

# Utah Site Selection Quarterly

A PUBLICATION OF THE ECONOMIC DEVELOPMENT CORPORATION OF UTAH



Gary Herbert became Governor of Utah on August 11, 2009, following the resignation of Governor Jon Huntsman to become Ambassador to China.

## Changing of the Guard

*Utah Governor Gary Herbert Proclaims Economic Development, Education and Energy Security His Highest Priorities.*

When Governor Gary Herbert assumed the helm as Utah's chief executive, his opinion regarding economic development was relatively unknown. Would it be as high a priority for him as it was for former Governor and now Ambassador Jon Huntsman? The answer is an emphatic "Yes!"

**"I wanted to send a strong message to the marketplace that we are going to do everything we can to energize the private sector... Utah is open for business."**

"I am impressed by Governor Herbert's down-to-earth nature and 'get it done' attitude, which is great for economic development," says EDCUtah President and CEO Jeff Edwards. "What's more, he has an excellent

understanding of what is needed on a local level to make economic development work. His experience as a Utah County Commissioner and the Rural Partnership Board provide him with a unique perspective regarding economic development in rural Utah, as well."

Indeed, from his inaugural address to the appointment of his "dream team" to run the Governor's Office of Economic Development (GOED), Governor Herbert's message has been clear: "Utah is open for business."

### Priority #1: Economic Development

"I wanted to send a strong message to the marketplace that we are going to do everything we can to energize the private sector," Governor Herbert says of his all-star appointees, or dream team: Businessmen, Spencer P. Eccles and Josh Romney. "Each of these men has an impressive resume that will



It has been another active quarter at EDCUtah with an increase in project inquiries and the announcement by five great companies to expand to Utah. Our

pipeline of activity continues to grow as Utah has built on its stellar reputation of a quality workforce and business friendly government. One of the biggest pieces of news over the last three months was the inauguration of our new Governor, Gary Herbert. Governor Herbert was sworn into office on August 11 following former Governor Huntsman's appointment as US Ambassador to China. This issue will focus on Governor Herbert's vision for the state. I think you will find his approach to government and business very positive and forward thinking.

Some other big news from EDCUtah is our renewed focus on proactive recruitment efforts. We now have an employee, Mike Flynn, full-time on identifying, contacting and recruiting companies to Utah. We have also strengthened our business development team by adding two new employees. Please see their contact information on the back of this newsletter.

This issue is full of useful information, including prominent rankings and national news clippings highlighting Utah. Please enjoy reading about our recent successes, outstanding rankings and the feature story highlighting Governor Herbert.

I would also like to remind you that in addition to this printed copy of Utah Site Selection Quarterly, you should be receiving an electronic version in your email. If we do not have your current contact information, please notify Amie Salazar at [asalazar@edcutah.org](mailto:asalazar@edcutah.org) or call 801.324.8842.

Jeff Edwards, President & CEO, EDCUtah

resonate with businesses across the nation and the globe. Bringing them together may be one of the most important things I could do for economic development.”

Eccles was named executive director of GOED, replacing Jason Perry, who is now serving as Governor Herbert’s chief of staff. Eccles is a well-known businessman who worked for Wells Capital Management in Salt Lake City, as well as managing three ranch operations in Idaho and Wyoming and the Goldener Hirsch Inn in Deer Valley. During the 2002 Winter Olympics in Utah, Eccles managed development of the Snow Basin venue and oversaw the events there. He is also president of First Security Foundation and advises The George S. and Dolores Dore Eccles Foundation. He is the son of well-known Utah businessman and philanthropist Spencer F. Eccles.

Romney, son of former Massachusetts Governor Mitt Romney, is serving on a volunteer basis as national business recruitment policy advisor. He is the founder of Romney Ventures, was a manager of the Salt Lake-based Gardner Co., a worldwide manager at the Interpublic Sports and Entertainment Group in New York City, and served as an analyst at Intercontinental Real Estate in Boston.

“Josh has business connections that most of us could only dream about,” says Governor Herbert of Romney. “With his expertise, we plan to reach far beyond our borders. The international marketplace is fertile soil and Utah needs to step up to this level to be successful.”

