
Tooele County

Business Resources



Prepared By:



Better City
SOLVING PROBLEMS. CREATING OPPORTUNITY.

Better City, LLC

Sponsored By:



Tooele County

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Summary

This brochure provides local, state, and federal resources to support current and future businesses in Tooele County. These resources assist with filing and starting a business, hiring and retaining employees, and expanding a business.

Questions? Reach out to the provided contact for each topic.



The listed resources help businesses grow and succeed through free and confidential consulting, affordable training programs, grant programs, and other opportunities. Many resources are conveniently located near or within the county, staffed by business experts who can assist with job creation, sales growth, certifications, and more.

These resources bring together information from government, education, and the private sector to meet the unique needs of small businesses. Consulting experts work in partnership to provide entrepreneurs with vital information for success.

Consider Your Strategy

Consider the following questions, and read the articles and watch the videos for helpful insights for entrepreneurs

Why do You Want to be in Your Business?

Watch: *Viktor Frankl & Man's Search for Meaning*



Describe Your Business in 30 Seconds

Watch: *So You Want To Be an Indie*



Define Your Target Customer

Watch: *Post It Notes: Accidental Inventions Documentary*



Consider if Your Team is Working Together

Watch: *It's Smarter to Travel in Groups*



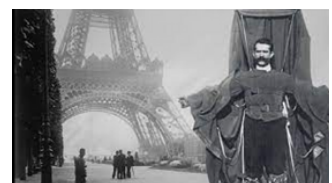
Identify Focus Points for a Successful Business

Watch: *So You Want to be a Game Designer*



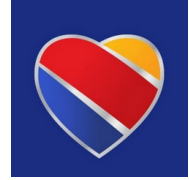
Test Your Concept

Watch: *Franz Reichelt invented a parachute, but...*



Determine How will You Delight Your Customers?

Watch: Fasten Your Seatbelt



Describe Your Value Proposition

Watch: Malcolm Gladwell & Choice, Happiness, and Spaghetti Sauce



Ensure You do not Miss the Big Things

Watch: I Can't - Saturday Night Live



Persevere when Things Do Not Work Out as Expected

Watch: 5 Ways to Kill Your Dreams



Work on Things in the Right Ways for the Right Reasons

Watch: An Architecture of the Soul



Pay Attention to what the Competition Pays

Read: NPR's "The Middle Class Took Off 100 Years Ago... Thanks to Henry Ford?"



Starting a Business

Below are the steps outlined by Tooele County to start a business.

Visit the [County Clerk's Office](#) for more Information

o Choose a Business Structure

The most popular business structures are: limited liability companies (LLC), corporations, and sole proprietorships.

o Pick a Name for Your Business

Verify that your preferred business name is available using the Secretary of State's Name Availability Search.

o Assign a Utah Registered Agent

Every business is required by state law to appoint and maintain a Utah registered agent on the Secretary of State's website.

o File Formation Documents with the Utah Secretary of State

For an LLC or corporation, file formation documents on the Secretary of State's website. LLCs file Articles of Organization, and corporations file Articles of Incorporation.

o Obtain Your Federal Employer Identification Number (EIN)

Apply for your Federal Tax ID, the Federal Employer Identification Number (EIN) for free on the IRS website.

o Open a Company Bank Account

Create a company bank account to separate personal income and assets from those of your business, accept money from customers, and to make payments.

o Obtain Licenses and Permits for Your Business

Contact the City and County clerk's office for more information on necessary business licenses or permits (typically barber & salon shops, food & beverage, law, fitness, and medical businesses require licenses or permits). Businesses that fail to obtain proper licensing or permits can be subjected to fines or outright closure of the business.

Local Resources

Located In or near Tooele, these resources have several programs and offices that provide assistance to businesses

Tooele Valley Business Resource Center

Tooele Technical College provides one-stop access to business support, education, and other state and federal resources and specialty agencies. Whether you are seeking grants, want to become a government vendor, are wondering about doing business overseas, or want help navigating all of the resources available to your business, we are here to connect you with the right people and resources.



