UTAH INFORMED

VISUAL INTELLECTION FOR 2018

DAVID ECCLES SCHOOL OF BUSINESS
In Partnership with the Salt Lake Chamber
We are an honest broker of informed research that guides informed discussions and leads to informed decisions™
During a trade mission to Israel in September 2017, Utah Gov. Gary Herbert shared with Prime Minister Benjamin Netanyahu a striking bronze statue of the Mormon pioneers on their trek west. Netanyahu reportedly studied the statue with sincerity and interest and then said, “They must have been hardworking, tough people.”

The phrase captures so much of what it means to live and work in Utah. Utahns are industrious people who seize opportunities, face challenges and persevere. We don’t back away from trials and we always work hard.

In this, the third edition of Utah Informed, we show the fruits of this hard work and the challenges that remain. The tables, charts, ideas, and schematics force the viewer to consider a compelling trend, an innovative idea or an aspirational thought. We call it “visual intellection” because the information both inspires and causes discomfort. We want to make you think.

This year, many businesses and individuals have joined the Kem C. Gardner Policy Institute as “Partners in the Community.” These partners help fund the public purpose research of the institute so we can help Utah prosper. Our goal is to be honest brokers of informed research, that guides informed discussions, and leads to INFORMED DECISIONS™.

We hope this edition of Utah Informed will help you make wise decisions in 2018.

Natalie Gochnour
Associate Dean,
David Eccles School of Business
Director, Kem C. Gardner Policy Institute

Taylor Randall
Dean, David Eccles School of Business

Lane Beattie
President & CEO, Salt Lake Chamber
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Shedding Light

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2017 discoveries

- **Dinosaur** – The largest-known dinosaur footprint, which is over 130 million years old and five and three-quarters feet long, was found in western Australia.

- **Homo sapiens** – The oldest-known Homo sapiens bones were found in Morocco and are 300,000 years old, over 100,000 years older than the previous oldest.

- **USS Indianapolis** – The wreckage of the USS Indianapolis, a US Navy cruiser, was discovered after having been sunk in 1945.

- **Viking women** – DNA evidence was discovered which proved that Viking women had been warriors at least 1,000 years ago.

- **Icebergs** – A 2,240 square mile iceberg – roughly the size of Utah County – broke off the Larsen Ice Shelf, Antarctica.

- **Pistol shrimp** – A new type of pistol shrimp was discovered near Panama which uses a claw to make such loud noises that surrounding fish can be stunned or even killed. The discoverers named it Synalpheus pinkfloydi, after Pink Floyd, for its volume intensity and deafeningly loud pink claw.

- **Monster bird** – A penguin fossil belonging to a 6 foot and 220 pound bird was found in New Zealand. The extinct species was named Kumimanu bicaeae – “Monster Bird” in Maori.

- **Hospitable planet** – A nearly Earth-sized and possibly hospitable planet was discovered only 11 light-years away orbiting a red star.

- **Paralysis cure?** – A system which attaches to the brain and transmits intentions to parts of the body could counteract paralysis.

- **Pig-nosed frog** – A new mountain-dwelling purple pig-nosed frog was discovered in India. It spends most of its life underground, only surfacing to mate during rainstorms.

- **Egyptian tombs** – Two new Egyptian tombs were discovered and excavated which date around 3,400 years old.

- **Aztec sports** – A 500-year old Aztec ball court was uncovered by archaeologists and is complete with a game area and spectator seating.

- **Cosmic storm** – Jupiter’s Great Red Spot – a 350 year-old storm – has increased in size to one-and-a-half times the size of Earth this year after shrinking the past 15 years.

- **Faux wombs** – A faux womb has been invented which helps lambs develop after very premature birth and will likely be used on humans in the near future.

- **Hidden void** – Inside the Great Pyramid of Giza, a 100-foot long hidden void was discovered using muon radiography. It is unknown what it contains or how to access it.

- **Living planets** – A system of seven Earth-size planets orbiting an ultra-cool dwarf was discovered. NASA believes at least three but likely more contain water and possible life.

- **Ancient tools** – The ancient port of Corinth is being excavated to reveal a peek into the Corinthian trade, complete with 2,000-year-old pottery, wooden spoons, pulleys, and other tools.

Source: Compiled from public sources by the Kem C. Gardner Institute
Words and phrases to know in 2018

**cat-a-lyze** \ˈka-tə-, līz\ to bring about, inspire: The Utah State Prison relocation opens land that can be used to **catalyze** the growth of the entire area.

**ci·vil·i·ty** \ˈsē-ˈvi-lə-tē\ ability to disagree productively with others, respecting their sincerity and decency: Utahns value **civility** in the public square.

**cour·age** \ˈkər-ij\ mental or moral strength to venture, persevere, and withstand danger, fear, or difficulty: She had the **courage** to speak truth to power.

**dil·i·gence** \ˈdi-lə-jən(t)s\ steady, earnest, and energetic effort: The Federal Reserve continues to demonstrate **diligence** in normalizing interest rates.

**dis·ci·pline** \ˈdi-sə-plən\ orderly or prescribed conduct or pattern of behavior: Fiscal **discipline** remains an important priority to many congressmen and senators.

**eight straight** \ˈātˈstrāt\ an 8-game rivalry winning streak: Most agree that **eight straight** is a 2018 inevitable in the Utah-BYU matchup.

**grit** \ˈgrit\ firmness of mind or spirit; unyielding courage in the face of hardship or danger: The first responders showed their **grit** in rescuing concert goers on the Vegas strip.

