

**AGENDA ITEM #VIII.**

- State of Utah •

# BUSINESS SURVEY RESULTS

Presented: November 2022  
Internal Document



# Introduction

This report delivers the results from the State of Utah Business survey. The survey was active between August 2022 and September 2022.

Surveys were distributed through established channels among economic development partners at the state, as well as promoted at on-site meetings in early September 2022.

Distribution efforts considered how and where to collect responses to best reflect Utah's existing business mix.

The survey results show statewide trends, as well as findings broken out by region. The results of this survey will be used to support strategies of Utah's Coordinated Action Plan for Economic Vision 2030.

## Methodology

There were 300 responses to the survey. Camoin Associates removed responses from government entities and duplicate entries, leaving 291 responses.

Survey participants were asked 66 questions, with response rates to individual questions ranging from 290 to 77. Twenty-six respondents indicated they have locations in more than one region of the state. While their responses are included in the statewide results, they were excluded from the regional analysis to better identify regional differences.

It is important to note that these results should not be considered fully representative of employers in the region. Rather, the results clarify general trends among employers and workforce housing issues requiring further investigation.

# Table of Contents

## STATEWIDE

Characteristics of Respondents.....	4-7
Workforce Trends.....	8-10
Operation Trends.....	11-14
Challenges.....	15-20
Business Environment.....	21-27
State and Local government.....	28-30

## REGIONAL BREAKDOWN

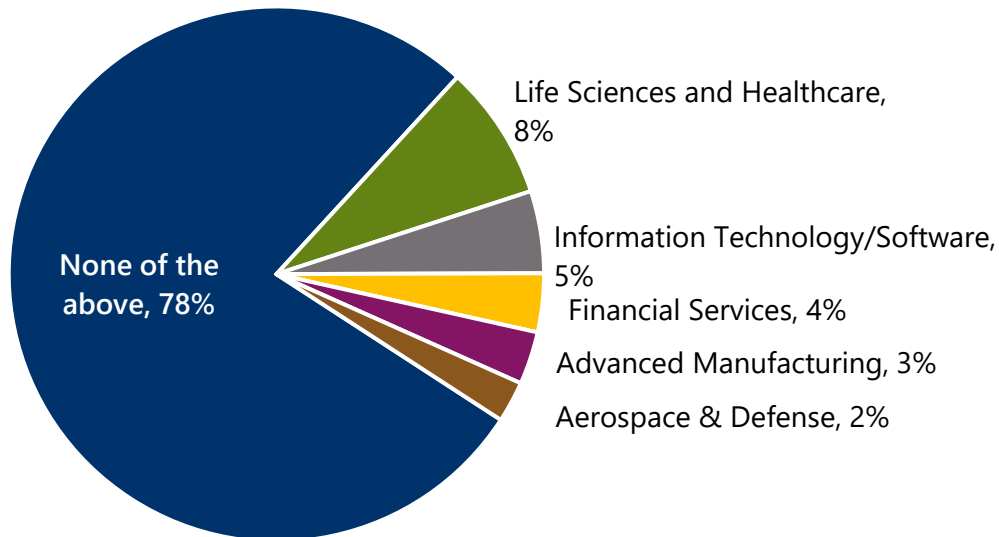
Overview.....	31-35
Challenges.....	36- 43
Regional Business Environment.....	44-50

<b>RESULTS BY INDUSTRY.....</b>	<b>51</b>
---------------------------------	-----------

# Characteristics of Respondents

- More than three-quarters (78%) of respondents do not fall into one of Utah's strategic clusters. The cluster with the highest representation is Life Sciences and Healthcare.
- More than three-quarters (77%) of respondents are owners, chairpersons, presidents, or CEOs. Members of senior management are 14% of respondents.

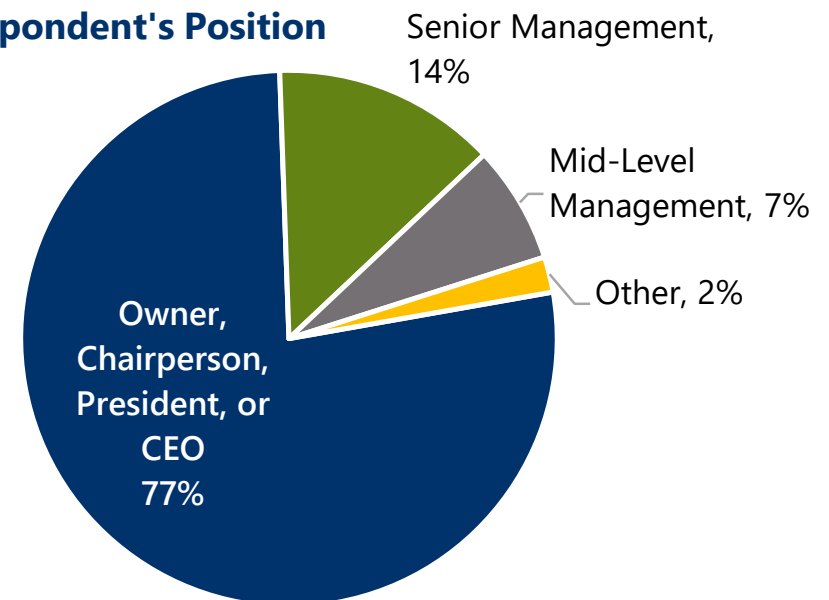
**Percentage of Respondents by Strategic Cluster**



n = 282

Source: Camoin Associates

**Respondent's Position**



n = 281

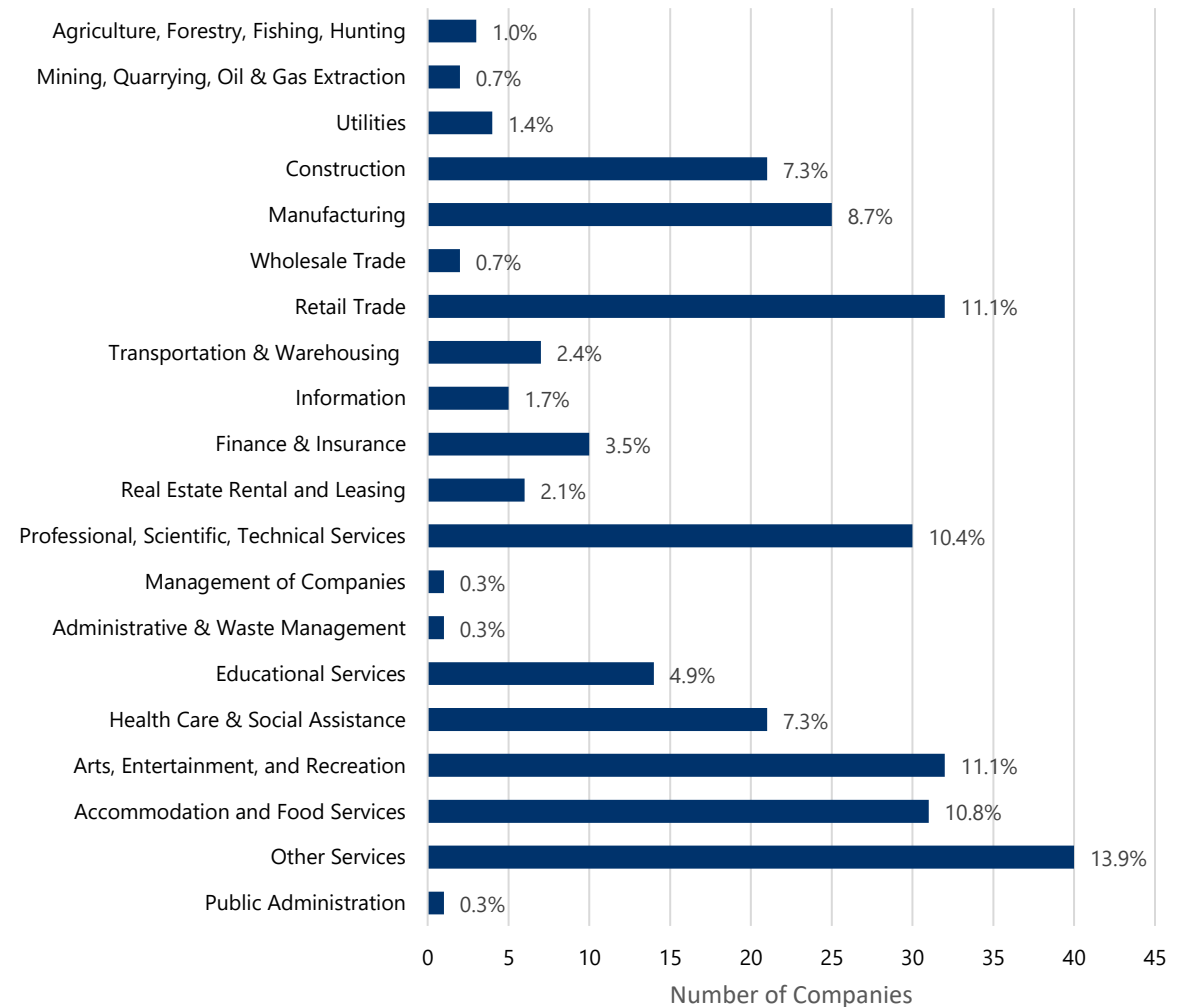
Source: Camoin Associates

# Characteristics of Respondents

- The largest numbers of respondents are businesses in:
  - Other Services (14%),
  - Retail Trade (11%),
  - Arts, Entertainment, and Recreation (11%),
  - Accommodation and Food Services (11%), and
  - Professional, Scientific, and Technical Services (10%).

These five industries account for 57% of respondents.

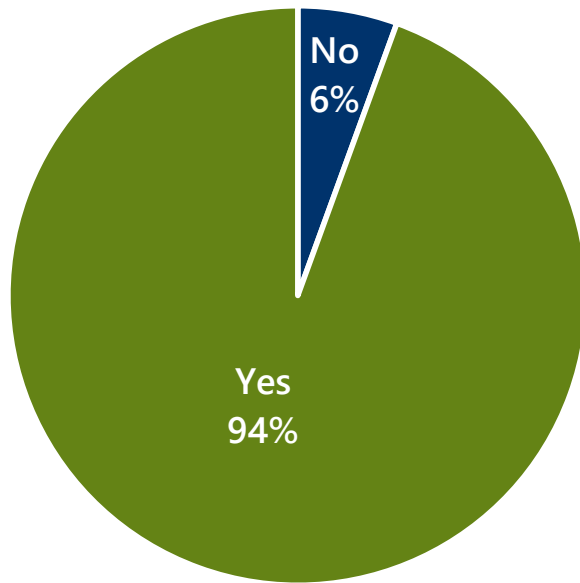
## Industry Summary



# Characteristics of Respondents

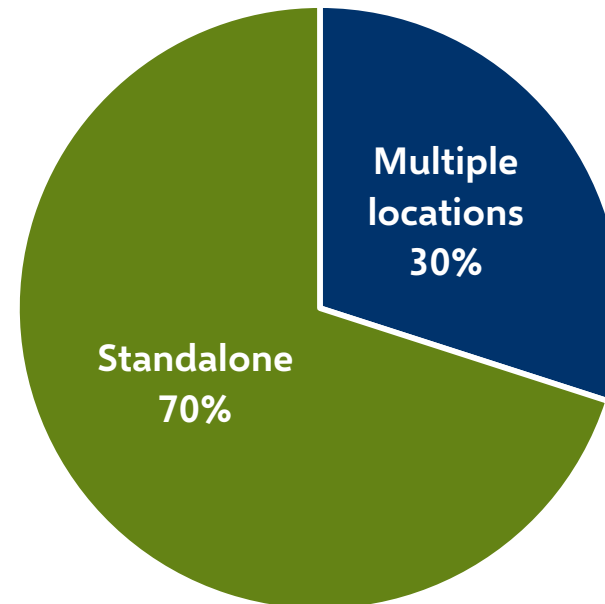
- Most (94%) respondents are businesses headquartered and incorporated in Utah.
- 70% operate a single location, while the remainder have multiple locations.
- Three-quarters of non-Utah-headquartered businesses operate multiple locations versus 27% of Utah-headquartered businesses.

**Headquartered in Utah**



n = 288

**Source:** Camoin Associates



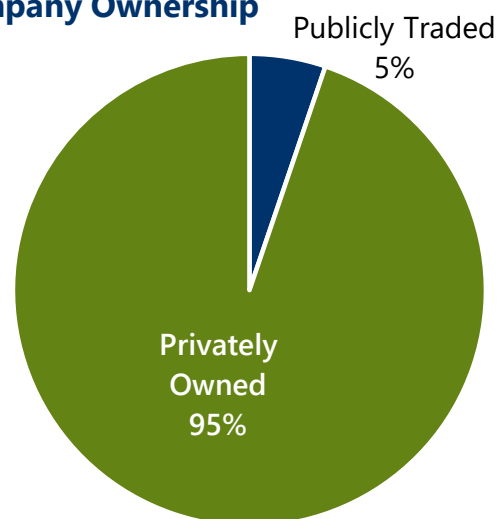
n = 287

**Source:** Camoin Associates

# Characteristics of Respondents

- Most (95%) respondents are privately owned businesses.
- The largest number of respondents (38%) have been in business for over 20 years.
- Nearly one-quarter (23%) have operated for 11 to 20 years, and roughly one-fifth (19%) each are 6 to 10 years or 1 to 5 years old.
- Approximately one-fifth (19%) of businesses are woman-owned businesses, 4% are minority-owned, and 2% are owned by disabled veterans.

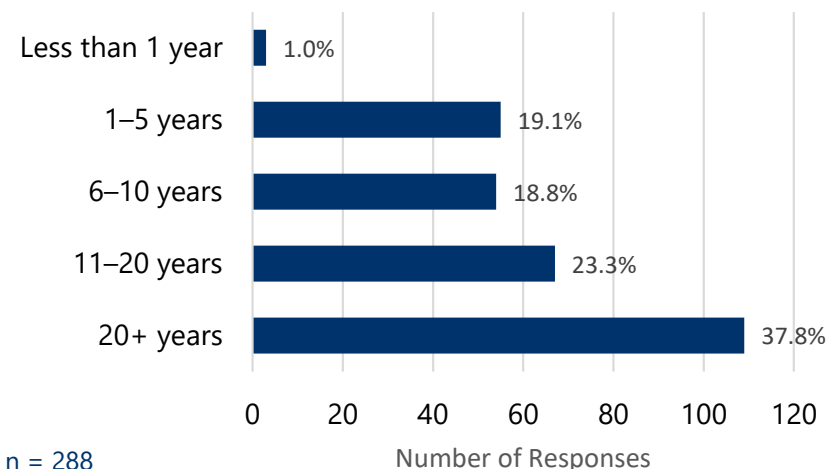
## Company Ownership



n = 288

Source: Camoin Associates

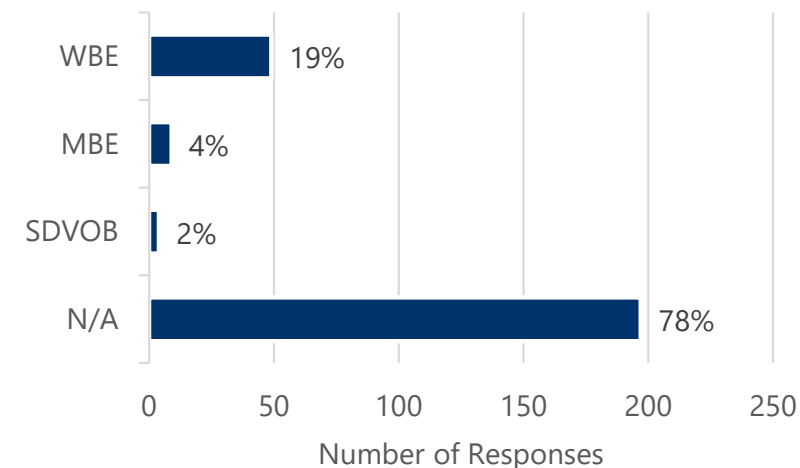
## Age of Business



n = 288

Source: Camoin Associates

## Certified Special Status



WBE: Women Business Enterprise

MBE: Minority Business Enterprise

SDVOB: Service-Disabled Veteran-Owned Business

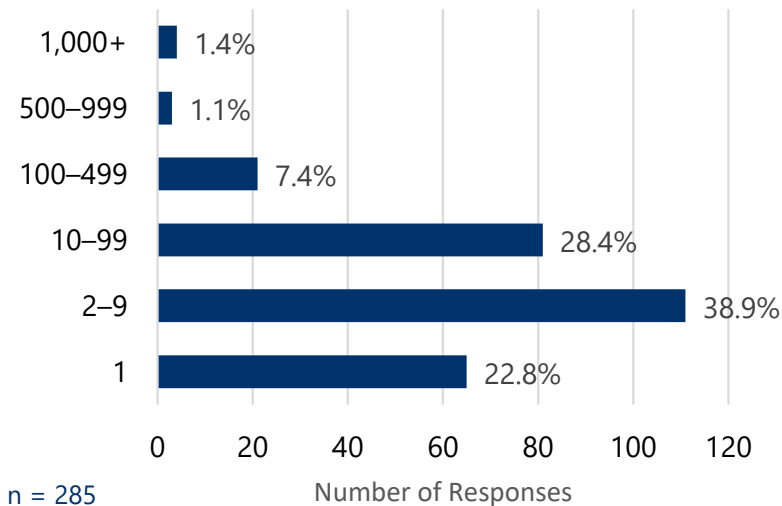
n = 252. Note: Seven businesses included themselves in multiple categories.

Source: Camoin Associates

# Workforce Trends Among Respondents

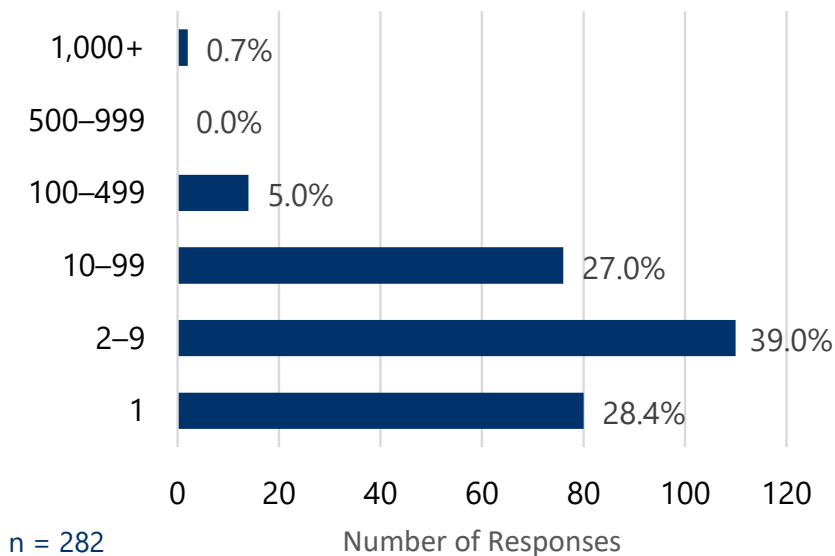
- 90% of respondents have fewer than 100 employees.
- This is similar to the distribution in 2018, although some companies have grown since then.
- Over the last year, 31% of companies grew, 28% shrank, and 41% stayed the same.

**Current Number of Employees**



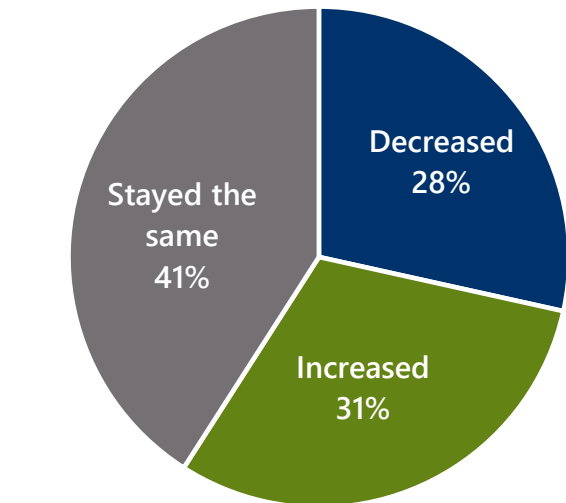
Source: Camoin Associates

**Employees in 2018**



Source: Camoin Associates

**Workforce Change Over Last Year**



Source: Camoin Associates



# Workforce Trends Among Respondents

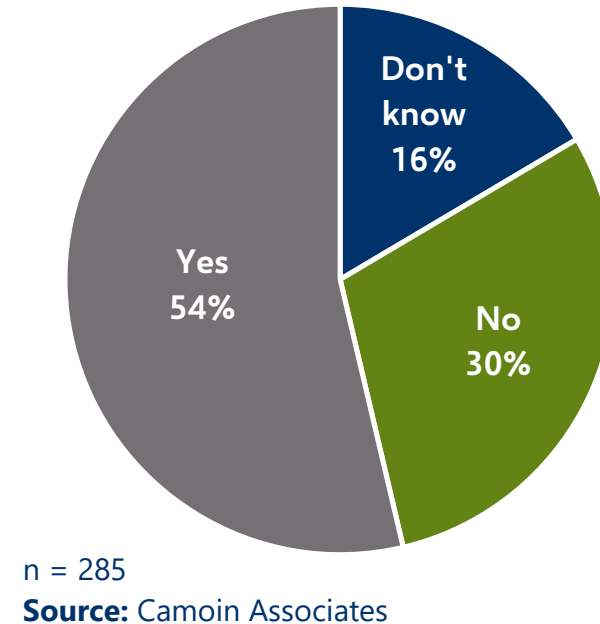
- Over the last five years, 56% of companies faced shortages of entry-level employees, 37% faced shortages of technical or credentialed workers, and roughly one-quarter faced shortages of both mid-skill production workers and supervisors.

- More than half (54%) of respondents anticipate hiring more full-time employees in Utah over the next year.

## Workforce Shortages



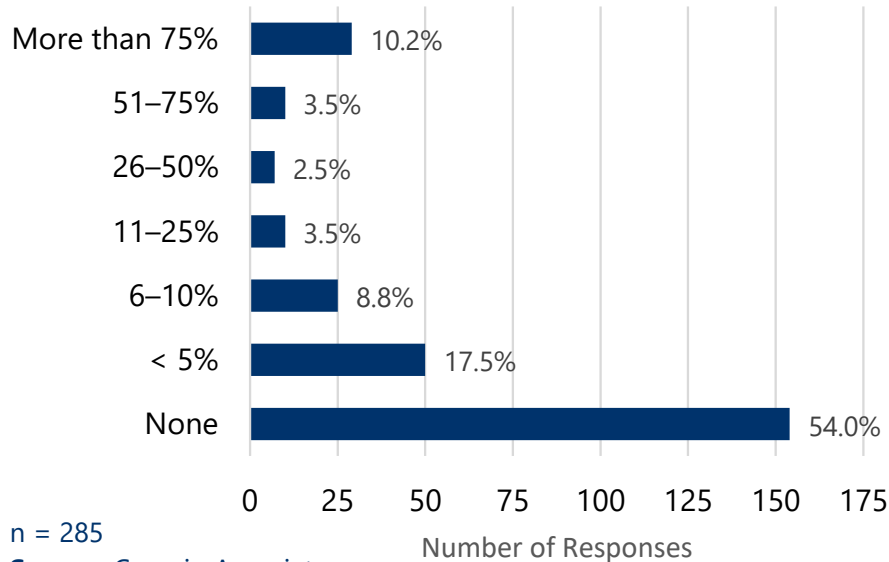
## Anticipate Hiring



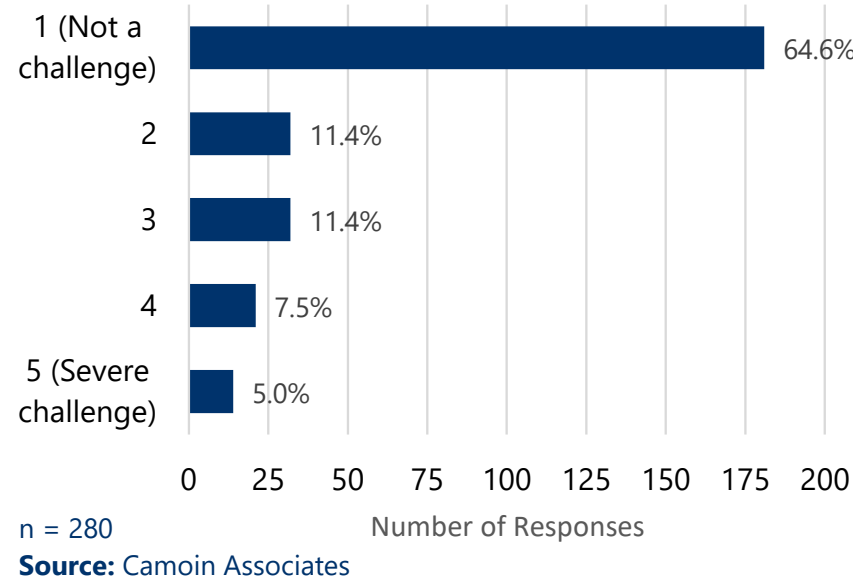
# Workforce Trends Among Respondents

- At almost half of respondents (46%) at least some of their employees are working remotely.
- At one in 10 companies, more than 75% of employees are remote.
- Nearly two-thirds of businesses (65%) have not had difficulty adapting to and/or managing remote workers.
- However, only 20% of businesses expect to increase the share of remote workers in the next two years.

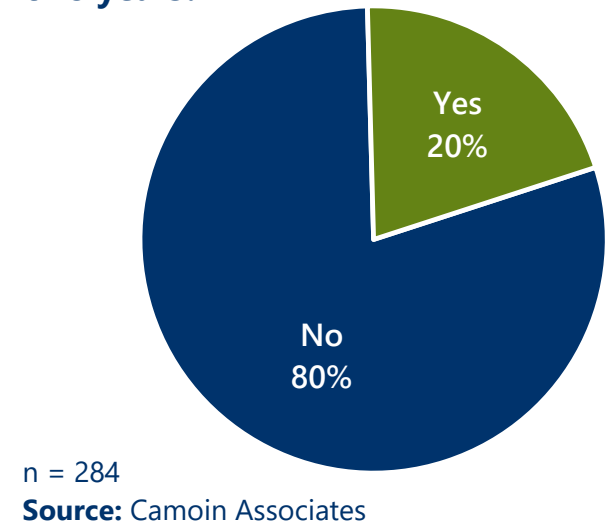
## Remote Workers



## Adapting to/Managing Remote Workers



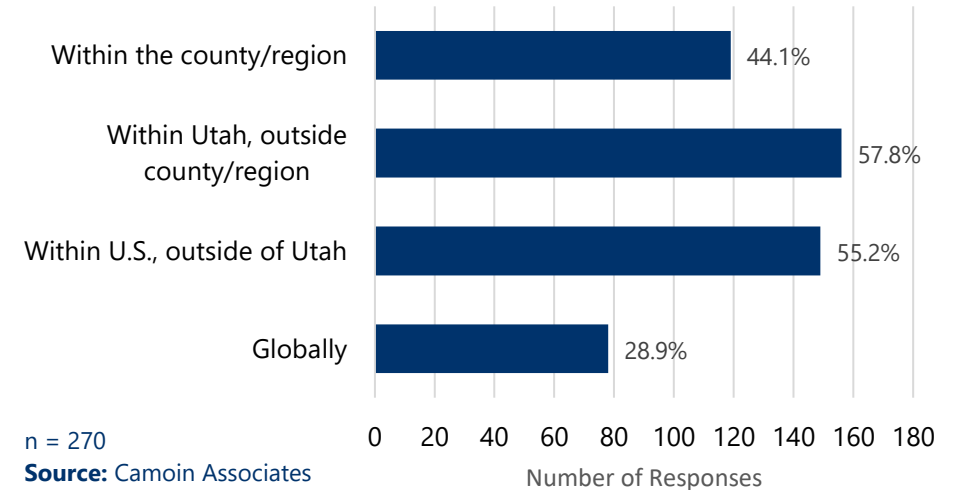
## Do you expect more of your workforce will be working remotely in the next two years?



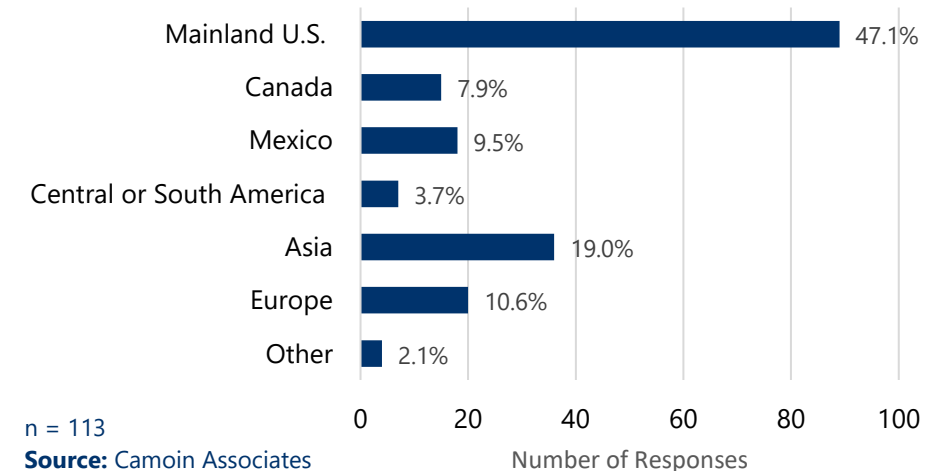
# Operation Trends Among Respondents

- Over half of businesses obtain supplies from within Utah but outside their county or region (58%) and from within the U.S. but outside of Utah (55%).
- 44% purchase from local suppliers and 29% purchase supplies internationally.
- 39% of respondents indicated that they import raw materials and supplies. Of these 47% import from the mainland U.S., 19% from Asia, and 10% from Europe and Mexico.

## Supplier Locations



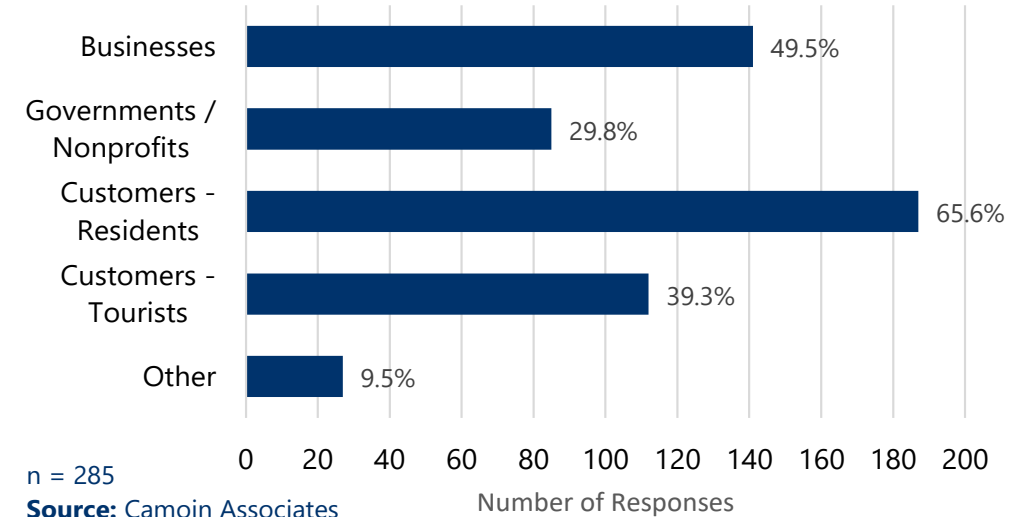
## Import Sources



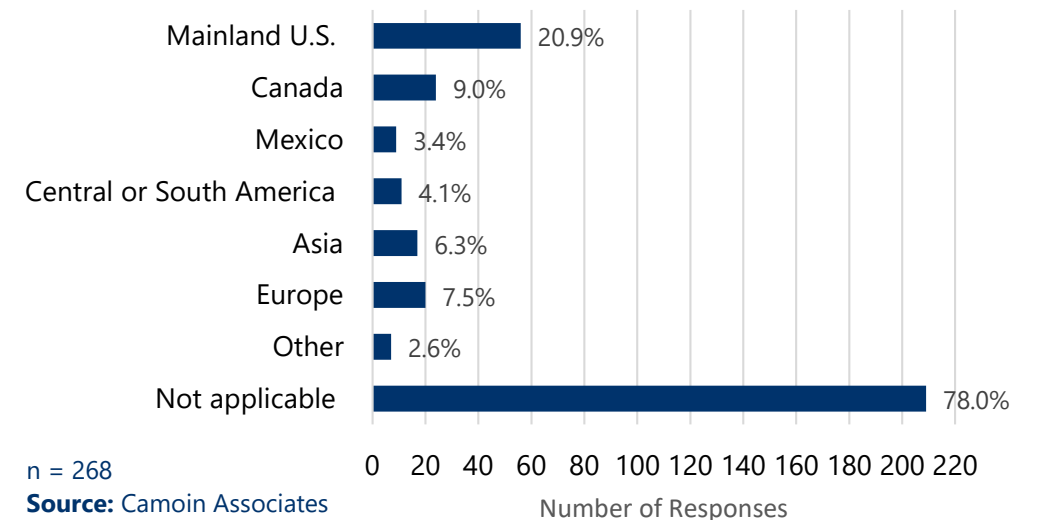
# Operation Trends Among Respondents

- Two-thirds (66%) of businesses sell to resident customers and half (49%) sell to other businesses.
- Almost 40% sell to tourists and 30% sell to governments and nonprofits.
- 21% of respondents export products to within the mainland U.S., 9% export to Canada, and almost 8% export to Europe.
- 78% of respondents do not export at all.

## Clientele



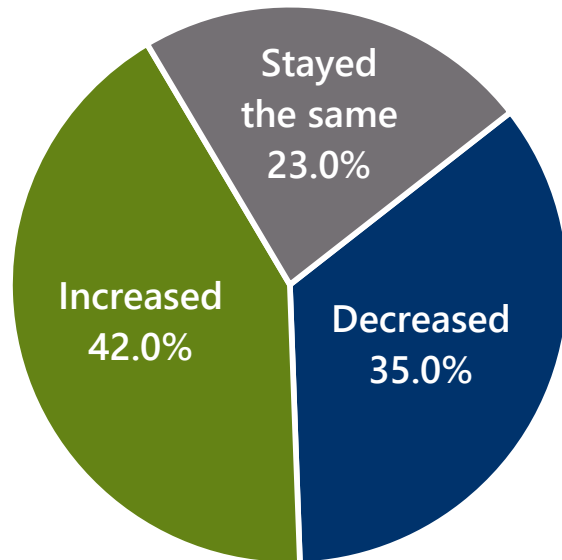
## Export Destinations



# Operation Trends Among Respondents

- 42% of businesses saw their revenues increase over the past 12 months; 35% saw a decline in revenues.
- Slightly less than half (47%) of respondents are planning a facility expansion in the next two to three years.

