



UTAH

The Best Place in the US for International Relocation



WHY DO INTERNATIONAL COMPANIES COME TO UTAH?

SARAYA

Utah TOP 10's

- Economy
- Healthcare
- Education
- Infrastructure
- Fiscal Strength
- Quality of Life
- Resident Health



KOMATSU

DAIFUKU

Rakuten

ASAHI REFINING

ACCOLADES

“Podium” Rank

Since 2007



#1 Broadband Speeds in Western U.S.

#1 State for Entrepreneurs (Amazon)

#2 Narrowest Wealth Gap (Newsweek)

#3 Best State for Business (Forbes)

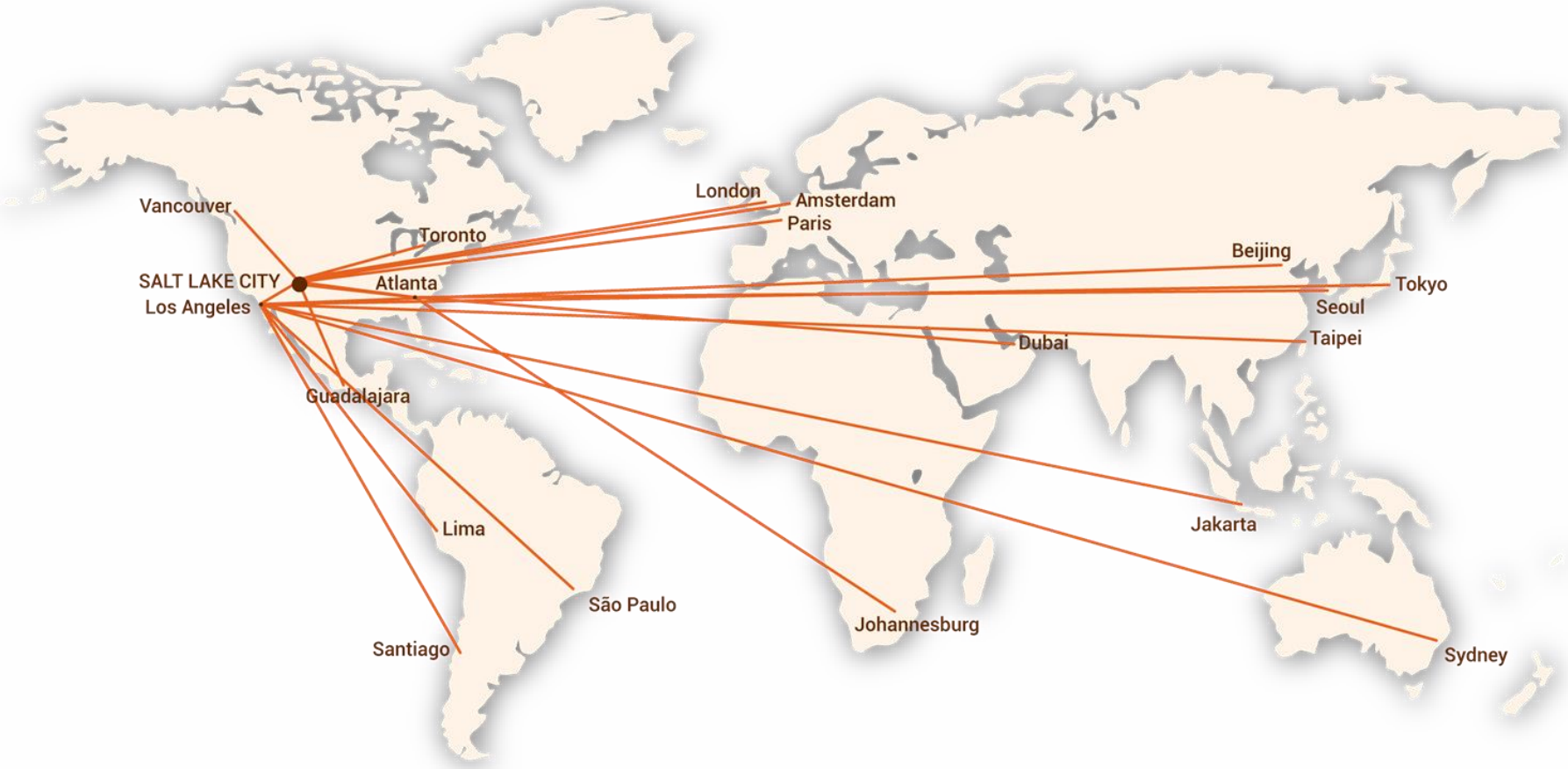
#5 Best Fiscal Stability (U.S. News)