**in-teg·ri·ty** \in-ˈte-grə-tē\ the quality of being honest: Utahns value **integrity** in their elected officials.

**light** \ˈlīt\ something that makes vision possible: The Kem C. Gardner Policy Institute sheds **light** for Utah decision makers, not heat.

**pub·lic vir·tue** \ˈpə-blik ˈvər(-),chü\ a desire to achieve the common good: Lt. Gov. Spencer Cox, Speaker Greg Hughes, Mayor McAdams and Mayor Biskupski applied **public virtue** in addressing homeless services.

**re·sil·ience** \ri-ˈzil-yən(t)s\ an ability to recover from or adjust to misfortune or change: The eleven rural Utah counties that have lost jobs since 2007 continue to show economic **resilience** because of the hardworking people.
Who will host the 2026 and 2030 Olympic Winter Games?

- Calgary, Canada
- Sion, Switzerland
- Sapporo, Japan
- Reno-Tahoe
- Denver
- Salt Lake City

Source: Utah Olympic Legacy Foundation
Signs of our times

Top US Google searches in 2017

<table>
<thead>
<tr>
<th>Searches</th>
<th>People</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Hurricane Irma</td>
<td>1) Matt Lauer</td>
</tr>
<tr>
<td>2) Matt Lauer</td>
<td>2) Meghan Markle</td>
</tr>
<tr>
<td>3) Tom Petty</td>
<td>3) Harvey Weinstein</td>
</tr>
<tr>
<td>4) Super Bowl</td>
<td>4) Michael Flynn</td>
</tr>
<tr>
<td>5) Las Vegas shooting</td>
<td>5) Kevin Spacey</td>
</tr>
<tr>
<td>6) Mayweather vs McGregor fight</td>
<td>6) Bill O'Reilly</td>
</tr>
<tr>
<td>7) Solar eclipse</td>
<td>7) Melania Trump</td>
</tr>
<tr>
<td>8) Hurricane Harvey</td>
<td>8) Kathy Griffin</td>
</tr>
<tr>
<td>9) Aaron Hernandez</td>
<td>9) Milo Yiannopoulos</td>
</tr>
<tr>
<td>10) Fidget Spinner</td>
<td>10) Gal Gadot</td>
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</table>

<table>
<thead>
<tr>
<th>What is...</th>
<th>News</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) What is DACA?</td>
<td>1) Hurricane Irma</td>
</tr>
<tr>
<td>2) What is Bitcoin?</td>
<td>2) Las Vegas shooting</td>
</tr>
<tr>
<td>3) What is a solar eclipse?</td>
<td>3) Solar Eclipse</td>
</tr>
<tr>
<td>4) What is ANTIFA?</td>
<td>4) Hurricane Harvey</td>
</tr>
<tr>
<td>5) What is net neutrality?</td>
<td>5) Bitcoin Price</td>
</tr>
<tr>
<td>6) What is covfefe?</td>
<td>6) North Korea</td>
</tr>
<tr>
<td>7) What is the antikythera mechanism?</td>
<td>7) Hurricane Jose</td>
</tr>
<tr>
<td>8) What is a fidget spinner?</td>
<td>8) Hurricane Maria</td>
</tr>
<tr>
<td>9) What is the Paris Climate Agreement?</td>
<td>9) April the Giraffe</td>
</tr>
<tr>
<td>10) What is a hurricane?</td>
<td>10) DACA</td>
</tr>
</tbody>
</table>

Source: Google
Firearm-related deaths on the rise

Death rates for firearm-related injuries in the United States
Deaths per 100,000 resident population, all ages, age-adjusted

Source: Centers for Disease Control and Prevention National Center for Health Statistics Health, United States, 2016 Report and Mortality Dashboard
Pew survey suggests many Americans believe reports of sexual misconduct reflect societal problems

Percent of Americans who say recent allegations of sexual harrassment and assault are:

- Mainly incidents of individual misconduct
- Mainly reflective of widespread problems in society

<table>
<thead>
<tr>
<th>Category</th>
<th>Men</th>
<th>Women</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gender</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Men</td>
<td>34%</td>
<td></td>
<td>60%</td>
</tr>
<tr>
<td>Women</td>
<td>22%</td>
<td></td>
<td>71%</td>
</tr>
<tr>
<td>Dem/Lean Dem</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rep/Lean Rep</td>
<td>34%</td>
<td></td>
<td>61%</td>
</tr>
<tr>
<td>Dem/Lean Dem</td>
<td>25%</td>
<td></td>
<td>70%</td>
</tr>
<tr>
<td>College grad +</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>College grad +</td>
<td>19%</td>
<td></td>
<td>77%</td>
</tr>
<tr>
<td>Some college</td>
<td>33%</td>
<td></td>
<td>63%</td>
</tr>
<tr>
<td>HS or less</td>
<td>31%</td>
<td></td>
<td>60%</td>
</tr>
<tr>
<td>Political Affiliation</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: Don't know responses not shown.
Source: Pew Research Center Survey of U.S. adults conducted November 29 - December 4, 2017
“While America’s military strength is important, let me add here that I’ve always maintained that the struggle now going on for the world will never be decided by bombs or rockets, by armies or military might. The real crisis we face today is a spiritual one; at root, it is a test of moral will and faith.”

