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Brandless, an omnichannel commerce company that is expanding to Lindon and bills itself as a way for people to “to take better care of themselves, their families and the planet,” sells unbranded, high-quality products such as the facial beauty products package currently featured on its website.

## Brandless expansion in Lindon to bring 1,033 jobs to the state

**Brice Wallace**  
*The Enterprise*

An omnichannel commerce platform company will add up to 1,033 high-paying jobs over the next decade as it expands in Lindon.

Brandless Inc. made the announcement after being approved for a tax credit incentive of up to \$2.6 million by the Governor’s Office of Economic Opportunity (Go Utah).

The company describes itself as mak-

ing it easier for people “to take better care of themselves, their families and the planet by working with the best ingredients, partners and customers to drive community-led innovation and validation. By focusing on collaboration over control, quality over packaging and people over promotion, Brandless is leading a movement that believes that making better choices should be simple and easy.”

In a prepared statement, CEO Cydni

**see BRANDLESS page 18**

## Port board greenlights PID

**Brice Wallace**  
*The Enterprise*

Despite lingering questions about its purpose and composition, the Utah Inland Port Authority board last week voted to create a Crossroads Public Infrastructure District (PID) that will receive some port revenues in order to bond for several infrastructure projects.

As spelled out in a pair of resolutions adopted by the UIPA board, the PID board will be subordinate to the port authority

board and finance infrastructure projects by issuing bonds — up to \$150 million — repayable from property taxes or assessments on the property within the PID. It will not create new taxes.

The PID board will consist of the port authority’s chair, vice chair and executive director, plus two subject-matter experts that the three will select.

Dennis Faris, a new member of the inland port authority board and a member of

**see INLAND PORT page 18**

## Utah's confidence rebounds after 2 months of decline

Utah’s consumers weren’t too sure about their economic future over the summer as the delta variant caused a dramatic surge in the COVID-19 pandemic. The result was a sharp decline in the Utah Consumer Confidence Survey in July and August.

But the survey, conducted by the Kem C. Gardner Policy Institute at the University of Utah, measured a modest gain in September. The uptick mirrored the national Consumer Confidence Index conducted by the University of Michigan.

“Both indices peaked this past March and April as COVID-19 vaccinations became widely available,” said Juliette Tennert, chief economist at the Gardner Institute. “Confidence waned during the summer months as it became clear the pandemic was still very much with us. The recent increase bodes well for economic activity this fall and winter.”

The Utah Consumer Confidence Survey was as high as 96.4 in April and 96.0 in May before tumbling to 93.6 in June, 87.3 in July and 80.9 in August. September signaled an end to the downslide with an 83.0 reading. The national confidence level fell to 70.3 in August after climbing as high as 88.3 in the spring. It climbed back to 72.8 in September.

The Utah Consumer Confidence Survey uses comparable questions to the University of Michigan’s Survey of Consumers. The questions measure residents’ views of present and future economic conditions. Both surveys include a random sample of consumers, including demographic questions to assess the representativeness of the sample.

In general, an index score of 100 on either the Utah and national surveys indicates that an equal number of respondents answered the five questions favorably as unfavorably. For example, a score of 115 means the “favorable” replies outnumber the “unfavorable” replies by 15 percentage points. Neutral responses such as “about the same” do not figure in the index scoring.



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## COVID-19 AND UTAH - NEWS AFFECTING YOUR BUSINESS & YOUR EMPLOYEES

### 18-month total of FEMA COVID funds to Utah reaches more than \$292 million

The Federal Emergency Management Administration (FEMA) has approved more than \$292 million in total assistance for Utah as of Oct. 1, supporting the state's fight against COVID-19 over the last 18 months. The assistance was authorized under the major disaster declaration issued for Utah on April 4, 2020.

Earlier this year, FEMA increased reimbursement from 75 percent to 100 percent funding for projects related to the pandemic response, retroactive to Jan. 20, 2020. This federal funding was received by the state and distributed to Utah tribes, counties, cities, individuals and other state and local partners.

The total includes \$113 million from FEMA's Public Assistance program for vaccines, testing sites, medical staffing and supplies (including ventilators, masks and personal protective equipment), long-term care facilities, meals for vulnerable community members and other identified COVID-19-related management, communication, transportation and administrative costs.

An additional \$66 million was provided by FEMA to reimburse other agencies that provided staffing or resources to augment state efforts. The U.S. Army Corps of Engineers, U.S. Department of Labor and U.S. Veterans Administration all supported COVID-19 operations in Utah.

FEMA also contributed almost \$80 million in lost wages assistance to individuals to help ease the economic burden of Utah residents struggling financially because of the coronavirus pandemic, and \$3.8 million for crisis counseling to assist individuals and communities in recovering from the psychological effects of the pandemic through outreach and educational services.

Another \$5.1 million has been approved for FEMA funeral assistance, which delivers funding to families for pandemic-related funeral expenses incurred after Jan. 20, 2020. At this time, there is no deadline to apply for COVID-19 funeral assistance for families who have lost a loved one. Information is available at 844-684-6333.

Utah also has been allocated \$25 million from FEMA's Hazard Mitigation Grant Program to invest in mitigation planning and projects that reduce risks from natural disasters.

### S.L. Co. starts food access webpage in response to COVID-19 demand

The COVID-19 pandemic has resulted in an increased number of people needing food assistance but finding help can be challenging. Salt Lake County has launched its new food access webpage that provides easy access to multiple food resources all in one place. In addition to emergency food pantries, the National School Lunch Program and the Supplemental Nutrition Assistance Program (SNAP), the food access webpage provides information for food assistance programs operated by Salt Lake County and information for Meals on Wheels, Senior Center Meals, Pet Crew Pantry and WIC.

The website can be found at [slco.org/food](http://slco.org/food).

According to the recently released annual report "Household Food Security in the United States in 2020," one in 10 Utah households experience food insecurity and more than 102,000 Utah families do not have the resources to buy enough food.

Marti Woolford, webpage creator and special

projects coordinator for the Salt Lake County Mayor's Office, said, "In 2020, service providers saw a large increase in food assistance need. United Way 2-1-1 received more than twice the number of calls from people seeking help with food and the Utah Food Bank's mobile pantry program saw a 192 percent increase in households served since the pandemic began over the same time last year. Food assistance programs like SNAP and the emergency food system were able to respond to the increased need brought on by COVID-19. If these programs were not able to address the need, the food insecurity rate in 2020 would have been much higher."

"The health and well-being of the residents of Salt Lake County is a top priority of my administration," said Mayor Jenny Wilson. "Our senior centers provide a nutritious lunch to older adults. The WIC program ensures that babies and new moms have access to healthy food. And our Pet Crew Pantry makes sure that our family pets do not go without food either. "The new food access webpage makes it much easier to get help from these county programs and many more food resources."

### USGS: Six varieties of coronavirus found in Utah mink, wild animals

A new study released by the U.S. Geological Survey (USGS) revealed that scientists have detected six types of coronaviruses in numerous wild and domestic mammals sampled on and near mink farms in Utah.

The USGS and federal and state partners investigated Utah mink farms where SARS-CoV-2, the coronavirus that causes COVID-19, was discovered in farmed mink during the summer of 2020. In this follow-up study, the scientists examined a variety of mammals living on and near the farms to determine if other species were infected with the virus. They found coronaviruses in 72 percent of the 365 animals studied, including rodents, raccoons, skunks, mink and domestic cats.

"We did not expect to find such a high prevalence and diversity of coronaviruses in so many animals,"

said Hon Ip, a USGS scientist and the lead author of the study. "These findings provide insights into the potential for coronaviruses to recombine and evolve."

There are two major categories, or genera, of coronaviruses known to infect people: alpha and beta. SARS-CoV-2 is a betacoronavirus. Within these two genera are multiple groups of coronaviruses. The study identified at least three groups of alphacoronaviruses and four groups of betacoronaviruses in the mammals, including 74 detections of SARS-CoV-2 in mink. Over 10 percent of the animals were infected with more than one coronavirus.

"This research addresses a pressing need, highlighted by the emergence of SARS-CoV-2, to better understand the kinds of coronaviruses that wildlife and other animals can carry," said Jonathan Towner, a disease ecologist at the Centers for Disease Control and Prevention (CDC) and a co-author on the paper.

The USGS partnered with the CDC, the U.S. Department of Agriculture, the Utah Department of Health and the Utah Department of Agriculture and Food on the study. It was published in the journal *Viruses*.

### Pfizer applies to FDA for emergency approval of its vaccine for children

Pfizer Pharmaceutical and its partner company BioNTech have asked U.S. regulators to approve emergency use of their COVID-19 vaccine for children aged 5 to 11. Pfizer made the announcement in a recent tweet.

Pfizer made the application to the U.S. Food and Drug Administration (FDA) as COVID-19 cases reached a peak in children in September. The FDA has set a date of Oct. 26 for outside advisors to meet and discuss the Pfizer application, making it possible for kids to begin receiving the vaccines shortly afterward. A rapid authorization could help mitigate a potential surge of cases this fall, with schools already open nationwide, Pfizer said.

The Pfizer-BioNTech vaccine was authorized in kids aged 12-15 roughly a month after the companies filed for authorization.



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Danny Frasure, co-founder and CEO of Udo, cuts the ribbon at the company's new headquarters at Station Park in Farmington. He is assisted by Ryan Facer, co-founder and chief product officer. Bolstered by a state incentive, the video-based tech platform company plans to add 300 jobs over the next five years.

## Udo to create 300 jobs, opens Farmington HQ

**Brice Wallace**  
The Enterprise

A startup communications technology company has placed its headquarters in Farmington and plans to grow by 300 jobs in the next five years.

Udo LLC offers a video-based tech platform for applications that initially will focus on improving healthcare coordination and continuity. Its initial product is UdoCare, a smartphone application used by patients to communicate primarily through video to their medical providers, collaborators and family members.

"It's not just tied to medical," Derek Shields, the company's director of operations, told the Governor's Office of Economic Opportunity (Go Utah) board, which approved a tax credit incentive of nearly \$2.9 million over five years for the expansion project. "This will be applicable across many other

segments. That's just kind of our natural fit and we'll launch there but really grow and expand."

Jared Prisbrey, Udo's sales director, said the platform allows patients to "capture their own health story" on the app by creating a "mini-documentary" of their healthcare experience. Currently when patients seek treatment at different healthcare settings, sometimes vital information is not captured, he said.

"So we really want to empower people to capture moments in time in their health story on a video app that allows them to keep those records and makes them timeless, so no matter where they go over time, it travels with them, informing everyone who will then interact and help and serve that patient," Prisbrey said.

The company's headquarters are in the Station Park building that once served as headquarters for Pluralsight. Founded in 2019 with four employees, the privately held com-

pany now has 62 workers. With the launch of UdoCare, Prisbrey said, the company "will hire lots more to support it, so we are beginning our marathon."