Derek Miller, GOED’s director of business recruitment and incentives, who served as acting director until Eccles’ appointment, is “the glue to keep this all together,” says the Governor. “His expertise will be essential in moving this effort forward.”

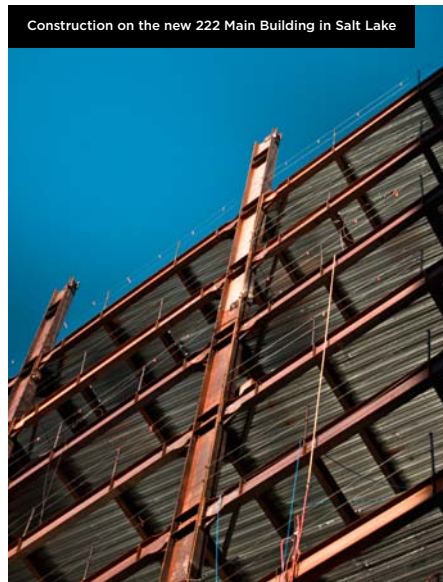
Governor Herbert is taking a two-pronged approach to economic development. “First, we must secure the jobs we already have and foster an economic environment that encourages the private sector to create new jobs,” he says.

To that end, the Governor recognizes the significant importance of established Utah businesses and says he will work for their continued success by eliminating barriers to economic growth, like over-regulation and over-taxation. “I believe in empowering the private sector. When it comes to free markets, there is no state in this country that can surpass our hard work, industry, and innovation.”

Further, he says economic development often happens in the back yards within Utah cities and counties. Therefore, the state needs to be attentive to zoning issues and the quality of community assistance to help entrepreneurs

get through the maze of government red tape. “We want to empower the private sector to do what it does best,” he says.

Eccles points out that 80 to 90 percent of Utah’s economy is driven by small businesses and their importance to the state economy cannot be overlooked. He shares the Governor’s focus on strengthening and growing existing businesses, as well as encouraging entrepreneurship and investment. The Fund of Funds and USTAR (Utah Science, Technology, and Research initiative)



Construction on the new 222 Main Building in Salt Lake

**Which assets make Utah stand out as an attractive place to do business? Governor Herbert’s list includes the following:**

- A highly skilled, tech-savvy workforce
- A young and dynamic population
- A diverse economy
- Unsurpassed quality of life
- Well-managed state government and a balanced budget
- A Triple A bond rating
- Competitive tax rates
- A business-friendly climate

are examples of investments that are paying off for Utah, as are the post-performance financial incentives offered to businesses – 66 percent of which were awarded to companies with established Utah operations during fiscal year 2009, while 75 percent of the incentives offered year-to-date in fiscal 2010 have been awarded to companies with existing Utah operations.

Second, Governor Herbert says Utah will strategically and proactively recruit companies to the state. In the past five years, Utah has become a premier business destination for companies known throughout the world. Companies such as Goldman Sachs, eBay, Disney Interactive, Hershey, Procter & Gamble, Amer Sports, and Microsoft have all chosen to either expand or relocate to Utah. “I believe even more are poised and ready to come here as well,” he adds.

Eccles adds that one third of the state’s economic activity comes from international business and, therefore, to remain competitive, Utah must be a global state, doing business globally as well as recruiting global businesses to locate here.

**Priority #2: Education**

A robust economy and a well-educated, highly skilled workforce are interrelated, says the Governor. “Great education is paramount to great economic opportunities, and the key to any sustainable economic development effort,” he adds. “In fact, the long-term well-being of our state and its people depends directly upon our commitment to education.”

To bolster education in the state, Governor Herbert says he will take a hands-on, proactive approach, working with all of the stakeholders to meet the educational challenges. “The future requires that we have a seamless education system that will help students transition from kindergarten through high school and on to post secondary education and training,” he says. “We cannot have sustainable economic growth – or be competitive in the global marketplace – if we don’t properly educate the rising generation.”

