

OF NOTE



One big car company

Shareholders of both Fiat Chrysler Automobiles and Peugeot maker PSA Groupe approved the merger of the two car giants last week. That means the companies are accelerating plans to complete their trans-Atlantic merger, saying that the biggest automotive merger this century should be complete mid-January. The two plan to call the newly combined auto maker Stellantis NV.

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Economist: Growth should be strong when pandemic abates

Brice Wallace
The Enterprise

Better but different.

That's the short version of Zions Bank's 2021 outlook for the economy. During a webinar last week, Robert Spendlove, the bank's senior economist, said the U.S. and the Intermountain region's economies are fundamentally sound and ultimately will recover from the COVID-19 pandemic.

"It is important to keep in mind that the economy will be different a year from now than it was a year ago," Spendlove said. "We're kind of in a new normal. We don't know exactly what it's going to look like, but it will be different. But to me, this is kind of the nature of a dynamic economy, and I remain optimistic about the future."

The year 2020 was "something that

we've never seen before," he said. "The contraction was dramatic and swift, and coming out of it, in the short term, the economy will continue to struggle."

That, he said, will be especially true in the economic sectors hardest-hit by the pandemic's impacts: leisure and hospitality, travel and tourism, and personal services.

"The economy is being driven by the virus and as long as we have the virus continuing to surge, the economy will continue to struggle," Spendlove said. "As the vaccine rollout starts to accelerate, as more people get immunity, we'll be able to re-open the parts of the economy that are being constrained and we should actually see strong economic growth in the latter half of 2021 and we should see markets, individuals and economies returning to normal."

Spendlove described the past year as a

see ECONOMY page 13

Qualtrics IPO will be all-time largest in Utah

John Rogers
The Enterprise

Qualtrics International Inc., the Provo-based customer experience software maker, has taken the first step in taking the company public by filing a form S-1 with the Securities and Exchange Commission late last month. The filing, which must be submitted by a business ahead of its initial public offering, provides potential investors with a look into the company's finances and stated goals. The move comes just over two years after Qualtrics was purchased by multinational Germany-based software giant SAP SE.

The IPO is expected to be launched later this month or in early February.

Qualtrics, which first announced its intent to go public in July, said in its Dec. 28 filing it plans to sell an undetermined number of shares for \$20 to \$24 each. Its paperwork with the SEC listed a placeholder amount of \$100 million, which will likely change once it sets the amount of stock that it plans to market. At the top end of that range, the IPO would value Qualtrics at about \$14.4 billion — making the IPO by far the largest ever in Utah — based on about 600 million shares to be outstanding after the listing.

Qualtrics's co-founder and former CEO, Ryan Smith, who recently bought the NBA's Utah Jazz from the Larry Miller family, agreed to buy 6 million shares — or about 1 percent of the outstanding stock — for \$20 per share, the filing shows. That would make Smith the largest individual shareholder in the company, fulfilling a commitment he made in July.

SAP paid \$8 billion for Qualtrics in November 2018 in its biggest-ever deal in an effort to compete with rivals such as Salesforce.com Inc. According to analysts, taking Qualtrics public marks a shift in SAP's strategy under CEO Christian Klein, who secured the top job at the company in April. When former CEO Bill McDermott announced the purchase — topping off a \$26 billion acquisition spree to push SAP into cloud-based software and services — investors sent its shares down 4.7 percent as they balked at the price tag.

SAP will try to maintain ownership of at least three-quarters of Qualtrics after the IPO, Bloomberg News reported.

Qualtrics also revealed in the fil-

see QUALTRICS page 15



Advanced Health Care of St. George is one of more than 20 transitional care facilities operated by Advanced Health Care Corp., which was purchased by the Larry H. Miller Group of Cos. last week.

LHM Group jumps into healthcare industry, buys transitional care co.

Salt Lake City-based Larry H. Miller Group of Cos. has acquired Advanced Health Care Corp. (AHC), one of the nation's largest pure-play post-acute transitional care providers. AHC, founded in Idaho in 2001, specializes in short-term nursing and rehabilitation, home health and hospice services. The company employs approximately 2,000 people with operations in eight states: Arizona, California, Colorado, Idaho, Kansas, Nevada, New Mexico and Utah.

The transaction adds to the LHM Group's portfolio of automotive dealerships, movie theaters, real estate investments and developments, auto finance, and insurance services.

"We couldn't be more pleased to welcome AHC to the Larry H. Miller family of businesses," said Steve Starks, CEO for the LHM Group. "This acquisition is

see LHM GROUP page 15



Milford project will reduce hog-raising gases by 100,000 metric tons per year

A network of family farms near Milford in Beaver County has begun producing renewable natural gas (RNG) through a joint venture between Dominion Energy of Richmond, Virginia, and

Smithfield Foods Inc. of Smithfield, Virginia. The joint enterprise, named Align Renewable Natural Gas, has 26 family hog farms under contract in Beaver County.

Smithfield Foods operates worldwide with more than 50,000 employees. It operates several company-owned and contract farms as well as a feed yard in Utah. Dominion Energy is a

worldwide power consortium that purchased Utah-based Questar Gas in 2016.

The project is the first large-scale effort in the state to capture methane from hog farming operations and convert it into clean energy for homes, businesses and transportation. Significantly more greenhouse gas emissions are captured from the farms than are released when consumers use the gas, which makes RNG a "carbon-beneficial" energy source, company officials said.

At full capacity, the project will produce enough RNG to heat more than 3,000 homes and businesses and reduce annual emissions from participating farms by more than 100,000 metric tons. That is the same as taking 23,000 cars off the road or planting 1.8 million new trees each year, according to Align. Additionally, the project benefits participating family farmers by simplifying the process of and reducing the cost associated with manure management.

"We're excited to witness the completion of our initial project in Utah, as we continue to scale and implement renewable energy projects across the country," said Kraig Westerbeek, senior director of Smithfield Renewables and hog production environmental affairs for Smithfield Foods. "Our Align RNG partnership with Dominion Energy is a key component of Smithfield's carbon-reduction strategy, which promises to reduce greenhouse gas emis-

sions across our domestic supply chain 25 percent by 2025 and become carbon-negative in all U.S. company-owned operations by 2030."


"This is an exciting breakthrough for the future of clean energy and sustainable farming," said Ryan Childress, Dominion Energy's director of gas business development. "With this single technology, we can produce clean energy for consumers, reduce farm emissions and benefit family farmers. It's a powerful example of the environmental progress we can make through innovation. We're thrilled Utah is leading the way, and we're excited to keep the momentum going in other states across the country."

In the largest venture of its kind in the United States, Dominion and Smithfield are jointly investing \$500 million over the next 10 years to develop RNG projects across the country. Once the partnership's planned projects are complete, they will reduce annual greenhouse gas emissions from U.S. hog farms by 2.5 million metric tons, the same amount as taking 500,000 cars off the road or planting 40 million new trees each year.

With the Utah project in operation and additional projects under development in North Carolina and Virginia, the partnership plans to produce enough renewable natural gas over the next 10 years to heat more than 70,000 homes and businesses.



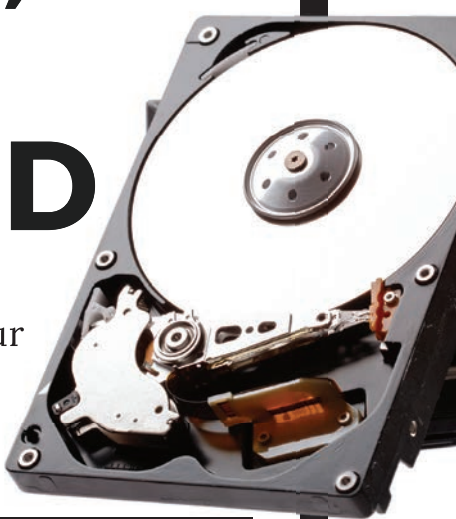
An anaerobic digester, part of the process of turning waste from hog farming operations in Beaver County into renewable natural gas, is shown on a farm near Milford. Dominion Energy and Smithfield Foods Inc. have launched the project on 26 farms in a cooperative effort to reduce the carbon footprint of protein-raising operations.




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Twenty-six family hog farms in Beaver County are participating in a project to produce renewable natural gas from waste produced in the livestock-raising process.

COVID-19 Updates

The following are events that have been included in The Enterprise Calendar listings and subsequently have been postponed or canceled, or have been removed from the organizers' website calendars. This is not a complete list of postponements or cancellations. Check with organizers to determine if their events will take place.

CANCELED

Morning Speaker Series, an Ogden-Weber Chamber of Commerce event scheduled for Feb. 4, 7:30-9 p.m., at the Weber Center in Ogden.

POSTPONEMENTS

2021 Annual Gala & After Party, an Ogden-Weber Chamber of Commerce event scheduled for Feb. 17, 5:45-10 p.m., at Peery's Egyptian Theater and Ogden Eccles Conference Center in Ogden, has been postponed to a date to be announced.

Business After Hours, a Salt Lake Chamber event, originally scheduled for March 19 and later rescheduled for Sept. 17 at the Utah Museum of Contemporary Art in Salt Lake City, has been rescheduled for spring 2021.

"We Are Utah" Manufacturers Expo, a Utah Manufacturers Association event scheduled for Sept. 23, 1-8 p.m., at Mountain America Expo Center in Sandy, has been postponed until March 2021.

Business to Business Expo, a Davis Chamber of Commerce event originally scheduled for Aug. 27 at the Davis Conference Center in Layton, has been postponed until April 2021.

The **South Salt Lake Chamber Annual Celebration**, originally scheduled for Sept. 2 at the Maverik Center in West Valley City, has been postponed to a date to be announced.

South Jordan Business and Entrepreneurial Summit and Expo, a South Jordan Chamber of Commerce event originally scheduled for April 29 and later rescheduled for Sept. 10 at the Karen Gail Miller Conference Center in Sandy, has been postponed until a date to be determined.