Brigham Mellor, Farmington's economic development director, told the Go Utah board that Udo's technology has the potential to be "really, really disruptive in the healthcare industry."

"I can see this being something that insurance providers or federal or state health agencies require [patients] use this type of service ... as healthcare becomes more and more expensive, that we're not wasting healthcare dollars duplicating information just because you changed healthcare providers or you switched insurances," he said.

"Anybody who's had to switch doctors for whatever reason or had to retake tests because they made a choice in health-

see UDO page 18

## More leadership named for new Utah HHS department

As the merger of the Utah Department of Health and Department of Human Services (DHS) approaches, the state has announced additional leadership appointments for the upcoming Utah Department of Health and Human Services. The announcement was made by Tracy Gruber, current DHS executive director who was appointed by Gov. Spencer Cox earlier to head the new department.

Named to oversee operations and guide the next levels of detail in policy, procedure and culture for the new agency are Dr. Michelle Hofmann as executive medical director and state health officer, Nathan Winters as deputy director of operations, Amanda Slater as assistant deputy director of operations, Nathan Checketts as deputy director of healthcare administration, Tonya Hales as assistant deputy director of healthcare administration, David Litvack as deputy director of community health and well-being and Heather Borski as assistant deputy director of community health and well-being.

"We are assembling a talented and experienced team of leaders who are well-equipped to meet the goals of the consolidation and the Department of Health and Human Services, which is to ensure that all Utahns are healthy and safe," said Gruber. "This vision will be accomplished by developing a seamless system of services and programs that best meets the needs of individuals and communities that rely on our department every day. By naming these individu-

als, we have the ability to design our programs, operations and staff to meet this objective, without any delays in services, by July 1, 2022."

Gruber said that over the next two months, the steering committee and its workgroups will continue writing the comprehensive transition plan due to the governor and state lawmakers on Dec. 1, as outlined in the bill that created the new agency. Meetings and input continue with staff, partners, lawmakers, providers, advocates and those in services, to hear ideas for how to be most effective as one department, she said. Agencies are working with the University of Utah to form performance measures to determine the efficacy of streamlining services and improving the experience of those served by the new department.

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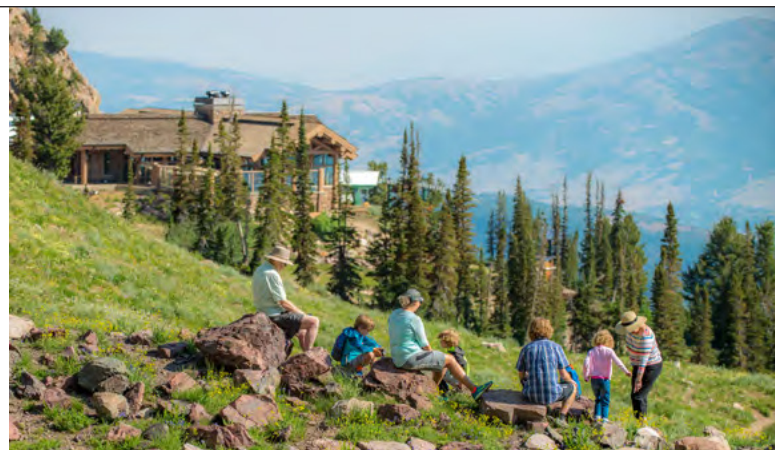
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## Storm disaster assistance now available

Low-interest federal disaster loans are now available to Utah businesses and residents affected by the severe storms and flooding that occurred Aug. 1, primarily in Southern Utah. The U.S. Small Business Administration has made the loans available in response to a request it received from Gov. Spencer J. Cox in September.

"Cedar City and surrounding areas were devastated this summer when immense storms turned into extreme flooding damaging homes, businesses and government buildings," said Marla Trollan, SBA Utah District director. "Citizens came together to fill sandbags and clean up the aftermath that happened in their town and to their neighbors. That support continued as Gov. Cox declared a disaster and the SBA made loans available for businesses and residents in Southern Utah."

The disaster declaration makes SBA assistance available in Beaver, Garfield, Iron, Kane and Washington counties in Utah and Lincoln County in Nevada.

"Low-interest federal disaster loans are available to businesses of all sizes, most private nonprofit organizations, homeowners and renters

whose property was damaged or destroyed by this disaster," said SBA's Director Tanya N. Garfield of the SBA's Disaster Field Operations Center-West.

Businesses of all sizes and private nonprofit organizations may borrow up to \$2 million to repair or replace damaged or destroyed real estate, machinery and equipment, inventory and other business assets. SBA can also lend additional funds to businesses and homeowners to help with the cost of improvements to protect, prevent or minimize the same type of disaster damage from occurring in the future.

Disaster loans up to \$200,000 are available to homeowners to repair or replace damaged or destroyed real estate. Homeowners and renters are eligible for up to \$40,000 to repair or replace damaged or destroyed personal property.

Information on the loan program is available online at <https://disasterloanassistance.sba.gov/> or by telephone at (800) 659-2955. The deadline to apply for property damage is Nov. 30. The deadline to apply for economic injury is July 1, 2022.

## 1-800 Contacts adds try-on technology with acquisition

Online vision products company 1-800-Contacts Inc., based in Draper, has acquired Ditto Technologies Inc., of Oakland California. Ditto works with partners in the vision industry with its virtual eyewear try-on technology.

Ditto said that over 60 million people per year have used its service that allows shoppers to realistically try-on eyewear and receive frame recommendations both in person and online. Since its founding in 2011, e-commerce brands, frame manufacturers, retailers and other eyecare professionals have integrated Ditto's technology into their eyeglass frame sales platforms.

In recent years, 1-800 Contacts affiliate Premium Vision has partnered with corporate clients to offer sourcing, fulfillment, e-commerce and telemedicine services. In 2019, 1-800 Contacts acquired 6over6 Vision Ltd., a technology company that offers optical tests with just a comput-

er or smartphone. Ditto will join forces with Premium Vision and 6over6 to create a turnkey business-to-business offering for other companies in the vision industry.

"Our clients have been asking us for additional technology solutions for years. By combining Premium Vision, 6over6 and Ditto, we can deliver an integrated technology and services offering," said Kate Doerksen, cofounder of Ditto. "This acquisition helps us bring our vision to life on a larger scale to make buying eyewear simple and accessible."

"Ditto's goal of making it easier for consumers to discover and purchase great eyewear is closely aligned with our mission of making vision care simple," said Kellen Fowler, senior vice president of strategy and business development for 1-800 Contacts.

Founded in 1995, 1-800 Contacts has 1,000 employees on its Utah, North Carolina and Texas campuses.

## PDQ.com buys Portland firm

PDQ.com, a Salt Lake City-based provider of IT asset management software, has purchased SimpleMDM, an Apple device management platform based in Portland, Oregon. The deal marks the expansion of PDQ's Windows-based software management products into Mac and iOS software management and reinforces PDQ's position as a solution for systems administration, the company said.

"PDQ is aggressively looking for ways to help IT professionals focus their time and energy where it's needed most," said Dan Cook, CEO at PDQ.com. "The powerful combination of PDQ and SimpleMDM will reinforce our strategy of helping sysadmins effectively keep all types of devices healthy and up-to-date. We're thrilled to work with SimpleMDM to accelerate growth and to wel-

come their customers, employees and products to PDQ."

PDQ.com provides more than 19,000 organizations with Windows software deployment and inventory reporting through its software management platforms PDQ Deploy and PDQ Inventory. With the addition of SimpleMDM, PDQ.com expands its ability to support both Windows- and Apple-based devices while adding more than 3,000 customers to its community, according to a PDQ.com release.

"We wanted to partner with a company that values building strong products and fostering a tight-knit community of IT professionals, and we found that partner in PDQ.com," said Taylor Boyko, CEO of SimpleMDM. "We're extremely excited to join PDQ and utilize our shared values and vision to drive growth."

## Drought loan deadline nearing

The U.S. Small Business is reminding small nonfarm businesses in 27 Utah counties and neighboring counties in Arizona, Colorado, Idaho, Nevada and New Mexico of the Nov. 5, deadline to apply for an SBA federal disaster loan for economic injury. These low-interest loans are to offset economic losses because of reduced revenues caused by the drought that began Jan. 1, 2021.

The primary Utah counties eligible for the loan program are Beaver, Box Elder, Carbon, Duch-

esne, Emery, Garfield, Grand, Iron, Juab, Kane, Millard, San Juan, Sevier, Tooele, Uintah, Washington and Wayne. Neighboring counties that fall under the program are Cache, Daggett, Davis, Piute, Salt Lake, Sanpete, Summit, Utah, Wasatch and Weber, as well as numerous neighboring counties in Arizona, Colorado, Idaho, Nevada and New Mexico.

Further information is available online at <https://disasterloanassistance.sba.gov/> or by phone at (800) 659-2955.



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## Miami firm acquires Lumen

Allocations, a Miami-based financial technology company that developed a private equity and venture capital platform, has acquired Salt Lake City-based Lumen Advisory and Finance. The deal, valued at \$2.5 million in cash and stock, brings Lumen's accounting automation products into Allocations' suite of accessible private equity capabilities, the company said.

Founded in 2012, Lumen has developed that it said values communication, transparency and simplicity in accounting and tax services. Lumen's platform that it calls "infinity engine," is a tech-enabled accounting and tax system built specifically for funds and special purpose vehicles of all sizes, which will continue to be deployed under Allocations' ownership.

The two companies aligned on creating an engineering-focused approach to private equity deals, eliminating complexity and increasing standardization and overall process speed, a release from Allocations said.

"Our reason for being has been to decrease the time, cost and barriers to entry that the private equity industry has hidden behind for its entire existence, and Lumen fits beautifully into that picture," said Kingsley Advani, Founder and CEO of Allocations. "We're thrilled to be joining a company that's so closely aligned with our vision and values," said Nicholas Bird, founder and president of Lumen. "Since we started Lumen in 2012, our mission has been to design our tech and processes to make accessibility, transparency and scalability as key metrics for success. Allocations does exactly what we were doing on the finance and tax side, but with a wider purview of capabilities."

Bird will join Allocations as chief financial officer.

## Fullstack Academy, USU partner to bolster state's tech training

Fullstack Academy, a New York City tech education provider, has partnered with Utah State University to bring tech training bootcamps specializing in coding, cybersecurity, data analytics and DevOps to the state. The live and online Utah State Tech Bootcamps will equip students with the skills needed to fill well-paying, in-demand tech jobs in the region.

