PERCENT OF INDUSTRIES
REPRESENTED

Retail Trade
Manufacturing
Professional, Scientific & Technical
Unclassified Establishments
Other Services (Except Public)
Wholesale Trade
Construction
Healthcare & Social Assistance
Accommodation & Food Services
Administrative, Support & Waste
Real Estate & Rental/Leasing
Finance & Insurance
Transportation & Warehousing
Information
Arts, Entertainment & Recreation
Educational Services

0%   5%   10%   15%   20%   25%

INTERVIEW HIGHLIGHTS

"*I don't want to double the size of the company. We have to keep the company growth manageable. I don't want to take any unnecessary risks associated with new employees.*"

"*Maybe the state could stop giving money the big corporations who aren't local. It's frustrating because the money is not going to stay within the state. It's not growing our economy within the state.*"

"*The high rent is the biggest problem.*"

"*The fact that Amazon doesn't collect any taxes has been really detrimental and they have only started recently collecting taxes because of pressure. I'm angry about the unfair tax laws that favor big corporations instead of small privately-owned businesses.*"

"*Most of our employees live within a 30 mile radius. Commuting becomes an issue. We have adjusted our hours in order to attract employees who can work shifts that keep them out of rush hour traffic.*"

"*I come from a country that has a very strong apprenticeship system, and that is lacking here. It is not enough. Personally I feel there is too much emphasis on going to college, and not enough emphasis on trades.*"

*All remarks were gathered from business decision-makers in your municipality
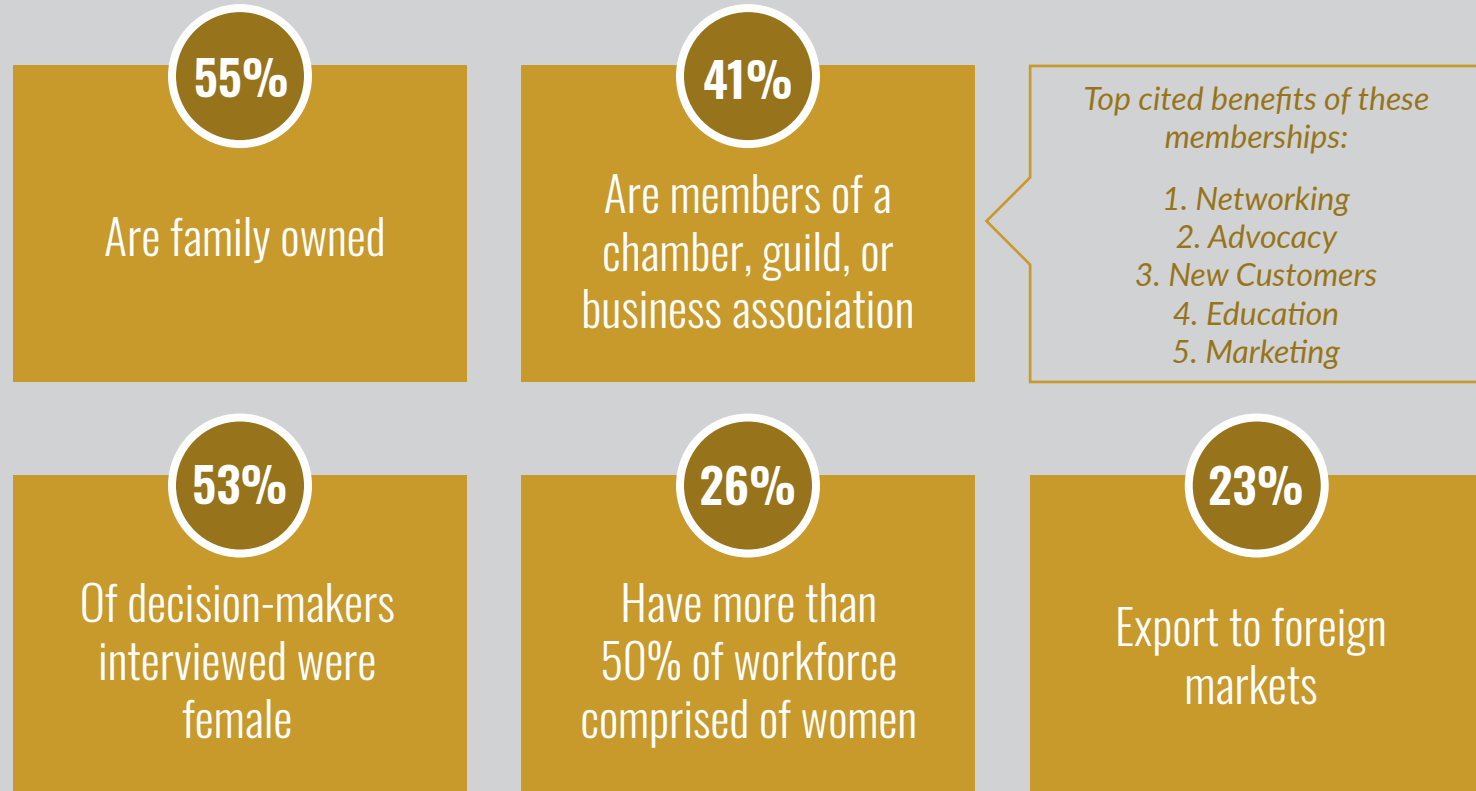
SL SALT LAKE COUNTY
ECONOMIC DEVELOPMENT