5 Cities in Top-10 (Milken Institute)

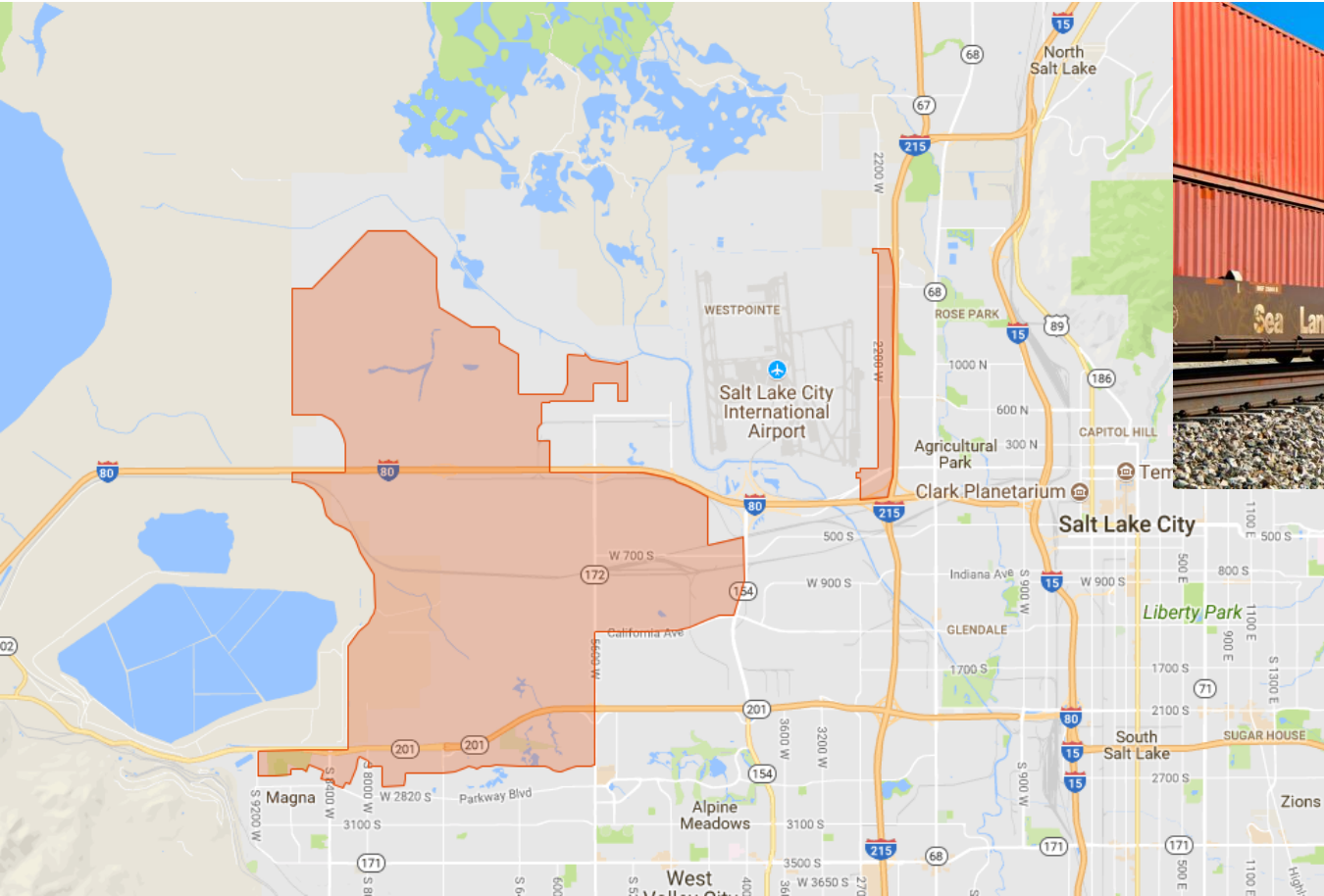
CROSSROADS OF THE WEST



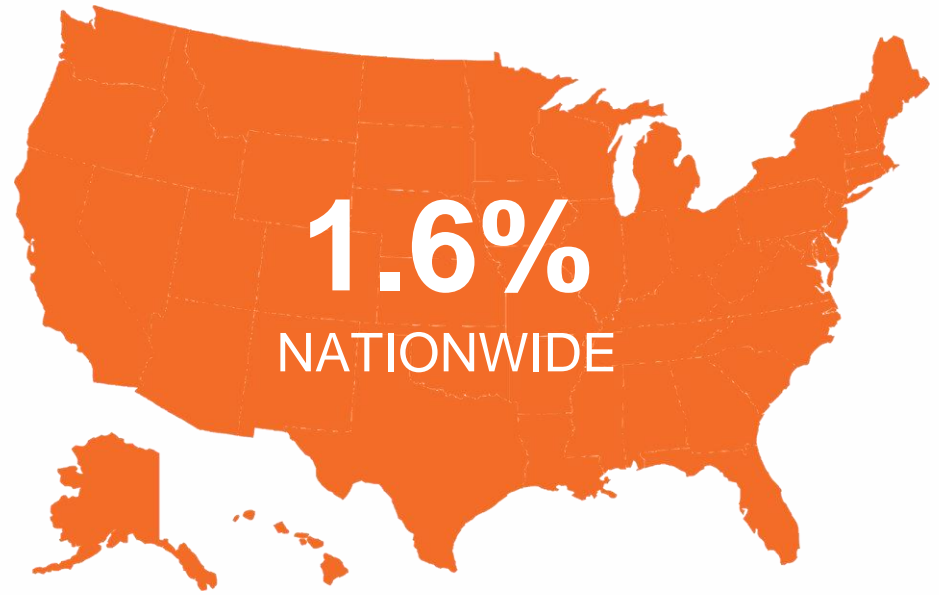
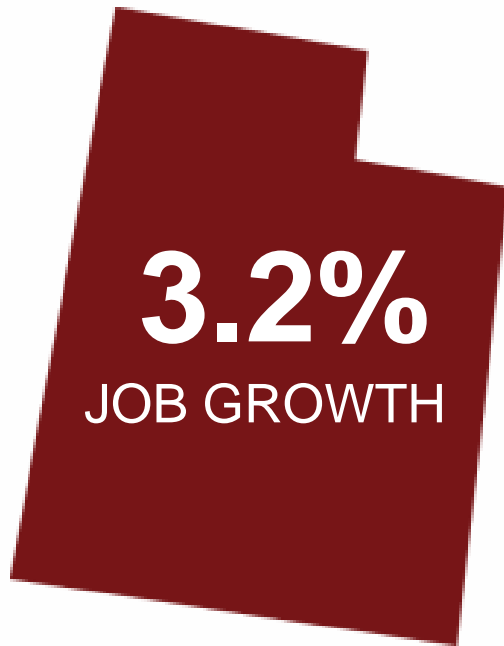
