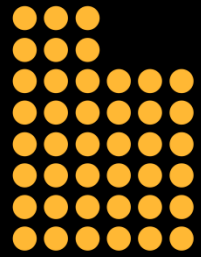


Nutritional Products Industry Profile



Source: www.greenbrown.com



Dry Climate

Utah's climate is conducive for manufacturing many nutritional products. Utah maintains a low humidity and relatively dry climate.

Transportation

Utah is centrally located in the western states and has established an excellent distribution system. More than 2,300 interstate and intrastate motor freight carriers operate in Utah and are able to provide same-day or one-day to two-day direct courier services from Utah's metropolitan area to almost any point in the western United States. Also, Utah has more than 1,400 miles of railroad track throughout the state that converge in the Salt Lake and Ogden/Clearfield metro areas, providing second-morning service to 90% of the western U.S.

United Natural Products Alliance (UNPA)

In early 1991, a group of Utah dietary supplement executives met to discuss the growing state of emergency surrounding the dietary supplement industry. Their resolve led to the formation of an organization which was named the Utah Natural Products Alliance (renamed in 2006 the United Natural Products Alliance to better reflect its international membership). This group, often called the "Utah Group," set out to help craft a legislative model that would recognize dietary supplements and consumer rights of access to these products. The Dietary Supplement Health and Education Act (DSHEA) became law in November of 1994. The legislation regulates how manufacturers promote their products and requires companies in the nutritional products industry to adhere to other broad-reaching regulatory guidelines.

USTAR: Utah Science, Technology & Research Initiative

Utah Gov. Gary R. Herbert, has four main objectives for the state's continued growth. His vision states that Utah will excel in job creation, innovation, entrepreneurship, global business and a quality workforce. His four objectives are:

1. Strengthen and Grow Existing Utah Businesses
2. Increase Innovation, Entrepreneurship and Investment
3. Increase National and International Business
4. Prioritize Education to Develop the Workforce of the Future.

USTAR acts as the signature initiative for the focus on Objective 2.

USTAR is the catalyst for connecting entrepreneurs, innovators, industry, education and the financial community with the equipment and human capital assets of the regional schools and universities.

Source: USTAR, About Us

Utah's Nutritional Products Companies



Name	Location	Employees	Description
USANA Health Sciences, Inc.	Salt Lake City	1000 - 2000	Medicinal and Botanical Manufacturing
Synergy WorldWide Inc.	Pleasant Grove	1000 - 2000	Medicinal and Botanical Manufacturing
Nutraceutical Int'l Corp.	Park City	1000 - 2000	Medicinal and Botanical Manufacturing
XanGo, LLC	Lehi	300 - 499	Medicinal and Botanical Manufacturing
Schiff Nutrition International, Inc.	Salt Lake City	300 - 499	Medicinal and Botanical Manufacturing
Twinlab	American Fork	300 - 499	Health Food Supplement Stores
Nature's Sunshine Products Inc	Spanish Fork	100 - 299	Health Food Supplement Stores
Idea Sphere Inc	American Fork	100 - 299	Health Food Supplement Stores
AMT Labs, Inc.	North Salt Lake	50 - 99	Medicinal and Botanical Manufacturing
Kelatron Corporation	Ogden	50 - 99	Medicinal and Botanical Manufacturing
Nutraceutical International	Ogden	50 - 99	Health Food Supplement Stores
Optimal Research Inc	Saint George	20 - 49	Medicinal and Botanical Manufacturing
Mineral Resources International	West Haven	20 - 49	Health Food Supplement Stores
Gregory's Wheat Shop	Woods Cross	20 - 49	Health Food Supplement Stores
Xyngular	Lehi	20 - 49	Health Food Supplement Stores
Wheatgrasskits.com	Salt Lake City	20 - 49	Health Food Supplement Stores
Vm Nutritional	Salt Lake City	20 - 49	Health Food Supplement Stores
UST Corporation	Layton	20 - 49	Medicinal and Botanical Manufacturing
Dixie Nutrition	St George	20 - 49	Health Food Supplement Stores