Salt Lake County

METRO
SOLUTIONS

SALT LAKE CITY
BUSINESS OUTREACH REPORT

OF BUSINESSES INTERVIEWED:

Annual revenues from $0 to $200,000,000
Median annual revenue: $300,000

55%
Are family owned

41%
Are members of a chamber, guild, or business association

Top cited benefits of these memberships:

1. *Networking*
2. *Advocacy*
3. *New Customers*
4. *Education*
5. *Marketing*

53%
Of decision-makers interviewed were female

26%
Have more than 50% of workforce comprised of women

23%
Export to foreign markets

*Interview data shows when women are in decision-making roles within a business, more women are employed by that business
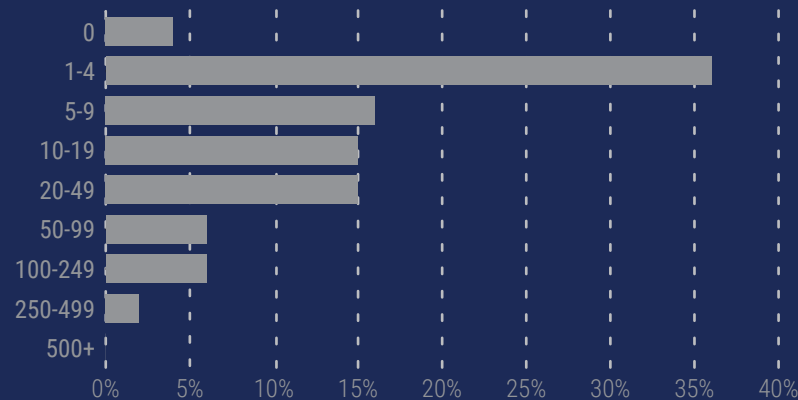
TOP BUSINESS CHALLENGES *PAST AND FUTURE*
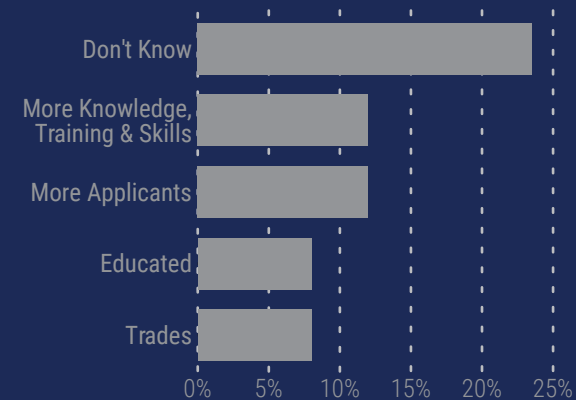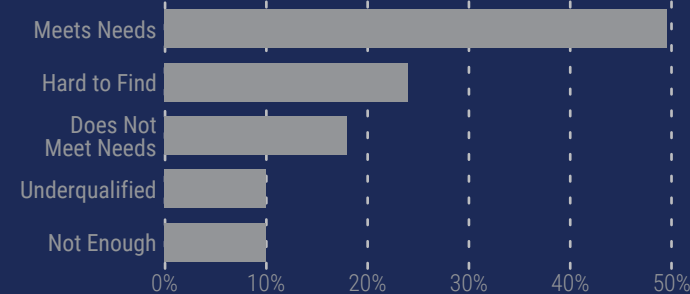
(Percent of Businesses Citing Challenge)

