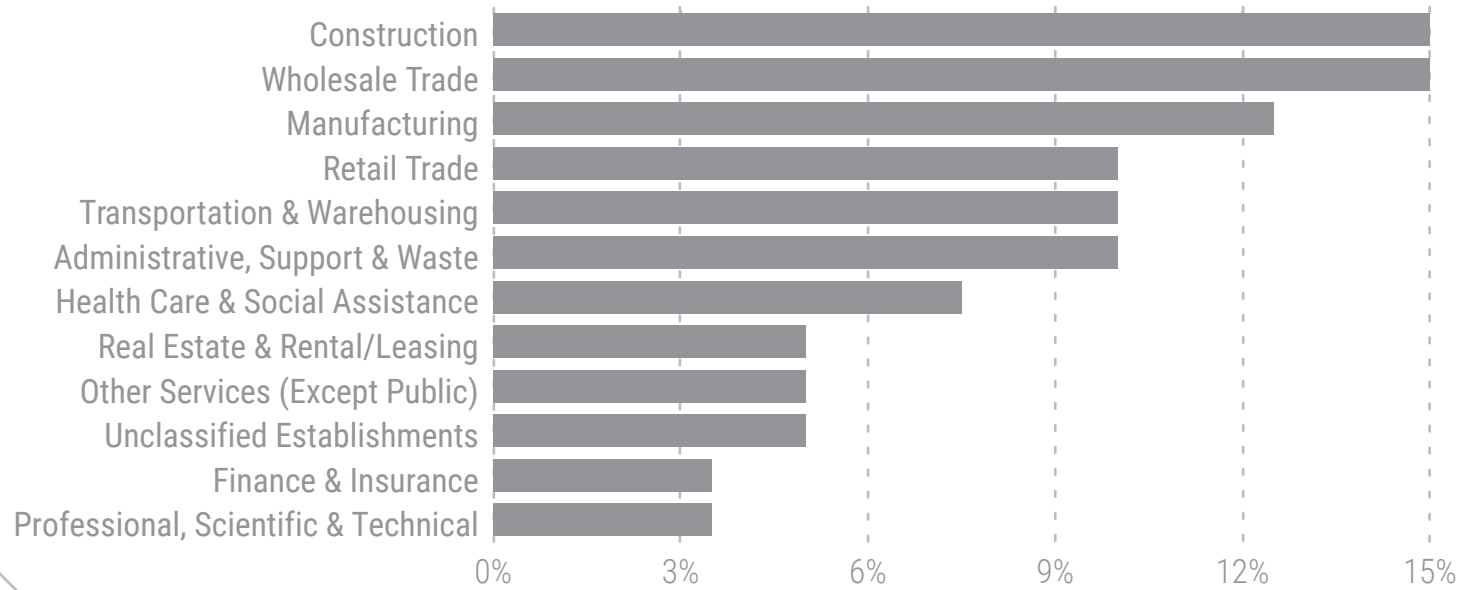


PERCENT OF INDUSTRIES REPRESENTED



INTERVIEW HIGHLIGHTS

“Utah Manufacturer’s Association meets our primary need for representation up on the Hill and for lobbying purposes. They do a great job helping navigate challenges and making sure we are reporting on exactly what we need to be reporting on.”

“We have to get more reliable contractors that we work for who pay us in a timely manner. We are usually the subcontractor of a subcontractor of another subcontractor. Some of our pay draws are 120 days out. So it helps to ensure that those we are working with are getting payments to us in a timely manner.”

“We just have to continue to produce, we need employees, we need training programs to have people capable of running the equipment. The market has to continue to grow, we need as little regulation as possible or at least regulations need to stay consistent. This wasn’t a factor in choosing this area, but a big factor was the new market tax credits. Tax credits will be a big play on how we continue and how we locate our next facility. Those new market tax credits helped us be able to do improvements and offset costs of opening a new facility and were instrumental in getting low cost financing.”

“If there was a greater emphasis in schools around technical careers, that would make a difference in recruiting people for us. Right now, that line of work is not encouraged.”