Utah Veteran Business Conference 2020, a Utah Veteran Owned Business Partnership event originally scheduled for May 8 at Salt Lake Community College's Miller Campus in Sandy, has been postponed until a date to be determined.

Dark skies mean astrotourism economy for Utah

Brice Wallace
The Enterprise

Utah has a bright future because of dark skies, and some proponents of astrotourism want more people to become enlightened about its economic opportunities.

During a recent virtual discussion about astrotourism, speakers noted that Utah currently has two communities and 16 park locations that have been certified by the International Dark Sky Places Association but also has many other sites that could benefit economically by attracting people who want to look to the heavens.

"About 80 percent of the world's population is under light-polluted skies and can no longer see the Milky Way from where they live," said Aubrey Larsen, community development specialist at Department of Workforce Services' Community Development Office. "We know it's concentrated in more populated areas such as Los Angeles, but there are also regions such as where we are here the Intermountain West that still have relatively dark skies and opportunities to benefit from the conservation of those dark skies."

Flint Timmins, destination development specialist at the Utah Office of Tourism, said true dark skies are increasingly a rarity. Pockets exist in the West, including the Colorado Plateau, which includes the southeastern part of Utah.

"They are something that people aren't familiar with, and it's something that really will be very exciting to people who haven't been able to see that," Timmins said.

Larsen said those areas have

a "secret sauce" for optimal night sky viewing. The ingredients include high elevations; low precipitation; a high number of cloudless days; clear and unpolluted air; low population densities; dramatic landscapes; worldwide visibility; a high concentration of parks; a large amount of public lands; and proactive people, places and policies.

While Utah does have areas afflicted with light pollution — the Wasatch Front, the St. George areas and the Uinta Basin — conserving dark skies can result in energy savings, increased property values and increased astronomy-based tourism and recreation, Larsen said.

An early 2020 study by Missouri State University on the economic impact on Colorado Plateau astrotourism and dark skies indicated that astrotourism is projected to generate over \$5.8 billion in economic activity over the next decade. It is expected to support 10,000 new jobs, for a total of 113,000 jobs.

"A lot of this comes from visitation to dark skies-protected places in the national park system (NPS) and the state park system," Timmins said, "but there's no reason why the economic benefits can't also extend to non-NPS or state park system units. It can extend to each of our individual businesses and services and communities."

Speakers said communities that want to take advantage of dark skies need a desire to promote night sky tourism, community buy-in and infrastructure to support increased overnight tourism, among others. They can get started by using outdoor LED lighting and passing outdoor lighting ordinances. Such an ordinance

does not mean having no lights but instead having the right light at the right time in the right place and pointing down, they said.

A great benefit of astrotourism is that the typical customer must stay overnight, typically at local lodging. Among Utah businesses that have cashed-in on the growing trend are an RV campground near Kanab that has dark sky-compliant lighting and a lodge in Ogden Valley that has a built-in observatory and offers star parties and other viewing opportunities.

"Think about how differentiating that is from other type of lodging opportunities and how exciting that might be to a visitor who has never seen the night skies before," Timmins said.

Communities can shine a light on their nighttime opportunities as an addition to daytime park visits, but they need to reach potential visitors early, during their trip planning. "There are people who will travel specifically to see dark skies, specifically here in Utah, but for a lot of folks it's really an opportunity on top of something they're already planning to do," Timmins said.

"Astrotourism, at its broadest, can be a great value-added product to any typical service that a tourism or leisure or hospitality business can offer, and there are so many ways that we can incorporate astrotourism in it and a lot of reasons why, and not just economic."

He predicted astrotourists will be a growing segment of Utah's visitor population, "so the more we can offer and cater to this, I think, the better we'll be here in Utah."

While Utah does have some areas with light pollution, that pollution is both easy to cause and to

remediate, he added.

"Astrotourism and dark skies are really easy to incorporate because we have this great public asset up in the sky," Timmins said, "and so [by] reducing the light pollution we give off, we have immediate access to this great resource."

The webinar was part of the Summit Speaker Series, an extension of the Utah Outdoor Recreation Summit and presented by the Utah Office of Outdoor Recreation, in partnership with Snowsports Industries America (SIA), the Economic Development Corporation of Utah (EDCUtah) and the Utah Outdoor Association (UOA).

Another webinar, titled "Dark Skies of the West: The Final Frontier," takes place Jan. 13 at 2 p.m. It is presented by the Western Night Skies Council, the Gateway and Natural Amenity Region Initiative and the Colorado Plateau Dark Sky Cooperative. Details are at <https://usu-edu.zoom.us/j/8125330556>.

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PUBLISHER & EDITOR
R. George Gregersen

PRESIDENT
David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER
Dale Dimond
dale@slenterprise.com

MANAGING EDITOR
John M. Rogers
john@slenterprise.com

CONTROLLER
Richard Taylor
richard@slenterprise.com

OFFICE MANAGER
Dionne Halverson
dionne@slenterprise.com

CLASSIFIED DISPLAY
david@slenterprise.com

CIRCULATION
Dionne Halverson
dionne@slenterprise.com

LIST DEVELOPMENT
lists@slenterprise.com

ADVERTISING INQUIRIES
david@slenterprise.com

TO CONTACT NEWSROOM
john@slenterprise.com

ART SUBMISSIONS
art@slenterprise.com

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Rent-A-Center acquires Acima Holdings

Rent-A-Center Inc. of Plano, Texas, has purchased Draper-based Acima Holdings LLC, a provider of virtual lease-to-own (LTO) solutions for consumers through a large network of retailers. The total purchase price consists of \$1.273 billion in cash and approximately 10.8 million shares of Rent-A-Center common stock, currently valued at \$377 million. The transaction is expected to close in the first half of 2021 subject to customary closing conditions, including clearance under anti-trust laws.

Established in 2013, Acima employs about 300 in its Utah operations. Acima has grown annual revenues from \$97 million in 2016 to an expected \$1.25 billion in 2020. The company will continue to operate out of Draper.

"We're excited to welcome Acima to the Rent-A-Center family," said Mitch Fadel, CEO of

Rent-A-Center. "Founder Aaron Allred and his team have created a leading virtual LTO solution for retailers and consumers. We all share a common vision to expand the virtual LTO offering across a broader set of retail partners and to meet the needs of more customers through an integrated omnichannel strategy. Acima will help us strengthen our organization, accelerate growth and increase our virtual partner base, allowing us to better serve more consumers with the flexibility of LTO."

Jason Hogg, executive vice president of Preferred Dynamix, the Rent-A-Center division that will govern Acima, said, "This combination marries Acima's advanced decisioning with Preferred Dynamix's complementary and proprietary digital platform. The resulting set of fintech capabilities will support faster innovation,

allowing us to bring aspirational brands to consumers across a broader set of e-commerce and retail partners."

"We're thrilled to be part of a Rent-A-Center team that's modernizing LTO to serve the estimated over 60 million unbanked and underbanked consumers in the United States," said Allred. "We share Mitch and Jason's vision to create the most dynamic LTO omnichannel shopping experience in the industry."

Rent-A-Center Inc. is a lease-to-own provider for the credit constrained customer for products such as furniture, appliances, consumer electronics and computers in approximately 1,950 stores in the United States, Mexico and Puerto Rico and on its e-commerce platform. The company also has approximately 460 franchise locations.

SBA extends EIDL deadline

The U.S. Small Business Administration has announced that the deadline to apply for the Economic Injury Disaster Loan (EIDL) program for the COVID-19 pandemic disaster declaration has been extended to Dec. 31, 2021. The deadline extension comes as a result of the recent bipartisan COVID-19 relief bill passed by Congress and enacted by Pres. Trump on Dec. 27, 2020.

To date, the SBA has approved \$197 billion in low-interest loans which provides working capital funds to small businesses, nonprofits and agricultural businesses to make it through this challenging time.

EIDL loan applications will continue to be accepted through December 2021, pending the availability of funds. Loans are offered at very affordable terms, with a 3.75 percent interest rate for small businesses and 2.75 percent interest rate for nonprofit organizations, a 30-year maturity and an automatic deferment of one year before monthly payments begin. The SBA encouraged every eligible small business and nonprofit to participate in the program.

Applegate takes the helm at Red Mesa Science

Red Mesa Science and Refining, a St. George-headquartered producer and distributor of cannabidiol products, has announced the appointment of Jeff Applegate as president. Applegate is an international business ex-



Jeff Applegate

ecutive who formerly served as chief operating officer of a medical rehabilitation product manufacturer. He has experience in sales management, manufacturing and product development in FDA-regulated industries.

"We are thrilled to welcome Jeff to our team and confident his leadership will take Red Mesa to the next level," said Joseph Cachey, CEO of Green Rock Hemp Hold-

ings, the parent company of Red Mesa. "His strong product development, manufacturing and distribution acumen, along with his depth of strategic management experience, will be invaluable as Red Mesa moves from its startup phase into normalized operations."

"It's an honor to join the talented team at Red Mesa Science," said Applegate. "Operating within Green Rock Hemp Holdings' vertically integrated structure offers a tremendous opportunity to successfully commercialize high-quality cannabidiol (CBD) at production scale and help improve the quality of life for CBD consumers."

Red Mesa Science and Refining operates from a 50,000-square-foot facility in St. George with a fully customized processing system and testing lab.

Adams to head CBC Mortgage

CBC Mortgage Agency (CBC-MA), a nationally chartered housing finance agency that specializes in down payment assistance for first-time homebuyers, has promoted Miki Adams to president. Adams will lead a team of more than 70 employees in CB-



Miki Adams

CMA's Cedar City operations. Adams is taking over the role from Richard Ferguson, who will work on developing new affordable housing initiatives for the company.

"I'm excited to hand the reins to Miki," said Ferguson. "Her comprehensive experience in the residential mortgage business combined with her commitment to closing the homeownership gap in America has been instrumental in enabling CBCMA to fulfill its mission."

