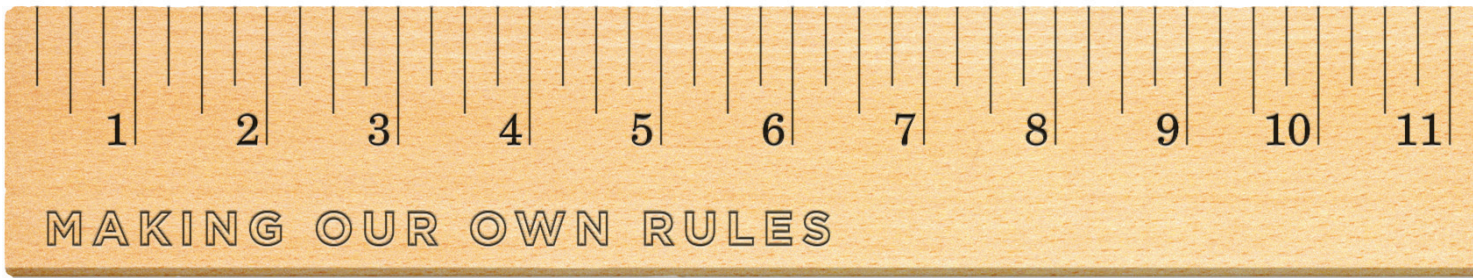




**edcUTAH**  
ECONOMIC  
DEVELOPMENT  
CORPORATION  
OF UTAH



# Economic Development Corporation of Utah 2010/11 Annual Report

# A Message to Our Investors

18,000 JOBS IN THREE YEARS. UTAH MUST BE DOING SOMETHING RIGHT

Fiscal Year 2010-2011 was a stellar year for Economic Development in Utah. The economic indicators in the national economy are still shaky but in Utah we are seeing real signs of recovery. EDCUtah maintains a record number of projects on our books and we continue to announce new business coming to Utah.

In our 2010-2011 year, 20 companies made the decision to come to or expand in Utah. The cluster areas such as the Information Technology, Outdoor Products, and Composite Engineering

“Utah’s young, educated workforce continues to grow; state and local governments are fiscally responsible and stable; the cost of doing business remains well below the national average.”

continued to bring in project wins including EMC Corporation, Black Diamond/Gregory Backpacks, and ITT Integrated Structures. In 2010-2011 we have been successful in creating and retaining over 8,000 new jobs in Utah, with \$796 M in new capital investment and nearly 3.15 M square feet of real estate absorbed. Over the last three years, more than 18,000 jobs have been created and retained.

In addition, EDCUtah maintained its site visit activity. When companies come to Utah they inevitably want more information as they seriously consider Utah as a place to locate. Why? Because Utah’s young, educated workforce continues to grow; state and local governments are fiscally responsible and stable; the cost of doing business remains well below the national average; and sites for industrial and commercial projects are affordable.

EDCUtah continues our national proactive recruiting program. In conjunction with the Governor’s Office of Economic Development (GOED) west coast proactive campaign, we have realized excellent project leads and success.

Utah received more excellent rankings in 2011, such as “Number One Business Climate” by *Business Facilities* and “Top 15 Places in the World for Business” by *Fortune*. The attention Utah is getting is international and we attribute this success to the unparalleled cooperation between the public and private sectors. Examples of this partnership are our close relationships with GOED, the Salt Lake Chamber, World Trade Center Utah, USTAR, Utah Technology Council, and cities and counties around the State.

We encourage you to take a moment and review our annual report. It includes three-year totals, project highlights, and a complete list of EDCUtah investors and our 2010/11 Board of Trustees. As always, we thank you for your ongoing support.