“Banks and credit unions need to work better with their Hispanic customers. They don’t get a lot of opportunities to get credit/loans, so they will work very hard to make sure they pay it back and keep their good standing.”

“The County is way more responsive to large businesses than to small ones and all we are looking for is an equal playing field.”

*All remarks were gathered from business decision-makers in your municipality

Salt Lake County

METRO SOLUTIONS

WEST VALLEY
BUSINESS OUTREACH REPORT



84104 | 84118
84119 | 84120 | 84128

Businesses interviewed in the following ZIP codes

OF BUSINESSES INTERVIEWED:

Annual revenues from \$0 to \$80,000,000
Median annual revenue: \$900,000

63%

Are family owned

33%

Are members of a chamber, guild, or business association

Top cited benefits of these memberships:

1. Networking
2. Education
3. Advocacy
4. Discounts

26%

Of decision-makers interviewed were female

25%

Have more than 50% of workforce comprised of women

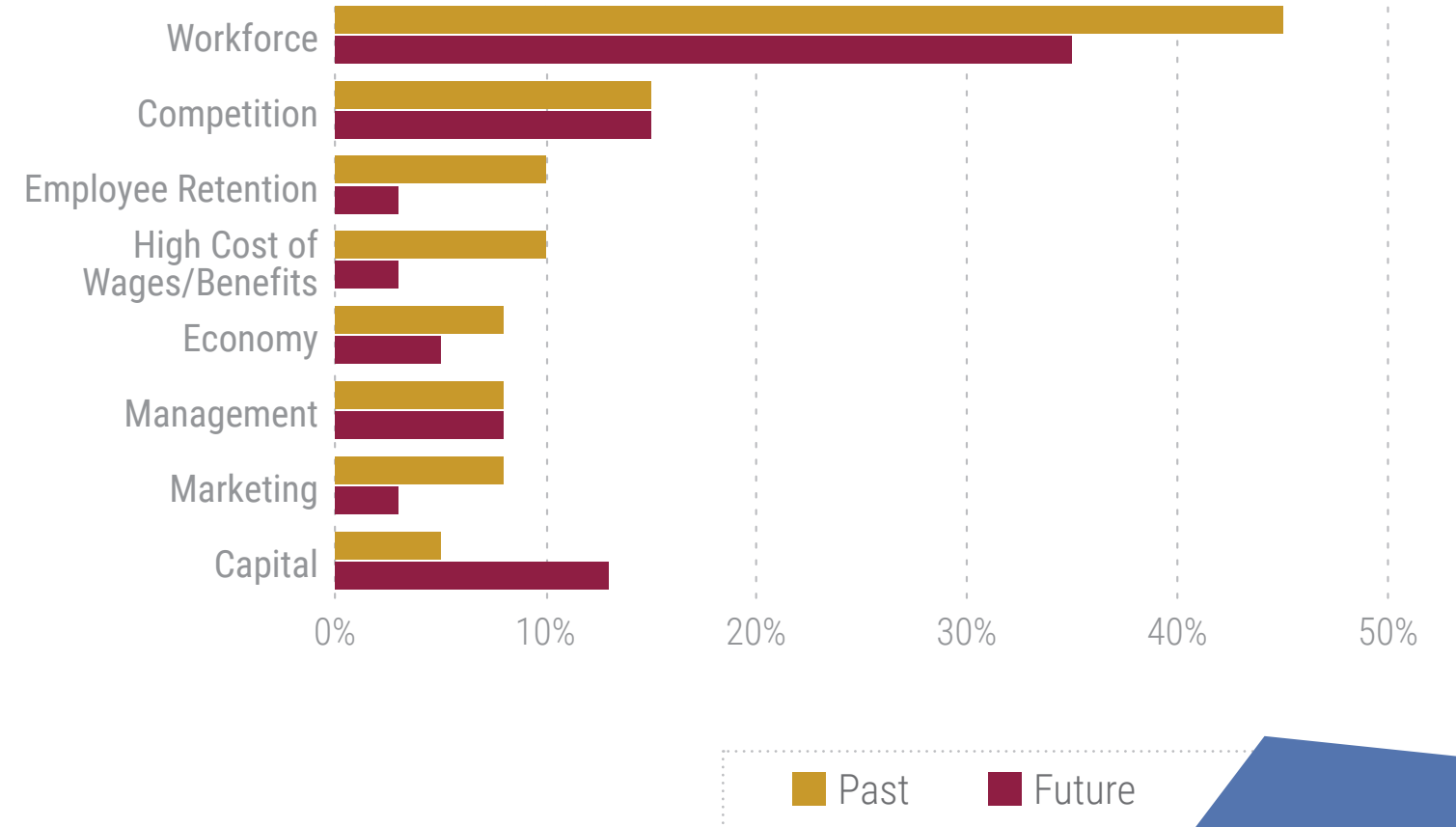
30%

Export to foreign markets

*Interview data shows when women are in decision-making roles within a business, more women are employed by that business

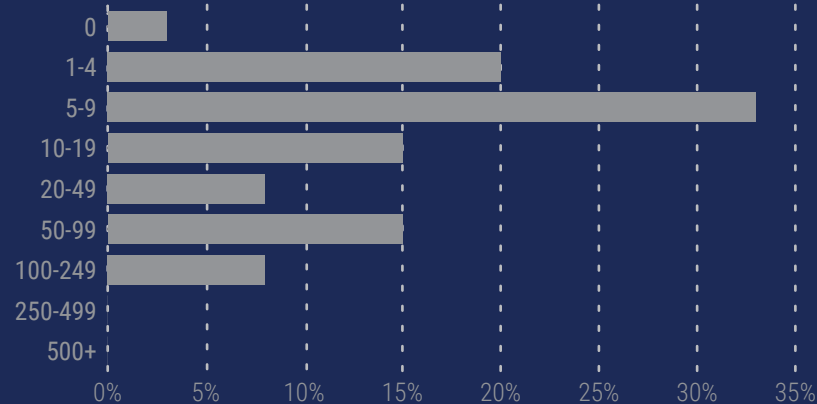
TOP BUSINESS CHALLENGES PAST AND FUTURE

(Percent of Businesses Citing Challenge)

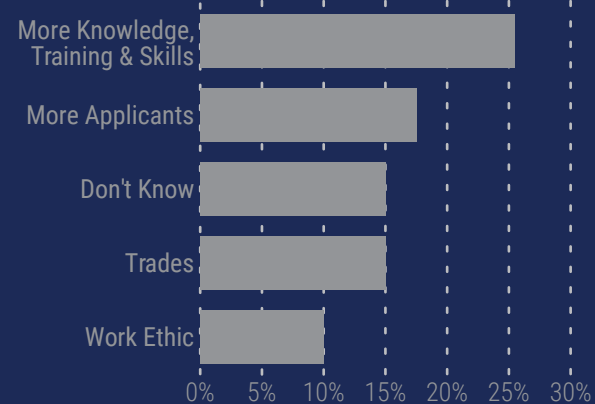


EMPLOYEES & WORKFORCE

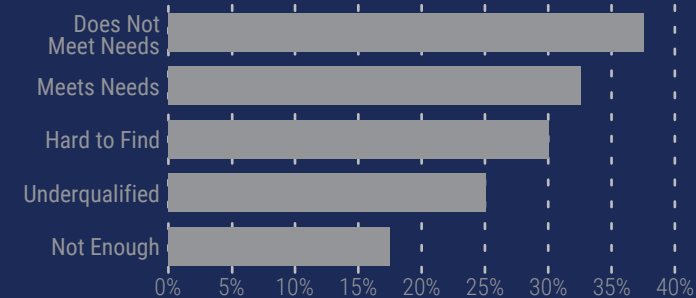
Businesses Interviewed by Employee Count



How could the local workforce better meet your needs?



How does the local workforce fit your company's talent needs?



What challenges do you experience in meeting your workforce needs?

