



Governor's Office of
Economic Opportunity

Governor's Office of Economic Opportunity

Lance Softe, Director of Targeted Industries

April 1, 2022





Governor's Office of Economic Opportunity

Stewards of the world's best economy and quality of life

We...

- Cultivate prosperity
- Future-proof Utah's economy
- Work at the speed of business

Governor's Office of Economic OPPORTUNITY

2021 - H.B. 348

- Transition from GOED to Go Utah
- Established the Utah Economic Opportunity Commission



**Governor's Office of
Economic Opportunity**



Governor's Office of
Economic Development



**Unified Economic
Opportunity Commission**

Unified Economic Opportunity Commission (UEOC) Accomplishments

- Overhauled the state's incentive programs
- Created 10-year statewide economic strategy
- Rural Opportunity Fund
- Computer Science Initiative
- Adopt-a-School
- Early Literacy Outcomes Improvement (Millner Bill)
- Approved a Statewide Conversation on Growth (facilitated by GOPB)
- Housing Affordability
- Manufacturing Modernization

Process

Convened 100s of stakeholders to address challenges, including:

- Coordinated growth
- Entrepreneurship support
- International affairs
- Multicultural equity
- Rural matters
- Talent cultivation



**Unified Economic
Opportunity Commission**

Go Utah Resources



Governor's Office of
Economic Opportunity

[BUSINESS.UTAH.GOV](https://business.utah.gov)

Utah Manufacturing Modernization & Reshoring Initiative

- Building a resilient supply chain through reshoring
- Utah is poised to play an essential role in reshoring by focusing on:
 - Capital needs for growth
 - Workforce development



Utah Technology Innovation Funding

Utah Technology Innovation Funding Pilot Program

A new funding pilot for Utah Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) projects.

Microgrants
for Phase I
SBIR/STTR

Nonrecourse Loans
for Phase I SBIR/STTR winners to
bridge the gap for Phase II R&D efforts



business.utah.gov/utah-innovation-center/utif

The logo for Utah Works is contained within a blue outline of the state of Utah. The word "UTAH" is in a large, bold, blue sans-serif font, and the word "WORKS" is in a slightly smaller, bold, blue sans-serif font, separated by a thin horizontal line.

UTAH WORKS

Utah Works provides short-term training for companies needing to hire in a quick amount of time. The program is designed by industry, selecting which courses and training is required. Then, partnering with the Utah System of Higher Education who can provide training to fill those in-demand positions.

ALBANY
Engineered Composites



BD

The logo icon for Janicki Industries features a stylized blue and black wing or arrow shape pointing upwards and to the right.


JANICKI
INDUSTRIES



KIHOMAC

MERTMEDICAL[™]

Pathways Program - TRU

A blurred image of a construction worker wearing a hard hat and safety vest, working on a wooden structure.


CONSTRUCTION

A blurred image of a small aircraft flying in a clear sky.


AVIATION

A blurred image of a person wearing blue gloves, working with laboratory equipment.

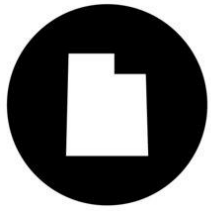
LIFE SCIENCES

A blurred image of a person wearing a yellow hard hat and safety glasses, working on a mechanical component.

DIESEL MECHANICS

A blurred image of a fighter jet flying in a clear sky.

**AEROSPACE
MANUFACTURING**



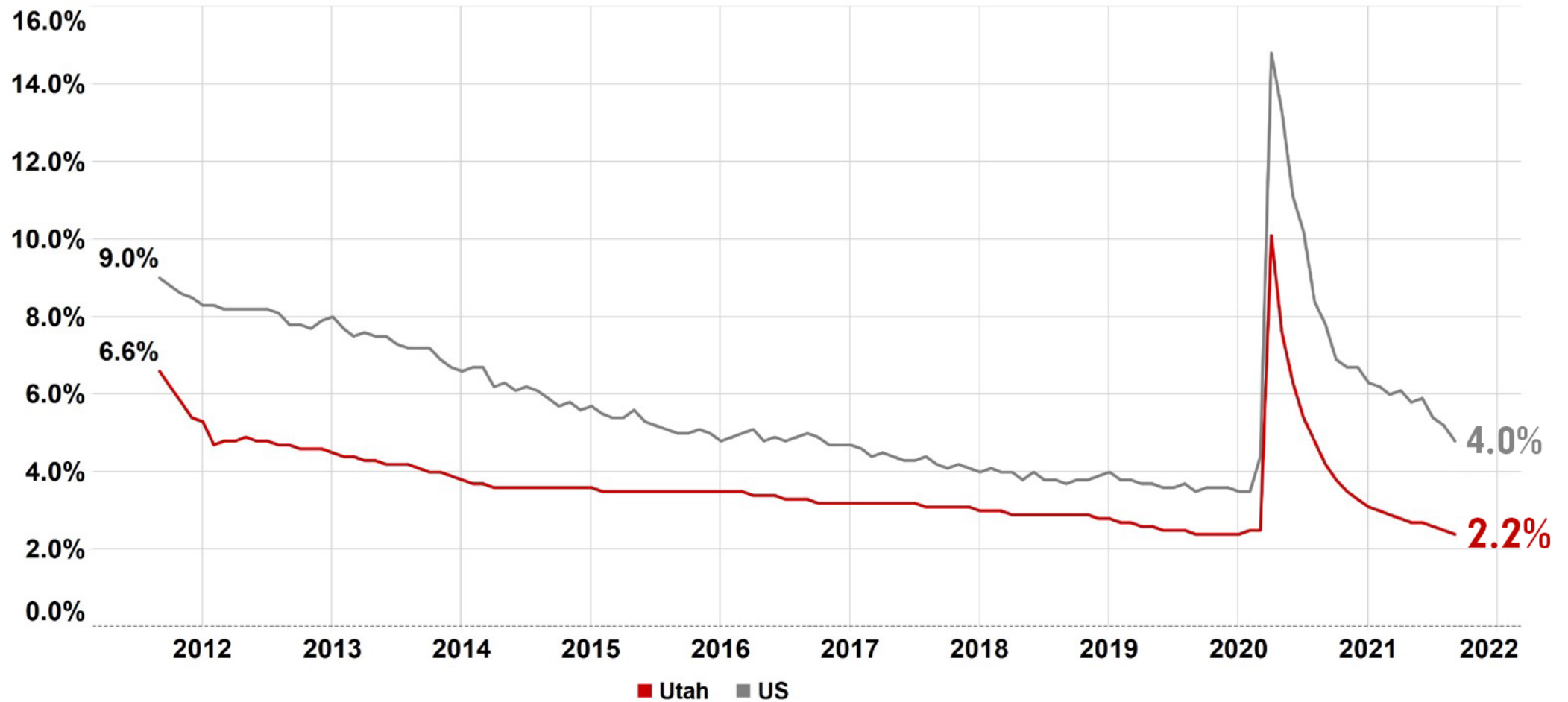
TALENT READY

Apprenticeship Connection

- Youth apprenticeships designed to provide meaningful work experience for students engaged in learning the skills they need for a successful career
- As part-time employees of our TRAC partners, students earn a wage pursuing their education toward a high-paying career
- The TRAC program is specifically designed to engage students starting at the high school level



Unemployment Rate

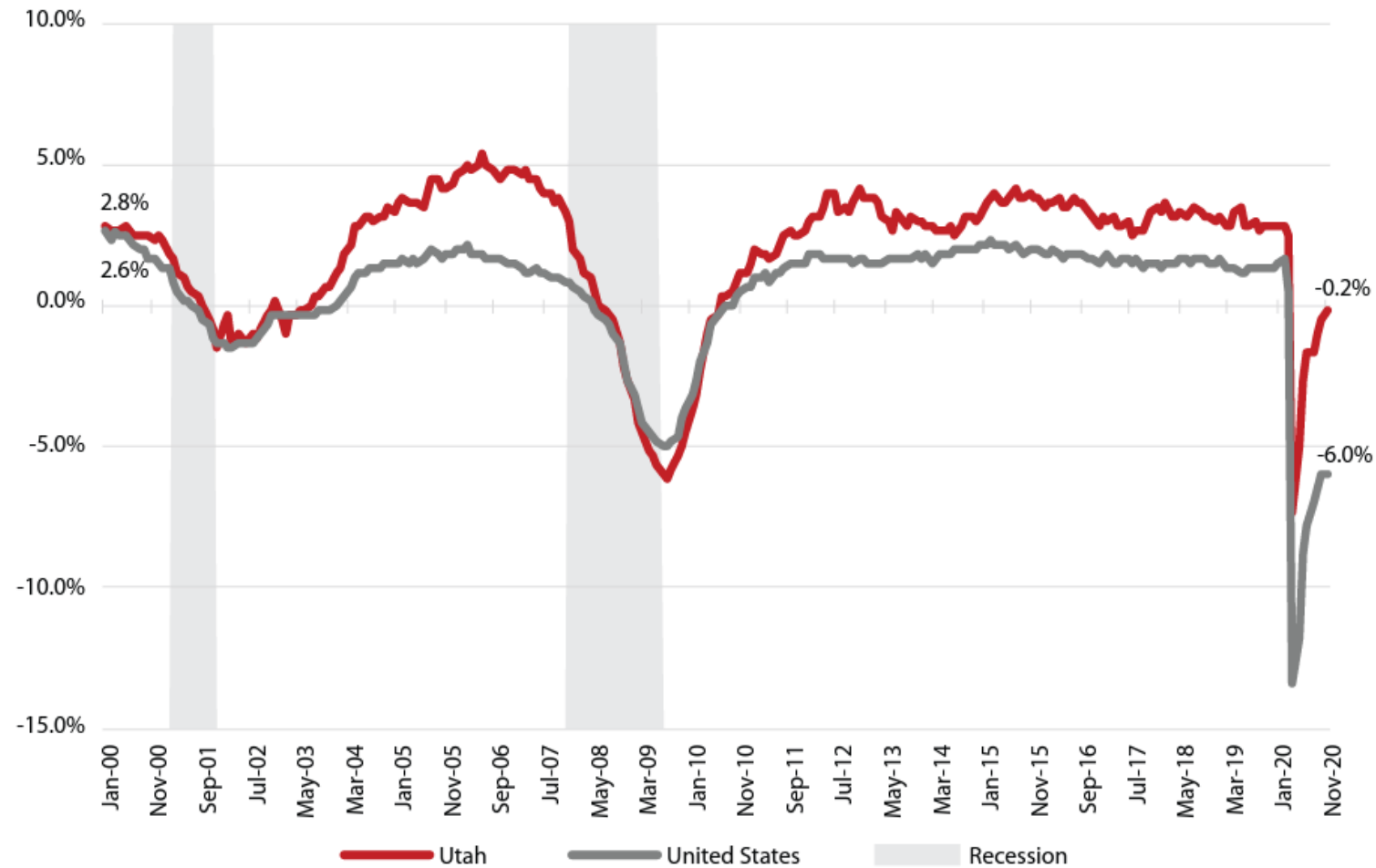


Source: U.S. Bureau of Labor Statistics

Recession*

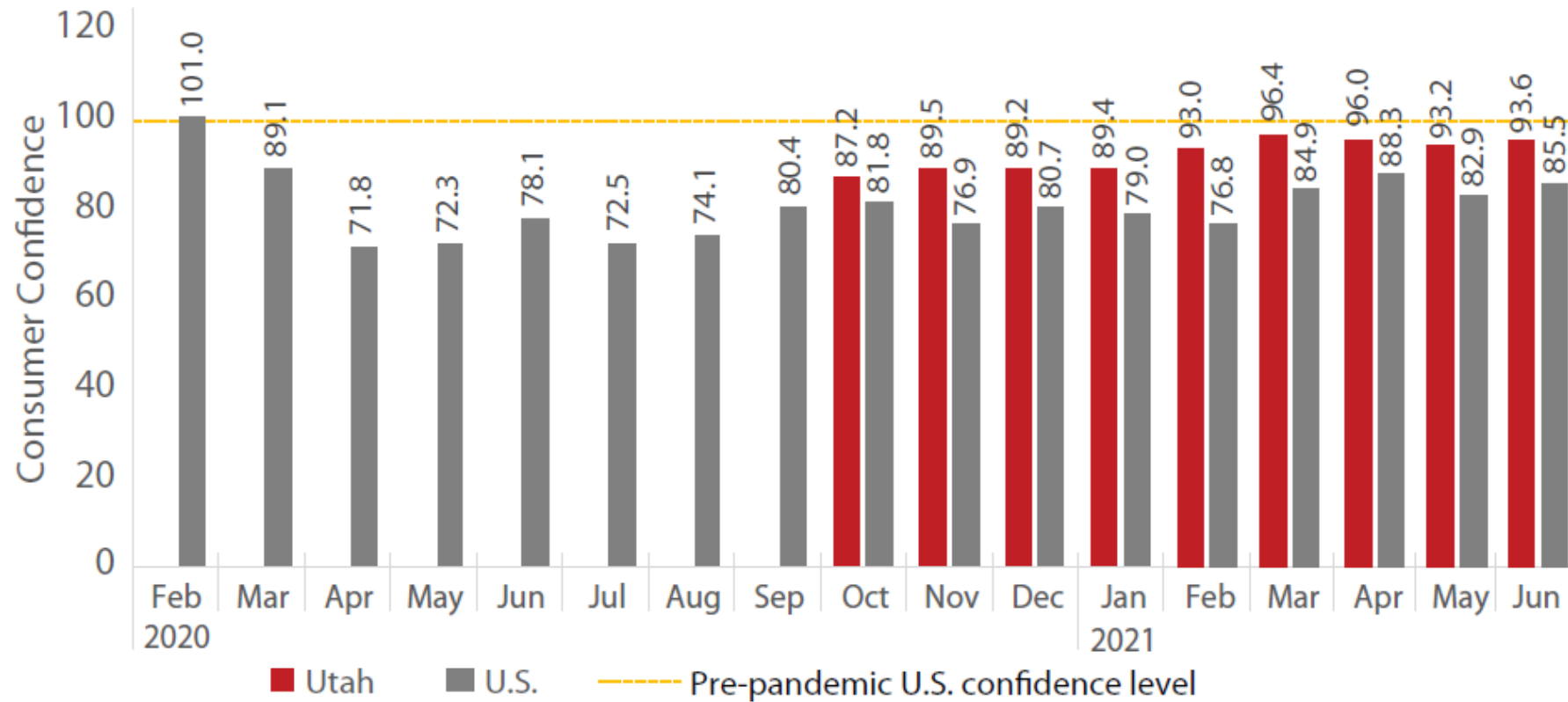
Year-over change in nonfarm employment

January 2000–October 2020



Consumer Confidence

Consumer Confidence: Utah and U.S.