"With nearly 8,200 tech businesses across Utah, including Overstock.com, Ancestry.com, Instructure and Qualtrics, the state is an attractive location for both tech startups and expansions," said Fullstack Academy in a release. "In fact, the greater Salt Lake City area was recently dubbed 'Silicon Slopes' and is seen as an emerging force in the technology sector, further supported by the expansion of tech giants like Adobe, Facebook, eBay and Microsoft in the region."

"Utah's tech market has erupted over the last few years, and as companies continue to invest in the area it's critical that we meet the demand for skilled tech professionals," said Mogan Subramaniam, president of Fullstack Academy. "USU's exceptional reputation for student support, accessibility, diversity and inclusion aligns with our mission at Fullstack to transform lives and communities by teaching technologies that power the future. We are excited to team up with USU to help narrow the region's skills gap by

offering additional educational opportunities for those interested in a tech career."

A projected 6,375 net new tech-related jobs in Utah are expected this year, according to the "Cyberstates 2021" report from CompTIA, a nonprofit association for the global IT industry. That 4.2 percent growth rate is the highest of any state. The Cyberstates report also anticipates Utah tech occupation growth to reach 27 percent by 2030.

"For 25 years, USU has brought digital education to more than 150,000 students across the country and beyond. The Utah State Tech Bootcamps will enable us to further expand our learning opportunities to improve the knowledge and skills of working adults and open more doors to foster diversity and inclusion in Utah's tech community," said Kevin Shanley, director of USU Online and Continuing Education. "Partnering with Fullstack Academy allows us to offer individuals, regardless of their professional or tech background, a proven and accelerated training program that prepares them to enter Utah's emerging tech workforce."

The 26-week bootcamps do not require USU enrollment and will begin accepting applications in 2022. Fullstack Academy will offer scholarships for USU alumni, students, employees and active military or veterans.

## Americom purchased by Denver utility company

Crestone Services Group LLC, a Denver-based communications and utility infrastructure services company, has acquired Americom Technology Inc. of West Valley City, a provider of communications and utility services throughout the Mountain West.

Founded in 1981, Americom specializes in the deployment of fiber optics, power lines, utilities and Internet service provider cabling for wireless and data systems. In addition, the company designs and builds customized data centers, call centers and operation centers across the western U.S. Americom joins Crestone's West

Division. The company will continue to operate as Americom Technology and be led by Pat Richter, the company's president and founder.

"Joining Crestone accomplishes two important goals for Americom, it ensures the continuation of our successful legacy and provides us the additional resources to keep up with the increasing demand for our services," Richter said. "Crestone is a great strategic fit and we are excited for the next 40 years."

Americom is Crestone's fifth acquisition this year and 14th in recent years.

"With over 120 highly skilled

employees and four decades of experience, Americom is a significant and meaningful addition to the Crestone family," said Rick Barrett, CEO of Crestone. "For us, this is another example of our ongoing strategy to acquire the best assets, in the best locations, giving us superior scale in the markets we serve. This approach leads to better outcomes for our customers, synergies for Crestone, and growth opportunities for our employees. We continue to make great progress in our goal to become the largest communication and utility infrastructure service company in the Mountain West region."

## Foley opens SLC office with IP litigation team

Milwaukee-based law firm Foley & Lardner LLP is opening an office in Salt Lake City with the addition of an intellectual property litigation team as part of its ongoing strategy to increase the firm's presence in key markets, the firm said in a release.

The new location is Foley's 25th office worldwide and is anchored by the addition of new partners David Wright and Jared Braithwaite, senior counsel Michael Manookin and special counsel Taylor Wright. All four team members come from a mid-size, regional law firm that focuses on intellectual property and complex litigation. The group counsels clients of all sizes in a variety of in-

dustries, including health technology, security, software and energy.

"Salt Lake City is quickly gaining ground as one of the nation's foremost technology and startup hubs, with a multitude of technology firms doing business in the metropolitan area. This is an opportunity for the firm to be at the forefront of the legal market in a vibrant and growing city," said Foley chairman and CEO Jay Rothman. "We are thrilled to welcome David and this team to the firm. They are all top-notch IP litigators who bring extensive experience that complements our existing practices and strengthens our abilities to be a strategic partner and meet the evolving needs of our

clients."

"My colleagues and I are extremely excited to join Foley and leverage the firm's national platform and expansive capabilities to provide better service and meet the legal needs of our clients," said David Wright, who will serve as office managing partner. "Additionally, having lived in the Salt Lake City area for my entire life, including graduating from the University of Utah and BYU law school and spending my career up to this point at Utah firms, I'm looking forward to expanding Foley's local presence, growing the office, and stewarding community involvement."

The office will be located at 136 S. Main St., Suite 400.



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# Succeeding in Your Business

## Negotiating your exclusive online distributor agreement

“I have been selling merchandise on eBay and Amazon for some time. I would like to build a ‘brand’ for the merchandise that I sell, but I’m being told that the only way to do that (since I’m not the manufacturer of these goods, only the distributor) is to get an exclusive distributor agreement with each manufacturer so that I am the only person selling these goods on eBay and Amazon.



CLIFF ENNICO

“What do you think of this idea? If it’s a good one, how do I go about negotiating contracts with these manufacturers?”

Generally, it’s hard to build a “brand” online when you are not the manufacturer of the merchandise you sell. Most new sellers on eBay and Amazon make the mistake of selling goods that are “all over the map.” While this may be a good way to get started in online sales and “learn the ropes,” you won’t be able to grow an online selling business unless:

- You specialize in a merchandise “niche,” or
- You have merchandise that isn’t easily available elsewhere.

Unless you have an established track record of selling online, manufacturers probably will be hesitant in dealing with you unless you show them you are creditworthy and have the expertise and sophistication to maintain their brand image online. Most large manufacturers won’t want to deal with you at all (they deal only with other big companies such as themselves), but many smaller family-owned businesses may give you a shot at representing their merchandise.

If your manufacturers are willing to give you the exclusive right to handle their merchandise online, here are some of the key points you will have to negotiate with each manufacturer:

**No. 1: The Scope of Your “Exclusive Territory.”** Will you be the manufacturer’s exclusive distributor for the whole web? Only eBay? EBay and Amazon? You should seek as broad of a territory as possible. Also, since people can access the web anywhere in the world, you should not accept any sort of geographic boundaries on your activities (for example, “online sales to cus-

tomers in the continental United States”), as there is no practical way to enforce them.

**No. 2: The Term of the Agreement.** Once you establish an online “brand” for a manufacturer, it’s a sure bet they will be approached by other online vendors offering to do a better job than you can. To protect your investment, you should ask the manufacturer for as long a term of as possible (I recommend at least five years), with options for you to renew for additional periods.

**No. 3: Will You Be Allowed to Carry Competing Merchandise?** Just as you want an “exclusive” for online sales, your manufacturer may want an “exclusive” as well by prohibiting you from carrying their competitors’ merchandise. You should seek to keep these as limited as possible. For example, if a jewelry designer asks you not to deal with “any other jewelry designer,” you can respond by offering not to deal with “any jewelry designer who specializes in Celtic-inspired designs.”

**No. 4: Will You Be Required to Purchase “Minimum Quantities” of Merchandise?** In a “true” distributorship, you buy goods from the manufacturer at wholesale prices and then resell them online, keeping the difference as your profit. Some manufacturers will grant you an “exclusive” only if you agree to buy minimum quantities of merchandise each month or quarter. Keep these as low as possible and negotiate a credit for any merchandise you return to the manufacturer that has been in your inventory for an unreasonably long time.

**No. 5: Will the Manufacturer Require You to Sell at Specific Prices?** It is illegal for a manufacturer to dictate your resale price or set a maximum resale price for their goods. The law is hazier on whether a manufacturer can set a minimum resale price. If a manufacturer engages in “minimum advertised price,” you may have to go along with it. Just be sure that you retain the

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# Innovate Utah

## NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



**Skullcandy**, a Park City-based designer, manufacturer and distributor of audio products such as headphones and earbuds, has introduced its **Skull-iQ Smart Feature** technology. The new platform allows Skullcandy earbud users to go completely hands-free with voice control through any smartphone operating system.

Skull-iQ also enables over-the-air software updates as they become available without an Internet connection. Voice commands are available to play or pause content, accept or reject calls or turn on Stay-Aware Mode for enhanced safety. Users can also activate the audio streaming service Spotify with a voice command, becoming the first earbud manufacturer to have the function.



Concurrent with the release of Skull-iQ, Skullcandy debuted two new wireless earbuds, the **Grind Fuel** earbuds and the **Push Active** earbuds.

Used in conjunction with Skull-iQ, the Grind Fuel earbuds allow the voice-activated mode and feature superior sound with tuned acoustic drivers, dual noise-reducing microphones for natural and clear call quality and a noise-isolating attribute. The devices operate on Bluetooth 5.2 and use a USB-C rapid charging case.

Designed for sport and active use and also Skull-iQ-equipped, the Push Active earbuds are sweat- and water-resistant, also use a rapid charging case for up to 44 hours of battery life and a built-in Tile app to help in finding misplaced buds.

The Grind Fuel and Push Active earbuds are priced at \$99.99 and \$79.99, respectively, and are available at most electronics retailers or at Skullcandy's website.

Orem-based outdoor digital advertising agency **Blip** has launched its **Blip Marketplace Index**, an index reflecting purchasing trends and sentiment of Blip clients.



It is derived from millions of data points from 20,000 small and medium-sized businesses' (SMB) billboard budgets. The index analyzes outdoor advertising spending and is updated monthly with data released the first week of each month. Historical data dates back to 2017. "As the go-to marketplace for SMBs to purchase digital-out-of-home advertising, Blip has been able to track more than five years of SMB ad spend," said **Brent Thomson**, CEO and co-founder of Blip. "With advertising spend being a strong indicator of business health and profitability, we are making this insight

available to provide a snapshot of SMB spending within our economy." The index is available at [www.blipbillboards.com/blipmarketplaceindex](http://www.blipbillboards.com/blipmarketplaceindex).

**Richard Tanner** and **Cory Tanner**, owners of Moreton Business Solutions, have launched **Exit IQ**. With 30 years of collective experience, the Tanners said the Salt Lake City-based firm was established to help company owners when the time comes for them to leave their businesses.



The company said it provides owners with a disciplined process for determining the ideal exit strategy, proven advanced planning to streamline the transition, coaching throughout the lengthy complicated sale process and the knowledge of what is critical for closing at the highest possible value. "Our goal is to create the opportunity for owners to exit their business when they want, how they want and for the optimum price," Richard Tanner said, noting that advance preparation is critical for a tax-efficient and smooth business transition of ownership.

