

From: [Utah Talks](#)
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Subject: Utah Talks July 2013 (Not Your Ancestor's Hard Tack)
Date: Thursday, July 11, 2013 3:05:22 PM



STEP Up Your International Sales with Trade Show Matching Funds



Utah small businesses that act quickly may apply for matching grants to offset expenses related to exhibiting at international events, such as travel. The U.S. Small Business Administration and the Utah Governor's Office of Economic Development (GOED) are offering funds through the State Trade and Export Promotion (STEP) program. STEP awards are for up to \$2,250 and require a 25 percent cash match by the recipient up to \$750.

The application deadline is four weeks prior to the international trade show, and the event must occur before September 30, 2013. [Apply online today.](#)

Awards will be given to Utah-based small businesses on a first come first served basis. Preference will be given to those companies that demonstrate financial need. Awards are subject to the terms and conditions set forth by the U.S. Small Business Administration and GOED.

Utah Halfway to Governor's Jobs Goal

In his 2012 State of the State address, Governor Gary R. Herbert announced an ambitious goal for the private sector: Create "100,000 jobs in 1,000 days." Governor Herbert and GOED are pleased to announce that midway through the challenge, the private sector has created 63,600 jobs, reinforcing the striking contrast between Utah's low unemployment rate of 4.6 percent against the nation's rate of 7.6 percent.



To help illustrate the success of the challenge, GOED partnered with [Exelis Aerostructures](#), a diversified, top-tier global aerospace, defense, information and technical services company that has expanded in Utah, to showcase the strength and depth of the business ecosystem undergirding the achievement. That expansion has resulted in the opening of 250,000 square feet of manufacturing space in the company's new facility just west of Salt Lake International Airport.

More information on the jobs plan can be found at www.utahjobsplan.com.

Start-Up Refinery To Bring 125 New Jobs to Emery County

Emery Refining, LLC announced that it will construct a facility in Emery County, and will add 125 permanent new jobs to Utah's refining industry over the next three years.

Emery Refining has entered into a 12-year incentive agreement with the state during which they will pay over \$99 million in new state wages to the 125 incented positions. These jobs will be at least 100 percent of Emery County's average annual wage including benefits. During the incentive's lifetime, Emery Refining will make a capital investment of over \$225 million. It is anticipated that the company will also pay over \$60 million in new state tax revenue over the lifetime of the agreement.

The GOED Board of Directors has approved a \$12,712,221 Economic Development Tax Increment Finance (EDTIF) post-performance refundable tax credit, which the company can earn, or 20 percent of the new taxes paid by the company over the lifetime of the incentive. Read [more](#).

MasterControl Produces Quality Jobs in Salt Lake

MasterControl is a producer of software products that enable companies in a highly regulated environment such as the life sciences to get products to market in a timely,

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cost effective and efficient manner. The company announced it will expand its Salt Lake-based operations, creating 197 new high paying jobs over a five-year life of the agreement with the state.

In that time, the company will pay out more than \$54,120,978 in new state wages. MasterControl will also pay approximately \$4,180,294 in new state taxes and will invest over \$15,000,000 in capital expansion at the Salt Lake headquarters.

The GOED Board of Directors has approved a \$836,059 EDTIF post-performance refundable tax credit, or 20 percent of the net taxes paid by the company over the lifetime of the incentive. [More.](#)

Digital Interview Company Growing



Utah's information technology sector is growing at a rapid pace. GOED announced that Utah-based HireVue, a provider of a digital interviewing platform, will expand its operations in Salt Lake County.

Over the seven-year life of the agreement with the state, HireVue will create 540 new high-paying jobs, paying out more than \$172,876,212 in new state wages to jobs that will pay at least 125 percent of the county's average annual wage including benefits. HireVue will invest over \$30,000,000 in capital expansion.

The GOED Board of Directors approved a \$1,513,573 EDTIF post-performance refundable tax credit, amounting to 15 percent of collected taxes, which the company can earn over the seven years of the agreement. Read [more.](#)

And Rounding Out Utah's Statewide Economic Development Last Month...

New Additions in Cedar City Fly High in the Aerospace Industry



MSC Aerospace (MSC) and its subsidiaries Metalcraft Technologies (MTI) and SyberJet Aircraft (SJA), along with GOED and the Economic Development Corporation of Utah announced that MSC will commence a major expansion in Southern Utah. The company plans to expand its Cedar City facilities in order to create more manufacturing capabilities throughout a 20-year agreement.

MSC and its subsidiaries MTI and SJA will invest millions into the project and will pay an estimated \$127 million in new state tax revenue over the life of the project. The company also anticipates paying over \$1 billion in new state wages to 1,200 incented jobs.

The GOED Board of Directors has approved an EDTIF post-performance refundable tax credit of \$32 million for MTI and SJA, or 25 percent of the \$127 million in new state tax revenues which will be collected by the state. [More here.](#)

33 Graduate from 10,000 Small Businesses Program

Thirty-three small business owners graduated from Utah's inaugural Goldman Sachs [10,000 Small Businesses program](#), which helps entrepreneurs create jobs and economic opportunity by providing them with greater access to education, financial capital and business support services.

The businesses represented a broad spectrum of industries, including manufacturing, transportation, design, retail, human services and more. Of the 33 businesses represented, 17 were women-owned making this the largest group of women that have participated in a single cohort since the program launched.

The 10,000 Small Businesses program education partner in Utah is Salt Lake Community College, who facilitates multiple sessions and more than one hundred hours of training to support business growth by boosting operations and creating job opportunities

New State Science Advisor Announced, STEM Actions Taken

The Governor's Office and the Governor's Office of Economic Development (GOED) are pleased to announce that Dr. Carol Lynn

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George, formerly Curchoe, has accepted the position of State Science Advisor.