Ronald Reagan
State economies continue to expand, mostly

Business cycle status, end of 2017

Source: Moody’s Analytics
Synchronized global expansion

Business cycle status, end of 2017

Source: Moody’s Analytics
Come May, US economic expansion second longest ever

Duration of US economic expansions
(Average annual job growth rate)

<table>
<thead>
<tr>
<th>Expansion Start Date</th>
<th>Duration (Months)</th>
<th>Average Annual Job Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 1945</td>
<td>37 months (5.1%)</td>
<td></td>
</tr>
<tr>
<td>October 1949</td>
<td>45 months (4.3%)</td>
<td></td>
</tr>
<tr>
<td>May 1954</td>
<td>39 months (2.5%)</td>
<td></td>
</tr>
<tr>
<td>April 1958</td>
<td>24 months (3.6%)</td>
<td></td>
</tr>
<tr>
<td>February 1961</td>
<td>106 months (3.2%)</td>
<td></td>
</tr>
<tr>
<td>November 1970</td>
<td>36 months (3.4%)</td>
<td></td>
</tr>
<tr>
<td>March 1975</td>
<td>58 months (3.5%)</td>
<td></td>
</tr>
<tr>
<td>December 1982</td>
<td>92 months (2.8%)</td>
<td></td>
</tr>
<tr>
<td>March 1991</td>
<td>120 months (2.0%)</td>
<td></td>
</tr>
<tr>
<td>November 2001</td>
<td>73 months (0.9%)</td>
<td></td>
</tr>
<tr>
<td>July 2009</td>
<td>102 months as of Jan. 2018 (1.4%)</td>
<td></td>
</tr>
</tbody>
</table>

Economists and their crystal balls...

Odds of a US recession in next 12 months

Source: Wall Street Journal Economic Forecasting Survey
Normalizing monetary policy, finally

Federal funds target rate and selected interest rates

Source: IHS Global Insight
Government fiscal policy had minimal impacts on the US economy in 2017

Hutchin’s Center Fiscal Impact Measure
Combined effect of federal, state and local spending and tax policies on US GDP growth

Source: Brookings Institution Hutchin’s Center Fiscal Impact Measure Q3 2017 Update
US corporate tax rate an outlier

Top corporate income tax rates, 2017
Arranged by GDP

Note: Combined national and subnational rates.
Source: KPMG Corporate Tax Rate Table and Congressional Budget Office International Comparisons of Corporate Income Tax Rates report
“Despite positive trends in the economy, there are headwinds. Rising business costs, a tight labor supply, and a shortage of housing are creating growth challenges. The consensus forecast of state economists predicts moderating – but still healthy – job and wage growth, low unemployment, and continuing net in-migration.”

Natalie Gochnour

Source: Utah Business Magazine, October 26, 2017
Utah nearly two years ahead of nation in expansion

Index of Utah and United States employment
100 = December 2007 pre-recession peak employment

Note: Y-axis does not start at zero.
Recent job growth postings dip below historical average

Deviation of Utah employment growth rate from historical average

Note: The long-term average annual employment growth rate since 1960 is 3.1%.
As we’d expect…

Index of Utah public and private sector employment
100 = Average monthly employment in 1997

Note: Y-axis does not start at zero.
Demographics, economics, and changing labor force participation

Labor force participation rates
Percent of the population aged 16 and over in the labor force

Note: Y-axis does not start at zero.
Source: U.S. Bureau of Labor Statistics (BLS) Geographic Profile of Employment and Unemployment
Change in Utah labor force participation rates, 1997-2017
By selected working-age groups

*Statistically different from zero.
“…The future of this country is not going to be found in protecting jobs that are long gone or in catering to the fears of aging whites. There is a raging need for a movement that embraces economic dynamism, global engagement and social support — that is part Milton Friedman on economic policy, Ronald Reagan on foreign policy and Franklin Roosevelt on welfare policy.”

David Brooks
## Concentration of occupations in Utah

### Occupations with top location quotients
State of Utah and its metropolitan statistical areas

<table>
<thead>
<tr>
<th>Location</th>
<th>Occupation</th>
<th>Location Quotient</th>
</tr>
</thead>
<tbody>
<tr>
<td>State of Utah</td>
<td>Forest and Conservation Technicians</td>
<td>4.6</td>
</tr>
<tr>
<td></td>
<td>Roof Bolters, Mining</td>
<td>4.7</td>
</tr>
<tr>
<td></td>
<td>Audio-Visual and Multimedia Collections Specialists</td>
<td>4.9</td>
</tr>
<tr>
<td>Logan</td>
<td>Shoe and Leather Workers and Repairers</td>
<td>23.8</td>
</tr>
<tr>
<td></td>
<td>Food Batchmakers</td>
<td>10.8</td>
</tr>
<tr>
<td></td>
<td>Helpers--Painters, Paperhangers, Plasterers, and Stucco Masons</td>
<td>9.1</td>
</tr>
<tr>
<td>Ogden-Clearfield</td>
<td>Tax Examiners and Collectors, and Revenue Agents</td>
<td>17.4</td>
</tr>
<tr>
<td></td>
<td>Computer and Information Research Scientists</td>
<td>8.0</td>
</tr>
<tr>
<td></td>
<td>Tapers</td>
<td>6.9</td>
</tr>
<tr>
<td>Provo-Orem</td>
<td>Umpires, Referees, and Other Sports Officials</td>
<td>13.6</td>
</tr>
<tr>
<td></td>
<td>Audio-Visual and Multimedia Collections Specialists</td>
<td>7.7</td>
</tr>
<tr>
<td></td>
<td>Foundry Mold and Coremakers</td>
<td>6.6</td>
</tr>
<tr>
<td>Salt Lake City</td>
<td>Reservation and Transportation Ticket Agents and Travel Clerks</td>
<td>8.7</td>
</tr>
<tr>
<td></td>
<td>Metal-Refining Furnace Operators and Tenders</td>
<td>6.8</td>
</tr>
<tr>
<td></td>
<td>Mining and Geological Engineers, Including Mining Safety Engineers</td>
<td>6.3</td>
</tr>
<tr>
<td>St. George</td>
<td>Audio-Visual and Multimedia Collections Specialists</td>
<td>9.8</td>
</tr>
<tr>
<td></td>
<td>Residential Advisors</td>
<td>8.2</td>
</tr>
<tr>
<td></td>
<td>Tour Guides and Escorts</td>
<td>7.3</td>
</tr>
</tbody>
</table>

Note: Location quotients (LQs) measure a region’s occupational concentration relative the nation. For example, with an LQ of 4.6, Forest and Conservation Technicians are more than 4 times more concentrated in Utah than nationally.