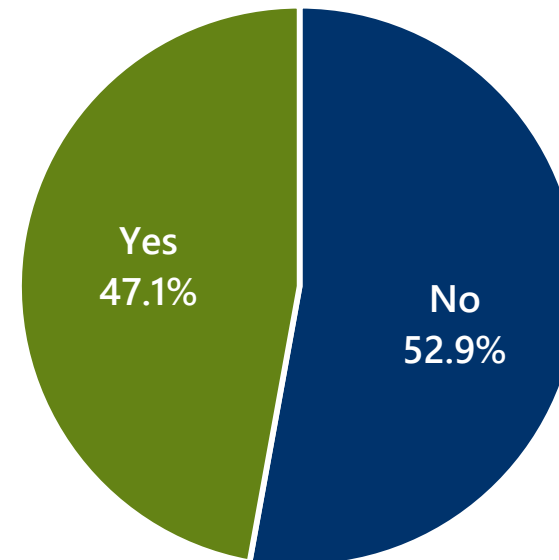
**Revenue Change**



n = 283

**Source:** Camoin Associates

**Facility Expansion?**



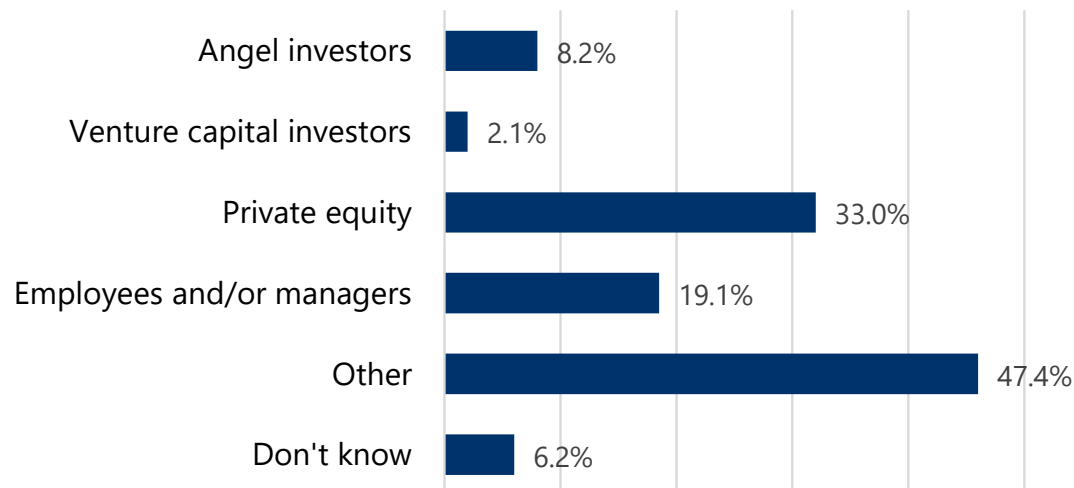
n = 280

**Source:** Camoin Associates

# Operation Trends Among Respondents

- At least 94% of respondents have investors.
- One-third (33%) have private equity investors, employees invest in 19% of companies, and nearly half (47%) receive investment from other sources.
- Over one-third of businesses (37%) need financial assistance for capital improvements, 33% need working capital, and 16% need payroll assistance or plant and equipment financing.
- Roughly one-third of businesses (34%) do not need financial assistance.

## Investors

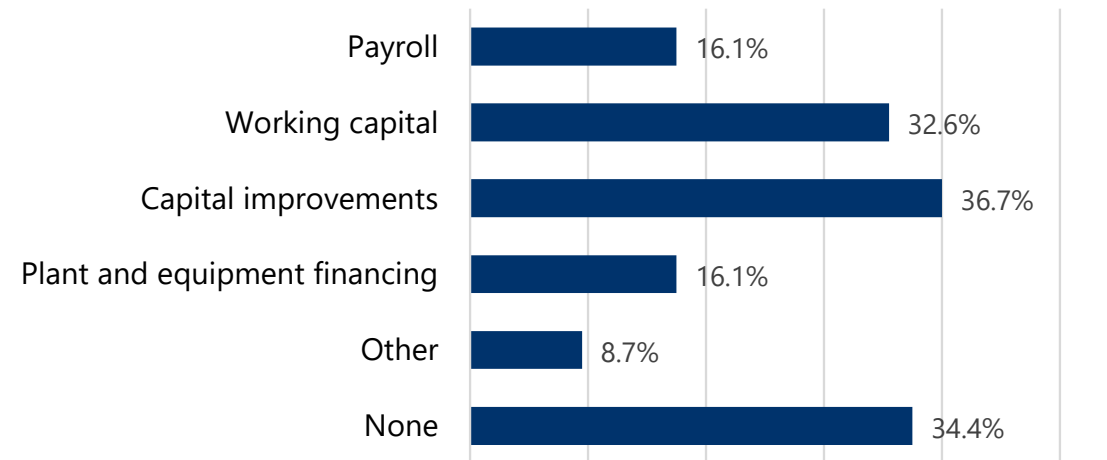


n = 194

Source: Camoin Associates

Number of Responses

## Financial Assistance Needs



n = 218

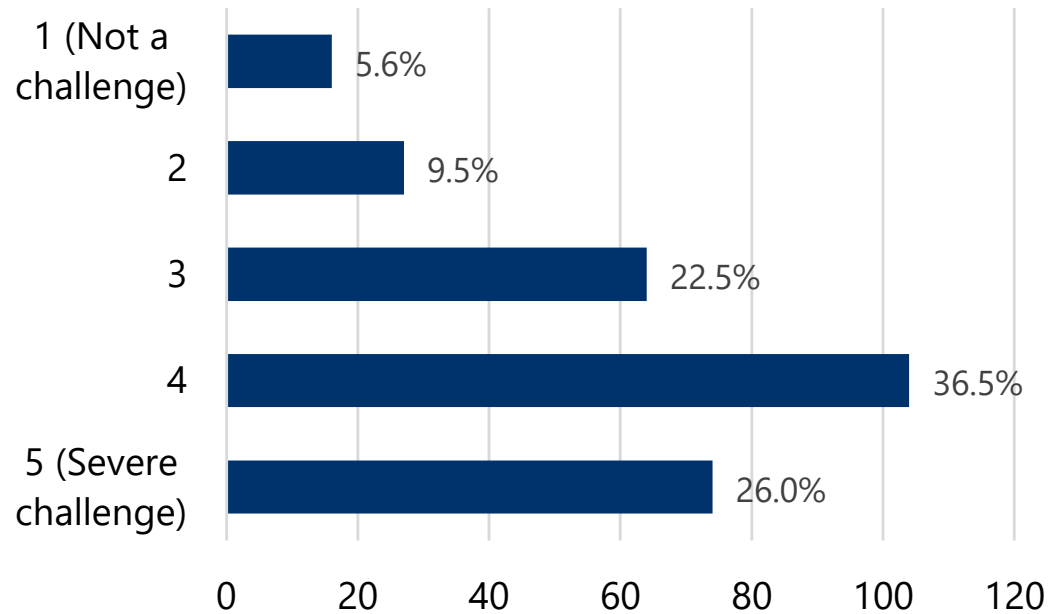
Source: Camoin Associates

Number of Responses

# Challenges

- A majority of respondents (62%) find unexpected changes in economic conditions or industry demand to be a major challenge (ranking it 4 or 5 out of 5).
- Less than 6% say they are not a challenge.
- More than one-third of businesses (36%) say new disruptive technologies in their industry are not a challenge
- 28% rank them as a moderate challenge, and less than 5% see them as a severe challenge.

## Unexpected Economic Changes

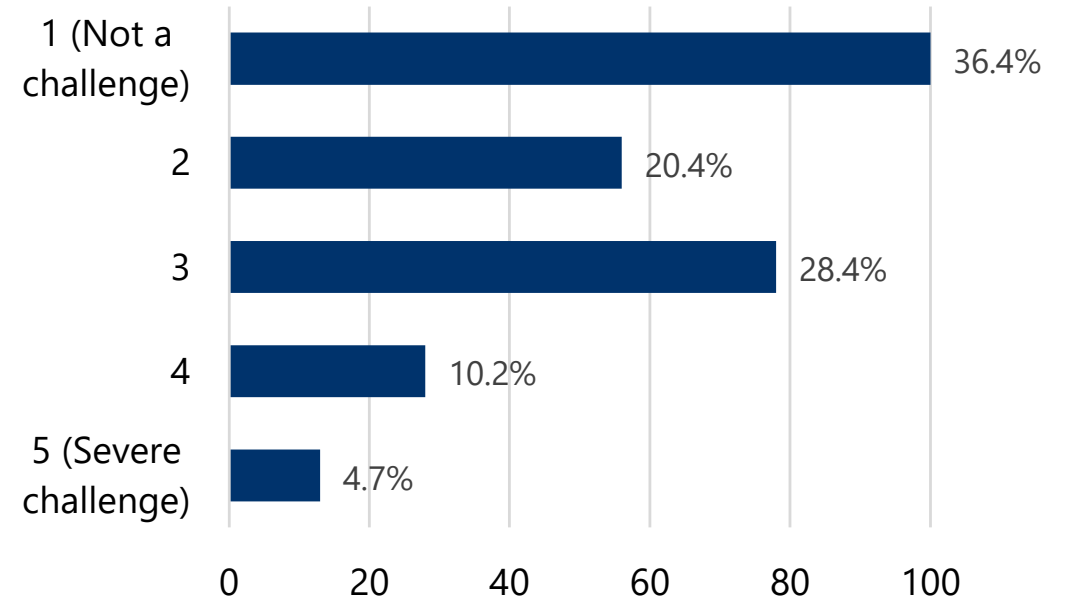


n = 269

Number of Responses

Source: Camoin Associates

## New Disruptive Technologies



n = 275

Number of Responses

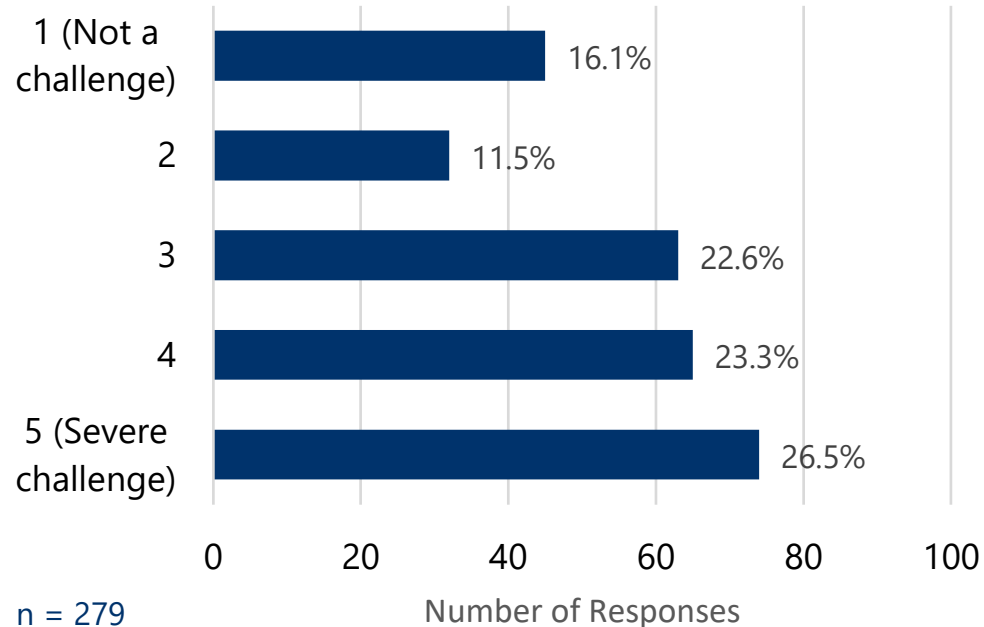
Source: Camoin Associates

# Challenges

- Half of respondents (50%) rank supply chain disruptions as a major challenge (ranking it 4 or 5 out of 5).
- For 16% of businesses, they are not a challenge.

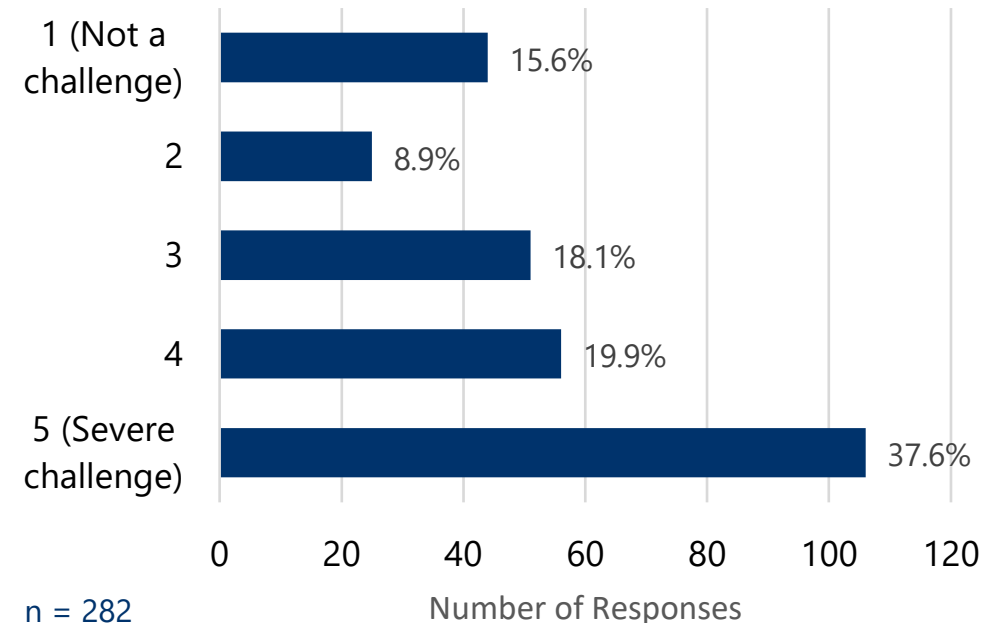
- For more than one-third of businesses (38%), recruiting the best workforce is a severe challenge, with another 20% ranking it 4 out of 5.
- Hiring the best workforce is not a challenge for 16% of businesses.

## Supply Chain Disruptions



Source: Camoin Associates

## Recruiting the Best Workforce



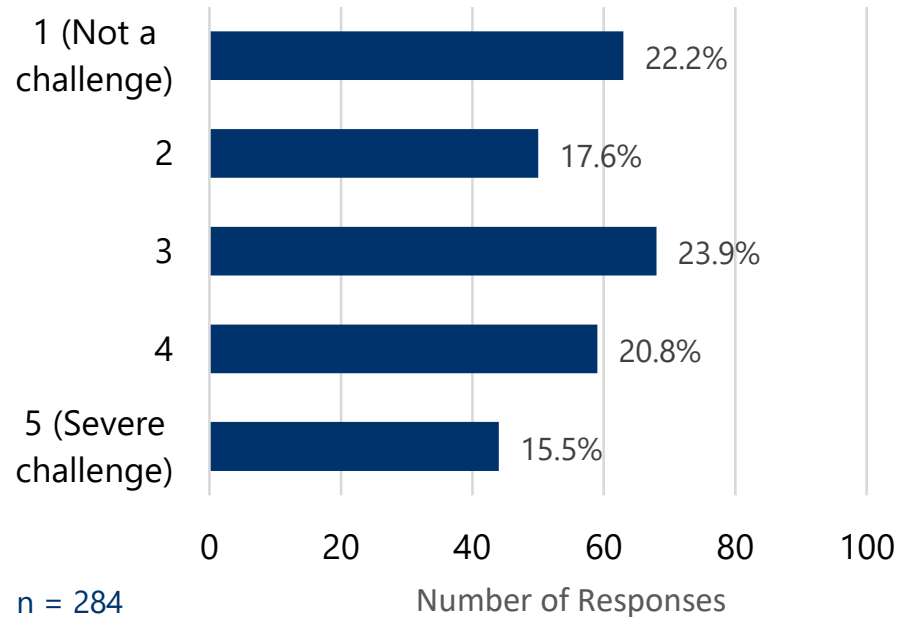
Source: Camoin Associates



# Challenges

- For 40% of businesses, navigating legislative and regulatory barriers is a minor challenge (ranking it 1 or 2 out of 5).
- It is a major challenge for 36% of businesses (ranking it 4 or 5 out of 5).

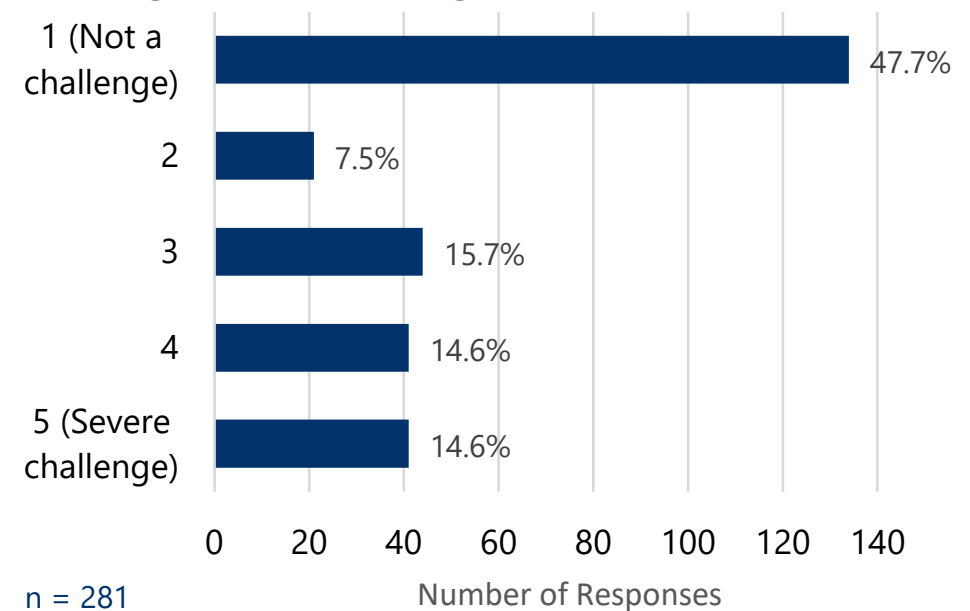
## Legislative and Regulatory Barriers



Source: Camoin Associates

- Finding land and buildings for growth is not a challenge for close to half of businesses (48%).
- For 29% of businesses, it is a major challenge (ranking it 4 or 5 out of 5).

## Finding Land or Buildings for Growth

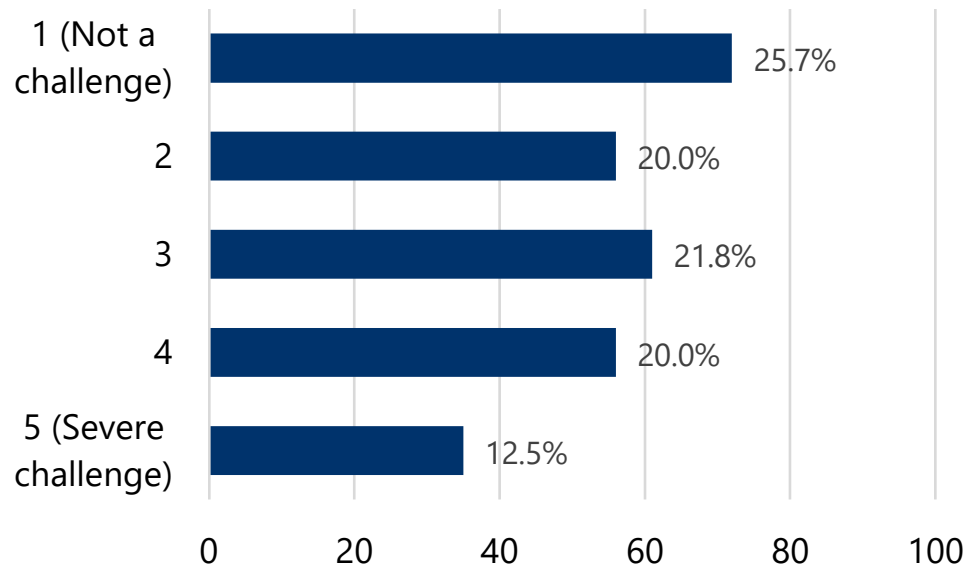


Source: Camoin Associates

# Challenges

- Obtaining growth financing and capital is a major challenge for about one-third of businesses (33%), including a severe challenge for one-in-eight businesses.
- Over 45% of businesses have little to no difficulty.
- More than one-third of businesses (35%) have no difficulty attracting external sources of growth capital.
- For a little over one-quarter of businesses (27%), it is a major difficulty (ranking 4 or 5 out of 5).

## Obtaining Growth Financing and Capital

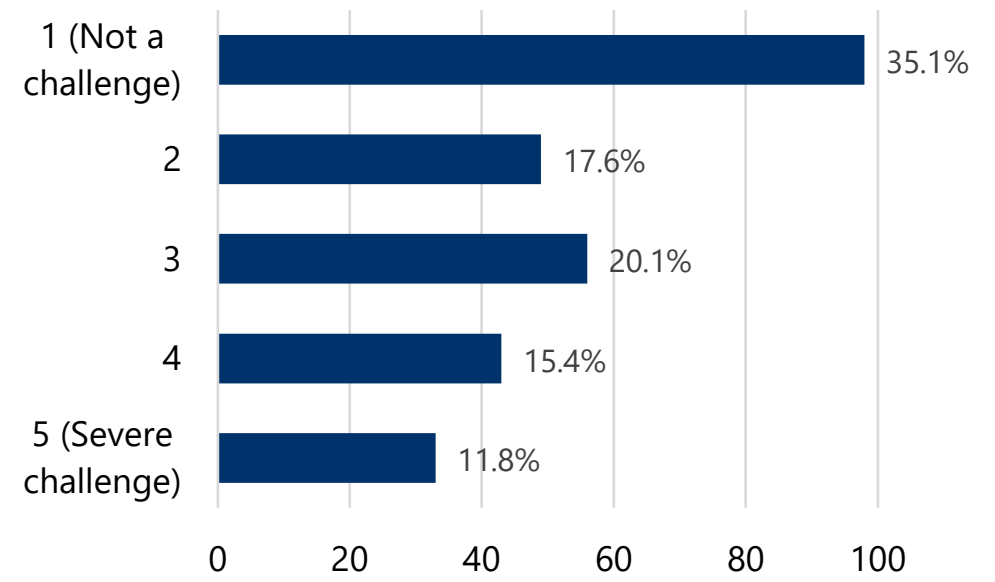


n = 280

Number of Responses

Source: Camoin Associates

## Attracting External Growth Capital



n = 279

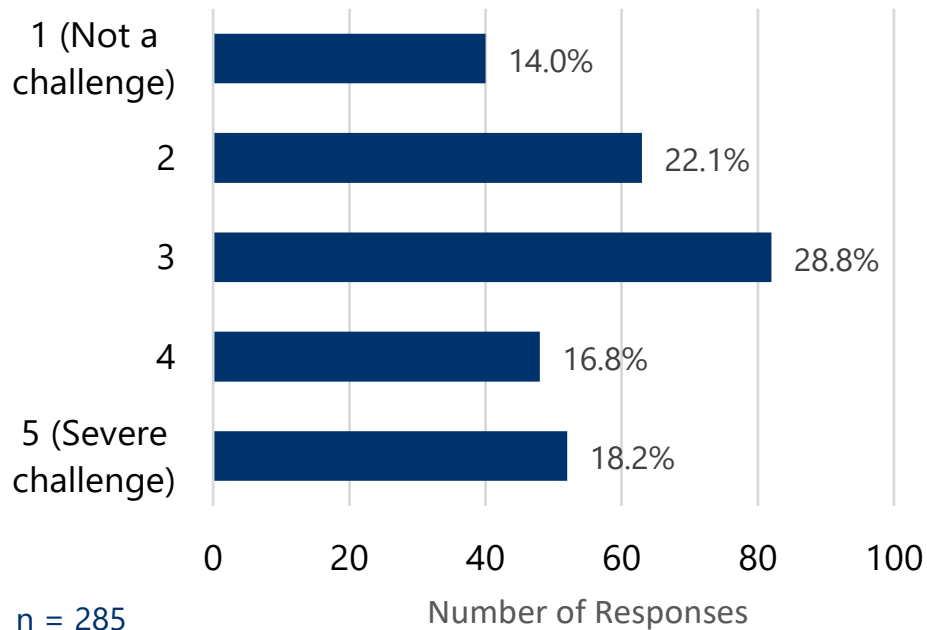
Number of Responses

Source: Camoin Associates

# Challenges

- Managing cash flow is at most a minor challenge for about one-third of businesses (36% rank it as a 2 or 1 out of 5), but it is a major challenge for another third of businesses (35% rank it a 4 or 5).

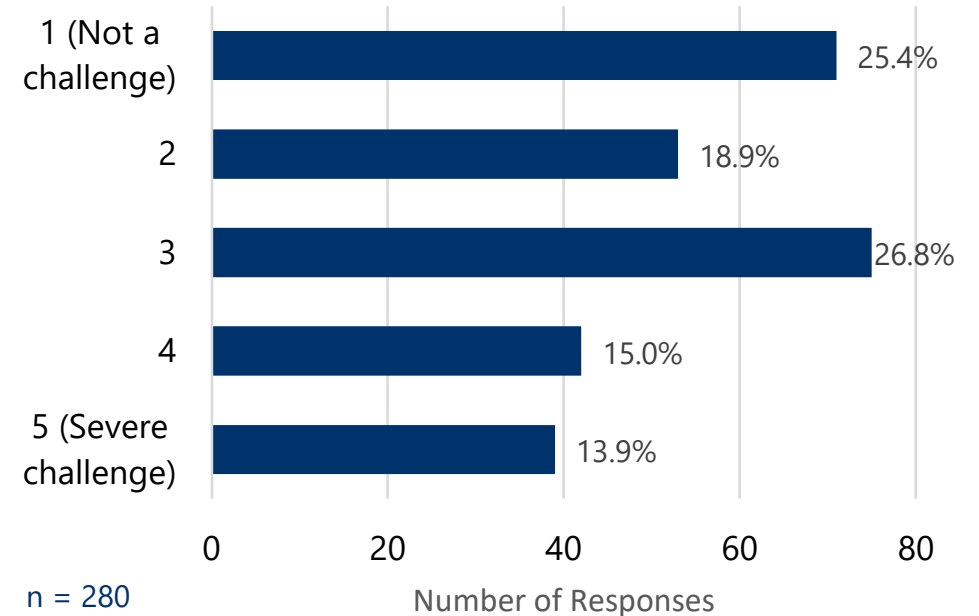
## Managing Cash Flow



Source: Camoin Associates

- 44% of businesses have little difficulty financing new equipment and/or facilities, but this is a major challenge for 29% of businesses, including a severe challenge for 14%.

## Financing New Equipment/Facilities

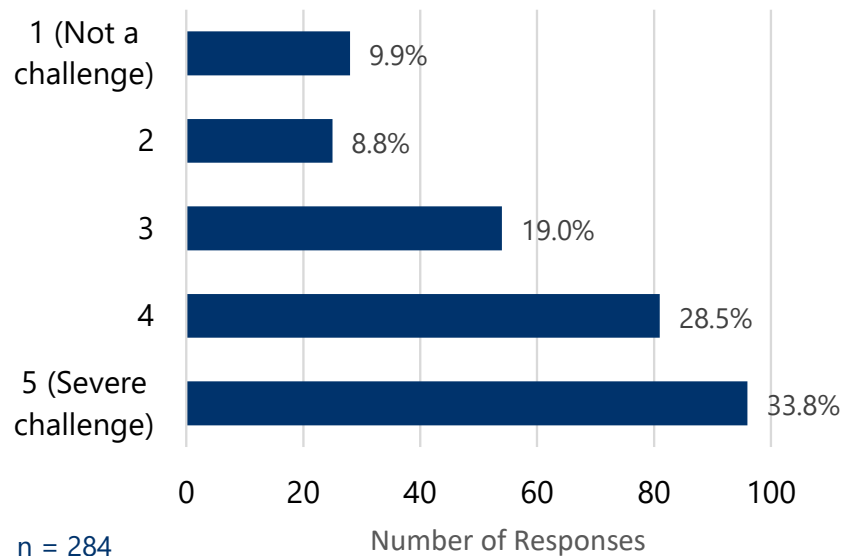


Source: Camoin Associates

# Challenges

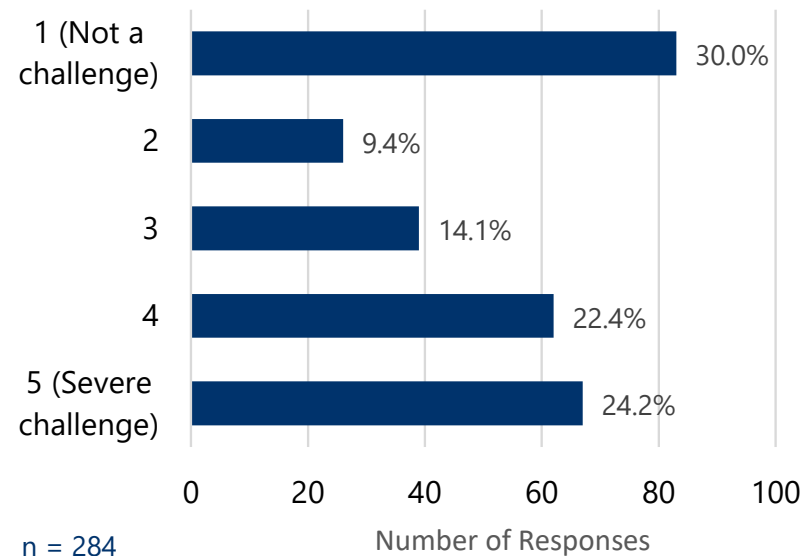
- Rising labor costs pose a significant challenge for a large majority of businesses (62% rank it a 4 or 5), with 34% severely challenged by the cost of labor.
- The cost of real estate is a major challenge for almost half of businesses (47% rank it a 4 or 5) but is not a challenge for 30% of businesses.
- Rising utility costs are a major challenge for 36% of businesses (ranking them a 4 or 5), but at most a minor challenge for 35% (ranking as a 2 or 1).

## Increasing Labor Costs



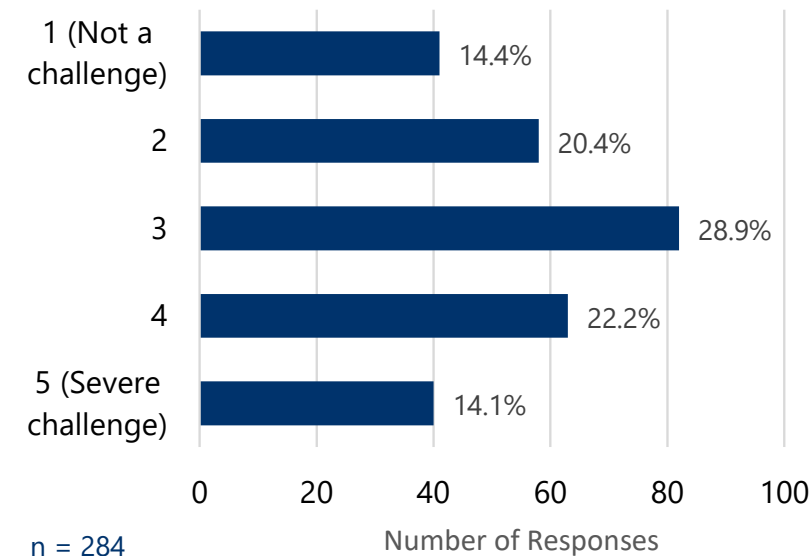
Source: Camoin Associates

## Cost of Real Estate



Source: Camoin Associates

## Increasing Cost of Utilities

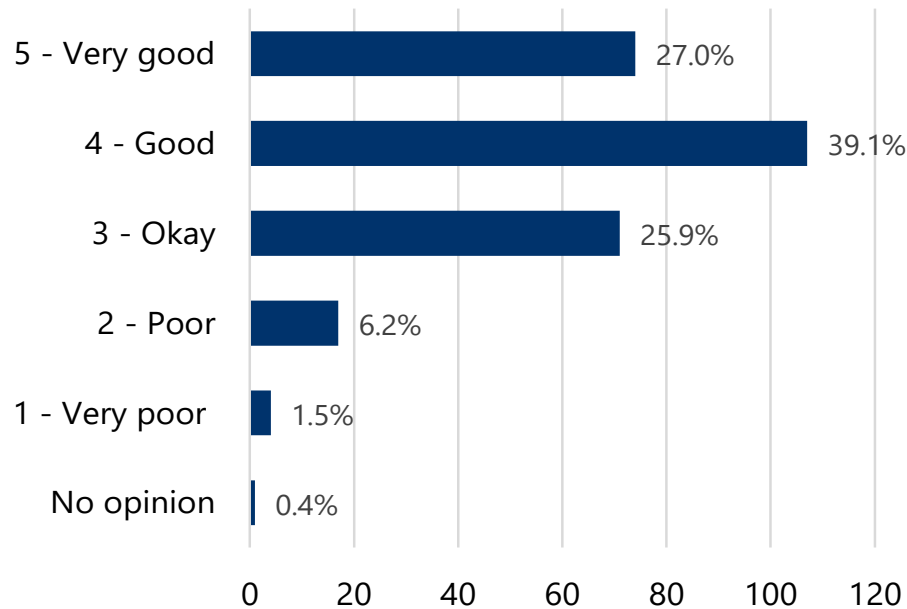


Source: Camoin Associates

# Business Environment

- Approximately two-thirds (66%) of respondents rank Utah's business climate as good or very good.
- Less than 8% rank it poor or very poor.