Adams, who previously served as executive vice president of CBCMA, has 30 years of mortgage lending experience and has managed companies through both calm and tumultuous markets,

Ferguson said. Her background includes credit and collateral underwriting, secondary marketing and portfolio asset management, regulatory compliance, and regulatory audit and examination management.

"Homeownership is a cornerstone of the American dream and critical to building intergenerational wealth," Adams said. "It's a passion and privilege to continue working on behalf of this value for the underserved in our nation."

Adams' promotion coincides with CBCMA's partnership with the National Urban Indian Family Coalition to launch the Kani Urban Indian Housing Initiative. The initiative is working to increase homeownership within the urban Indian community.

"I'm excited about this new partnership and to continue to work with Richard in his new role as our company's visionary," Adams said. "Richard's dedication to reducing racial wealth disparity by creating new opportunities for homeownership through down payment assistance has been inspirational. He exemplifies how idealism and practicality can work hand in hand."

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Experlogix buys Canada's Xpertdoc Tech.

Experlogix LLC, a South Jordan-based provider of cloud-based CPQ (configure, price, quote) software, has announced its acquisition of Xpertdoc Technologies, a provider of document generation and automation solutions based in Terrebonne, Quebec, Canada.

"Xpertdoc transforms business processes with powerful document automation technology. The solution helps customers worldwide simplify the transformation of their document-centric processes and stay ahead of their competition," Experlogix said in an-

nouncing the deal. "The addition of Xpertdoc to Experlogix will further enhance its market-leading CPQ position by providing world-class document automation capabilities to new and existing customers."

"This acquisition brings significant value to Xpertdoc customers and partners. We are excited to become part of the Experlogix family as we continue to drive innovation and best-in-class service," said Richard Brossoit, CEO of Xpertdoc. "This further strengthens our effort to help or-

ganizations to deliver better documents, faster."

"Businesses across the world are on the search for driving the best customer service at the time of sale. Bringing together these two leaders provides companies with a platform that streamlines complex sales cycles with seamless CPQ. We are thrilled to complete our acquisition of Xpertdoc," said Bill Fox, CEO of Experlogix. "This is a major step toward our goal of revolutionizing the way organizations sell at the speed of now."

sPower buys nine New York solar projects

Salt Lake City's sPower, a renewable energy independent power producer (IPP), has announced the acquisition of nine solar projects in New York from National Grid Renewables, the renewable energy arm of National Grid's unregulated division. The portfolio includes projects in Franklin, Jefferson, Chautauqua, Lewis and other counties across Upstate New York.

Six of the nine projects are currently in the early stages of the Article 10 permitting application process. The projects are expected to reach commercial operation in 2023.

The acquisition from National Grid Renewables comes on the heels of sPower's merger with AES Corp. of Arlington, Virginia, and Alberta Investment Management Corp. of Edmonton, Alberta, Canada, to merge sPower with AES's U.S.-based clean energy development business. AES's wholly owned clean energy development business includes AES Distributed Energy and a wind development team formerly part of Advance Energy.

"Our merged renewables platform will bring together sPower and AES' differentiated capabilities in solar, wind and energy storage. Through

this platform, we look to accelerate the transition to a carbon-free future, a vision we share with New York State," said Leo Moreno, president of AES Clean Energy. "We are thrilled to further expand in New York and look forward to continuing to build a platform that is uniquely positioned to help the state realize its goal of 70 percent renewable energy by 2030."

"As one of the largest project-portfolio acquisitions in sPower's history, this is a tremendous feat. It was made possible through the hard work of our team and collaboration with National Grid Renewables," said Brian Callaway, sPower vice president of structured finance and M&A. "This transaction highlights our leadership in strategic acquisitions and partnerships as part of our holistic renewable energy development strategy."

"We are actively working to develop this portfolio in a way that benefits communities and allows for their input throughout the process," said Mike Farrell, sPower's New York-based senior manager of solar development. "As we move forward, we remain committed to local communities and developing the project portfolio in a way that is mutually beneficial."

Clyde acquires Denver-based highway construction company

Clyde Companies Inc., a construction organization based in Orem, has acquired Denver-based Interstate Highway Construction (IHC) in a stock acquisition deal that finalized on Dec 31.

IHC had previously merged with Scott Contracting, a construction company also operating in the Denver metro area, which was previously acquired by Clyde Companies in 2018. The two companies will be combined as IHC Scott Inc. and will continue to serve the Denver market with high-quality construction products and services, Clyde said in a release.

"We are excited to welcome IHC to the family of Clyde companies. We are confident this acquisition will strengthen our company's strategic growth throughout the Intermountain West as we continue to operate committed to our mission statement, 'Building a Better Community,'" said Jeremy Hafen, president of Clyde Companies Inc.

IHC began in 1947 as a small contractor in Michigan and over the years has become a highly diversified airport, heavy civil and highway construction contractor. IHC specializes in concrete paving and has proven expertise managing complex construction projects and building high-quality PCC pavements to exacting standards, Clyde said. Today, IHC operates three separate divisions op-

erating a wide range of projects in the regions of the Rocky Mountain, Midwest and Southwestern United States.

"IHC will grow to the next level under Clyde Companies' ownership. We sought a buyer with strong financial resources, a compatible culture, and similar operational philosophy, and we are delighted with the expanded opportunities Clyde will afford our employees and competitive standpoint in the market," said Ken Schaeffer, outgoing CEO of IHC.

Clyde Companies Inc. has been involved in almost every aspect of building and construction in the Intermountain West for nearly a century. The family of subsidiary companies operates throughout the Intermountain West, including Utah, Colorado, Idaho, Nevada, Arizona and Wyoming. With a workforce of over 4,000 and more than 100 locations, the Clyde Companies collaborate on thousands of projects each year.

The transition and implementation of the merger will take place over the next several months. Jim Golding, president of the Construction Materials and Services Group at Clyde Companies, will oversee the merger with Jim Randall, incoming president of IHC Scott, and Lon Schumacher, division president of IHC Scott.

Zagg bought by Massachusetts holding firm

Evercel Inc., a Massachusetts-based equity firm, and a group of co-investors has acquired Midvale's Zagg Inc. Zagg is a designer, manufacturer and online retailer of mobile accessories for smartphones and tablets and sells under brand names such as ZAGG, mophie, InvisibleShield, IFROGZ, Gear4 and HALO. In addition to its online presence, Zagg products are sold at major electronics retailers.

"We admire the Zagg business and its portfolio of leading mobile lifestyle brands," said Daniel Allen, CEO of Evercel. "We are excited to begin a long and successful partnership with the Zagg team."

"We look forward to continuing to serve our customers through exceptional products and continued industry-leading innovation," said Zagg CEO Chris Ahern. "We are excited about the support pro-

vided by Evercel's ownership, expertise and resources."

Evercel will be the majority owner of the holding company formed to acquire Zagg. The transaction is expected to close in the first quarter of 2021. Evercel is a publicly traded holding company that acquires and manages high-potential businesses which have been limited by their capital structure.

Noorda gets pre-accreditation

The new Noorda College of Osteopathic Medicine in Provo has been granted pre-accreditation status from the American Osteopathic Association's Commission on Osteopathic College Accreditation (COCA), paving the way for the college to begin enrolling students for its fall 2021 inaugural class. The accreditation status was announced late last month.

The new status means that the nearly 2,000 applicants that the college has received can begin the enrollment process. The fall 2021 inaugural class will include 90 medical students. When all four years are at maximum enrollment, Noorda will have 194 medical students in each class.

Noorda also announced it has established affiliation partner agreements with most of the healthcare systems, many hospitals, and physician practice groups in Utah. The affiliation partnerships will allow Noorda's future third-year students to

complete core clinical education at facilities within an easy 30-to-40-minute drive from the Noorda campus in Provo.

"Reaching this important milestone in Noorda's accreditation process is the result of several years of hard work on the part of many individuals within the Noorda campus community," said Dr. John Dougherty, founding dean and chief academic officer. "Now that we have received pre-accreditation, we are excited to move forward in welcoming our inaugural class of students in 2021."

"We couldn't be more excited to reach this most important step in the accreditation process for Noorda," said Dr. Richard P. Nielsen, founding president and CEO of the school. "Pre-accreditation allows Noorda to fully move onward in opening its doors for medical students in the fall of 2021. Pursuant to COCA regulations, Noorda can qualify for full accreditation status once the inaugural class graduates."





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Succeeding in Your Business

With all the changes facing small business, here's the best advice for 2021

Normally, at year-end, I do a column on New Year's resolutions for small-business owners, with simple but practical suggestions such as taking your lawyer and accountant to lunch once a year and asking them to name three things you could be doing better.

But 2020 was a year like no other in our lifetime, and I think it's more important to talk about some of the megachanges small businesses will be facing as we emerge from the pandemic — hopefully this year, but more probably in 2022. Besides, no one is taking anyone to lunch these days.

When the COVID-19 pandemic hit back in March, I was absolutely certain that my law practice was going to crash and burn, and that I would end 2020 working at a UPS Store. After all, who

was going to be starting a new business in the middle of a raging pandemic?

Well, guess what? I have never been busier in my 25-plus years of working with small businesses than I was this year. My income is actually up significantly from 2019, and there have been instances I have been so pressed by time-sensitive deals that I had only Saturday night to write this column.

So, what's going on here? The answer is simple: Necessity is the mother of invention.

Back in the 1980s, when I started giving small-business talks around the country, I used to cite the fact that if you looked at the dates on which the Fortune 500 corporations of that time were incorporated, you would note that most of them were started during

the Great Depression or other recessionary times. Well, you know what, folks? It's happening again.

I cannot tell you how many times this year I've been called by someone who has lost their traditional job in corporate America or who was worried that they would be laid off and permanently unemployable due to obsolescence. What can an event planner do to remain relevant when it will likely be years before people will be comfortable gathering in large groups again?

Yet the number of people I have encountered who are willing to tap into their savings — even their tax-deferred retirement funds — to start a new business, launch a new online service or buy a franchise is simply astounding. As one such person bluntly put it, "If I don't invest in myself now, where else can I invest to get a better return?"

