

GOED Board Meeting Minutes

August 13, 2020 • 10:00 a.m. – 12:00 p.m.
 Electronic Meeting Only
 Utah Governor’s Office of Economic Development
 60 E South Temple 3rd Floor
 Salt Lake City, Utah 84111

Members Present:	Carine Clark, Steve Neeleman, Mel Lavitt, Margo Jacobs, Ted Wilson, Heather Kahlert, Susan Johnson, Doug Dilley, Roger Killpack, Brad Bonham, Andrea Moss, Annette Meier, Stefanie Bevans, Jesse Turley
Members Excused:	Peter Mouskondis
Staff:	Val Hale, Ben Hart, Thomas Wadsworth, Larry Shepherd, Owen Barrott, Tony Young, Lynne Mayer, Kamron Dalton, Chanel Flores, Jason Marden, Vicki Varela, Jim Grover, Pete Codella, Virginia Pearce, Pitt Grewe, Mike Hall
Visitors:	Theresa Foxley, Mike Flynn, Chris Pieper, Brice Wallace, Mark Quinnan, Matt Hawkins, Erin Farr

Welcome

Carine Clark welcomed everyone to the August 13, 2020 GOED Board Meeting.

Approval of the Minutes

MOTION: Susan Johnson moved to approve the July 9, 2020 board meeting minutes. Andrea Moss seconded the motion. The motion carried unanimously.

EDTIF – Misfits Market

Project Highlights

Timeline:	2020
Target Industry:	Food/Distribution
Proposed Location(s):	West Jordan
Capital Investment:	\$25,000,000
Jobs:	105
Average Wage:	\$90,500

Project Overview

Misfits Market is a direct-to-consumer produce delivery subscription service. The company’s model is built on the fact that almost half of all produce harvested in the US is never eaten, in part because fruits and vegetables that don’t fit grocery store standards or that come from surplus harvests are thrown away. Consumer packaged goods are also wasted due to label imperfections, short-coded packaging, and surpluses.

Misfits Markets uses technology to identify imperfect, but edible food and sell it directly to consumers. Prices are typically 40% less than traditional grocery stores. The company is dedicated to bringing fresh and affordable food to people everywhere and reducing inefficiencies in the food system at a scale that creates positive impact.

The company is headquartered in New Jersey.

This project is to construct a 200,000 sq ft cold storage food distribution facility that will also serve as the West Coast HQ for Misfits Market. The project is expected to create 670 new jobs over five years with 105 being high-paying. Positions will include operations, fulfillment, engineering, and customer service teams.

Jobs & Revenue

Full time jobs over project lifetime: 105

Company Average Wage vs. County Average Wage

Max with health benefits:	171%
Max w/o health benefits:	167%
Min with health benefits:	152%
Min w/o health benefits:	148%

New State Wages & Revenue

New State Wages over 5 years:	\$27,957,143
New State Revenue over 5 years:	\$2,854,009
Withholding:	\$1,037,909
Sales:	\$846,000
Corporate:	\$980,100

MOTION: Margo Jacobs moved to approve Misfits Market for an EDTIF post-performance refundable tax credit of up to \$429,601 which represents 15% of the \$2,864,009 of new state revenue, which may be earned over 5 years. Susan Johnson seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$429,601 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 15% of qualified new incremental state tax revenues generated and receipted 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.

EDTIF – Waystar (Navicare Inc.)

Project Highlights

Timeline:	2020
Target Industry:	IT/Financial Services
Proposed Location(s):	Lehi, Utah County
Capital Investment:	\$1,000,000
Jobs:	70
Average Wage:	\$104,000

Project Overview

Waystar is a cloud-based revenue cycle management platform for healthcare systems and providers. The platform is used by healthcare providers to manage administrative and clinical functions. Key features include insurance verification, coverage detection, and claims management.

Waystar integrates payment processing with hospital information systems, performance management systems, and electronic medical records systems. Users can manage contracts through the platform, and reports can be generated to assess payer contract performance and other key performance indicators at the enterprise level. The platform uses machine learning algorithms to predict claim denials and revenue leakages. It also provides an automated patient payment workflow.

The company is headquartered in Louisville, KY with additional offices in Duluth, Chicago, and Denver.

This project is to build out a new office in Utah to support both the Waystar customers and the Waystar platform and give the company a greater foothold in the western United States. The company is projecting to add 70 high-paying jobs within the next 2 years with the expectation of additional growth later on. The company will be investing \$1,000,000 to build out the office to match the company’s current branding and work environments.

