

**GOED Board Meeting Minutes**  
 October 10, 2019 • 10:00 a.m. – 10:30 p.m.  
 Utah Governor’s Office of Economic Development  
 60 E South Temple, FL 3  
 Salt Lake City, UT 84111

<b>Members Present:</b>	Mel Lavitt, Jerry Oldroyd, Ted Wilson, Steve Neeleman, Margo Jacobs, Heather Kahlert, Andrea Moss, Doug Dilley, Roger Killpack, Annette Meier (P), Peter Mouskondis (P), Susan Johnson (P)
<b>Members Excused:</b>	Stefanie Bevans, Carine Clark, Lorena Riffo-Jenson
<b>Staff:</b>	Val Hale, Ben Hart, Thomas Wadsworth, Larry Shepherd, Owen Barrott, Ginger Chinn, Jill Flygare, Kimberlee Carlile, Tony Young, Virginia Pearce, Lynne Meyer, Jim Grover, Vicki Varela, Tom Adams, James Dixon, Kamron Dalton, Chanel Flores, Taylor Broadbent
<b>Visitors:</b>	Theresa Foxley, Mike Flynn, Bryce Wallace, Michelle Pasker, Mayor Mike Caldwell, Ron Ostrowski, Roger Hutchinson

**Welcome**

Jerry Oldroyd welcomed everyone to the October 10, 2019 GOED Board Meeting.

**Approval of the Minutes**

**MOTION: Ted Wilson moved to approve the August 8, 2019 board meeting minutes. Peter Mouskondis seconded the motion. The motion carried unanimously.**

**Oath of Office for new GOED Board Member, Douglas Dilley:**

Michele Pasker, notary public, officiated as Douglas Dilley took the Oath of Office as a new member of the GOED Board of Business and Economic Development.

**Presentation: Recursion Pharmaceuticals, Tina Larson, COO**

Tina Larson provided the board with an overview of the work done by Recursion Pharmaceuticals, their growth and feelings about doing business in the State of Utah and their Salt Lake City location. The company uses an automated biology platform and artificial intelligence and performs massive number of tests toward understanding disease and identifying new pharmaceuticals.

**EDTIF – Amer Sports**

**Project Highlights**

Timeline:	2019
Target Industry:	Outdoor Products & Recreation
Location:	Weber County
CapEx:	\$1,500,000
Jobs:	110
Average Wage:	\$45,000

**Project Overview**

Amer Sports is a sporting goods company with internationally recognized brands including Salomon, Wilson, Atomic, Arc’teryx, Mavic, Suunto and Precor. The company manufactures sports equipment, footwear, apparel and accessories for a variety of sports and outdoor activities. Amer Sports’ business is balanced through its broad portfolio products and presence in all major markets. Amer Sports sells its products to trade customers (including sporting goods chains, specialty retailers, mass merchants, fitness clubs and distributors) and directly to consumers through brand stores, factory outlets, and e-commerce. In December 2018, Amer Sports’ sales organization covered 34 countries.

One of Amer Sports’ premier brands, Arc’teryx is currently operating its sales and customer support out of Vancouver, Canada. Arc’teryx is the fastest growing part of the business, and the company is considering relocating and expanding the Arc’teryx brand to the existing facilities in Ogden to further consolidate the company. This will allow the company to provide additional service to US customers.

Positions will include customer service representatives, after service representatives and repair operators. The company will train them in processes currently in place in Vancouver.