Source: Kem C. Gardner Policy Institute and University of Michigan



Utah's Success

Best Performing Large Cities

#1 - Provo-Orem

#4 - Salt Lake City

#9 - Ogden-Clearfield

Best Performing Small Cities

#2 - Logan

#4 - St. George

– *Milken Institute (Feb. 2021)*



Governor's Office of Economic Opportunity

Stewards of the world's best
economy and quality of life

We:

Cultivate prosperity
Future-proof Utah's economy
Work with business at the
speed of business

"Why Utah Has Become America's Economic Star"

WALL STREET JOURNAL

#1 Best Economic Outlook for the 14th consecutive year

**RICH STATES,
POOR STATES**

Utah has held the No. 1 Best Economic
Outlook designation since 2012.

#1 Best State Economy



#1 Best State for GDP Growth

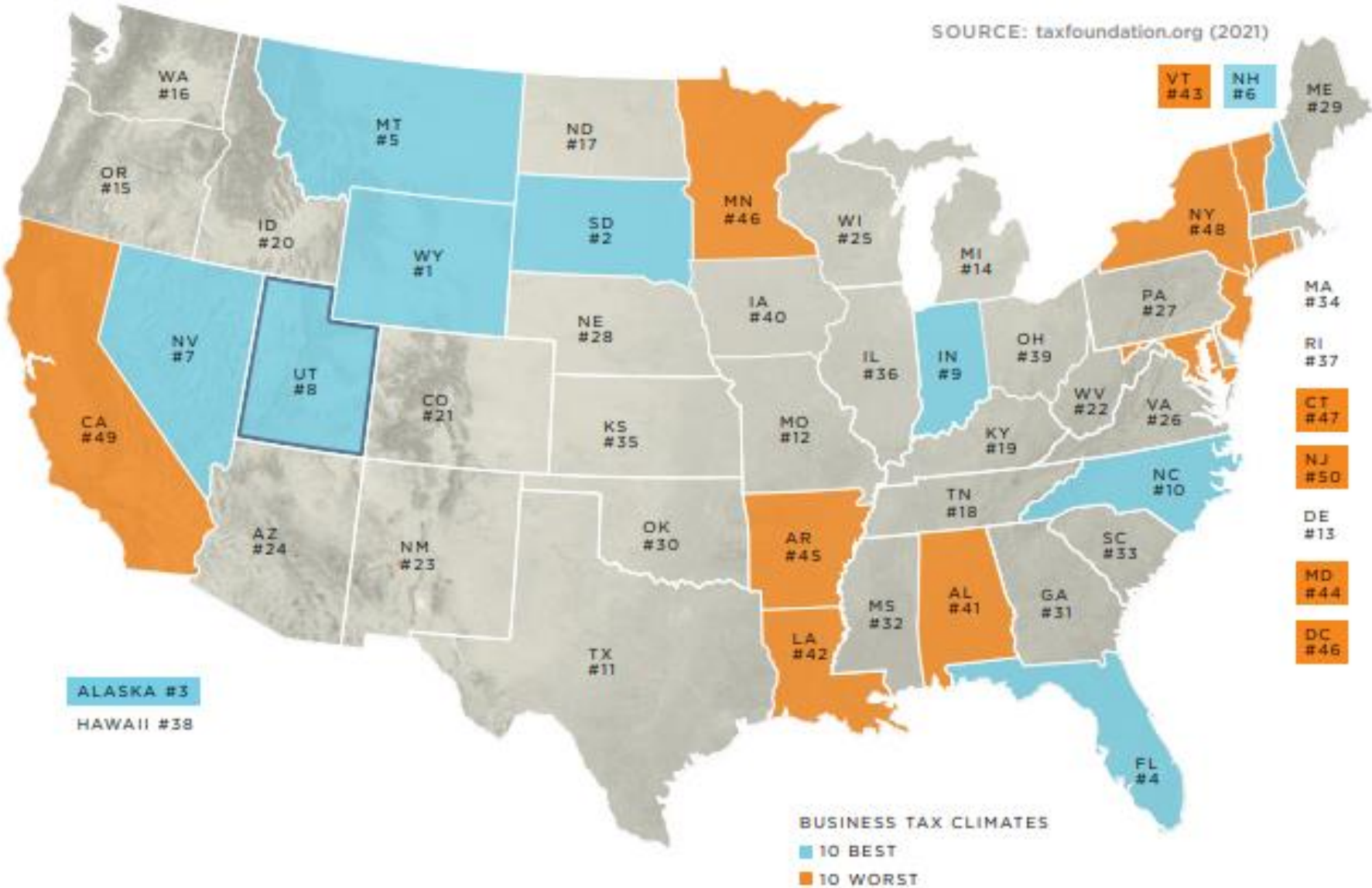
Forbes

Forbes has ranked Utah a top-three Best State
for Business for a decade, including six times
in the number one spot.

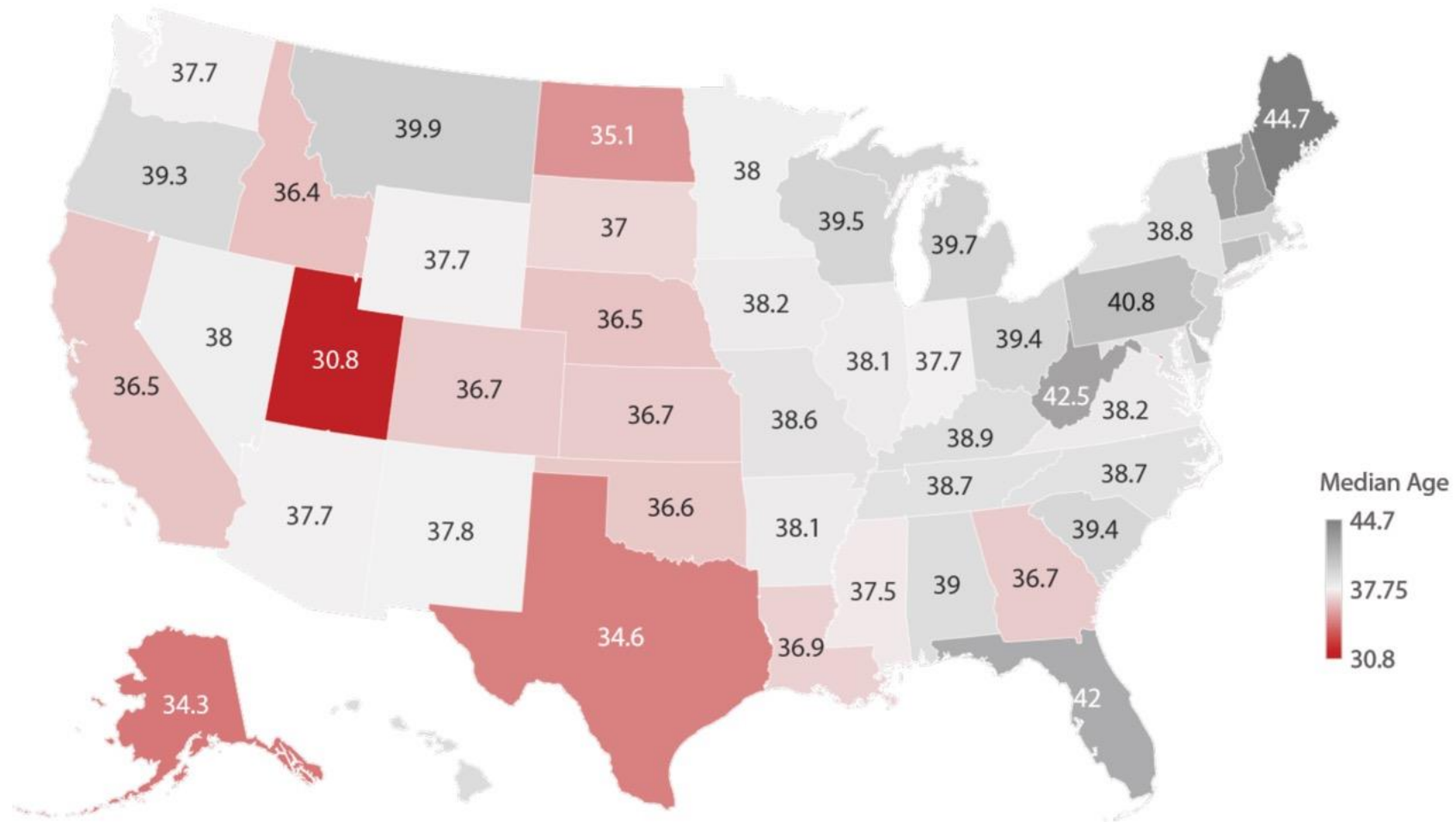
#1 Best Economy



Total Tax Climate Rank



Youngest States

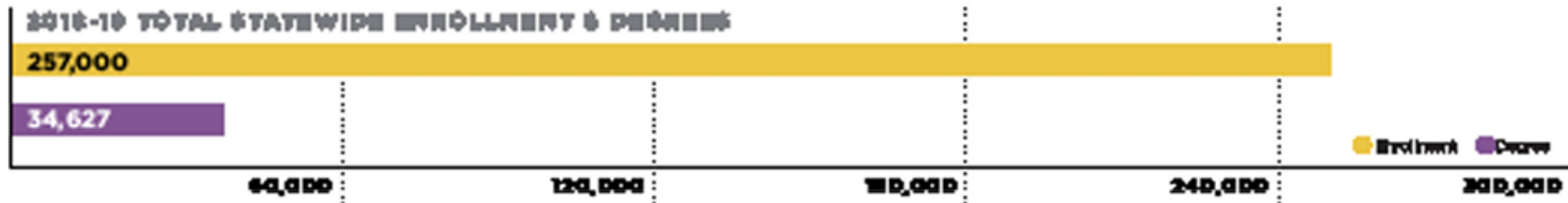


Source: U.S. Census Bureau, 2019 American Community Survey 5-Year Estimates

Education & Labor

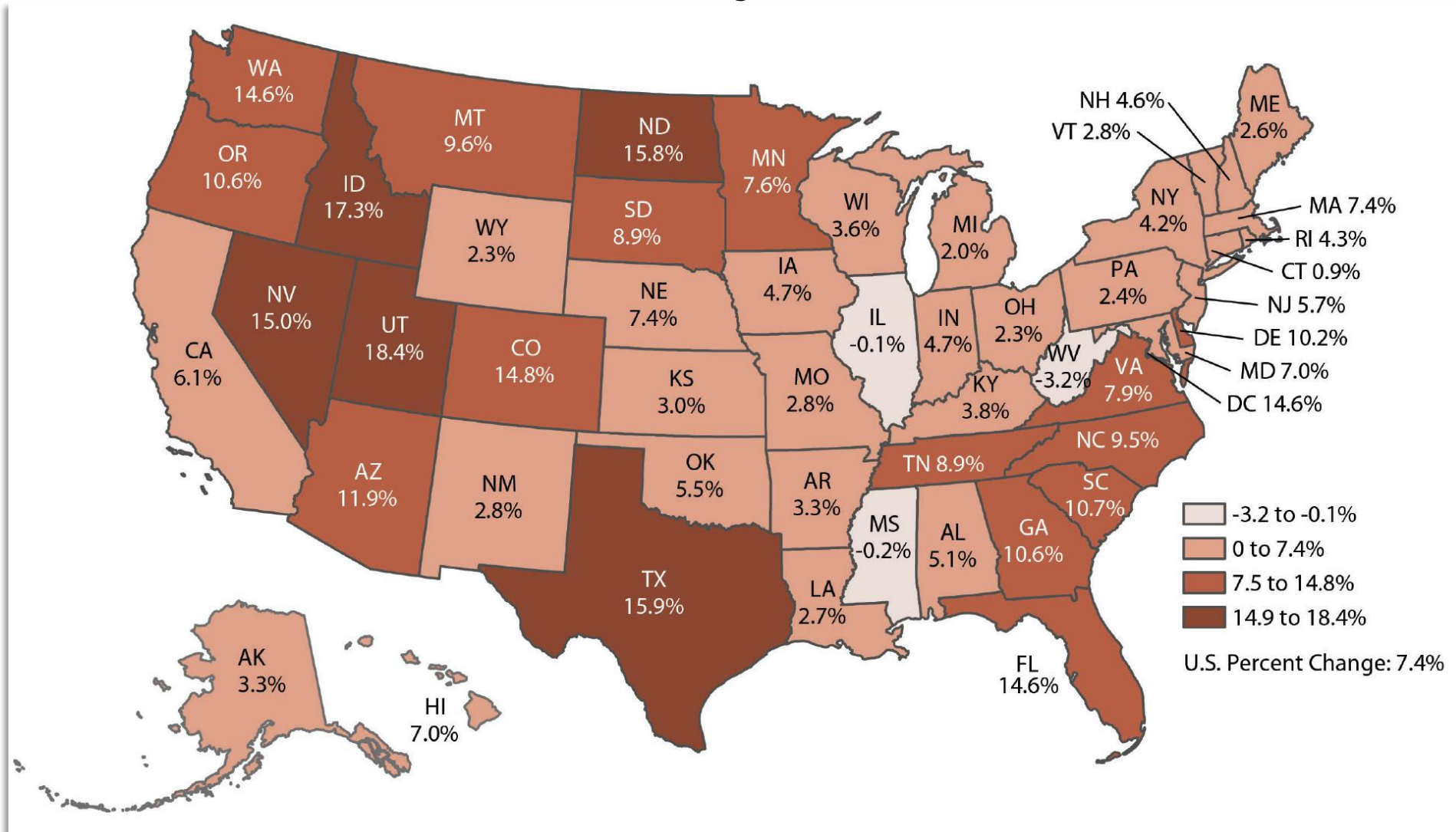
A State of Education

Utah is home to **12 major colleges and universities** and has an excellent talent pipeline of over **250,000** students. Bachelor's and graduate awards grew by **50.2% over the last five years**. Utah has an educated workforce, with over 92% of the population 25 or over with a high school diploma and over 33% with a bachelor's degree.



