

GOED Board Meeting Minutes
 April 8, 2021 • 10:00 a.m. – 12:00 p.m.
 Electronic Meeting Only

Members Present:	Carine Clark, Steve Neeleman, Brad Bonham, Andrea Moss, Roger Killpack, Susan Johnson, Ted Wilson, Doug Dilley, Heather Kahlert
Members Excused:	Annette Meier, Stefanie Bevans, Jesse Turley
Staff:	Ben Hart, Daniel Royal, Larry Shepherd, Pete Codella, Ryan Starks, Tony Young, Mike Hall, Virginia Pearce, Jim Grover, Virginia Pearce, Amanda Goodell, Mary Cardon, Jim Grover, Linda Cabrales, Kamron Dalton
Visitors:	Kira Slawson, Theresa Foxley, Brice Wallace, Colby Cooley, Justin Anderson, Erin Farr, Max Backlund, Erin Farr, Stephanie Pack, Dan Kuehn, Jared Stewart, Jess Mellenthin, Tom Kuehn, Brady Ambrose, Ken Maly, Mayor Winn, Ryan Watts, Cindy Dunkle, Dana Anderson, Huneka Bowers, Clark Cahoon, Greg McArthur, Carson Lappetito

Welcome

Carine Clark welcomed everyone to the April 8, 2021 GOED Board Meeting and read the COVID 19 Pandemic Anchor Location Declaration justifying the electronic meeting.

Approval of the Minutes

MOTION: Susan Johnson moved to approve the March 11, 2021 board meeting minutes. Andrea Moss seconded the motion. The motion carried unanimously.

EDTIF – Plastic Ingenuity, Inc.

Project Highlights

Timeline:	2021
Target Industry:	Manufacturing
Proposed Location(s):	Tooele
Capital Investment:	\$70,000,000
Jobs:	96
Average Wage:	~\$57,000

Project Overview

Plastic Ingenuity (PI) is one of the largest custom thermoformers in North America providing innovative packaging solutions encompassing every stage of packaging design and manufacturing, from initial proposals to the finished product. The company controls every aspect of the manufacturing process with in-house design, extrusion, mold-making, tooling, and thermoforming. PI focuses on high volume, high quality, custom projects for the food, healthcare, and consumer goods industries.

Plastic Ingenuity’s (PI’s) Project Robin will make a tremendous economic impact to the State of Utah and Tooele community by investing over \$70M in capital expenditures over a 15 year period; and providing stable, high-paying entry and experienced level jobs.

Jobs & Revenue

Full time jobs over project lifetime: 96,000

Company Average Wage vs. County Average Wage

Max with health benefits:	233%
Max w/o health benefits:	186%
Min with health benefits:	222%
Min w/o health benefits:	177%

New State Wages & Revenue

New State Wages over 15 years:	\$86,708,572
New State Revenue over 15 years:	\$8,263,106
Withholding:	\$3,219,051
Sales:	\$3,299,051
Corporate:	\$1,745,000

MOTION: Steve Neeleman moved to approve Plastics Ingenuity, Inc. for an EDTIF post-performance refundable tax credit of up to \$1,239,466 which represents 15% of the \$8,263,106 of new state revenue, which may be earned over 15 years. Ted Wilson seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$1,239,466 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 15 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 county average wage each excluding company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 15 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.

Tom Kuehn spoke of the company’s history and why they selected to locate this project in Utah. He thanked all for the warm welcome and assistance with the project.

EDTIF – Denali Therapeutics

Project Highlights

Timeline:	2021
Target Industry:	Life Sciences
Proposed Location(s):	Salt Lake City
Capital Investment:	\$40,000,000
Jobs:	100
Average Wage:	\$81,975

Project Overview

Denali Therapeutics is a biotechnology company focused on discovering, developing, manufacturing and ultimately commercializing medicines in neurodegenerative diseases, such as Alzheimer's, Parkinson's, ALS, lysosomal storage diseases and more. Denali has developed a proprietary drug technology platform to allow the transportation of drugs across the blood-brain barrier and into the brain. Denali is headquartered in South San Francisco where it was founded in 2015, and had about 300 full time employees at year-end 2020. The Company was listed on Nasdaq in 2017.