Online learning solutions company **eLearning Brothers**, based in American Fork, has introduced a new strategic consulting service, the **Strategic Learning Blueprint**. The platform evaluates an organization's existing training, helps design a custom training plan and activates the learning strategy. "Businesses can't afford to provide training that doesn't work," said **Andrew Scivally**, co-founder



and CEO of eLearning Brothers. "Organizations need effective learning solutions that are engaging, change behaviors, reduce costs and deliver results. As an end-to-end learning solutions provider, eLearning Brothers is uniquely positioned to develop custom training for organizations, whether that's virtual reality, gamification or other types of interactive learning experiences." **Treion Muller**, chief solutions architect at eLearning Brothers with 20 years of experience innovating, developing, digitally transforming and strategizing designing e-learning products, will head the Strategic Learning Blueprint team.

**Mailbox Power**, an online provider of personalized gifts and greeting cards for businesses, has announced the launch of **Mailbox Power 3.0**. The Lehi company said the new platform builds on the success of the company's one-of-a-kind technology. "This upgrade represents a leap forward in our direct mail personalized print-on-demand capability," said company co-CEO **Joe Kenemore**. "We're in the business of making



**Mailbox**  
POWER

our customers' phones ring. We do this by offering fully customizable greeting cards, postcards and gifts tailored to each business decision-maker's value proposition. We are in the business of strengthening relationships between a business owner and their customers and employees. We create that feel-good moment that will be truly remembered." Mailbox Power 3.0 features include custom inventory

fulfillment, multiple return addresses, image auto merge and dedicated live customer assistance.

Sandy-based **Mountain America Credit Union** has introduced its **MyInvest Platform**, an automated micro-investment manager. The institution said that MyInvest makes it easy for its members to start investing with as little as \$5. "The MyInvest platform is a great tool to start investing, and it doesn't require large sums of money or expensive fees," said **Kelly Albiston**, senior vice president and chief technology officer at Mountain America Credit Union. "MyInvest



allows any member to invest extra cash quickly and easily using online banking or our mobile app. Over time, it can really add up." Albiston said the platform is easy to access, has minimal fees and can be customized to users' personal preferences and risk tolerance. Users can set up automatic deposits to their investment account or choose to make a one-time transfer.

Provo-based **Qualtrics**, a technology company in the experience management category, has announced the release of **Experience ID**, a unified view of everything customers and employees have shared with a company, including their preferences, beliefs and feelings about their experiences with the product or brand. Experience ID enables companies to personalize experiences at scale, giving them granular insights about individuals. "For decades, organizations have been trying to deeply understand



their customers and employees," said Qualtrics CEO **Zig Serafin**. "But the universe of feedback is so vast that they need the right technology to capture it and put it into action. Experience ID delivers a powerful lens that can focus on each customer and employee, and also zoom out and reveal the big picture, enabling organizations to build deep, personal relationships with customers and employees."

**SimpleNexus**, a Lehi-based developer of a homeownership platform for loan officers, borrowers, real estate agents and settlement agents, has announced the integration of its **Nexus Closing** e-mortgage solution with **DocMagic's eVault** and **eNote** technologies. The integration enables automated generation of an e-note with a tamper-evident seal and delivers it to a secure e-vault. Electronic promissory notes are more secure and accurate than



their paper counterparts and give borrowers more time to review and understand closing documents, saving lenders time and money, the company said. "A fully digital closing, complete with eNote and eVault, is the last hurdle lenders must clear before offering borrowers and investors the myriad benefits of an e-mortgage. We're pleased to now offer these capabilities via our integration with DocMagic," said SimpleNexus Chief Product Officer Shane Westra.



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# Industry Briefs

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

## BANKING

• **D.L. Evans Bank**, based in Idaho, will open a full-service branch at 156 E. Winchester St., Murray, on Nov. 1. **Julie Taylor** will be vice president/branch manager. The company has branches in Tremonton, Brigham City, Logan and South Ogden among 37 throughout Utah and Idaho.

• **Mountain America Credit Union**, Sandy, has launched a **Spanish language initiative**. The program includes the recent roll-out of eight Spanish language hub branches that offer additional resources, marketing materials and signage in Spanish, as well as fluent Spanish speakers on staff. The branches are in Kearns; Magna; 700 North, Salt Lake City; 1225 S. Redwood Road, Salt Lake City; 2850 W. 3500 S., West Valley City; 2958 S. 5600 W., West Valley City; Mesa, Arizona; and Glendale, Arizona.

• **TAB Bank**, Ogden, has hired **Scott Franzen** for its sales team as a vice president and business development officer. Based in Minnesota, he will be responsible for sourcing new business opportunities in the upper Midwest region, providing asset-based and factoring working capital resources to commercial businesses throughout northern Midwestern states with annual revenues ranging from \$2 million to \$150 million. Franzen has nearly three decades of experience in accounts receivable financing and asset-based lending. Franzen's experience includes positions at



Scott Franzen

Transport Clearings, Associates Commercial Corp., Marquette Transportation Finance, UMB Commercial Finance and TCI Business Capital.

## ECONOMIC INDICATORS

• **Utah** is the best state in the U.S. for **older adults situated for retirement**, according to a list compiled by **MagnifyMoney**. Utah has the highest homeownership rate among older adults, at 86.4 percent. Utah is tied with New Hampshire for No. 2 on a list of states with the lowest share of adults 65 and older living below the poverty line, at 6.2 percent. It was No. 5 for share of older adults with retirement income, at 64.5 percent, and is No. 13 for the lowest percentage of its older adults who are housing cost-burdened, with only 24.5 percent of older homeowners spending 30 percent or more of their income on housing. The bottom-ranked state overall is California. Details are at <https://www.magnifymoney.com/blog/news/best-states-for-older-americans-study/>.

• **Salt Lake City** is ranked No. 5 overall in a listing of **Mid-Sized Americas Cities of the Future 2021-22**, compiled by **fDi**. Salt Lake was ranked behind the Canadian cities of Mississauga, Hamilton and Quebec and also Raleigh, North Carolina. FDi considered five main factors: economic potential, business-friendliness, human capital and lifestyle, cost-effectiveness and connectivity. In addition, local economic development organizations (EDOs) and investment promotion agencies (IPAs) filled out a survey on their plans and strategies to compete in a sixth category, FDI strategy. Salt Lake City was ranked No. 3 among mid-sized cities for economic potential and for human capital and lifestyle, and was ranked No. 8 for connectivity and business-friendliness. In a list of all cit-

ies of all sizes, New York City topped the rankings. Details are at <https://files.constantcontact.com/20894ff5001/e0db2bd2-0005-4412-9bb9-9ed19b12007b.pdf>.

• **Utah** is ranked No. 8 on a list of **laser strikes on aircraft** reported by pilots to the FAA in 2021 (through Sept. 30). Utah had 203 reports, part of 6,723 reported nationwide. There were 6,852 nationwide for all of 2020. California led the 2021 totals, with 1,167.

• **Utah** is ranked No. 31 among states as a place best for **starting a farm or ranch**, a list compiled by **LawnStarter**. It weighed 42 metrics, including existing farm communities to indicate viability, good infrastructure, and a suitable climate. We also compared the states based on overhead and return-on-investment potential. The top-ranked state is Montana. The bottom-ranked state is Alaska. Details are at <https://www.lawnstarter.com/blog/studies/best-states-to-start-a-farm/>.

• **Daggett County** is the "most paycheck-friendly place" in Utah, according to rankings compiled by **SmartAsset**. It compared income taxes, purchasing power, unemployment, and income growth in counties across the U.S. Daggett County is followed, in order, by Wasatch, Summit, Morgan, Davis, Utah, Salt Lake, Tooele, Millard and Weber counties. Details are at <https://smartasset.com/taxes/utah-paycheck-calculator#utah>.

## EDUCATION/TRAINING

• **Denise Dragoo** has been elected to the University of Utah **S.J. Quinney College of Law** Board of Trustees. She succeeds **David E. Leta**. Dragoo is a partner at Snell & Wilmer in Salt Lake City. Leta is a Snell & Wilmer attorney. Dragoo's practice focuses on natural resources, coal law, water law, environmental law, mining law, public land law, issues affecting the oil and gas industry, mine safety and health law. She also assists clients with compliance with the National Environmental Policy Act and related administrative appeals. Her legal career has spanned over 40 years. Her education includes receiving her J.D. from the University of Utah College of Law.



Denise Dragoo

## FOOD

• **Kodiak**, a Park City-based food company, has appointed **Cory Bayers** as chief marketing officer, a newly created position. He will lead all aspects of Kodiak's marketing initiatives, including strategy development, brand positioning, community building, content creation and partner collaborations. Bayers has



Cory Bayers

more than two decades of marketing experience, most recently as head of global marketing at Patagonia. He also spent more than six years at Lululemon Athletica, most recently as head of global brand creative, and served in various roles at Helly Hansen for a decade.



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## HEALTHCARE

• **Ioniq Sciences Inc.**, a Salt Lake City-based company that is developing a rapid and non-invasive multi-cancer screen for early detection, has named **Dr. Benjamin Haibe-Kains** to its Scientific Advisory Committee.

Haibe-Kains is a senior scientist at the Princess Margaret Cancer Centre, associate professor in the medical biophysics department of the University of Toronto and the Canada research chair in computational pharmacogenomics.



Benjamin Haibe-Kains

## INVESTMENTS

• **Pattern**, a Lehi-based company focused on global e-commerce and marketplace acceleration, has secured a \$225

million growth equity investment, led by San Francisco-based **Knox Lane Investment**. It also included participation from existing investors. Since its founding in 2013, Pattern has grown to more than 900 employees operating in 18 countries that support more than 100 global brands. **J.P. Morgan Securities LLC** acted as sole placement agent on the financing. **Jones Day** acted as legal counsel to Pattern. **William Blair** acted as financial advisor and **Kirkland & Ellis LLP** acted as legal counsel to Knox Lane.

• **Publisher Arts**, with offices in London; Santiago, Chile; and Salt Lake City, has closed on funding and a partnership with **Oxbridge Angels**, based in London. The funding amount was not disclosed, but the relationship ensures funding through each round as Publisher Arts achieves business milestones. Publisher Arts provides tools, analytics and data pool relationships to streamline the analytics process related to consumer viewing habits and content recommendations.

## LIFE SCIENCES

• **BioHive**, with a mission to brand, build and bring together Utah's robust and growing life sciences industry, has named **Katelin Roberts** as executive director. Roberts had been serving as interim executive direc-

tor since the launch of BioHive last year. Roberts has a broad range of leadership experience in the life sciences, from operations and manufacturing to investing. Most recently, she served as CEO of Line Logic, a company offering a catheter stabilization device. She also is a partner with MedMountain Ventures, where she will stay on in a nonoperating investing role. BioHive is a chartered organization of BioUtah, Utah's trade organization for the life sciences.