Utah's Population Growth Rate Leads the Nation

Percent Change, 2010-2020



Source: 2020 Apportionment Data, U.S. Census Bureau

Current Utah residents who lived in a different western state one year ago, 2019

58,221 new residents (61%) are from the highlighted states

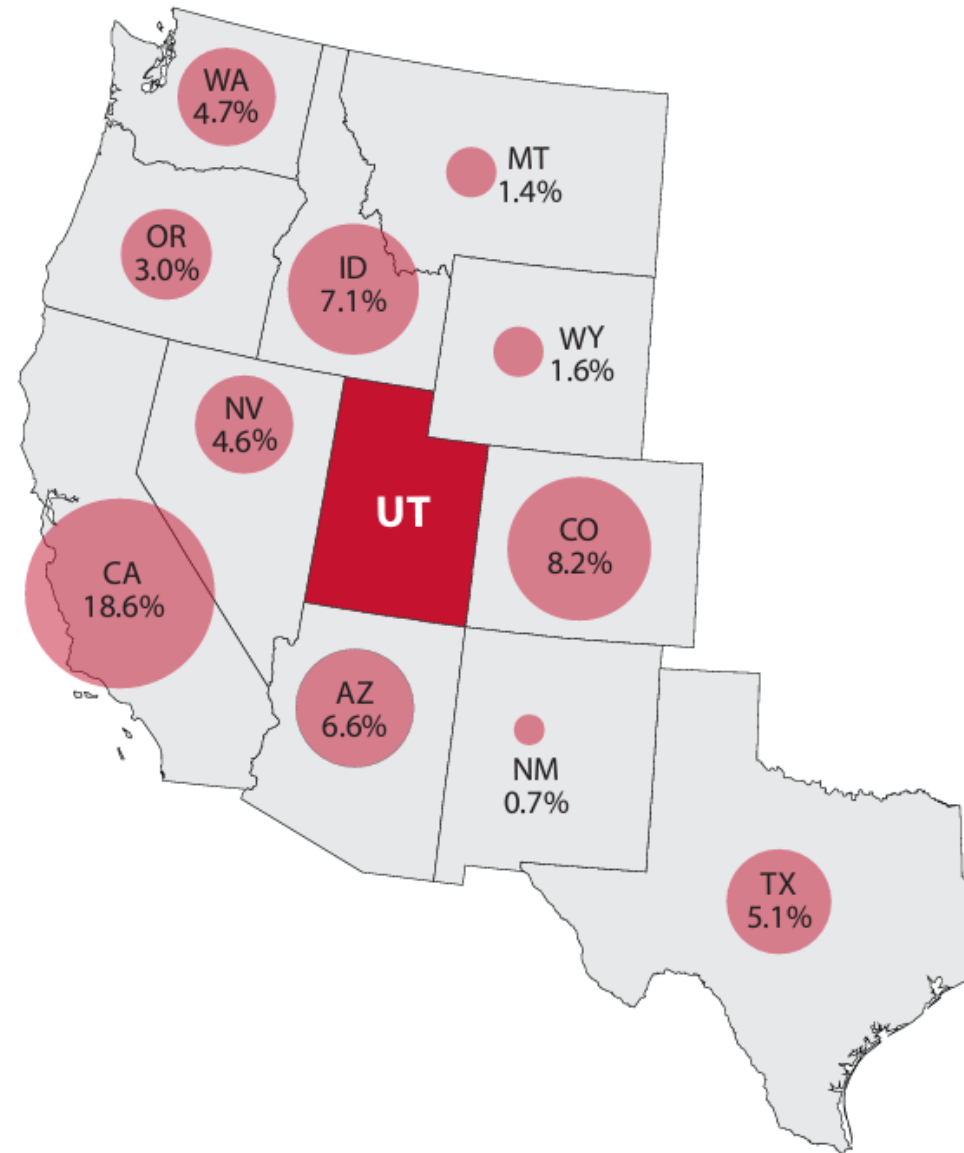


Table 2.
10 States (or Equivalent) With Largest Percent Decline in Population: 2020-2021

Rank	Geographic area	July 1, 2020	July 1, 2021	Percent decline
1	District of Columbia	690,093	670,050	-2.9
2	New York	20,154,933	19,835,913	-1.6
3	Illinois	12,785,245	12,671,469	-0.9
4	Hawaii	1,451,911	1,441,553	-0.7
5	California	39,499,738	39,237,836	-0.7
6	Louisiana	4,651,203	4,624,047	-0.6
7	Massachusetts	7,022,220	6,984,723	-0.5
8	North Dakota	778,962	774,948	-0.5
9	West Virginia	1,789,798	1,782,959	-0.4
10	Mississippi	2,956,870	2,949,965	-0.2

Source: U.S. Census Bureau, Vintage 2021 Estimates.

Net Outmigration = 429,283

Table 1.

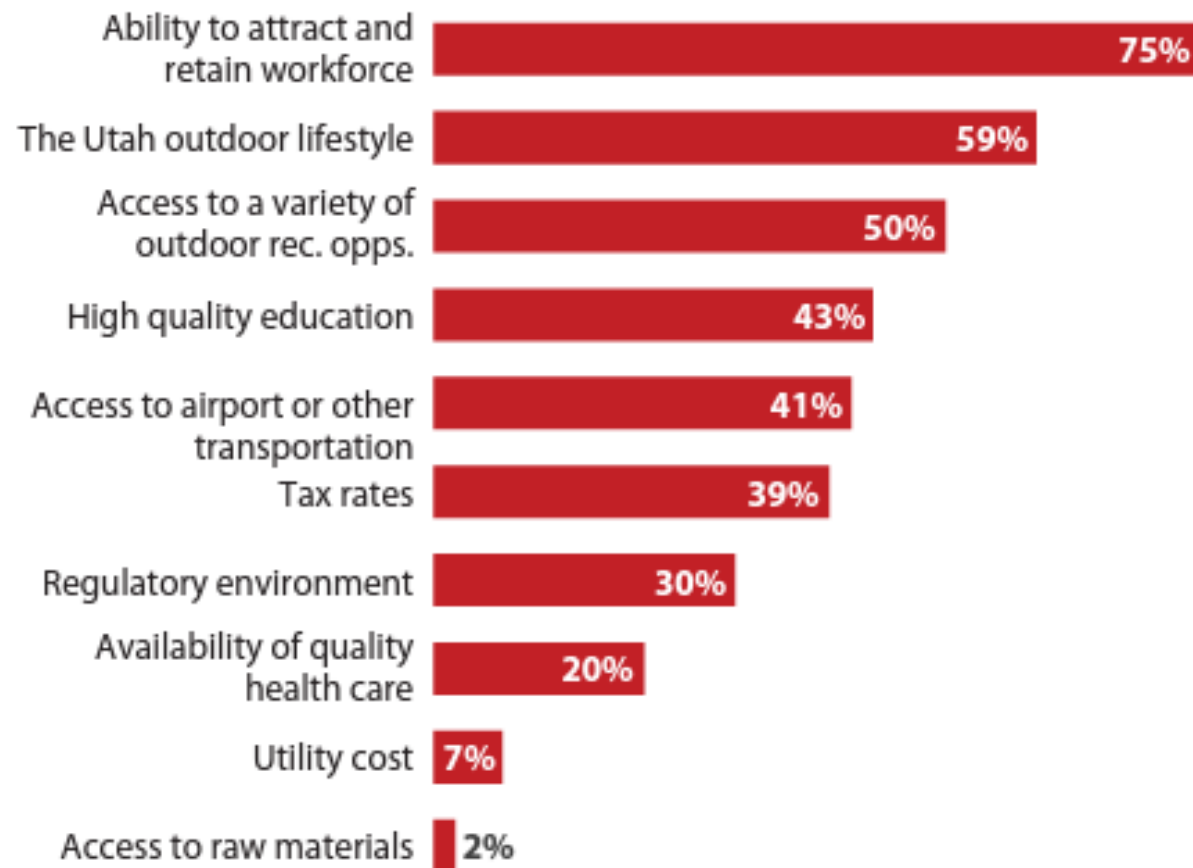
Top 10 States With Largest Percent Growth in Population: 2020-2021

Rank	Geographic area	July 1, 2020	July 1, 2021	Percent growth
1	Idaho	1,847,772	1,900,923	2.9
2	Utah	3,281,684	3,337,975	1.7
3	Montana	1,086,193	1,104,271	1.7
4	Arizona	7,177,986	7,276,316	1.4
5	South Carolina	5,130,729	5,190,705	1.2
6	Delaware	991,886	1,003,384	1.2
7	Texas	29,217,653	29,527,941	1.1
8	Florida	21,569,932	21,781,128	1.0
9	Nevada	3,114,071	3,143,991	1.0
10	South Dakota	887,099	895,376	0.9

+ 56,300

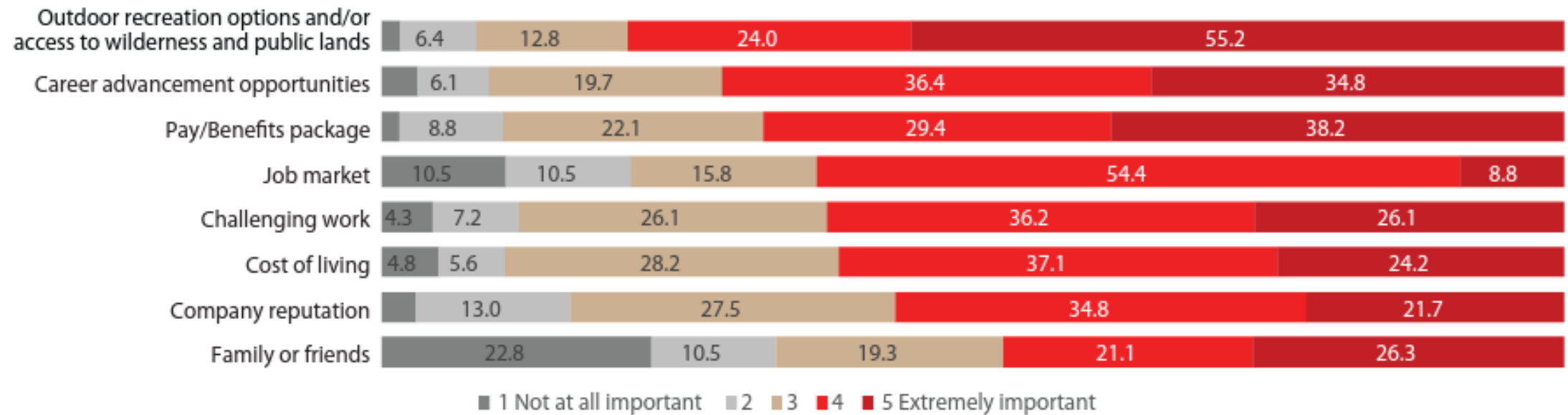
Source: U.S. Census Bureau, Vintage 2021 Estimates.

Factors for Business Choosing Utah



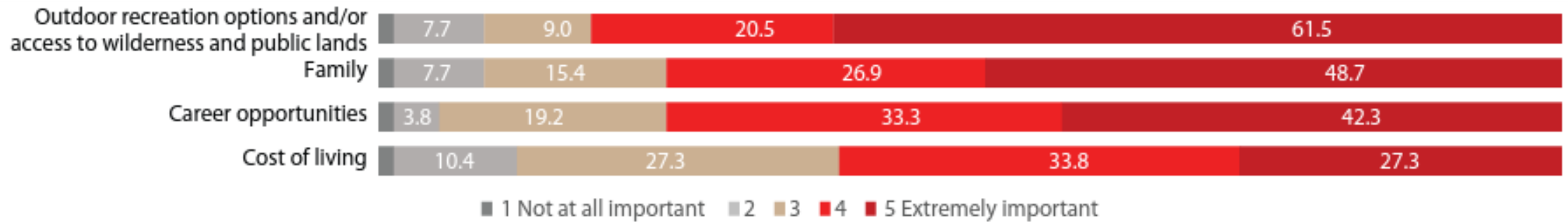
Source: Kem C. Gardner Policy Institute, Utah Outdoor Partners Survey of Businesses, 2018.