**Overall Perception of Business Climate**

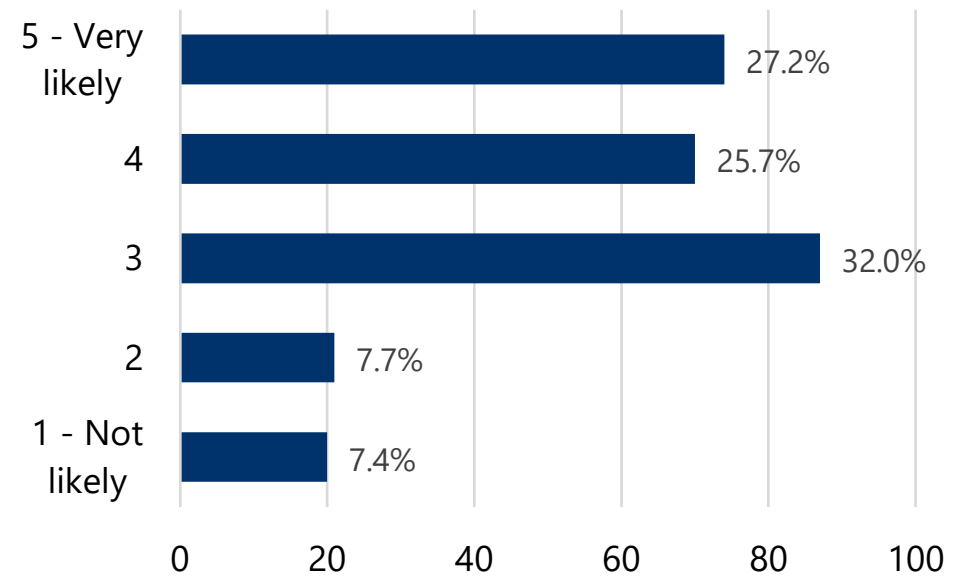


n = 274

Source: Camoin Associates

- More than half of respondents (53%) are likely or very likely to recommend Utah as a place to do business to a CEO considering relocating there.
- Nearly one-third (32%) were indifferent.

**Recommend Utah for Business**



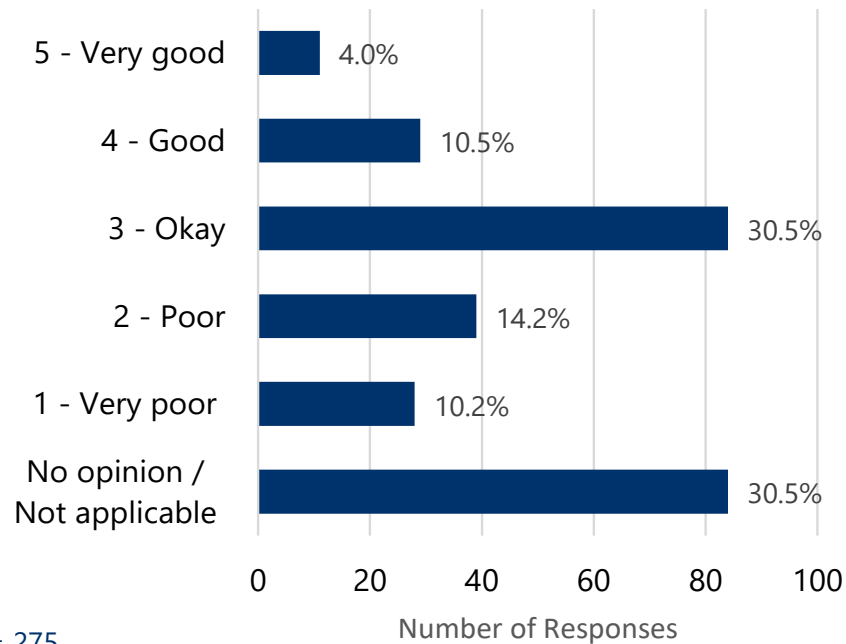
n = 272

Source: Camoin Associates

# Business Environment

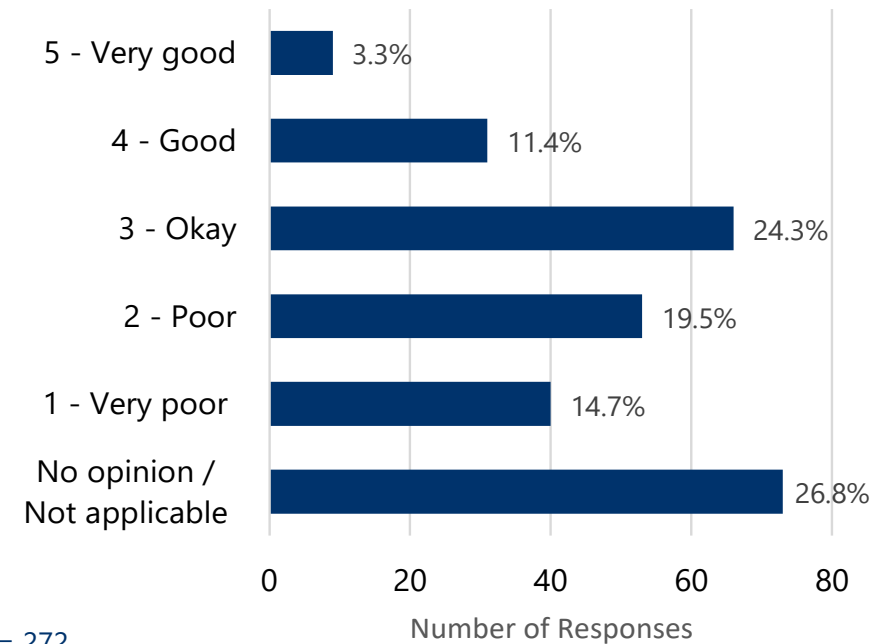
- Less than 15% of respondents rate access to capital in Utah as good or very good.
- 14% rate it poor and another 10% rate it very poor.
- However, 30% either had no opinion or it was not applicable to their business.

### Access to Capital



- Less than 15% of respondents rank Utah's state-provided financial incentives as good or very good, with 41% rating them poor or very poor.
- Roughly one-quarter (27%) had no opinion or incentives were not applicable.

### State Financial Incentives

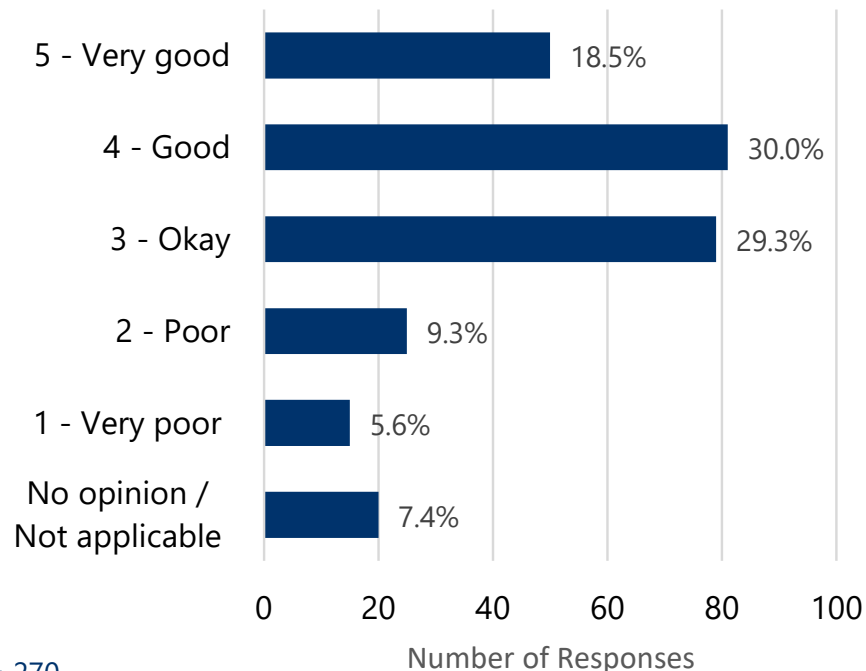


# Business Environment

- Nearly half of respondents (49%) rate Utah's entrepreneurial environment as good or very good.
- 9% rate it poor and 6% rate it very poor.

- 40% of respondents rate Utah's community amenities as good or very good.
- 12% rate them poor and 7% rate them very poor.

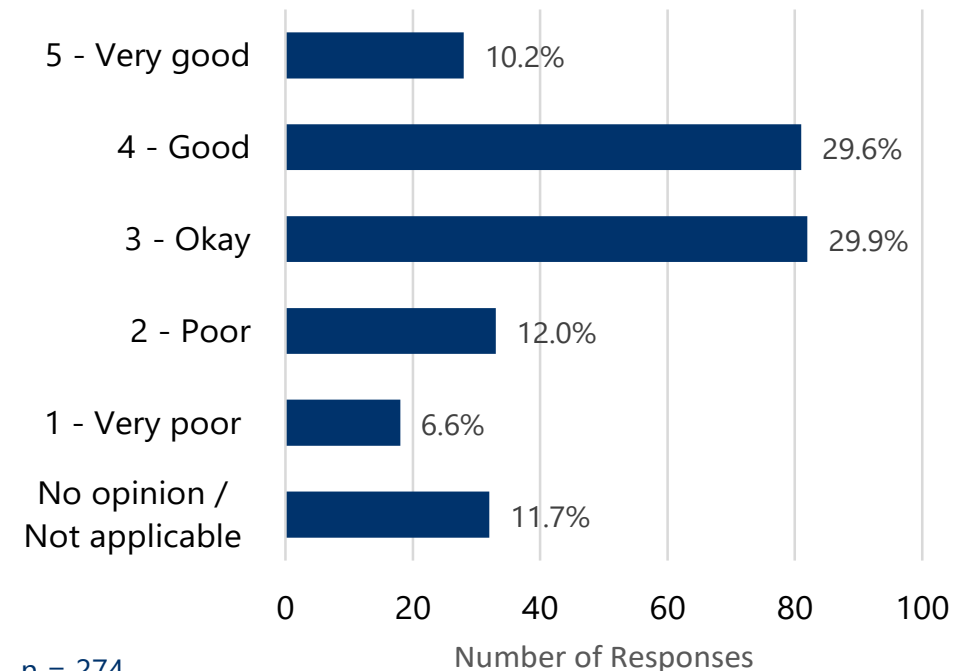
## Entrepreneurial Environment



n = 270

Source: Camoin Associates

## Community Amenities



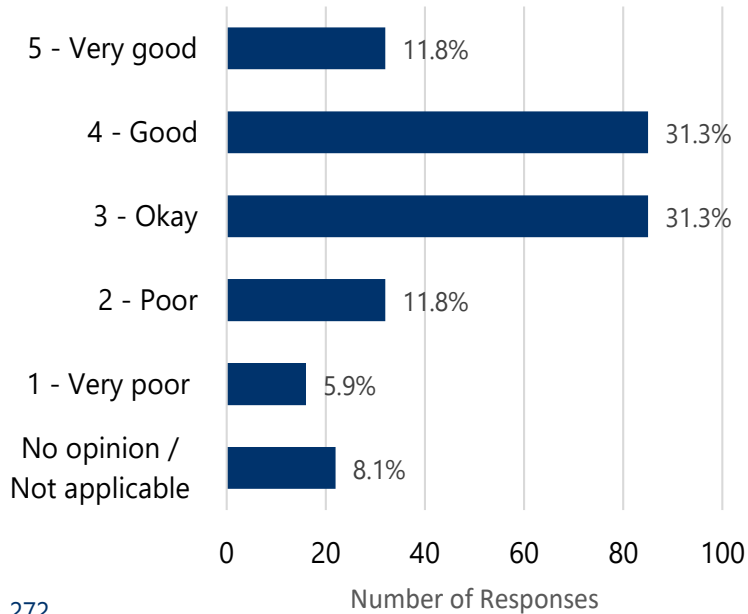
n = 274

Source: Camoin Associates

# Business Environment

- 43% of respondents rate Utah's highways as good or very good.
- 18% rate them poor or very poor.
- 15% of respondents rate the state's public transportation systems as good or very good.
- 19% rate them very poor, 17% rate them poor.
- About one-quarter (24%) of respondents rate Utah's airline service as good or very good.
- 15% find it poor or very poor, but nearly half (47%) have no opinion.

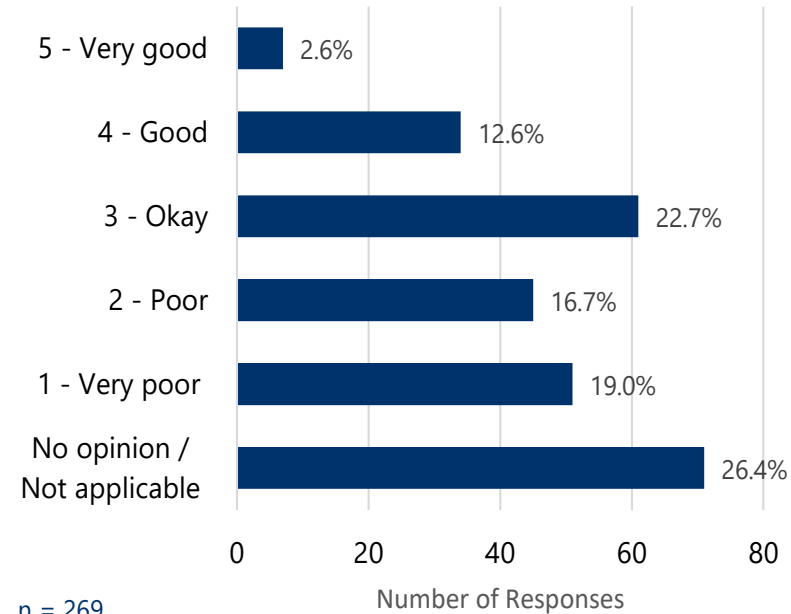
## Highways



n = 272

Source: Camoin Associates

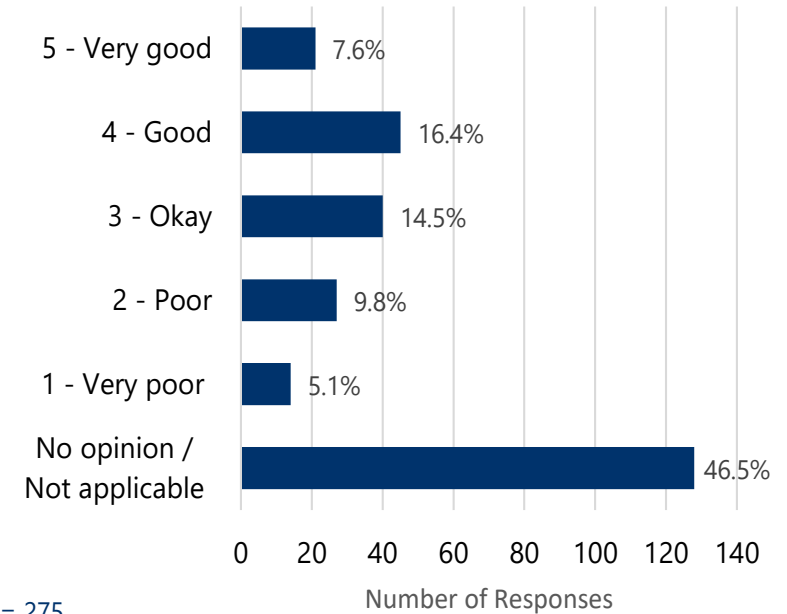
## Public Transportation



n = 269

Source: Camoin Associates

## Airline Service



n = 275

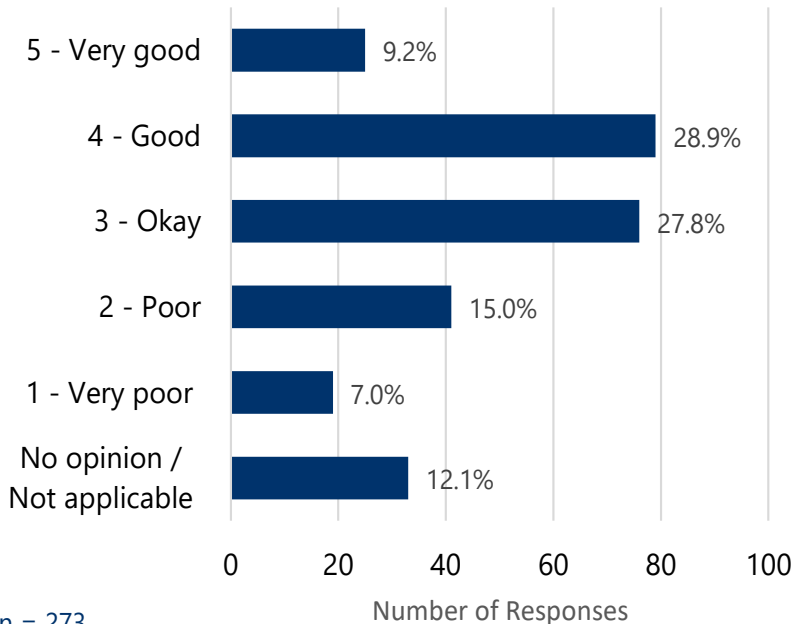
Source: Camoin Associates



# Business Environment

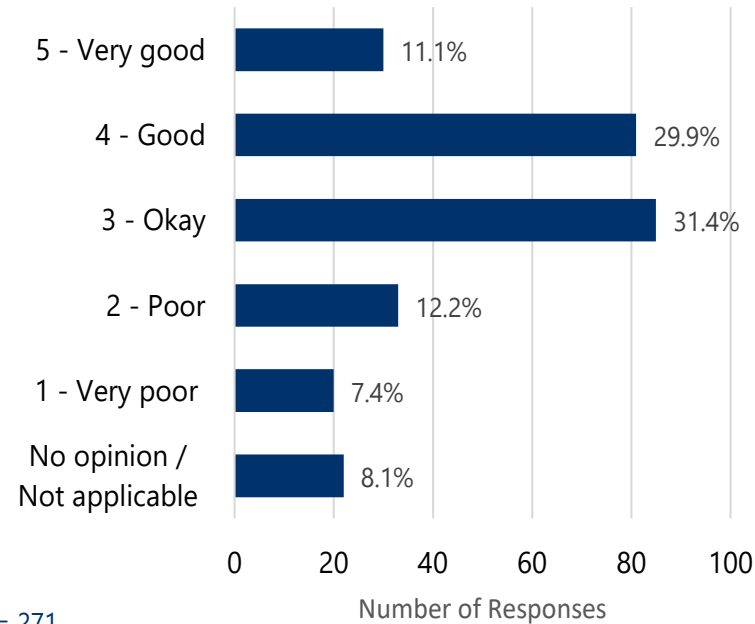
- 38% of respondents rate Utah's healthcare as good or very good.
- 22% rate it poor or very poor.
- 41% of respondents rate the state's education systems as good or very good.
- 20% rate them poor or very poor.
- Only 8% of respondents rate childcare in Utah as good or very good.
- 31% find it poor or very poor, but 41% have no opinion.

## Healthcare



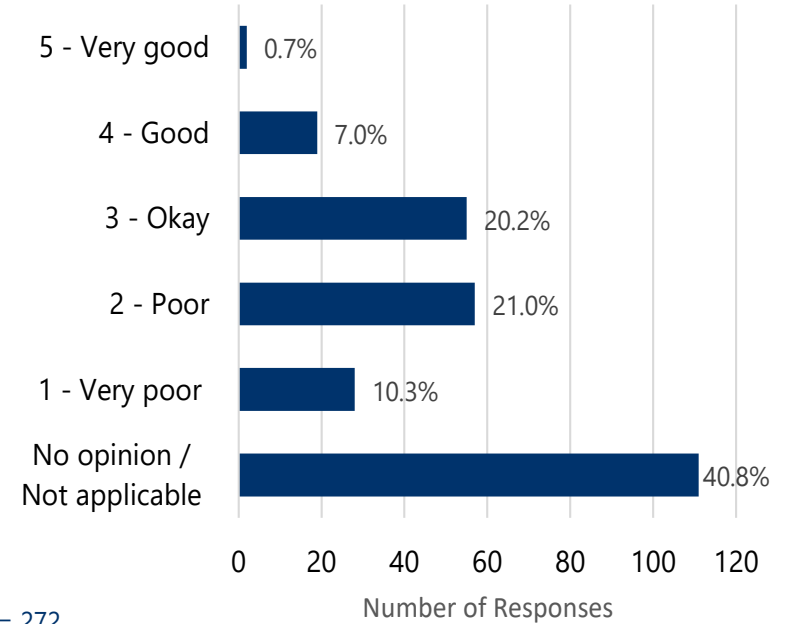
Source: Camoin Associates

## Education System



Source: Camoin Associates

## Childcare

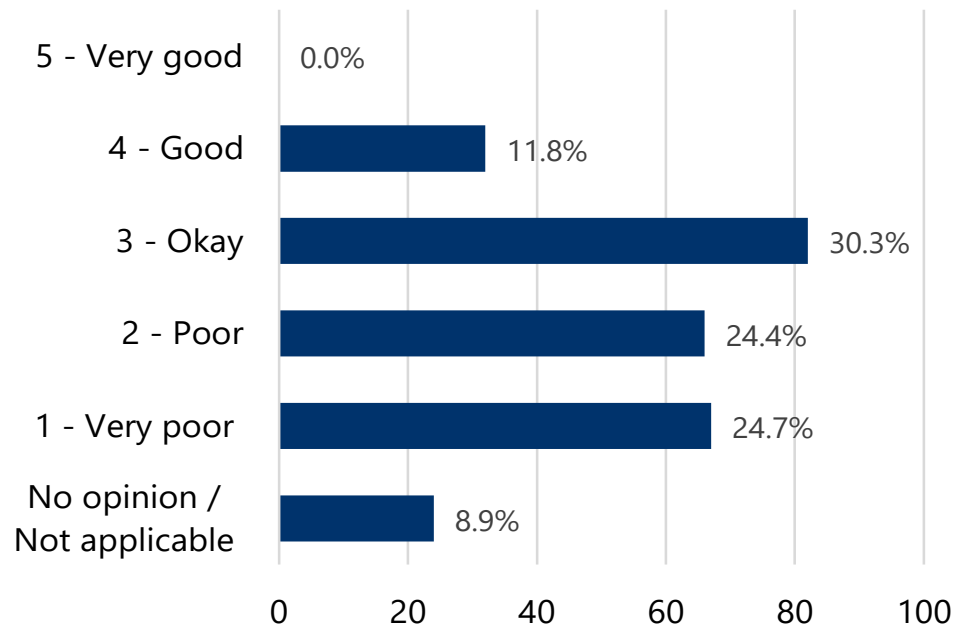


Source: Camoin Associates

# Business Environment

- No respondents rate Utah's housing situation as very good and just 12% rate it good.
- Nearly half (49%) rate it poor or very poor.
- 46% of respondents rate broadband internet service in Utah as good or very good.
- 17% rate it poor or very poor.

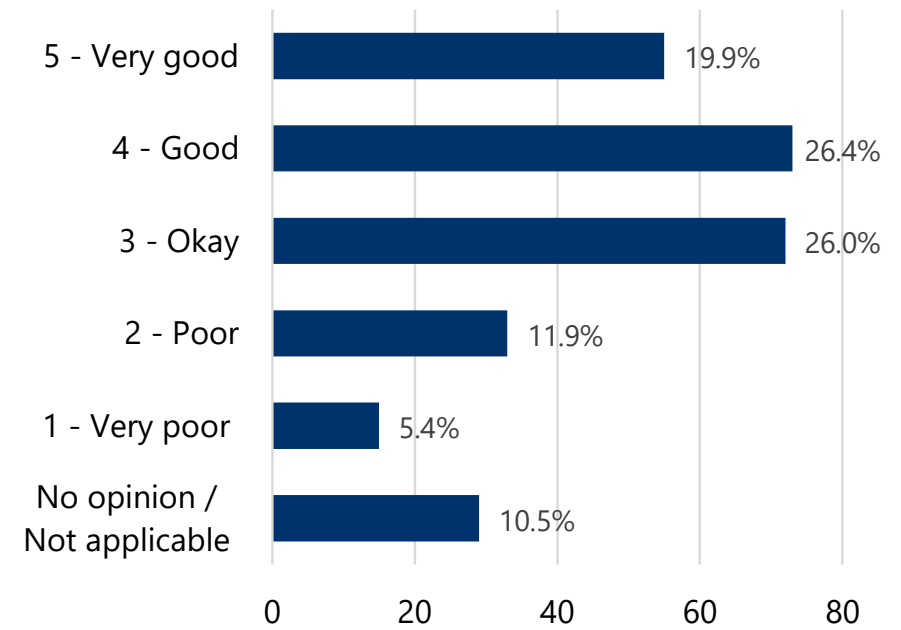
## Housing



n = 271

Source: Camoin Associates

## Broadband Internet



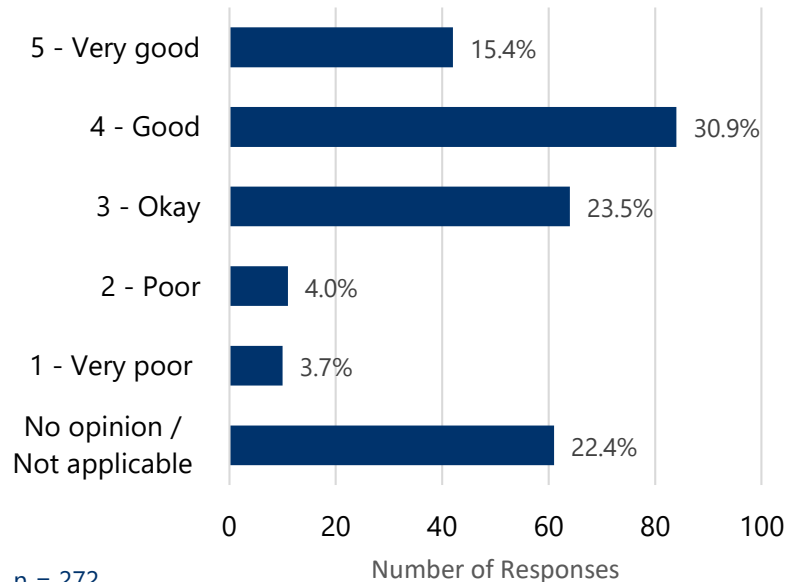
n = 277

Source: Camoin Associates

# Business Environment

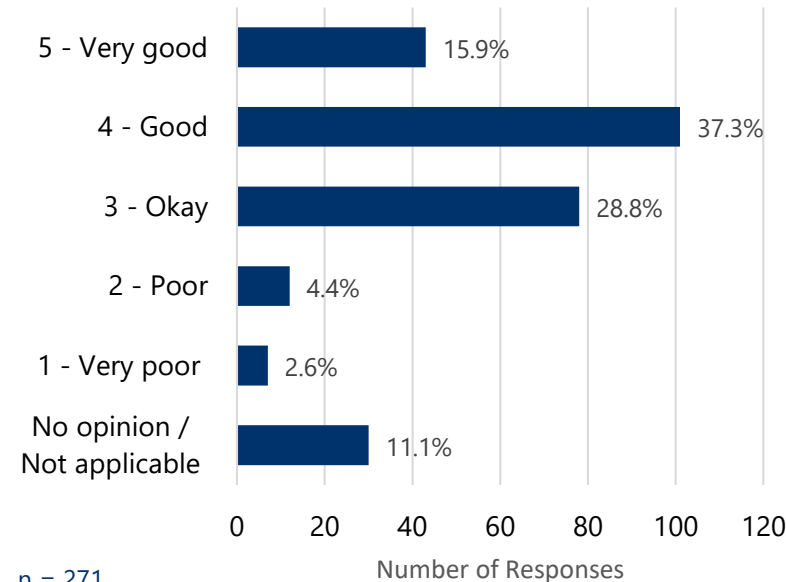
- 46% of respondents rate Utah's natural gas supply as good or very good.
- Just 8% rate it poor or very poor.
- 22% have no opinion.
- Over half of respondents (53%) rate the state's electric power supply as good or very good.
- Just 7% rate it poor or very poor.
- 48% of respondents rate water supplies in Utah as good or very good.
- 10% find them poor or very poor.

## Natural Gas



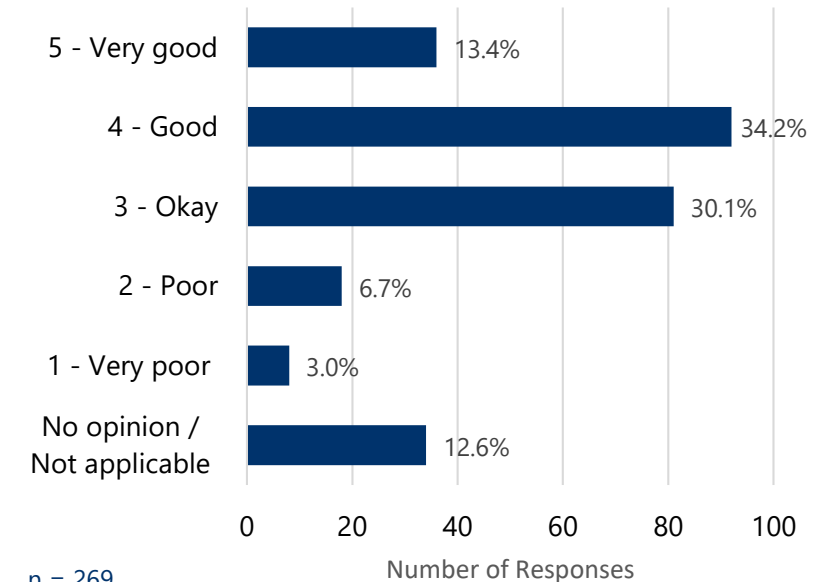
Source: Camoin Associates

## Electric



Source: Camoin Associates

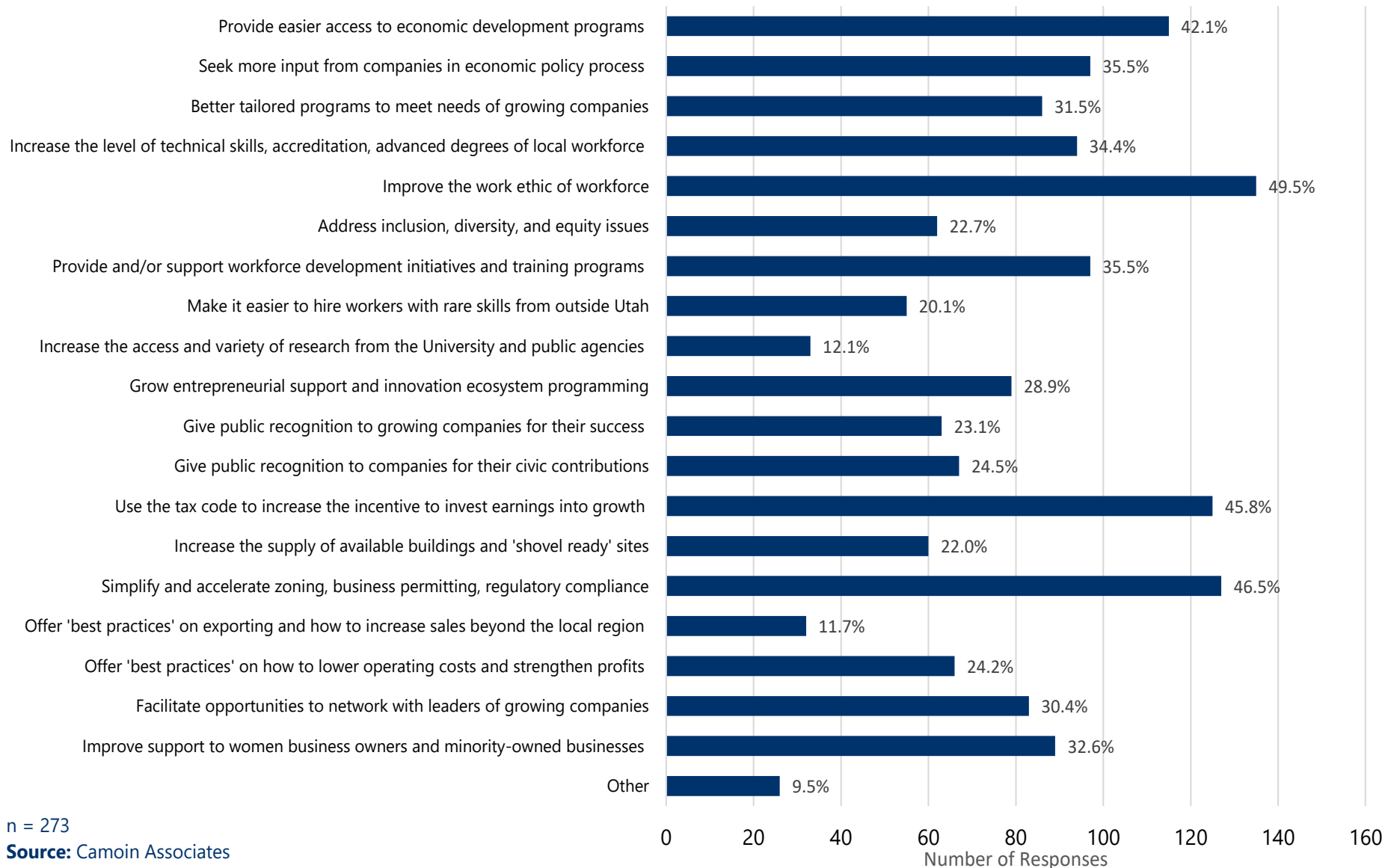
## Water



Source: Camoin Associates

# State and Local Government

## How Could the State Improve Support for Companies Seeking Growth?



*Findings presented on the following page.*

# State and Local Government

- Over 40% of respondents would like the State of Utah to:
  - improve the work ethic of the workforce,
  - streamline zoning, business permitting, and regulatory compliance,
  - use the tax code to better incentivize investment in growth,
  - and improve access to economic development programs.
- Over 30% would like the State to:
  - seek more input from companies in the economic policy process,
  - provide and/or support workforce development initiatives and training programs,
  - increase the level of technical skills, accreditation, and advanced degrees of the local workforce,
  - improve support for women- and minority-owned businesses, and
  - better tailor programs to meet the needs of growing companies.