Jobs & Revenue

Full time jobs over project lifetime: 70

Company Average Wage vs. County Average Wage

Max with health benefits:	196%
Max w/o health benefits:	186%
Min with health benefits:	190%

Min w/o health benefits: 181%

New State Wages & Revenue

New State Wages over 7 years: \$45,186,871
 New State Revenue over 7 years: \$2,726,396
 Withholding: \$1,667,563
 Sales: \$42,300
 Corporate: \$1,006,533

MOTION: Stefanie Bevans moved to approve Navicure, Inc. for an EDTIF post-performance refundable tax credit of up to \$408,959 which represents 15% of the \$2,726,396 of new state revenue, which may be earned over 7 years. Steve Neeleman seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$408,959 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 7 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, 7 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.

Matt Hawkins thanked the State of Utah and staff for the incentives agreement and spoke of the company’s delight to be coming to Utah.

ED Zones:

MOTION: APPROVE THE CREATION OF ECONOMIC DEVELOPMENT ZONES FOR LEHI IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF PODIUM CORPORATION, INC. AT 3301 N THANKSGIVING WAY, LEHI, UT 84043 AND 1650 W DIGITAL DRIVE LEHI, UT 84043.

MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR LINDON IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF ANGLEPOINT GROUP, INC. AT 360 TECHNOLOGY COURT SUITE 125, LINDON 84042

MOTION: Ted Wilson moved to approve the ED Zone motions as presented. Annette Meier seconded the motion. The motion carried unanimously.

Incentives Update

Tom Wadsworth provided an update on the Incentives Program regarding new and existing projects.

EDC Utah Update

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

Film Incentives

**GOED BOARD – MOTION PICTURE INCENTIVE PROGRAM – (AMMENDMENT)
 EXECUTIVE SUMMARY
 MIRA MEDIA, LLC
 “Mira Mira”
 August 13, 2020**

Project Highlights

- Category: Episodic

- Genre: Horror
- Director: Chelsea Stardust
- Producer: Buz Wallick, Jeremy Elliott

Utah Jobs and Revenue

- Estimated Cast: 5
- Estimated Cast Average Daily Salary: \$335
- Estimated Crew: 45
- Estimated Crew Average Daily Salary: \$350
- Estimated Extras: 0
- Estimated Extras Average Daily Salary: \$0
- Length of Film Production: 87
- Estimated Spend: \$1,152,335

Project Schedule

- Prep: August 17, 2020 through September 20, 2020
- Principal Photography: September 21, 2020 through October 21, 2020
- Wrap: October 22, 2020 through November 11, 2020

Summary

Mira is a Light Demon who travels from mirror to mirror, attaching herself to specific humans that can be any race, age, or gender and are gifted with the innate ability to communicate with demons and creatures from the Under-Side. More than anything she wishes to become human, but this ill-fated pursuit of belonging leaves only death and destruction in her wake.

Approved by the Governor’s Office of Economic Development Board July 9, 2020

This production was originally approved by the GOED Board July 9, 2020. The production company revised their estimated Utah spend from \$793,504 to \$1,152,335 and has requested the additional MPIP incentive.

Proposed Motion

Approve for Mira Media, LLC, a Motion Picture Incentive Program Cash Rebate of no more than \$230,467 (which represents 20% of dollars left in state) for the production of *Mira Mira*.

- Must meet \$500,000 minimum dollars left in state to be eligible for the incentive of 20% of dollars left in state
- At least 75% of the production’s cast/crew must be Utah residents
- 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 – MOTION PICTURE INCENTIVE PROGRAM – (AMMENDMENT)
EXECUTIVE SUMMARY
KINDERFANGER MEDIA, LLC
“Kinderfanger”
August 13, 2020**

Project Highlights

- Category: Episodic
- Genre: Horror
- Director: Bridger Nielson
- Producer: Trent Atkinson, Jeremy Elliott

Utah Jobs and Revenue

- Estimated Cast: 4
- Estimated Cast Average Daily Salary: \$335
- Estimated Crew: 45
- Estimated Crew Average Daily Salary: \$350
- Estimated Extras: 50

- Estimated Extras Average Daily Salary: \$102
- Length of Film Production: 87
- Estimated Spend: \$1,322,035

Project Schedule

- Prep: June 15, 2020 through July 19, 2020
- Principal Photography: July 20, 2020 through August 19, 2020
- Wrap: August 20, 2020 through September 09, 2020

Summary

A deaf teacher uncovers clues to the disappearance of one of her students who has mysteriously vanished and discovers something more sinister is at hand... an ancient demon that is luring vulnerable children is at the center and on her path to destroying this evil her dark side is revealed and her life at risk.