Employer Recruitment Carrots



Source: Kem C. Gardner Policy Institute, Utah Outdoor Partners Survey of Tech Sector Employees, 2021

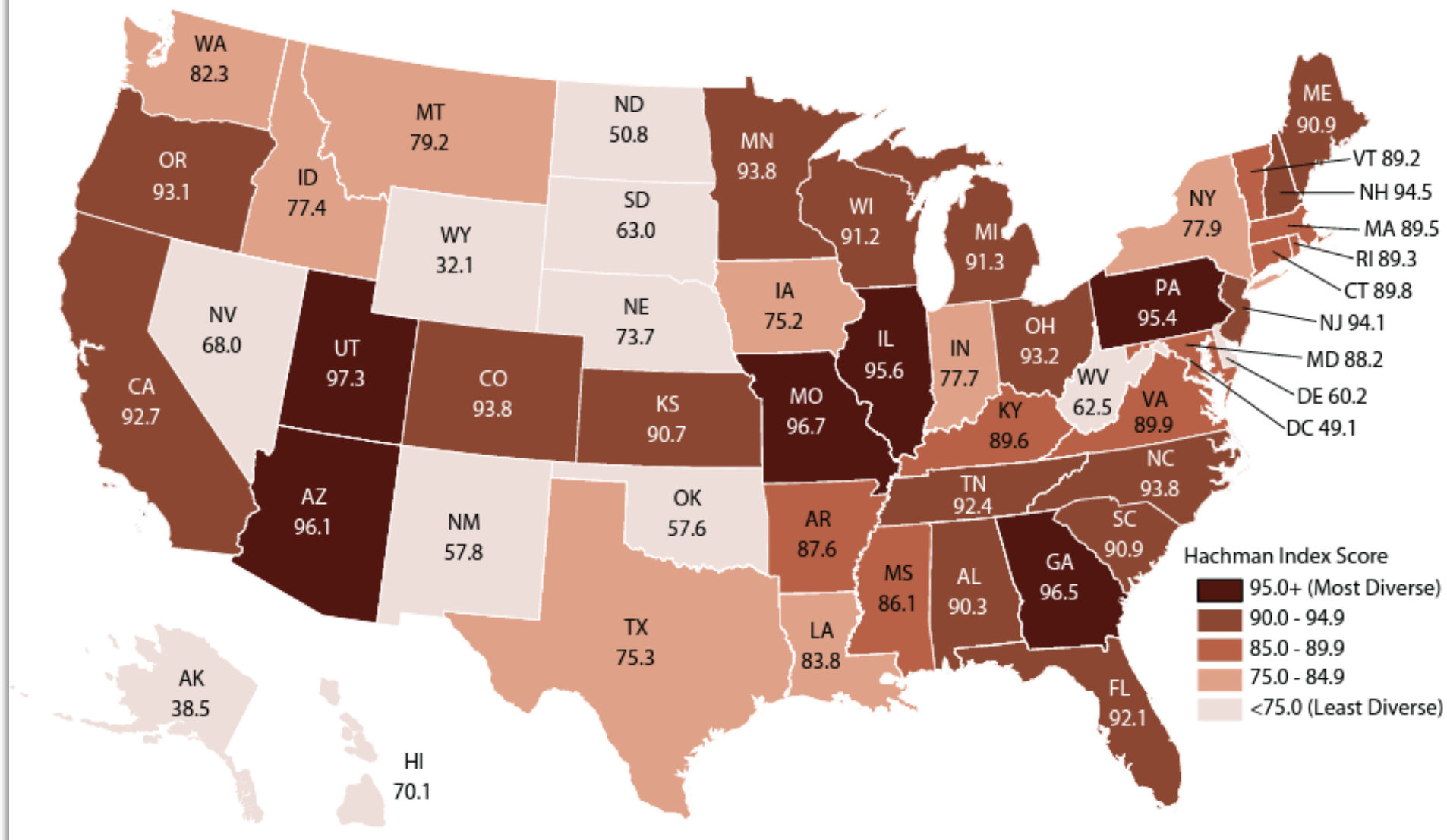
Why Utahns Return Home



Source: Kem C. Gardner Policy Institute, Utah Outdoor Partners Survey of Tech Sector Employees, 2021

State-level Hachman Index, 2019

Based on two-digit industry GDP data



Utah's Targeted Industries

Advanced Manufacturing

Manufacturing is one of Utah's largest industries

Aerospace & Defense

Utah's aerospace industry accounts for over 950 establishments and 34,000+ jobs

Financial Services

Commercial and industrial banks, credit unions, fintech businesses, insurance organizations, and other financial services enterprises

Life Sciences & Healthcare Innovation

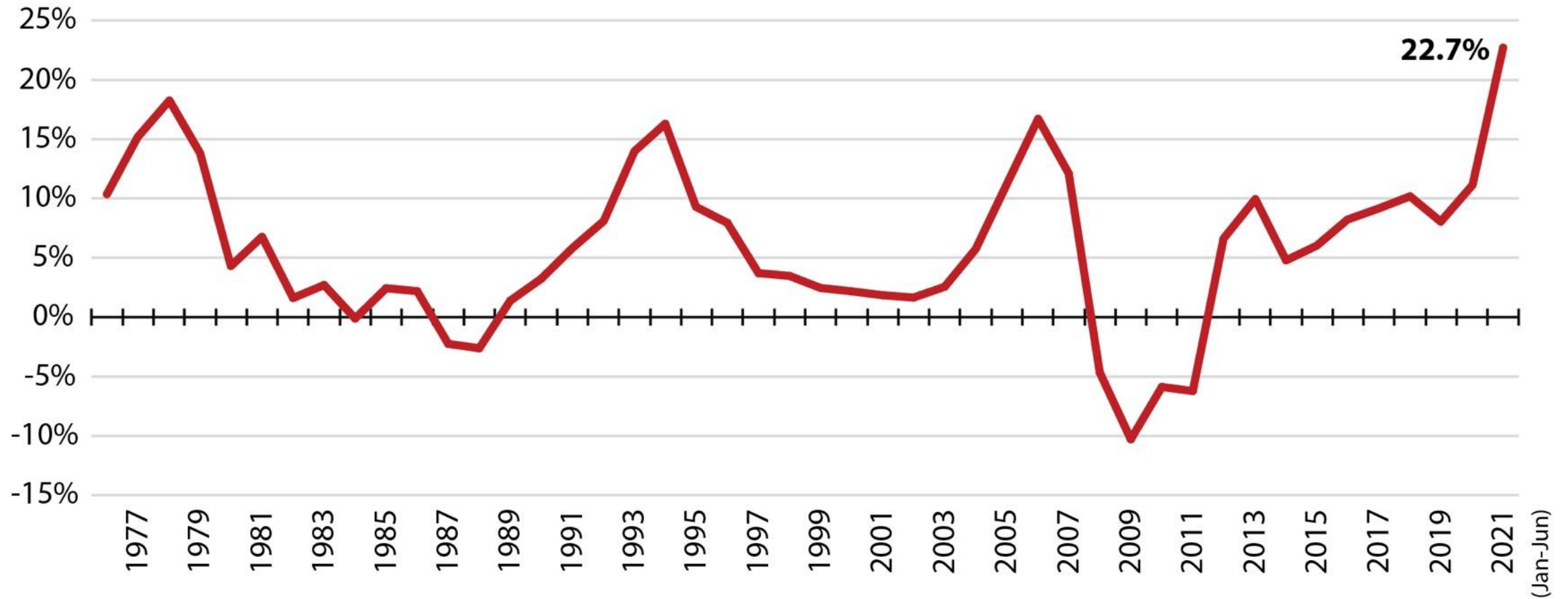
Some of Utah's largest employers are healthcare companies