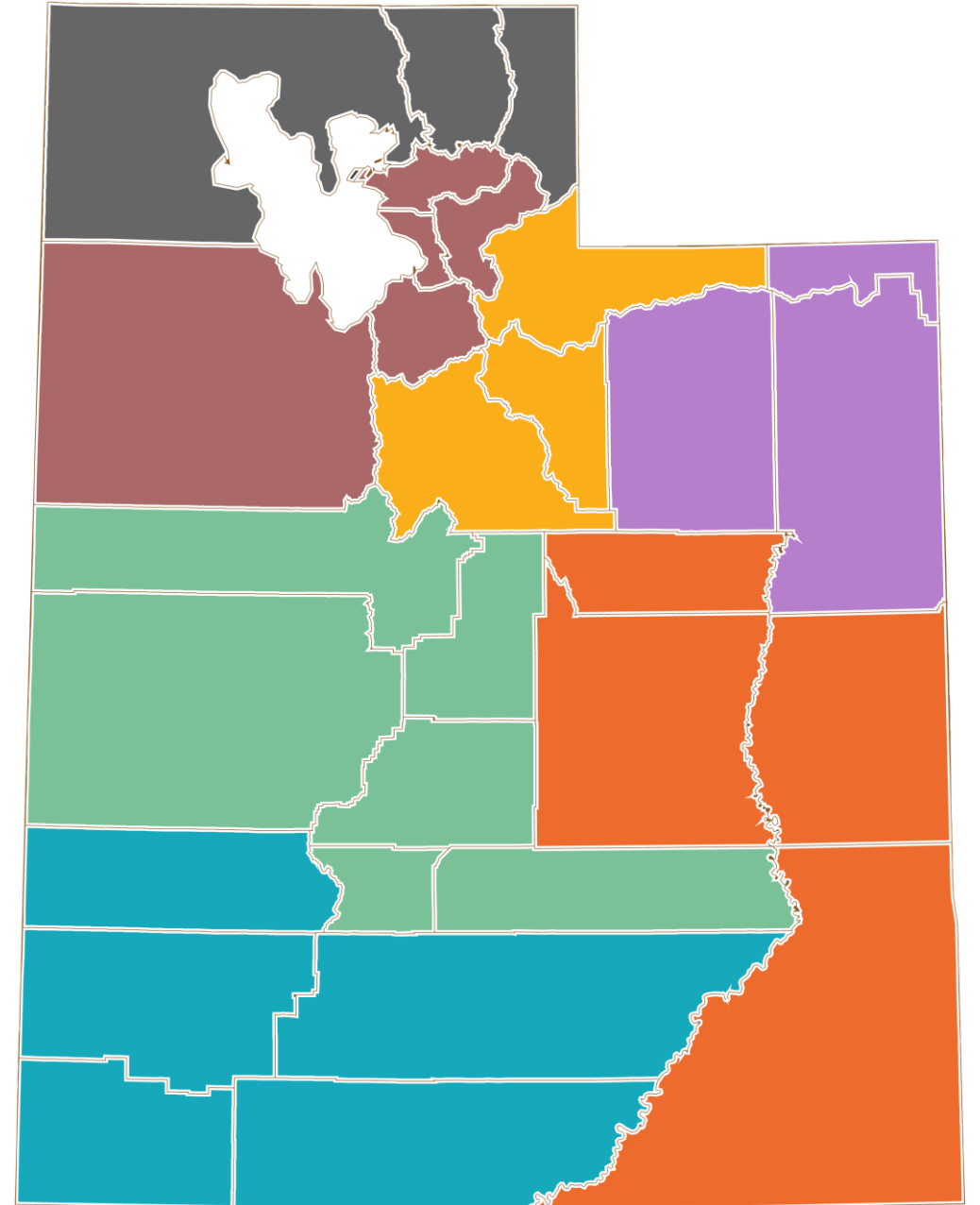
# State and Local Government

- Over half of respondents (58%) indicated their business needs technical assistance.
- Of these, more than half (52%) need help with digital marketing and sales, 39% need strategic planning assistance, 31% need financial planning and budgeting help, and roughly one-quarter need online sales platform training and/or transition/ succession planning assistance.

## Does Your Business Need Technical Assistance?



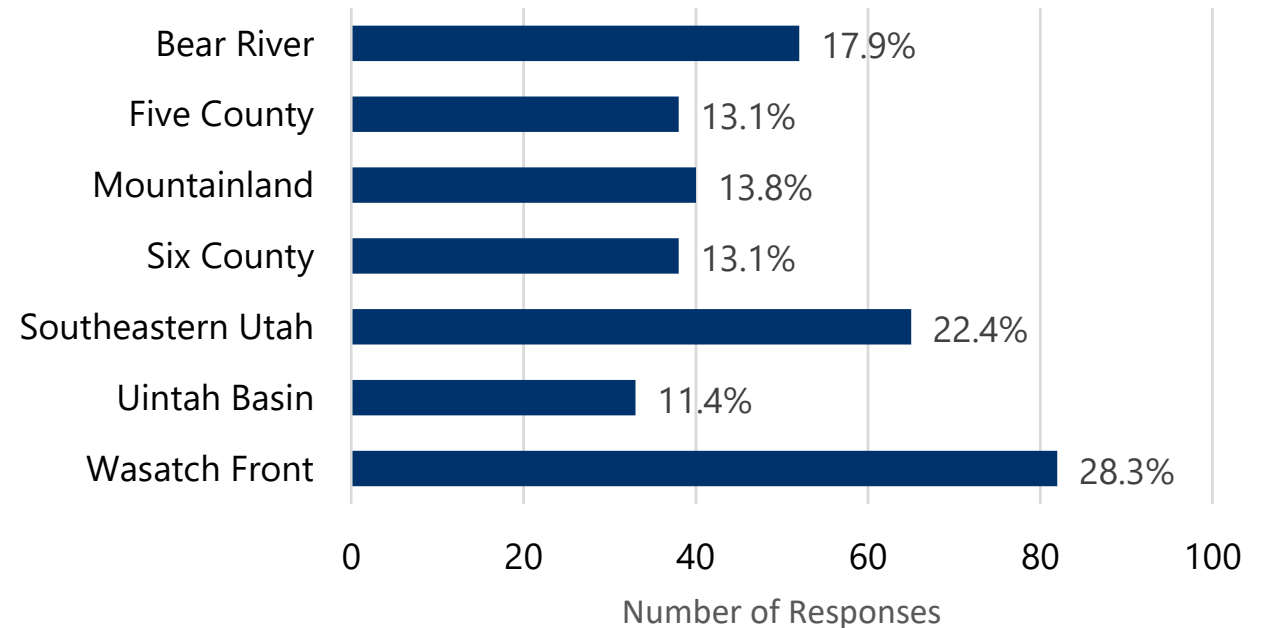
# REGIONAL BREAKDOWN



# Regional Overview

- The largest share of respondents (28%) is located within the Wasatch Front EDD; the second-largest share (22%) is located within the Southeastern Utah EDD.
- Roughly one-tenth each (11%–13%) are located in the Five County, Six County, and Uintah Basin EDDs.
- Nearly one-fifth (18%) have locations in the Bear River EDD.
- 26 respondents selected multiple regions.

**Respondents by Region**



n = 290. Note: 26 respondents indicated multiple regions; they are counted in each region.

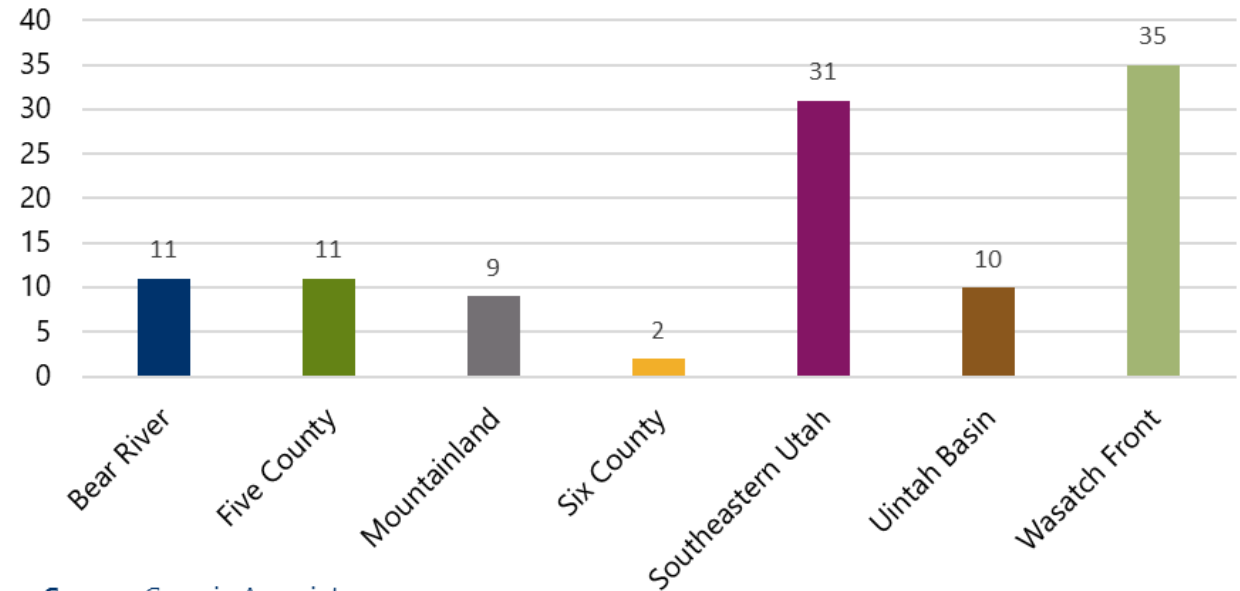
**Source:** Camoin Associates



# Overview

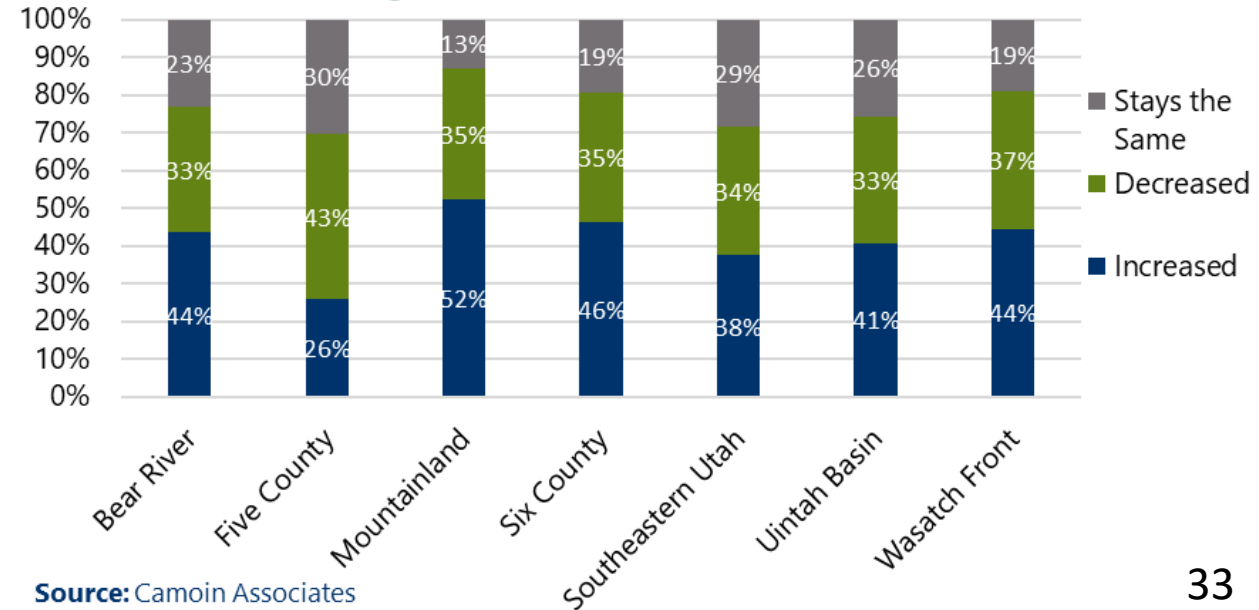
- Most facility expansion is occurring in Southeastern Utah and the Wasatch Front, both with 30-plus facilities planned for expansion.
- Mountainland region respondents were the only region with over half its facilities experiencing a revenue increase in the last 12 months.
- Five County region respondents experienced the highest proportion of facilities with a revenue decrease in the last 12 months.

**Are you Planning a Facility Expansion in the Next 2-3 Years**



Source: Camoin Associates

**How Has Revenue Changed in the Last 12 Months**

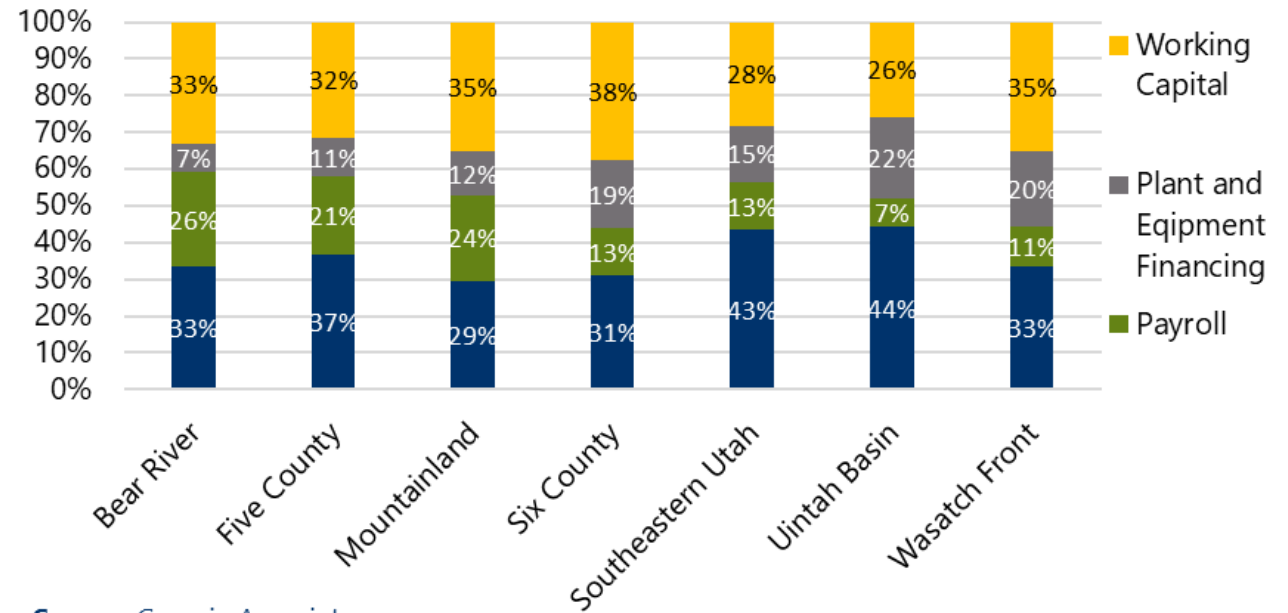


Source: Camoin Associates

# Overview

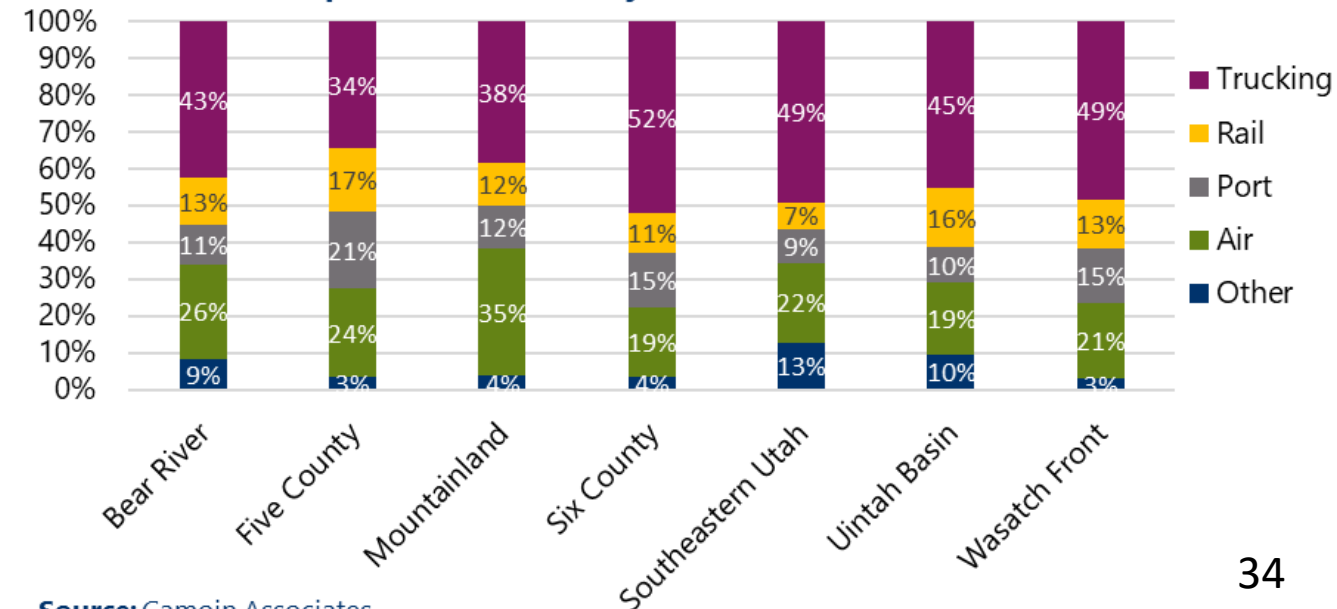
- Across regions, the greatest areas of financial assistance need are in working capital and capital improvements.
- Across the regions, the respondents use trucking for most of their transportation requirements.
- Except in Bear River and the Uintah Basin, rail is the least utilized transportation method.

**Where are Your Financial Assistance Needs**



Source: Camoin Associates

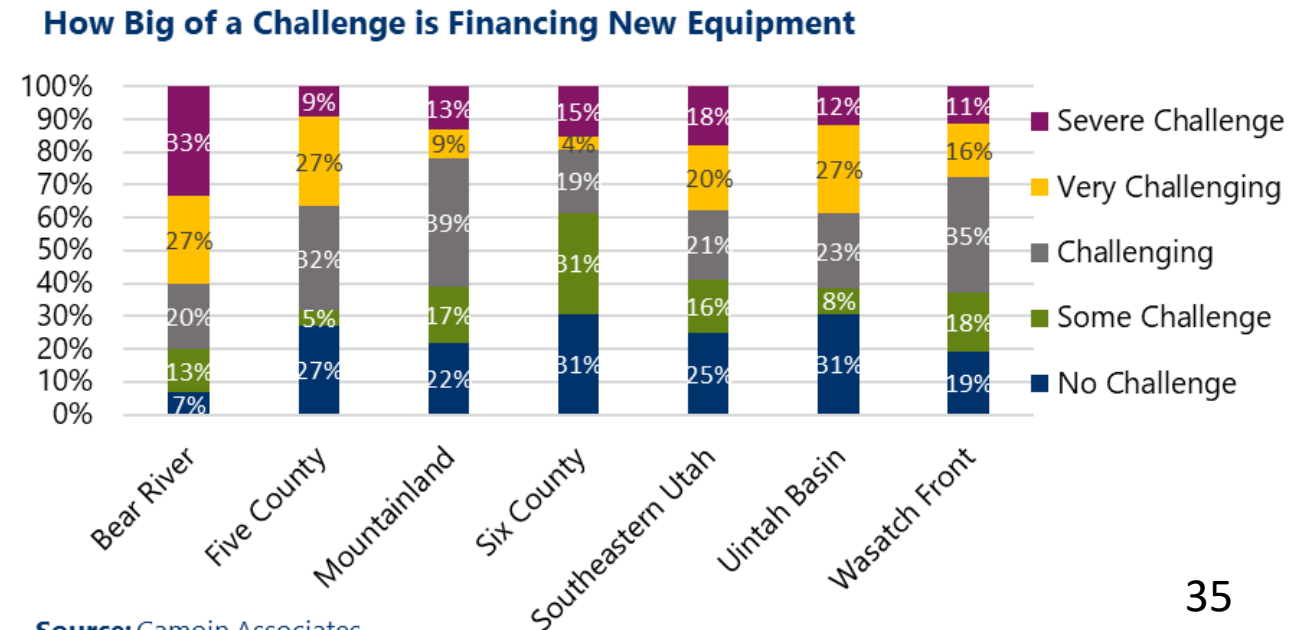
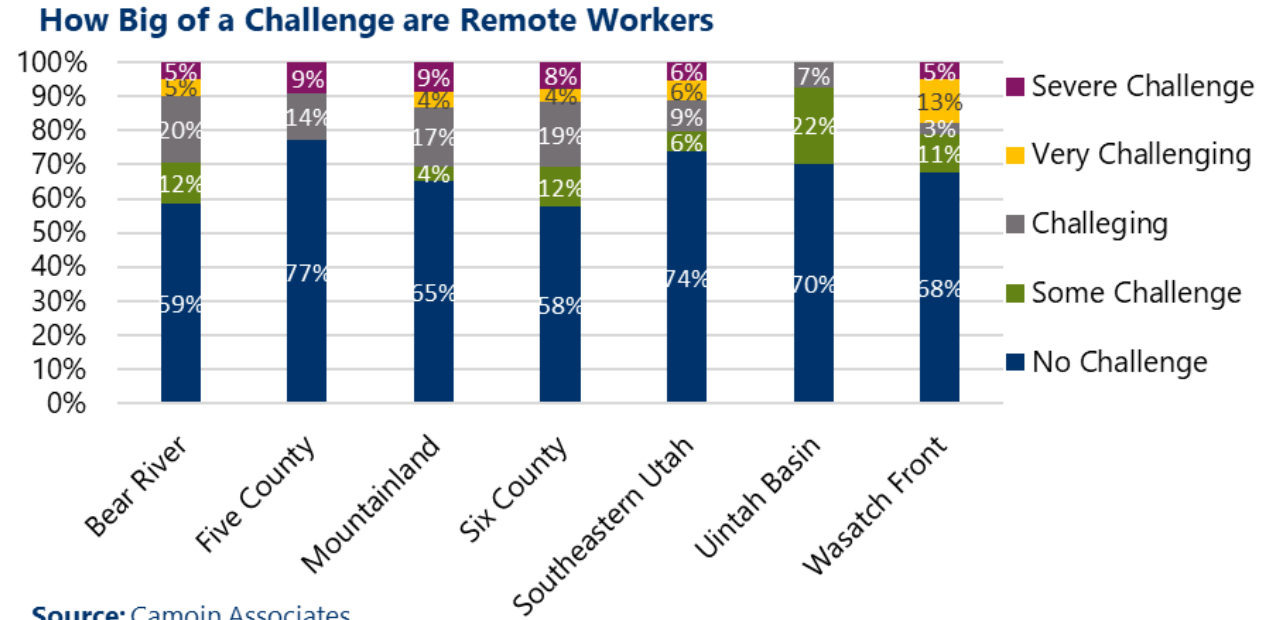
**How Do You Transport at Your Facility**



Source: Camoin Associates

# Challenges

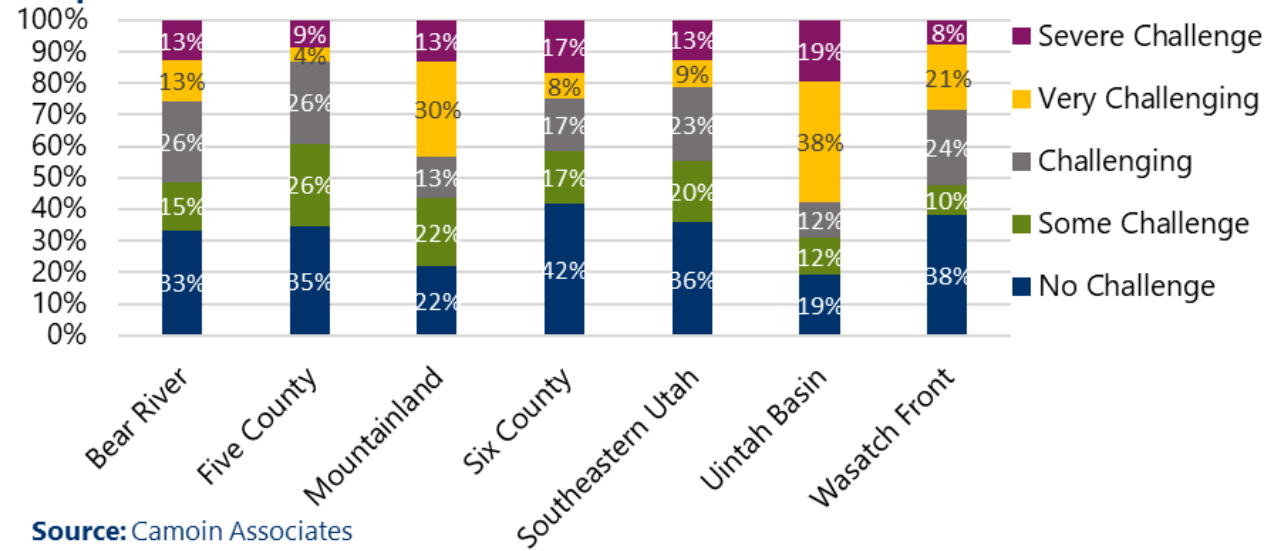
- Across the board the majority of regional respondents stated that dealing with remote workers was not a challenge.
- Six County region respondents did however find this to be more challenging than any other region.
- Financing new equipment is at least challenging for most of the regional respondents.
- Financing new equipment was the least challenging for Six County respondents.



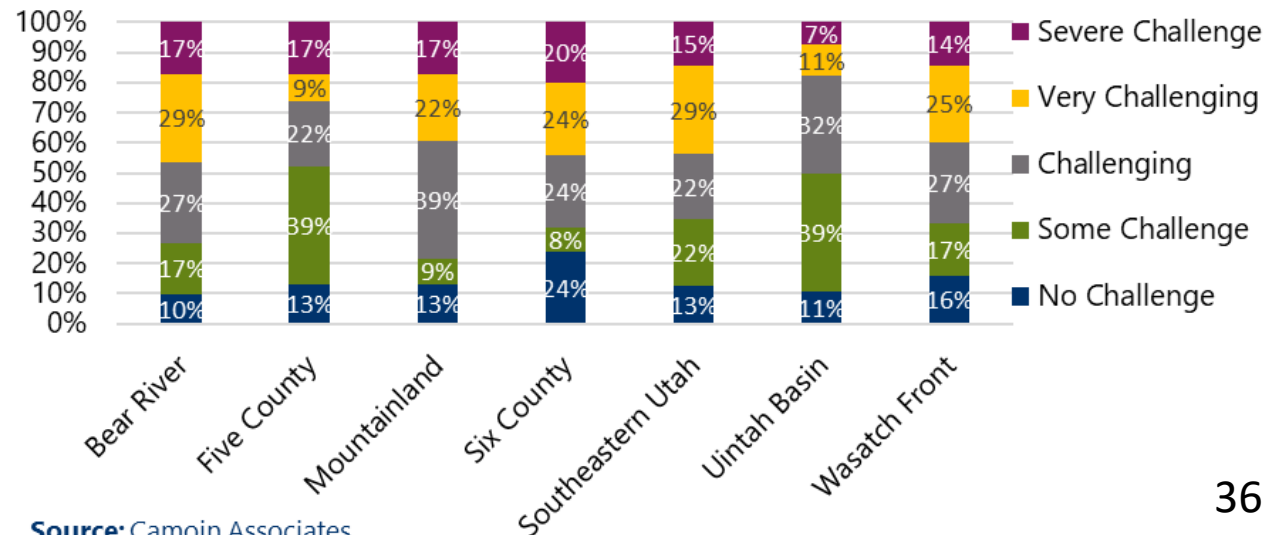
# Challenges

- A majority of regional respondents stated that attracting external sources of growth capital was a challenge.
- Attracting external sources of growth capital was the most challenging for Uintah Basin and Mountainland respondents.
- Dealing with the increasing cost of utilities was at least challenging for most of the regional respondents.
- The exceptions to this being in the Five County and Uintah Basin regions.

**How Big of a Challenge is Attracting External Sources of Growth Capital**



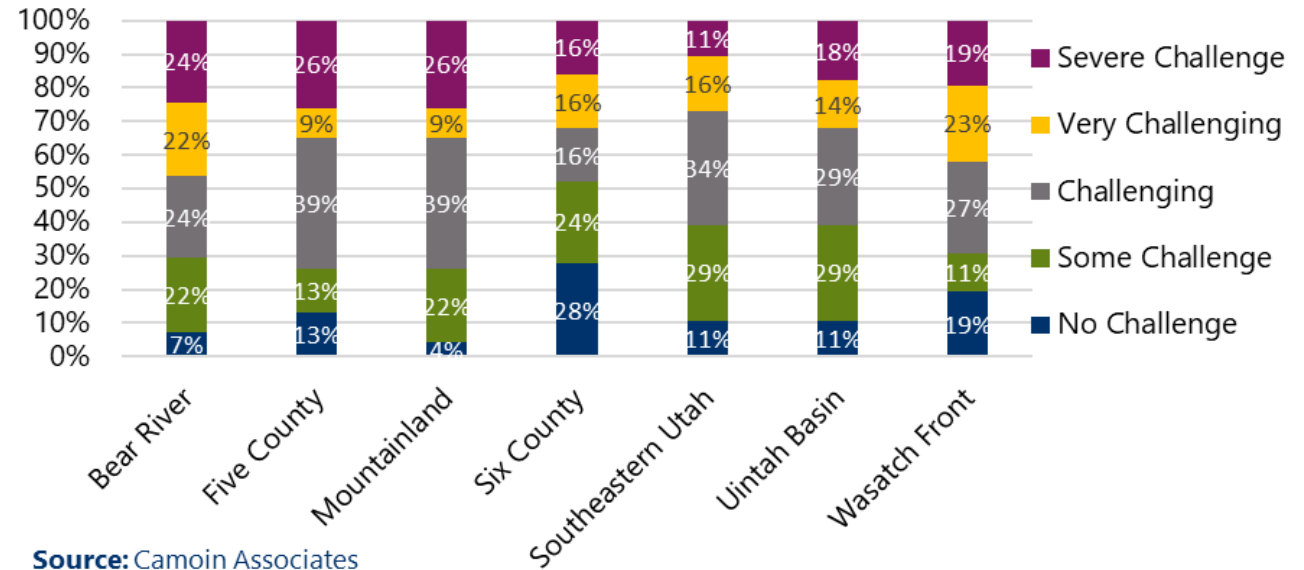
**How Big of a Challenge is Dealing with the Increasing Cost of Utilities**



# Challenges

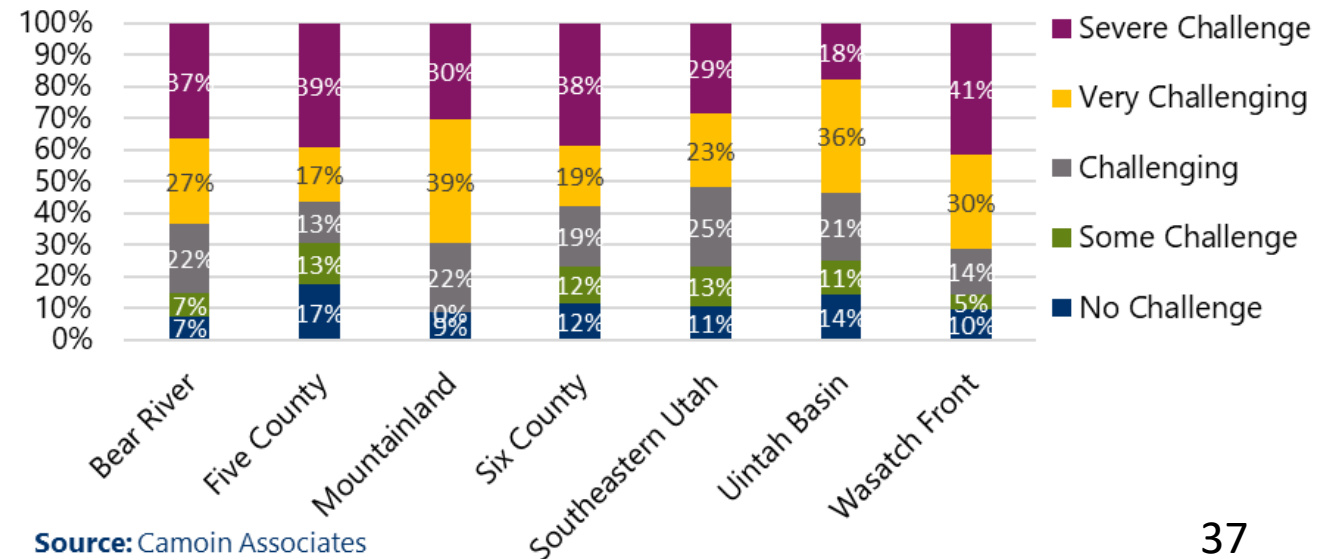
- A majority of regional businesses stated that managing cash flow was a challenge.
- Six County region respondents struggled with this the least.
- A significant majority of respondents stated that dealing with the increasing cost of labor was at least challenging.
- It was the least challenging in the Five County region and the most challenging in the Mountainland region.

