seventy-five dollars (\$103,275.00)

MOTION: Endorse a Rural Fast Track Grant for Rocky Mountain Filtration at \$50,000.

**RURAL FAST TRACK GRANT
GRIST MILL INN
6/14/18**

The Rural Development office recommends a Rural Fast Track grant for the Grist Mill Inn, located in Monticello, San Juan County, for the purpose of expanding their business with the renovation of the site and the addition of a bar & grill. The company expects to create three new jobs, two (2) new full time positions paying at least 110% of the county average wage and one (1) new full time position paying at least 125% of the county average wage. The total project cost is valued at One-hundred eighteen thousand seven hundred eighty-six dollars (\$118,786.00)

MOTION: Endorse a Rural Fast Track Grant for Grist Mill Inn at \$50,000.

**RURAL FAST TRACK GRANT
TBH HEATING & AIR CONDITIONING
6/14/18**

The Rural Development office recommends a Rural Fast Track grant for the TBH Heating & Air Conditioning, located in Mt. Pleasant, Sanpete County, for the purpose of expanding their current facility to add office space, show room area, plan room, service bay, fabrication shop and testing area. The company expects to create three new jobs, two (2) new full time positions paying at least 110% of the county average wage and one (1) new full time position paying at least 125% of the county average wage. The total project cost is valued at One-hundred thirty-nine thousand seven hundred fifty dollars. (\$139,750.00)

MOTION: Endorse a Rural Fast Track Grant for TBH Heating & Air Conditioning at \$50,000.

RURAL FAST TRACK GRANT

H+ AESTHETICS
6/14/18

The Rural Development office recommends a Rural Fast Track grant for H+ Aesthetics, located in Blanding, San Juan County, for the purpose of expanding their business and to buy a building and equipment to include: sauna, teeth whitening machine, laser pen and an LED face mask. The company expects to create one (1) new full time position paying at least 110% of the county average wage. The total project cost is valued at One-hundred thirty-nine thousand seven hundred fifty dollars. 1389(\$139,750.00)

MOTION: Endorse a Rural Fast Track Grant for H+ Aesthetics at \$50,000.

RURAL FAST TRACK GRANT
ASHTON FARMS CUSTOM MEATS
6/14/18

The Rural Development office recommends a Rural Fast Track grant for Ashton Farms Custom Meats, in Fillmore, Millard County, for the purpose of expanding their current facility and by purchasing additional equipment, including an extra carcass cooler, an additional walk-in freezer, and a wrapping room. The company expects to create one (1) new full time position paying at least 110% of the county average wage. The total project cost is valued at two-hundred fifty thousand two hundred fifty dollars. (\$250,250.00)

MOTION: Endorse a Rural Fast Track Grant for Ashton Farms Custom Meats at \$50,000.

MOTION: Stefanie Bevans moved to endorse the eight Rural Fast Track grants as presented. Andrea Moss seconded the motion. The motion carried unanimously.

GOED Update

Val Hale provided an update on upcoming events and recent activities and efforts within GOED and its programs.

Utah Office of Outdoor Recreation Grants

Tom Adams described the Utah Outdoor Recreation Grant Program which provides grants of between \$10k and \$150K to non-profits, local or tribal governments for outdoor recreation infrastructure. The program had applications for 84 projects and funded 55. Tom highlighted 3 of the projects, the Bonanza Flat Conservation Area Trailheads, the Cache County Trailhead Avalanche Safety Project, and the Bike Connection Trail between Springdale and Zion National Park systems. The program awarded \$3.9M in grants to projects with a total value of \$31M.

Incentives Update

Thomas Wadsworth, Director of Corporate Growth and Business Development, provided an update on the Incentives Program regarding new and existing projects.

EDCUtah Update

Theresa Foxley, President and CEO of EDCUtah, presented on the status of current and upcoming projects in the pipeline.

Meeting Adjourned