**Priority #3: Energy Security**

As one of the fastest growing and resource rich states in the nation, Governor Herbert says Utah must do its part to help America achieve energy independence. “Utah has a rich abundance of natural resources which, when combined with our unique spirit of innovation and entrepreneurship, will make our state a critical contributor to America’s energy security,” he says. “We have watched the development of a geothermal plant outside Milford, the placement of wind turbines in Beaver County and at the mouth of Spanish Fork Canyon, the completion of a hydroelectric power plant at Jordanelle Reservoir and the construction of a solar power plant in Southern Utah. Researchers in the state, both in public and private settings, are leading the charge in the development of carbon capture and sequestration technology. This technology will benefit the users of energy produced by fossil fuels and other sources, and will help preserve our environment for generations to come.”

## Selected Recruiting Wins for Fiscal Year 08-09

### Decho Corporation (dba Mozy Inc.)

Distribution, Pleasant Grove  
90 employees  
16,000 square feet  
\$2.2 M capital investment  
\$543,000 state incentive

### Conductive Composites

Manufacturing, Green River  
6 employees  
5,000 square feet  
\$700,000 capital investment

### Quality Bicycle Products (QBP)

Distribution, Ogden City  
100 employees  
85,000 square feet  
\$5.5 M capital investment  
\$740,000 capital investment

### O'Reilly Auto Parts

Distribution, Salt Lake City  
450 employees  
200,000 square feet  
\$28 M capital investment

Edwards aortic  
heart valve



### Edwards Lifesciences

Life Sciences, Draper  
1,200 employees  
166,000 square feet  
\$27 M capital investment  
\$11.5 M state incentive  
\$3 M local incentive

## Falcon Hill Aerospace Research Park

Utah's largest employer, Hill Air Force Base, has teamed up with private developers Woodbury Corporation and Hunt Development Group to launch Falcon Hill National Aerospace Research Park.

This 550-acre private development, under an Air Force Enhanced Use Lease, will feature over two million square feet of commercial space in its first phase alone, with additional phases offering unmatched expansion capability, staging benefits and infrastructure. Early phases of the development will include state-of-the-art office space with facilities for research and development; hospitality and retail services will also be included.

Falcon Hill is strategically located on Hill Air Force Base, affording enhanced base-security for those corporations that qualify to locate "inside the fence." Beautiful class "A" office space will be available for lease to the general business community with immediate

access to multiple freeway interchanges and public transportation.

Hill AFB is situated at the "Crossroads of the West" between Ogden and Salt Lake City. It is bordered by the colorful Wasatch Mountains on the east and overlooks the Great Salt Lake to the west, resulting in one of the most scenic destination in the country.

Falcon Hill will prove to be the most significant development of its kind in the nation.

### COLDWELL BANKER COMMERCIAL NRT

6550 South Millrock Drive, Suite 200  
Salt Lake City, UT 84121

**Douglas M. Petty** Senior Vice President  
(801) 947-8334  
doug.petty@coldwellutah.com

**Brandon D. Fugal** Senior Vice President  
(801) 947-8328  
brandon.fugal@coldwellutah.com



Governor Herbert adds that energy development and good stewardship of the state's resources go hand in hand. "Utah's quality of life is greatly enhanced by our beautiful canyons, our stunning mountains, and our incomparable red rock deserts. Protecting our extraordinary natural wonderment and meeting our pressing energy needs are not mutually exclusive goals," he says. "We can, and we must, develop our natural resources, but we must do it responsibly and with an eye to our children's future."

### Utah's Assets

"We have the best, most productive labor force in America. We have the highest concentration of home computers in the country," he adds. "Many Utah businesses are on the cutting edges of their industries. Utah has six or seven cluster areas where the state definitely has a niche, especially in areas such as bio medicine and medical devices, information technology and aerospace. We will continue to capitalize on these areas, but will also look for other opportunities to emerge."

## UTAH RANKINGS and GREAT NEWS

For up to date rankings on Utah's prominence in Economic Development, please visit...

[edcutah.org/news](http://edcutah.org/news)

**11.11.09** Milkin study ranks Salt Lake third in U.S. cities for economic activity.

[Salt Lake Tribune](http://SaltLakeTribune.com)

**11.10.09** Happiest U.S. states are wealthy and tolerant. Utah tops list, followed closely by Washington and Minnesota.