This project will involve initial capital investment of approximately \$40,000,000 for the construction of a state-of-the-art biologics clinical manufacturing facility (approximately \$25M for the facility and \$15M for equipment).

Jobs & Revenue

Full time jobs over project lifetime: 100

Company Average Wage vs. County Average Wage

Max with health benefits:	291%
Max w/o health benefits:	165%
Min with health benefits:	311%
Min w/o health benefits:	184%

New State Wages & Revenue

New State Wages over 10 years:	\$108,105,775
New State Revenue over 10 years:	\$9,039,295
Withholding:	\$4,013,427
Sales:	\$5,025,868
Corporate:	\$

MOTION: Ted Wilson moved to approve Denali Therapeutics, Inc. for an EDTIF post-performance refundable tax credit of up to \$1,355,894 which represents 15% of the \$9,039,295 of new state revenue, which may be earned over 10 years. Brad Bonham seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$1,355,894 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 10 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, 10 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.

Ryan Watts spoke of the company, its research, and this project in Utah.

EDTIF – Captive-Aire Systems, Inc.

Project Highlights

Timeline:	2021
Target Industry:	Manufacturing
Proposed Location(s):	St. George
Capital Investment:	\$2,600,000
Jobs:	50
Average Wage:	\$85, 650

Project Overview

Captive-Aire Systems, Inc. is the nation’s leading manufacturer of commercial kitchen ventilation equipment. Captive-Aire’s ventilation system includes hoods, exhaust fans, electrical controls, direct-fired heaters, grease duct systems, fire suppression systems, grease filters, utility distribution systems, dedicated outdoor air systems, and internet based control systems.

The company’s clients include independent restaurants and national chains as well as public and private institutions such as industrial, correctional, military, and school facilities. In 2019, CaptiveAire brought in over \$530 million revenue.

While the company has historically dealt only with kitchen ventilation systems, CaptiveAire is now expanding to include HVAC systems. This new project will be to build out a separate corporate office for the new HVAC product line. Jobs will include 50 high-paying positions. Expected capital investment is \$2.6M.

Jobs & Revenue

Full time jobs over project lifetime: 50

Company Average Wage vs. County Average Wage

Max with health benefits:	362%
Max w/o health benefits:	343%
Min with health benefits:	343%
Min w/o health benefits:	197%

New State Wages & Revenue

New State Wages over 7 years:	\$4,612,000
New State Revenue over 7 years:	\$668,931
Withholding:	\$171,221
Sales:	\$116,560
Corporate:	\$381,150

MOTION: Susan Johnson moved to approve Captive-Aire Systems, Inc. for an EDTIF post-performance refundable tax credit of up to \$133,786 which represents 20% of the \$668,931 of new state revenue, which may be earned over 7 years. Andrea Moss seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$133,786 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 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.

Brady Ambrose detailed the company’s products and the decision to locate in St George. Dan McArthur of St George Economic Development spoke of the city’s strong support of the project.

EDTIF – Sunwest Bank
Project Highlights

Timeline:	2021
Target Industry:	Financial Services
Proposed Location(s):	Sandy
Capital Investment:	\$250,000
Jobs:	63
Average Wage:	\$109,325

Project Overview

Sunwest is a regional business bank serving the Western United States and is currently headquartered in Irvine, CA. The Bank as founded in 1969 and has grown to be a pre-eminent business bank over the last 50 years. Sunwest is the bank for entrepreneurs, built by entrepreneurs and we specialize in working with small-medium businesses, privately held corporations, family offices, and real estate developers and investors. We as a bank that focuses on two things: helping entrepreneurs achieve their American dream, and giving back to our community. The bank is privately held and is very conservative in our credit underwriting, operations and risk management practices and a structured and managed with a long-term outlook.