Less than a quarter of Utah’s doctors are women

Active female physicians as a percent of all active physicians, 2016
United States = 34.6%

Source: American Medical Association 2017 State Physician Workforce Data Report
Unemployment and underemployment shrinking

Alternative measures of unemployment and labor underutilization
Percent of labor force, 4-quarter moving average

Utah’s population with disabilities and the labor force

Labor force statistics for Utah’s population with disabilities, 2016

Population with Disabilities: Ages 18-64

159,024

Labor Force Statistics

74,767 8,841 83,608
Employed Unemployed in Labor Force

10.6% 52.6%
Jobless Rate Labor Force Participation Rate

75,416
Not in Labor Force

Source: Utah Department of Workforce Services
The rise of the self-employed

Proprietor jobs per 100 wage and salary jobs in Utah
1970s average = 16.1, 2010 -2016 average = 30.8

Note: Proprietors include sole proprietorships, partnerships, and tax-exempt cooperatives.
“This story of a tale of two Utahs has emerged, where economic growth in our state’s urban areas has caused our state economy to range among the very best economies in the nation, all while there are many rural economies in our state that are actually experiencing decline. Policies that can alleviate this trend include encouraging greater economic diversity and then also cultivating and leveraging existing comparative advantage in rural agriculture, energy, manufacturing, and tourism markets.”

Juliette Tennert

Source: “Utah’s Long-Term Demographic and Economic Projections” Video, produced by the Kem C. Gardner Policy Institute, Nov. 16, 2017
The tale of two Utahs

Job growth and decline in Utah’s counties
Change in employment since 2007 peak, Q4 2007 - Q4 2016

- More jobs than 2007
- Less jobs than 2007

The looming question

Handwritten note shared by a rural Utah legislator with the Gardner Policy Institute Director

Every year this question looms larger.

How do we effectively spread economic growth and development beyond the Wasatch Front?
Per capita income growth fastest in the nation

Annual change in per capita personal income
United States = 2.1%

Benefit growth outpaced wage growth during the first half of the current expansion.

Annual change in US Employment Cost Index

A seller’s market

Median cumulative days on market
Single-family home listings in Wasatch Front counties

Source: UtahRealEstate.com
How high can they go?

Median sales price for existing single-family homes

Source: Moody’s Analytics
Does Utah have a housing shortage?

New housing units and households in Utah

Note: 2017 data are estimated.
Source: Kem C. Gardner Policy Institute Population Projections and Ivory Boyer Construction Database
Agriculture is Utah’s largest user of diverted water

Distribution of diverted water in Utah
Acre feet per year

Source: Governor’s Office of Management and Budget
Utah ranks 7th in solar energy generation

States’ contribution to nation’s total solar thermal and photovoltaic net electric power generation, 2017

Note: 2017 data represents activity through September, 2017.
Utah closes in on US renewable average

Portion of Utah net electric power generation that is from renewable sources, excluding conventional hydroelectric

The economic footprint of Utah’s defense industry

Total economic impacts of the defense industry in Utah, 2015

- $9.2B GDP
  - 6.2% of UT
- $6.4B Earnings
  - 7.1% of UT
- 109,000 Jobs
  - 5.8% of UT

Source: Kem C. Gardner Policy Institute
Utah on the map for venture capital

Venture capital deals per $1 million of state GDP
Year-to-date activity through Q3 2017

Salt Lake makes Moody’s’ Amazon HQ2 location top 10

Moody’s scoring of ideal metro location for next Amazon headquarters

<table>
<thead>
<tr>
<th>Metro</th>
<th>Average Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austin-Round Rock, TX</td>
<td>3.1</td>
</tr>
<tr>
<td>Atlanta-Sandy Springs-Roswell, GA</td>
<td>3.1</td>
</tr>
<tr>
<td>Philadelphia, PA</td>
<td>3.1</td>
</tr>
<tr>
<td>Rochester, NY</td>
<td>3.0</td>
</tr>
<tr>
<td>Pittsburgh, PA</td>
<td>3.0</td>
</tr>
<tr>
<td>New York-Jersey City-White Plains, NY-NJ</td>
<td>3.0</td>
</tr>
<tr>
<td>Miami-Miami Beach-Kendall, FL</td>
<td>2.9</td>
</tr>
<tr>
<td>Seattle-Bellevue-Everett, WA</td>
<td>2.9</td>
</tr>
<tr>
<td>Portland-Vancouver-Hillsboro, OR-WA</td>
<td>2.9</td>
</tr>
<tr>
<td>Boston, MA</td>
<td>2.9</td>
</tr>
<tr>
<td>Salt Lake City, UT</td>
<td>2.9</td>
</tr>
<tr>
<td>Cambridge-Newton-Framingham, MA</td>
<td>2.9</td>
</tr>
</tbody>
</table>

