

ULCT Annual Meeting

September 9, 2009



edcUTAH

ECONOMIC
DEVELOPMENT
CORPORATION
OF UTAH



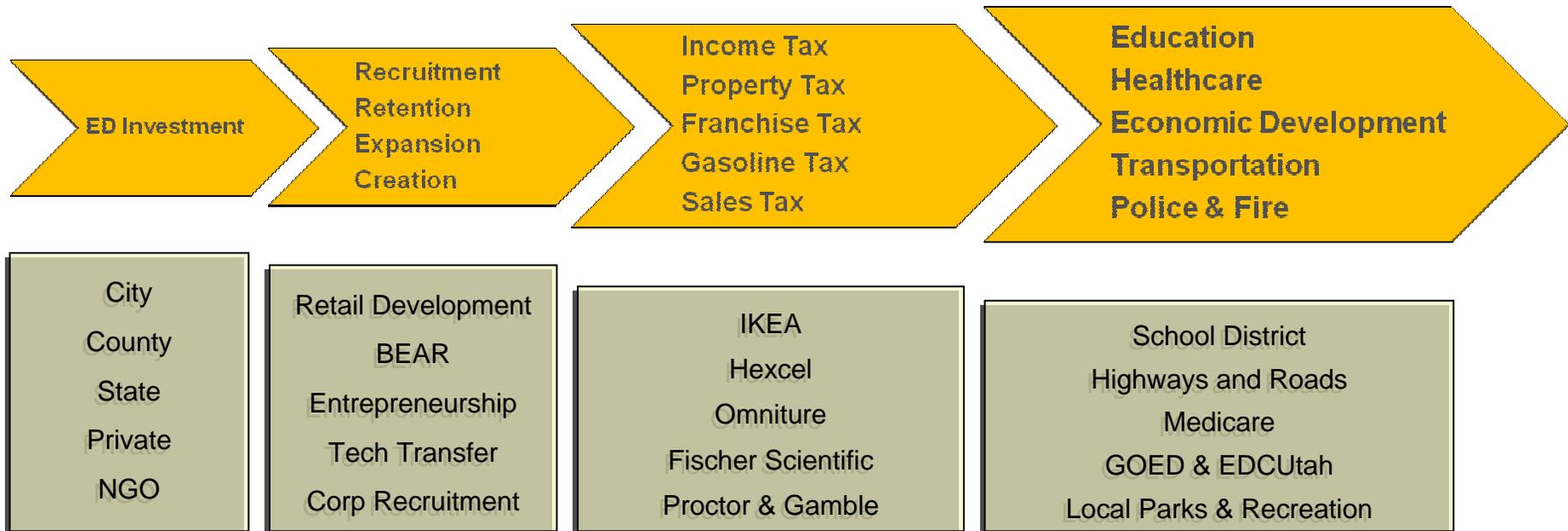


To serve as a catalyst for quality job growth and increased capital investment by assisting in-state companies to grow and recruiting out-of-state companies to expand and relocate in Utah.



- Public-private nonprofit partnership
- Founded in 1987
- Statewide representation
- Over 250 state, local and private investors
- 17 full-time staff and two part-time consultants
- Project handling, research, public sector consulting, site identification, marketing and public relations

Why Invest in E.D.



