We currently distribute to over 200 countries to direct-to-consumer sales. We have most success domestically, though China is a huge market we have made progress breaking into.

I'm at the point now where I will pay someone's tuition to go through school while they're working for me part time so I can train them. Because in this field you need more than electronics, you need plumbing, you need pneumatics, you need a wide variety of expertise.

South Salt Lake, has a different sales tax than any of the surrounding municipalities. It is frustrating, because it is higher than other sales taxes. Clients think I am charging them incorrectly. It is actually right - because everybody else is 6.85% and here it is 7.05%.

Utah Governor’s Office of Economic Development gives incentives to big companies, but we are a company that has been here for 65 years. If they could create incentive programs to sustain companies that are already here, helping small businesses and families and companies, there would be benefit to that.

*All remarks were gathered from business decision-makers in your municipality*
### OF BUSINESSES INTERVIEWED:

- Annual revenues from $0 to $105,000,000
- Median annual revenue: $845,000

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>66%</td>
<td>Are family owned</td>
</tr>
<tr>
<td>40%</td>
<td>Are members of a chamber, guild, or business association</td>
</tr>
<tr>
<td>21%</td>
<td>Of decision-makers interviewed were female</td>
</tr>
<tr>
<td>6%</td>
<td>Have more than 50% of workforce comprised of women</td>
</tr>
<tr>
<td>32%</td>
<td>Export to foreign markets</td>
</tr>
</tbody>
</table>

*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

(Percents of Businesses Citing Challenge)

<table>
<thead>
<tr>
<th>Challenge</th>
<th>Past</th>
<th>Future</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workforce</td>
<td>15%</td>
<td>25%</td>
</tr>
<tr>
<td>Capital</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>Competition</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Marketing</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>Economy</td>
<td>5%</td>
<td>5%</td>
</tr>
</tbody>
</table>

### Employees & Workforce

- **Businesses Interviewed by Employee Count**
  - 0%
  - 5%
  - 10%
  - 15%
  - 20%
  - 25%
  - 30%
  - 500+

- **How could the local workforce better meet your needs?**
  - More Knowledgeable
  - More Applicants
  - More Experienced
  - More Reliable
  - Less Underqualified
  - More Training & Skills
  - More Applicants: Quality

- **How does the local workforce fit your company's talent needs?**
  - Meets Needs: 60%
  - Does Not Meet Needs: 20%

- **What challenges do you experience in meeting your workforce needs?**
  - Hard to Find: 30%
  - High Cost of Wages/Benefits: 20%
  - Retention: 15%
  - Quality: 10%
  - Right Skills: 5%