**RICH WALJE**  
EDCUTAH CHAIRMAN



**JEFF EDWARDS**  
EDCUTAH PRESIDENT & CEO

## WHAT THE FIGURES TELL US

Fiscal Year	New Jobs	Retained Jobs	Sq. Footage Absorbed	Capital Investment	Head quarters	Site Visits	Open Projects at Year End
10-11	7,263	1,346	3,150,072	\$795,740,000	5	125	181
09-10	3,788	897	1,345,000	348,880,000	4	136	337
08-09	4,082	1,093	4,478,401	1,465,220,000	7	157	298
3-year totals	15,133	3,336	8,573,473	\$2,609,840,000	16	418	n/a*

\* not applicable to this category

# Highlights in 10/11

**During the 2010/11 fiscal year, EDCUtah assisted the following companies in locating or expanding their businesses in Utah.**

- Black Diamond
- ATK Aerospace Structures
- Adobe Systems Inc.
- Litehouse Inc
- Post Plus Sound
- Advanced H2O LLC
- Rexnord Industries, Inc.
- Overstock.com
- Czarnowski Display Service, Inc.
- Sterling ATM
- JBS USA Holdings, Inc.
- Liberty Safe
- US Synthetic
- CSN Stores
- Air Products & Chemicals Inc.
- Genpak
- Darigold
- ITT Integrated Structures
- EMC Corporation



**Adobe Systems, Inc.** *Industry: Technology*

- Adobe to add over 1,000 new employees in Lehi, Utah.
- Adobe offers business, creative and mobile software solutions that “revolutionize” how the world engages with ideas and information. Omniture, a Utah grown company, was acquired by Adobe and is now known as, “Omniture, an Adobe Company.”
- It will add 1,000 new employees over the next 20 years and occupy a 230,000 square foot space located in Lehi, Utah County.

**ITT Integrated Structures** *Industry: Composite Aerospace Engineering*

- ITT Integrated Structures to expand aerospace engineering facility in Salt Lake County.
- ITT Corporation operates in 50 countries on seven continents. ITT Corporation designs, manufactures, and sells a range of engineered products, and provides related services worldwide. The new operations will support commercial and military aircraft customers.
- ITT will add more than 2,700 jobs over the next 15 years to the 400 employees currently in Utah. The company will invest over \$120 million in facilities and equipment to bring the aviation composites facility into operation.



**Black Diamond/Gregory Packs** *Industry: Outdoor Products*

- Black Diamond adding 55 jobs to key outdoor industry.
- Black Diamond Equipment, Inc. with headquarters in Holladay, Utah is expanding its operations in the State. Black Diamond is a major producer of outdoor products. In May 2010, Black Diamond merged with California pack-design and manufacturing company, Gregory Mountain Products.
- Black Diamond Equipment Inc. plans to add up to 55 new employees over the next 10 years.

**EMC Corporation** *Industry: Information Technology*

- EMC adding 500 jobs in information technology field in Utah.
- EMC is a global leader in enabling businesses and service providers to **where information lives®** transform their operations and deliver Information Technology as a service. Fundamental to this transformation is cloud computing. EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset — information — in a more agile, trusted and cost-efficient way.
- EMC will add 500 jobs over the next 10 years in Utah. The company will invest over \$7 million in facilities and equipment to bring its I/T facility into operation.



**Genpak®** *Industry: Manufacturing*

- Genpak expanding manufacturing facility in Cedar City, Utah.
- Genpak is a food packaging manufacturer. It produces products such as foam and plastic hinged containers, plates, bowls, food trays as well as compostable packaging for the foodservice, retail, municipal and industrial markets.
- Genpak will invest over \$22 million for its building purchase, new machinery and equipment. It will employ an additional 125 employees.

SOME OF THE WINS OF 2010/11

#1 for Best Business Climate, 2011 *Business Facilities*

Salt Lake City is Top 15 Cities in the World for Business *Fortune*

#5 in Job Growth, 2011 *ASU Report*

#6 Most Affordable Tax Climate for Business, 2011 *Ernst & Young*

Salt Lake City is #4 in America's Best Cities for Young Professionals, 2011 *Forbes*

#1 for Expected Economic Recovery, 2011 *American Legislative Exchange Council*

#1 Best State for Business and Careers, 2010 *Forbes*

#1 in the Nation for Economic Outlook, 2010 *ALEC-Laffer, Rich States Poor States*