Software & Information Technology

Utah's tech industry (AKA Silicon Slopes) serves as an economic driver

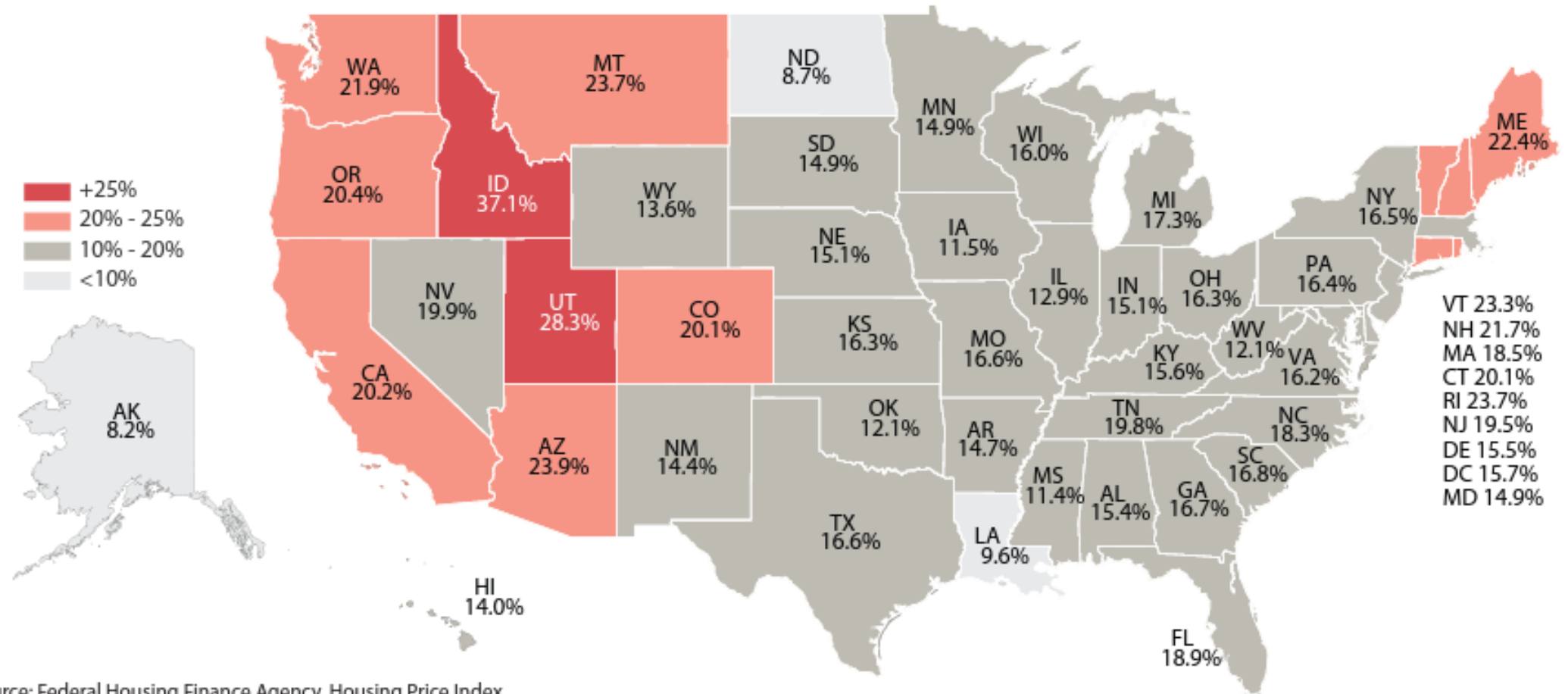
Utah Housing Prices

Annual Percent Change

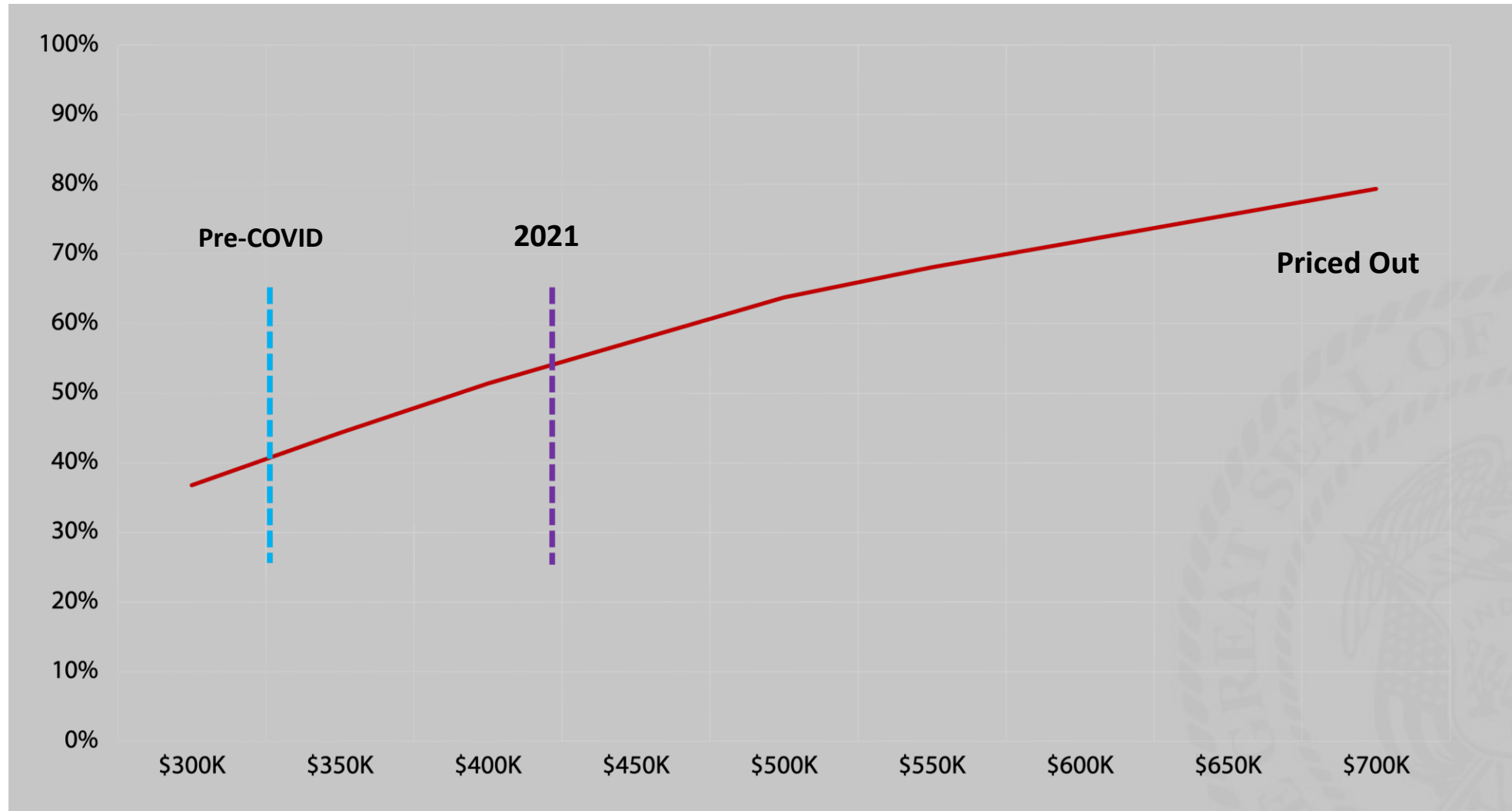


Source: Federal Housing Finance Agency

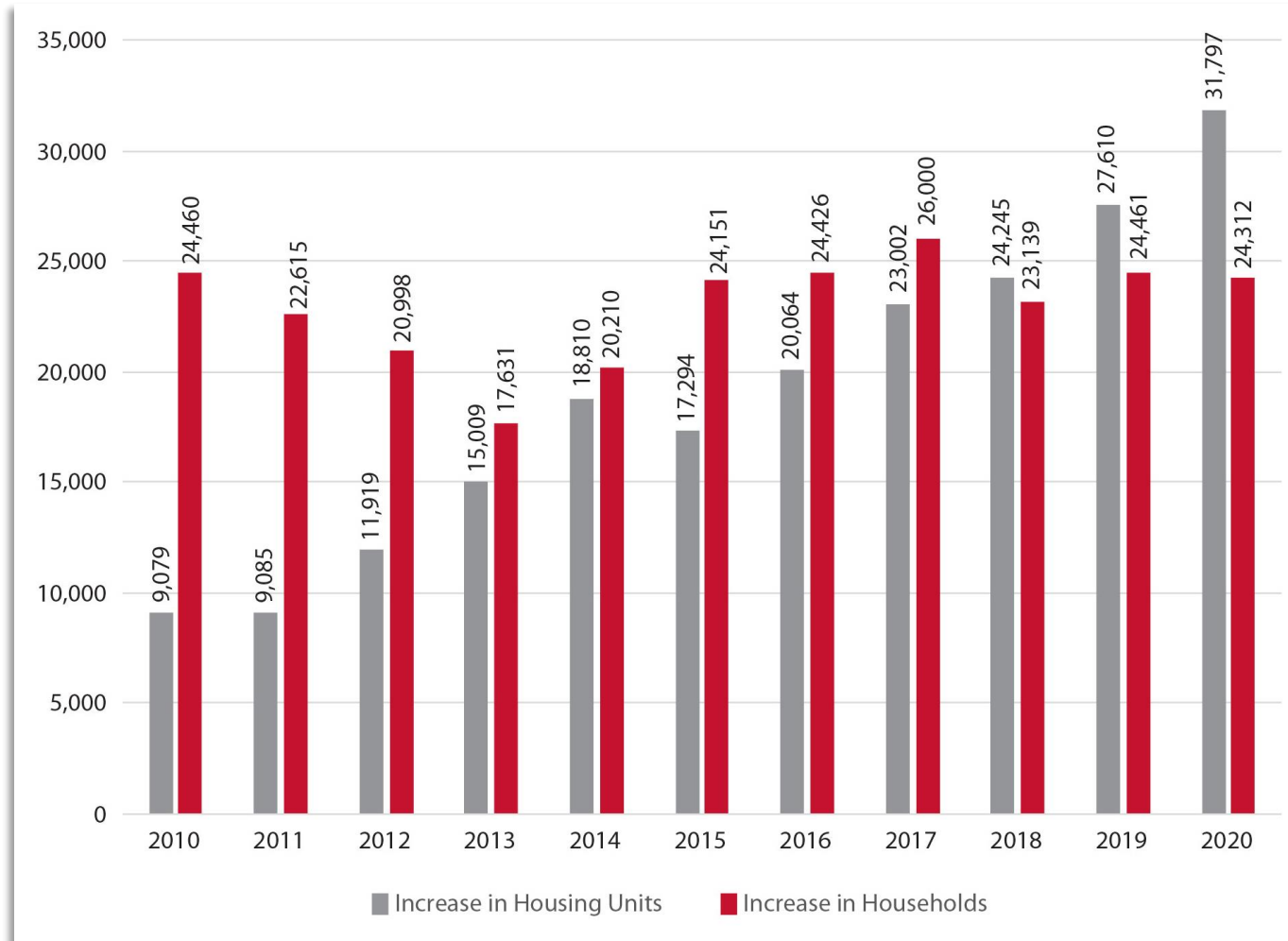
Housing Price Index 2020 - 2021



More Utah Households Continue To Be Priced Out



Utah Housing Demand and Supply Mismatch Since 2010



Source: Kem C. Gardner Policy Institute

Housing Transit Reinvestment Zones (“HTRZ”)

- Created in the 2021 Utah Legislative session (SB217)
- Administered by the Governor’s Office of Economic Opportunity
- **Purpose:** encourage Smart Growth around Transit nodes
 - UDOT prioritization for infrastructure improvements
 - Local control over property tax increment

Key Zone Qualifications:

- 1/3-mile max radius from commuter rail stations (Summit County has the only exception in the state for it’s Kimball Junction transit center)
- 51%+ of developable area within zone allocated to residential
 - 50+ units per acre
 - 10%+ of proposed housing be designated “affordable”

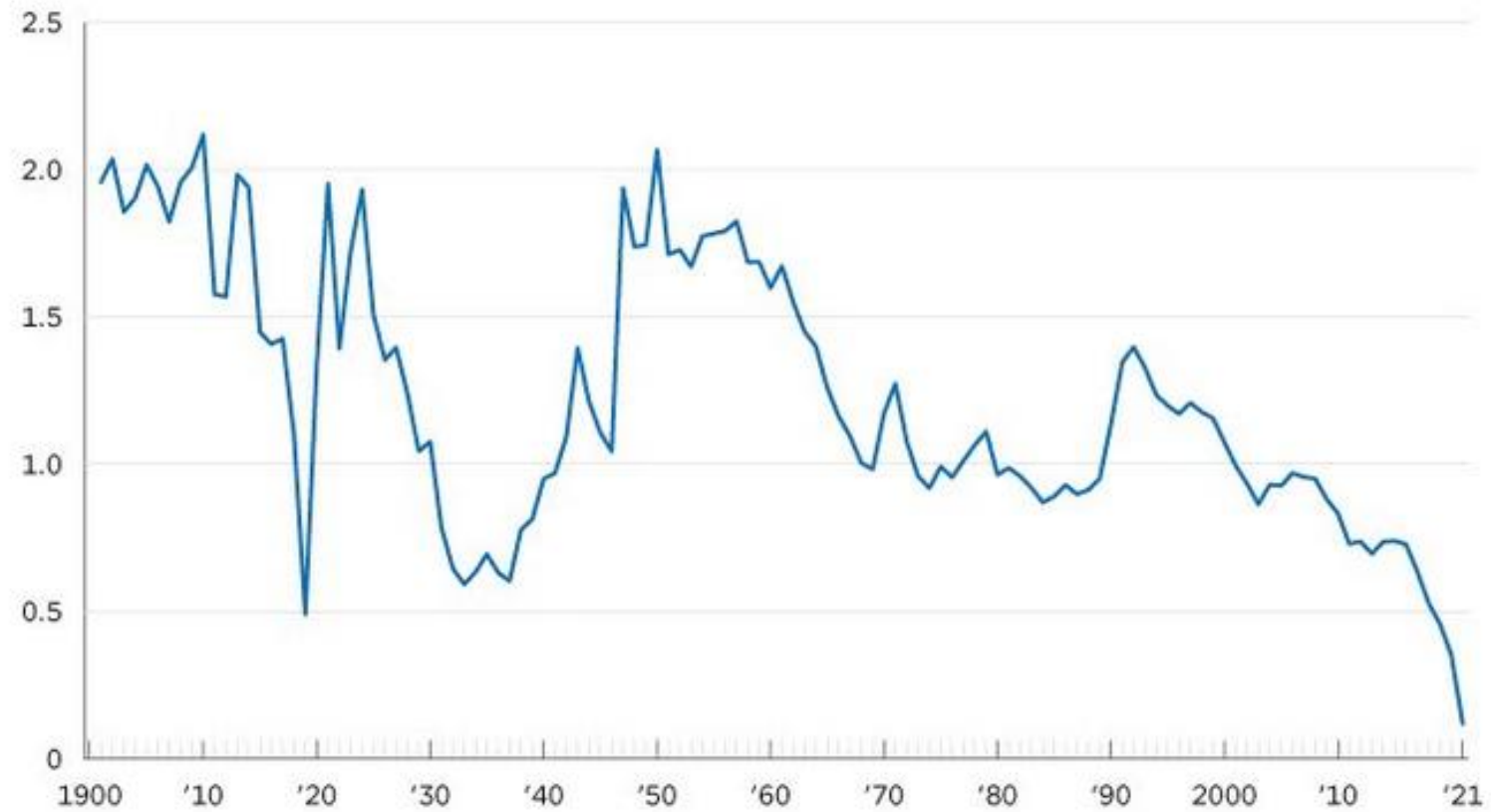


Perspectives on Utah's “Labor Shortage”



Figure 1.

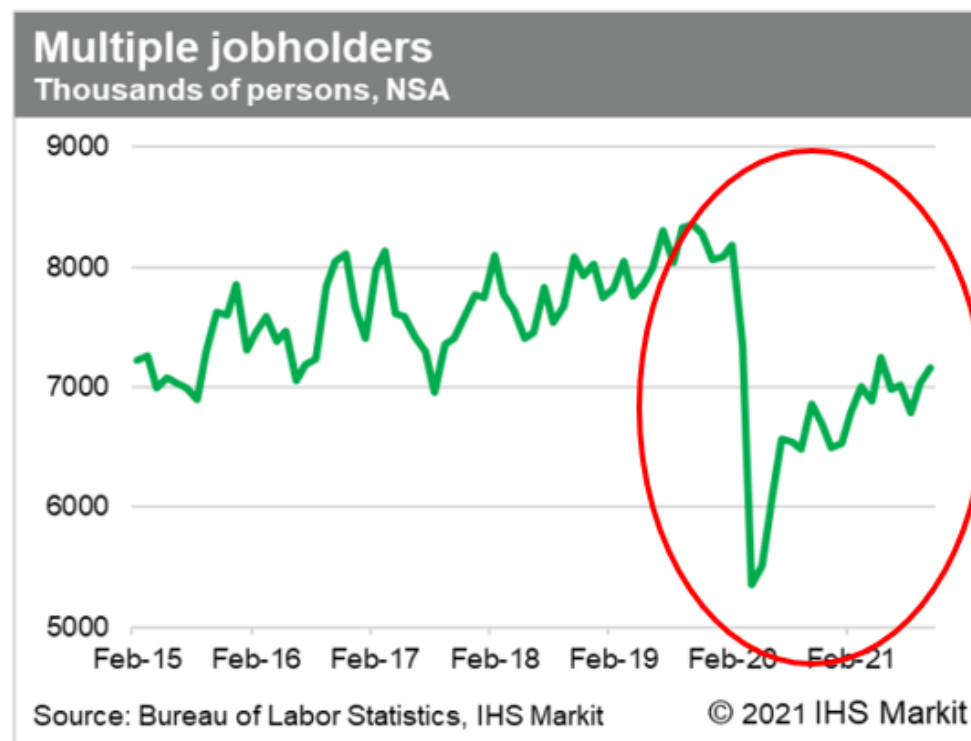
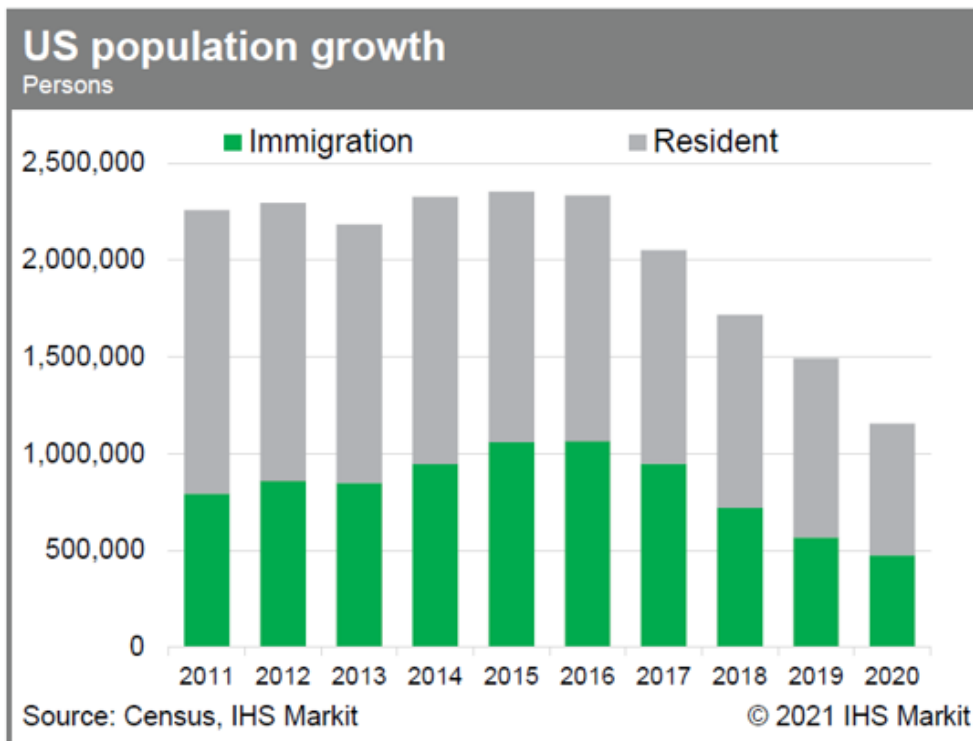
Annual Percent Change in the U.S. Population: 1900-2021



Note: 1917-1919 includes U.S. Armed Forces overseas.