Dr. George brings with her a diverse portfolio of research and management experience as well as community service. She has mentored students and young professionals in Science, Technology, Engineering and Math (STEM) programs and previously served as the scientific manager for the Office of Collaborative Science at the NYU Langone Medical Center in New York City.

Dr. George obtained her Ph.D. from University of Connecticut, Storrs, CT in the Physiology of Reproduction and her Post Doctorate at The Burnham Institute for Medical Research, San Diego, CA in Neurobiology.

Dr. George [recently attended](#) the STEM Solutions 2013 National Conference in Austin, Texas, to learn best practices for Utah's recently launched STEM Action Center. With the STEM Action Center Board in place, the team is being assembled under the umbrella of GOED, whose central position within Utah's Cluster Acceleration Partnerships will encourage even closer ties between education and industry.

Ogden, SLC and Provo Metropolitan Areas Strongest in West

According to the Brookings Mountain West "Mountain Monitor," economic recovery gained strength across the major metro areas of the Mountain West in the first quarter of 2013, and nowhere more strongly than in Utah.

The Utah metros Provo-Orem, Salt Lake City, and Ogden-Clearfield hold the three top spots, in that order.

Here's a [chart](#) based on their data that shows the percentage of job growth by metro area from the "trough" of the recession to the first quarter of 2013. Read the [full report here](#). (PDF)

The Energy Breadbasket: Not Your Ancestor's Hard Tack

The Western Governors Association [recently addressed](#) the region's role as an emerging leader in energy production for the nation. Outgoing association chairman Governor Gary Herbert stated, "The West really is the breadbasket of energy," and pointed to a common sense, bipartisan pursuit balanced development of traditional, alternative and renewable resources.

The newly released "[10-Year Energy Vision](#)" report balances development with environmental protection and tourism assets and points to the importance of energy security and independence.

Governor Herbert's own 10-Year Strategic Energy Plan builds on an existing infrastructure that is dependable and supplies some of the nation's most competitive energy rates, helping to keep business costs low.

Tourism and Film Spotlight: Sundance Economic Impact

The 2013 Sundance Film Festival, which took place in Park City, Salt Lake City and Ogden, in January, generated an overall economic impact of close to \$70 million for the State of Utah, according to the independent annual economic and demographic [study](#) conducted by the University of Utah's Bureau of Economic and Business Research at the David Eccles School of Business (BEER).

The Economic Report found that the 2013 Festival supported more than 1,407 jobs; generated more than \$56.8 million in international media exposure; provided nearly \$5.8 million in tax revenue; and was attended by nearly 46,000 people.

More than 65 percent of festival attendees traveled from outside of Utah, including nearly 4,000 visitors from international locations, and more than 40 percent of tourist attendees indicated that they intend to visit Utah again during the next year.

Recent Utah Accolades

A "Brag and Boast" feature for Utah business

GOED is pleased to invite readers to submit any accolades or rankings made in industry regarding a specific company, event, or the state of Utah in general. Please submit "brag and boast" ideas to [Michael O'Malley](#) for possible inclusion in a future issue of Utah Talks. Readers are encouraged to use these rankings in speeches or other public releases.

***Utah Ranks No. 1 for Economic Outlook for Sixth Year in a Row**

Utah [holds the top spot](#) for states with the best economic outlook in 2013, followed by North Dakota, South Dakota, Wyoming and Virginia, according to a new report released by the American Legislative Exchange Council. The report analyzed performance based on the past ten years of economic data. Utah ranked third in economic forces from 2001-2011.

***Utah Retains AAA Bond Rating**

Utah Governor Gary R. Herbert and Treasurer Richard K. Ellis [announced](#) the affirmation of the State's AAA general obligation bond rating by all three bonding agencies thanks in part to economy growth and diversity as well as conservative debt and fiscal policies.

***Utah No. 1 for Internet access**

The Census Bureau reported that 12 of every 13 Utahns have the Internet available, the highest rate in the nation. One out of every four Utahns are considered "[highly connected](#)," people who access the Internet from multiple devices from multiple locations.

***Top 50 Cities for Global Trade: Salt Lake City #25**

Global Trade magazine has named Salt Lake City #25 on its [list of top 50 cities for global trade](#). Salt Lake City was one of America's fastest-growing exporters between 2009 and 2010, enjoying a 35 percent boom during that period.

***Salt Lake City #2 Among [The Best Cities in America to be Young, Broke & Single](#)**

According to author, Salt Lake, "has a lot more going for it than Mormons, the first KFC franchise (1952), and a great big briny body of water." Among other assets, Salt Lake boasts low unemployment and a low cost of living.

***Salt Lake City is #4 For IT Job Satisfaction**

The Glassdoor Employment Satisfaction Report Card cited appealing workplace qualities such as good opportunities for career advancement, strong tech leadership and a healthy work-life balance (that means you, Utah: Life Elevated). Top [cities on the list](#) are also prime hubs for tech commerce and innovation.



About the Utah Governor's Office of Economic Development (GOED)

The Governor's Office of Economic Development (GOED) charter is based on Governor Gary Herbert's commitment to economic development statewide. Utah's economic development vision is that Utah will lead the nation as the best performing economy and be recognized as a premier global business destination. The mandate for this office is to provide rich business resources for the creation, growth and recruitment of companies to Utah and to increase tourism and film production in the state. GOED accomplishes this mission through the administration of programs that are based around targeted industries or "economic clusters" that demonstrate the best potential for development. GOED utilizes state resources and private sector contracts to fulfill its mission.

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