I even had one client who

wanted to open a chain of gyms — gyms! — and not just one but several. They will be based on an exercise format that (according to him) encourages social distancing and will give him an advantage over his more traditional competitors, where people sweat and drool all over one another.

I would propose that these courageous people be added to the list of "pandemic heroes" along with hospital and healthcare workers, teachers, long-haul truck drivers and the others who have kept our economy lurching along this year. Their sheer guts in the face of adversity make me proud. I pray every evening for their success, and I will gladly stand aside so they can get the vaccine before I do.

This is going to sound weird, but one of the most positive things to come out of the pandemic is that it is making Americans more aware of adversity and the fragility of human existence. 9/11 was a horrible event, but it only directly impacted a small percentage of the population, and it was only a few months until the shock wore off. This affects all of us. It is likely to last another year or two, and it will make permanent changes in the way we conduct business and live our lives.

From about 1950 until now, Americans have been living in a bubble, with no wars, famine, pestilence or other major challenges. Yes, there was Vietnam, Iraq and the occasional terrorist attack, but the vast majority of us just watched them on television.

The really bad stuff always happened overseas in a country far, far away. In the words of 1960s-era folk singer Phil Ochs, "I'm sure it wouldn't interest anybody outside of a small circle of friends."

Fully three generations of American have grown up not knowing what real deprivation and sacrifice really meant. One neighbor of mine said that when she visited her grocery store in mid-March, it was the first time she had seen empty store shelves since coming to the United States from Soviet Russia 30 years ago.

Adversity is a gift: As the philosopher Friedrich Nietzsche said, what doesn't kill you makes you stronger. Having no choice makes it easier for you to take on the entrepreneurial challenge that will make you finally independent, help you get control of your life and (maybe) create a legacy for future generations.

The best advice you will ever get for 2021 is advice I received as a college student from a retired Marine colonel: "If you want something badly enough, you will get it badly enough."

Get out there, grit your teeth, crash through that wall and get the job done, whatever it is. If I can help, please don't hesitate to call or email. I always have time for heroes.

Cliff Ennico (crennico@gmail.com) is a syndicated columnist, author and former host of the PBS television series "Money Hunt"

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Clene completes merger

Clene Nanomedicine Inc., a clinical-stage biopharmaceutical company based in Salt Lake City, has announced the closing of its merger with Tottenham Acquisition Ltd., headquartered in Hong Kong. The \$31.9 million in proceeds to Clene included cash from Tottenham and a concurrent private placement investment in public equity (PIPE) financing led by existing Clene shareholders. Tottenham shareholders approved the transaction on Dec. 30.

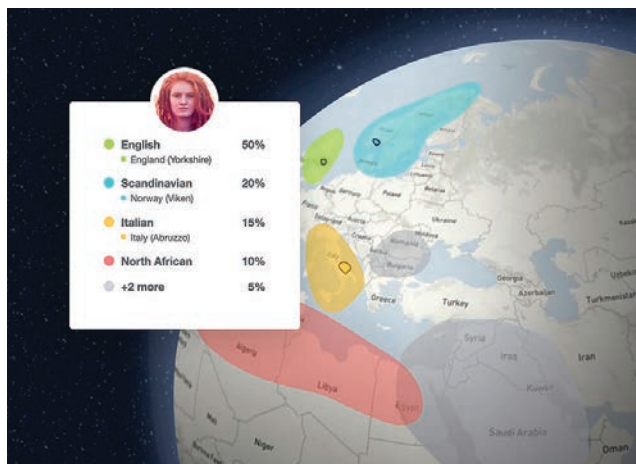
The combined, publicly traded company will operate under the name Clene Inc., and its common stock began trading on the NASDAQ Capital Market on Dec. 31. Clene's management team continues to the merged company.

"Since its inception, Clene has sought to revolutionize the treatment of neurodegenerative disease by leveraging the power of neuro-reparative nanocatalysis

to enhance cellular bioenergetic mechanisms," said Rob Etherington, president and CEO of Clene. "Through the successful execution of this strategy, we have advanced our lead asset, CNM-Au8, into Phase 2 and 3 clinical studies that aim to address neurodegenerative diseases of high unmet medical need, such as multiple sclerosis, Parkinson's disease and amyotrophic lateral sclerosis. We are thrilled to have the added financial flexibility provided by Tottenham, our investors and existing shareholders as we advance these trials and the rest of our nanotherapeutic pipeline as a public company. This, combined with our interim clinical data set, leaves us well-positioned to deliver multiple value-creating milestones as we seek to shift the paradigm of neurodegenerative disease treatment and improve the lives of patients."

Innovate Utah

NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



MyHeritage, an online genealogy platform with web, mobile and software products based in Lehi and Tel Aviv, Israel, has released **Genetic Groups**, a major enhancement to the service's DNA ethnicity estimates. Genetic Groups identifies ancestral origins with a high resolution of 2,100 geographic regions, more than any other DNA test on the market, the company said. Genetic Groups is a free addition to MyHeritage DNA test results for all new and existing MyHeritage DNA customers.

Genetic Groups provides greater granularity than standard ethnicity breakdowns by segmenting larger ethnic groups, such as Scandinavians, into smaller groups that share a common historical background. Populations that lived together for centuries, originating in the same small locations or migrating together to new lands, often formed unique genetic signatures. The MyHeritage DNA test detects these signatures among people who descend from these groups.

For example, beyond learning that they have Scandinavian origins, a user can now find out that they are Danish. Not only that, but they may now learn where exactly in Denmark their ancestors came from, including locations such as the Faroe Islands or Western Greenland. They may also find that their ancestors were Danish settlers in Minnesota, for example. There are 187 groups that MyHeritage detects from Scandinavia and 54 groups from neighboring Finland.

"We are truly excited to bring Genetic Groups to MyHeritage users and the passionate community of genetic genealogy, as a wonderful new tool for tracing family history," said **Gilad Japhet**, founder and CEO of MyHeritage. "Being the international market leader in consumer DNA testing, especially in Europe, allowed us to develop this fascinating feature, which will help millions of people learn more about their origins with exceptional depth and resolution. Genetic Groups provide us with new insights and a renewed appreciation for our ancestors, the paths they traveled, and the lives they lived, to make all of us who we are today."

The MyHeritage science, research and development and product teams spent three years aggregating and analyzing massive data sets to bring this project to fruition, the company said. They examined the DNA matches within a huge reference panel of 1.7 million DNA kits on MyHer-

itage and developed algorithms to cluster the DNA kits into groups based on millions of DNA microsegments, inherited from each group's founding mothers and fathers.

Pleasant Grove-based **Carketa Inc.**, developer and marketer of software tools for control of inventory flow for automobile dealers, has added the **Carketa Digital Condition Report** to its suite of "acquisition to sale" applications. In today's market, dealers



buy cars from auto auctions remotely. With the new condition reporting app, consumers can buy remotely also, the company said. "Carketa is the only solution in the auto industry providing real-time quality rating built into a condition report. With Carketa's accuracy rating, a consumer has confidence in [the] dealership. Dealers can sell remotely on any ad platform," said Carketa CEO **Brady Thurgood**. Carketa's Digital Condition Report is a 200-plus-point inspection system detailing a car's current mechanical and cosmetic condition woven into the recon process, which is controlled by the Carketa Recon module.

Park City Group (PCG), a Park City-based supply chain technology provider, has released a new cost-effective platform for sourcing, distribution, inventory control and grant management for critical emergency management supplies such as personal protective equipment (PPE). PCG has also developed an online **PPE MarketPlace** to help organizations struggling to find reliable PPE suppliers with reasonable pricing and attainable minimum



order quantities. The PPE MarketPlace will allow orders of items such as masks and gloves from smaller agencies and organizations to be aggregated, satisfying the minimum-order quantities required by suppliers to keep costs reasonable. "Our ReposiTrak supply chain solutions and MarketPlace sourcing tools resolve the long-standing issues that vex emergency management, health and safety leaders at a time when resources are stretched thin and the need is urgent," said **Randy Fields**, chairman and CEO of Park City Group.

Provo-based **Xant**, developer of sales management software, has released **Shared Records**, a capability addition to its sales engagement platform. The product gives sales teams the ability to automatically assign customer relationship management records as either "shared" or "personal" and is powered by Playbooks' automation Robots. Xant has taken a



different approach to automation with Robots, said Mark Littlefield, vice president and head of product at Xant. "Whereas many treat automation as a way

to email spam, we treat it as an enhancement to improve engagement and sales. The basics of Robots include auto-enrolling records, opportunity funnel progression, prioritizing tasks, triggering reps to customer events and performing reliable data entry. With Shared Records, we're bringing teams the flexibility to compile records into shared folders or assign them to the right reps so they can accelerate their speed-to-lead and their time-to-value."

Salt Lake City's **ReposiTrak**, a provider of retail management software, has entered the quality-management space with the introduction of its app-based **Active Quality Management System** to its suite of products. The new system will



enable retail trading partners to automate internal safety and quality recordkeeping easily, accurately and affordably, the company said. Complementing its existing compliance solutions suite, ReposiTrak's app-based Active Quality Management System "allows quality and safety teams at manufacturing and distribution operations to simplify the tedious, error-prone manual record-keeping processes required for critical controls, such as temperature checks, swab testing, sanitation and pest control and equipment inspections," a ReposiTrak release said. The iPhone- and Android-compatible app also affords quality and safety managers with the flexibility of deploying it on company-provided devices or via a "bring your own device" approach for staff to use their own mobile phones.