Source: U.S. Census Bureau, Vintage 2020 Estimates; Vintage 2021 Estimates; 1900-1990, 1990-2000 & 2000-2010 Intercensal Estimates.

Slowing growth of working age population, many fewer multiple job holders slows flow into available labor supply



- 1.1 million fewer multiple job holders
- Sharp slowing in immigration reduced working age pop growth and labor force

University of Utah

One of First Four Nodes of ARPANET



Where It All Started



Novell®



Top 3 Utah Schools for IT



**Information Technology &
Cybersecurity, BS and MS**



**Data Science & Software
Development, BS and MS**



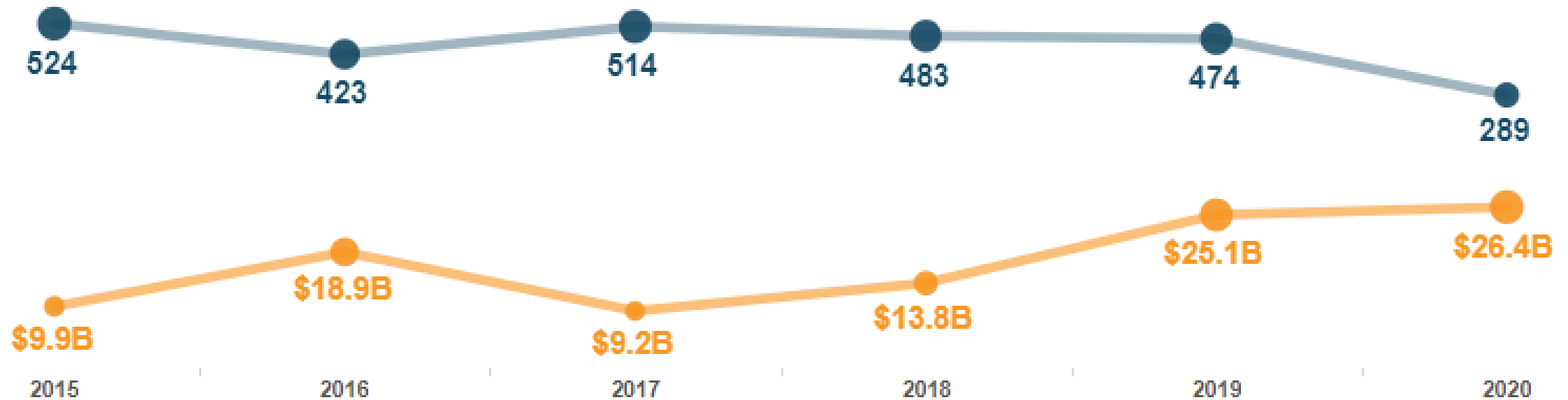
**Computer Science & Software
Development, BS and MS**

Why Utah?

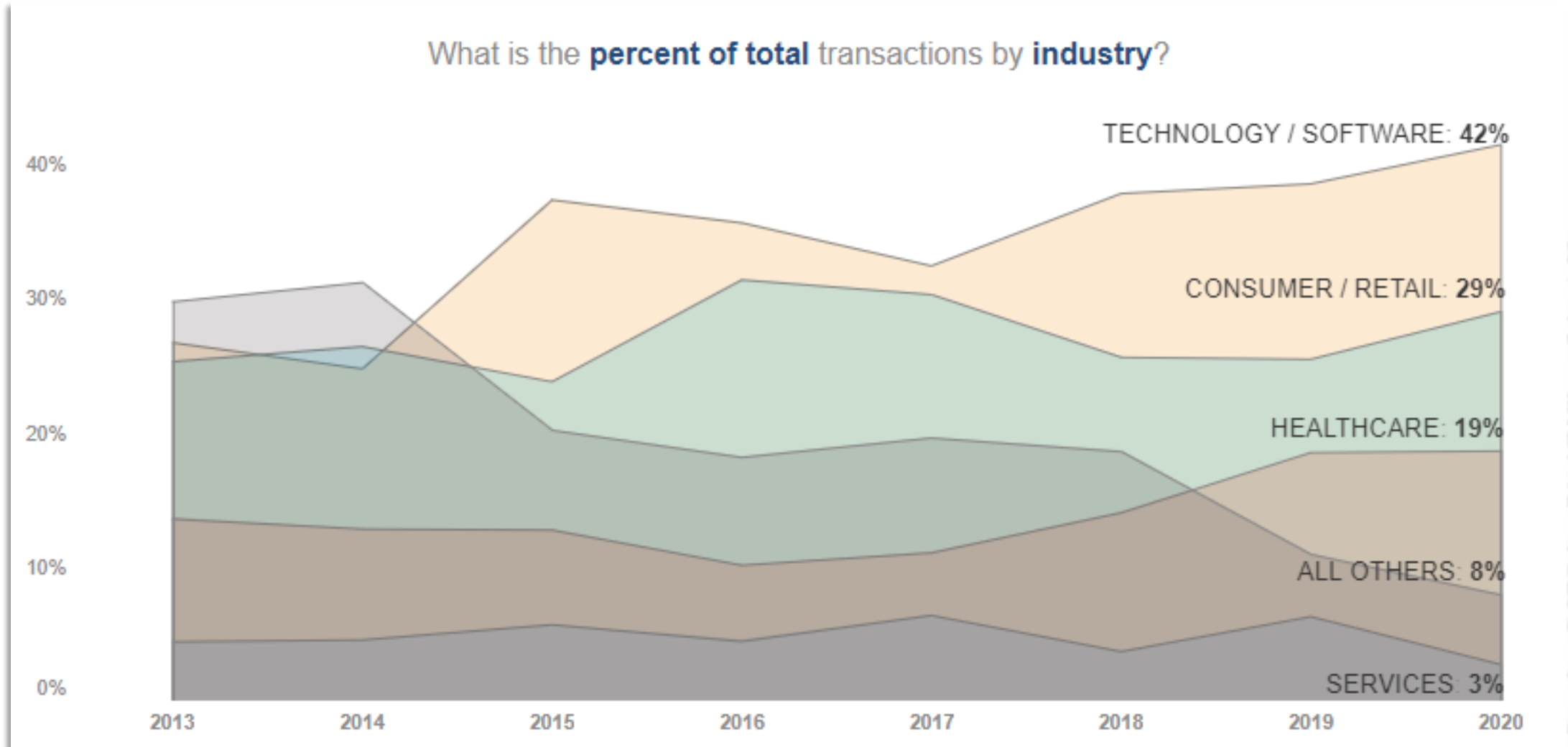


M & A – Private Placement - Public

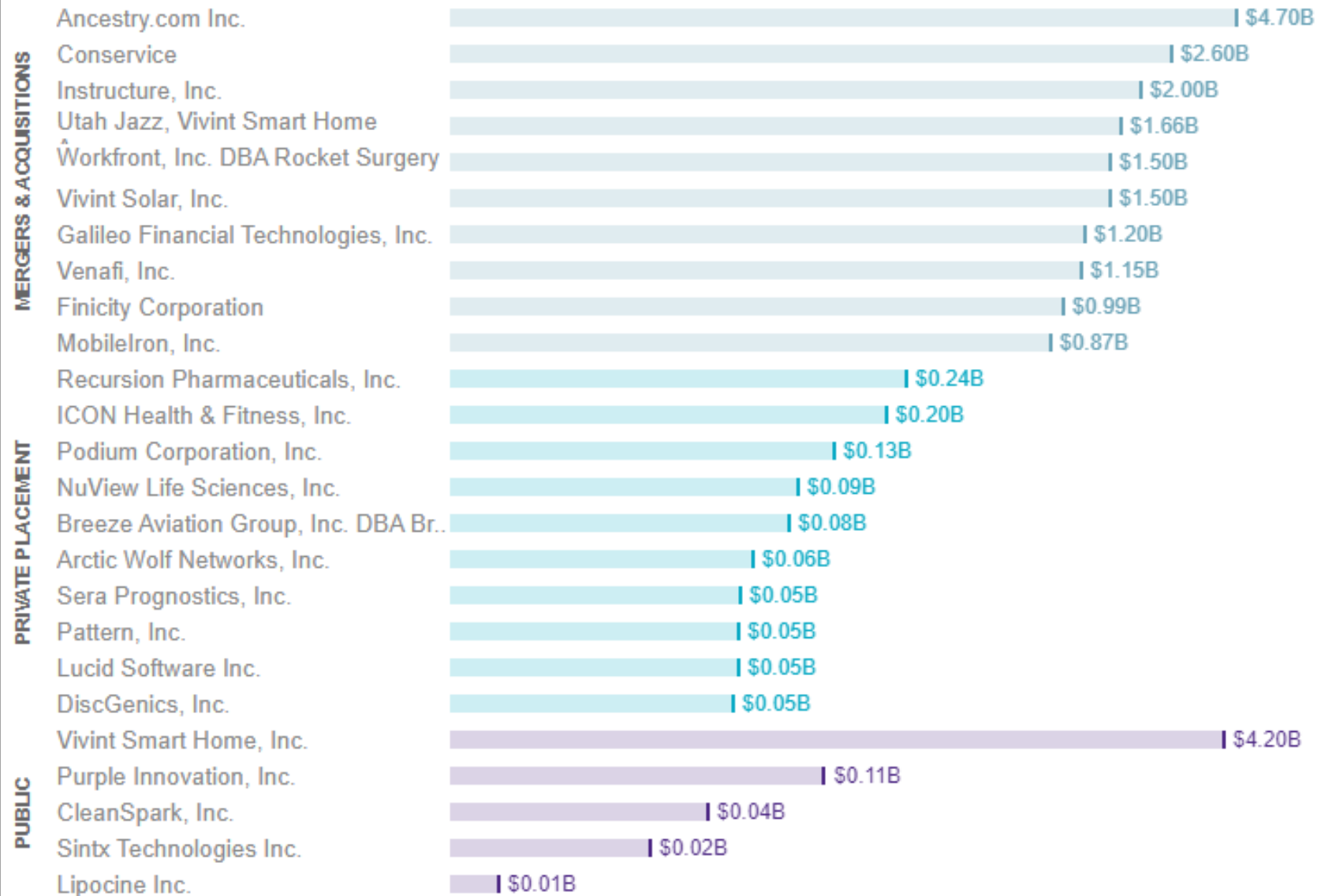
What is the **number** and **value** of transactions by year?



Percentage of Deals

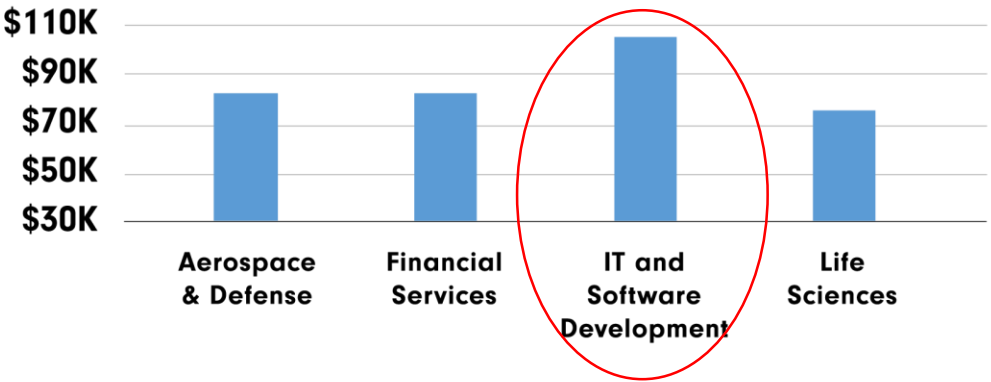


Which are the **largest value** transactions by **type** for 2020?

