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Who We Are

The Utah Manufacturers Association (UMA) is a 110-year-old trade association that represents the industry of manufacturing in the state of Utah. Since 1905, the UMA has been vigilant in protecting the interests of the manufacturing industry. The interests of the manufacturing industry have ranged from workforce, safety, employee development, public policy both locally and nationally, business development, and community outreach initiatives. Whatever the business interests may be, the UMA has always been a one stop shop where industry leaders can come together to solve the relevant issues facing the industry. We fight for the manufacturing industry, because we know “what Utah makes, makes Utah,” for us.

History

1905 - 2015
110th Anniversary

Manufacturing was one of the first industries to develop in the Beehive State as pioneer settlers determined they needed tools, implements and household items essential for a thriving community away from the main population centers of the East and Mid-West.

The local newspapers of the Salt Lake Valley promoted a mass meeting to introduce the forming of a business association. The first meeting of the Merchants and Manufacturers Association (MMA) was held on November 13, 1905 at 8 p.m.

Since the associations inception, our focus has always been...

1) to advance and encourage, by social intercourse and friendly exchange of views, the manufacture and production, distribution and consumption of Utah products of all kinds;

2) to advance and encourage the interests of manufacturers and merchants within the State of Utah;

3) to collect and disseminate information pertaining to the manufacturing and commercial interests of this corporation;

4) to foster and promote all the industries of the state, and to induce the citizens of this commonwealth to aid in all possible ways in the development and promotion of such industries.

Utah Manufacturers employed nearly 8,000 workers at the time.
1918 – Utah Manufacturers Association Change
The name of the original organization was changed to the Utah Manufacturers Association, representing manufacturers statewide with a unified voice for industry. The retail merchants organize a separate group.

2005 – Centennial Year for The Utah Manufacturers Association.
The Centennial Commemorative coin was designed by Tony Smart at Red Bird Design to properly recognize a host of manufacturers spanning 100 years from 1905 to 2005. This special coin was minted by O.C. Tanner Company, a long-time member of the Utah Manufacturers Association.

UMA Today
NOW EMPLOYING 120,000 UTAHNS AND CREATING OVER 300,000 RELATED JOBS.

As the industry grows, we take representation seriously. Bob Reed represents Salt Lake City, Utah, Ryan Tingey represents northern Utah, Steve Thomas represents central Utah, and Steve Seegmiller represents Southern Utah. Teresa Thomas is the Director of Administrative Services, and Todd Bingham is President.

An exemption of all manufacturing inputs passed the Utah Senate and was passed over to the Utah House. With only hours left, the bill was not brought to the House floor. With the bill already passing one chamber, we are excited for the coming months and the outlook of successful passage.

The Made in Utah Campaign was started this year to help recognize all the made in Utah products. Senator Lee recognized the importance of the industry in Utah and renamed his D.C. board room to the “Made In Utah” room. The room is currently filled with products manufactured in this great state! The UMA was also featured at the state fair, providing a “taste of Utah manufacturing.”

The UMA began a new tradition by inviting all members to a bi-annual trip to Washington, D.C. This year we met with all members of the Utah delegation, visited the House and Senate floor, received a private capitol tour from Congressman Rob Bishop, received a policy briefing from the National Association of Manufacturers, and toured many of the local historical sights.

This year’s manufacturing summit was focused on the best practices of YOU, the members of the UMA. We heard from executives from US Synthetic, Pack Size, Barnes Aerospace, Futura, Norbest, and Boeing. The industry is only successful, if we are all working together and building each other up.