TazWorks, a background screening platform for consumer reporting agencies (CRA) and background screening professionals, has released its next-generation application programming interface (API),



TazAPI Advanced. TazWorks' new API is designed to give HR technology companies, third-party developers and independent CRAs the ability to efficiently create their own custom front-end experience on top of TazWorks' background screening platform. As part of the general release of **TazAPI Advanced**, the company also announced the availability of several new integrations developed using its basic program, including **ICIMS Prime**, **MeasureOne**, **Greenhouse** and **PageUp**. "It has been amazing to watch the evolution of how searches come through our platform," said Kary Burns, TazWorks marketing vice president. "We are seeing a shift where CRAs and screening agencies are offering their services through an integration with the client's preferred HR or property management software."

Industry Briefs

Industry Briefs are provided as a free service to our readers. Company news information may be sent to brice@slenterprise.com. The submission deadline is one week before publication.

ASSOCIATIONS

• The **Economic Innovation Group** (EIG), a Washington, D.C.-based bipartisan public policy organization, has added **James “Jim” Lee Sorenson** to its board of directors. Sorenson is founder and chairman of the Sorenson Impact Center at the



Jim Sorenson

University of Utah. He is an entrepreneur, business leader and philanthropist. EIG’s mission is to advance solutions that empower entrepreneurs and investors to forge a more dynamic American economy. EIG has a partnership history with the foundation, collaborating on projects like the Forbes Opportunity Zone Catalyst Challenge and Opportunity Zone workshops. Sorenson also established the Sorenson Impact Center at the University of Utah, which focuses on social impact and policy. He served as chairman of the Board of Village Capital and is a member of the Executive Committee for the U.S. National Impact Investing Alliance.

CONTESTS

• **BioUtah** is soliciting applications from companies interested in presenting at the pitch competition during its **2021 Entrepreneur & Investor Life Sciences Summit**. While the

main focus will be on start-up and early-stage companies, any company currently seeking funding or planning to seek funding in the next 24 months is welcome to apply. The virtual conference takes place Feb. 25-26. The pitch competition is an opportunity to showcase a company and technology before life sciences leaders and investors, and hone pitch skills. The application is at <https://nategibby1.typeform.com/to/TLIW7ppx>.

CORPORATE

• **Lendio**, a Lehi-based small-business loan marketplace company, has announced plans to hire 500 employees by the end of January, with positions available in the Salt Lake City and Long Island, New York, regions. The temporary-to-hire positions are suited for those interested in temporary opportunities, expected to last into the spring of 2021, the company said. During the COVID-19 pandemic, Lendio has helped facilitate over 100,000 Paycheck Protection Program (PPP) loan approvals for small-business owners. Lendio also is hiring a number of permanent team members to help support its core business. Positions are available in product development, business development, customer experience, marketing and other departments. Salt Lake City-based recruiting firm **PrincePerelson** will work with Lendio during this hiring surge.

ECONOMIC INDICATORS

• **Utah** is ranked No. 17 on a list of the **top growth states** in the U.S., compiled by **U-Haul**, which analyzed migra-

tion patterns from 2020. Growth states are calculated by the net gain of one-way U-Haul trucks entering a state versus leaving that state during a calendar year. People coming to Utah in one-way U-Haul trucks increased nearly 13 percent in 2020, while departures also rose 13 percent. Arrivals accounted for about 50.4 percent of all one-way U-Haul traffic in Utah during 2020 to make it the No. 17 state for netting DIY movers, sliding nine spots from its No. 8 ranking the previous year. Utah’s leading growth city is **St. George**, with notable net gains also seen in Hurricane, Ogden, Logan, Clearfield, Provo, Cedar City, Lehi, Bountiful and Spanish Fork. The top growth state is Tennessee, followed by Texas, Florida, Ohio and Arizona. California is the state with the steepest out-migration.

• **Salt Lake City** is ranked No. 12 on a list of 2021’s **“Best Cities for Living Without a Car,”** compiled by outdoor services provider **LawnStarter**. It compared the 150 biggest U.S. cities across 20 key metrics, from a city’s walkability and transit ridership to its climate. The best cities for a carless lifestyle are San Francisco; Portland, Oregon; Washington, D.C.; Boston and New York City. The worst cities are Shreveport, Louisiana; Montgomery, Alabama; Little Rock, Arkansas; Huntsville, Alabama; and Winston-Salem, North Carolina.

EDUCATION/TRAINING

• **Ensign College** has hired **Paul Eden** as chief information officer. He will oversee the acquisition, creation and secure operation of technology at Ensign College and the management of interdisciplinary technology-centric teams. Eden previously was the senior director of BYU apps in application engineering at Brigham Young University’s Office of Information Technology. His education includes a bachelor’s degree in family science and human development from BYU. Ensign College is owned and operated by The Church of Jesus Christ of Latter-day Saints and is a unit of the Church Educational System.



Paul Eden

• The **ChamberWest Leadership Institute** begins

with a Jan. 27-28 leadership retreat. The institute’s goal is to challenge and engage leaders in professional and personal growth while inspiring an entrepreneurial spirit in building a better community. It has activities two days a month for six months. Limited to 25 participants, the program application includes a signature of support from participant employers and commitment to attend at least 10 sessions. Details are at <https://chamberwest.com/2021-leadership-institute>.

INVESTMENTS

• **SimpleNexus**, a Lehi-based developer of a homeownership platform connecting loan officers, borrowers, real estate



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agents and settlement agents, has received a follow-on investment of \$108 million in Series B funding led by global venture capital and private-equity firm **Insight Partners**. SimpleNexus said the capital infusion will help it maintain its growth trajectory. The \$108 million capital raise follows Insight Partners’ initial investment of \$20 million in SimpleNexus.

MANUFACTURING

• **Malouf**, a Logan-based producer of furniture and bedding, has hired **Adam Stevenson** to lead trade-show design efforts and increase focus on customers’ experience with products in stores. Stevenson spent the past six years with Carilooha, designing retail spaces in the sleep industry.



Adam Stevenson

PHILANTHROPY

• **PacifiCorp Foundation**, a nonprofit arm of **Rocky Mountain Power**, has announced new grants to support local organizations that provide arts and education programs as well as organizations providing additional community support during the pandemic. The foundation is donating more than \$200,000 in new funding across the six states it serves to support the arts and humanities. Fifty-eight grants, ranging from \$1,000 to \$7,500, were given to nonprofit organizations across Rocky Mountain Power’s service area.

• **Homie**, a Salt Lake City-based real estate company, has donated \$100,000 for the **United Way** to distribute to organizations that assist with a range of emergency needs. At the beginning of April, Homie launched the **“Homie Helps”** initiative and committed to contributing up to \$100,000 to the United Way COVID-19 Response Fund. For every home purchased by Utahns through Homie, the company contributed \$500 to the relief fund that was established to help Utahns stay in their homes through rent and

see BRIEFS next page



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Industry Briefs

from previous page

mortgage assistance. Among the organizations are **Al-Huda Islamic Center, Jewish Family Services, Refugee Justice League, Salvation Army Salt Lake, The Road Home, 211 Utah, Housing First Fund, the Refuge/Center for Women and Children in Crisis, and Alpine House.** Funds were also distributed to United Way organizations in order to help individuals across the state: **United Way Dixie, United Way of Cache Valley, United Way of Eastern Utah, United Way of Northern Utah and United Way of Utah County.**

• **Nexus IT Consultants,** Park City, has created a corporate sponsorship with **Operational Underground Railroad (O.U.R.).** The company will be bringing its IT support solutions to O.U.R., which since its inception in 2013 has had the mission of ending child trafficking.

REAL ESTATE

• **OZ Impact Funds,** Salt Lake City, has acquired 21 manufactured housing communities from **Strive Communities** for \$100 million. The communities include 2,740 manufactured housing pads across five mid-western states. The acquisition adds to OZ's growing portfolio of 11,400 MHCs acquired in

just two years, increasing its portfolio by 30 percent. It plans to own and operate 20,000 MHC pads by 2022.

• **Camino Verde Group LLC,** a privately held real estate investment, development and asset management company, is developing a tech and residential community called **Ephraim Crossing** in Ephraim. The 90-acre community will feature residential, retail and business spaces and will bring a new tech hub to the home of Snow College and the Ephraim campus of Utah State University. Mike Ballard, partner at Camino Verde Group, said it will have world-class amenities in a small-town environment that has been shown to attract top-tier tech employees. The first building planned for the business sector at Ephraim Crossing is a two-story, 32,000-square-foot tech office and co-working facility. Development is underway for the 44-home Estates at Ephraim Crossing.

RECOGNITIONS

• **USANA,** a Salt Lake City-based cellular nutrition company, recently earned recognition at the **Asia Pacific Enterprise Awards (APEA) 2020 Region Edition.** The company's Philippines market was awarded in the inspirational brand category.



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Business Tech

Tech will keep you connected when you head back to the office

While 2020 certainly had its share of challenges, there is one good thing to come out of the COVID-19 pandemic and the uptick in remote work that came along with it — more time with our pets. As humans have bemoaned the lack of social contact and loss of breakroom and watercooler interaction with their coworkers, pets have been soaking in all the extra attention and time with their people (well, most pets. There are probably a few cats out there that would prefer you get out of their space, already).

However, that time will come to an end for many, as offices create safer working environments and welcome employees back. But what about those furry or feathered companions that have gotten used to your company all day? Fortunately, technology has some answers to keep them from feeling neglected even as you head back to your properly sanitized, socially distanced office.

Say Cheese, Get Cheese

Let's face it — one of your pet's favorite things about you

is the treats you dispense. We're not saying a machine can replace you, but you can certainly supplement your presence with a camera that will dispense treats.

Yes, these exist, and they're the next best thing to being there. These devices vary a little bit in basic design, but essentially, they are cameras that allow you to see your dog from your phone or tablet, speak to him through the microphone and dispense treats remotely. Some devices include a two-way camera so your pet can see your face, too.

These cameras come in a variety of price points and features — camera quality, for example — as well as the size of treat dispenser (some have to be used with a particular treat brand while others can use anything as long as the size is right). Some will even automatically take selfies of your pet when they stand in front of the camera or alert you when your dog is barking incessantly. But all of them perform the same basic function — allowing you to continue the regular interaction your pet has become

used to while you've been home.