SALT LAKE INTERNATIONAL AIRPORT: BRIDGE TO THE WORLD



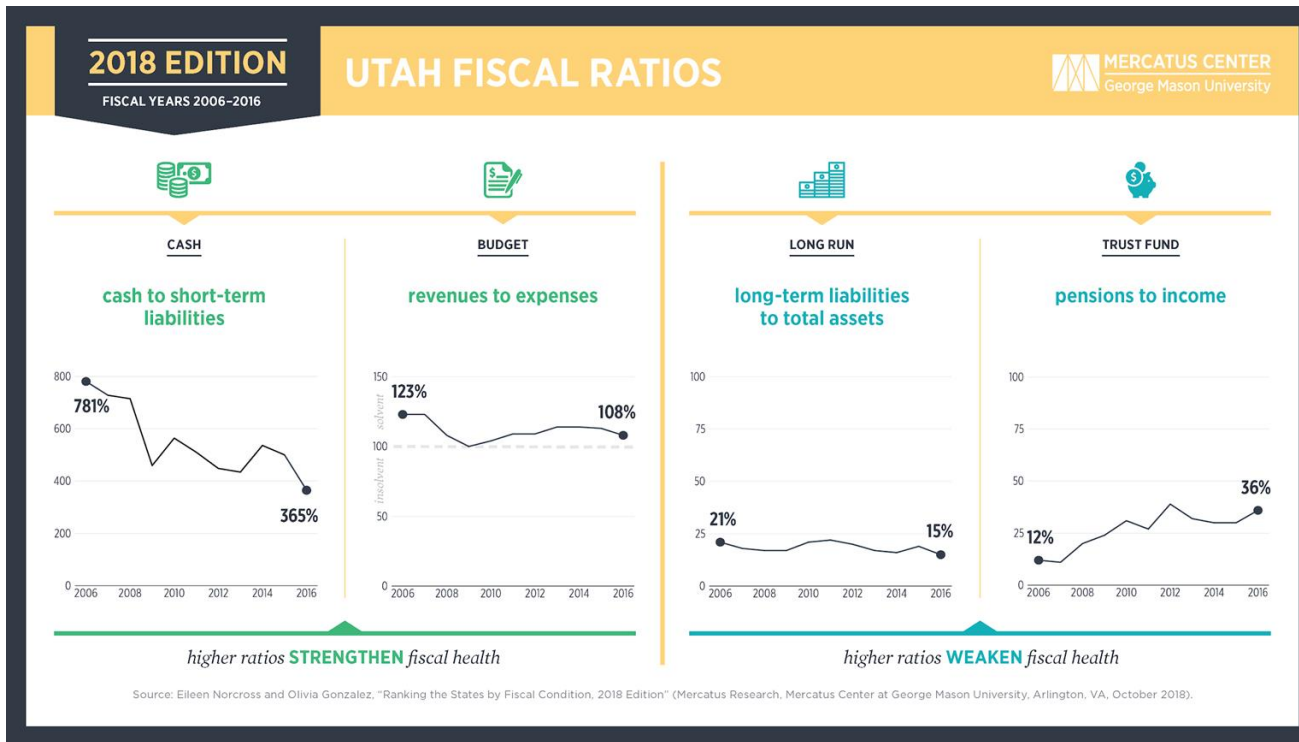
UTAH INLAND PORT



VIBRANT ECONOMY



Fiscally Conservative



Utah has maintained a AAA Bond Rating since the 1960s.