Note: Score is based on assessments of business environment, human capital, cost, quality of life, transportation, and geography. A perfect score would be 5. Source: Moody’s Analytics
Utah has the lowest workers’ compensation premium rates in the west

**Workers’ compensation premium rates, 2016**
Percent of payroll

<table>
<thead>
<tr>
<th>State</th>
<th>Premium Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>3.24%</td>
</tr>
<tr>
<td>Washington</td>
<td>1.97%</td>
</tr>
<tr>
<td>New Mexico</td>
<td>1.92%</td>
</tr>
<tr>
<td>Wyoming</td>
<td>1.87%</td>
</tr>
<tr>
<td>Idaho</td>
<td>1.79%</td>
</tr>
<tr>
<td>Colorado</td>
<td>1.56%</td>
</tr>
<tr>
<td>Arizona</td>
<td>1.50%</td>
</tr>
<tr>
<td>Nevada</td>
<td>1.31%</td>
</tr>
<tr>
<td>Oregon</td>
<td>1.28%</td>
</tr>
<tr>
<td>Utah</td>
<td>1.27%</td>
</tr>
</tbody>
</table>

Source: Oregon Workers’ Compensation Premium Rate Ranking Calendar Year 2016, December 2016
Utah natural gas prices among the lowest in the nation

Natural Gas Prices, September 2017
$ per thousand cubic feet

Source: U.S. Department of Energy, Energy Information Administration natural gas data
Got art?

Arts organizations and venues per 100,000 population

Source: Kem C. Policy Institute, Utah Division of Arts & Museums, Utah Cultural Alliance
Utah ships over $100 billion in freight annually

**Freight shipments originating from Utah**
(Value of freight)

<table>
<thead>
<tr>
<th>Destination share by shipment value (includes all modes of transportation)</th>
<th>Value of freight (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-State</td>
<td>37%</td>
</tr>
<tr>
<td>California</td>
<td>11%</td>
</tr>
<tr>
<td>Texas</td>
<td>5%</td>
</tr>
<tr>
<td>Idaho</td>
<td>4%</td>
</tr>
<tr>
<td>Nevada</td>
<td>4%</td>
</tr>
<tr>
<td>Montana</td>
<td>2%</td>
</tr>
<tr>
<td>All other states</td>
<td>38%</td>
</tr>
<tr>
<td>Total value ($116 billion)</td>
<td>100%</td>
</tr>
</tbody>
</table>

Note: Pipeline shipments exclude crude petroleum. Multiple modes of transportation includes parcel, USPS, courier, truck-rail, truck-water, rail-water, and other. Air includes truck-air. For international exports from Utah, destinations are recorded as the state from which freight left the U.S. The total value of freight shipped from Utah is inflation-adjusted to 2017 dollars.
Source: U.S. Department of Transportation and U.S. Census Bureau, 2012 Commodity Flow Survey
“While some may portray free trade and open borders as threatening, the data suggest such a negative view is not warranted for Utah. Overall, the state economy has seen positive effects from globalization.”

James Wood
Utah’s global reach

Utah’s top export industries and trading partners
Value of exports, $ millions

- **Primary Metals**: $4,854 in 2016, $5,563 in 2015
- **Computers & Electronics**: $1,718 in 2016, $2,121 in 2015
- **Chemicals**: $1,063 in 2016, $1,095 in 2015
- **Food**: $922 in 2016, $933 in 2015
- **Transportation Equipment**: $866 in 2016, $812 in 2015
- **Miscellaneous Manufactures**: $702 in 2016, $635 in 2015
- **Machinery**: $498 in 2016, $522 in 2015
- **Electrical Equipment**: $372 in 2016, $332 in 2015
- **Fabricated Metals**: $174 in 2016, $199 in 2015
- **Plastics & Rubber**: $162 in 2016, $178 in 2015
- **United Kingdom**: $1,507 in 2016, $1,947 in 2015
- **Hong Kong**: $1,323 in 2016, $1,492 in 2015
- **Canada**: $741 in 2016, $854 in 2015
- **Mexico**: $648 in 2016, $841 in 2015
- **China**: $610 in 2016, $710 in 2015
- **Taiwan**: $504 in 2016, $548 in 2015
- **Japan**: $448 in 2016, $365 in 2015
- **Netherlands**: $343 in 2016, $266 in 2015
- **Germany**: $318 in 2016, $377 in 2015

Source: USA Trade Online
Asian visitors have replaced Europeans as the biggest spenders in Utah

International visitor spending shares

(f) = forecast
Source: Kem C. Gardner Policy Institute analysis of Tourism Economics data
Utah’s tax burden better than US average, higher than 4 of 5 surrounding states

State and local tax collections as a percent of total personal income
United States average = 10.6%

Notes: Collections for all state and local taxes, including payroll taxes, except for severance taxes. Data are for the most recent year available, 2014. Sources: Gardner Policy Institute analysis of Census Bureau Survey of State and Local Finances data and Bureau of Economic Analysis data
Utah’s economy among the most diverse in the nation

Hachman Index of GDP diversity, 2016

Note: An index value of 100 would mean that a state’s distribution of GDP among 20 sectors perfectly mirrors the nation.
“We’re living in times of tremendous growth and change. The dynamic for change will only become more intensified as time goes on. What we need to recognize is that our actions today will shape the future that we have tomorrow. You know, the future is not given. We are active participants in, not just witnesses to, the great changes that are going on, and the actions we take today very purposefully will impact our future.”