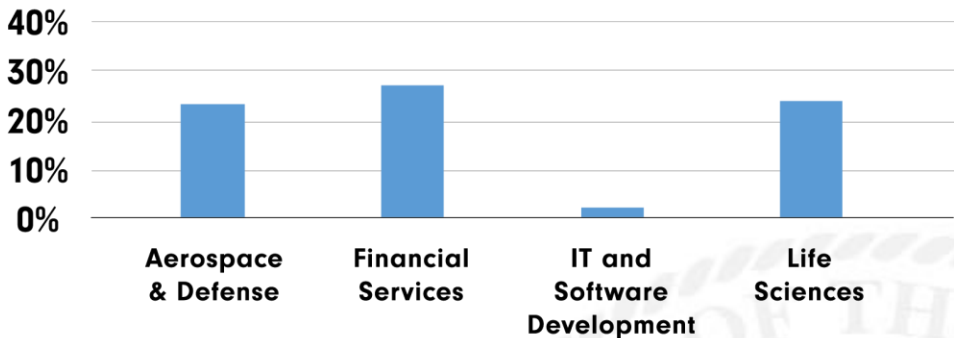


Cluster Job Growth

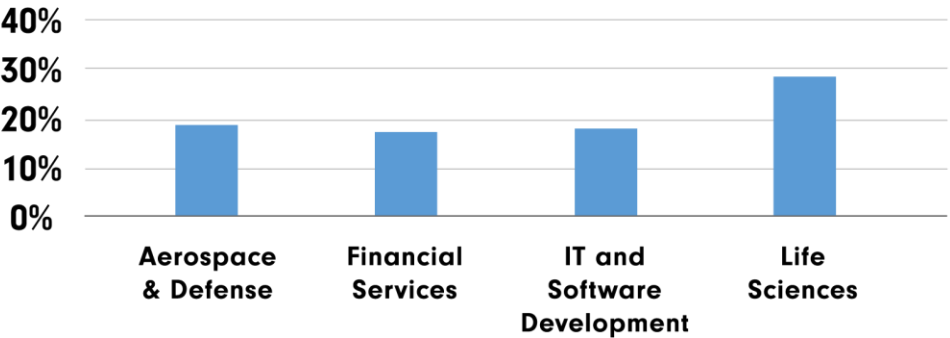
10-Year History - Average Wages



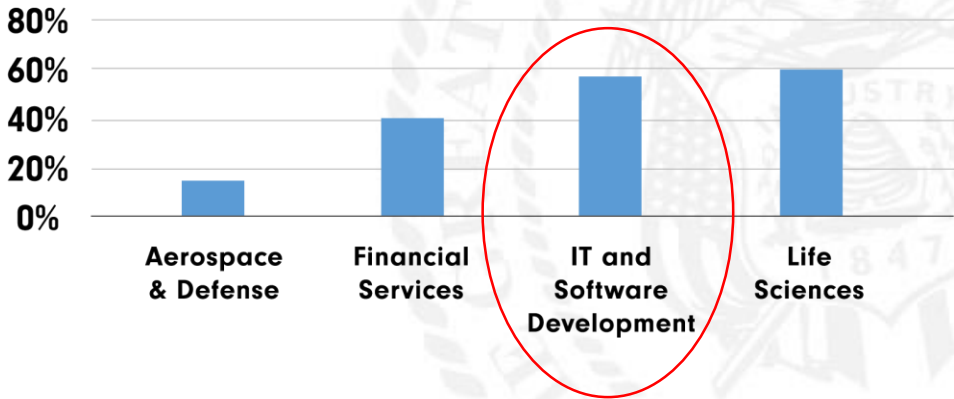
1-Year Cluster Job Growth



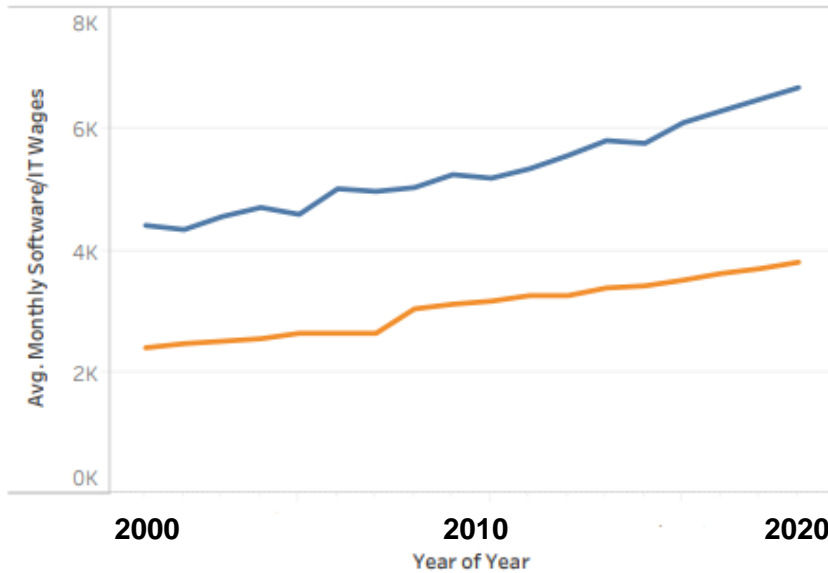
5-Year Cluster Job Growth



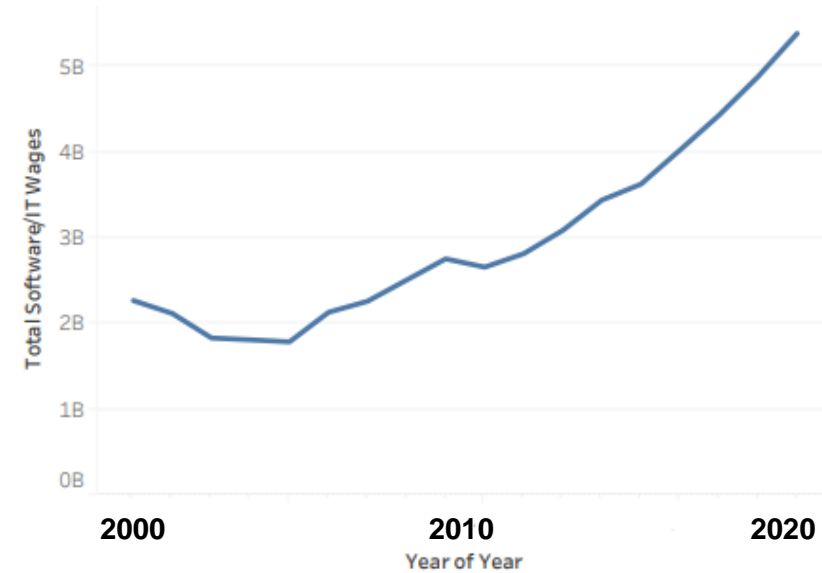
10-Year Cluster Job Growth



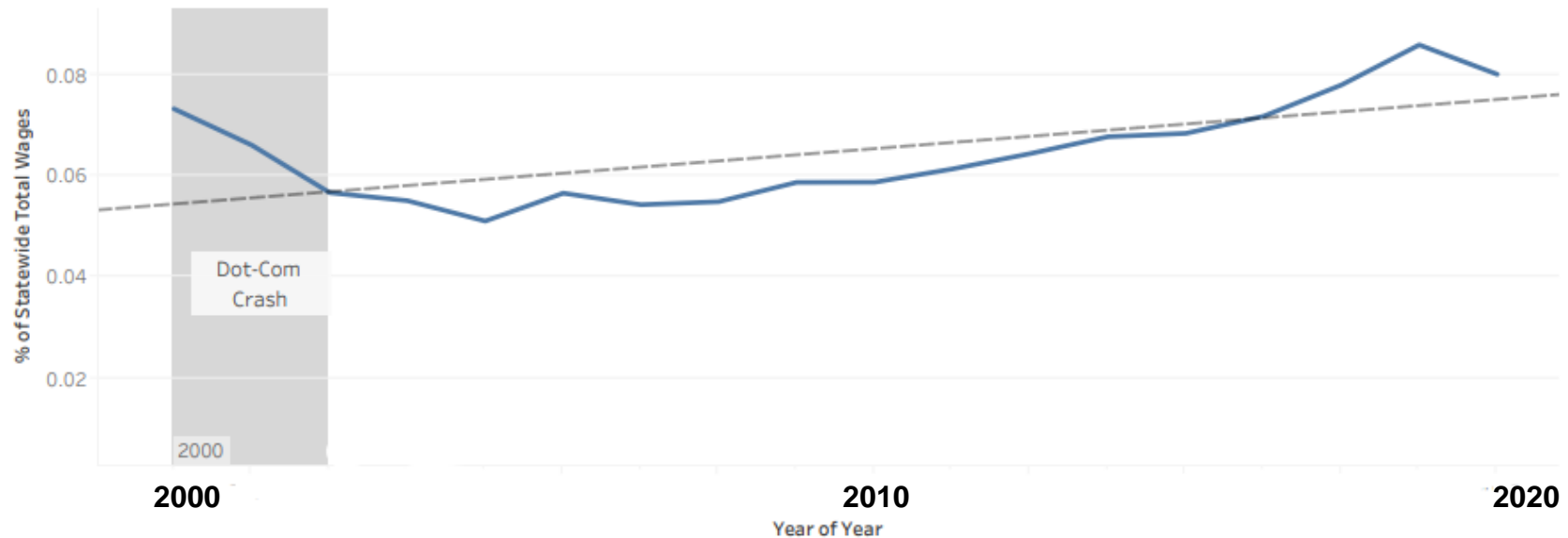
Average Monthly Wages



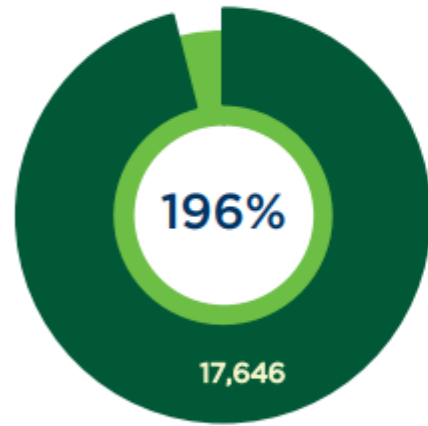
IT-Software Wages in Utah



IT-Software Percent of Utah Wages

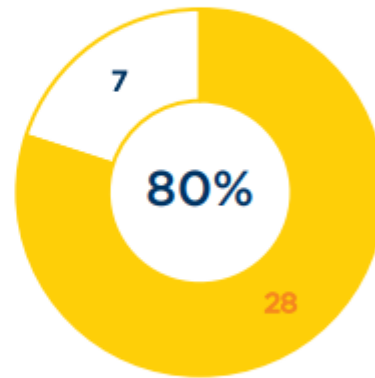


Key Performance Indicators YTD



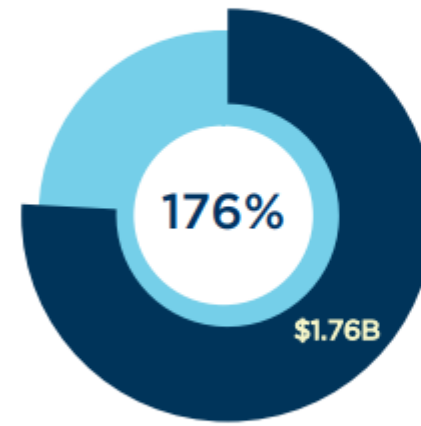
New or Retained Jobs

2021-22 Goal: 9,000



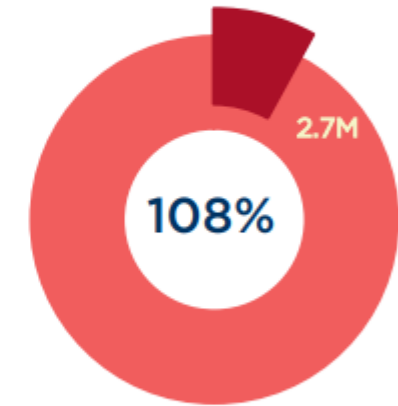
Project Wins

2021-22 Goal: 35



Capital Investment