The bank provides lending, depository and payment services to clients across its footprint. This consists of business loans, commercial real estate loans, various niche lending verticals and a broad suite of deposit, treasury management and payment products. The bank is highly profitable and is continually rated in the top quartile of banks nationwide for performance, profitability and credit quality.

Sunwest Bank is seeking approval from the UDFI to relocate it corporate headquarters to Utah. This will include majority of the executive management team, many members of senior management and their respective direct reports. This will result in additional high paid headcount, capital investment in our expanded office space, additional loan originations in Utah, and our teams investment in the communities we serve. There will also be significant technology investments both in talent and systems purchased and domiciled in Utah.

Jobs & Revenue

Full time jobs over project lifetime: 63

Company Average Wage vs. County Average Wage

Max with health benefits:	208%
Max w/o health benefits:	199%
Min with health benefits:	179%

Min w/o health benefits: 171%

New State Wages & Revenue

New State Wages over 5 years: \$26,860,040
 New State Revenue over 5 years: \$2,622,614
 Withholding: \$997,179
 Sales: \$417,595
 Corporate: \$1,207,840

MOTION: Andrea Moss moved to approve Sunwest Bank for an EDTIF post-performance refundable tax credit of up to \$524,523 which represents 20% of the \$2,622,614 of new state revenue, which may be earned over 5 years. Roger Killpack seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$524,523 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 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.

Carson Lappetito spoke of the bank’s history, its target on entrepreneurs, and the reasons to grow and locate its headquarters in Utah.

ED ZONES

GOED BOARD
 ECONOMIC DEVELOPMENT ZONE
MALOUF
 4/8/2021

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE EXPANSION OF
 MALOUF AT 1525 WEST 2960 SOUTH NIBLEY, UTAH 84321.

MOTION: APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR NIBLEY CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF MALOUF AT 1525 WEST 2960 SOUTH NIBLEY, UTAH 84321.

Motion: Susan Johnson moved to approve the ED Zones as presented. Peter Mouskondis seconded the motion. The motion carried unanimously.

Film Incentives

Virginia Pearce presented the following film incentives:

**GOED Board – Motion Picture Incentive Program
 Executive Summary
 See You In A Bit, LLC
 “The Thing With Feathers”
 April 08, 2021**

Project Highlights

- | | |
|--------------------|--------------------|
| • Category: | Feature |
| • Genre: | Thriller |
| • Director: | Amy Redford |

- **Producer:** Eden Wurmfeld, Daren Smith

Utah Jobs and Revenue

- **Estimated Cast:** 6
- **Estimated Cast Average Daily Salary:** \$361
- **Estimated Crew:** 38
- **Estimated Crew Average Daily Salary:** \$300
- **Estimated Extras:** 50
- **Estimated Extras Average Daily Salary:** \$125
- **Estimated Spend:** \$532,946

Project Schedule

- **Prep:** April 05, 2021 through April 25, 2021
- **Principal Photography:** April 26, 2021 through May 14, 2021
- **Wrap:** May 15, 2021 through May 21, 2021
- **Post Production:** May 24, 2021 through August 31, 2021

Summary

The Thing With Feathers is a contemporary psychological thriller. Teenager Anna befriends an online stranger, meanwhile her mom Beth struggles to defend their hard-won life from this secretive stranger bent on destruction.

Proposed Motion

Approve for See You In A Bit, LLC, a MPIP Cash Rebate of no more than \$106,589 (which represents 20% of dollars left in state) for the production of “The Thing With Feathers”.