Security Cam to Pet Cam

As the Internet of Things (IoT) has proliferated and more people have fully connected smart homes, home camera systems have become much more common. With the touch of a button on a companion app on your phone or tablet, it's easy to get a look at the interior of your home — great for keeping an eye out for intruders or misbehaving teenagers. So why not use it to keep an eye on your pets as well?

Unlike the treat cam, this is not an interactive experience. However, it's a great solution for those who already have cameras installed and can work well for pets of the non-canine variety. Miss watching your hamster run on his wheel during the day? Set up a camera by the enclosure and it's just like being there. For birds allowed to fly free, you can mount wall cams higher up near some of their favorite spots and watch them as they move around during the day.

Rover.com

If you want your pet to have a little more human touch while you're away, never fear — the Internet can come through here, too. Rover.com is an online mar-

ketplace for pet services like pet sitting and dog walking. It offers long-term services like boarding and in-home pet sitters, but also caters to those who just want a little companionship for their dogs or cats during the day. If you're worried about your pet needing to readjust to spending eight or more hours alone every day, it's simple to hop onto this site and get matched up with a dog walker or a drop-in visitor for a check-in or even a play date.

Worried about trusting your pet to a stranger? Rover.com advertises that every sitter or caretaker who lists their services on the site has been reviewed, and service providers can display a background-check badge and client testimonials. Rover also offers a guarantee, which covers any injuries or damages incurred during a visit and recommends an in-person meet-and-greet before booking services.

Mood Music

Music is soothing to pets as well as humans. Just search for "dog calming music" on whatever music service you subscribe to, and you'll find numerous playlists. If you've got a Sonos (or similar) system, try setting alarms to turn on music where you know

your pet spends time during the day. For example, if you know your dog likes to head into the den when the afternoon sunlight hits the couch just right, set the Sonos to start playing at noon. It will break up the alone time and make the afternoon nap even more pleasant.

Remote Control Playtime

If you're not already convinced that technology was the best thing to happen to the working pet parent, let's end with this one: remote-controlled toys that let you play with your pets from across town. Smart bones can be set to react to different activities, essentially playing with your dog on their own, while ball launchers let you participate in a good game of fetch without actually being there. The possibilities are numerous and nearly endless, so if you're feeling guilty about leaving your pets alone, take a look at the many options available.

Back-to-work time for you doesn't have to mean alone time for you or your pet. Technology is here to make sure you're still there in spirit, if not in person.

Bahar Ferguson is president of Wasatch I.T., a Utah largest provider of outsourced IT services for small and medium-sized businesses.



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Calendar

Calendar listings are provided as a free service to our readers. Information about upcoming events may be sent to brice@slenterprise.com. The submission deadline is one week before publication. NOTE: Because of concerns with the coronavirus, events listed here may be postponed or canceled. Check with organizers to determine if individual events are taking place.

Jan. 12, 7:30-9 a.m.

ACG (Association for Corporate Growth) Utah Speaker Series. Speaker is Jeremy Pope, CEO of KNS International. Event takes place online via Remo. Free. Details are at <https://www.acg.org/utah/events/january-12-speaker-series-jeremy-pope>.

Jan. 12, 9 a.m.-1 p.m.

Economic Outlook & Public Policy Summit, presented by the Salt Lake Chamber and the Kem C. Gardner Policy Institute and featuring insights on the future of Utah's economy and the business community's policy priorities for the upcoming legislative session. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$85 for in-person ticket, \$50 for virtual ticket. Details are at slchamber.com.

Jan. 12, 11:55 a.m.-12:55 p.m.

Monthly Women in Business Luncheon, a Cache Valley Chamber of Commerce event. Cost is \$14 for members, \$16 for nonmembers. Location to be announced at <https://cachewomeninbusiness.square.site/>.

Jan. 12, noon-1 p.m.

"Business Essentials," part of the Small Business Management Series presented by the Cedar City Chamber of Commerce and the Women's Business Center of Utah. Six topics will be presented each quarter. Remaining presentations are "Start Smart" on Jan. 26, "Accounting Essentials" on Feb. 9, "Product Analysis" on Feb. 23, "Pricing Your Product or Service" on March 9, and "Marketing/Branding" on March 23. Cost is \$50 per quarter. Events take place online via Zoom. Details are at wbcutah.org.

Jan. 12, noon-1:30 p.m.

"Lunch & Learn," presented by BBSI and the South Valley Chamber. Theme is "Diversity, Equity, Inclusion and the Will to Change." Location is Sandy BBSI, 75 W. Towne Ridge Parkway, Suite 175, Sandy. Free. Registration can be completed at Eventbrite.com.

Jan. 12, noon-1 p.m.

Professional Growth Series, a ChamberWest event. Speaker

Anni Butterfield, executive director of Behavioral Health Services at the Jordan Valley Medical Center, will discuss "You Always Have a Choice," with tips, reminders and suggestions to reinforce the importance of focusing on your health and well-being as you get through life and its struggles. Event takes place online via Zoom. Cost is \$10. Details are at <https://chamberwest.com/events/details/women-in-business-professional-growth-series-1364>.

Jan. 13, 7:30-11 a.m.

"Effective Public Speaking," part of the Fall 2020 Leadership Series presented by Davis Technical College's employer and continuing education team and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberofcommerce.com.

Jan. 13, 11:30 a.m.-1 p.m.

"Let's Do Lunch," a South Valley Chamber event. Speaker is Jim Olson, president of the Utah Jazz. Location is Embassy Suites by Hilton South Jordan, 10333 South Jordan Gateway, South Jordan. Cost is \$15 for members, \$25 for nonmembers (payment will be at the door). Details are at southvalleychamber.com.

Jan. 14, 8 a.m.-5 p.m.

"Intro to Excel," a Salt Lake Community College Employee Development Workshop focusing on organizing, formatting and calculating data using Microsoft Excel software. This introduction discusses the ribbon, mini toolbar, ranges, formulas, charts and basic spreadsheets. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$249. Virtual participation is available. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Jan. 14, 11 a.m.-noon

"Key Business Skills: Opportunities/Product Development," a Women's Business Center of Utah event. Speaker is Amber Murray, WBCUtah business advisor and owner of See Your Strength. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Jan. 14, 11 a.m.-12:30 p.m.

"Building Equitable Communities," a ULI (Urban Land Institute) Utah. A multi-disciplinary panel of experts will discuss neighborhood revitalization

with a focus on cultural and community preservation. Moderator is Salt Lake City Mayor Erin Mendenhall. Panelists are Kelly Bonadies, founder of Bonadies Urban Development; Judith Taylor, partner at HR&A Advisors; Ana Valdemoros, Salt Lake City councilwoman; and Asha Parekh, director of Workforce Refugee Services. Event takes place online. Free for ULI members, \$15 for nonmembers. Registration can be completed at <https://utah.uli.org/events-2/>.

Jan. 14, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a Davis Chamber of Commerce event. Location to be announced. Cost is \$20 for members, \$30 for guests. Details are at davischamberofcommerce.com.

Jan. 14, noon-1 p.m.

"Business During Hours: What to Expect from the Chamber in 2021," an Ogden-Weber Chamber of Commerce event that takes place online via Blitzr. Free for members and first-time guests. Details are at ogdenweberchamber.com.

Jan. 14, 3-4 p.m.

"QuickBooks Basics: Improve Your Money Management," a Women's Business Center of Utah event. Speaker is Brittany Brown, founder and CEO of LedgerGurus. Event takes place online via Zoom. Details are at wbcutah.org.

Jan. 14, 5-7 p.m.

Legal Clinic (in Spanish), a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Jan. 14, 6-8 p.m.

"Business Essentials," a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Jan. 15, 8:30-9:30 a.m.

"The Economic Impact of Outdoor Recreation," part of the Summit Speaker Series presented by the Utah Office of Outdoor Recreation, in partnership with Snowsports Industries America (SIA), the Economic Development Corporation of Utah (EDCUtah) and the Utah Outdoor Association (UOA). Panelists are Doug and Camie Stilson, Cup of Joes; Stephanie Pack, EDCUtah; Marin Christensen, Kem C. Gardner Policy Institute; and Kelly Stowell, Center for Education Business & the Arts (Kanab City). Event takes place online. Free. Registration can be completed at Eventbrite.com.

Jan. 19

"Bagels & Business: Linked-In for Small Businesses," presented by The Mill. Presenter is AJ Wilcox, founder of B2Linked.com. Event takes place online. Details are at <https://www.youtube.com/watch?v=mkd8nCWc5eI&feature=youtu.be>.

Jan. 19, 8 a.m.-4 p.m.

"Time Management," part of the Salt Lake Community College Frontline Leader Workshop Series. Participants will analyze and explore strategies to use their resources of time and energy more efficiently and effectively. Location is SLCC's Westpointe Campus in Salt Lake City. Virtual participation is also available. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Jan. 19, 11:25 a.m.-1 p.m.

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$29 for members and \$22 for nonmembers; \$16 for members and \$17 for nonmembers online. Details are at cachechamber.com.

Jan. 19, 3-4 p.m.

"A Makeover for Your Home-Based Business," presented by the Women's Business Center of Utah and The Shop Workspace. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Jan. 20, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks, 525 Deseret Drive, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

Jan. 20, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event that takes place online via Zoom. Free. Details are at murraychamber.org.

Jan. 20, 5:30-6:30 p.m.

QuickBooks Workshop, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Jan. 20, 5:30-6:30 p.m.

Tax Planning Clinic, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Jan. 21

"Coffee with Clancy," a

Women's Business Center of Utah event hosted by Clancy Stone, business advisor for the Northern Region for the Women's Business Center of Utah. Speaker Jill Shroyer, founder and lead consultant at Expedition HR, will discuss "Three Keys to Healthy HR." Event is pre-recorded and available online anytime. Free. Details are at wbcutah.org.

Jan. 21, 8 a.m.-5 p.m.