Approved by the Governor’s Office of Economic Development Board July 9, 2020

This production was originally approved by the GOED Board July 9, 2020. The production company revised their estimated Utah spend from \$828,252 to \$1,322,035 and has requested the additional MPIP incentive.

Proposed Motion

Approve for Kinderfanger Media LLC, a Motion Picture Incentive Program Cash Rebate of no more than \$264,407 (which represents 20% of dollars left in state) for the production of “Kinderfanger”.

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$500,000 minimum dollars left in state to be eligible for the incentive of 20% of dollars left in state
- At least 75% of the production’s cast/crew must be Utah residents
- 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.

MOTION: Margo Jacobs moved to approve the amended film incentives as presented subject to Virginia exploring any opportunity for federal or state funding for expedited Coronavirus testing for cast and crew and reporting back to the Board within one week. Andrea Moss seconded the motion. The motion carried unanimously.

**GOED BOARD – MOTION PICTURE INCENTIVE PROGRAM
EXECUTIVE SUMMARY
INSTANT CASH, LLC
“American Murderer”
August 13, 2020**

Project Highlights

- Category: Feature
- Genre: Drama
- Director: Matthew Gentile
- Producer: Kevin Matusow, Gia Walsh

Utah Jobs and Revenue

- Estimated Cast: 36
- Estimated Cast Average Daily Salary: \$670
- Estimated Crew: 85
- Estimated Crew Average Daily Salary: \$340
- Estimated Extras: 200
- Estimated Extras Average Daily Salary: \$250
- Length of Film Production: 75
- Estimated Spend: \$2,045,089

Project Schedule

- Prep: September 14, 2020 through October 9, 2020
- Principal Photography: October 13, 2020 through November 14, 2020

- Wrap: November 16, 2020 through December 4, 2020

Summary

Based on the true story of Jason Derek Brown — a party king who bankrolls his luxurious lifestyle through a series of scams. When his funds run low and his past catches up with him, he plots his most elaborate scheme yet and in the process becomes the FBI’s most unlikely — and elusive — top ten fugitive.

Proposed Motion

Approve for Instant Cash, LLC, a Motion Picture Incentive Program cash rebate of no more than \$409,018 (which represents 20% of dollars left in state) for the production of “American Murderer”.

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$500,000 minimum dollars left in state to be eligible for the incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 30 days prior to the 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
GRANDPA’S CRAZY MOVIE, LLC
“Grandpa’s Crazy?”
August 13, 2020**

Project Highlights

- Category: Feature
- Genre: Family
- Director: Danor Gerald
- Producer: Dave Bresnahan

Utah Jobs and Revenue

- Estimated Cast: 23
- Estimated Cast Average Daily Salary: \$174
- Estimated Crew: 10
- Estimated Crew Average Daily Salary: \$301
- Estimated Extras: 10
- Estimated Extras Average Daily Salary: \$329
- Length of Film Production: 158
- Estimated Spend: \$60,000

Project Schedule

- Prep: July 27, 2020 through August 01, 2020
- Principal Photography: August 03, 2020 through August 22, 2020
- Wrap: August 20, 2020 through August 31, 2020
- Post Production: August 17, 2020 through December 31, 2020

Summary

After the funeral for his wife, Gramps found himself alone, staring at the walls, trying to find ways to spend time with his kids and grandchildren, but when they didn’t respond he resorted to pretending to have dementia to try to get some attention – it backfired, big time.

Proposed Motion

Approve for Grandpa’s Crazy Movie, LLC, a Community Film Incentive Program post-performance cash rebate up to \$12,000 (which represents 20% of dollars left in state) for the production of “Grandpa’s Crazy?”.

- 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.

MOTION: Margo Jacobs moved to approve the film incentives as presented. Annette Meier seconded the motion. The motion carried unanimously.

Sundance Appropriation

\$2,000,000: House Bill 3, 2020 General Session

“To implement the provisions of Special Group License Plate Amendments (Senate Bill 212, 2020 General Session).
Item 321 To General Fund Restricted - Industrial Assistance Account

The Legislature intends that up to \$2 million of the economic opportunities allocation under UCA 63N-3-103 be used to help fund a capital project or operations for a private nonprofit organization dedicated to the year-round discovery and development of independent artists and audiences.”

GOED Board referred this item to its Incentives Committee for further review.

GOED Update

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

Meeting Adjourned