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Leading e-commerce company, CSN Stores, announce western expansion plans



Submitted by [Brittany Green \(/profile/48052/brittany-green\)](/profile/48052/brittany-green), Fox 13 Web Content

Producer

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This is a press release from CSN and the Utah Office of Economic Development:

Boston-based CSN Stores, LLC will be opening a new Western U.S. customer care operation and distribution center in Ogden, Utah. Founded in 2002, CSN Stores is the third-largest online retailer of goods in the U.S., with more than 250 different shopping sites including Luggage.com, Cookware.com, AllModern.com and BedroomFurniture.com. Within its first four years in operation, CSN Stores realized sales of \$109 million and has continued to grow ever since. In 2010, CSN's sales grew more than 10 percent compared to 2009, surpassing \$375 million.

In conjunction with the CSN Stores announcement, Governor Gary R. Herbert recognized the online retailer. "Utah's many strengths enable us to retain, attract, and grow business, particularly our professional workforce and sound business environment." The Governor also acknowledged, "State leaders have been fiscally prudent which gives Utah an economic advantage."

With the assistance of many Utah partners – the Governor’s Office of Economic Development (GC Ogden City, Dept. of Workforce Services (DWS) and Ogden Weber Applied Technology College – CSN Stores has made the decision to expand in Utah. During the next two years, the company will create 266 new, full-time positions in Northern Utah.

Significant new worker training will be provided to CSN employees by DWS and the Applied Tech College. As a result, over the 10-year period, up to 163 new full-time positions, with full benefits, will be created that exceed 125% of the Weber County average wage, paying over \$47 million in new State Incentive. In addition to these positions, up to 700 additional jobs will be developed over the 10-year life of an incentive agreement with the Governor’s Office of Economic Development.

"We are delighted to establish both our Western U.S. customer service center and distribution center in Ogden, a community that’s the perfect fit for CSN, with a well-educated, talented and diligent workforce," said Niraj Shah, CEO and Co-Founder of CSN Stores. "We chose Ogden over 20 other cities that we explored during a six-month search. The representatives we’ve met from Utah have been extremely welcoming and enthusiastic, true collaborators interested in a mutually rewarding partnership. We look forward to building a great future together, bringing enhanced economic prosperity, as well as hundreds of new jobs to the region."

Ogden Mayor Matthew Godfrey noted that CSN is a leader in e-commerce. "We are excited to have a successful e-commerce company like CSN bringing jobs to Ogden. There were many critical partners involved in making this happen and we are grateful to have participated with them."

The Governor’s Office of Economic Development Board reviewed the business opportunity and will offer a single taxpayer post-performance incentive to the company as a part of the package that will allow the company to reach the decision to expand into the State. The company will be investing \$1.5 million in a new facility and will be paying over \$2.7 million in new State taxes during the life of the incentive. The post-performance incentive, which will be paid out as the jobs are created, was approved by the GOED for \$548,500 dollars for qualified employees. In addition DWS will be offering up to \$200,000 in training for new employees who are hired in the first two years of the project.

"The Department of Workforce Services is looking forward to providing training assistance for those workers who plan to start their careers with CSN Stores," said DWS Executive Director Kristen Cooney. "Supporting employers with their workforce training needs and providing employment opportunities for Utahns is a primary focus of our mission."

The Ogden-Weber Applied Technology College will also be providing ongoing employee training. Collette Mercier, President, "Ogden-Weber Applied Technology College is very excited that CSN has selected Weber County for their Western U.S. location. We look forward to working with CSN on the development and delivery of training. We are committed to creating a training partnership that will contribute to the success of the company. Our training expertise partnered with the company’s reputation for high quality service will ensure a great future for CSN Stores, its employees and Weber County."

Jeff Edwards, president & CEO of Economic Development Corporation of Utah, another partner in CSN’s expansion to Utah, praised the company. "We are pleased to see another great company open a major location in Utah. CSN Stores’ presence in Northern Utah is another success story of Ogden’s commitment to bringing great jobs and competitive wages to its community by capitalizing on great public/private partnerships."

CSN is working to open its doors to the Western U.S. facility within the next four to six months, ending its current customer service operation and distribution center, now both located entirely in Boston.

interested in joining CSN's new team in Ogden should reach out directly to recruiting@csnstores.com (<mailto:recruiting@csnstores.com>). Any other inquires should be sent to csnutah@csnstores.com (<mailto:csnutah@csnstores.com>).

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