**How Big of a Challenge is Managing Cash Flow**



Source: Camoin Associates

**How Big of a Challenge is Dealing with the Increasing Cost of Labor**

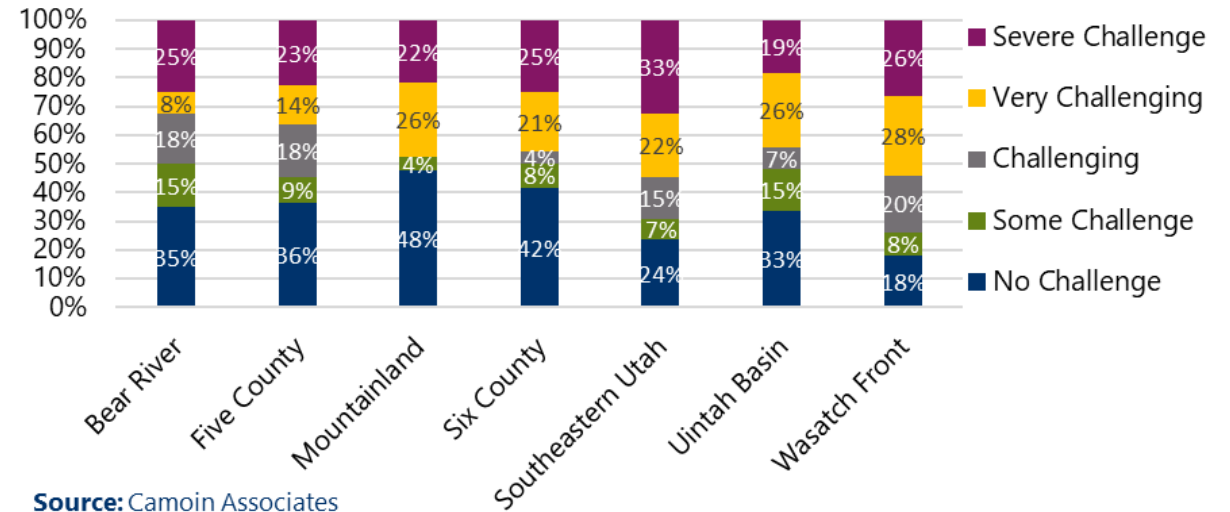


Source: Camoin Associates

# Challenges

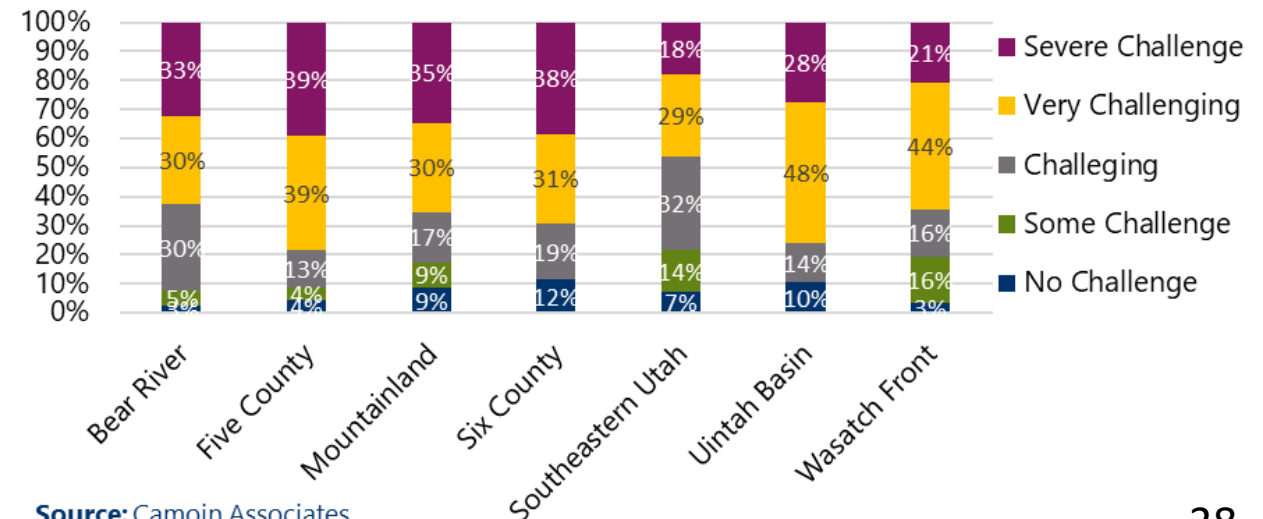
- A majority of regional respondents stated that dealing with the increasing cost of real estate was at least challenging.
- Real estate costs were the most challenging in the Wasatch Front and Southeastern Utah.
- A majority of regional respondents stated that dealing with unexpected changes in economic conditions was a big challenge.
- Bear River and Five County respondents struggle with this challenge the most compared to the other regions.

**How Big of a Challenge is Dealing with the Increasing Cost of Real Estate**



Source: Camoin Associates

**How Big of a Challenge is Dealing with Unexpected Changes in Economic Conditions or Input Demand**

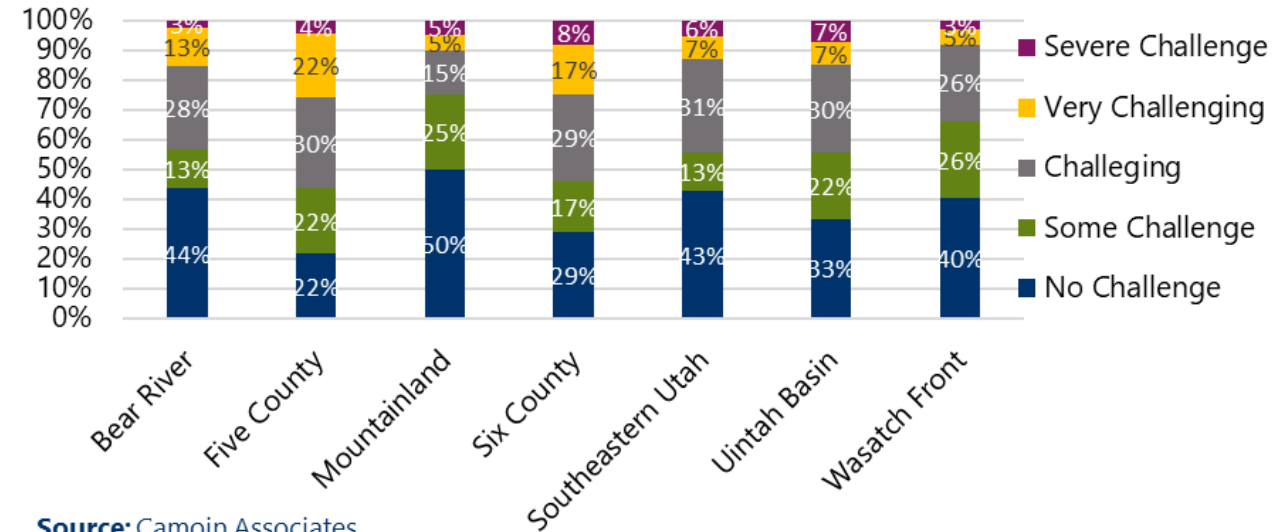


Source: Camoin Associates

# Challenges

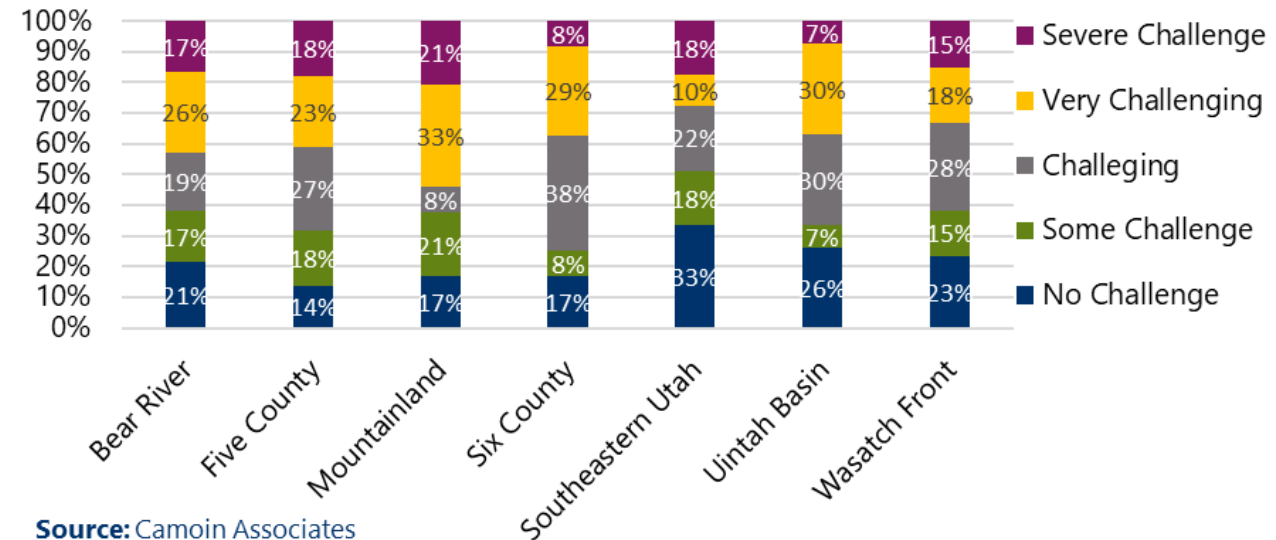
- Mountainland region respondents had the least difficulty responding to new disruptive technologies.
- A majority of the regional respondents stated that navigating legislative and regulatory barriers was at least challenging.
- Six County respondents found this the most challenging.

**How Big of a Challenge is Dealing with Responding to New Disruptive Technologies**



Source: Camoin Associates

**How Big of a Challenge is Navigating Legislative and/or Regulatory Barriers**

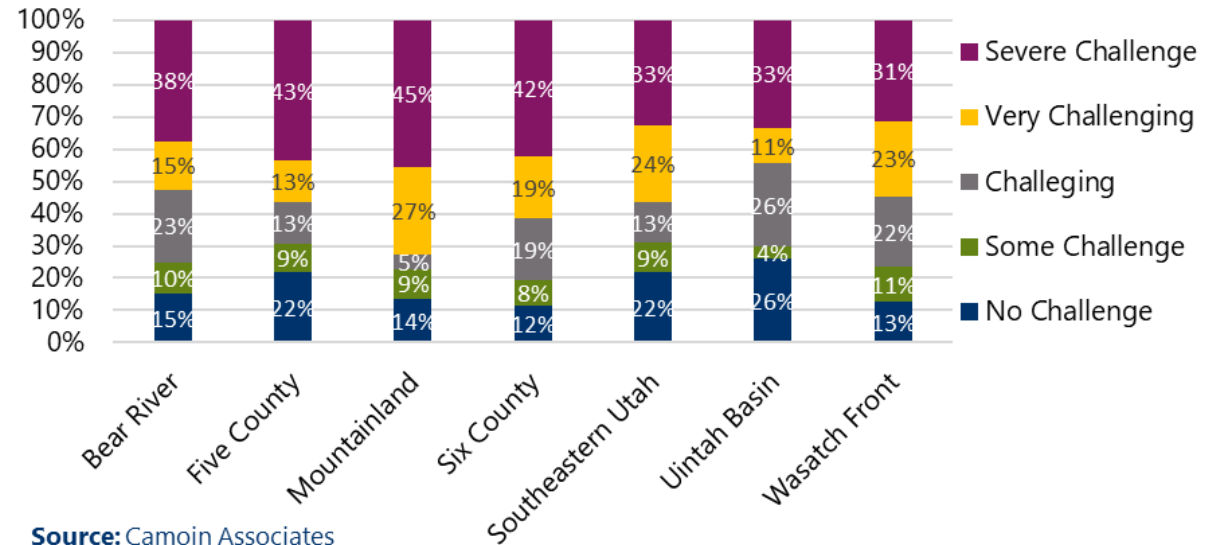


Source: Camoin Associates

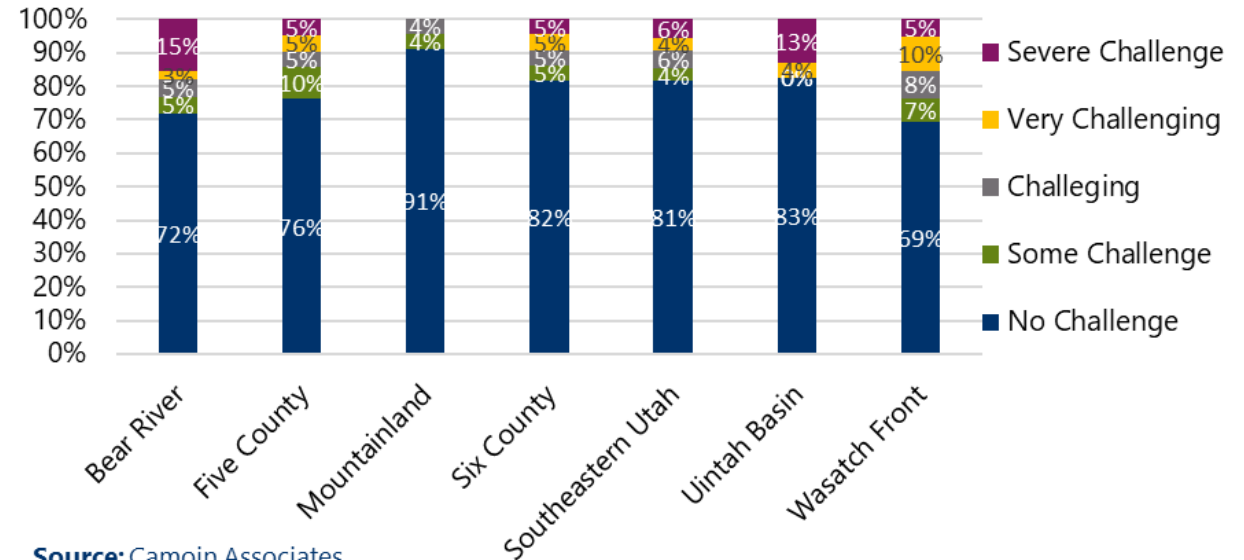
# Challenges

- A majority of the regional respondents stated that recruiting the best workforce possible was at least a challenge.
- Six County, Mountainland, and Wasatch Front respondents found this to be the most challenging.
- A significant majority of the regional respondents stated that entering foreign markets was not a challenge (78% of respondents do not export).
- Bear River and Wasatch Front respondents found this to be more challenging than the other regions.

**How Big of a Challenge is Recruiting the Best Workforce Possible**



**How Big of a Challenge is Entering into Foreign Markets**

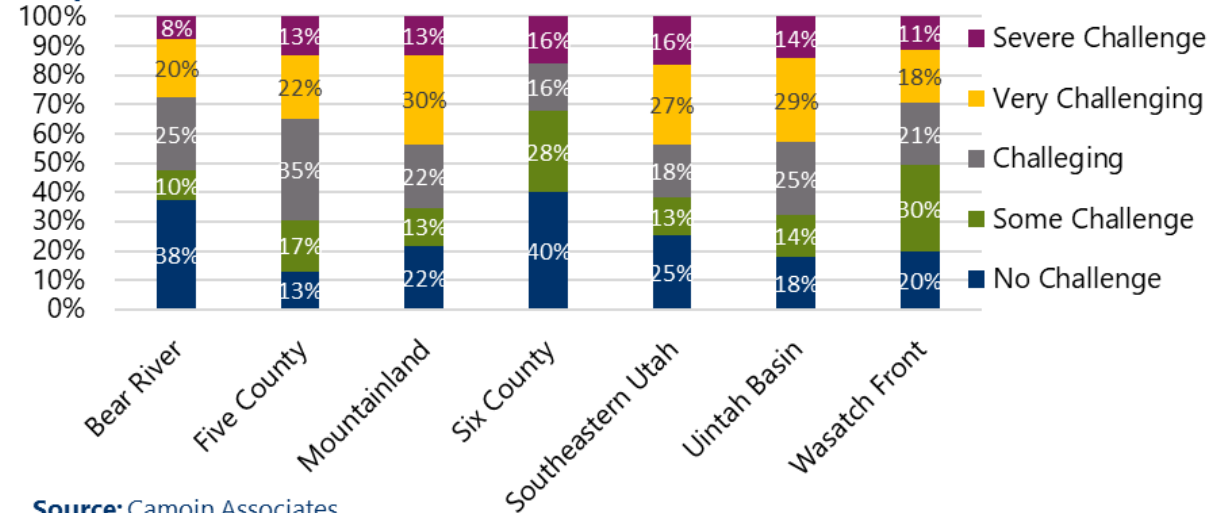




# Challenges

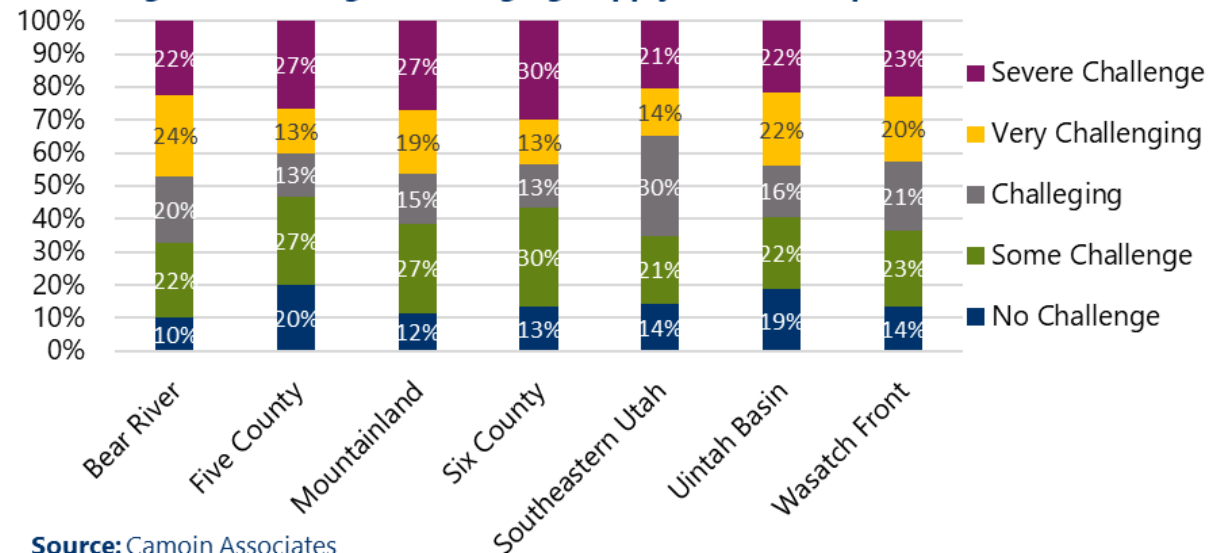
- A majority of the regional respondents stated that obtaining growth financing and capital was at least challenging.
- The exception being the Six County Region, who found this the least challenging.
- A majority of the regional respondents stated that managing supply chain disruptions was at least challenging.
- The Bear River and Southeastern Utah regions found this the most challenging.

**How Big of a Challenge is Obtaining Growth Financing and Capital**



Source: Camoin Associates

**How Big of a Challenge is Managing Supply Chain Disruptions**

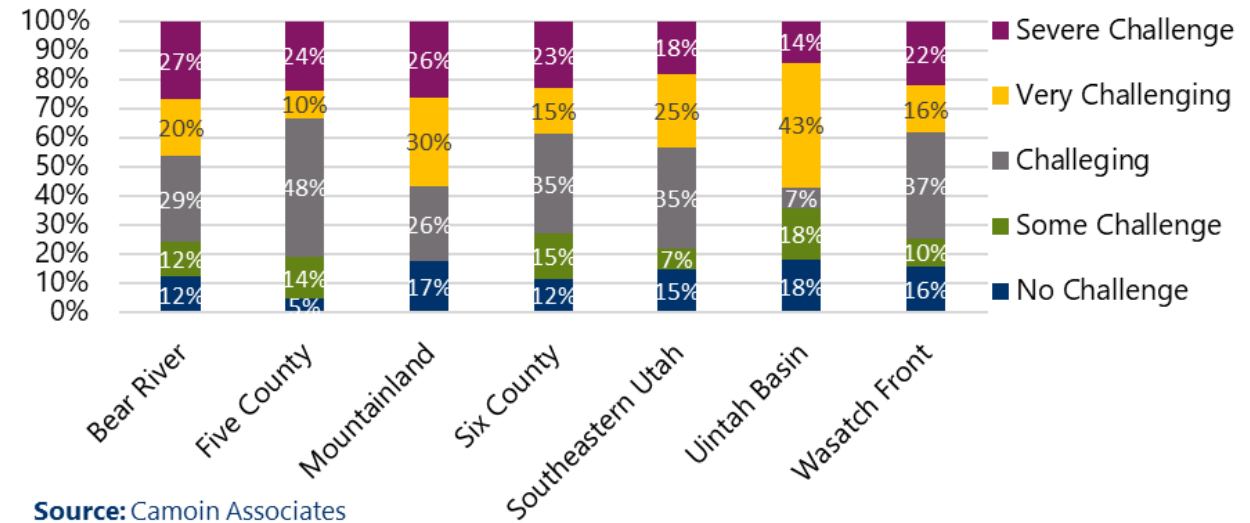


Source: Camoin Associates

# Challenges

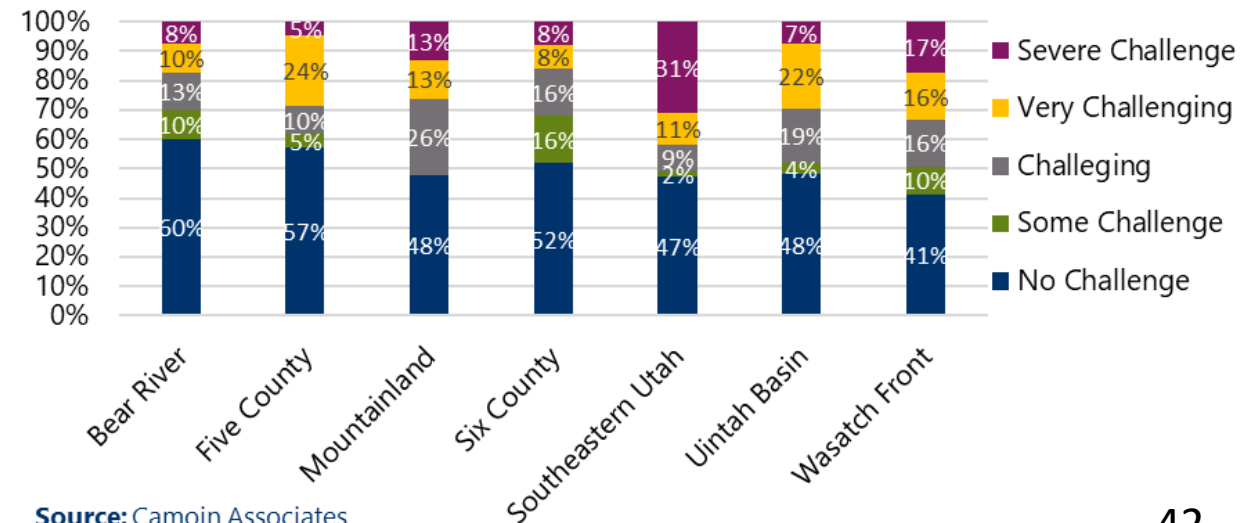
- A majority of the regional respondents stated that maintaining high margins on their existing products and services was at least challenging.
- Mountainland, Five County, and Southeastern Utah respondents found this the most challenging.
- Most respondents did not think that finding suitable land and buildings to grow their businesses was a significant challenge.
- Only in Mountainland and Southeastern Utah did more than half of respondents find it to be at least challenging.

**How Big of a Challenge is Maintaining High Margins on Your Existing Products or Services**



Source: Camoin Associates

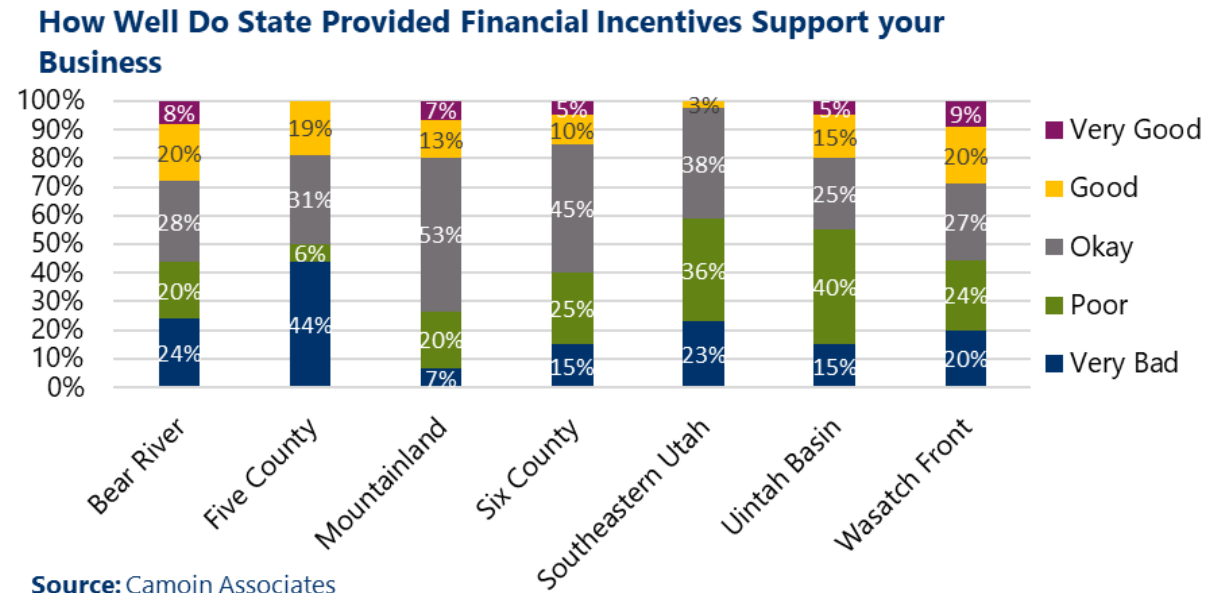
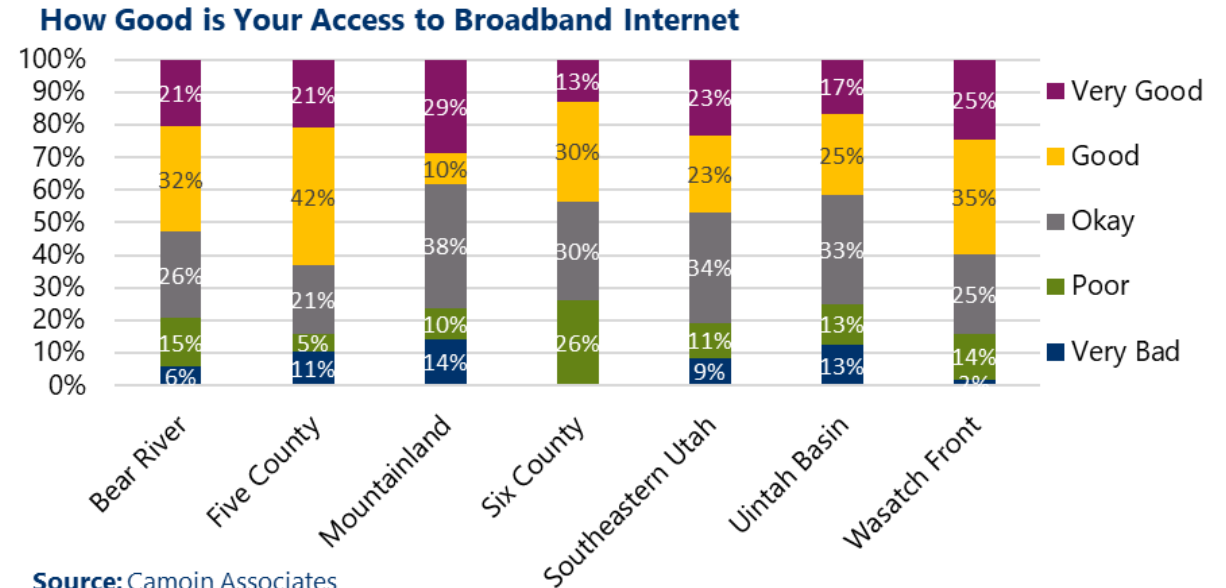
**How Big of a Challenge is Finding Suitable Land or Buildings to Grow Business**



Source: Camoin Associates

# Business Environment

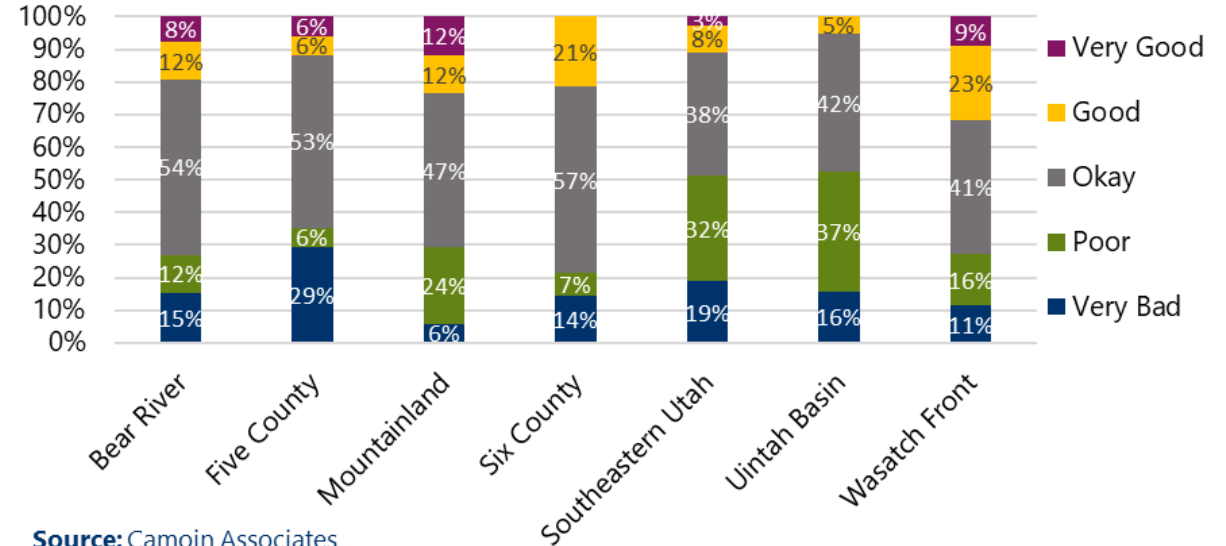
- A majority of the respondents said their broadband internet access was at least okay.
- The largest shares of respondents reporting poor or very poor access were in Six County and the Uintah Basin.
- In four regions most respondents thought that state-provided financial incentives did at least an okay job supporting their businesses.
- Southeastern Utah and Uintah Basin felt the worst about state-provided financial incentives supporting their businesses.



# Business Environment

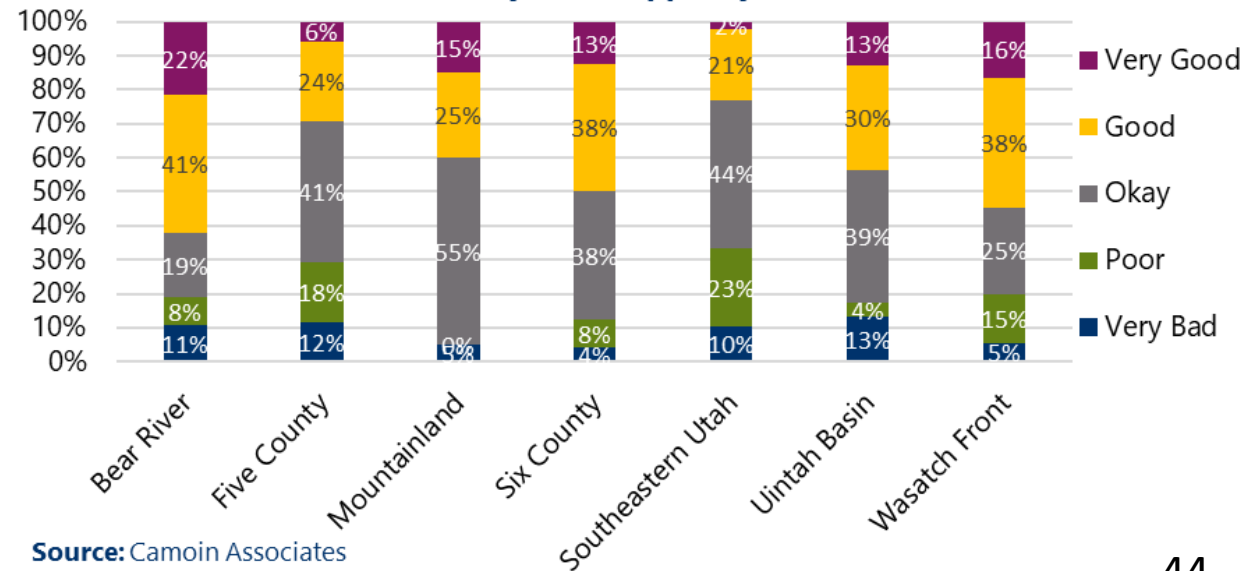
- Most regions found access to capital to be at least okay.
- Uintah Basin was the least pleased with access to capital.
- A majority of respondents think that the education system does at least an okay job supporting their businesses.
- Southeastern Utah and Five County were the least satisfied with the education system.

How Well Does your Access to Capital Support your Business



Source: Camoin Associates

How Well Does the Education System Support your Business

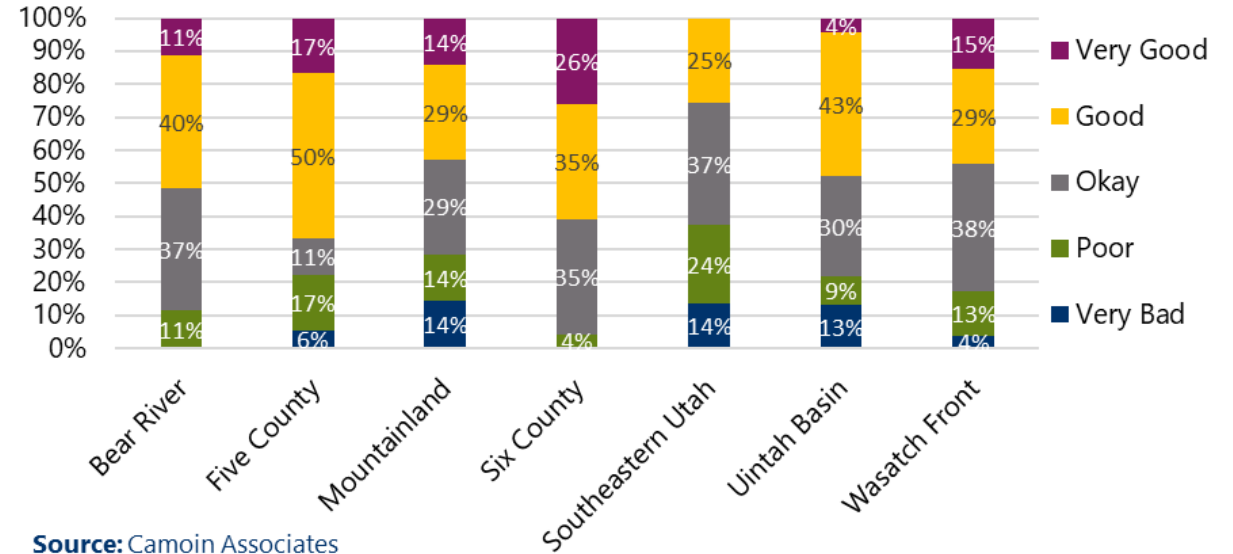


Source: Camoin Associates

# Business Environment

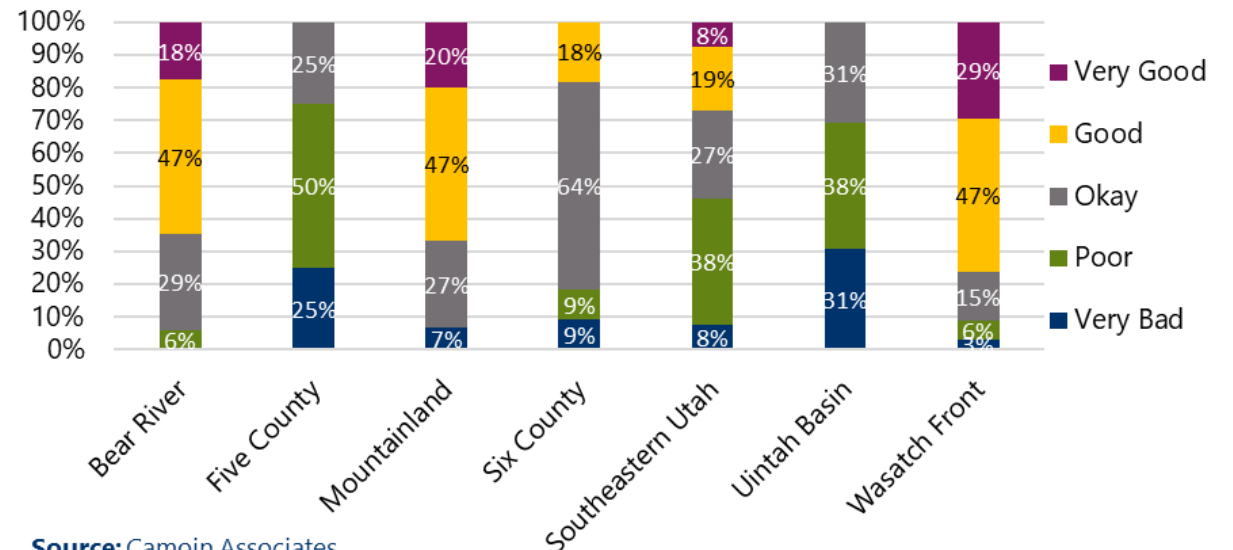
- A majority of respondents state that the highways did at least an okay job supporting their businesses.
- The regional respondents with the best view of the highways were the Six County and Bear River respondents.
- Respondents' views on how well airline services supported their business were the most diverse of the questions asked.
- A majority of Bear River, Mountainland, Six County, Southeastern Utah, and Wasatch Front respondents felt airline service was at least okay.
- A majority of Five County and Uintah Basin respondents felt that airline services were poor or worse.