Katelin Roberts

• **The Weber County Commission**, the **Weber Prosperity Center of Excellence** and **Western Governors University** have signed a resolution to advance a partnership that is designed to support the more than 7,000 children impacted by intergenerational poverty in Weber County. The Weber

## PARTNERSHIPS

see BRIEFS next page



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# Industry Briefs

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Prosperity Center of Excellence will help expand the impact and reach of the Integrated Community Action Now (ICAN) model, which aims to reduce intergenerational poverty. ICAN aids families who remain in a cycle of poverty by taking a child-centric approach with two generational strategies. With a resource integration coach, families access integrated partners and resources to build family resilience, increase educational attainment and social capital to become economically mobile and provide future opportunities for children experiencing intergenerational poverty.

## REAL ESTATE

• **Century Communities Inc.** has announced the grand opening of its second phase at **Summerfield Estates** at 734 S. 1400 W., Provo. It will offer new homes in rambler and two-story floor plans. Colorado-based Century Communities operates in 17 states and more than 40 markets across the U.S., and also offers title, insurance and lending services in select markets through its Parkway Title, IHL Home Insurance Agency and Inspire Home Loan subsidiaries.

• **D.A. Davidson's** Special Districts Group has priced and closed \$106 million of limited tax general obligation bonds for **Black Desert Public Infrastructure District (PID)**, encompassing approximately 278 acres. The proceeds will fund public infrastructure for a commercial and residential resort community known as **Black Desert Resort at Entrada**. The project marks D.A. Davidson's fifth financing in the state, totaling approximately \$230 million raised for public infrastructure. The Black Desert PID is on the southeast side of Ivins. Black Desert Resort at Entrada is a commercial and residential resort designed as a vacation destination for guests and visitors, as well as a home for full- and part-time residents. Black Desert's Resort Center will accommodate guests in its 148 hotel rooms and 299 hotel condominium units and feature a 200-acre, 19-hole golf course; miles of nearby trails; a wellness spa; and 46,160 square feet of restaurant and retail space. Future residents of the community will reside in the Residential Village, planned for 32-single-family estates, 783 condominium units and approxi-

mately 214,000 square feet of commercial space. Construction on Phase One of the development began in 2020. Full build-out of the commercial and residential resort is anticipated in 2027. The development is being undertaken by **Enlaw LLC**, a Delaware limited liability company that is primarily owned by **Reef Capital Partners LLC**, a real estate private equity firm that has completed more than 400 projects across 35 states.

## RECOGNITIONS

• **Jamaica Triniman**, owner of Hello!Bulk, recently was presented with the **Salt Lake Region Small Business Development Center Client of the Year Award**. Hello!Bulk, at 355 N. 500 W., Salt Lake City, opened in 2018 and is a grocery store that bypasses packaging. Customers bring their own containers and purchase everything by weight. Supporting the company's growth have been the SBDC, Sorensen Impact Fund, Salt Lake Economic Development Loan Fund, Utah Microloan Fund and the GIV Group. The Salt Lake SBDC assisted more than 700 clients last year.

• **Orbit B-hyve**, a product offered by North Salt Lake-based **Orbit**, has been recognized by the **U.S. Environmental Protection Agency (EPA)** with the **2021 WaterSense Partner of the Year Award** for its dedication to helping consumers and businesses save water, even with the additional challenges presented by the COVID-19 pandemic. Orbit was recognized for promoting WaterSense and water efficiency throughout 2020, along with 33 other utilities, manufacturers, builders, retailers and other organizations that partner with WaterSense to promote water-efficient products, homes and programs. Ninety-five percent of Orbit Irrigation Products' B-hyve controller models are WaterSense-labeled and WaterSense-labeled spray sprinkler bodies joined the Orbit family of labeled products with 54 models in 2020.

• **CHG Healthcare**, Salt Lake City, has announced the winners of its new **Top Women in Healthcare Staffing** award, which highlights and honors women who are leaders in healthcare staffing. This year's honorees are **Marjorie Alexander-Vermeulen**, managing director of physician recruitment with ChenMed; **Amy Burns**, system

manager of physician recruitment for Ascension St. Vincent's; **Kim T. Collins**, lead physician recruiter for Luminis Health Medical Group; **Melissa M. Love**, vice president of professional staff services and the office of professional well-being for Ochsner Health; **Kristine A. Olson**, senior director of physician and professional services for Essentia Health; **Amy Powell**, director of provider recruitment and retention for Reid Health; **Aisha DeBerry**, group director of physician and advanced provider recruitment for Bon Secours Mercy Health; **Tiffany C. Ellington**, vice president of physician recruitment and retention for McLeod Health; **Sasha Randolph**, recruitment and retention manager for rural health education services at the University of Kansas Medical Center; **Christy Bray Ricks**, AVP, provider recruitment for LifePoint Health; **Carey Goryl**, CEO of the Association for Advancing Physician and Provider Recruitment (AAPPR); **Laura Screoney**, director of physician recruitment for New York-Presbyterian; **Lindsay Hamilton**, system director, provider recruitment for Northern Light Health; **Kate M. Kaegi**, senior leader of physician, provider and executive talent for SSM Health Dean Medical Group; **Nicole Kiser**, locum tenens recruiter for Aspirus Health; **Jennifer Semling**, manager of talent acquisition for Altru Health System; **Kayla Silver**, physician recruiter for Monument Health; and **Jennifer Waters-Plemon**, physician and APC recruiter for Marshfield Clinic Health System.

• **TCN Operator**, a platform offered by **TCN Inc.**, has been selected as a winner of a **2021 Contact Center Technology Award**, presented by *Customer* magazine, a publication of TMC. TCN Inc. is a St. George-based company and its cloud-based call center platform is for enterprises, contact centers, BPOs and collection agencies. The awards program is in its 16th year of honoring the best in technology solutions that enhance customer service. Winners are selected based on a product or service's ability to help enterprise, small-to-medium-sized businesses and outsourced contact centers deliver amazing customer experiences.

## TECHNOLOGY

• **Qualtrics**, a Provo-based company focused on experience management, has hired **Dr. Adrienne Boissy** as its first



Adrienne Boissy

chief medical officer. Boissy is a practicing neurologist most recently serving as chief experience officer at the Cleveland Clinic. She will continue as a neurologist at the Cleveland Clinic.

• **Executech**, a South Jordan-based managed IT services provider, has promoted **Sandra Smith** to chief administrative officer and **Kristen Norris** to chief financial officer.



Sandra Smith



Kristen Norris

Smith has been with Executech for more than 10 years. Initially a part-time employee, she worked in a variety of back-office and administrative capacities. Eventually she managed the marketing, recruiting, accounting, HR and all administrative aspects of Executech. Her new role gives her increased oversight and focus on the growing administrative needs of Executech, including HR, employee development, recruiting, internal operations and administration for Executech's core brand and over six subsidiary brands encompassing eight office locations and more than 270 employees. Norris joined Executech two years ago as part of the acqui-

sition of DSA Technologies, where she was employed for four years. Since joining, she has worked closely with the accounting and finance functions across Executech and its subsidiary brands. Before joining Executech, Kristen worked across accounting, finance and HR functions at DSA. Prior to that, she spent 10 years in roles that included client relations, account operations, and financial consulting. In her new role, she will oversee all financial operations at Executech, including the subsidiary brands and future acquisitions.

• **Jolt Software**, a Lehi-based company offering digital food safety and operations execution software for restaurants, has appointed **Shannon Lippe** as vice president of marketing. Lippe will be responsible for creating and overseeing the execution of Jolt's marketing strategy, furthering the company's growth across several mar-

kets. She has more than 10 years of experience in the hospitality technology industry at numerous companies, including Micros/Oracle and Shiji Group.

## TRANSPORTATION

• **Alaska Airlines** has announced it will start nonstop service between Anchorage and Salt Lake City on June 18, 2022. Alaska Airlines and its regional partners currently serve more than 120 destinations across the United States and to Mexico, Canada and Costa Rica.



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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](mailto:brice@slenterprise.com). The submission deadline is one week before publication.

## Oct. 18-21

### "Innovation Elevated,"

AURP's 2021 international conference that is a gathering of global leaders in the innovation community. AURP is the Association of University Research Parks, a not-for-profit international organization. Event is designed to advance new ideas at interactive sessions with C-suite executives. Location is Hilton Salt Lake City Center, 255 S. West Temple, Salt Lake City. Details are at <https://international.aurp.net/>. Oct. 21 is AURP Space Day, featuring regional, state and national leaders with a focus on developing innovation clusters on the ground to fuel the global entrepreneurial space economy. Details are at <https://international.aurp.net/aurp-space-day>.

## Oct. 19, 9-11 a.m.

"Efficiency through Business Process Management," part of the "Bagels & Business" program at The Mill Entrepreneurship Center at Salt Lake Community College. Presenter is Jim Broussard, veterans business advisor for the Small Business Development Center. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Details are at <https://www.meetup.com/meetup-group-AMilnOWy/events/281255443/>.

## Oct. 19, 11 a.m.-1 p.m.

"Business Women's Forum 2021: Bias Busting: Recognizing Unconscious Bias at Work." Speaker is Heather Doggett, chief operating officer at the Loveland Living Planet Aquarium. Location is the aquarium, 12033 Lone Peak Parkway, Draper. Cost is \$30 for members, \$40 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## Oct. 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 \$16 for members and \$17 for nonmembers pre-registered, \$20 for members and \$22 for nonmembers. Details are at [cachechamber.com](http://cachechamber.com).

## Oct. 19, 11:30 a.m.-1 p.m.

Business Alliance Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. No RSVP required. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## Oct. 19, 1-2 p.m.

"Talk About It Tuesday," a Women's Business Center of Utah event that is a weekly open discussion. Moderator is Sarah Barstow, WBCUtah southern office business advisor. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## Oct. 19, 5-6 p.m.

Women Entrepreneurship Panel, part of the "Entrepreneurship Chats" program at the Bill and Vieve Gore School of Business at Westminster College, in collaboration with the Utah Entrepreneurship and Business Network. Panelists are Margie Keates, owner, The Lovely Ave; Dana Williamson, owner and president, Waste Less Solutions; Chelsie Ross, co-owner, The Glass Hall; and Brenda Anderson, CEO, Jipe. Location is the Bill and Vieve Gore School of Business, 1840 S. 1300 E., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## Oct. 20, 8 a.m.-4 p.m.

"Emotional Intelligence," part of the Salt Lake Community College Frontline Leader Workshop Series focusing on identifying the components of emotional intelligence and exploring strategies to your awareness of emotions, developing an ability to manage emotions, and improving social skills. Location is SLCC's Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

## Oct. 20, 8 a.m.-4 p.m.

Eighth Annual Cache Business Women's Conference, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwood Parkway, Logan. Virtual attendance also is available. Details are at [cachechamber.com](http://cachechamber.com).