[MSNBC](http://MSNBC.com)

**10.31.09** Logan, Utah was named #14 out of the top 50 places to start a business.

[Fortune Small Business Magazine](http://FortuneSmallBusinessMagazine.com)

**10.23.09** NSA to build \$1.5 billion facility in Utah. [KSL](http://KSL.com)

**10.11.09** Provo & BYU highlighted among America's college towns on the rise.

[Forbes/MSNBC](http://Forbes.com/MSNBC)

**10.13.09** Utah Ranked No. 10 in Nation in 2010 State Business Tax Climate Index.

[Utah Business](http://UtahBusiness.com)

**09.23.09** Utah Ranks #3 for Best State for Business. [Forbes](http://Forbes.com)

**09.04.09** Utah #4 Best Business Climate, #5 Best Education Climate.

[Business Facilities](http://BusinessFacilities.com)

**08.13.09** Salt Lake City International Airport Ranks Number One in 2009.

[Travel and Leisure](http://TravelandLeisure.com)

**07.23.09** Utah as One of Top States for Doing Business in '09. [CNBC](http://CNBC.com)

**07.17.09** Provo/Orem Area in Top 23 for Recovery from the Recession. [Moody's](http://Moody's.com)

**07.13.09** Draper and Farmington, Utah in Top 25 Best Places to Live.

[Money Magazine](http://MoneyMagazine.com)

**07.09.09** Utah, State with Best Economic Outlook. [Argus Times](http://ArgusTimes.com)

Speaking of Utah's well-managed state government, Eccles points out the state's long history of fiscal prudence, which has placed the state in a position of strength, even in the economic recession. "We balance our budget every year and live within our means. Consequently, we can control our own destiny," he says. "Furthermore, Governor Herbert and the legislature recognize that to be competitive, Utah must have a sustainable model that will help us grow the economy in the direction we want it to go."

**ECONOMIC DEVELOPMENT RESOURCES**

EDCUTah Web site	www.edcutah.org
Utah Governor's Office of Economic Development (GOED)	www.business.utah.gov
Utah Economic Developer Directory	www.edcutah.org/solutionproviders
Utah Sure Sites – Real Estate	www.utahsuresites.com
EDCUTah Economic Review Weekly Newsletter	www.edcutah.org/newsletter
EDCUTah Legislative Review	www.edcutah.org/legislature

**Important Contact Information**

Jeff Edwards, President & CEO, EDCUTah	801-328-8824	Erick Allen, EDCUTah Business Development Manager	801-328-9742
Spencer Eccles, Executive Director, GOED	801-538-8700	Brad Baird, EDCUTah Business Development Manager	801-323-4244
Todd Brightwell, VP Business Development, EDCUTah	801-323-4240	Reina Gould, EDCUTah Business Development Manager	801-323-4247
Derek Miller, Managing Director, Business Incentives & Growth, GOED	801-538-8828	Terri Klug, EDCUTah Business Development Manager	801-323-4255
Josh Romney, National Business Recruitment Policy Advisor, GOED	801-538-8700	Jake Randall, EDCUTah Business Development Manager	801-323-4250
		Sheila R. Yorkin, EDCUTah Site Selection Quarterly Editor	801-323-4243

**Please note:** This newsletter is produced to give site selectors and corporate decision-makers the best opportunity to stay up to date on ED news in Utah. This publication is simultaneously e-mailed to site selectors and corporate decision-makers within the EDCUTah database. The e-mail version will make linking to resources and contacts convenient and user friendly. In the future, this newsletter will only be produced for e-mail and the web. If you did not receive the e-mail version of our newsletter, but would like to, please contact Amie Salazar at [asalazar@edcutah.org](mailto:asalazar@edcutah.org) or 801-328-8842.



Utah Governor's Office of Economic Development

**THE PARTNERSHIP FOR UTAH'S GROWTH**

**edcUTAH** ECONOMIC DEVELOPMENT CORPORATION OF UTAH

201 South Main Street, Suite 2150  
Salt Lake City, UT 84111