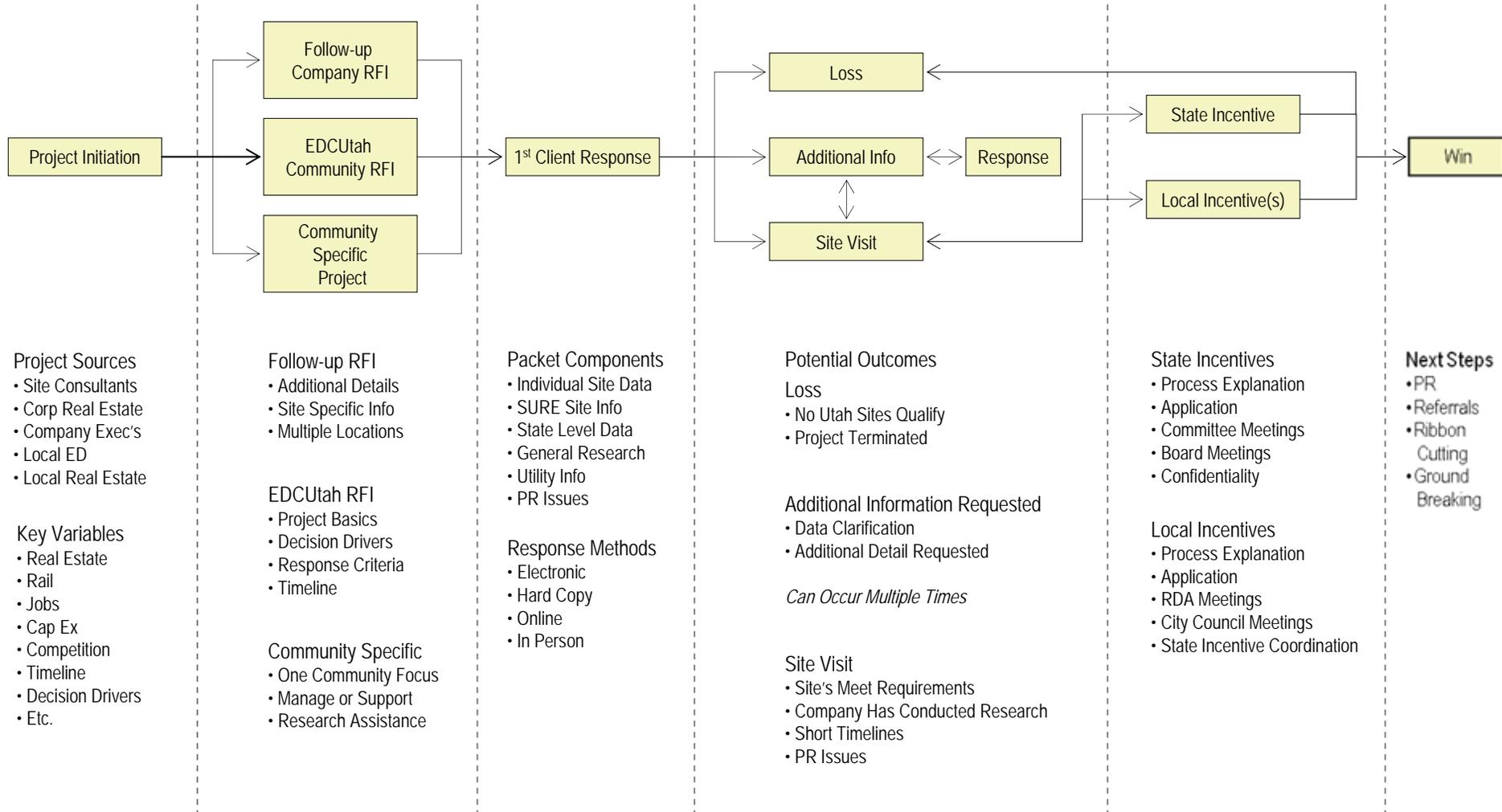
Our Core Business

Typical Information Requests



- Real Estate Sites
- Demographics
- Labor Market Profiles
- Prevailing Wage Rates
- Tax Rates
- Utility Rates
- Infrastructure Capability
- Current Investment
- Legislative Priorities
- Cost of Living
- State & Local Incentives
- Competitive Climate
- Education Data
- Transportation
- Local Elected Officials
- Local Business Leaders
- Tech Developments
- Quality of Life

Project Process



Recruitment Results *(2006-07 to 2008-09)*



• Jobs Created/Retained	17,573/2,452
• Square Footage	8,473,804
• Headquarters	18
• Capital Investment	\$5.7B
• Site Visits	400+
• Current Open Projects	~300
• Current Active Projects	~150

Selected Client Companies





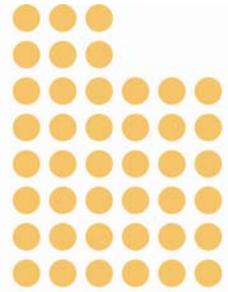
- EDCUtah has worked on dozens of rural projects, to great success
 - UPC Wind Management, Milford, 25 jobs, \$400M capital investment
 - Delta 7 Sports, Payson, 80 jobs, \$1.5M capital investment
 - FiberTEK Insulation, Nephi, 99 jobs, \$32M capital investment
 - Proctor & Gamble, Box Elder County, 1000 jobs, \$540M capital investment
 - Federal Express, Salina, 2 jobs, \$750,000 capital investment
 - US Magnesium, Rowley, 50 jobs, \$20M capital investment
 - Allegheny Technologies, Tooele, 150 jobs, \$250M capital investment
 - West Liberty Foods, Tremonton, 500 jobs, \$70M capital investment
 - Millard Refrigerated Services, 50 jobs, \$8M capital investment
 - Nucor Building Systems, Brigham City, 200 jobs, \$27M capital investment
 - Charlotte Pipe & Foundry, Cedar City, 100 jobs, \$30M capital investment
 - Syracuse Castings, Tooele, 90 jobs, \$2M capital investment
 - Carlisle Syn Tech, Tooele, 134 jobs, \$20M capital investment
- Staff spent significant time in all corners of the state
- Our activity has directly, and indirectly, lead to local business growth and investment

The Site Selection Industry



Annual survey of corporate executives and site consultants on the status of the site selection industry

- Highlighted findings of the survey include:
 - Tax exemptions, local incentives, training assistance and financing solutions continue to grow in importance.
 - Transportation costs as a location factor continue to grow in importance.
 - Site selection is increasingly linked to business consolidation and not business expansion.
 - Two most important criteria in location decisions remain accessibility (#1) and labor costs (#2).
 - Cost savings will be driving all near-future site selections.



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