## Oct. 20, 9 a.m.-noon

"SBDC's Cash Flow Is King: Understanding Your Numbers Like a Pro," a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, MCPC 101, Sandy. Cost is \$29. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Oct. 20, 11 a.m.-1 p.m.

"Lunch & Learn," a Park City Chamber/Bureau event featuring a discussion about the Women's Business Center of Utah. The chamber/bureau and WBCUtah will have a similar event every other month for women busi-

ness owners in Summit County. Location is Intermountain Park City Hospital, Blair Education Center, 900 Round Valley Drive, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## Oct. 20, 11:30 a.m.

"In the Know" Series: UDOT Canyon Update, a South Valley Chamber event. Speaker is Josh Van Jura, Utah Department of Transportation project director, discussing the "gondola or road widening" options for Little Cottonwood Canyon. Location is Mountain America Credit Union, eighth floor, 9800 Monroe St., Sandy. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## Oct. 20, 9:55-11 a.m.

"Showcase Your Business and Products to Shoppers Online," presented by Grow with Google, in partnership with the Women's Business Center of Utah. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## Oct. 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>.

## Oct. 21, 8 a.m.-1 p.m.

Procurement Technical Assistance Center (PTAC) Symposium, presented by PTAC Center in the Governor's Office of Economic Opportunity and focused on opportunities for federal, state and local government contracting. Theme is "Connecting You to the Opportunities." Keynote speaker is U.S. Rep. Blake Moore. Another speaker is government contracting lawyer Matthew Schoonover of Schoonover & Moriarty. Event also features breakout sessions and networking opportunities. Location is the Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$60. Details are at [https://purchase.growtix.com/e/PTAC\\_Symposium\\_2021/](https://purchase.growtix.com/e/PTAC_Symposium_2021/).

## Oct. 21, 8 a.m.-3:30 p.m.

Rising Tide Business Owners Summit, presented by Blue Sky Business Resources. Event is designed for business owners in the lower middle market who realize that at some point they will exit their businesses. Keynote speaker is Dr. David Gruder, M&A success psychologist. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## Oct. 21, 8:30-11 a.m.

ConnectShare B2B Networking Event designed for business leaders and decision-makers. Location is the Miller Conference Center, 9750 S. 300 W., Sandy. Details are at [www.connectshare.com](http://www.connectshare.com) or by contacting Randy Hunt of the ConnectShare Advisory Board at [randy@clearpath-strat.com](mailto:randy@clearpath-strat.com).

## Oct. 21, 9 a.m.-1 p.m.

Lab Leadership Symposium, presented by ARUP Laboratories. Theme is "Creating Connections: Advancing Your Lab's Value in the Healthcare System." Keynote speaker Michael J. Dowling, Northwell Health president and CEO, will discuss "Leading Through a Pandemic." Event takes place online via Zoom. Free. Details are at <https://www.aruplab.com/2021symposium>.

## Oct. 21, 11:45 a.m.-1 p.m.

Connect 4 Lunch, a Point of the Mountain Chamber event. Location is Strap Tank Restaurant, 3661 Outlet Parkway, Lehi. Details are at [thepointchamber.com](http://thepointchamber.com).

## Oct. 21, noon-1 p.m.

"Formatting Blog Posts for Maximum Engagement," a Kiln event featuring Cat Johnson. Location is 1090 Center Drive, Park City. Details are at <https://kiln.co/events/cat-johnson-workshop-1021>.

## Oct. 21, 5-7 p.m.

"Business After Hours," a Salt Lake Chamber event. Location is Nordstrom City Creek, 55 S. West Temple, Salt Lake City. Complimentary for Circle Level members, \$10 for other members, \$15 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## Oct. 26, 11:30 a.m.-1 p.m.

WIB Luncheon, a South Valley Chamber event. Speaker is Erin Trenbeath-Murray, vice president of the Success in Education Foundation. Location is WCF Insurance, 110 W. Town Ridge Parkway, Sandy. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## Oct. 23, 2-6 p.m.

Professional Mixer, presented by the University of Utah Black Cultural Center and the Utah Black Chamber of Commerce. Location is The Shop Workspace, 350 E. 400 S., No. 404, Salt Lake City. Free for professionals and students. Details are at [business.utahblackchamber.com/events/](http://business.utahblackchamber.com/events/).

## Oct. 26, 11:45 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber

of Commerce event featuring a legislative process panel. Location is The Monarch, 455 25th St., Ogden. Cost is \$20 for WIB members and first-time guests, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## Oct. 27-28

Utah Outdoor Recreation Summit, with the theme "Outdoors Elevated." Event features five educational tracks, plus a keynote presentation by Dr. Steve Neeleman, owner of the Zion Ponderosa Ranch Resort with his brother David, a member of the Go Utah board of directors, and founder and vice chairman of HealthEquity. Location is Kanab Center in Kanab. Cost is \$175 for each summit, \$255 for both. Details are at [utahoutdoorsummit.com](http://utahoutdoorsummit.com).

## Oct. 27, 7:30-9 a.m.

"Mental Health in the Workplace," an Ogden-Weber Chamber of Commerce event featuring a panel discussion. Location is Weber County Commission Chambers, Weber Center, 2380 Washington Blvd., Ogden. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## Oct. 27, 8 a.m.-5 p.m.

Trends Conference, a ULI (Urban Land Institute) Utah event that is a gathering of leaders from business, government and the community to learn from local, regional and national experts in real estate, business and economics. Theme is "Reaching New Heights." Keynote speaker is Jack Uldrich, globalist, futurist and author. Other speakers include Peter Linneman, founding principal at Linneman Associates LLC, CEO of American Opportunity Zones Fund and CEO of KL Realty; and Marc Stanworth, managing director and chief operating officer at Dakota Pacific. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$255 for private-sector members, \$260 for public/academic/nonprofit; \$290 for private-sector nonmembers. Details are at <https://utah.uli.org/events-2/>.

## Oct. 27, 9 a.m.-noon

"SBDC's Cash Flow Is King: Understanding Your Numbers Like a Pro," a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, MCPC 101, Sandy. Cost is \$29. Details are at <https://clients.utahsbdc.org/events.aspx>.

**CALENDAR***from previous page***Oct. 27, 9-11 a.m.**

**Digital Marketing Academy**, a South Valley Chamber event. Speaker is Toby Eborn, senior vice president of business development at Firetoss. Location is Salt Lake Community College's Miller Campus, Free Enterprise Building No. 3, Room 203, 9750 S. 300 W., Sandy. Free. Details are at southvalleychamber.com.

**Oct. 27, noon-1 p.m.**

**"Solve the Business Puzzle,"** a Women's Business Center of Utah event that takes place online via Zoom. Free. Details to be announced at wbcutah.org.

**Oct. 27, 5:30-6:30 p.m.**

**"Teamwork Trifecta: Building a Powerhouse Team,"** a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

**Oct. 27, 6-7:15 p.m.**

**Women in Business After Hours**, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Details are at ogdenweberchamber.com.

**Oct. 28**

**"Growth & Prosperity Summit,"** a Utah Valley Chamber of Commerce event. Details to be announced at thechamber.org.

**Oct. 28, noon-1 p.m.**

**Women in Business**, a Box Elder Chamber of Commerce event. Contact the chamber for location details. Cost is \$10. Details are at boxelderchamber.com.

**Oct. 28, 5-6 p.m.**

**"Legal Clinic,"** a Small Business Development Center (SBDC) event in English and Spanish. Location is the Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

**Oct. 29, 8:30-11:30 a.m.**

**Utah Trails Forum Conference Workshops**, with master trail stewards field workshops from 11:45 a.m.-4 p.m. Event is a statewide gathering of trail planners, builders, advocates, users, tourism and local government leaders who want to advance the building and care of natural surface trails. Location is Kanab Center, Kanab. Cost for forum (without summit ticket) is \$80, \$65 if added to summit registration. Details are at [utahoutdoor-summit.com/utah-trails-forum/](http://utahoutdoor-summit.com/utah-trails-forum/).

**Oct. 29, noon-1:15 p.m.**

**Fall Women's Leadership Forum**, a Utah Women & Leadership Project event. Speaker Sally Helgesen, author, speaker and leadership coach, will discuss "How Women Rise: Break the 12 Habits Holding You Back from Your Next Raise, Promotion or Job." Event takes place online. Details are at <https://www.usu.edu/uwlp/events/upcoming-events>.

**Nov. 1-2, 2-4 p.m.**

**"Let's Get Together,"** a Women's Business Center of Utah event. Location Nov. 1 is Crossroads Center, 50 E. 200 S., Roosevelt. Location Nov. 2 is Vernal Innovation Hub, 43 E. Main St., Vernal. Free. Details are at wbcutah.org.

**Nov. 2, 10 a.m.**

**"Benefits,"** part of the 2021 Employers Council and Paylocity Online Training Series. Free. Details are at <http://info.employerscouncil.org/2021-paylocity-webinar-series>.

**Nov. 2, 11:30 a.m.-1 p.m.**

**Business Alliance Luncheon**. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. No RSVP required. Details are at [davischamberof-commerce.com](http://davischamberof-commerce.com).

**Nov. 2, 11:45 a.m.-1 p.m.**

**Bowling & Networking Lunch**, a North Utah County Chamber Alliance event. Location is Fat Cats, 212 W. Pioneer Crossing, Saratoga Springs. Details are at thepointchamber.com.

**Nov. 2, 6:30-8 p.m.**

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

**Nov. 3, 8 a.m.-4 p.m.**

**"Introduction to Customer Service,"** a Salt Lake Community College Employee Development Workshop. Whether face to face, across the country or across the hall, understanding and meeting a customer's needs is the key to success. Participants will learn to provide an exceptional experience for internal and external customers. 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>.

**Nov. 3**

**Titan Awards**, a South Valley Chamber event. Honorees are Fred Lampropoulos, CEO and chairman, Merit Medical; Peggy Larson, former senior vice president, WCF; and Mike Leavitt,

former governor and founder, Leavitt Partners. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details to be announced.

**Nov. 4, 7:45 a.m.-2 p.m.**

**South Jordan Business Summit and Expo**, a South Jordan Chamber of Commerce event. Location is Awaken Church, 322 W. 11000 S., South Jordan. Cost is \$30, \$40 the day of the event. Details are at <https://www.south-jordanchamber.org/events>.

**Nov. 4, 8 a.m.-3 p.m.**

**Utah's Business Diversity Summit**, part of the One Utah Summit Series and designed to engage business and community leaders in efforts to create more diverse and inclusive workplaces. Event will feature several keynote speakers, breakout sessions, networking opportunities and resources. Presentations are targeted toward businesses with well-developed diversity and inclusion programs, as well as those businesses without current efforts but

who want to engage. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$120. Details are at slchamber.com.