#1 for Best Quality of Life 2010 *Business Facilities*

#1 for Competitive Environment, 2010 *ALEC-Laffer, Rich States Poor States*

#1 Most Fiscally Fit State 2010 *Forbes*

#2 Best Pro-Business State, 2010 *Pollina Report*

#2 Best Education Climate, 2010 *Business Facilities*

#5 Best City for the Next Decade *Salt Lake City 2010 Kiplinger*

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 Beckstrand & Associates  
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 Big-D Construction Corp.  
 BNA Consulting, Inc.  
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 Boulder Ventures LLC  
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 Brahma Group Inc.  
 Brigham City Corporation  
 Bringham Group  
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 Candesa  
 Canon Business Solutions  
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 Cedar City Corporation  
 CH2M Hill - UT  
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 City of South Salt Lake  
 City of Taylorsville  
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 Clearfield City Corporation  
 Clyde Companies, Inc.  
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 Coldwell Banker Residential Brokerage  
 Relocation Services  
 Comcast  
 Commerce Real Estate Solutions  
 Salt Lake  
 Company AP  
 Concierge Relocation  
 A Division of Prudential Utah Real Estate  
 ConsultNet, LLC  
 Corporate Alliance  
 Cottonwood Heights City  
 Cottonwood Partners  
 Cuisine Unlimited Catering & Special Event  
 Daggett County  
 Daines Goodwin & Company  
 Davis Chamber of Commerce  
 Davis Conference Center  
 Davis County  
 Des Barker Associates  
 Deseret Management Corporation  
 Deseret News  
 Draper City

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 Eagle Mountain Properties  
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 EmployBridge ProLogistic  
 EmployBridge  
 Resource Accounting/PersonnelOne  
 EmployBridge Resource MFG  
 Enterprise Holdings  
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 Freeport West  
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 Integra Telecom  
 Interiors West, LLC  
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 Juan Diego Catholic High School  
 Kane County  
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 Kirtan & McConkie  
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 KW Commercial  
 Layton City  
 Lehi City  
 Les Olson Company  
 Lewis Young Robertson & Burningham, Inc.  
 LNR Property, LLC  
 Marsh USA  
 Max Farberman & Associates  
 Mechanical Services & Systems, Inc.  
 Mesa Systems, Inc.  
 MHTN Architects  
 Midvale City  
 Millard County  
 Millrock Park  
 MKL Public Relations  
 MMK Partners  
 Morgan County  
 Mountain America Credit Union  
 MountainWest Capital Network

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 Murray City Corporation  
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 NAI West  
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 North American Title  
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 North Salt Lake City  
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 Novell Open Source Technology Center  
 Nucor Building Systems, LLC - UT  
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 Okland Construction  
 Onyx Construction  
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 Payson City  
 Peery Hotel  
 Penna Powers Brian Haynes  
 Phillips Gallery  
 Pierpont Place  
 Pleasant View City  
 Price Realty Group  
 ProTel NetWorks  
 PSI  
 Psomas  
 Quantum Development Group  
 Questar  
 Qwest CenturyLink  
 R & O Construction  
 Ray, Quinney & Nebeker  
 RC Willey  
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 Recruiting Connection  
 Regence BlueCross BlueShield of Utah  
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 Riverton Chamber of Commerce  
 Robert Half International  
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 Salt Lake Community College - SLC  
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 San Juan County  
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 Snell & Wilmer  
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 Southwest Valley Chamber of Commerce  
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 The Enterprise Newspaper Group  
 The Exoro Group  
 The Game of Work, LLC  
 The Layton Companies, Inc.  
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 Utah Clean Energy  
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 Utah Hispanic Chamber of Commerce  
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 Utah Manufacturer's Association  
 Utah Rural Telecom Association  
 Utah Sports Commission  
 Utah State University  
 Utah State University Innovation Campus  
 Utah Symphony & Opera  
 Utah System of Higher Education  
 Utah Technology Council (UTC)  
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