"Intermediate Excel," a Salt Lake Community College Employee Development Workshop focusing on organizing, formatting and calculating data using Microsoft Excel software. This course builds upon "Intro to Excel" concepts. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$249. Virtual participation is available. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Jan. 21, 11 a.m.-noon

"Key Business Skills: Product Pricing/Proof of Concept," a Women's Business Center of Utah event. Speaker is Amber Murray, WBCUtah business advisor and owner of See Your Strength. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Jan. 21, 11:30 a.m.-12:30 p.m.

Annual Chamber Meeting, a Davis Chamber of Commerce event that takes place online. Details to be announced at davischamberofcommerce.com.

Jan. 21, 1:30-2:30 p.m.

"Salt Lake Chamber-Business Live!" a virtual networking event. Free for members, \$10 for nonmembers. Details are at slchamber.com.

Jan. 22, noon-1 p.m.

Spring Women's Leadership Forum, a Utah Women & Leadership Project event. Speaker Sheri Dew, author, speaker and CEO of Deseret Book Co., will discuss "Women and Leadership." Event takes place online. Details are at <https://www.usu.edu/uwlp/events/upcoming-events>.

Jan. 26, 9-10 a.m.

"Jump Start: Intro to Entrepreneurship (English and Spanish)," a Women's Business Center of Utah event. Location to be determined. Free. Details are at wbcutah.org.

Jan. 26, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a South Valley Chamber

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CALENDAR

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event. Speakers are Vivien and Fernanda Bohme. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$20. Registration can be completed at Eventbrite.com.

Jan. 26, noon-1 p.m.

“Start Smart,” part of the Small Business Management Series presented by the Cedar City Chamber of Commerce and the Women’s Business Center of Utah. Six topics will be presented each quarter. Remaining presentations are “Accounting Essentials” on Feb. 9, “Product Analysis” on Feb. 23, “Pricing Your Product or Service” on March 9, and “Marketing/Branding” on March 23. Cost is \$50 per quarter. Events take place online via Zoom. Details are at wbcutah.org.

Jan. 27-June 10

2021 Leadership Institute Program, a ChamberWest event featuring 10 leadership topic-specific days. Details are at <https://chamberwest.com/2021-leadership-institute>.

Jan. 27

“Northern Dreambuilder” Program, a Women’s Business Center of Utah 13-week course that takes place online. Free. Details are at wbcutah.org.

Jan. 27, 7:30-11 a.m.

“Attracting, Engaging and Retaining Talent,” part of the Fall 2020 Leadership Series presented by Davis Technical College’s employer and continuing education team and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberofcommerce.com.

Jan. 27, 11 a.m.-noon

“Solve the Business Puzzle: Facebook Groups for Small Business,” a Women’s Business Center of Utah event. Speaker is Lisa Jensen, WBCUtah program coordinator. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Jan. 27, noon-1 p.m.

“Developing Leaders for Sustained Performance,” the second installment of a leader development series presented by Silicon Slopes. Speakers are David Smailes, director of leadership development at CHG Healthcare; and Sheena Blauvelt,

head of organizational development at USANA Health Sciences. Event takes place online. Details are at siliconslopes.com.

Jan. 28, 11 a.m.-noon

“Marketing/Home Business Balance,” a Women’s Business Center of Utah event. Speaker is Amber Murray, WBCUtah business advisor and owner of See Your Strength. Event takes place online via Zoom. Free. Details are at wbcutah.org.

Jan. 28, noon-1 p.m.

Women in Business Meeting, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at boxelderchamber.com.

Jan. 28, noon-1 p.m.

Workforce Resilience Webinar: “Believe Salt Lake,” a Salt Lake Chamber event that takes place online. Free. Details to be announced at slchamber.com.

Jan. 28, 5:30-7 p.m.

Chamber Mixer, a West Jordan Chamber of Commerce event. Location to be determined. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at westjordanchamber.com.

Jan. 28, 6-7 p.m.

Intellectual Property Clinic, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 2, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Oakridge Country Club, 1492 Shepard Lane, Farmington. Free. No RSVP required. Details are at davischamberofcommerce.com.

Feb. 3, 8 a.m.-noon

DISC Training, a Salt Lake Community College Employee Development Workshop. DISC is a simple, practical and easy-to-remember model for effective communication. Location is SLCC’s Westpointe Campus in Salt Lake City. Virtual participation is available. Cost is \$225. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Feb. 4, 1:30-2:30 p.m.

“Salt Lake Chamber-Business Live!” a virtual networking event. Free for members, \$10 for nonmembers. Details are at slchamber.com.

Feb. 4, 6-8 p.m.

“Start Smart,” a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 5, 8-10 a.m.

“Friday Forum,” a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., No. 200, Provo. Details are at thechamber.org.

Feb. 5, noon-1 p.m.

Opening of the Center for Business, Health and Prosperity at the University of Utah’s David Eccles School of Business. Speakers include world leaders discussing the relationship among business, health and prosperity around the globe. Registration can be completed at https://eccles.qualtrics.com/jfe/form/SV_ePQvrjrY-z32MuTH.

Feb. 5, 6-11 p.m.

“Evening in Harlem,” a Utah Black Chamber of Commerce Harlem Renaissance celebration. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$40, available at the door. Details are at utahblackchamber.com.

Feb. 9, 11:30 a.m.-1 p.m.

“Let’s Do Lunch,” a South Valley Chamber event. Location is Garage Grill, 1122 E. Draper Parkway, Draper. Details are at southvalleychamber.com.

Feb. 9, 11:55 a.m.-12:55 p.m.

Monthly Women in Business Luncheon, a Cache Valley Chamber of Commerce event. Cost is \$14 for members, \$16 for nonmembers. Location to be announced at <https://cachewomeninbusiness.square.site/>.

Feb. 9, noon-1 p.m.

“Accounting Essentials,” part of the Small Business Management Series presented by the Cedar City Chamber of Commerce and the Women’s Business Center of Utah. Six topics will be presented each quarter. Remaining presentations are “Product Analysis” on Feb. 23, “Pricing Your Product or Service” on March 9, and “Marketing/Branding” on March 23. Cost is \$50 per quarter. Events take place online via Zoom. Details are at wbcutah.org.

Feb. 11

“Coffee with Clancy,” a Women’s Business Center of Utah event hosted by Clancy Stone, business advisor for the Northern Region for the Women’s Business Center of Utah. Speaker is Jenna White, co-founder of Empire Body Waxing. Event is pre-recorded and available online statewide. Free. Details are at wbcutah.org.

Feb. 11, 8 a.m.-5 p.m.

“Intro to Excel,” a Salt Lake Community College Employee Development Workshop focusing on organizing, formatting and calculating data using Microsoft Excel software. This introduction

discusses the ribbon, mini toolbar, ranges, formulas, charts and basic spreadsheets. Location is SLCC’s Miller Campus, 9750 S. 300 W., Sandy. Cost is \$249. Virtual participation is available. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Feb. 11, noon-1 p.m.

“What is Your Money Personality Type?” a Utah Women & Leadership Project event. Speaker is Amanda Christensen, USU Extension associate professor. Event takes place online. Details are at <https://www.usu.edu/uwlp/events/upcoming-events>.

Feb. 11, 5-7 p.m.

Legal Clinic, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 11, 6-8 p.m.

“Business Essentials,” a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 12, noon-1 p.m.

“Sweet Success: Celebrating the Sisterhood of Entrepreneurship,” a Women’s Business Center of Utah event featuring a panel of local women business owners who operate home-based, online and brick-and-mortar businesses. Location to be determined. Free. Details are at wbcutah.org.

Feb. 16, 8 a.m.-4 p.m.

“Managing Conflict,” part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on recognizing and using proactive communication techniques to manage the impact of conflict in the workplace. Location is SLCC’s Westpointe Campus in Salt Lake City. Virtual participation is available. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Feb. 16, 11:25 a.m.-1 p.m.

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$29 for members and \$22 for nonmembers; \$16 for members and \$17 for nonmembers online. Details are at cachechamber.com.

Feb. 16, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is the Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

Feb. 17, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event that takes place online via Zoom. Free. Details are at murraychamber.org.

Feb. 17, 5:30-6:30 p.m.

Tax Planning Clinic, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 18

“Understanding Financial Statements to Manage Your Business,” part of the Women’s Business Center of Utah’s Financial Foundations Series. Event is pre-recorded and available online anytime. Free. Details are at wbcutah.org.

Feb. 18, 8 a.m.-5 p.m.

“Intermediate Excel,” a Salt Lake Community College Employee Development Workshop focusing on organizing, formatting and calculating data using Microsoft Excel software. This course builds upon “Intro to Excel” concepts. Location is SLCC’s Miller Campus, 9750 S. 300 W., Sandy. Cost is \$249. Virtual participation is available. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Feb. 18, 1:30-2:30 p.m.

“Salt Lake Chamber-Business Live!” a virtual networking event. Free for members, \$10 for nonmembers. Details are at slchamber.com.

Feb. 23, noon-1 p.m.

“Product Analysis,” part of the Small Business Management Series presented by the Cedar City Chamber of Commerce and the Women’s Business Center of Utah. Six topics will be presented each quarter. Remaining presentations are “Pricing Your Product or Service” on March 9, and “Marketing/Branding” on March 23. Cost is \$50 per quarter. Events take place online via Zoom. Details are at wbcutah.org.

Feb. 24

“Power of the P.I.V.O.T.: How to Creatively Pivot Your Business For Success,” a Women’s Business Center of Utah event. Panelists are Yais Trevino, owner of Yais.Style LLC; Jessica Wignall, owner and treat maker at So Baked; Scott Porter, owner of San Diablo Artisan Churros; Jamaica Trinnaman, CEO of Hello Bulk Markets. Event is pre-recorded and available online statewide. Free. Details are at wbcutah.org.

see CALENDAR next page

CALENDAR*from previous page***Feb. 25-26**

Entrepreneur & Investor Life Science Summit 2021, presented by BioUtah and the University of Utah PIVOT Center and designed to bring investors and innovators together to showcase Utah entrepreneurship. Event will feature industry experts speaking on topics such as funding, operating and developing life sciences companies. Financing options for angel-, early- and later-stage companies will also be presented. Event takes place online. Early-bird cost is \$75 for BioUtah members, \$150 for nonmembers. Details are at https://whova.com/portal/registration/eilss1_202103/.