As a non-profit, non-partisan corporation, UMA serves as an active link between its members and elected officials in its advocacy activities. UMA has been the statewide “Voice of Utah Industry” since 1905 and has compiled an impressive roster of legislative and regulatory successes through its constant surveillance and advocacy. The UMA membership is considered the best mechanism to collectively influence government and provide feedback on the needs of the industry. We learn your needs and understand that workforce is a serious issue facing all of you. Workforce development is now a primary focus of the association. The UMA has always been and will always be the unified voice of the industry. We will continue to convene the industry with focuses of networking, education, safety, public policy, workforce, and other issues pertinent to the industry. We will never forget, “What Utah Makes, Makes Utah!” Here’s to the next 110 years!
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Manufacturing is a key component of a modern society, enabling people to build the goods and products they need to eat, live, entertain and protect themselves. Manufacturing produces our Quality of Life. I like the lifestyle and modern conveniences I enjoy every day. I personally want to thank you for what you do, for the economy in your communities, here in the state and your contributions to the nation. Thank you for being a manufacturer.

The business of making things with utility and adding value to raw materials is the essence of manufacturing. In fact, if you look around you in your daily life, nearly everything is manufactured. That is not something that the general public completely understands.

Manufacturing is one of Utah’s basic industries and one that creates tremendous value in the economy. It is a creator of new wealth. Three industries create NEW wealth. Agriculture, mining and manufacturing. All other industries create added value from an existing product and/or services provided.

Utah’s manufacturing industry is very diverse, covering nearly every imaginable area. From Aerospace, and medical, from microchip, and defense to composites and food to basic metal manufacturing. This is certainly not an exhaustive list, however, it gives us an idea of the broad nature of this critical industry.

Manufacturing:
- Grows the economy.
- Manufacturing invents the future. Manufacturers are responsible for more than 70 percent of all private sector R&D, which ultimately benefits other manufacturing and non-manufacturing activities.
- Manufacturing competes internationally. The United States is the world’s largest exporter; 61 percent of all U.S. exports are manufactured goods, double the level of 10 years ago.
- Pays the taxes. Manufacturing has been an important contributor to economic growth and tax receipts at all levels of government, contributing one-third of all corporate taxes collected by state and local governments.
- U.S. manufacturers are challenged as never before. They are on the front lines of the most intense global competition in history where it is virtually impossible to raise prices. Yet, costs do rise and you are faced with how to continue to compete in a competitive manner.
- Manufacturing plays a significant role in our economy, accounting for 11.7 percent of U.S. GDP. At the state level, manufacturers make equally significant contributions, 13.3% of the GSP in Utah. Employing nearly 10 percent of the workforce. Total output from manufacturing is in excess of $14 billion. In addition, the industry employs approximately 115,000 workers and creates an additional 300,000 related jobs in the state. The industry boasts an average monthly wage of $3,962. 28% higher than the average state wage.
- Utah’s manufacturing industry comprises the largest payroll in the state. The largest concentration of manufacturers, in descending order; operate in Salt Lake, Utah, Weber, Davis, Cache and Box Elder counties. In fact, Box Elder County boasts 41% of their employment is in manufacturing.
- While the top 100 companies produce nearly half of the manufacturing output in Utah, the majority of manufacturers are small or medium sized firms.
- Typically, larger economic multipliers are associated with manufacturing than most other industries because of the variety of allied businesses providing raw materials, services, and other manufactured inputs to the manufacturing process. In fact, for every $1.00 in manufactured goods there is generated an additional $1.37 worth of additional economic activity - more than any other economic sector.

Here are but a few of the industry sectors represented in Utah.

- Food Manufacturing
- Natural Products
- Wood Products
- Energy Products Manufacturing
- Chemical Manufacturing
- Plastics and Rubber Products
- Composites
- Plastic injection molding
- Primary Metal Products Manufacturing
- Fabricated Metal Products Manufacturing
- Aerospace Industry
- Defense Industry
- Machinery Manufacturing
- Computer and Electronic Product Manufacturing
- Transportation Equipment Manufacturing
- Medical Device Manufacturing
- Sports and Outdoor Equipment Manufacturing
- Pharmaceuticals Manufacturing
- Nutraceuticals Manufacturing
- Foundries

In closing, Utah’s manufacturing industry exists to provide the products needed for daily life in today’s modern world. Your quality of life is dependent on manufacturing. Efforts to expand this segment of the economy, we believe to be a great goal.
The Utah Manufacturers Association has been working for nearly 110 years to promote locally made products within the state. From ATK’s solid rocket boosters that recently launched NASA’s Orion into the atmosphere to Coca-Cola crafting the most delicious and refreshing beverages known to man, this state has made products that have transformed not only Utah but also this nation for the better.