- Competition
- Workforce
- Capital
- Marketing
- Economy

0%   5%   10%   15%   20%   25%

■ Past   ■ Future
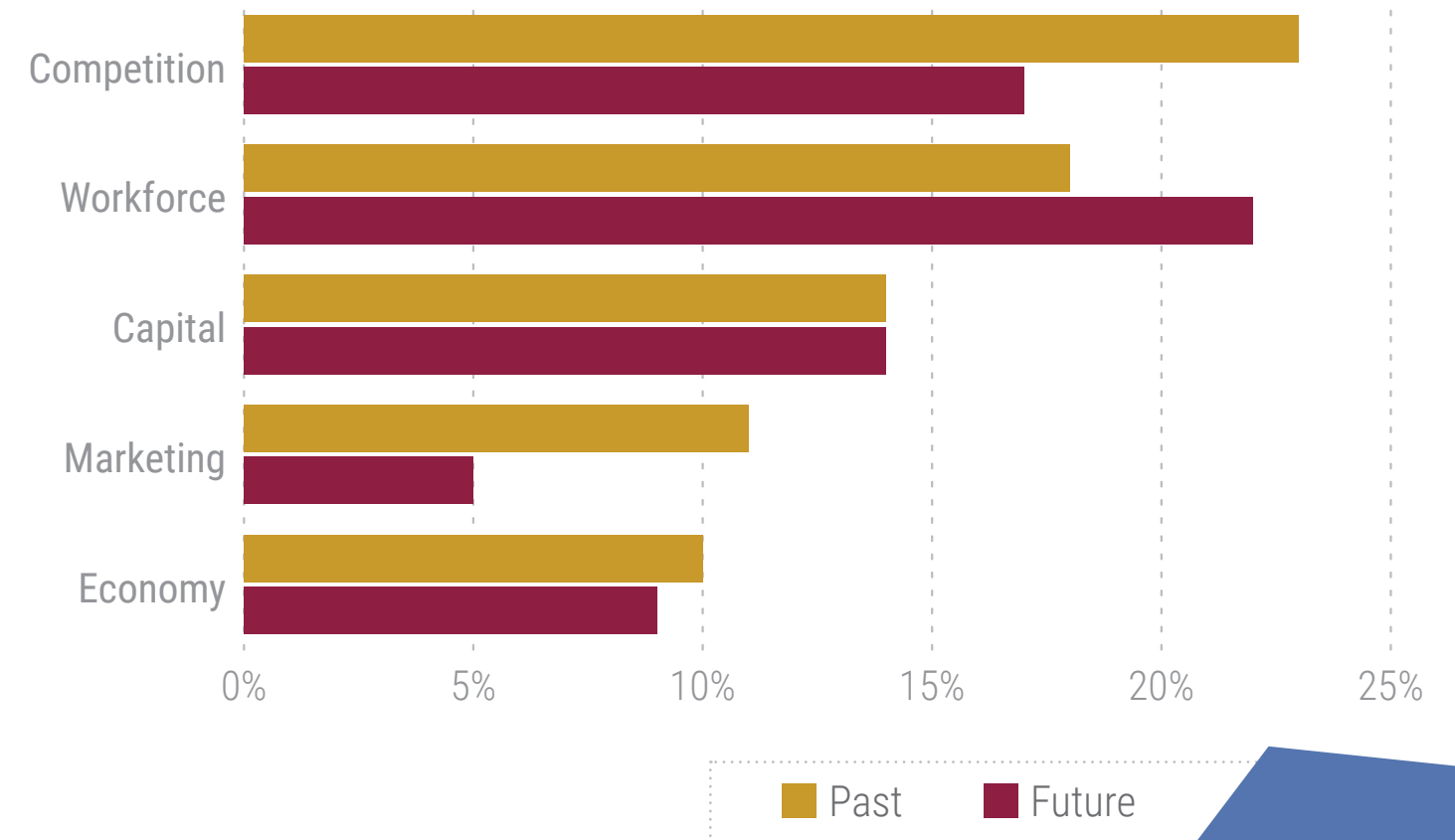
EMPLOYEES & WORKFORCE

Businesses Interviewed by Employee Count

- 0
- 1-4
- 5-9
- 10-19
- 20-49
- 50-99
- 100-249
- 250-499
- 500+

0% 5% 10% 15% 20% 25% 30% 35% 40%

How could the local workforce better meet your needs?

- Don't Know
- More Knowledge, Training & Skills
- More Applicants
- Educated
- Trades

0% 5% 10% 15% 20% 25%

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

- Meets Needs
- Hard to Find
- Does Not Meet Needs
- Underqualified
- Not Enough

0% 10% 20% 30% 40% 50%

What challenges do you experience in meeting your workforce needs?

- None
- Hard to Find
- Lack of Labor
- High Cost of Wages/Benefits
- Lack Right Skills
- Retention

0% 5% 10% 15% 20% 25%