Competitive Cost of Living

<u>Metro</u>	<u>Equivalent Income</u>
San Francisco	\$80,000
Los Angeles	\$63,628
Seattle	\$63,628
Portland	\$58,730
Denver	\$49,705
Las Vegas	\$49,070
<u>Salt Lake City</u>	<u>\$43,718</u>

Youngest State



Median age = 31.0
7 years younger than national
median

Youngest state in
the nation since
recording began



32% of population is
19 or younger

32% of population is
19 or younger



One of the highest
labor force
participation rates
67.9% vs 63.3% national
average

Highly Educated



92% hold a high school degree +.
88% national average

35% hold a bachelors degree +.
33% national average



Colleges have combined **enrollment over 345k.**

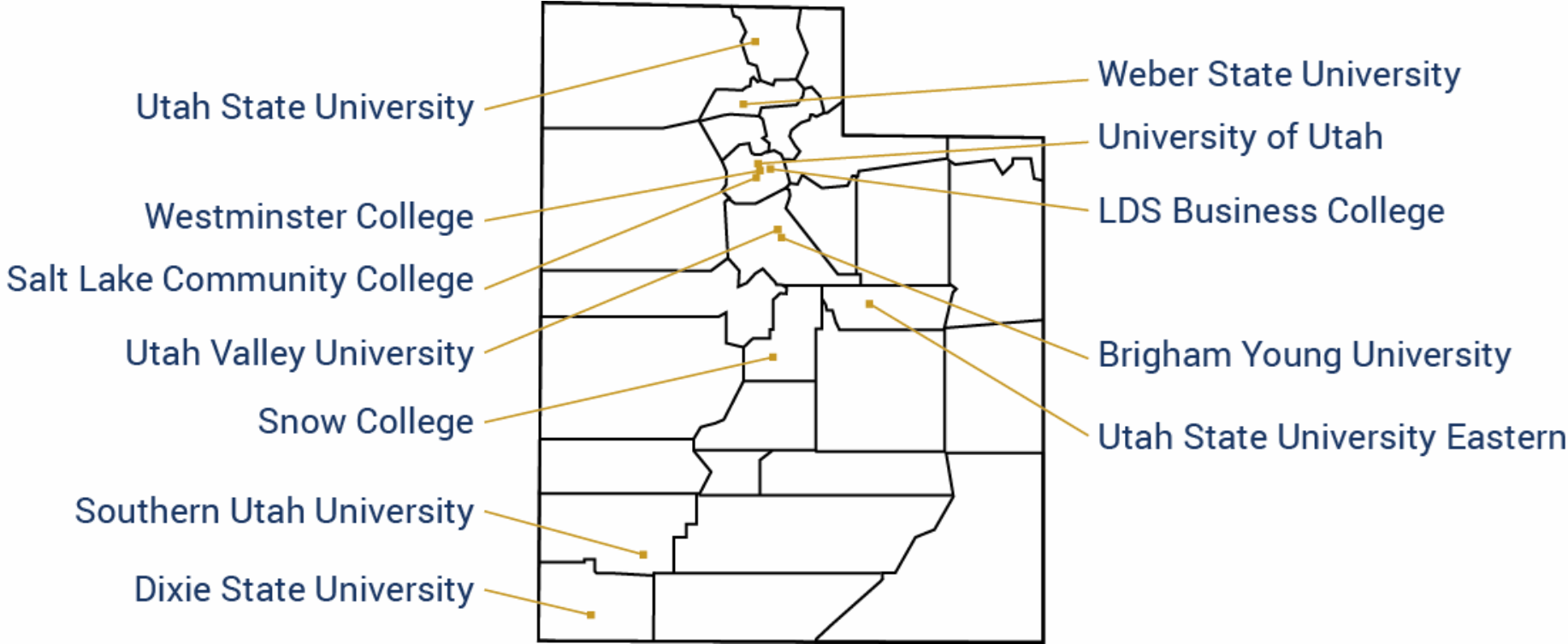


85k degrees awarded in the 2017-2018 academic year

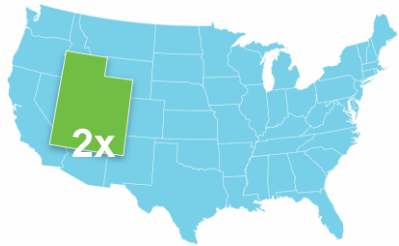


Over **120 languages** spoken at Utah universities
One-third of work-force speaks a second language.