As the UMA works to better promote locally made products, we have launched our “Made In Utah” initiative that kicked off at the State Fair! This initiative’s objective is to promote the purchasing of locally made products, educate the community about the economic impact manufacturing has in the state, and bring a more personal connection to the industry throughout the state.

There has been a large push throughout the nation to support the local economy and small business owner by buying local. In Utah we call this, “Utah’s Own” which is an initiative by the Utah Department of Agriculture to distinguish local food products from those made elsewhere. In regards to manufacturing, we noticed that there is currently no mechanism to inform the purchaser what is actually made in Utah. By displaying a “Made In Utah” logo in a business’s storefront or partnering with big box stores to display tags for locally manufactured products, we believe this will bring the necessary attention needed to impress upon the purchasers to pick the “Made In Utah” product.

It is important that we educate Utahns on the economic impact that the manufacturing industry has in the state. The old saying holds true, “What Utah makes, makes Utah”. The manufacturing industry makes up nearly 14% of the state’s economy totaling $14,000,000 of economic activity and employing more than 125,000 Utahns. Educating the community on the economic impact manufacturing has in Utah, is crucial in maintaining and encouraging a positive business environment to grow these numbers even further.

As we have evolved into a society that is driven more and more by technology, many do not look to manufacturing as being a cutting edge industry. In fact manufacturing is what launches people into the depths of space, made television a possibility, revolutionized the peace-keeping ability of warfare, and propels machines to incredible speeds on the local salt flats. These men and women who make these manufacturing feats possible are local hard working middle class Americans who fill our communities. Most people don’t know that Lifetime Products, Blendtec, Coca-Cola, Boeing, and Orbital ATK are making products in their own backyard. These large names throughout the state are known by their logo, but we want them to be known by the people.

We believe that this initiative will help communities better relate to the industry and support local employees in assuring that we continue to have the skilled workforce necessary to keep Utah as an industry leader.

As an industry we will come together to reach out to our community to let them know that these internationally known products are made right in our backyard. It is time that we not only encourage the healthy business environment in the state but that we highlight the amazing and successful companies and products that are “Made In Utah.” Remember, what Utah makes, makes Utah!
Annual Membership Meeting  
February 8, 2016  
Noon at Grand America Imperial Ballroom  
Host your Legislator – UMA will make arrangements for them to sit at your table.

Safety Conference  
April 7, 2016  
8:00 am to 3:00 pm  
at Little America Hotel  
Attend safety breakout classes on workplace safety. Explore booths. Safety awards are announced for companies with outstanding safety records.

Annual Golf Tournament  
May 23, 2016  
at Stonebridge Golf Course  
Cash prizes for golf winners. Network with other golfers by becoming a hole sponsor and greet golfers along the course.

Manufacturing Summit  
September 13, 2016  
8:00 am to 3:00 pm  
at Little America Hotel  
Attend manufacturing best practice breakout classes. Explore booths. Best practice awards are given to companies with outstanding best practices.

Annual Awards and Installation Banquet  
November 12, 2016  
6pm  
at Little America Hotel  
The biggest event of the year. Come for great networking, food, and entertainment. The Manufacturer of the Year awards are presented at the banquet. Don’t forget that each couple gets a Utah Products Box filled with quality products made here in Utah.

Monthly Events:  
- Safety Trainings  
- Best Practice Tours
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3. Membership Services Directory
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A week-long media blitz highlighting the local impact of buying locally manufactured products.

MEMBERSHIP DUES BASED ON THE NUMBER OF FULL TIME EMPLOYEES

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<td>Over-5000</td>
<td>$12,980</td>
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</tbody>
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