**Nov. 4, 6-8 p.m.**

**"Entrepreneur 101,"** a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

**Nov. 5 and 12**

**Government Affairs Bootcamp 2021**, a Salt Lake Chamber event designed for new and experienced government affairs professionals, company executives and public policy advocates to learn how to improve their effectiveness and understanding of advocating in the state of Utah. Location Nov. 5 is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Location Nov. 12 is Utah State Capitol Board Room, 350 State St., Salt Lake City. Cost is \$500 for members, \$750 for nonmem-

bers. Details are at slchamber.com.

**Nov. 9, 7:15 a.m.-3 p.m.**

**2021 Fall Business Conference**, a ChamberWest event with the theme "Strength of the West: Ensuring Business Success" and featuring two keynote presenters, six breakout sessions, exhibitor tables, breakfast and lunch. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details are at chamberwest.com.

**Nov. 9, 11:55 a.m.-12:55 p.m.**

**Monthly Women in Business Luncheon**, a Cache Valley Chamber of Commerce event. Check website for location. Cost is \$14 for WIB members, \$16 for nonmembers. Details are at cachechamber.com.

**Nov. 9, 1-5 p.m.**

**Crosstalk 2021**, presented by the Utah Advanced

see **CALENDAR** page 19



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## MINING

### MINERAL MINES

Listed Alphabetically



Mine Name	Commodity	Mine Location	Mining Method	Owner	Year Opened
American Gilsonite	Gilsonite	Near Vernal, Uintah Co.	Sub-surface	American Gilsonite	1904
Ash Grove	Portland cement products	Leamington, Millard Co.	Surface	Ash Grove Cement Co.	1980
Cricket Mountain	Limestone, limestone products	Near Delta, Millard Co.	Surface	Graymont Corp.	*
Devil's Slide	Limestone, cement products	East of Morgan, Morgan Co.	Surface	Holcim Inc.	1904
Enefit American	Oil shale	Uinta Basin, Uintah Co.	Surface	Enefit American Oil	*
Grantsville Facility	Limestone, limestone products	Grantsville, Tooele Co.	Surface	Lhoist North America	*
Great Salt Lake Minerals	Sulfate of potash, magnesium chloride	Great Salt Lake, Tooele Co.	Solar evaporation	Compass Minerals	1972
Moab Facility	Potash	Near Moab, Kane Co.	Solar evaporation	Intrepid Potash Inc.	1965
Morton Salt	Salt	Great Salt Lake, Tooele Co.	Solar evaporation	Morton Salt	*
Red Leaf Resources	Oil shale	Uinta Basin, Uintah Co.	Surface	Red Leaf Resources Inc.	*
Redmond Mine	Salt, bentonite	Redmond, Sevier Co.	Underground, surface	Redmond Minerals	1958
Sevier Playa	Potash	Sevier Dry Lake, Millard Co.	Solar evaporation	EMR Capital Investments	*
Simplot Vernal Mine	Phosphates and derivatives	Near Vernal, Uintah Co.	Surface	J.R. Simplot Co.	1960
Timple Facility	Salt	Great Salt Lake, Tooele Co.	Solar evaporation	Cargil Salt Inc.	*
US Gypsum	Gypsum	Sigurd, Sevier Co.	Surface	US Gypsum	*
Utelite Mine	Expanded shale	Coalville, Summit Co.	Surface	Utelite Corp.	1962
Wendover Facility	Potash	Great Salt Lake, Tooele Co.	Solar evaporation	Intrepid Potash Inc.	1938
Western Clay	Bentonite	Aurora, Sevier Co.	Surface	Western Clay Corp.	1963





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Fax: 435-752-5722

#### SPRINGVILLE

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Springville, UT 84663  
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Fax: 801-794-1414

#### CEDAR CITY

482 North Main Street  
Cedar City, UT 84720  
Phone: 435-586-4406  
Fax: 435-586-2362

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#### CLIFTON

549 - 32nd Road  
Clifton, CO 81520  
Phone: 970-434-7363  
Fax: 970-434-7367

#### DURANGO

1097 Hwy 3  
Durango, CO 81301  
Phone: 970-247-0522  
Fax: 970-247-9721

### WYOMING

#### ROCK SPRINGS

425 Jonah Drive  
Rock Springs, WY 82901  
Phone: 307-382-6570  
Fax: 307-382-6574

### NEW MEXICO

#### ALBUQUERQUE

6301 Edith Blvd Ne  
Albuquerque, NM 87107  
Phone: 505-433-2246  
Fax: 505-433-44

# COAL MINES

Ranked by Short Tons Produced 2020



Mine	County	Coal Field	Company	Thousand Short Tons Produced
1 SUFCO	Sevier	Wasatch Plateau	Wolverine Fuels	4,601
2 Skyline No. 3	Carbon/Emery/Sanpete	Wasatch Plateau	Wolverine Fuels	3,713
3 Lila Canyon Mine	Emery	Book Cliffs	American Consolidated Natural Resources	3,296
5 Castle Valley No. 3	Emery	Emery	Gentry Mining	660
8 Coal Hollow Mine	Kane	Alton	Alton Coal Development	569
4 Emery	Emery	Emery	Bronco Utah Operations	474
6 Castle Valley No. 4	Emery	Emery	Gentry Mining	11
7 Dugout Canyon Mine	Carbon	Book Cliffs	Wolverine Fuels	*



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# METAL MINES

Listed Alphabetically



Mine Name	Commodity	Mine Location	Mining Method	Owner	Year Opened
Bingham Canyon Mine	Copper, gold, silver, molybdenum	Bingham Canyon, Salt Lake Co.	Surface	Rio Tinto Kennecott	1906
Deer Trail Mine	Silver, gold, lead, zinc	Marysvale, Piute Co.	Underground	DT Mining/Mag Silver	2020
Gold Springs Project	Gold, silver	Great Basin, NV and UT	Surface	Gold Springs Resources	2020
Henry Mountains Complex (Tony M & Bullfrog mines)	Uranium	Henry Mountains, Garfield Co.	Underground	Energy Fuels Inc.	*
La Sal Complex (Beaver & Pandora mines)	Uranium, vanadium	La Sal Mountains, San Juan Co.	Underground	Energy Fuels Inc.	*
Lisbon Valley Mine	Copper	Lisbon Valley, San Juan Co.	Surface	Lisbon Valley Mining Co.	2004
Rocky Range Mine	Copper	Milford, Beaver Co.	Surface	Tamra Mining Co. LLC	*
Spor Mountain Mine	Beryllium	Spor Mountain, Juab Co.	Surface	Materion Natural Resources	1968
US Magnesium Facility	Magnesium	Great Salt Lake, Tooele Co.	Solar evaporation	US Magnesium LLC	1972
White Mesa Mill Facility	Uranium, vanadium, alternative feeds	Blanding, San Juan Co.	Mill	Energy Fuels Inc.	1980



\*Did not disclose. Please note that some firms chose not to respond, or failed to respond in time to our inquiries. All rights reserved. Copyright 2021 by Enterprise Newspaper Group. The Enterprise strives for accuracy in its list publications. If you see errors or omissions in this list, please contact us at lists@slenterprise.com.



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# MINING SERVICE PROVIDERS

Listed Alphabetically



Company Name	Contact Info.	Services Provided
ACF West Inc.	acfwest.com 800-804-1393	Geosynthetic solutions
Ames Construction Inc.	amesconstruction.com 801-977-8012	Heavy civil & industrial construction
Atkinson Construction	atkn.com 303-985-1660	Heavy civil & industrial construction
Barney Trucking	barneytrucking.com 800-524-7930	Trucking services
Barr Engineering	barr.com 801-333-8400	Engineering & environmental consulting
Boart Longyear	boartlongyear.com 801-972-6430	Drilling equipment & service
Bowen Collins & Associates	bowencollins.com 801-495-2224	Engineering & environmental consulting
Brahma Group Inc.	brahmagroupinc.com 801-521-5200	Industrial construction & project management
Brunel	brunel.net 801-987-5946	Recruitment & workforce solutions
C&G Construction	cgconst.com 435-882-1529	Civil construction, excavation, steel erection
Cumberland Surety Inc.	cumberlandsurety.com 800-767-8622	Insurance, underwriting, surety bonds
Dark Horse Timber	darkhorsetimber.com 435-525-1012	Mining timbers, lumber services
DC Power Solutions	dcpower.cc 800-326-0691	Large battery sales & service
Dorsey & Whitney	dorsey.com 801-933-7360	Legal services—natural resources practice
DP Systems	dpindustrialinc.com 801-886-2170	Industrial scaffolding, insulation, siding
Duff and Phelps	duffandphelps.com 415-693-5367	Corp. finance, valuation, advisory services
Dyno Nobel	dynonobel.com 801-364-4800	Blasting products & solutions
Em Strategies Inc.	emstrats.com 775-826-8822	Environmental consulting
Epiroc LLC	epiroc.com 844-437-4762	Equipment distribution & service
ERM-Rocky Mountain	erm.com 801-204-4300	Environmental, health, safety consulting
Fabian Vancott	fabianvancott.com 801-531-8900	Legal services, natural resources practice
FLSmith	flsmith.com 801-871-7000	Production facilities, equipment, services
GeoStrata	geostrata-llc.com 801-501-0584	Engineering & geoscience services
Geotemps Inc.	geotemps.com 775-746-7146	Recruitment & workforce solutions
Gerhart Cole	gerhartcole.com 801-849-0055	Geotechnical engineering
Golden West Industries Inc.	goldenwest-industries.com 435-637-5402	Chemical solutions for mining, materials handling
Golder Associates	golder.com 801-312-9320	Consulting, design, construction services
HDR Inc.	hdrinc.com 801-743-7800	Engineering, architecture, environmental services
Holland & Hart	hollandhart.com 801-799-5826	Legal services, natural resources practice
Hunt Electric	hunteelectric.com 801-975-8844	Electrical contractor
ICM Solutions	wheelercat.com 801-978-1432	Crushing and paving products
Industrial Supply	indsupply.com 801-484-8644	Industrial supplies, MROP materials
Ingenium Design	ingeniumdesign.us 801-413-7672	Engineering & design services
Jennmar Services	jennmarservices.jobs 435-637-9300	Recruitment & workforce solutions
Job Industrial Services Inc.	jobindustrial.com 801-433-0901	Engineering, procurement, construction mgmt.
Komatsu Equipment Co.	komatsueq.com 877-566-2878	Equipment distribution & service
Komatsu Mining	mining.komatsu 435-636-6100	Equipment distribution & service
Liebherr USA Co.	liebherr.com 307-686-0948	Equipment distribution & service
Magnum Development	magnumdev.com 801-993-7001	Chemical, gas storage, clean energy storage
McNeil Engineering	mceilingineering.com 801-255-7700	Civil engineering & design services