HOME TO 24 HIGHER EDUCATION INSTITUTIONS



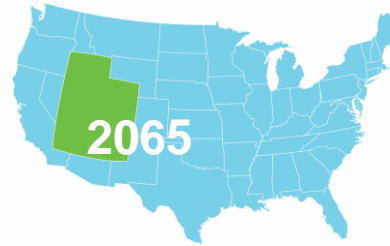
Fast Growing



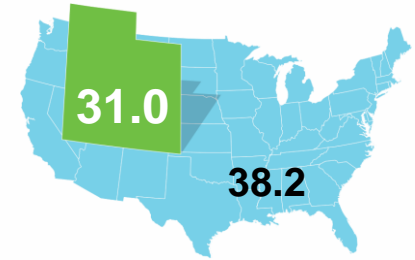
1.7% population growth in 2018
2x the national average



43% of growth came from net in-migration in 2018.
57% from natural increase

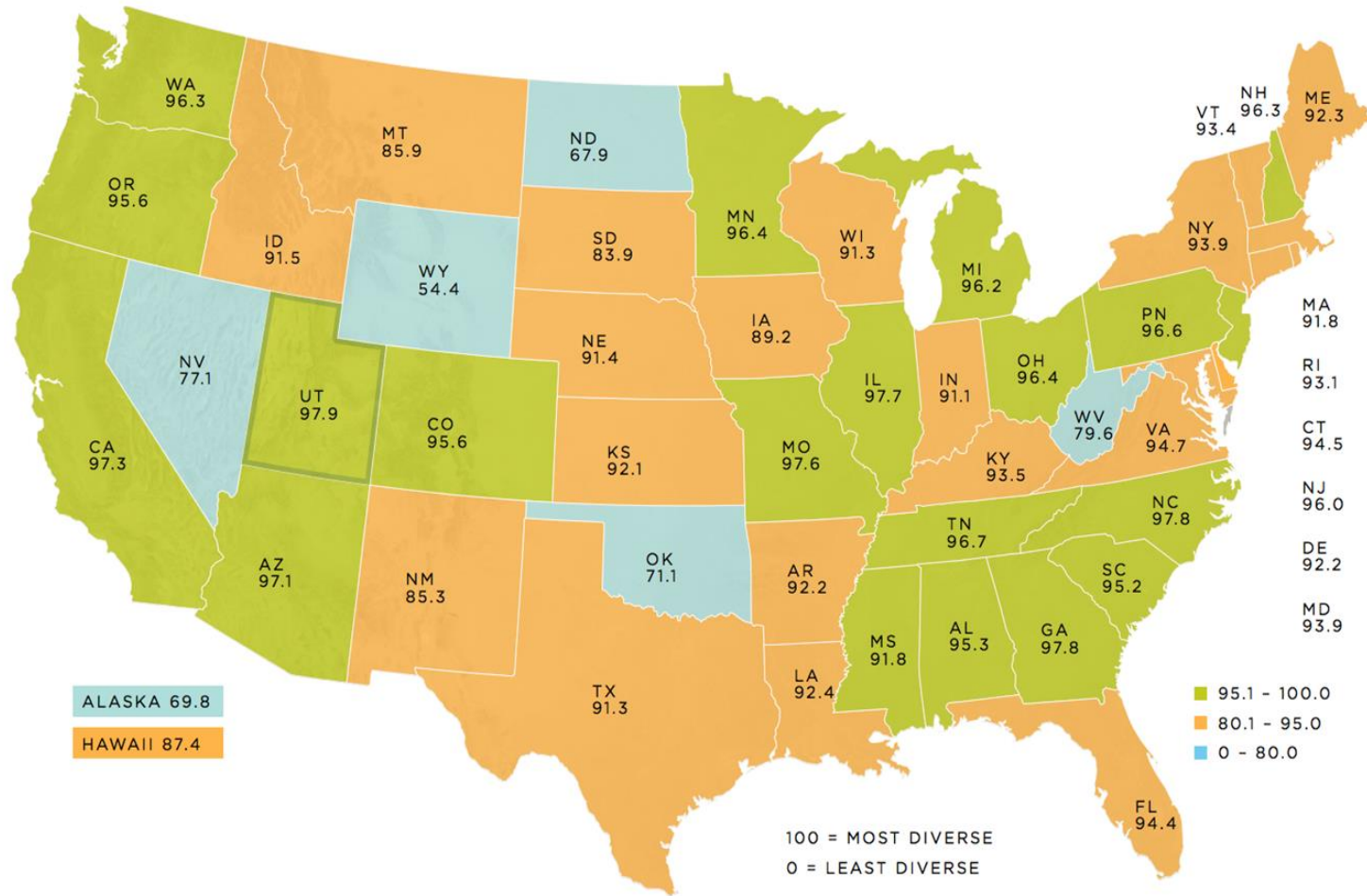


Population is forecasted to double by **2065**.



Median age in Utah is **31.0** vs. 38.2 national median

Economically Diverse



GLOBALLY MINDED

Utah ranks:

- No. 16 for exports as a percentage of GDP
- No. 6 for overall export growth



As of 2020:

- 3500+ companies in Utah export
- 87 percent are SMEs
- Trade Surplus of \$2.08 Billion (2019)

UTAH IS HOME TO LEADING BRANDS



Utah Business “Unicorns”



UTAH INCENTIVES

- State Tax Incentives (EDTIF)
- Local Property Tax Incentives
- Opportunity Zones
- Workforce Development
 - Talent Ready Utah
 - Custom Fit

UTAH IS FUN!



