

GOED Board Meeting Minutes

April 11, 2019 • 10:00 a.m. – 12:00 p.m.
 Governor’s Office of Economic Development
 60 E South Temple, Fl 3
 Salt Lake City, UT 84103

Members Present:	Jerry Oldroyd, Mel Lavitt, Peter Mouskondis, Stefanie Bevans, Roger Killpack, Lorena Riffo-Jenson, Andrea Moss, Brent Brown, Annette Meier, Margo Jacobs (P), Carine Clark (P), Ted Wilson (P)
Members Excused:	Steve Neeleman, Christopher M. Conabee, Susan Johnson
Staff:	Val Hale, Ben Hart, Thomas Wadsworth, Larry Shepherd, Lynne Mayer, Owen Barrott, Linda Gillmor, Kamron Dalton, Aimee Edwards, Jim Grover, Kimberlee Carlile, Virginia Pearce, Beckie Page, Taneesa Wright, Tom Adams
Visitors:	Theresa Foxley, Mike Flynn, Chris Pieper, Bryce Wallace, Michael O’Malley, Kelly McAleer, Howard Hochhauser

Welcome

Chairman Jerry Oldroyd welcomed everyone to the April 11, 2019 GOED Board Meeting.

Approval of the Minutes

MOTION: Peter Mouskondis moved to approve the March 14, 2018 board meeting minutes. Mel Lavitt seconded the motion. The motion carried unanimously.

EDTIF – Ancestry US Holdings Inc.

Project Highlights

Timeline:	2019
Target Industry:	IT/Technology
Location:	Lehi, UT
CapEx:	\$10,500,000
Jobs:	506
Average Wage:	\$98,000

Project Overview

Ancestry.com is the leading provider of family history and consumer genetic testing services. The company has built a proprietary platform that organizes and analyzes a database to give customers information regarding their genetic and genealogical heritage. Ancestry Family History is a subscription-based service with over 3 million subscribers and over 10 billion digitized historical records and 11 billion ancestor profiles. Customers use the service to explore their family history, build family trees and make connections with relatives.

Ancestry was founded in 1983 as Infobase in Provo. The company is currently headquartered in Lehi and has offices in SLC, San Francisco, Ireland, the UK, Australia; Germany, and Sweden. Ancestry has approximately 1,600 employees worldwide, with over 1,000 employees in Utah, 400 in San Francisco, 50 in other states, and nearly 150 employees internationally.

Ancestry is currently investigating multiple sites (Utah and San Francisco, California) to expand its current operations. If the company chooses Utah, the new project will retain the current 1,000 Utah jobs and create over 500 new jobs over the next 10 years.

Jobs & Revenue

Full time jobs over project lifetime: 456

Company Average Wage vs. County Average Wage

Max with health benefits:	284%
Max w/o health benefits:	249%
Min with health benefits:	270%
Min w/o health benefits:	249%

New State Wages & Revenue

New State Wages over 9 years: \$316,971,619

New State Revenue over 9 years:	\$12,228,599
Withholding:	\$11,767,571
Sales:	\$257,184
Corporate:	\$203,843

MOTION: Jerry Oldroyd moved to approve Ancestry US Holdings Inc. for an EDTIF post-performance refundable tax credit of up to \$2,445,720 which represents 20% of the \$12,228,599 of new state revenue, which may be earned over 9 years.

Andrea Moss seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$2,445,720 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 20% of qualified new incremental state tax revenues generated and receipted in the previous calendar year.
- Total incentive not to exceed 20% of qualified new incremental state tax revenues over 9 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 110% 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, 9 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for this incentive.

Presentation: Howard Hochhauser spoke to the company’s growth and the importance of this incentive.

Film Incentives

GOED BOARD – MOTION PICTURE INCENTIVE PROGRAM EXECUTIVE SUMMARY
 LOLA'S BOY'S, INC.
 “The Joe and Jadin Bell Project”
 April 11, 2019

Project Highlights

- Category: Feature
- Genre: Drama
- Director: Reinaldo Marcus Green
- Producer: Daniela Taplin Lundberg, Riva Marker

Utah Jobs and Revenue

- Estimated Cast: 45
- Estimated Cast Average Daily Salary: \$2,031
- Estimated Crew: 106
- Estimated Crew Average Daily Salary: \$451
- Estimated Extras: 860
- Estimated Extras Average Daily Salary: \$204
- Length of Film Production: 87
- Estimated Spend: \$6,882,471

Project Schedule

- Prep: February 28, 2019 through April 14, 2019
- Principal Photography: April 15, 2019 through May 24, 2019
- Wrap: May 25, 2019 through June 28, 2019

Summary

The script tells the true story of Oregonian father Joe Bell, who, in the wake of his 15-year old son’s suicide, sets out on a walk across America, hoping to promote awareness about the consequences of prejudice.

Proposed Motion

Approve for Lola's Boy's, Inc., a Motion Picture Incentive Program post-performance MPIP Tax Credit of no more than \$1,376,494 (which represents 20% of dollars left in state) for the production of "The Joe and Jadin Bell Project".

- 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.

MOTION: Lorena Riffo moved to approve the film incentive as presented. Stefanie Bevans seconded the motion. The motion carried unanimously.