**How Well Do the Highways Support your Business**



Source: Camoin Associates

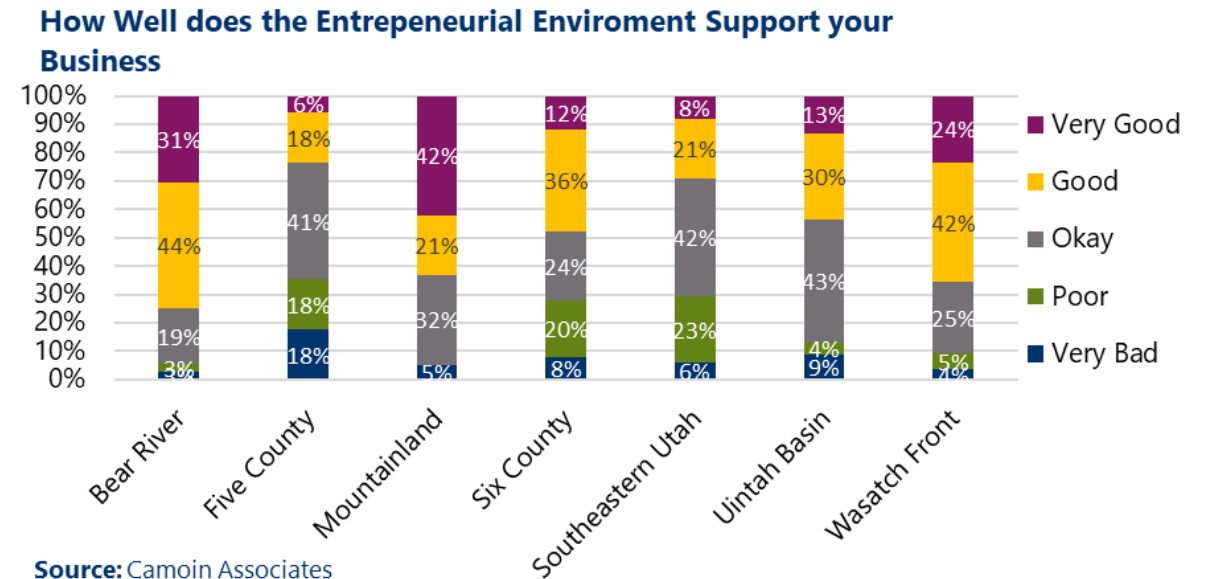
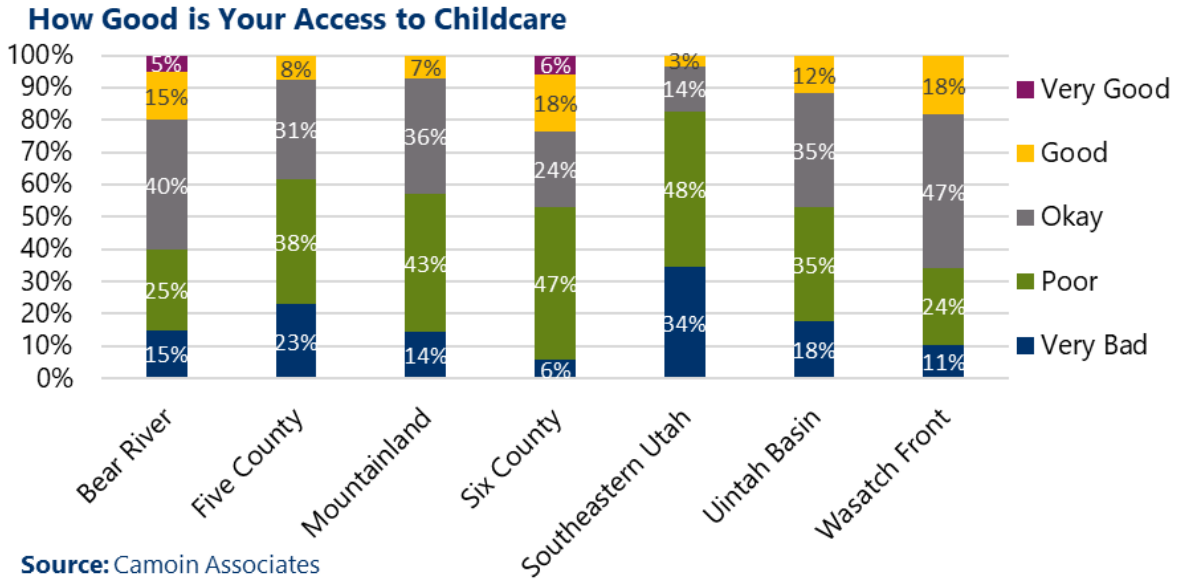
**How Well Does Access to Airline Services Support your Business**



Source: Camoin Associates

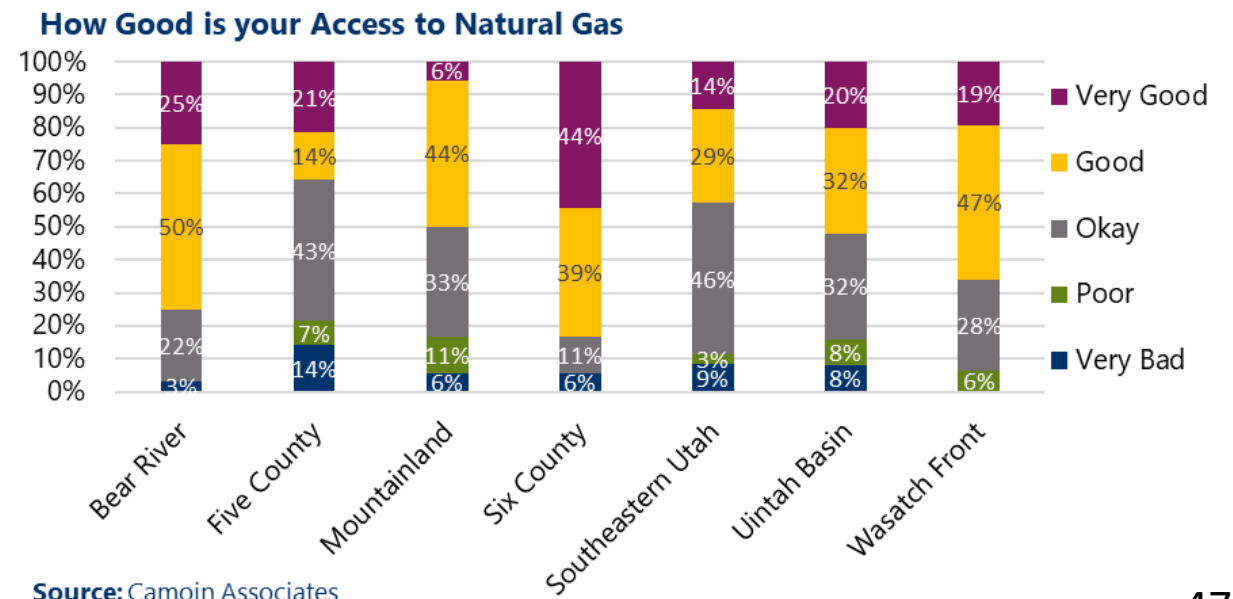
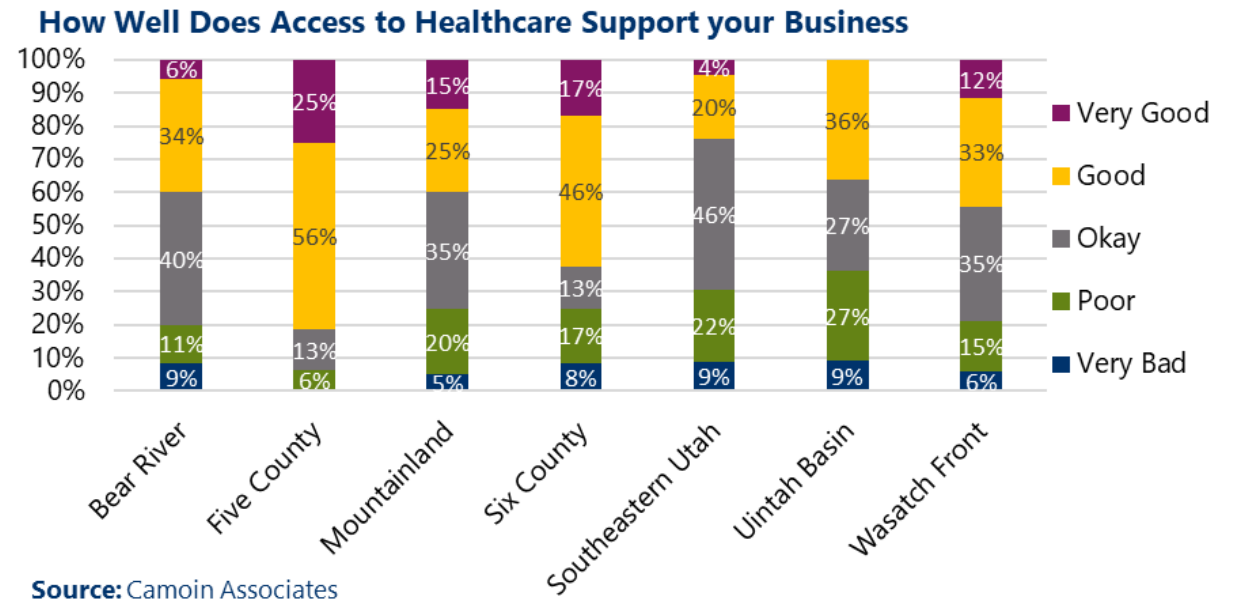
# Business Environment

- Except in Bear River and the Wasatch Front, a majority of respondents stated that their access to childcare was poor or worse.
- A majority of respondents across the regions felt that the entrepreneurial environment did at least an okay job supporting their businesses.
- Mountainland and Bear River respondents had the most positive feeling of the entrepreneurial environment; Five County was the least positive.



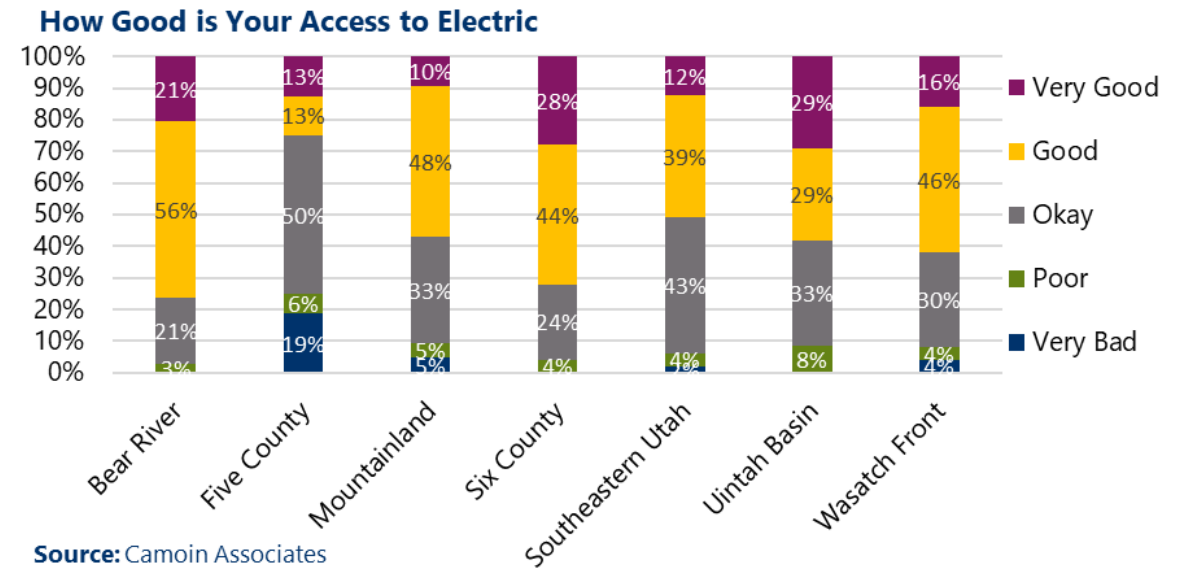
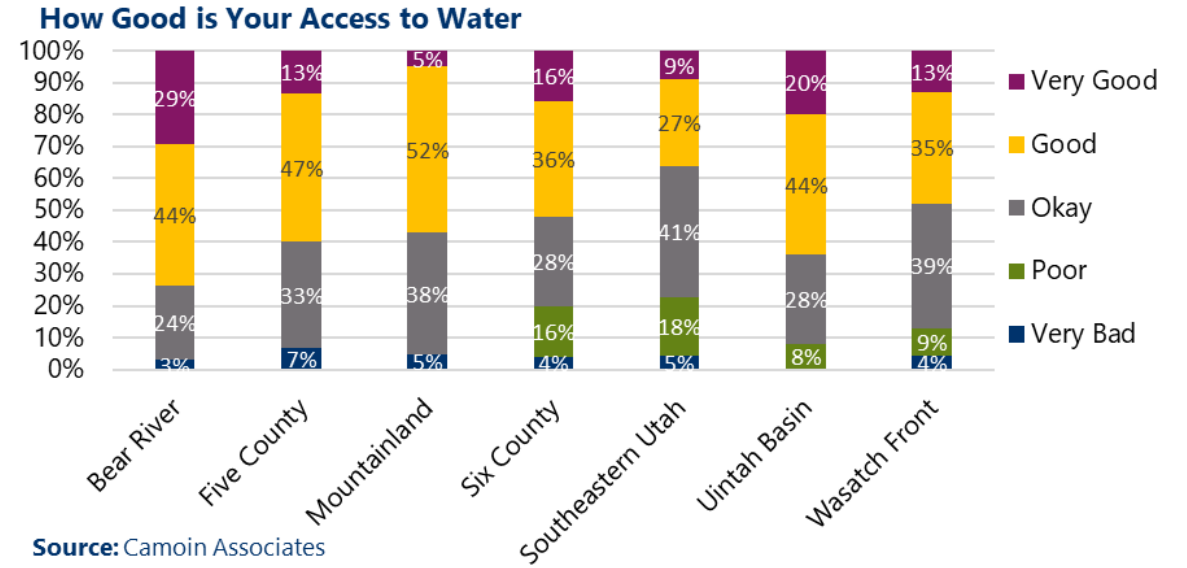
# Business Environment

- A majority of respondents stated that their access to healthcare was at least okay across regions.
- Five County and Bear River respondents felt the most positive about their access to healthcare compared to other regions.
- A majority of respondents across the regions felt that their access to natural gas was at least okay.
- Five County and Mountainland respondents felt the most negative about their access to natural gas



# Business Environment

- A majority of respondents stated that their access to water was at least okay across regions.
- Six County and Southeastern Utah respondents felt the worst about their access to water.
- A majority of respondents across the regions felt that their access to electricity was at least okay.
- Five County respondents were the least positive about their access to electricity.

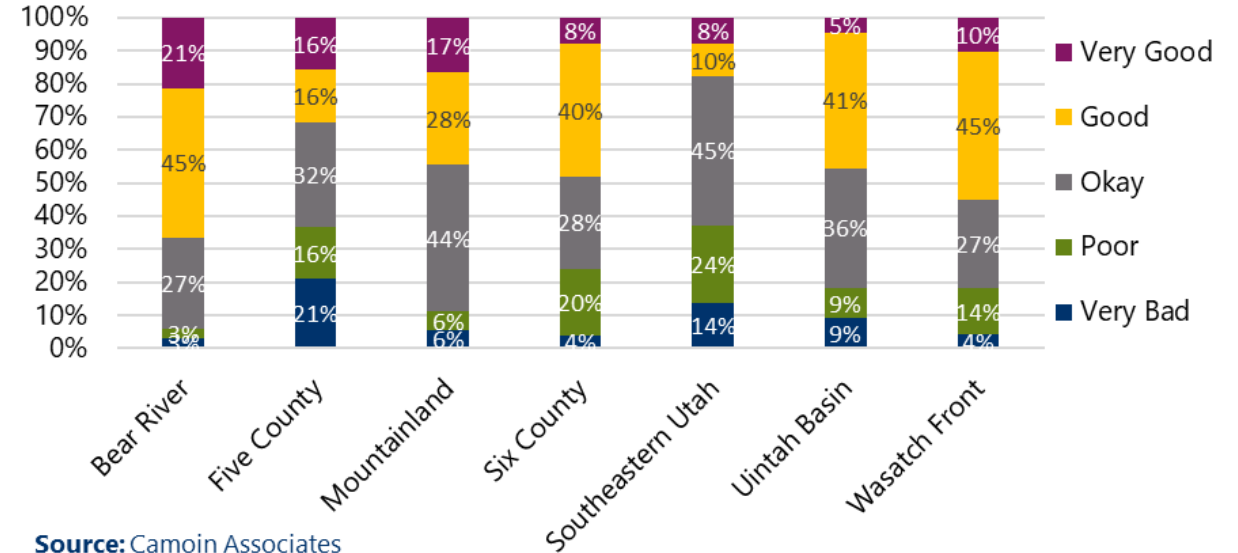




# Business Environment

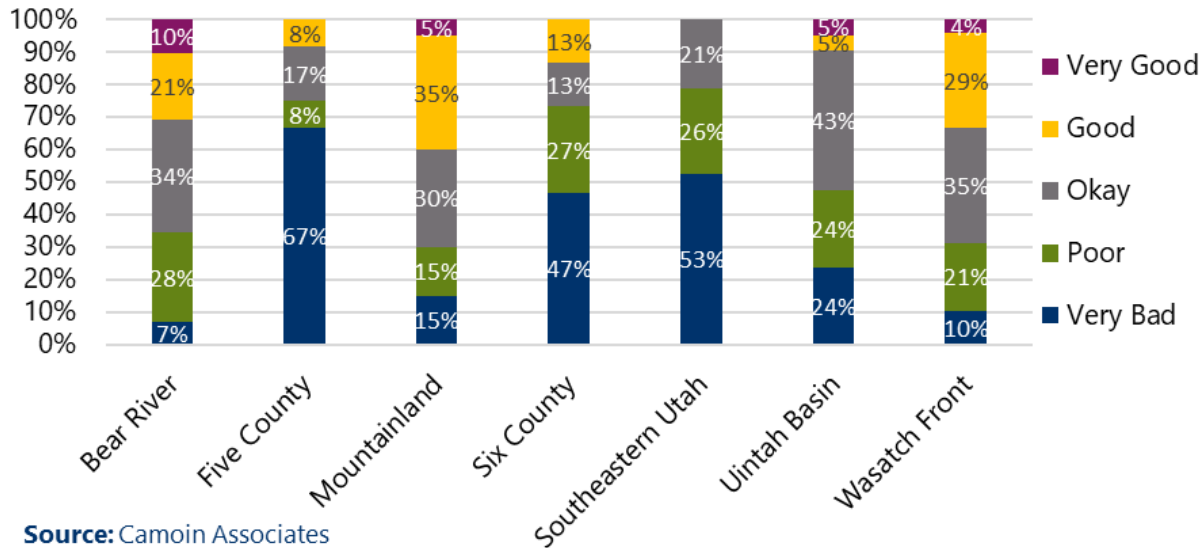
- A majority of the respondents across regions felt that community amenities did an at least okay job supporting their business.
- A majority of Five County, Six County, and Southeastern Utah respondents felt their access to public transportation was poor or worse.
- A majority of Five County, Six County, Southeastern Utah, and Wasatch Front respondents felt their access to housing was poor or worse.

How Well Do Community Amenities Support your Business



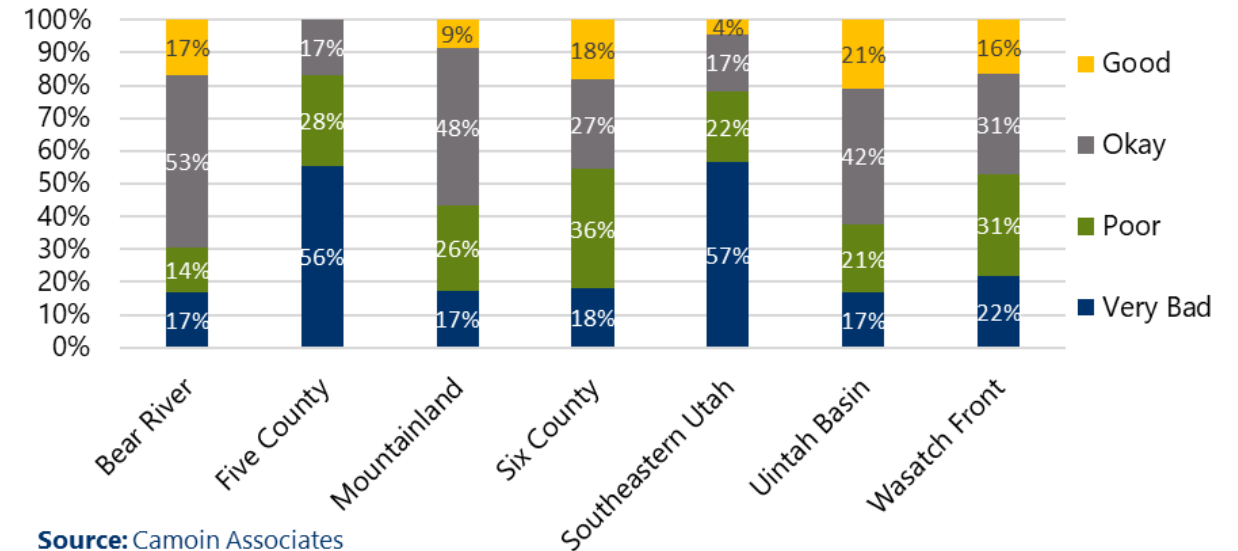
Source: Camoin Associates

How Good is Your Access to Public Transportation



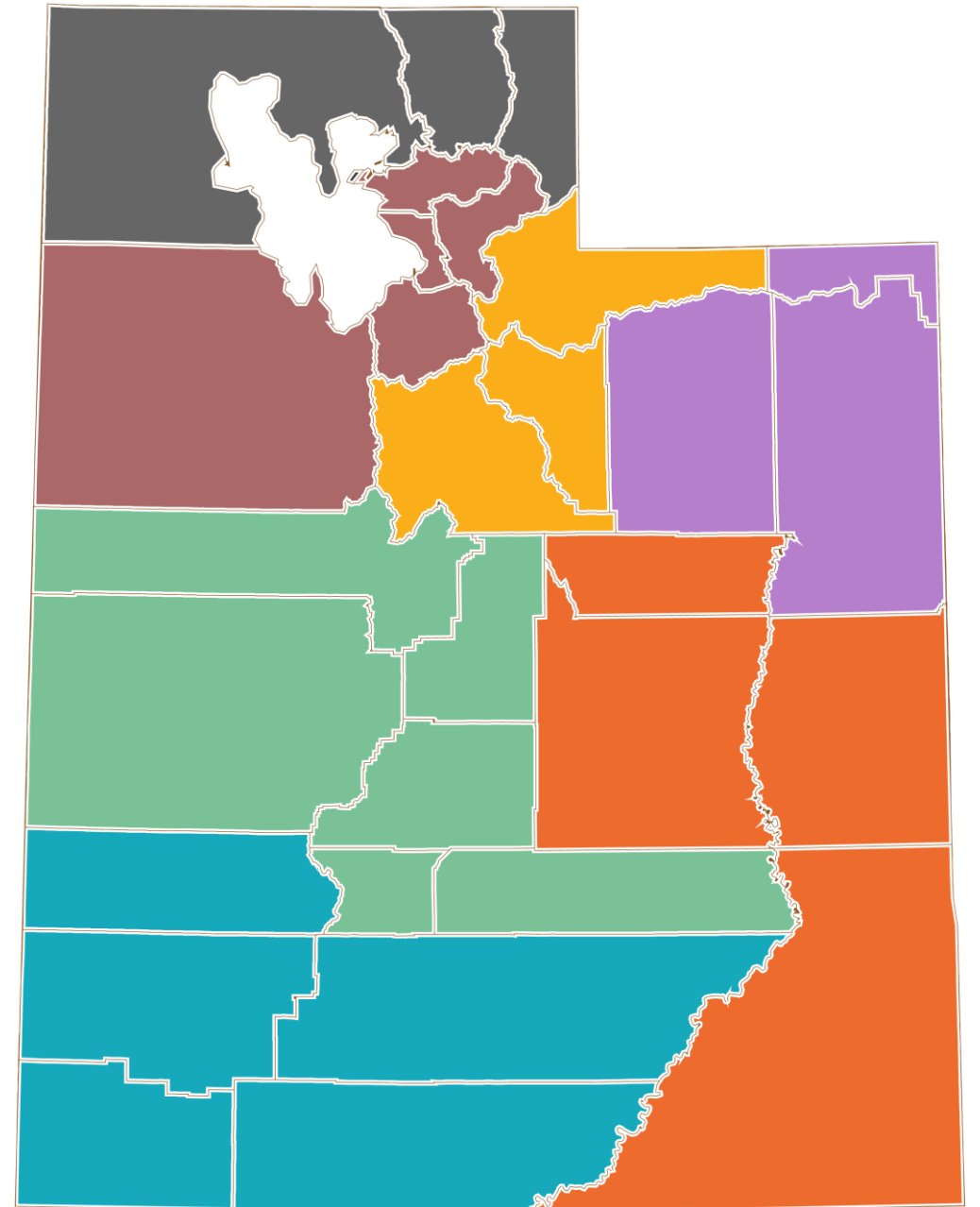
Source: Camoin Associates

How Good is your Access to Housing



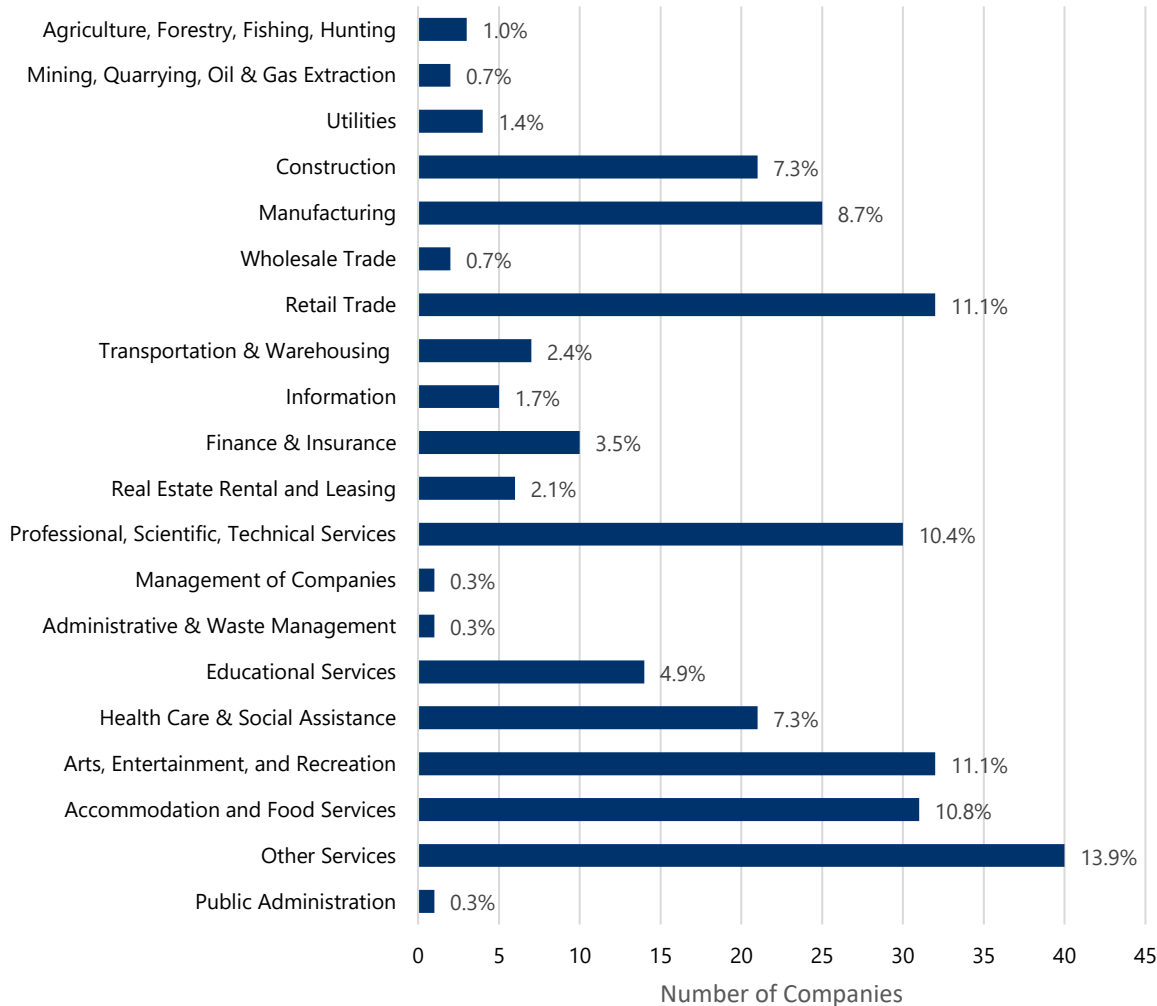
Source: Camoin Associates

# RESULTS BY INDUSTRY



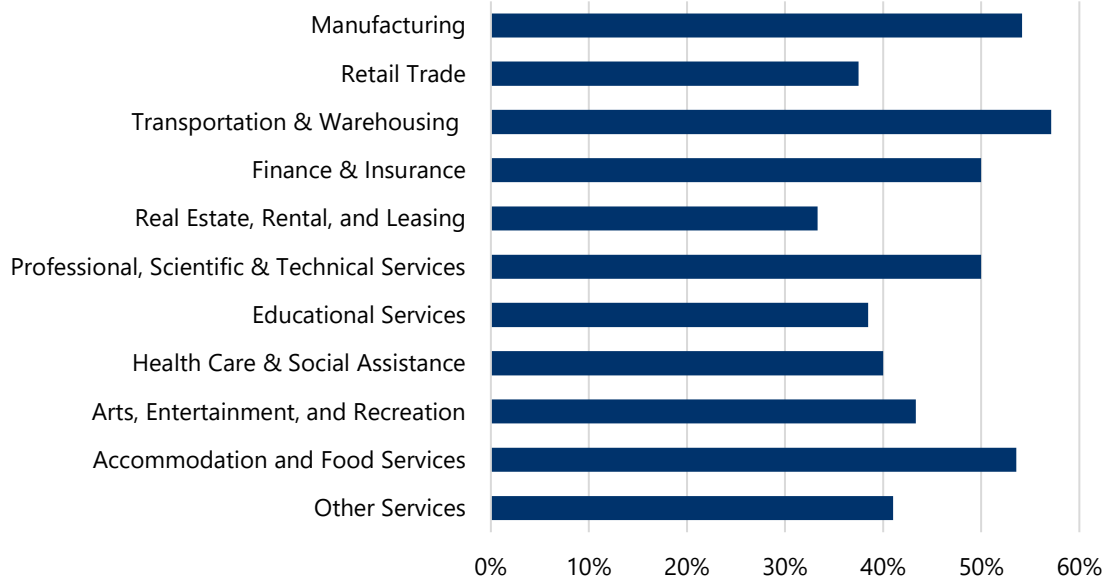
# Results by Industry

## Industry Summary



- Among respondents, more than half of those in the Manufacturing, Transportation & Warehousing, and Accommodation and Food Services industries are planning a facility expansion in the next two to three years

## Share of Largest Industries Planning a Facility Expansion



Note: Industries shown are those representing at least 2% of responses.  
n = 279

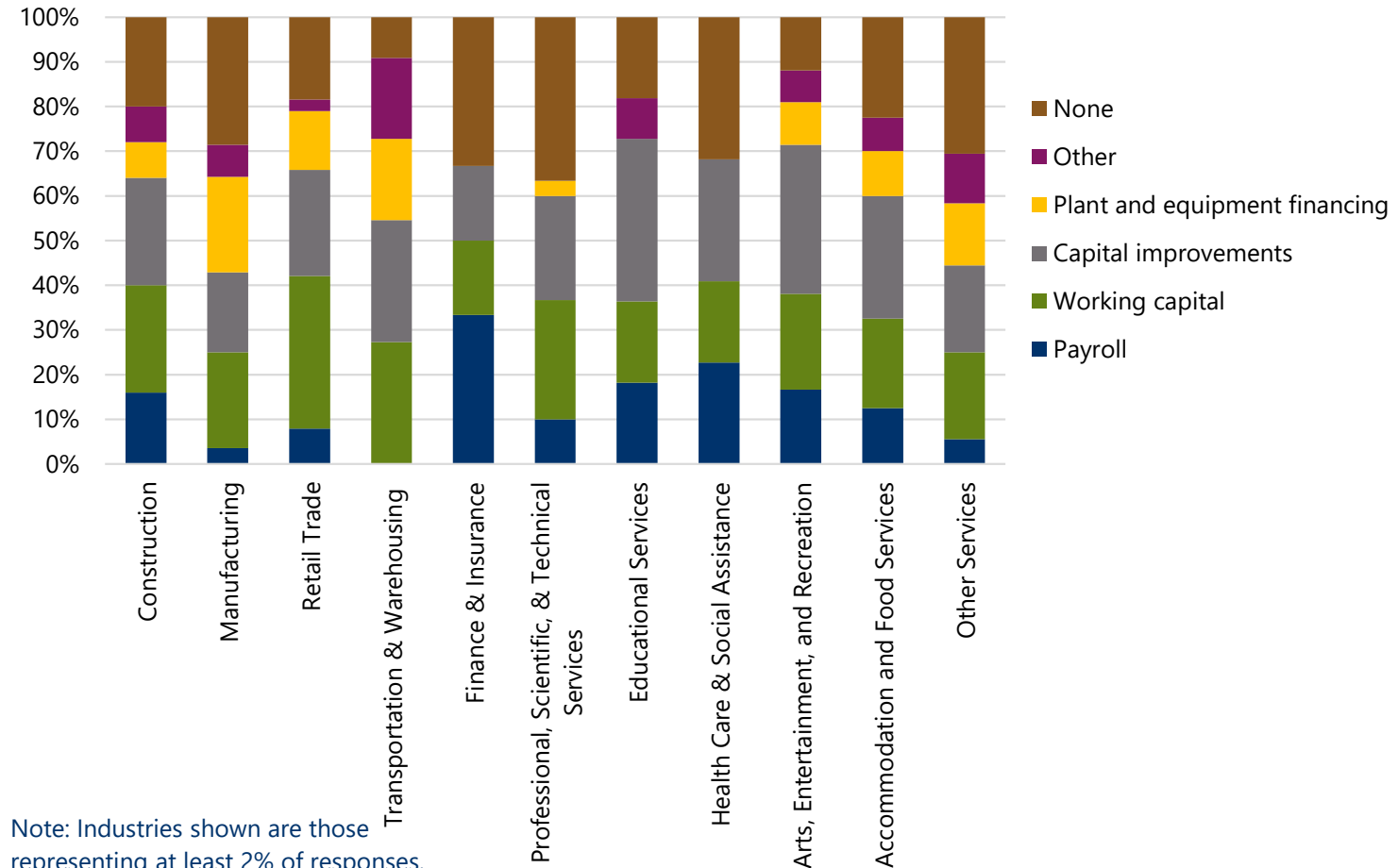
Source: Camoin Associates

# Results by Industry

Note: Only those industries representing at least 2% of responses are shown.