Utah's Nutritional Products Companies



Name	Location	Employees	Description
Your H C G	Sandy	20 – 49	Health Food Supplement Stores
Internet Kits Incorporated	Springville	10 – 19	Health Food Supplement Stores
M Powered Products LLC	Salt Lake City	10 – 19	Health Food Supplement Stores
Moonflower Market Inc	Moab	10 – 19	Health Food Supplement Stores
Kitchen Kneads	Ogden	10 – 19	Health Food Supplement Stores
MBI Distributing Inc	Lindon	10 – 19	Health Food Supplement Stores
A.M. Todd Botanical Therapeutics	Smithfield	10 – 19	Medicinal and Botanical Manufacturing
GNC	Logan	10 – 19	Health Food Supplement Stores
Heal Alliance Inc	Sandy	10 – 19	Health Food Supplement Stores
Health Shop 101	Fillmore	10 – 19	Health Food Supplement Stores
Nutrilink Inc	St George	10 – 19	Health Food Supplement Stores
Shirlyn's Natural Foods	Sandy	10 – 19	Health Food Supplement Stores
Vitality Nutrition	Bountiful	10 – 19	Health Food Supplement Stores
Water Fusions	Salt Lake City	10 – 19	Health Food Supplement Stores
Sunshine Natural Foods	Cedar City	5 – 9	Health Food Supplement Stores
Biotron Laboratories Inc	Centerville	5 – 9	Medicinal and Botanical Manufacturing
Medipure Inc	Salt Lake City	5 – 9	Health Food Supplement Stores
Herbs Grandma's Inc	St George	5 – 9	Medicinal and Botanical Manufacturing
Mary's Health Shoppe	Layton	5 – 9	Health Food Supplement Stores

Utah's Nutritional Products Business Case



	Utah	Washington	Massachusetts	California	Oregon	Colorado
Annual Mean Wages: Title						
Food Scientists and Technologists (191012)	\$52,390	\$63,090	\$74,540	\$65,100	\$63,850	\$73,080
Chemists (192031)	\$69,360	\$75,950	\$81,540	\$82,030	\$67,990	\$77,200
Biological Technicians (194021)	\$46,770	\$43,390	\$47,610	\$52,860	\$38,530	\$46,110

Source: Bureau of Labor Statistics, May 2013

Real Estate (\$/sq.ft. annual)						
Office	\$14.26	\$18.80	\$15.86	\$21.07	\$16.83	\$16.06
Industrial	\$5.42	\$6.74	\$7.40	\$8.57	\$6.15	\$7.57

Source: Loopnet

Unemployment Insurance						
New employer rate (% of salary)	1.2%	2.7%	2.8%	3.4%	3.3%	1.7%
Taxable wage base	\$30,300	\$39,800	\$14,000	\$7,000	\$34,100	\$11,300
Duration of new employer rate (years)	1	2	1	1	1	1
New rate after "duration" with no lay-offs	0.40%	0.17%	1.26%	1.50%	2.20%	0.66%

Source: US Dept. Of Labor

Health Insurance						
Single Coverage	\$4,028	\$4,491	\$4,612	\$4,425	\$4,621	\$4,169
Family Coverage	\$10,361	\$11,760	\$12,598	\$11,705	\$11,640	\$11,721

Source: Kaiser Family Foundation

Utilities						
Electricity (¢/kWh) Commercial	¢8.19	¢8.01	¢14.97	¢13.50	¢8.82	¢9.68
Natural Gas (\$/1000 Feet ³) Commercial	\$8.13	\$8.73	\$13.34	\$10.00	\$9.37	\$7.78

Source: Energy Information Administration, March 2014



ECONOMIC DEVELOPMENT CORPORATION OF UTAH

The Economic Development Corporation of Utah (EDCUtah) is a private, statewide, non-profit organization formed in 1987 to provide a unified and professionally managed economic development program promoting the state of Utah.

EDCUtah is an investor-based organization with more than 270 private sector businesses, organizations, chambers of commerce, municipalities and counties. Through these partnerships, EDCUtah facilitates an ongoing effort to develop and nurture a thriving business climate throughout Utah.

EDCUtah specializes in assisting companies considering Utah for a business relocation or expansion. The Business Development team of EDCUtah coordinates all of the information key decision makers and economic development/site consultants need as they evaluate Utah as a site location.

FOR ADDITIONAL INFORMATION

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