GOED BOARD – COMMUNITY FILM INCENTIVE PROGRAM EXECUTIVE SUMMARY
HEART CANT BEAT LLC
"My Heart Can't Beat Unless You Tell It To"
April 11, 2019

Project Highlights

- Category: Feature
- Genre: Horror
- Director: Jonathan Cuartas
- Producer: Anthony Pedone, Jesse Brown

Utah Jobs and Revenue

- Estimated Cast: 24
- Estimated Cast Average Daily Salary: \$100
- Estimated Crew: 18
- Estimated Crew Average Daily Salary: \$150
- Estimated Extras: 30
- Estimated Extras Average Daily Salary: \$30
- Length of Film Production: 106
- Estimated Spend: \$142,000

Project Schedule

- Prep: March 22, 2019 through April 24, 2019
- Principal Photography: April 25, 2019 through May 23, 2019
- Wrap: May 24, 2019 through May 31, 2019
- Post Production: June 01, 2019 through August 09, 2019

Summary

A family of reclusive siblings will do anything to keep their sickly younger brother alive; however, caring for a vampire is no easy task. Thomas, the youngest of the three, can never be normal. He can't play in the sunlight, let alone have friends. The eldest sibling, Jessie, feels compelled to take charge of her family while middle-born Dwight wants desperately to escape their perpetual nightmare.

Proposed Motion

Approve for Heart Can't Beat LLC, a Community Film Incentive Program post-performance cash rebate up to \$28,400 (which represents 20% of dollars left in state) for the production of "My Heart Can't Beat Unless You Tell It To".

- 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
- 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 30 days prior to the original Governor's Office of Economic Development Board of Directors approval

MOTION: Annette Meier moved to approve the film incentive as presented. Roger Killpack seconded the motion. The motion carried unanimously.

Rural Fast Track Grant Endorsements

**GOED BOARD
RURAL FAST TRACK GRANT
MIKE BARNEY CONSTRUCTION, INC.
APRIL 11, 2019**

The Office of Rural Development recommends a Rural Fast Track capital investment grant for Mike Barney Construction, Inc., located in Delta, Millard County, for the purpose of purchasing a Telehandler Forklift and building a shop for equipment storage. The total project cost is valued at approximately one-hundred and sixty-eight thousand dollars (\$168,000).

MOTION: Endorse a Rural Fast Track capital investment grant for Mike Barney Construction, Inc. in the amount of \$50,000.

The company expects to create one (1) new full time position paying at least 110% of the county average wage. Upon proof of job retention for a period of 12 consecutive months, the company also qualifies for a grant fund reimbursement of up to one-thousand five hundred dollars (\$1,500).

**GOED BOARD
RURAL FAST TRACK GRANT
DAVIS FAMILY LODGING, LLC
APRIL 11, 2019**

The Office of Rural Development recommends a Rural Fast Track capital investment grant for Davis Family Lodging, LLC, located in Monticello, San Juan County, for the purpose of motel room renovations. The total project cost is valued at approximately One-hundred and five thousand dollars (\$105,000).

MOTION: Endorse a Rural Fast Track capital investment grant for Davis Family Lodging, LLC in the amount of \$50,000.

The company expects to create one (1) new full time position paying at least 110% of the county average wage. Upon proof of job retention for a period of 12 consecutive months, the company also qualifies for a grant fund reimbursement of up to one thousand, five hundred dollars (\$1,500).

**GOED BOARD
RURAL FAST TRACK GRANT
CUSTOM ELECTRICAL SERVICE, LLC
APRIL 11, 2019**

The Office of Rural Development recommends a Rural Fast Track capital investment grant for Custom Electrical Service, LLC, located in Ephraim, Sanpete County, for the purpose of purchasing an existing 2400 sq. ft. building for storage of expensive equipment, shop workspace and inventory storage. The total project cost is valued at One-hundred thousand dollars (\$100,000).

MOTION: Endorse a Rural Fast Track capital investment grant for Custom Electrical Service, LLC in the amount of \$50,000.

The company expects to create two (2) new full time positions paying at least 110% of the county average wage. Upon proof of job retention for a period of 12 consecutive months, the company also qualifies for a grant fund reimbursement of up to three-thousand dollars (\$3,000).

**GOED BOARD
RURAL FAST TRACK GRANT
STEVENS TRUCKING SERVICES**

APRIL 11, 2019

The Office of Rural Development recommends a Rural Fast Track capital investment grant for Stevens Trucking Services, located in Fillmore, Millard County, for the purpose of constructing a metal building for mechanical services for large trucking vehicles. The total project cost is valued at Four-hundred and fifty thousand dollars (\$450,000).

MOTION: Endorse a Rural Fast Track capital investment grant for Stevens Trucking Services in the amount of \$50,000.

The company expects to create one (1) new full time position paying at least 110% of the county average wage. Upon proof of job retention for a period of 12 consecutive months, the company also qualifies for a grant fund reimbursement of up to One-thousand, five hundred dollars (\$1,500).

MOTION: Endorse a Rural Fast Track capital investment grant for Ensign Staffing in the amount of \$50,000.

MOTION:

Brent Brown moved to endorse the Rural Fast Track grant as presented. Annette Meier 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.

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

Meeting Adjourned