Feb. 25-27

RootsTech Connect, a virtual conference that will replace the planned in-person event scheduled for Feb. 3-6 at the Salt Palace Convention Center in Salt Lake City. Presented by FamilySearch International and focused on family histories, event will feature keynote presentations and more than 300 breakout sessions. Keynote speakers include Sharon Morgan, founder of OurBlackAncestry.com; Francesco Lotoro, an Italian musician who is saving music written in concentration camps; Lorena Ochoa, former Mexican professional golfer and entrepreneur; and Nick Vujicic, award-winning author. Free. All content will be available following the live event for at least 12 months. Details are at rootstech.org.

Feb. 25

"Coffee with Clancy," a Women's Business Center of Utah event hosted by Clancy Stone, business advisor for the Northern Region for the Women's Business Center of Utah. Speaker Raymond Christy, airport senior planner/Disadvantaged Business Enterprise (DBE) coordinator at Salt Lake City International Airport, will discuss "Understanding the Airport Concessions DBE Program." Event is pre-recorded and available online anytime. Free. Details are at wbcutah.org.

Feb. 25, noon-1 p.m.

Women in Business Meeting, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at boxelderchamber.com.

Feb. 25, 5:30-7 p.m.

Chamber Mixer, a West Jordan Chamber of Commerce event. Location to be determined. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at westjordanchamber.com.

Feb. 25, 6-8 p.m.

Legal Clinic, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

March 2, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is the Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

March 4-5

2021 Intermountain Deal-Source Summit and Ski Event, an ACG (Association for Corporate Growth) Utah event designed to celebrate Utah deal-makers and create new growth opportunities. Summit is March 4. Ski event is March 5, with details to be announced. Event takes place online. Free for ACG members, \$49 for nonmembers. Details are at <https://www.acg.org/utah/events/2021-intermountain-dealsource-and-ski-event>.

March 4, 7:30-9 a.m.

Morning Speaker Series, an Ogden-Weber Chamber of Commerce event. Location is the Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

March 4, 1:30-2:30 p.m.

"Salt Lake Chamber-Business Live!" a virtual networking event. Free for members, \$10 for nonmembers. Details are at slchamber.com.

March 5, 8-10 a.m.

"Friday Forum," a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., No. 200, Provo. Details are at thechamber.org.

March 8, 9-10 a.m.

2021 International Women's Day Celebration, co-hosted by the Women's Business Center of Utah and World Trade Center Utah. Location to be determined. Free, but registration is required. Details are at wbcutah.org.

March 9, 11:55 a.m.-12:55 p.m.

Monthly Women in Business Luncheon, a Cache Valley Chamber of Commerce event. Cost is \$14 for members, \$16 for nonmembers. Location to be announced at <https://cachewomeninbusiness.square.site/>.

March 9, noon-1 p.m.

"Pricing Your Product or Service," part of the Small Business Management Series presented by the Cedar City Chamber of Commerce and the Women's

Business Center of Utah. Six topics will be presented each quarter. Remaining presentation is "Marketing/Branding" on March 23. Cost is \$50 per quarter. Events take place online via Zoom. Details are at wbcutah.org.

March 11, 8 a.m.-5 p.m.

"Intro to Excel," a Salt Lake Community College Employee Development Workshop focusing on organizing, formatting and calculating data using Microsoft Excel software. This introduction discusses the ribbon, mini toolbar, ranges, formulas, charts and basic spreadsheets. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$249. Virtual participation is available. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

March 16, 8 a.m.-4 p.m.

"Business Writing," part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on critical writing skills to achieve clarity, organization, readability and accuracy in business messaging. Location is SLCC's Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Virtual participation is available. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

March 16, 11:25 a.m.-1 p.m.

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$29 for members and \$22 for nonmembers; \$16 for members and \$17 for nonmembers online. Details are at cachechamber.com.

March 16, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is the Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

March 17, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event that takes place online via Zoom. Free. Details are at murraychamber.org.

March 17, 8 a.m.-4 p.m.

"Lean Office with Simulation," a Salt Lake Community College Employee Development Workshop focusing on a strategic business approach for improving overlooked processes that have an impact on every system, activity, employee and customer within an organization. Location is SLCC's Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Cost is \$300. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

March 17, 11:30 a.m.-1 p.m.

"Let's Do Lunch," a South Valley Chamber event. Speaker is Jim Kimball of Real Salt Lake. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Details are at southvalleychamber.com.

March 18, 8 a.m.-5 p.m.

"Intermediate Excel," a Salt Lake Community College Employee Development Workshop focusing on organizing, formatting and calculating data using Microsoft Excel software. This course builds upon "Intro to Excel" concepts. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$249. Virtual participation is available. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

March 18, 1:30-2:30 p.m.

"Salt Lake Chamber-Business Live!" a virtual networking event. Free for members, \$10 for nonmembers. Details are at slchamber.com.

March 23, noon-1 p.m.

"Marketing/Branding," part of the Small Business Management Series presented by the Cedar

City Chamber of Commerce and the Women's Business Center of Utah. Six topics will be presented each quarter. Cost is \$50 per quarter. Events take place online via Zoom. Details are at wbcutah.org.

March 25, noon-1 p.m.

Women in Business Meeting, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at boxelderchamber.com.

March 25, 5:30-7 p.m.

Chamber Mixer, a West Jordan Chamber of Commerce event. Location to be determined. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at westjordanchamber.com.

March 25, 6-7 p.m.

Intellectual Property Clinic, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

March 29, 2:30-6:30 p.m.

Utah Valley Job Fair, a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., Exhibit Hall A, Provo. Details are at thechamber.org.

ECONOMY*from page 1*

"black swan" event: extremely rare, unexpected, severely impactful and also something that could not have been prevented or predicted.

"The recession that we felt last year, and the economic conditions that we continue to see, are not the result of an underlying weakness in the economy. It wasn't the result of policy mistakes. It wasn't the result of inefficient markets. It was the result of this black swan event," he said.

The impacts were deep and broad. More than 22 million Americans lost their jobs in the spring and only 10 million have been brought back. The leisure and hospitality sector lost more than one-fifth of its jobs. The national unemployment rate in April hit 14.7 percent, compared to February's 3.5 percent, and in November it had recovered to 6.7 percent. The labor force participation rate even now is at a level last seen in the mid-1970s.

And those who have lost their jobs struggle to find another one. One recent week, the number of Americans filing initial unemployment claims was about 787,000 — far below the 7 million mark as the pandemic hit but still way above the 282,000 before COVID-19's impacts.

The nation's GDP slipped

31.4 percent in the 2020 second quarter and rebounded in the third quarter with a 33.1 percent increase. But the GDP's value has continued to suffer.

Consumer confidence is near 12-month lows, personal savings rates are down and the national debt as a share of GDP is approaching levels last seen in World War II.

A graph showing the recovery in 2021 could take on the look of a Nike swoosh, "where we have initial quick response but then slow ultimate recovery," Spendlove said.

Meanwhile, the region benefits from strong population growth trends and relatively good unemployment rates and labor force participation rates.

"The good news is, the economy and markets are improving again," said Scott Anderson, Zions Bank's president and CEO. "In fact, the S&P 500 ended 2020 up more than 16 percent. The historic task of development and deployment of a vaccine is also boosting confidence that society will be able to return to normal soon."

Nonetheless, the national unemployment rate remains high and short-term economic conditions "remain tenuous," he said.

Anderson said he expects more short-term economic restrictions. "But we are confident," he said, "the U.S. economy is resilient and will emerge from this episode stronger."



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LHM GROUP from page 1

a wonderful start to the new year and highlights our intent to grow the business. We are focused on diversifying and strengthening our portfolio with businesses that align with our values and guiding principles. AHC is committed to delivering value to patients in the communities they serve, which is complementary to our mission of enriching lives.”

“Coupled with a tenured and experienced leadership team and high-performing business model, AHC delivers world-class health-care and high customer satisfaction in state-of-the-art facilities that include private rooms, expert nutritional advice and other inclusive options that deliver personal patient care for every guest,” LHM Group said in a release last week.

“AHC is a pioneer and market leader that provides high-quality, clinical and rehabilitation excellence,” said Starks. “They have created a premium environment

and differentiated experience for their guests, resulting in reduced hospital readmissions and consistent 5-Star industry ratings. They have also leveraged their transitional care capabilities and best practices into home health and hospice services. Adding AHC to the LHM Group allows us to share our commitment of integrity and stewardship with a new customer base within geographical markets where we have a strong community presence. I am grateful for the vision and hard work of the AHC leadership team, care givers and employees, and I look forward to our future together.”

“We were drawn to the LHM Group based on their values, reputation, transparency, integrity and desire to do good,” said AHC co-founders Dave and Brett Nattress. “The AHC team is looking forward to a great future working with the Miller family and leadership team at LHM in continuing to provide exceptional care and services.”

Terms of the transaction were not disclosed.

QUALTRICS from page 1

ing that investment firm Silver Lake Technology Management agreed on Dec. 23 to buy \$550 million of shares of its Class A common stock in a private placement, including \$225 million in stock at the IPO price and the rest at \$21.64 per share. Silver Lake co-CEO Egon Durban has joined the Qualtrics board of directors.

Qualtrics reported a net loss of \$258 million on total revenue of \$550 million for the nine months through September, compared to a net loss of \$860 million on revenue of \$418 million in the same period a year earlier. The loss in 2019 is partly attributable to the one-time cost of paying employees for their shares in cash at the time of the acquisition, according to people familiar with the matter, Bloomberg reported.

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