Tooele Valley Small Business Development Center (SBDC)

Tooele Valley's SBDC provides help with business formation, business counseling, training, marketing consulting and research, financial management and projections, assistance with the preparation of loan and funding applications, business plans, employee issues and any other aspect of successfully running a small business. All services are provided free of charge. The SBDC is the default referral for Tooele City and County for business questions. Call 435-248-1895 for details.



Tooele Tech – Custom Fit Training

Custom Fit is a state grant program that provides customized training for businesses and employers to support workforce development and enhance Utah's competitive advantage. Custom Fit subsidizes the cost of training for for-profit businesses and assists employers in ascertaining and accessing needed training on any business-relevant topic. Call 435-248-1895 for details.



Points of Contact

Contact: Jess Clifford, SBDC Director
Email: jclifford@tooeletech.edu
Phone: 435-248-1892



Contact: Donna Hesleph, Custom Fit Program Director
Email: dhesleph@tooeletech.edu
Phone: 435-248-1895

Grow Utah - Utah Investors & Funding Sources

Grow Utah is a non-profit entrepreneur development organization dedicated to accelerating the creation of innovative, entrepreneur-led, high-growth businesses that will strengthen and expand Utah's economy.



Points of Contact

Contact: T. Craig Bott, President & CEO
Email: info@growutah.com
Phone: 801-593-2269



Contact: Justin Bott, Director of marketing & Operations
Email: info@growutah.com
Phone: 801-593-2269

How to Start a Business in Utah

"Starting a business in Utah in 12 Steps" including developing an idea, researching the market, drafting a business plan, finding funding, being registered and licensed, and getting insurance.



Utah Advanced Materials + Manufacturing Initiative (UAMMI)

UAMMI is a federal and state funded initiative to bring together public, private, community, industry, and education partners to assure growth and sustainability of Utah's advanced material and manufacturing industry.



Point of Contact



Contact: KC Sanders, Director, Community Outreach & Workforce Solutions
Email: info@uammi.org
Phone: 801-871-8148
[LinkedIn](#)



Tooele County Resources

The Tooele County Government has free resources and programs to help business owners on a wide variety of questions and practices

Tooele County Economic Development



Contact: Rachelle Custer, Development Director
Email: rachelle.custer@tooeleco.org
Phone: 435-843-3160

Tooele County Business License



Contact: Tracy Shaw, County Clerk
Email: tracy.shaw@tooeleco.org
Phone: 435-843-3140



Tooele County Chamber of Commerce and Tourism



Contact: Karen Bentancor
Email: karen@tooelechamber.com
Phone: 435-843-3140



City Resources

The City Governments has free resources and programs to help business owners on a wide variety of questions and practices

Tooele City Economic Development



Contact: Jared Stewart, Development Director
Email: jareds@tooelecity.org
Phone: 435-843-2169



Tooele City Business License



Contact: Denece Hall, Specialist
Email: businesslicense@tooelecity.org
Phone: 435-843-2110

Grantsville City Economic Development

Contact: Cavett Eaton, Planning and Zoning Administrator
Email: bbaugh@grantsvilleut.gov
Phone: 435-884-4625



Grantsville City Business License

Contact: Braydee Baugh, Information Officer
Email: bbaugh@grantsvilleut.gov
Phone: 435-884-4625



State Resources

The State of Utah has several programs and offices that provide assistance to businesses.

Utah Division of Corporations and Commercial Code

Online site to register, renew, update, or reinstate a business.



- See [Utah Online Business Registration](#)
- With Utah's [OneStop Online Business Registration](#) you can register your new business with:
 - Utah State Tax Commission
 - Utah Department of Commerce
 - Utah Department of Workforce Service
 - Many cities partner with OneStop to provide a city business license.