Technology



History of Silicon Slopes

1979

The founding of WordPerfect and Novell start the Utah Tech Scene

2009

Adobe acquires Omniture for \$1.8 Billion

2017

Inaugural Silicon Slopes Tech Summit

1968

Evans & Sutherland, the world's first computer graphics company is founded in Salt Lake City

1990

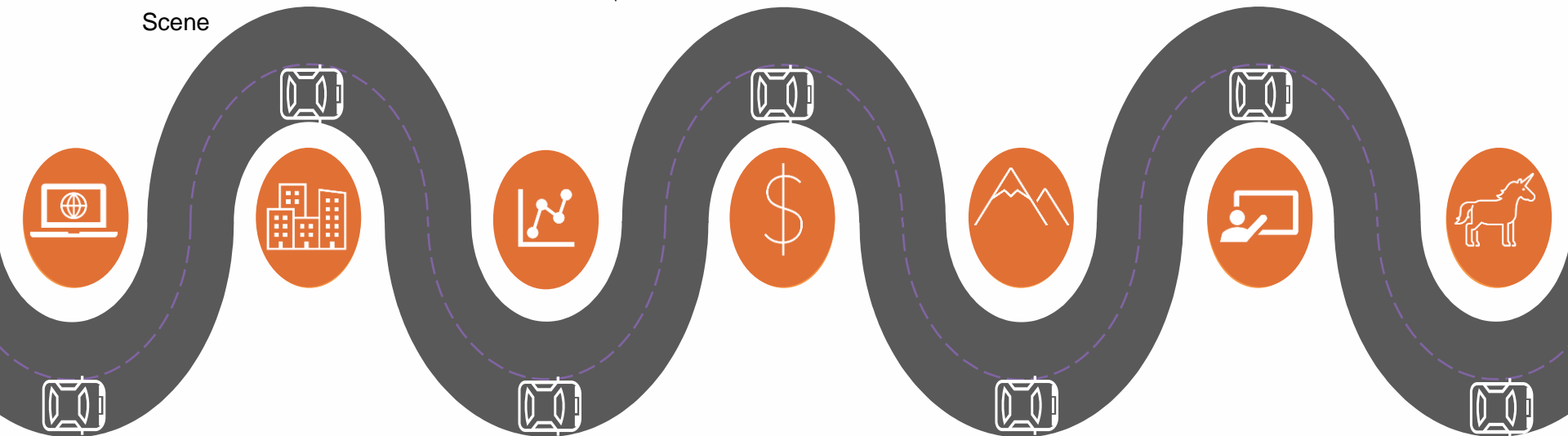
Second wave of tech begins with the founding of Omniture

2015

The Silicon Slopes organization is founded

2020

Utah is now home to 5 unicorns and 7,000+ tech companies



Sectors



Ed Tech

- Instructure (1000+)
- Pluralsight (1000+)
- Helix Education (175+)
- Quali (100+)
- ConexED (50+)



FinTech

- Progrexion (1000+)
- Acima Credit (500+)
- E-Trade (500+)
- SoFi (500+)
- Canopy (250+)
- Galileo (250+)
- DivvyPay (100+)
- PayPal (100+)



Health Tech

- Health Equity (5000+)
- Health Catalyst (500+)
- Orca Health (50+)
- Artemis Health (50+)
- Cortex (50+)



Enterprise Tech

- Adobe (2000+)
- Ancestry (2000+)
- Domo (2000+)
- eBay (2000+)
- Qualtrics (2000+)
- Entrata (1000+)
- InsideSales.com (500+)
- Microsoft (250+)
- Oracle (250+)

Venture Capital Community and Accelerators

Early Stage

Pelion Ventures – 157 Investments
Successes: Cloudflare, Riverbed, Fusion-in, Integral Ad Science, Elastica, Neighbor, Simple Citizen, MX

Epic Ventures – 139 investments
Successes: Health Joy, Magic Cube, Recursion Pharmaceuticals

Kickstart – 129 investments
Successes: Cotopaxi, Podium, Lucid, Chatbooks, Homie

Album VC – 89 investments
Successes: Podium, Weave, Divvy, Route

Accelerators

Boom Startup – 80 company portfolio
Current portfolio highlights: Pocketsuite, Hootsuite, Simple Citizen

RevRoad – 35 company portfolio
Current portfolio highlights: Mentorli, Hallo, Savorly

Beta Boom – 10 company portfolio
Current portfolio highlights: Pyramid Security, Venulist, Good Glucos

Utah Hidden Tech Assets

Silicon Slopes Tech Summit – An annual trade show with over 20,000 attendees, featuring leading minds in the tech industry as keynote speakers, breakout sessions, entertainment, and networking

University of Utah's Scientific Computing and Imaging Institute (SCI) – Solving computational problems in environment, energy, astronomy, and materials by performing cutting-edge collaborative image analysis, scientific computing, and visualization research

Entertainment and Arts Engineering – A unique academic experience that is ranked as one of the top game development programs in the world. Diverse faculty with expertise in every facet of game creation provide a technical grounding in mathematics and computational skills, core knowledge in the design and production of digital playable experiences, and specialization options.
Includes Therapeutic Games and Apps