- Capital improvements and working capital are the most common areas of financial assistance need across industries, averaging 25% and 22% of respondents, respectively.
- Educational Services (36%) and Arts, Entertainment, and Recreation (33%) businesses are the most likely to need assistance with capital improvements.
- Approximately one-third (34%) of Retail businesses and roughly one-quarter of Construction (24%), Transportation & Warehousing (27%), and Professional, Scientific, & Technical Services (27%) businesses need working capital assistance.

Financial Assistance Needs of Largest Industries



Note: Industries shown are those representing at least 2% of responses.  
n = 216

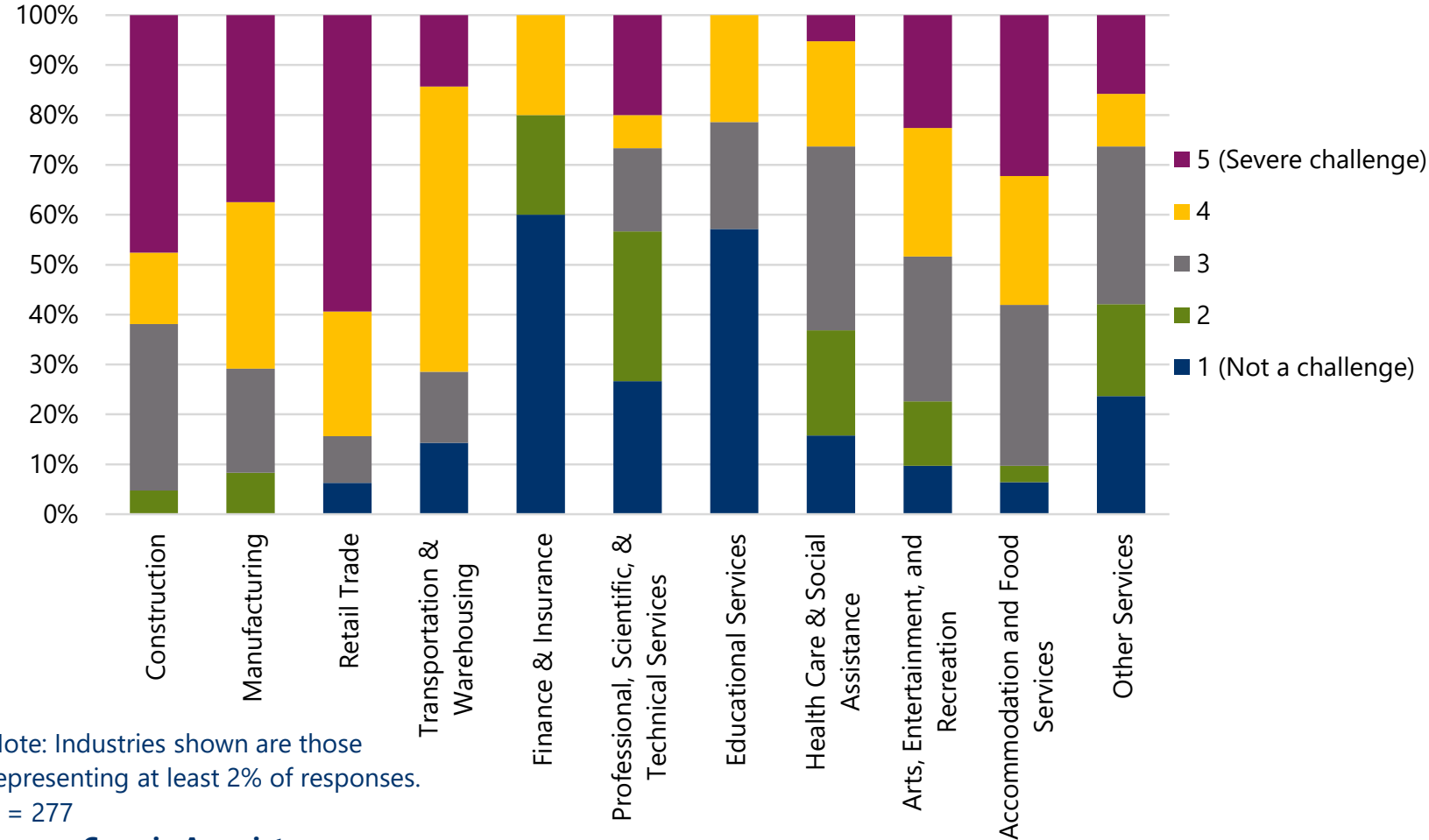
Source: Camoin Associates

# Results by Industry

Note: Only those industries representing at least 2% of responses are shown.

- Supply chain disruptions are a major challenge (ranking 4 or 5) for most businesses in the Construction, Manufacturing, Retail Trade, Transportation & Warehousing, and Accommodation and Food Service industries.
- Over 80% of Retail respondents say supply chain disruptions are a major challenge.

## Supply Chain Challenges



Note: Industries shown are those representing at least 2% of responses.  
n = 277

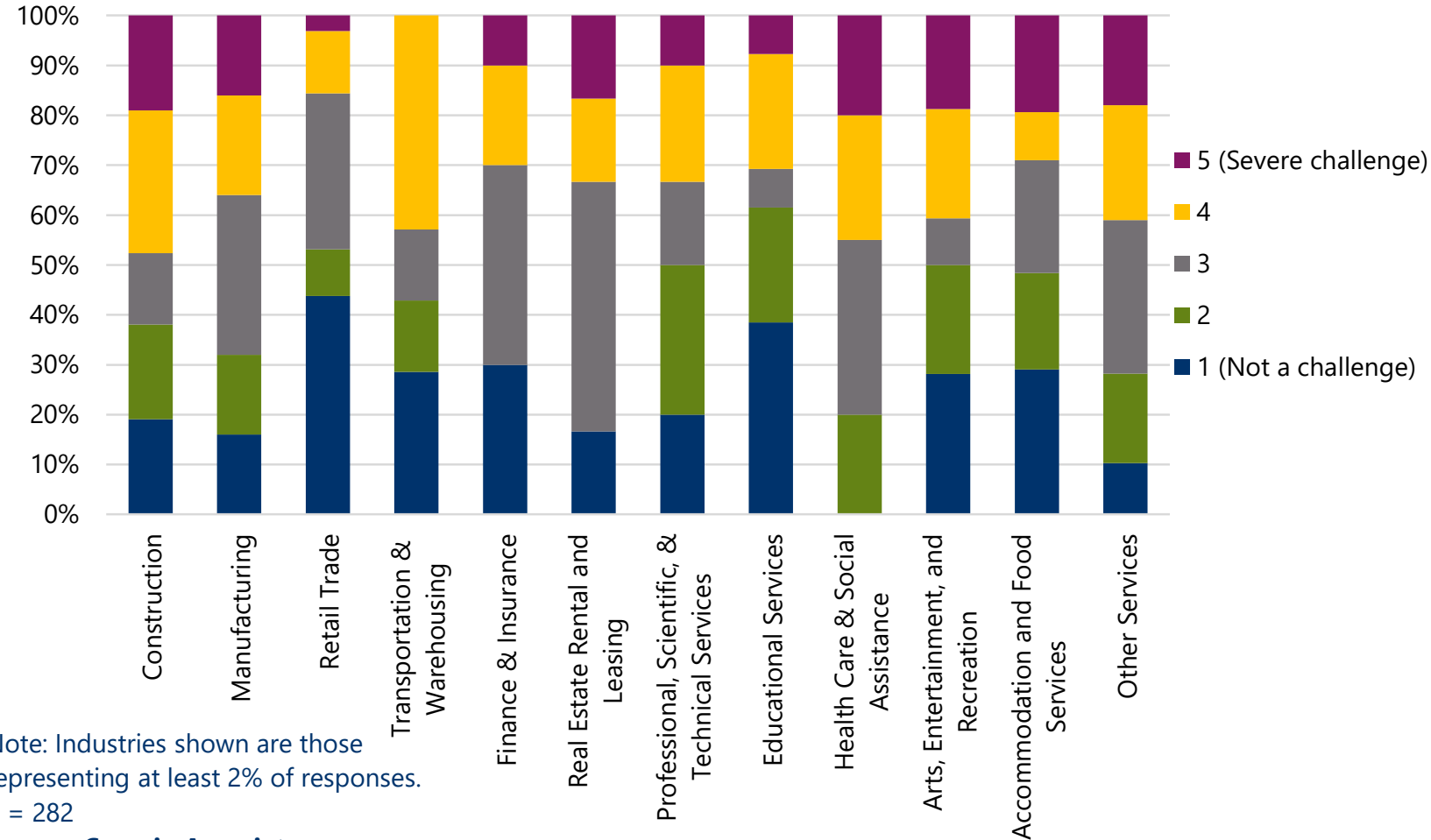
Source: Camoin Associates

# Results by Industry

Note: Only those industries representing at least 2% of responses are shown.

- Navigating legislative and/or regulatory barriers is a major challenge (ranking 4 or 5) for 48% of Construction businesses, 45% of Health Care & Social Assistance businesses, 43% of Transportation & Warehousing, and 41% of both Arts, Entertainment, and Recreation and Other Services businesses.

## Navigating Legislative/Regulatory Barriers



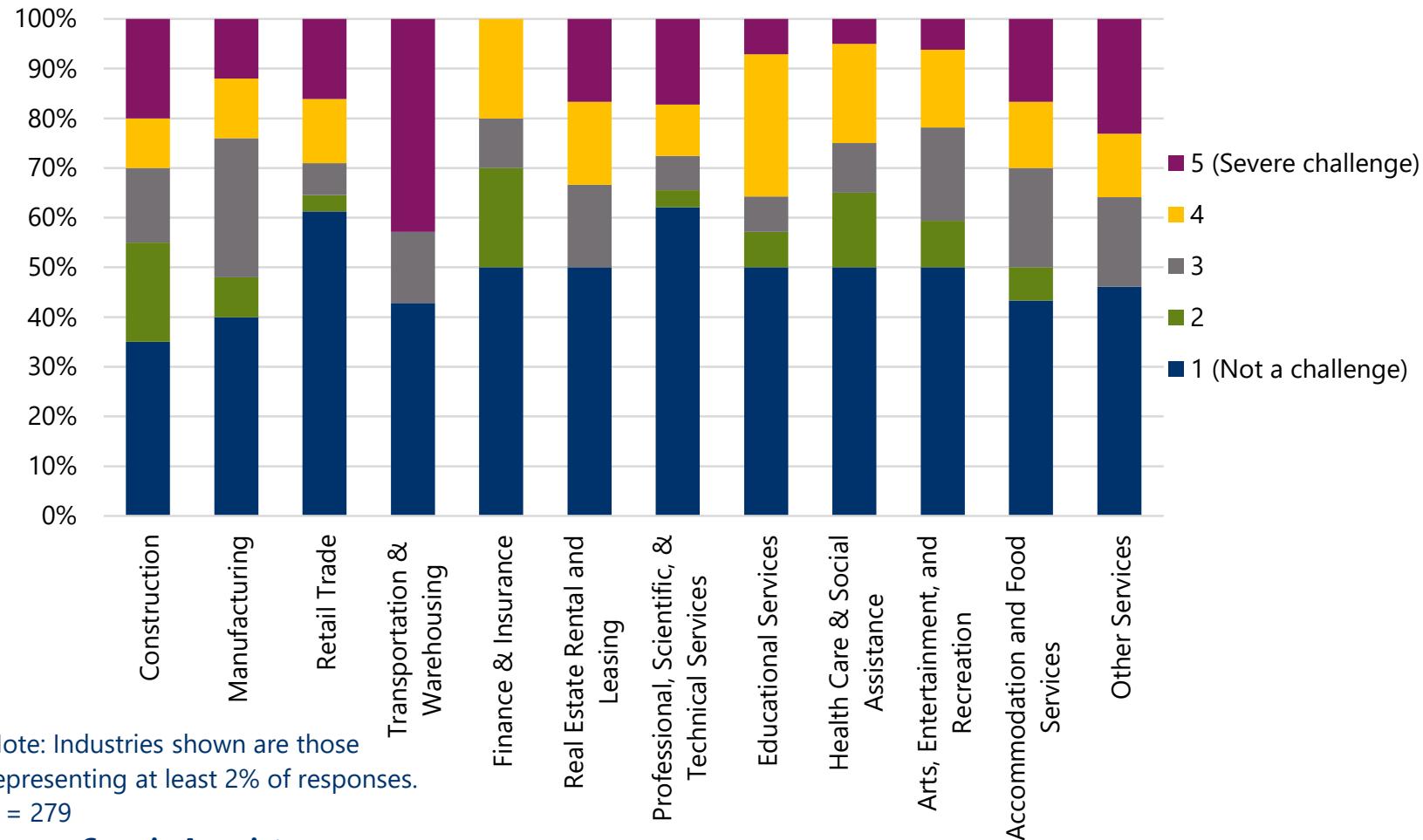
Source: Camoin Associates

# Results by Industry

Note: Only those industries representing at least 2% of responses are shown.

- Finding suitable land or buildings to accommodate business growth is a major challenge (ranking 4 or 5) for at least one-third of Transportation & Warehousing, Real Estate, Educational Services, and Other Services businesses.

## Finding Suitable Land or Buildings for Growth



Note: Industries shown are those representing at least 2% of responses.  
n = 279

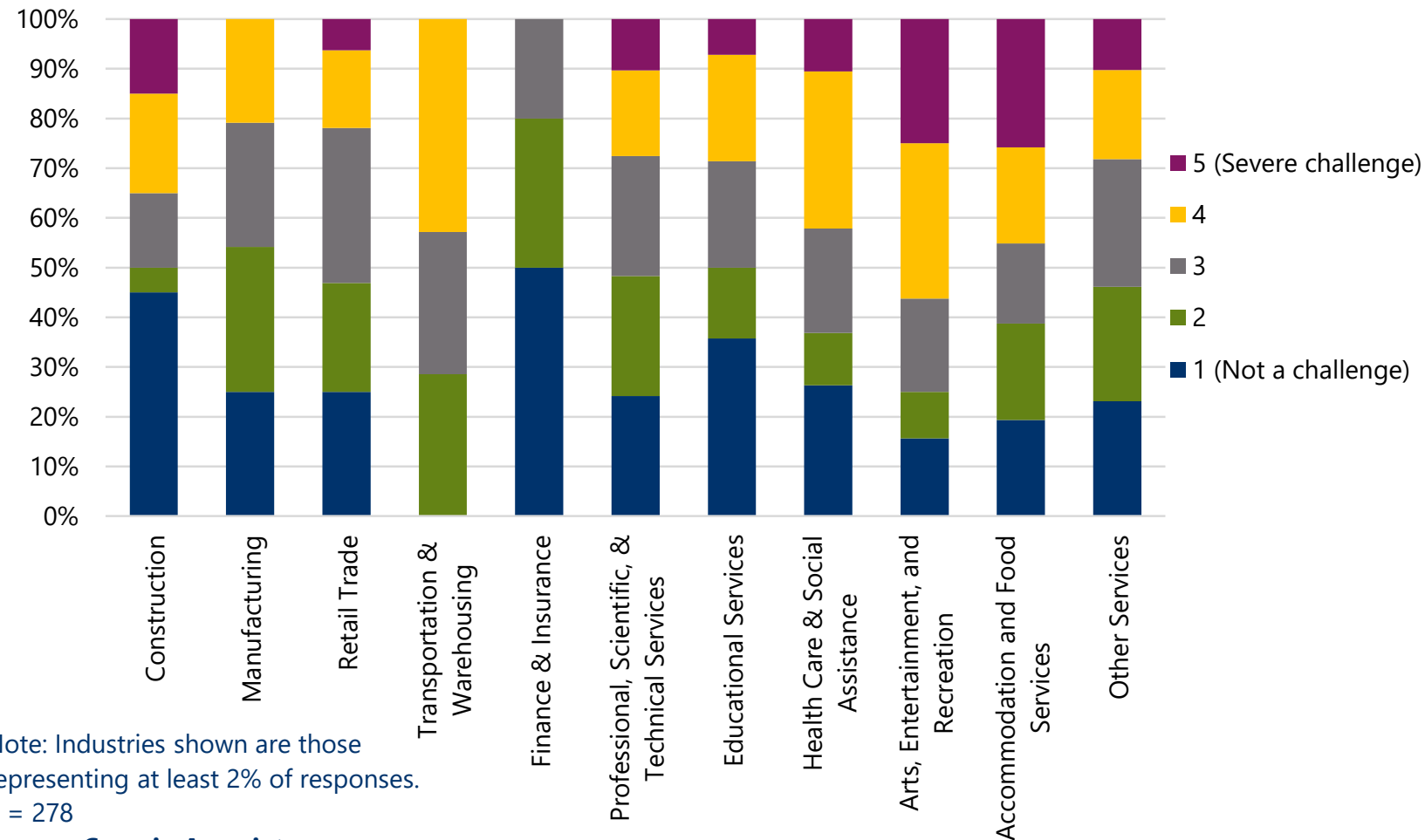
Source: Camoin Associates

# Results by Industry

Note: Only those industries representing at least 2% of responses are shown.

- Obtaining growth financing and capital is a major challenge (ranking 4 or 5) for more than half (56%) of Arts, Entertainment, and Recreation businesses.
- More than one-third of Construction, Transportation & Warehousing, Health Care & Social Assistance, and Accommodation and Food Service businesses find it a major challenge.

## Obtaining Growth Financing and Capital



Source: Camoin Associates



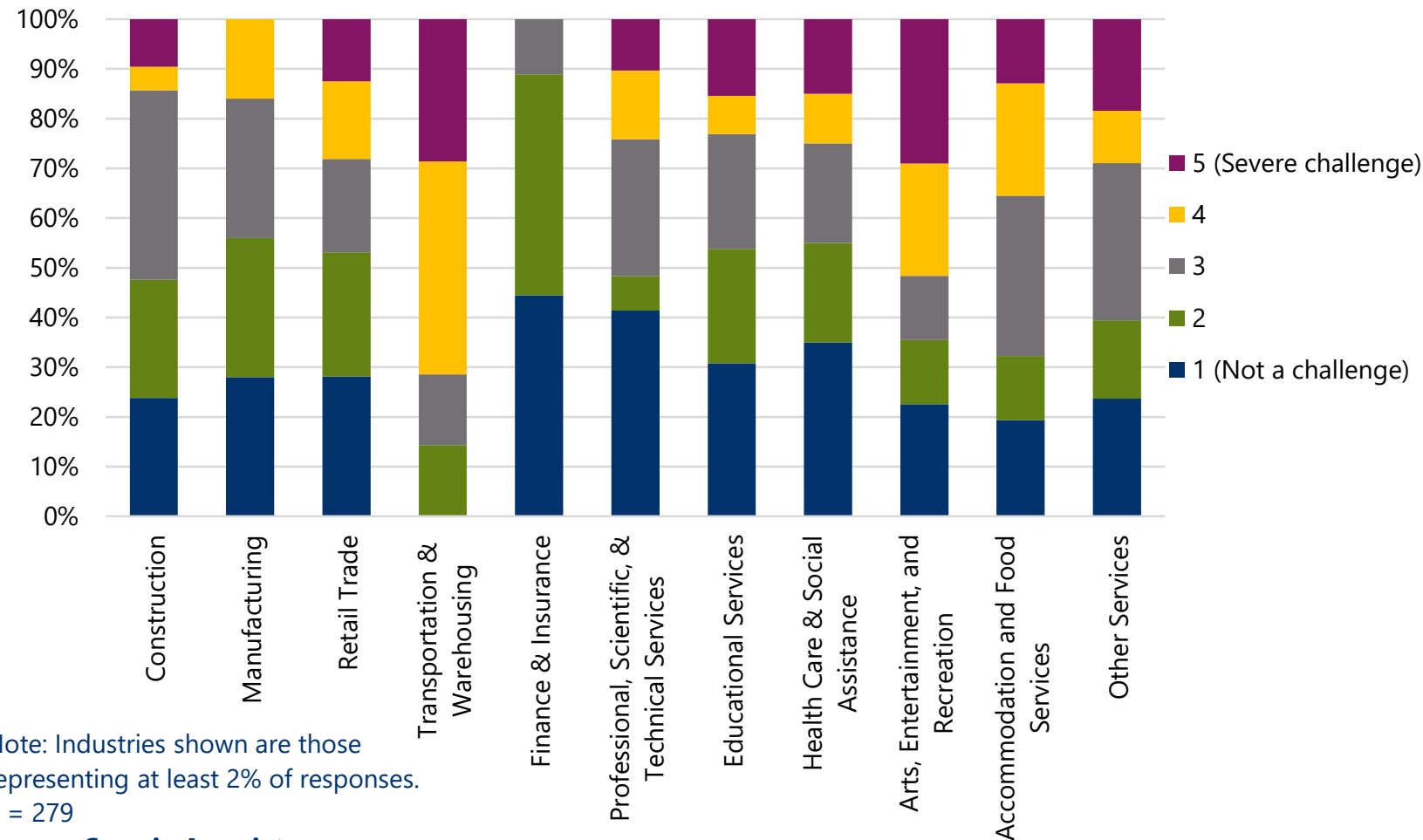
# Results by Industry

Note: Only those industries representing at least 2% of responses are shown.

- Financing new equipment and/or facilities is a major challenge (ranking 4 or 5) for more than half of Transportation & Warehousing (71%) and Arts, Entertainment, and Recreation businesses (52%).

- At least one-quarter of Retail Trade, Health Care & Social Assistance, Accommodation and Food Services, and Other Services businesses find it a major challenge.

## Financing New Equipment and/or Facilities



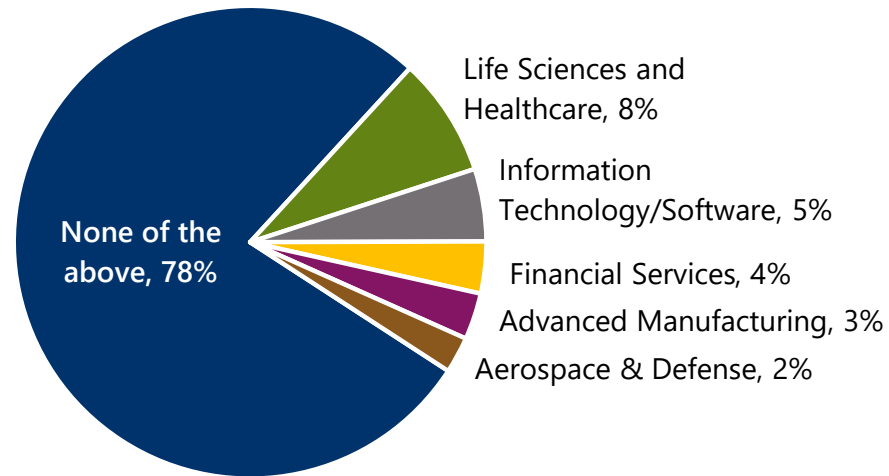
Note: Industries shown are those representing at least 2% of responses.  
n = 279

Source: Camoin Associates

# Results by Targeted Industry

- Respondents from most of Utah’s targeted industries are more likely to be planning a facility expansion in the next two to three years than other businesses.
- More than half of businesses in Advanced Manufacturing, Aerospace & Defense, Financial Services, and Information Technology/Software are planning an expansion versus 45% of companies not in targeted industries.

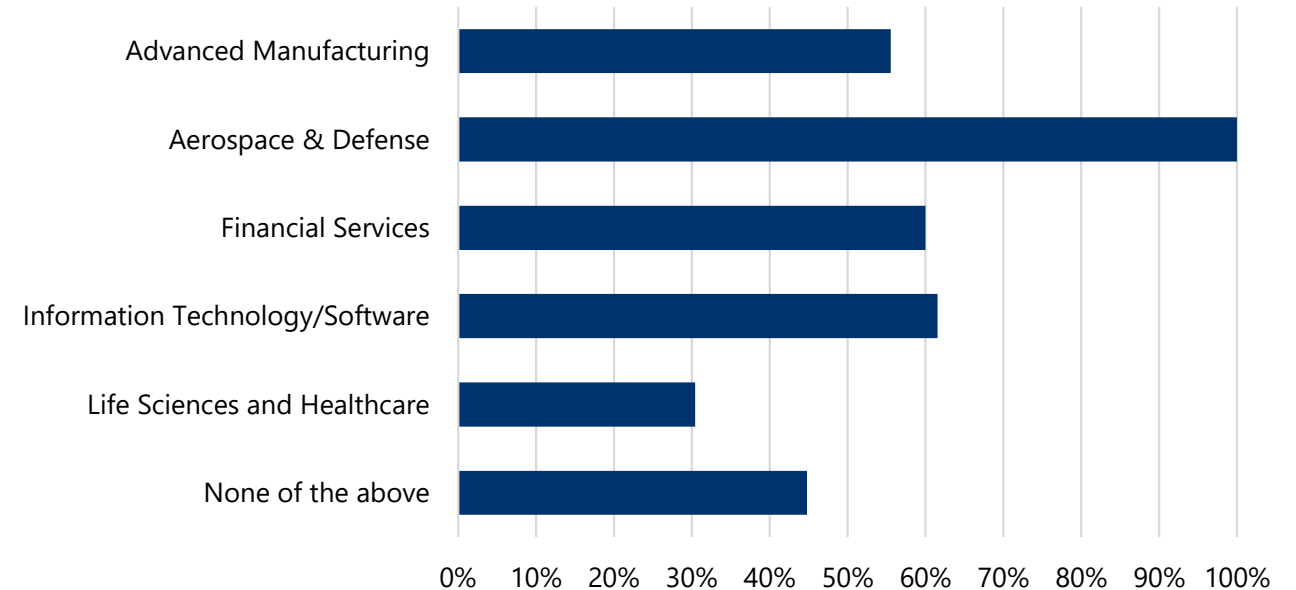
Share of Respondents by Targeted Industry



n = 282

Source: Camoin Associates

Share of Targeted Industries Planning a Facility Expansion

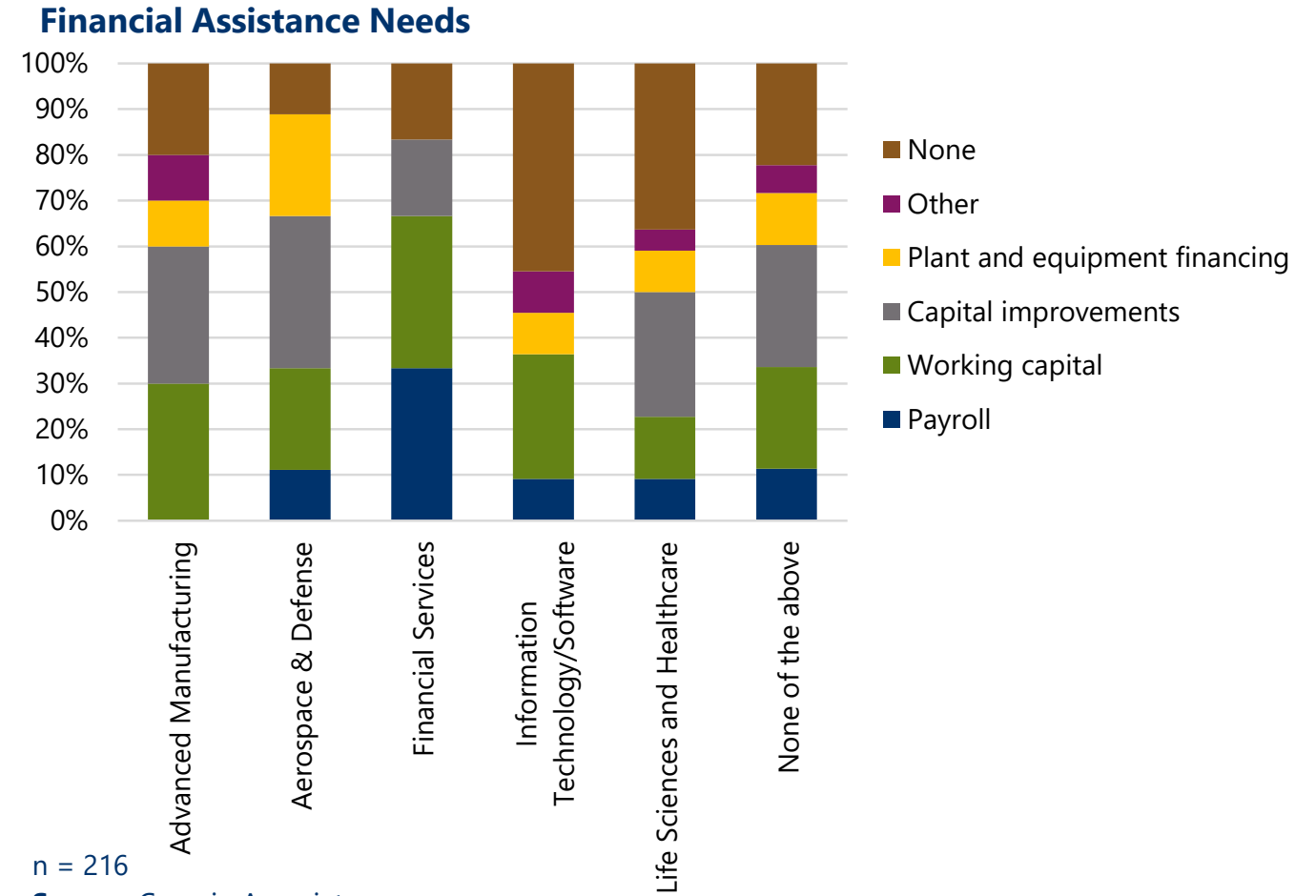


n = 274

Source: Camoin Associates

# Results by Targeted Industry

- Businesses in all targeted industries and others report a need for assistance with working capital.



n = 216

Source: Camoin Associates

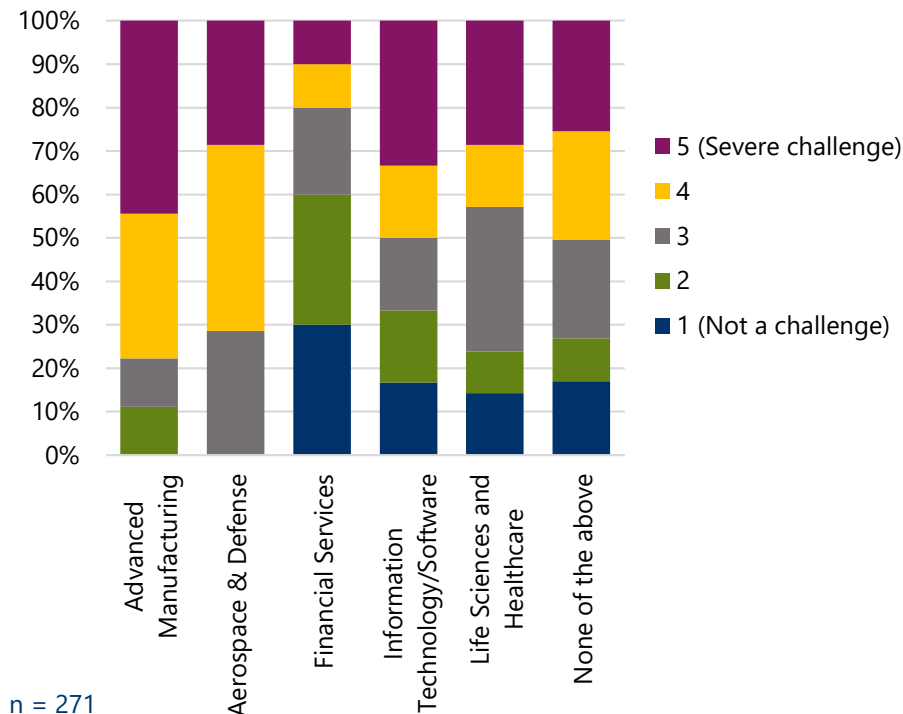
# Results by Targeted Industry

- Supply chain disruptions are a major challenge (ranking 4 or 5) for over 70% of businesses in the Advanced Manufacturing and Aerospace & Defense industries and for half of IT/Software businesses and non-targeted industries. Overall, about half of businesses in targeted industries and in other industries find supply chain disruptions a major challenge.