Pamela Perlich

Source: “Utah's Long-Term Demographic and Economic Projections” Video, produced by the Kem C. Gardner Policy Institute, Nov. 16, 2017
Washington County’s population expected to triple by 2065

Projected 50-year population growth, 2015-2065
State of Utah growth = 94.4%

Source: Kem C. Gardner Policy Institute 2017 Long-Term Demographic and Economic Projections
A grayer and grayer Utah

Current and projected dependency ratios for Utah’s counties

2016

Statewide Average: 69.2

2065

Statewide Average: 79.8

Note: The dependency ratio shows the number of nonworking-age persons (aged less than 18 and over 64) per 100 working-age adults (aged 18-64). Source: Kem C. Gardner Policy Institute 2015-2065 State and County Projections
Fertility since the Great Recession—
a pregnant pause or birth of a new normal?

Total fertility rates for Utah and the United States

Source: Kem C. Gardner Policy Institute
Gordon Hayward and Donovan Mitchell
Rookie season statistics

Source: RealGM.com
Autism prevalence rises throughout childhood and into adolescence

Changes in ASD prevalence in the 1994 birth cohort
Four-county surveillance area in Utah

Notes: Bars represent 95% confidence intervals; the four-county surveillance area included Davis, Salt Lake, Utah, and Tooele counties. Source: Utah Registry of Autism and Developmental Disabilities
SLC’s Ballpark neighborhood lacks opportunity

Opportunity Index
Salt Lake City, 2015

Note: The opportunity index is calculated using nine variables: poverty rate, labor force participation rate, unemployment rate, public assistance rate, educational attainment, percent eligible for free and reduced lunch, percent homeowners, percent of owner occupied households with severe housing cost burden, and percent of renter households with severe housing cost burden.
Source: Kem C. Gardner Policy Institute
Is Utah a net education exporter?

Portion of Utah’s prime working age out- and in-migrants with a bachelor’s degree or higher, 2011-2015

Out-migrants: 47.8%
In-migrants: 43.3%

Notes: The population considered to be of prime working age is between the ages of 25 and 54. Error bars represent the 90% confidence interval of the mean estimates, which are statistically different for each migrant group.
Source: Kem C. Gardner Policy Institute analysis of U.S. Census Bureau 2015 5-Year American Community Survey data
Utah’s achievement gap persists, but improving

Utah high school graduation rates by race and ethnicity

Note: Y-axis does not start at zero.
Source: Utah State Board of Education 2017 Graduation Rates Report
Utah’s ACT scores are lower than the national average, reflects 100% of students taking the test

Average ACT scores, 2017
100% of Utah students take test, national average is 60%

Source: ACT
**Utah’s largest school districts and those with the most growth and decline**
Change between 2016–17 and 2017-18 school years

<table>
<thead>
<tr>
<th>Largest Districts</th>
<th>2016-17</th>
<th>2017-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cache</td>
<td>17,895</td>
<td>22,845</td>
</tr>
<tr>
<td>Salt Lake</td>
<td>30,015</td>
<td>31,957</td>
</tr>
<tr>
<td>Cache</td>
<td>33,907</td>
<td>53,519</td>
</tr>
<tr>
<td>Cache</td>
<td>32,809</td>
<td>66,024</td>
</tr>
<tr>
<td>Cache</td>
<td>71,908</td>
<td>75,566</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Growth and Decline</th>
<th>2016-17</th>
<th>2017-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Most Growth</td>
<td></td>
<td>4.8%</td>
</tr>
<tr>
<td>Morgan</td>
<td>2.5%</td>
<td></td>
</tr>
<tr>
<td>Washington</td>
<td>2.2%</td>
<td></td>
</tr>
<tr>
<td>Cache</td>
<td>2.0%</td>
<td></td>
</tr>
<tr>
<td>Alpine</td>
<td>2.0%</td>
<td></td>
</tr>
<tr>
<td>Jordan</td>
<td>1.9%</td>
<td></td>
</tr>
</tbody>
</table>

| Most Decline       | -1.5%   | -1.7%   |
| San Juan           | -1.7%   | -1.7%   |
| Tintic             | -2.0%   | -2.1%   |
| Piute              | -2.2%   | -2.9%   |
| Ogden              | -3.7%   | -10.4%  |
| Provo              | -10.9%  |         |
| Daggett            | -12.7%  |         |

Source: Utah State Board of Education, Data and Statistics
About a quarter of public higher ed students come from out of state.

**Fall 2016 Enrollment**
(End-of-Term Headcount)

Note: While 74 percent of public higher education students are from Utah, 87 percent have resident status. Students at public technical colleges and at private colleges and universities in Utah are not included. Source: Utah System of Higher Education, 2017 Data Book.
Utah’s relatively young and healthy population spends less on health care than other states...

Per capita health care expenditures, 2014
United States = $8,045

Source: The Henry J. Kaiser Family Foundation
...But more on health care than other countries, with implications for global competitiveness

**Health care expenditures as a share of GDP, 2016**
Select OECD Countries and Utah

<table>
<thead>
<tr>
<th>Country</th>
<th>Expenditure as a Share of GDP, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>17.2%</td>
</tr>
<tr>
<td>Utah</td>
<td>12.4%</td>
</tr>
<tr>
<td>Germany</td>
<td>11.2%</td>
</tr>
<tr>
<td>Sweden</td>
<td>11.0%</td>
</tr>
<tr>
<td>France</td>
<td>11.0%</td>
</tr>
<tr>
<td>Japan</td>
<td>10.9%</td>
</tr>
<tr>
<td>Canada</td>
<td>10.6%</td>
</tr>
<tr>
<td>Norway</td>
<td>10.5%</td>
</tr>
<tr>
<td>Belgium</td>
<td>10.4%</td>
</tr>
<tr>
<td>Denmark</td>
<td>10.4%</td>
</tr>
<tr>
<td>Austria</td>
<td>10.4%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>9.7%</td>
</tr>
<tr>
<td>Australia</td>
<td>9.6%</td>
</tr>
<tr>
<td>Finland</td>
<td>9.3%</td>
</tr>
<tr>
<td>New Zealand</td>
<td>9.2%</td>
</tr>
<tr>
<td>Spain</td>
<td>9.0%</td>
</tr>
<tr>
<td>Italy</td>
<td>8.9%</td>
</tr>
<tr>
<td>Israel</td>
<td>7.4%</td>
</tr>
<tr>
<td>Mexico</td>
<td>5.8%</td>
</tr>
</tbody>
</table>