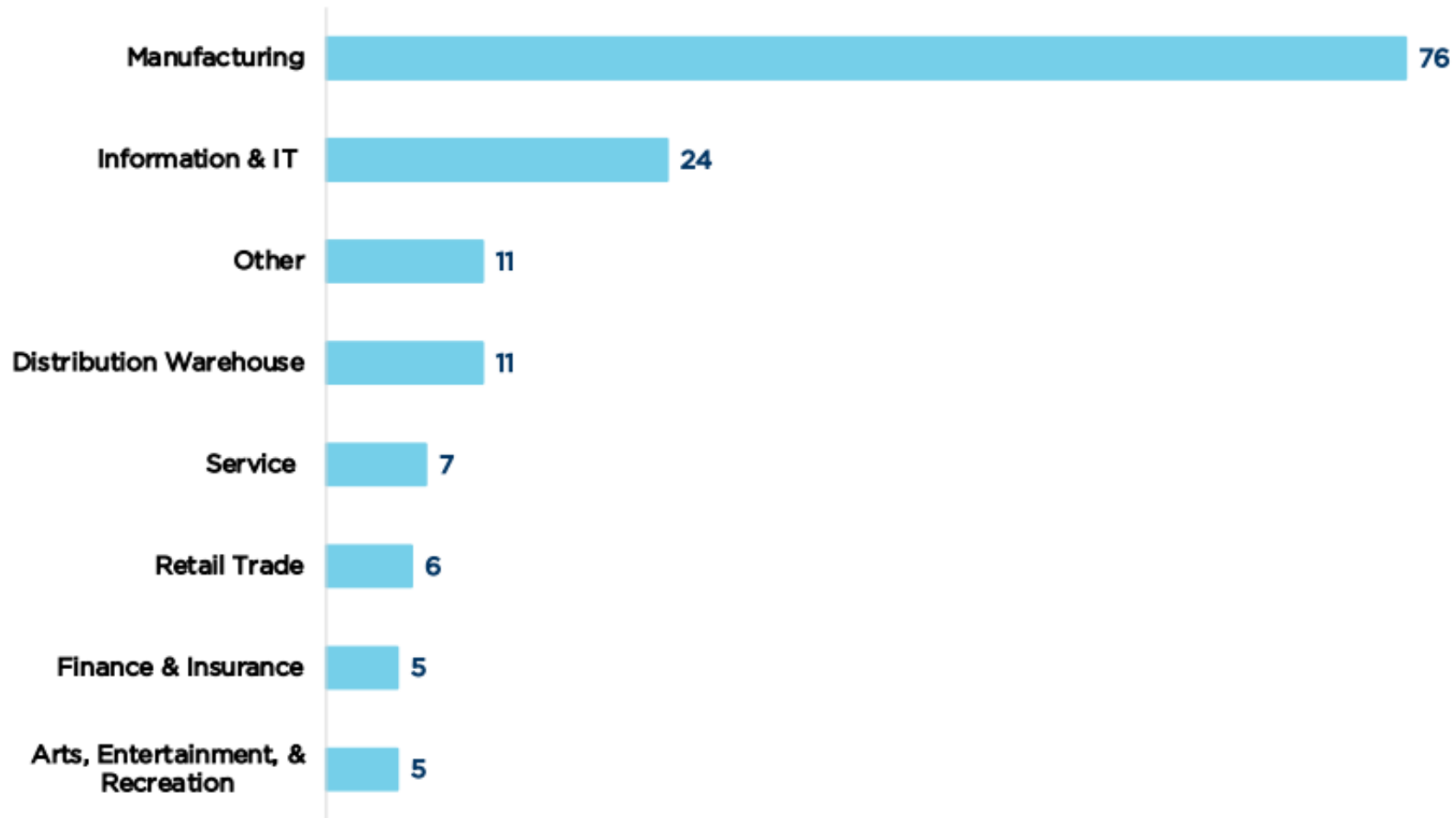
2021-22 Goal: \$1.0B



Square Footage

2021-22 Goal: 2.5M

Active Projects by Industry (145)



Recent IT Company Expansions



Liveview
3400 Jobs
\$328m Cap Ex



LoanPro
459 Jobs
\$45m Cap Ex



DOMO
2230 Jobs
\$30m Cap Ex

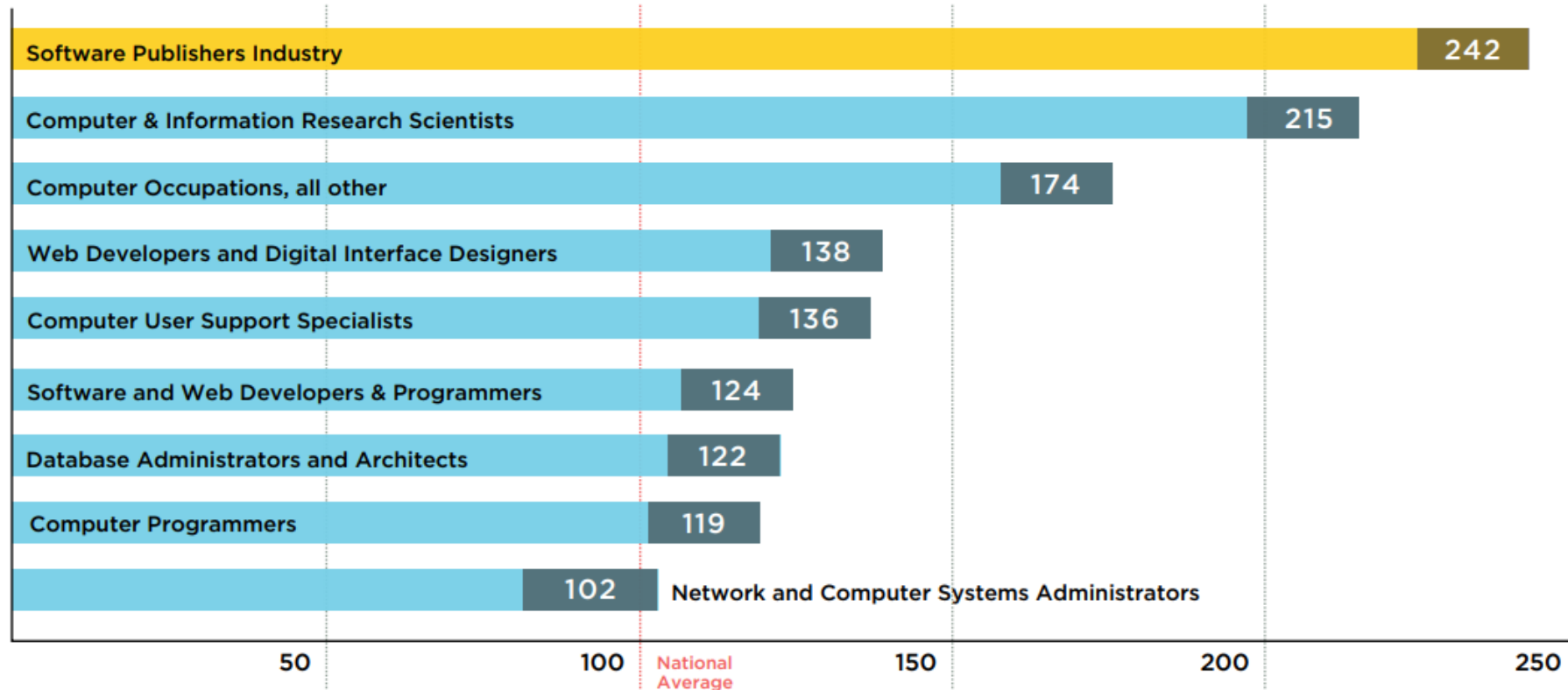


Lumio
3697 Jobs
\$120m Cap Ex



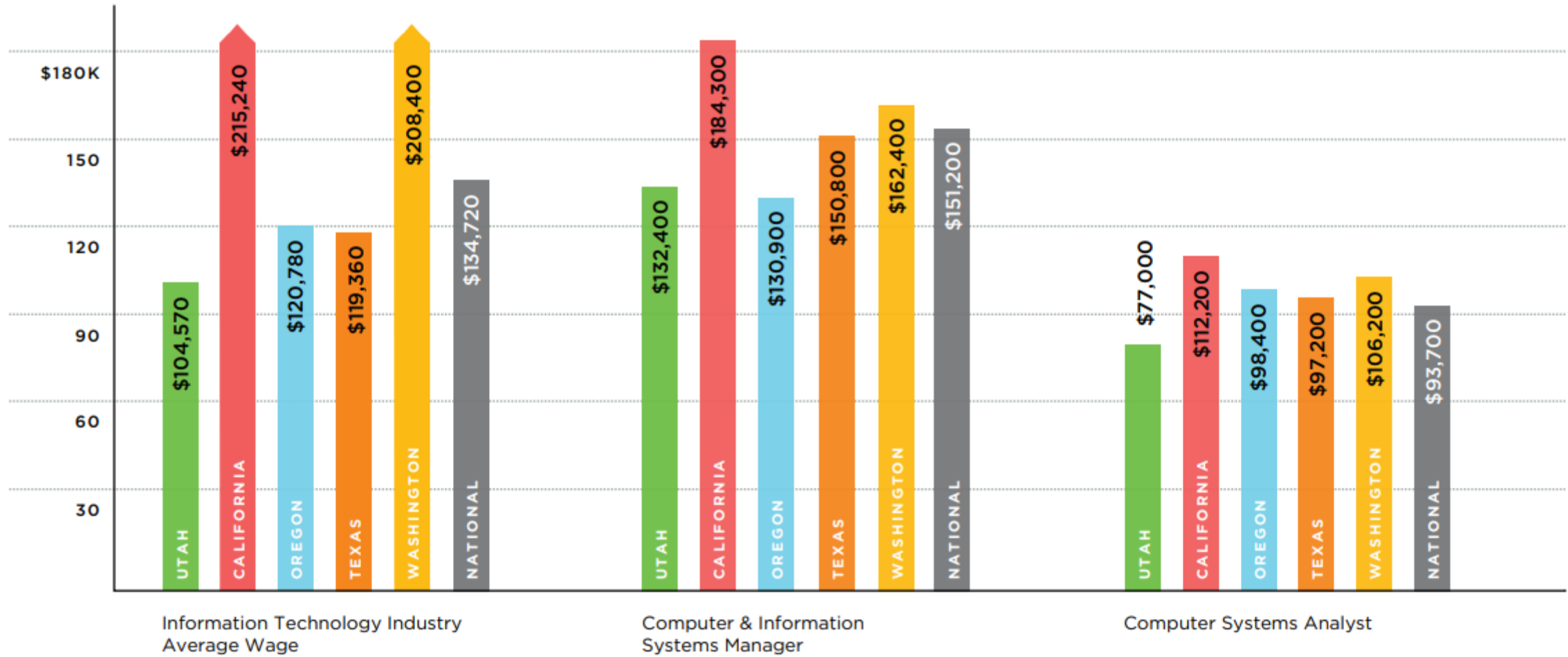
Taxbit
1700 Jobs
\$70m Cap Ex

IT Labor Density



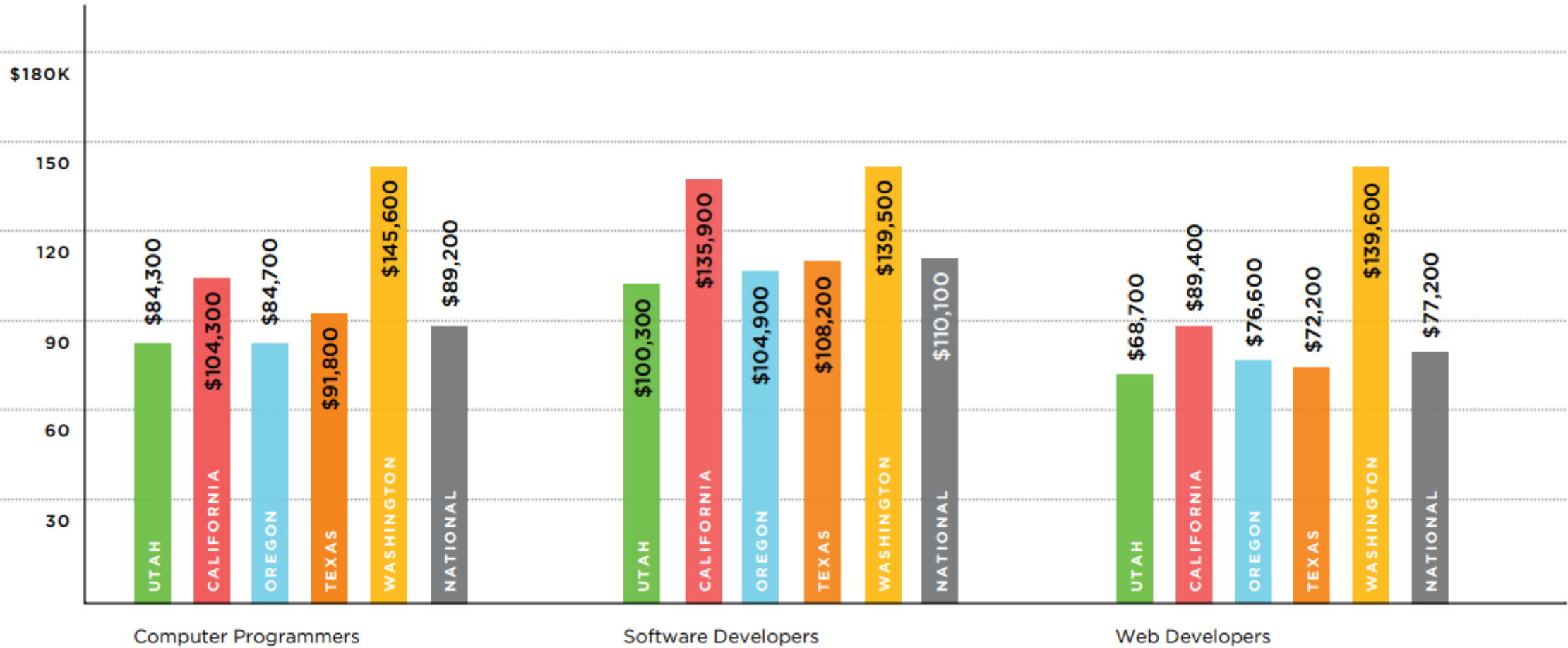
Source: Bureau of Labor Statistics

IT Median Wages



Source: Bureau of Labor Statistics

IT Median Wages (cont.)



Source: Bureau of Labor Statistics

IT Touches Every Industry

HealthEquity®



SoFi



Governor's Office of
Economic Opportunity

[BUSINESS.UTAH.GOV](https://business.utah.gov)