- Aerospace & Defense and Financial Services businesses are most likely to be challenged by navigating legislative and/or regulatory barriers.

- About one-third (35%) of businesses in non-targeted industries find legislative and/or regulatory barriers a major challenge versus 43% of businesses in targeted industries.

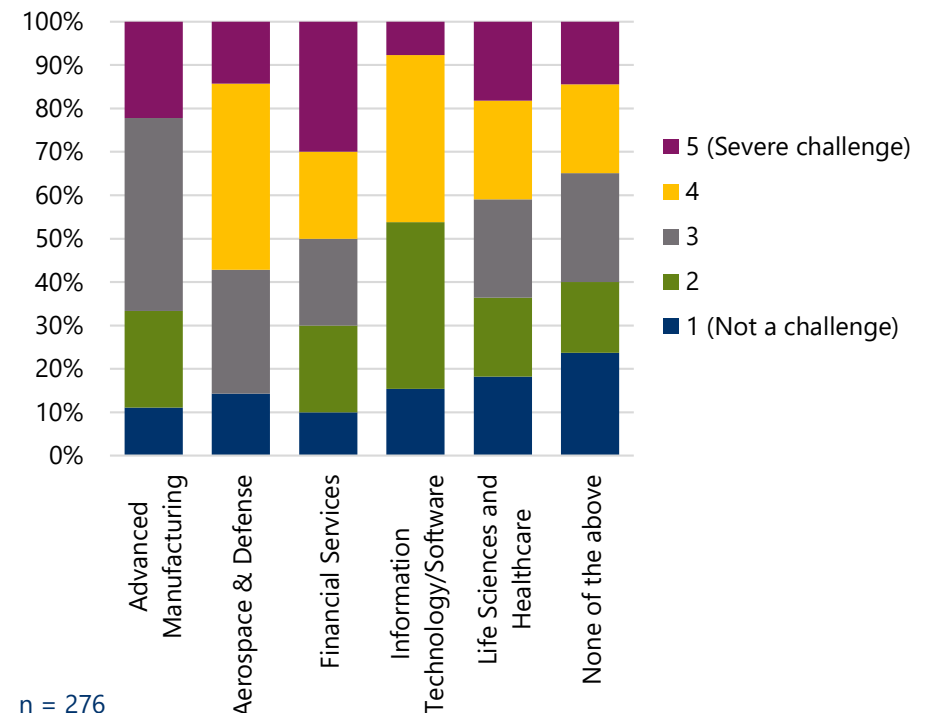
## Supply Chain Challenges



n = 271

Source: Camoin Associates

## Navigating Legislative/Regulatory Barriers



n = 276

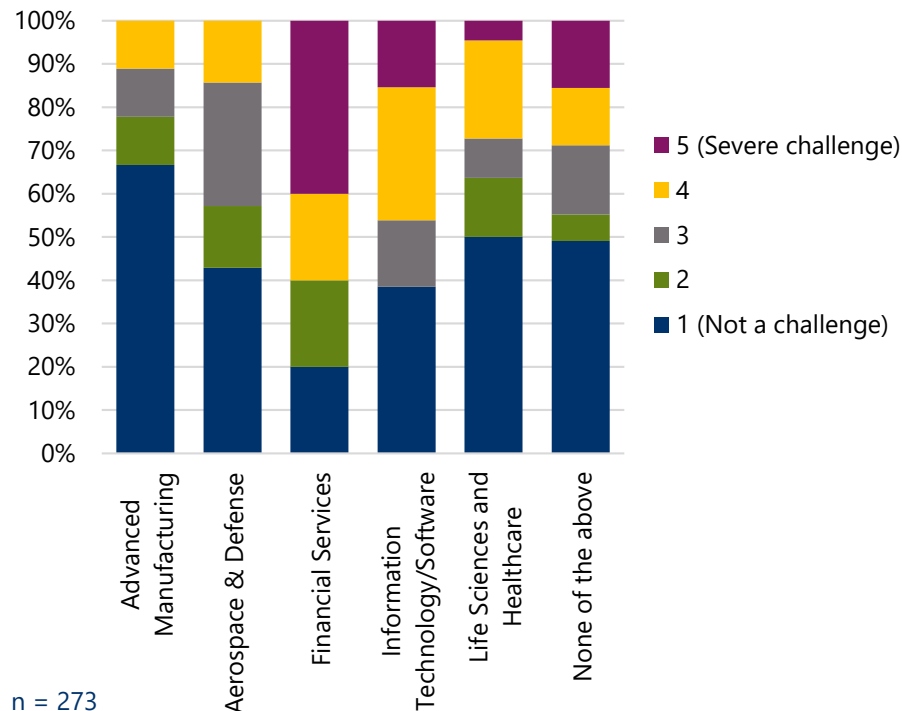
Source: Camoin Associates

# Results by Targeted Industry

- Finding suitable land or buildings for growth is a major challenge for 33% of businesses in targeted industries and for 29% of other businesses.
- Financial Services firms are most likely to find this a major challenge (60%) while Advanced Manufacturing businesses are least likely to (11%).

- One-third of businesses (34%) in non-targeted industries find it a major challenge (ranking 4 or 5) to obtain growth financing and capital versus 28% of targeted industry firms.
- Financial Services firms are least likely to have difficulty (11%) while Life Sciences businesses are most likely to (40%).

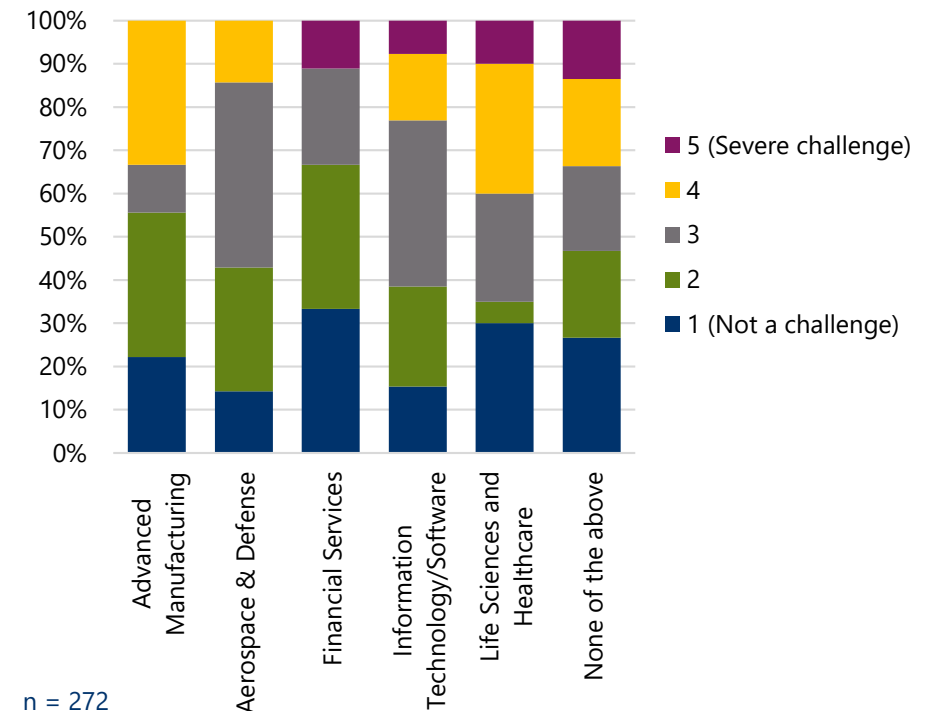
**Finding Suitable Land or Buildings for Growth**



n = 273

Source: Camoin Associates

**Obtaining Growth Financing and Capital**



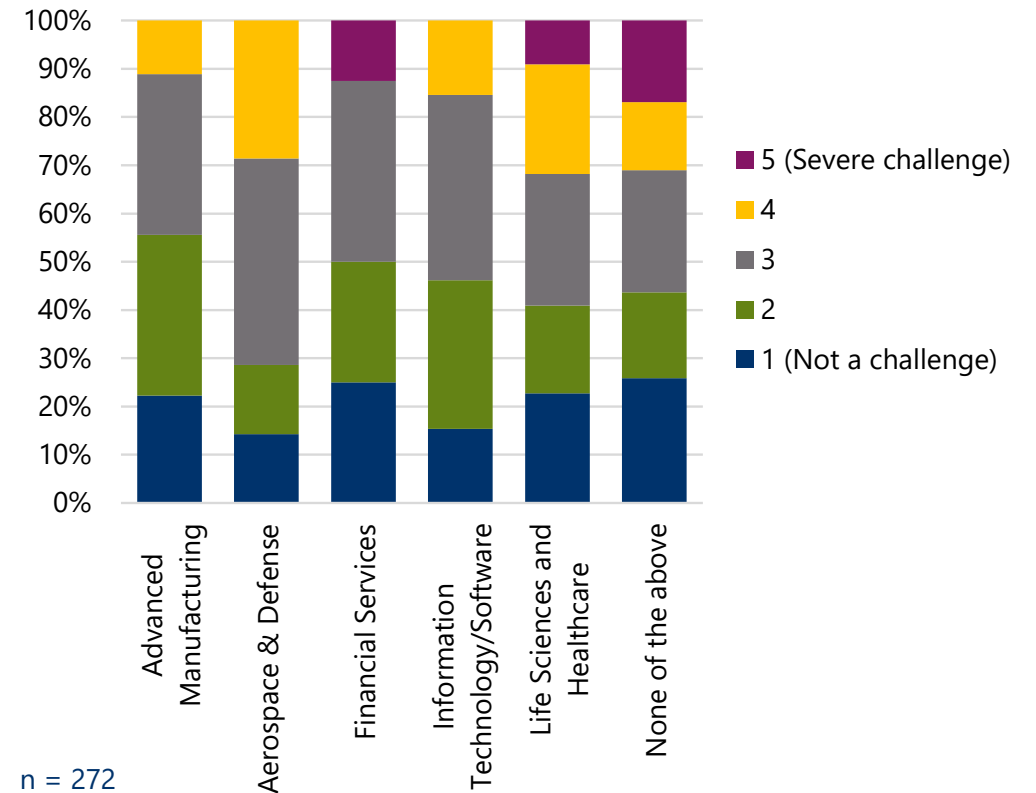
n = 272

Source: Camoin Associates

# Results by Targeted Industry

- Financing new equipment and/or facilities is a major challenge (ranking 4 or 5) for 31% of businesses in non-targeted industries and for 22% of businesses in targeted industries.
- Life Sciences companies are the most likely to find this a major challenge (32%) whereas just 11% of Advanced Manufacturing businesses do.

**Financing New Equipment and/or Facilities**



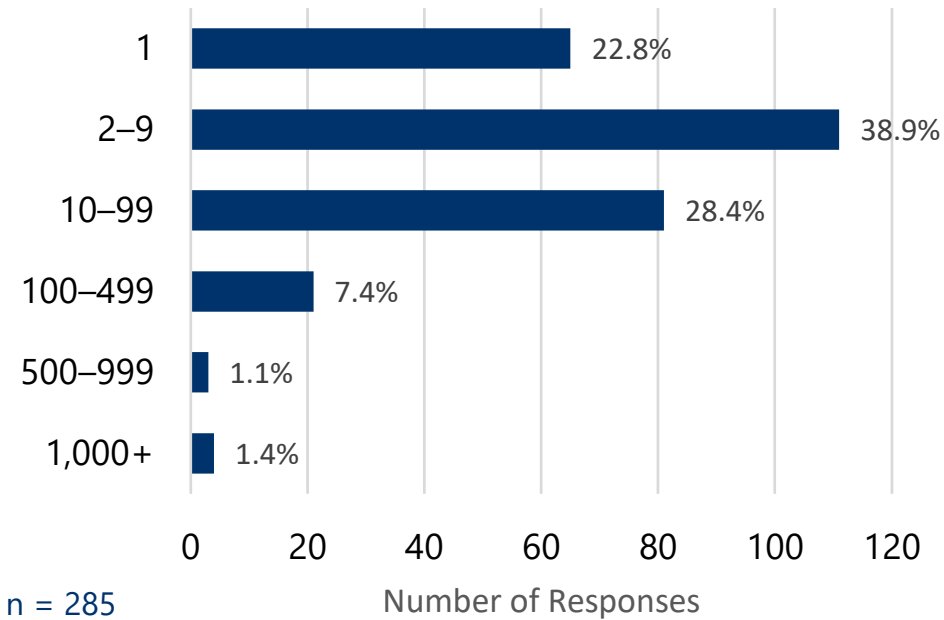
n = 272

Source: Camoin Associates

# Results by Size of Business

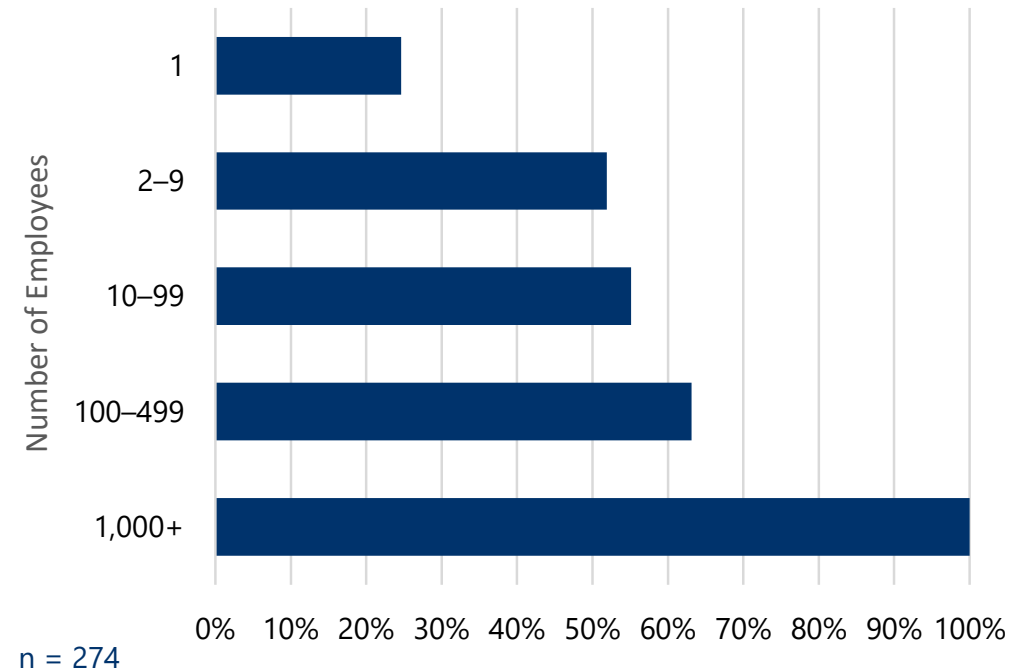
- The likelihood of a business planning a facility expansion in the next two to three years increases with the size of the business.
- One-quarter of single-employee businesses are planning an expansion, while more than half of larger businesses are.

## Current Number of Employees



Source: Camoin Associates

## Planning a Facility Expansion



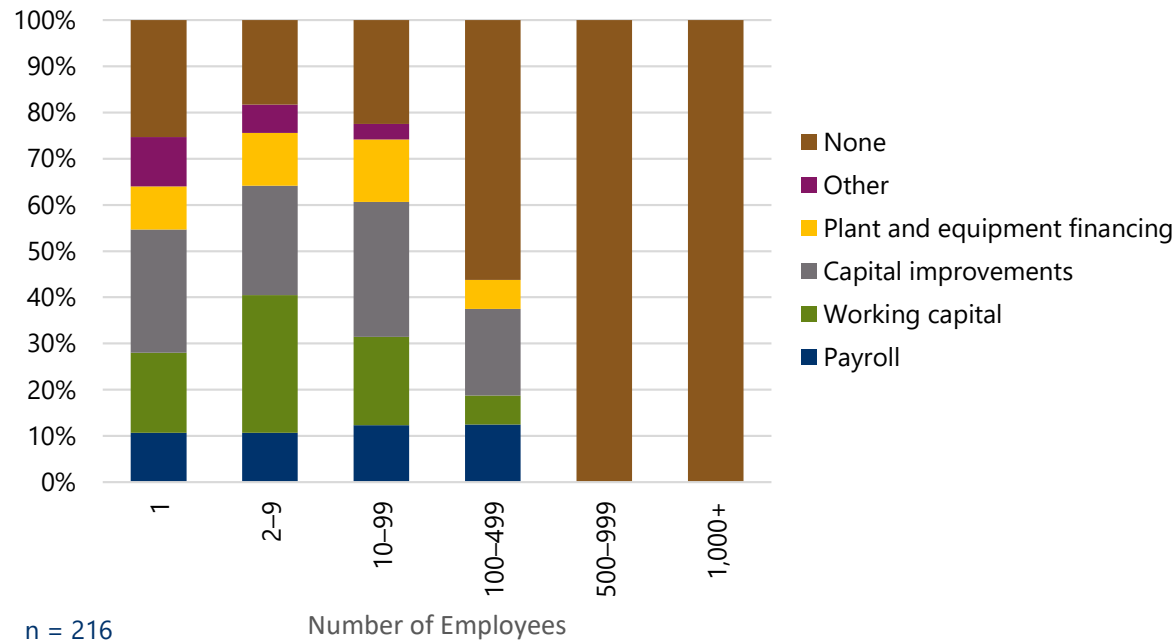
Source: Camoin Associates

# Results by Size of Business

- In general, the larger the business, the less likely it is to require financial assistance.
- Assistance with capital improvements and working capital are the most common needs among smaller businesses.

- Larger businesses tend to find supply chain disruptions a major challenge (ranking 4 or 5).
- More than 50% of businesses with 2 to 99 employees find supply chain disruptions a major challenge; two-thirds of businesses with at least 500 employees do; but less than 30% of single-employee businesses do.

**Financial Assistance Needs**

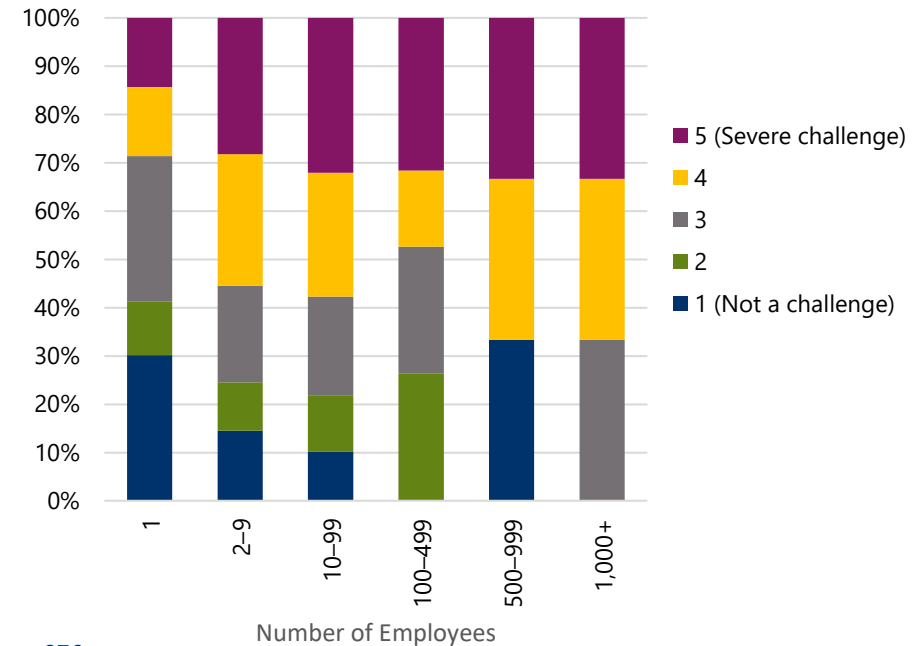


n = 216

Number of Employees

Source: Camoin Associates

**Supply Chain Challenges**



n = 276

Number of Employees

Source: Camoin Associates

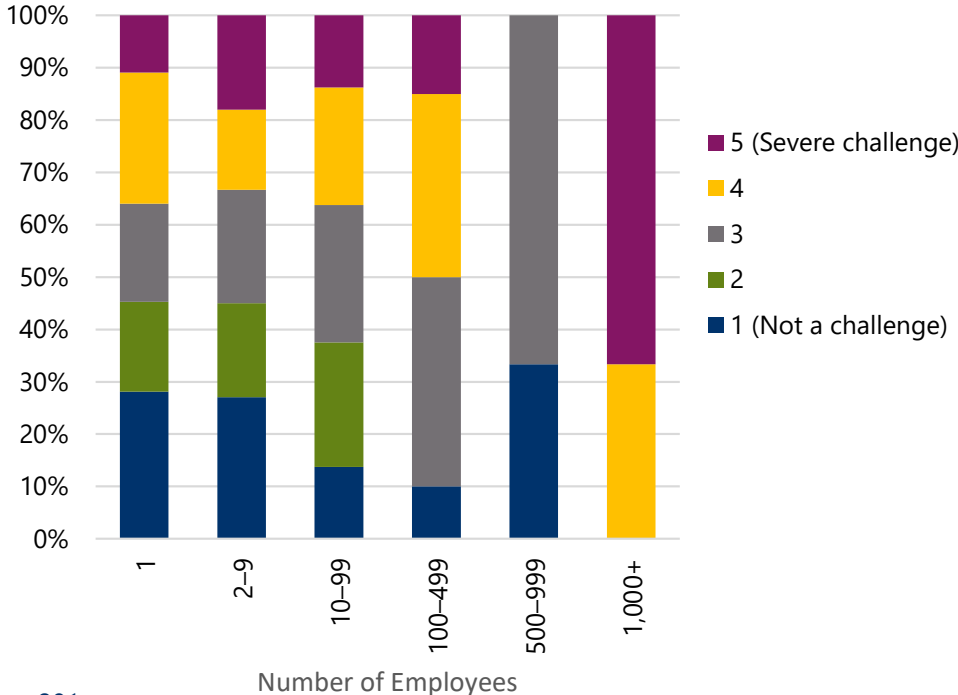


# Results by Size of Business

- Navigating legislative and/or regulatory barriers is a major challenge (ranking 4 or 5) for all of the largest businesses but for no businesses with 500 to 999 employees.
- Legislative and regulatory barriers are a major challenge for roughly one-third of smaller businesses (1 to 99 employees).

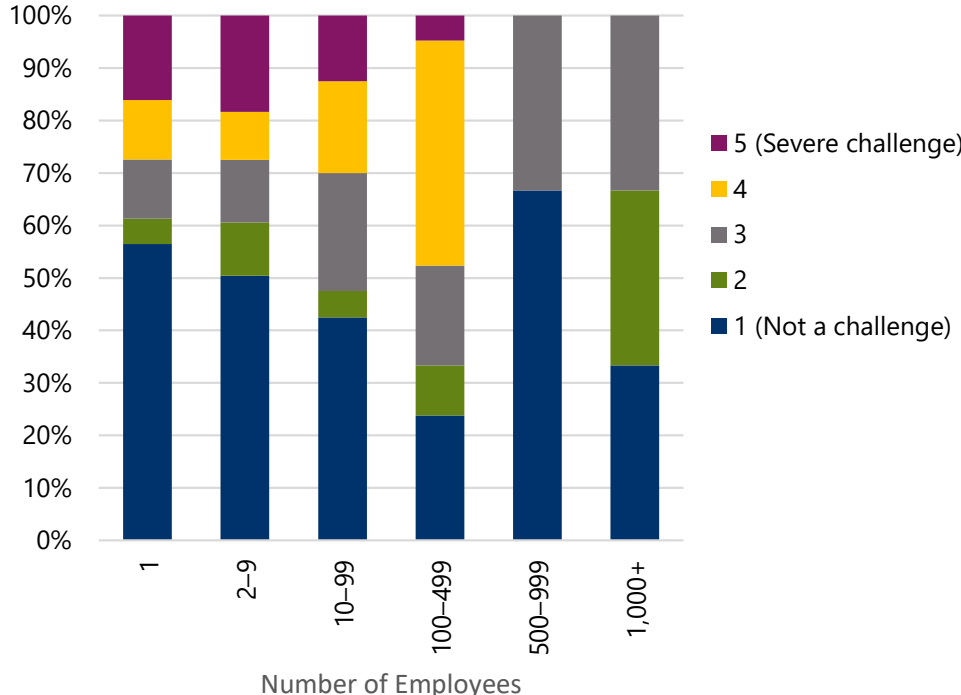
- Finding suitable land or buildings for growth is a major challenge for 48% of midsize businesses (100 to 499 employees) and for about 30% of smaller businesses (1 to 99 employees), but not for larger businesses.

**Navigating Legislative/Regulatory Barriers**



n = 281  
Source: Camoin Associates

**Finding Suitable Land or Buildings for Growth**



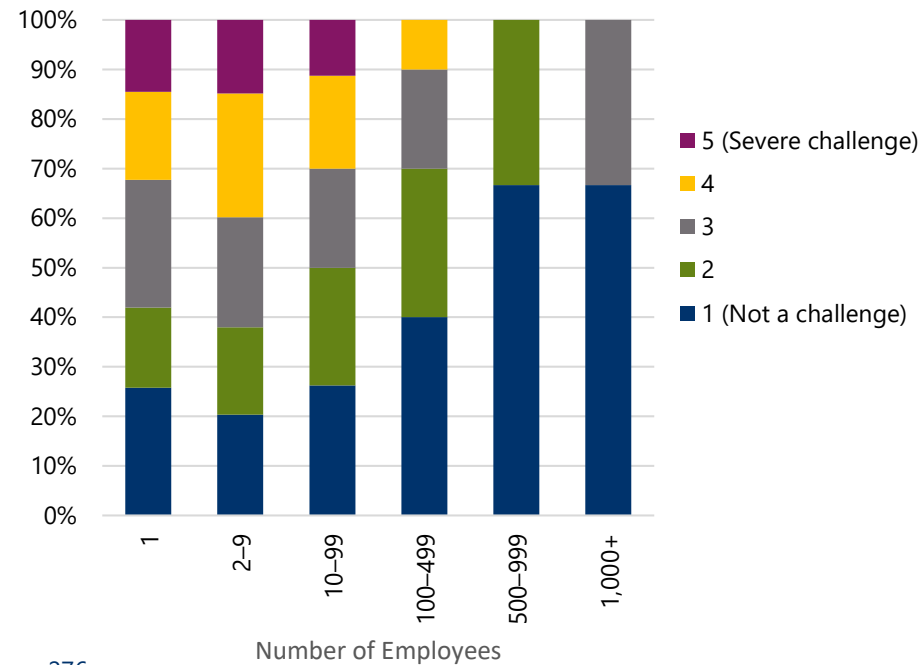
n = 278  
Source: Camoin Associates

# Results by Size of Business

- Obtaining growth financing and capital is a major challenge (ranking 4 or 5) for 30% to 40% of businesses with up to 99 employees.
- Growth financing and capital is not a major challenge for larger businesses with at least 500 employees.

- Nearly 40% of single-employee businesses find it a major challenge to finance new equipment and/or facilities.
- This share diminishes with business size, although 33% of businesses with 500 employees or more ranked equipment/facility financing as 4 out of 5.

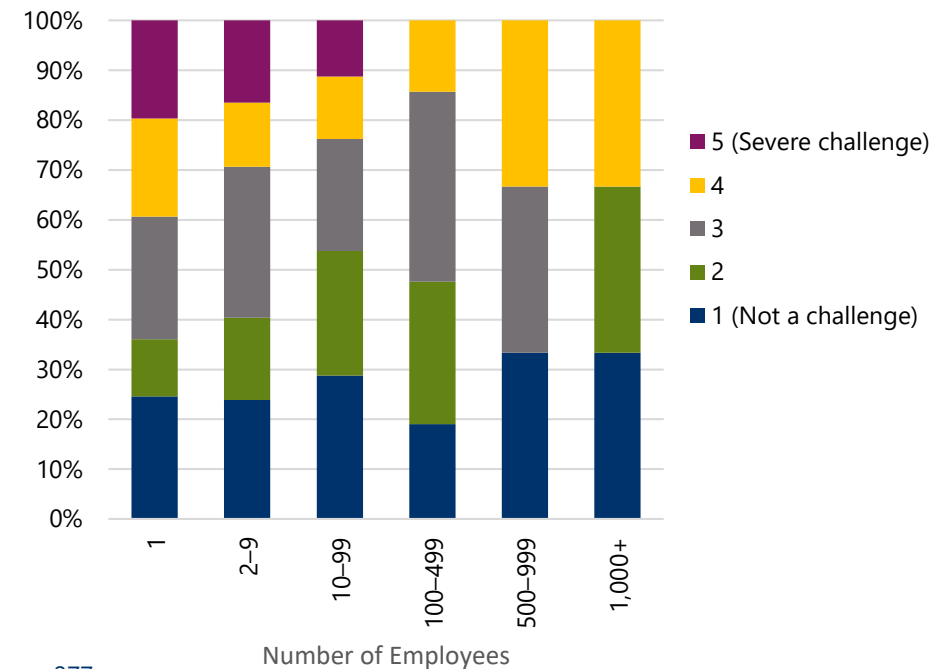
**Obtaining Growth Financing and Capital**



n = 276

Source: Camoin Associates

**Financing New Equipment and/or Facilities**



n = 277

Source: Camoin Associates

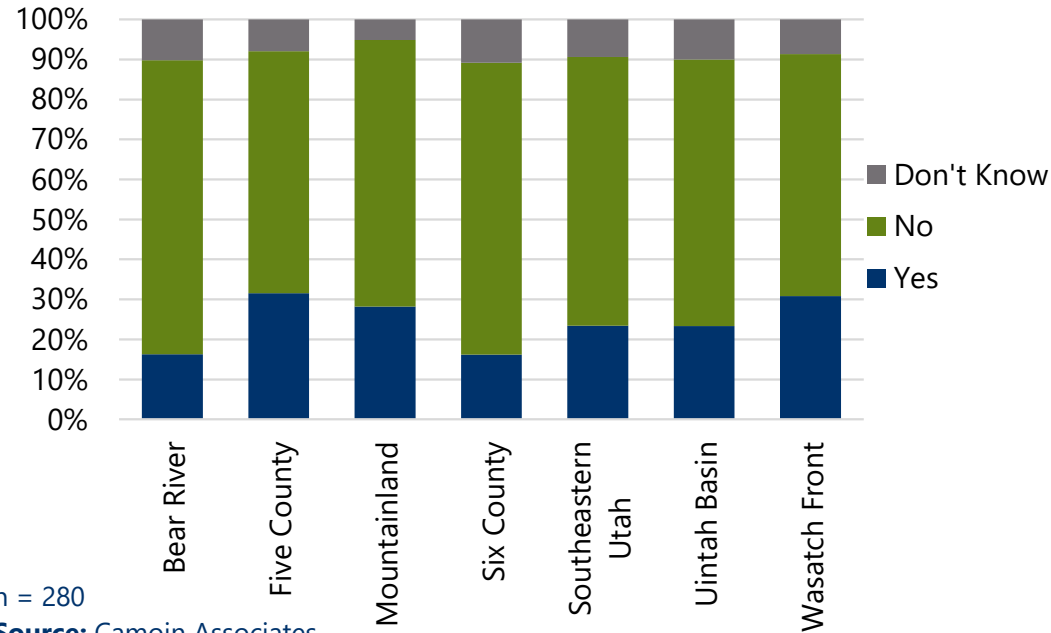
# Government Outreach

- Businesses in the Five County (32%) and Wasatch Front (31%) EDDs are the most likely to have been contacted by state or local government in the past three years to discuss their needs and challenges.

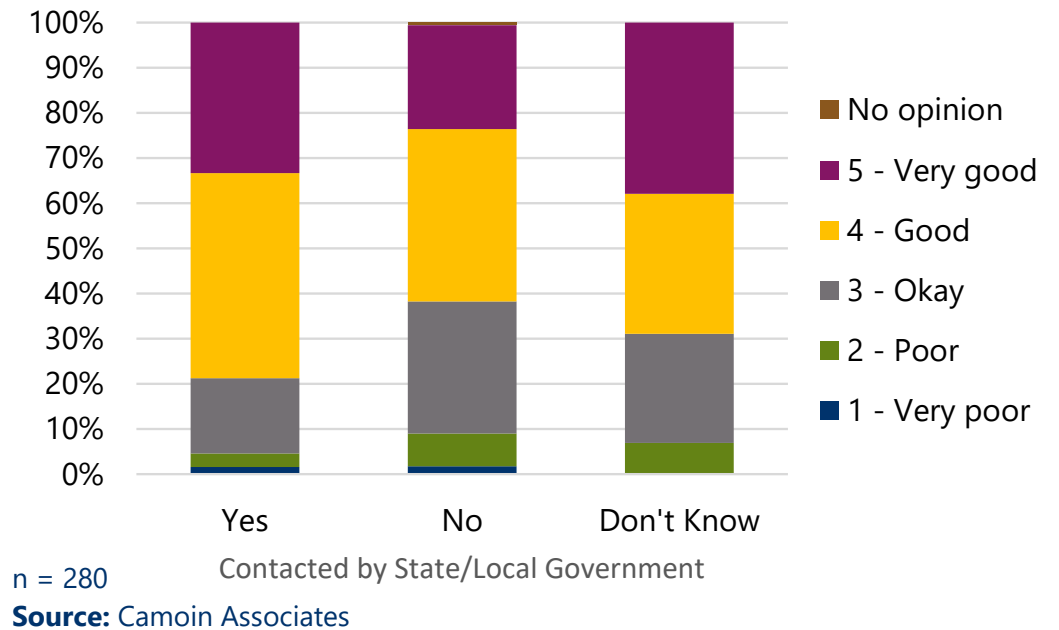
- Businesses in the Six County EDD are the least likely (16%) to have been contacted.

- Businesses that have been contacted by state or local government are more likely to have a good or very good perception of Utah's business climate: 79% versus 61% of those who have not been contacted.

**Contacted by State/Local Government**



**Perception of Utah's Business Climate**



[www.camoinassociates.com](http://www.camoinassociates.com)

Twitter: @camoinassociate

LinkedIn: <https://www.linkedin.com/company/camoin-associates>