Note: Utah data is for 2014.
13 states have a higher uninsured rate than Utah; 26 have a lower rate

Percent of population without health insurance, 2016
United States = 8.6%

*Rate is statistically different from Utah with 90 percent confidence.
Source: U.S. Census Bureau American Community Survey, 2016 1-year estimates
Healthy population or physician shortage?

Active physicians per 100,000 population, 2016

<table>
<thead>
<tr>
<th></th>
<th>Active Physicians</th>
<th>Active Primary Care Physicians</th>
</tr>
</thead>
<tbody>
<tr>
<td>Utah</td>
<td>209.4 (ranks 44th)</td>
<td>64.7 (ranks 49th)</td>
</tr>
<tr>
<td>United States median</td>
<td>257.6</td>
<td>90.8</td>
</tr>
</tbody>
</table>

Source: American Medical Association 2017 State Physician Workforce Data Report
Opioid overdose deaths per 100,000 population
United States = 10.4
Four Utah counties with more opioid prescriptions than people

Retail opioid prescriptions dispensed per 100 persons, 2016
US rate 66.5; Utah rate 70.4

Source: Centers for Disease Control and Prevention, National Center for Injury Prevention and Control U.S. Prescribing Rate Maps
Gun-related deaths per capita in Utah: low for homicides, high for suicides

Firearm-related death rates by type, 2015
Deaths per 100,000 resident population, all ages, age-adjusted

- Utah
- United States
- Suicide
  - Utah: 11.1
  - United States: 6.5
- Homicide
  - Utah: 1.3
  - United States: 4.1
- Total
  - Utah: 12.8
  - United States: 11.0

Note: Total includes less than 0.5 firearm deaths per 100,000 total population that were unintentional, related to legal intervention, or of undetermined intent.
Source: Centers for Disease Control and Prevention National Center for Health Statistics Web-based Injury Statistics Query and Reporting System
Utah air quality is getting better, still not acceptable

Number of days air quality index exceeded 100 across the Wasatch Front
Unhealthy for sensitive groups or worse

Source: U.S. Environmental Protection Agency Outdoor Air Quality data
No State gets an A

State Fiscal Practices Report Card
Cumulative GPA in budget forecasting, budget maneuvers, legacy costs, reserve funds, and transparency for fiscal years 2015-2017

<table>
<thead>
<tr>
<th>State</th>
<th>GPA</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>South Dakota</td>
<td>3.27</td>
<td>B</td>
</tr>
<tr>
<td>Idaho</td>
<td>3.20</td>
<td>B</td>
</tr>
<tr>
<td>Utah</td>
<td>3.20</td>
<td>B</td>
</tr>
<tr>
<td>California</td>
<td>3.18</td>
<td>B</td>
</tr>
<tr>
<td>Alaska</td>
<td>3.13</td>
<td>B</td>
</tr>
<tr>
<td>Minnesota</td>
<td>3.07</td>
<td>B</td>
</tr>
<tr>
<td>Nebraska</td>
<td>3.07</td>
<td>B</td>
</tr>
<tr>
<td>Oregon</td>
<td>3.07</td>
<td>B</td>
</tr>
<tr>
<td>Rhode Island</td>
<td>3.07</td>
<td>B</td>
</tr>
<tr>
<td>Tennessee</td>
<td>3.07</td>
<td>B</td>
</tr>
<tr>
<td>Hawaii</td>
<td>3.01</td>
<td>B</td>
</tr>
<tr>
<td>Arizona</td>
<td>3.00</td>
<td>B</td>
</tr>
<tr>
<td>Delaware</td>
<td>3.00</td>
<td>B</td>
</tr>
<tr>
<td>Florida</td>
<td>3.00</td>
<td>B</td>
</tr>
<tr>
<td>Indiana</td>
<td>2.93</td>
<td>B-</td>
</tr>
<tr>
<td>Iowa</td>
<td>2.87</td>
<td>B-</td>
</tr>
<tr>
<td>Michigan</td>
<td>2.87</td>
<td>B-</td>
</tr>
<tr>
<td>Oklahoma</td>
<td>2.87</td>
<td>B-</td>
</tr>
<tr>
<td>Washington</td>
<td>2.83</td>
<td>B-</td>
</tr>
<tr>
<td>Georgia</td>
<td>2.80</td>
<td>B-</td>
</tr>
<tr>
<td>South Carolina</td>
<td>2.80</td>
<td>B-</td>
</tr>
<tr>
<td>New York</td>
<td>2.78</td>
<td>B-</td>
</tr>
<tr>
<td>Maine</td>
<td>2.73</td>
<td>B-</td>
</tr>
<tr>
<td>Wisconsin</td>
<td>2.71</td>
<td>B-</td>
</tr>
<tr>
<td>Mississippi</td>
<td>2.67</td>
<td>C+</td>
</tr>
<tr>
<td>North Carolina</td>
<td>2.60</td>
<td>C+</td>
</tr>
<tr>
<td>Connecticut</td>
<td>2.47</td>
<td>C+</td>
</tr>
<tr>
<td>Texas</td>
<td>2.47</td>
<td>C+</td>
</tr>
<tr>
<td>Vermont</td>
<td>2.47</td>
<td>C+</td>
</tr>
<tr>
<td>West Virginia</td>
<td>2.47</td>
<td>C+</td>
</tr>
<tr>
<td>Nevada</td>
<td>2.46</td>
<td>C+</td>
</tr>
<tr>
<td>North Dakota</td>
<td>2.41</td>
<td>C+</td>
</tr>
<tr>
<td>New Hampshire</td>
<td>2.33</td>
<td>C+</td>
</tr>
<tr>
<td>Maryland</td>
<td>2.31</td>
<td>C+</td>
</tr>
<tr>
<td>Missouri</td>
<td>2.29</td>
<td>C+</td>
</tr>
<tr>
<td>Virginia</td>
<td>2.26</td>
<td>C</td>
</tr>
<tr>
<td>Kentucky</td>
<td>2.20</td>
<td>C</td>
</tr>
<tr>
<td>Ohio</td>
<td>2.20</td>
<td>C</td>
</tr>
<tr>
<td>Wyoming</td>
<td>2.14</td>
<td>C</td>
</tr>
<tr>
<td>Massachucets</td>
<td>2.12</td>
<td>C</td>
</tr>
<tr>
<td>Montana</td>
<td>2.11</td>
<td>C</td>
</tr>
<tr>
<td>Colorado</td>
<td>2.07</td>
<td>C</td>
</tr>
<tr>
<td>Louisiana</td>
<td>2.05</td>
<td>C</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>2.01</td>
<td>C</td>
</tr>
<tr>
<td>New Mexico</td>
<td>1.93</td>
<td>C-</td>
</tr>
<tr>
<td>Arkansas</td>
<td>1.80</td>
<td>C-</td>
</tr>
<tr>
<td>New Jersey</td>
<td>1.70</td>
<td>C-</td>
</tr>
<tr>
<td>Alabama</td>
<td>1.67</td>
<td>D+</td>
</tr>
<tr>
<td>Illinois</td>
<td>1.35</td>
<td>D+</td>
</tr>
<tr>
<td>Kansas</td>
<td>1.28</td>
<td>D</td>
</tr>
</tbody>
</table>