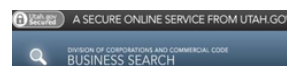
Point of Contact



Valeri Stewart, Customer Service Manager
801-530-6048
vnstewar@utah.gov
[Live Chat](#)

Utah Business Search

Search for businesses registered with the State of Utah that are either located in Utah or doing business in Utah. Find and download PDF documents about a business, view management teams, and find connections.



EDCUtah

The Economic Development Corporation of Utah has three main competencies:

1. Published reports on industries and other economic data, based on best-in class primary and secondary research.
2. Business development, including incentives at state and municipal levels, issuing Requests for Information (RFIs), coordinating research requests, arranging site visits and employer interviews, providing introductions to Utah communities and service providers, as well as tax incentive support, and media promotion. Site-Ready Utah addresses the needs of expansion projects for timely and precise data on larger properties across the state.
3. Community strategy: Communities who are “development ready,” or prepared with the right knowledge and assets, can help shorten and simplify the site selection process for companies—and are therefore more likely to compete and be chosen for quality economic development projects.



Points of Contact

Contact: Erin Farr, Senior Business Development Manager
Email: efarr@edcutah.org



Contact: Katherine Morrell-Moser, Senior Business Development Manager
Email: kmorrell@edcutah.org



Governor's Office of Economic Opportunity

GOEO works to retain and recruit companies and bring more high-paying jobs to Utah. In addition, GOEO works with industries, Utah regions, communities, and nonprofits to implement strategic economic development plans and reinforce Utah's diverse, prosperous economy, working with business at the speed of business. Currently, the office manages over \$240 million in state and federal funding with a full- and part-time staff of nearly 100 people. GOEO teams manage programs and initiatives such as:

- Utah entrepreneurs and businesses
- Business Incentives
- Rural Utah communities
- Federal Opportunity Zones
- International trade and diplomacy
- Tourism and film production



Points of Contact



Contact: Paula Kramer, Regional Manager

Email: pkramer@utah.gov

Phone: 801-538-8756

[LinkedIn](#)



Contact: Alecia Hart, Director, Utah Small Business Credit Initiative

Email: aleciahart@utah.gov

Phone: 801-664-3560

[LinkedIn](#)



Contact: Sarah Nielsen, Grants Manager

Email: sjnielsen@utah.gov

Phone: 801-450-5923

[LinkedIn](#)

U.S. Small Business Administration - Utah

Salt Lake City Office phone: 801-524-3209

St. George Office phone: 435-632-0355



Utah District Office Directory

Through two offices, the Utah SBA District covers the whole State, providing help with SBA services including funding programs, counseling, federal contracting certifications, and disaster recovery. SBA can also connect a business to partner organizations, lenders, and other community groups that help small businesses succeed.

Points of Contact



Contact: Daniel Royal, Business Incentives

Email: dtroyal@utah.gov

Phone: 801-538-8625

[LinkedIn](#)



Contact: Rebeca Brown, Director, Business Intelligence

Email: rebeccabrown@utah.gov

Phone: 801-538-8720



Contact: Sherry Stevens, Outreach Manager, Center for Rural Development

Email: sherrystevens@utah.gov

Phone: 385-600-2748



Contact: Marla Trollan, District Director

Email: Marla.trollan@sba.gov

Phone: 801-524-3200

World Trade Center® Utah

WTC Utah was founded to elevate Utah's global status and international engagement. WTC's goal is to help Utah companies increase revenue and create jobs by expanding international sales, attracting foreign investment, and facilitating international partnerships.



- Services, many of which are free to Utah businesses, include:
- Market Expansion provides market research and selection, market entry guidance, regulatory support, and matchmaking: businesses and investors
- Supply Chain Optimization provides logistics and shipping advice, optimization support, and help searching for sourcing partners.

Points of Contact



Contact: Calli Forsyth, Director of Business Development

Email: info@wtcutah.com

Phone: 801-532-8080

[LinkedIn](#)

The InUtah initiative from GOEO is a public information and education initiative funded by federal pandemic dollars. The collaborative initiative encourages Utahns to shop and buy local goods, services, and cultural experiences . Among resources are:



Return Utah

provides jobs, training, support, and resources to Utahns looking to reenter the workforce after a career break, even a long one.