**Jobs & Revenue**

Full time jobs over project lifetime: 110

Company Average Wage vs. County Average Wage

Max with health benefits:	129%
Max w/o health benefits:	112%
Min with health benefits:	126%
Min w/o health benefits:	110%

**New State Wages & Revenue**

New State Wages over 5 years:	\$14,895,743
New State Revenue over 5 years:	\$1,521,076
Withholding:	\$553,004
Sales:	\$57,810
Corporate:	\$910,262

**MOTION: Ted Wilson moved to approve Amer Sports, Inc. for an EDTIF post-performance refundable tax credit of up to \$228,161 which represents 15% of the \$1,521,076 of new state revenue, which may be earned over 5 years. Steve Neeleman seconded the motion. The motion carried unanimously.**

- Total EDTIF incentive not to exceed \$228,161 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 15% of qualified new incremental state tax revenues generated and received in the previous calendar year.
- Total incentive not to exceed 15% 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 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, 5 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:** Mayor Mike Caldwell expressed the importance of Amer Sports to Ogden City. He thanked the board for its support of this project. He spoke of other job growth occurring in the area.

Tom Adams, director of Utah’s Office of Outdoor Recreation, told the board of the importance of having Amer’s global brands in the state, their social responsibility, and the benefit in how the state is portrayed in the outdoor recreation community.

Ron Ostrowski, VP of Finance at Amer Sports, spoke of the progress on the previously planned expansion in Ogden and thanked the board for supporting the new jobs they are bringing to the state.

Roger Hutchinson, Director of Global Supply Chain at Amer Sports, said that the company has a voice in discussions of sustainability of public lands in the state. The company is working with Ogden City and the State of Utah to bring new workers in their industry to the state.

**Film Incentives**

**GOED BOARD – COMMUNITY FILM INCENTIVE PROGRAM  
EXECUTIVE SUMMARY  
MYSTERY BOX, LLC  
“The Anxious Taxidermist”  
October 10, 2019**

**Project Highlights**

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|-------------|----------------|
| • Category: | Pilot          |
| • Genre:    | Drama          |
| • Director: | Jeff Dickamore |

- Producer: Kathryn Schwarz

**Utah Jobs and Revenue**

- Estimated Cast: 8
- Estimated Cast Average Daily Salary: \$200
- Estimated Crew: 12
- Estimated Crew Average Daily Salary: \$250
- Estimated Extras: 8
- Estimated Extras Average Daily Salary: \$100
- Length of Film Production: 26
- Estimated Spend: \$54,892

**Project Schedule**

- Prep: September 02, 2019 through September 15, 2019
- Principal Photography: September 16, 2019 through September 20, 2019
- Wrap: September 21, 2019 through September 23, 2019
- Post Production: September 24, 2019 through November 01, 2019

**Summary**

A quirky musical comedy about a young woman who uses her secret passion for taxidermy to cope with debilitating anxiety.

**Proposed Motion**

Approve for Mystery Box, LLC, a Community Film Incentive Program post-performance cash rebate up to \$10,978 (which represents 20% of dollars left in state) for the production of “The Anxious Taxidermist”.

- 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 60 days prior to the original Governor’s Office of Economic Development Board of Directors approval

*All currency values have been rounded to the nearest dollar for the purpose of this summary only.*

**Presentation:** Jeff Dickamore, the director of this project, discussed the film’s approach to dealing with mental health issues and thanked the State of Utah and the board for support of community films.

**MOTION:**

**Margo Jacobs moved to endorse this film incentive as presented. Andrea Moss seconded the motion. The motion carried unanimously.**

**GOED BOARD – COMMUNITY FILM INCENTIVE PROGRAM  
EXECUTIVE SUMMARY  
LAST GIRL SCOUT, LLC  
“Josie Jane: The Last Girl Scout”  
October 10, 2019**

**Project Highlights**

- Category: Feature
- Genre: Thriller
- Director: Kohl Glass
- Producer: Dallin Cerva, Jacquelyn Cerva

**Utah Jobs and Revenue**

- Estimated Cast: 10
- Estimated Cast Average Daily Salary: \$125
- Estimated Crew: 25
- Estimated Crew Average Daily Salary: \$275

- Estimated Extras: 0
- Estimated Extras Average Daily Salary: \$0
- Length of Film Production: 148
- Estimated Spend: \$247,500

**Project Schedule**

- Prep: October 01, 2019 through November 03, 2019
- Principal Photography: November 04, 2019 through November 18, 2019
- Wrap: November 19, 2019 through November 22, 2019
- Post Production: November 25, 2019 through February 25, 2020

**Summary**

Josie Jane, the young babysitter from a wealthy family, is a kind, funny, smart, somewhat naïve 18-year-old. While playing with Sean, the 6-year-old child in her care, the family's home is invaded by a pack of brutal cultists. Josie has two choices: Stay hidden and hope to survive the night, or strike back from the shadows, defeat the cult, and save the family.