- 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 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
Executive Summary
Heck Inc
“Freelancers S2”
April 08, 2021

Project Highlights

- **Category:** Episodic
- **Genre:** Comedy
- **Director:** Jeremy Warner
- **Producer:** Phillip Goodwin, Michael Potter

Utah Jobs and Revenue

- **Estimated Cast:** 25
- **Estimated Cast Average Daily Salary:** \$1,000
- **Estimated Crew:** 50
- **Estimated Crew Average Daily Salary:** \$500
- **Estimated Extras:** 100
- **Estimated Extras Average Daily Salary:** \$150
- **Estimated Spend:** \$700,000

Project Schedule

- **Prep:** March 15, 2021 through April 11, 2021
- **Principal Photography:** April 12, 2021 through May 21, 2021
- **Wrap:** May 21, 2021 through July 31, 2021
- **Post Production:** May 22, 2021 through December 31, 2021

Summary

A streaming television series entitled “Freelancers” season 2, featuring five goofy best friends trying to make it as filmmakers, one bad job at a time. 8 episodes ~20 mins each.

Proposed Motion

Approve for Heck Inc, a MPIP Cash Rebate of no more than \$140,000 (which represents 20% of dollars left in state) for the production of “Freelancers S2”.

- 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 Governor’s Office of Economic Development Board of Directors approval

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GOED Board – Motion Picture Incentive Program

Executive Summary

Yellow Wood Productions

“Wilderness Therapy”

April 08, 2021

Project Highlights

- **Category:** Episodic
- **Genre:** Comedy
- **Director:** Mitch Davis
- **Producer:** Brigham Taylor, Mitch Davis

Utah Jobs and Revenue

- **Estimated Cast:** 12
- **Estimated Cast Average Daily Salary:** \$1,500
- **Estimated Crew:** 45
- **Estimated Crew Average Daily Salary:** \$500
- **Estimated Extras:** 100
- **Estimated Extras Average Daily Salary:** \$100
- **Estimated Spend:** \$708,614

Project Schedule

- **Prep:** April 19, 2021 through May 16, 2021
- **Principal Photography:** May 17, 2021 through May 25, 2021
- **Wrap:** May 26, 2021 through June 11, 2021
- **Post Production:** May 26, 2021 through August 20, 2021

Summary

A 30-year-old man-child is mistaken for troubled teen and forcibly enrolled in a wilderness therapy program run by an eccentric old man and his granddaughter.

Proposed Motion

Approve for Yellow Wood Productions, a MPIP Cash Rebate of no more than \$141,723 (which represents 20% of dollars left in state) for the production of “Wilderness Therapy”.

- 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 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
Executive Summary
Yellow Wood Productions
“Wilderness Therapy”
April 08, 2021**

Project Highlights

- Category: Episodic
- Genre: Comedy
- Director: Mitch Davis
- Producer: Brigham Taylor, Mitch Davis

Utah Jobs and Revenue

- Estimated Cast: 12
- Estimated Cast Average Daily Salary: \$1,500
- Estimated Crew: 45
- Estimated Crew Average Daily Salary: \$500
- Estimated Extras: 100
- Estimated Extras Average Daily Salary: \$100
- Estimated Spend: \$708,614

Project Schedule

- Prep: April 19, 2021 through May 16, 2021
- Principal Photography: May 17, 2021 through May 25, 2021
- Wrap: May 26, 2021 through June 11, 2021
- Post Production: May 26, 2021 through August 20, 2021

Summary

A 30-year-old man-child is mistaken for troubled teen and forcibly enrolled in a wilderness therapy program run by an eccentric old man and his granddaughter.

Proposed Motion

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- 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 Governor’s Office of Economic Development Board of Directors approval

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Motion: Ted Wilson moved to approve the film incentives as presented. Steve Neeleman seconded the motion. The motion carried unanimously.

Incentives Update

Daniel Royal provided an update on the Incentives Program regarding new and existing projects.

EDCUtah Update

Mike Flynn of EDCUtah presented on the status of current and upcoming projects in the pipeline.

Report: 2020 COVID Accommodation for EDTIF

Jim Grover presented an overview of the use of the 2020 accommodation allowing companies the option to remove 2020 from calculations of their EDTIF contracts.

GOED Update

Ben Hart provided an update on upcoming events and recent activities and efforts within GOED and its programs.

Meeting Adjourned