Utah Women & Leadership Project

Strengthen the impact of Utah girls and women. The Project serves Utah and its residents by:

- producing relevant, trustworthy, and applicable research;
- creating and gathering valuable resources; and
- convening trainings and events that inform, inspire, and ignite growth and change for all Utahns



Points of Contact



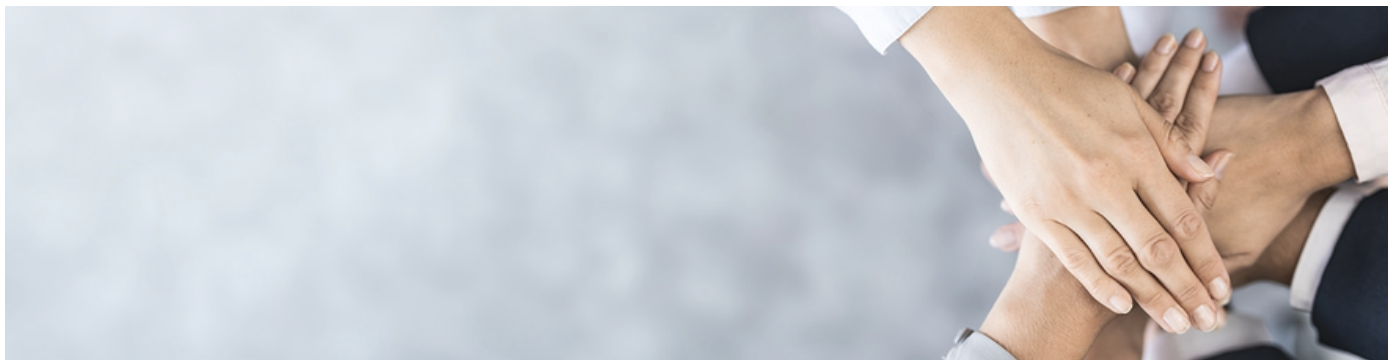
Contact: Dr. Susan Madsen, Founder & Director
Email: susan.madsen@usu.edu
Phone: 435-797-0873



Contact: Dr. Emily Swensen Darowski, Associate Director
Email: emily.darowski@usu.edu
[LinkedIn](#)

Utah Division of Multicultural Affairs

Promotes an inclusive and Equitable Climate for Utah's Multicultural Communities, enabling belonging and opportunity-building, which involves trying to understand and give people what they need to be able to enjoy full, healthy lives, promoting access and fairness by addressing barriers that prevent people from equally thriving. It involves working in partnership with people and communities to understand gaps and develop solutions.



Women's Business Center of Utah

Business advising and training – individually or in group training sessions.
Online courses and webinars

Kiva Microloan Program helps open access to capital to better empower women and minorities to develop and grow small businesses.



Point of Contact



Contact: Connie Yengich, Northern Program Manager

Email: connie@wbcutah.org

Phone: 801-328-5066

[LinkedIn](#)



Utah Microloan Fund

Provides small business loans up to \$50,000 and free business advice to entrepreneurs in start-up & existing businesses that do not qualify for traditional funding sources, with a focus on the underserved.



Point of Contact



Contact: Amber Murray, Business Advisor

Email: amurray@umlf.org

Phone: 801-746-1180

Utah State Tax Commission

Provides tax information for businesses, plus links to other resources, such as:

- [Starting a business](#): the basic steps, copyrights, acquisitions, and franchises.
- [Running a business](#): organization structure, financial resources, government requirements, HR assistance, statistical info, counseling, and other resources.
- [Other business services](#)



Salt Lake Public Library Small Business Resources

Wide variety of links (and live chat) regarding:

- Free classes and 1-on-1 mentoring
- Local business organizations
- Free online business resources