Source: Kem C. Gardner Policy Institute analysis of Volcker Alliance 2017 Truth and Integrity in State Budgeting Report
Last major tax change in Utah broadened the income tax base; did not address declining sales tax base

Changes in Utah’s sales and income tax bases as a percent of the economy
Cumulative changes since 1995

Note: Data shows the cumulative change in each base type as a percent of Utah Gross Domestic Product (GDP) since 1995.
Source: Kem C. Gardner Policy Institute analysis of Utah Office of Legislative Research and General Counsel data
Sales tax is not keeping pace

Growth in Utah’s economy and major revenue collections
Since the end of the recession, 2009 - 2017

A fundamentally different US (and Utah) economy

US Personal Consumption Distribution
Expenditures by product type

1955
- Goods: 57%
- Services: 43%
- Health care goods and services: 5%

1985
- Goods: 42%
- Services: 58%
- Health care goods and services: 12%

2016
- Goods: 32%
- Services: 68%
- Health care goods and services: 21%

Utah one of 18 states that have not expanded Medicaid

Status of state Medicaid expansion decisions
November 2017

*AR, AZ, IA, IN, MI, MT, and NH have approved Section 1115 waivers. ME adopted the Medicaid expansion through a ballot initiative in November 2017; the ballot measure requires submission of a state plan amendment within 90 days and implementation of expansion within 180 days of the measure’s effective date. WI covers adults up to 100% Federal Poverty Level in Medicaid, but did not adopt the Affordable Care Act expansion.

Source: The Henry J. Kaiser Family Foundation Status of State Action on the Medicaid Expansion Decision as of November 8, 2017
The magic is in the middle

Model for authentic engagement in public deliberation

Fake Outrage  Authentic Engagement  False Harmony

Sure-mindedness  Open-mindedness

Source: Martín Carcasson, Ph.D., Center for Public Deliberation at Colorado State University
With good data and information come better decisions
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Natalie Gochnour, Director
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Dianne Meppen, Director of Survey Research
Pamela S. Perlich, Director of Demographic Research
Juliette Tennert, Director of Economic and Public Policy Research
James A. Wood, Ivory-Boyer Senior Fellow

Faculty Advisors
Adam Meirowitz, Faculty Advisor
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Chris Redgrave, Zions Bank
Bud Scurggs, Cynosure Group
Wesley Smith, 24NINE

Staff
Samantha Ball, Research Associate
Mallory Bateman, Research Analyst
DJ Benway, Research Analyst
Cathy Chambless, Senior Research Associate
Marin Christensen, Research Associate
Mike Christensen, Scholar-in-Residence
John C. Downen, Senior Research Analyst
Emily Harris, Demographic Analyst
Michael T. Hogue, Senior Research Statistician
Mike Hollingshaus, Demographer
Thomas Holst, Senior Energy Analyst
Meredith King, Research Associate
Colleen Larson, Administrative Manager
Shelley Kruger, Accounting and Finance Manager
Jennifer Leaver, Research Analyst
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Kem C. Gardner Policy Institute
Thomas S. Monson Center | 411 E. South Temple Street
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David Eccles School of Business
University of Utah

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