**Proposed Motion**

Approve for Last Girl Scout, LLC, a Community Film Incentive Program post-performance cash rebate up to \$49,500 (which represents 20% of dollars left in state) for the production of “Josie Jane: The Last Girl Scout”.

- 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

*All currency values have been rounded to the nearest dollar for the purpose of this summary only.*

**GOED BOARD – COMMUNITY FILM INCENTIVE PROGRAM  
EXECUTIVE SUMMARY  
SILVER PEAK PRODUCTIONS, LLC  
“Christmas Coin”  
October 10, 2019**

**Project Highlights**

- Category: Feature
- Genre: Drama
- Director: Brian Brough
- Producer: Brian Brough, Brittany Wiscombe

**Utah Jobs and Revenue**

- Estimated Cast: 13
- Estimated Cast Average Daily Salary: \$325
- Estimated Crew: 35
- Estimated Crew Average Daily Salary: \$300
- Estimated Extras: 148
- Estimated Extras Average Daily Salary: \$100
- Length of Film Production: 180
- Estimated Spend: \$492,457

**Project Schedule**

- Prep: November 01, 2019 through December 03, 2019
- Principal Photography: December 4, 2019 through December 17, 2019
- Wrap: December 18, 2019 through December 23, 2019
- Post Production: December 6, 2019 through April 30, 2020

**Summary**

Mandy finds a child's touching letter to Santa from 70 years. Convinced she can make a difference if she can find the book's original owner, Mandy sets out on her mission with the help of Joe, a building contractor who first found and sold the book to her.

**Proposed Motion**

Approve for Silver Peak Productions, LLC, a Community Film Incentive Program post-performance cash rebate up to \$98,491 (which represents 20% of dollars left in state) for the production of "Christmas Coin".

- 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

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**MOTION:**

**Peter Mouskoundis moved to endorse these two film incentives as presented. Margo Jacobs seconded the motion. The motion carried unanimously.**

**Rural Fast Track Grant Endorsements**

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**GOED BOARD  
RURAL FAST TRACK GRANT  
LOTUS SPA AND SALON  
OCTOBER 10, 2019**

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The Office of Rural Development recommends a Rural Fast Track capital investment grant for Lotus Spa and Salon, located in North Logan, Cache County, for the purpose of building a full-service salon in a new 15,500 sq. ft., 3-story building. The total project cost is valued at One-million nine-hundred thousand dollars (\$1,900,000).

**MOTION: Endorse a Rural Fast Track capital investment grant for Lotus Spa and Salon in the amount of \$50,000.**

*The company is required to create one new full-time position, but expects to create twelve (12) 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 eighteen thousand dollars (\$18,000).*

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**GOED BOARD  
RURAL FAST TRACK GRANT  
THE SPOKE, LLC  
OCTOBER 10, 2019**

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The Office of Rural Development recommends a Rural Fast Track capital investment grant for The Spoke, LLC, located in Moab, Grand County, for the purpose of building a Brewery and Brewpub for the purpose of manufacturing, canning and kegging beverages. The total project cost is valued at five hundred, twenty-one thousand dollars (\$521,000).

**MOTION: Endorse a Rural Fast Track capital investment grant for The Spoke, LLC in the amount of \$50,000.**

*The company is required to create one new full-time position, but expects to create three (3) 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 four-thousand, five-hundred dollars (\$4,500).*

**MOTION:**

**Roger Killpack moved to endorse the Rural Fast Track grant 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.

**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**