Lassonde Institute - nationally ranked hub for student entrepreneurship provides opportunities for thousands of students to workshops, networking events, business-plan competitions, startup support, innovation programs, graduate seminars, scholarships, community outreach and more

Blockchain Innovators - Overstock, a Utah company, has a portfolio of investments via Zero and Medici Ventures in over 20 blockchain pilots/start ups. These are working on solutions as diverse as: Elections/voting, market data, equity securities, payments, property ownership, physical documents, digital wallet, and freelance services/projects

DARC (Design, Automation, Robotics, and Control) Lab - Focuses on design, automation, robotics and control for intelligent autonomous systems. Applications encompass micro- and nano-scale positioning systems, scanning probe microscopes, and robotics

Rollins Center for Entrepreneurship and Technology (BYU) - With perennial top-ten grad and undergrad programs, the Rollins Center for Entrepreneurship and Technology creates a supportive, nurturing environment for all Brigham Young University students interested in starting and growing businesses.

Aerospace & Advanced Manufacturing



Sectors



Aerospace, Defense, and UAS OEMS

- Northrup Grumman (5000+)
- L3 Communications (3000+)
- Boeing (1000+)
- BAE Systems (500+)
- Parker Aerospace (500+)
- Williams International (500+)
- Fortem Tech (50+)



Advanced Materials Suppliers

- Hexcel (1000+)
- Albany Aerostructures Composites (500+)
- Kihomac (250+)
- Janicki Industries (100+)
- Conductive Composites (100+)



Recreation

- ICON Health and Fitness (2500+)
- Lifetime Products (1800+)
- ENVE (300+)
- Black Diamond (100+)
- DPS Skis (50+)
- Drift Snowshoes (30+)
- Klymit (30+)



Medical Device Manufacturing

- Merit Medical Systems (3000+)
- Edwards Lifesciences (2000+)
- Becton Dickinson (2000+)
- Varex Imaging (2000+)
- Fresenius USA Manufacturing (2000+)
- Ultradent (2000+)
- Thermo Fisher Scientific (1000+)

TEAM UTAH: A community of economic development organizations here to help new companies succeed

Utah Advances Materials and Manufacturing Initiative (UAMMI): Public, private, community, industry and education partnership to assure growth and sustainability of Utah's advanced material and manufacturing industry

CONNEX Tool: UAMMI's supply chain database tool for the advanced manufacturing advanced materials industry in Utah. The tool contains in-depth information on nearly every advanced materials and manufacturing company in the state

Composites and Aerospace of Northern Utah (CANU): A collaborative economic development approach focused on growing Northern Utah's aerospace and advanced composites cluster

Utah Governor's Office of Economic Development (GOED):

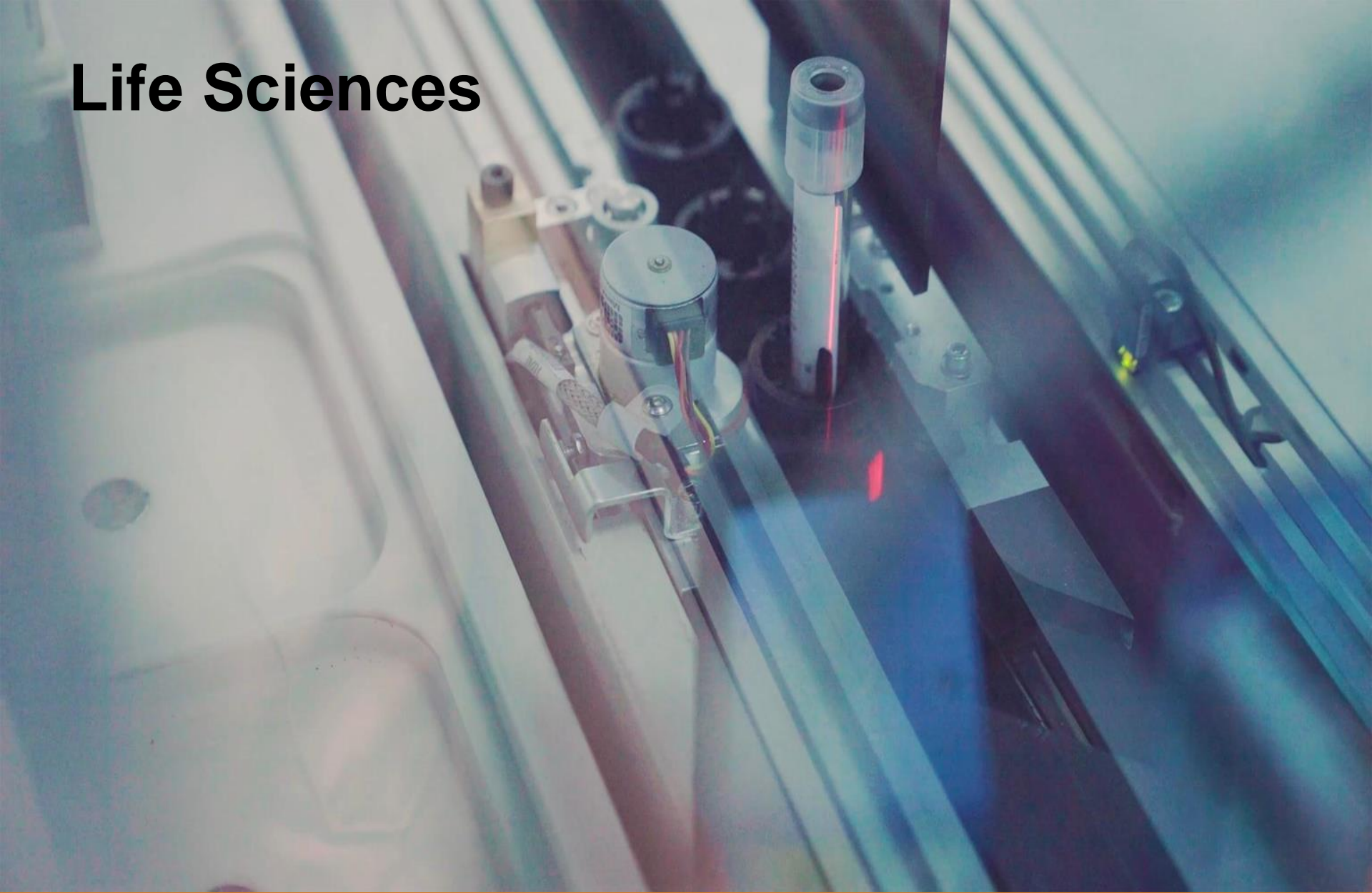
- Supports the aerospace, defense, and advanced manufacturing industry by helping create sustainable advantages by aligning business interests
- Assists innovators to win R&D dollars through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs

Economic Development Corporation of Utah (EDCU): Utah's lead organization working with state and local government and private industry to attract and grow competitive, high-value companies in Utah

World Trade Center UTAH: Utah's lead organization to promote international trade and investment for Utah

Hill Air Force Base Small Business Office: Maximize small business participation in Hill AFB procurements. Counsels contractors, manages outreach, tracks progress, and provides education to internal and external customers

Life Sciences



Sectors



Genetics & Personalized Medicine

- ARUP Laboratories (4000+)
- BioFire Diagnostics (2000+)
- Myriad Genetic Laboratories (1000+)
- Nelson Laboratories (1000+)



Medical Device Manufacturing

- Merit Medical Systems (3000+)
- Becton Dickinson (2000+)
- Fresenius USA Manufacturing (2000+)
- Thermo Fisher Scientific (1000+)



Health Tech

- Health Equity (5000+)
- Health Catalyst (500+)
- Orca Health (50+)
- Artemis Health (50+)
- Cortex (50+)

UTAH'S COLLEGE EDUCATION PROGRAM

Utah 4 Year Undergraduate Colleges Life Science Related Degrees



1. University of Utah

- 2000+ degrees per year



2. BYU

- 2000+ degrees per year



3. USU

- 400+ degrees per year



4. Weber State

- 300+ degrees per year

Talent Ready Utah

Medical Innovations Pathway: A program of work-based learning activity. From job shadows to externships, our pathways are designed to expose students to a working environment, build a network with employers and explore career opportunities

Medical Courses Offered: Device Manufacturing Track, Manufacturing Principles, BioManufacturing, Laboratory Track, Biotechnology

BioVentures: Executive training programs for medical device companies

InnovaBio: Provides a training environment for high school and college interns to learn about careers in Life Science and get experience working in a lab

Incubators and Accelerators

BioInnovations Gateway (BiG): BiG is an educational institution and workforce training facility that provides access to laboratories, machines, office space, and resources for high school students and entrepreneurs

Altitude Labs: Life Science focused accelerator/incubator with 40 companies

Atwood Innovation Plaza: St. George based incubator housing 5-10 Life Science focused companies

Center for Medical Innovation: The center creates a one-stop-shop environment that assists both the novice and experienced innovator through ideation, concept generation, intellectual property, market analysis, prototyping and testing, business plan development, and commercialization

Life Sciences Assets

BioUtah: a trade association serving the life science industry to enable success and advance innovation for life science companies in Utah and recently launched the BioHive initiative:

- **BioHive:** This new brand representing the industry is a collective of over 1,100 companies representing the life science & healthcare innovation ecosystem.

Batelle Technology Partnership Practice (TPP): TTP analyzes Utah's life science industry to identify gaps in the state's life science infrastructure and facilitate the development of strategies and actions

SLC Economic Development Initiative (Tech Lake City): a planned City effort to build more incubator, office, and wet lab space where startups can grow and scale with ease and further the development of innovative technologies in Utah

GOED Innovation Office: This program provides funding to public educational institutions to develop, implement or enhance educational programs that are responsive to regional and statewide industry needs

Point of the Mountain Land Authority: 700 acres of prison land is being redeveloped into innovation center focused on Life Sciences

Emerging Technology Talent Initiative(SB 96): 95 million earmarked for institutions of higher learning for custom programs working with industries such as Life Sciences

CONTACT US TO CONTINUE THE DISCUSSION

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