Company Name	Contact Info.	Services Provided
Milex Technologies	milextech.com 775-340-4942	Light tower & custom equipment manufacturer
Millcreek Engineering Co.	millcreekeng.com 801-904-2260	Engineering & construction management
Monsen Engineering	monseneengineering.com 800-821-0672	Product supply for design/build industry
North American Coal	nacoal.com 972-448-5400	Contract mining; technical, environmental & material handling solutions
NOW CFO	nowcfo.com 801-598-9390	Outsourced CFO, controller, accounting services
Parr Brown Gee & Loveless	parrbrown.com 801-532-7840	Legal services, natural resources practice
Parsons Behle & Latimer	parsonsbehle.com 801-532-1234	Legal services, natural resources practice
Pray and Co.	praysolutions.com 775-934-9308	Human resources, PR, org. effectiveness solutions
Precision Systems Engineering (PSE)	pseutah.com 801-943-5555	Heavy & commercial engineering: mechanical, electrical, civil, structural, controls, automation & project mgmt.
Ray Quinney & Nebeker	rqn.com 801-532-1500	Legal services, natural resources practice
Richwood Industries	richwood.com 800-237-6951	Bulk handling equipment distribution & service
Robinson Transport Inc.	haulcoal.com 435-529-7472	Trucking services
Rocky Mountain Industrial	rmiwyoming.com 307-472-5519	Flame-resistant & winter clothing, PPE supply
Savage Services Corp.	savageservices.com 801-944-6600	Transportation, logistics, operations services
Sapphire Gas Solutions	sapphiregassolutions.com 833-MOBLGAS	Mobile power generation solutions
SITECH Intermountain	sitech-im.com 801-978-1619	Mining/construction technology systems
Smith Power Products	smithpowerproducts.com 800-658-5352	Equipment, engine rebuild & service
Snell & Wilmer	swlaw.com 801-257-1900	Legal services, natural resources practice
Stantec Consulting	stantec.com 801-617-3200	Engineering, architecture, project mgmt. services
Stoel Rives LLP	stoel.com 801-328-3131	Legal services, natural resources practice
Strata Worldwide	strataworldwide.com 800-691-6601	Advanced mining safety solutions
Sure Steel	suresteel.com 801-675-8311	Supply and installation of structural steel
SWCA Inc.	swca.com 801-322-4307	Environmental consulting
TIC-The Industrial Co.	tic-inc.com 303-325-0300	Heavy civil & industrial construction
Tierra Group International	tierragroupinternational.com 801-210-9600	Civil & geotechnical engineering
Tram Electric Inc.	tramelectric.com 435-637-7291	Electric motor rebuild & service
Turner Mining Group	turnermining.com 812-277-9077	Contract mining, overburden removal, drill/blast, crushing & screening, specialty earthworks, plant staffing
Utah Metal Works	umw.com 877-221-0099	Industrial scrap & recycling services
VCI	govci.com 914-381-0000	Heavy industry research, advisory, investment serv.
Victaulic	victaulic.com 610-559-3300	Mechanical pipe joining solutions
W.W. Clyde & Company	wwclyde.net 801-802-6800	Heavy civil & industrial construction
Wagstaff Crane Service	wagstaffcrane.com 801-277-3820	Crane service & engineering
Wanzek Construction	wanzek.com 701-282-6171	Heavy civil & industrial construction
WESCO	wesco.com 801-975-0600	Industrial supply chain solutions
Western Cultural Resource Management	wcrminc.com 303-449-1151	Cultural resource consulting services
Wheeler Machinery Co.	wheelercat.com 801-796-8333	Equipment distribution & service
Wollam Construction Co.	wollamconstruction.com 801-938-9170	Heavy civil & industrial construction
Zooks Solutions Inc.	zookssolutions.com 888-772-4613	Recruitment & workforce solutions

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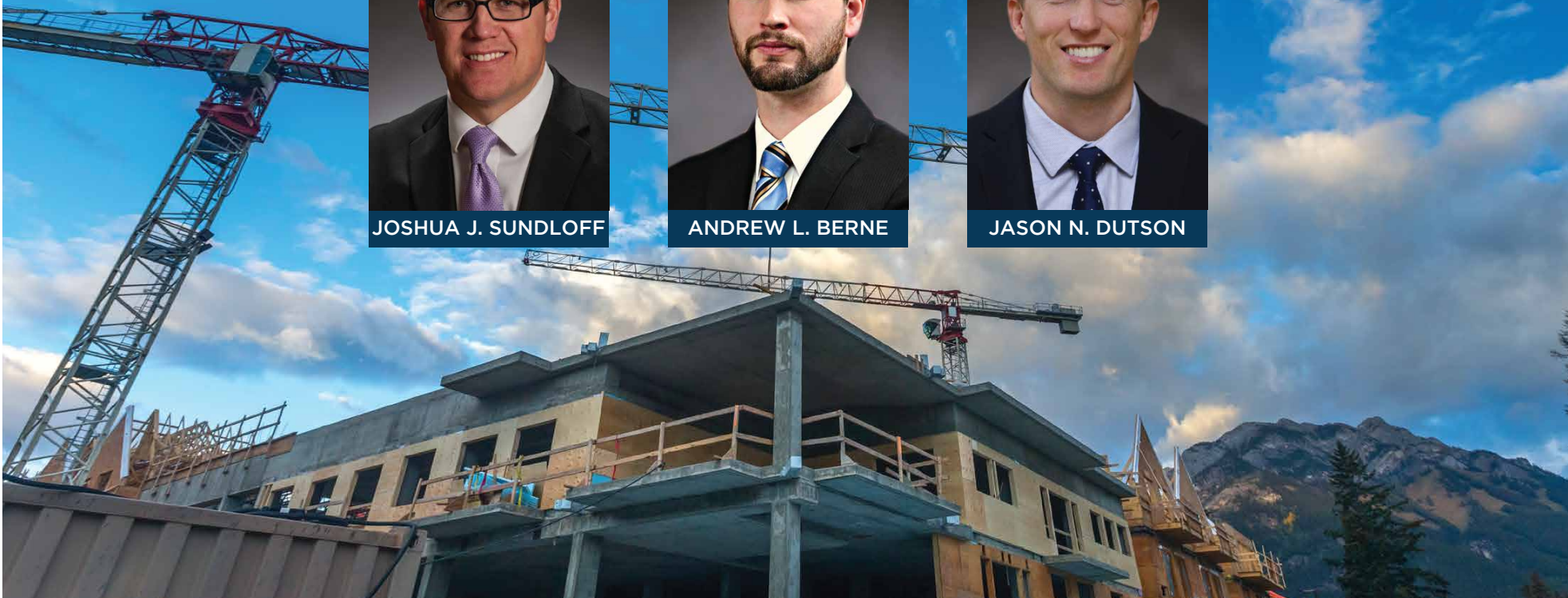
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**BRANDLESS***from page 1*

Tetro said the company needed to anchor Brandless in a place with the talent pool, innovation infrastructure and additional resources to support its rapid growth trajectory.

Tetro told the Go Utah board that the company has offices in Utah, Minnesota and Florida. "So, for us, this is an evaluation of making sure that we can expand into a really great area with lots of talent that accelerates this growth trajectory that we are on and that continues, and we really love the talent pool around in Utah, so we think that there's a great fit for what we're building," she said.

"Our trajectory is strong," added Matt Durham, chief financial officer. Brandless is projecting it will reach \$400 million in acquired revenue and organic growth over the next few years,

he said.

"The idea of focusing on just what matters in a mission-driven business providing products that are better for you, better for your family and better for the world is something that's compelling for the businesses that we're working with, the partnerships we're creating and the employees we're bringing on, so we're really excited to be able to do that here in Utah County and see this trajectory continue," Durham said.

The \$500,000 project is expected to generate \$348.3 million in new wages over 10 years and new state tax revenue of \$13 million during that time. The new positions are projected to pay an average of \$75,563.

"Brandless is quickly becoming one of Utah's fastest-growing consumer products companies," Dan Hemmert, Go Utah's executive director, said in a prepared statement. "With over a thousand new jobs, this corporate expansion will have a big impact here."

"Brandless' decision to anchor in Utah further validates our strong and expanding epicenter for consumer products and consumer tech," said Theresa A. Foxley, president and CEO of the Economic Development Corporation of Utah (EDCUtah). "Companies like Brandless choose Utah because we have one of the fastest-growing economies in the country, and provide everything they need to succeed."

"Lindon City is pleased that Brandless is considering investing in an expansion of its business and workforce within our community," said Lindon Mayor Jeff Acerson. "The company and its employees will be a valued part of our community and local economy."

Brandless this summer announced it raised \$118 million in equity and debt financing, led by Clarke Capital Partners, to acquire brands to expand its product portfolio. Clarke Capital Partners acquired Brandless in 2020.

**INLAND PORT***from page 1*

the Salt Lake City Council, tried to amend the resolutions in several ways but was unsuccessful. Among his suggestions were that the PID board contain an elected official "to represent the impacted voters" of the port area.

But Gregg Buxton, the UIPA board vice chair and a Utah state senator, said the PID board needs the two professionals. "I believe that putting more politics into this is the wrong thing to do," Buxton said.

UIPA board member Jevon Gibb, Salt Lake County's economic development director, suggested that the UIPA board serve as the PID board.

Board member Ben Hart, deputy director at the Governor's Office of Economic Opportunity, made the motion to approve the PID board creation without amendments.

"I think that the board has done a very thorough job in terms of explaining why we have the PID and why it's set up the way that it is," Hart said. "I know that it's not going to settle every question. I am very sensitive to those who feel like this is an 'us versus them.' I think it's unfortunate that we have gotten to that point. But at the same time, I think this is the right move for the district."

Five members of the public spoke during last week's meeting. They criticized the resolutions, saying the PID would "take public input out of the equation," the PID board would have no ac-

countability to the public, and that port activities should be left to the private sector.

Both PID-related resolutions were adopted by a 9-2 vote, with Faris and Rachel Otto, the Salt Lake City mayor's chief of staff, voting no.

Salt Lake City has sued over whether the Legislature's creation of the port authority violated the state Constitution. It is pending before the Utah Supreme Court and its decision could set a precedent for municipal land use and taxing authority matters in the state.

Among the proposed projects being considered for bonding is a transloading facility to ease the movement of imports and exports through Utah. It would be on 43 acres adjacent to the Union Pacific intermodal hub and transfer goods from inbound rail containers to larger containers for domestic movement by rail or truck. Currently, 90 percent of cargo entering the market comes by truck, so the facility's use of rail would reduce the truck traffic into the market.

Other projects being contemplated are a renewable refueling station, a public-private partnership with Stadler Rail to provide a site for day care and dining options during off-hours, turning an existing building into a U.S. Customs bonded warehouse, a North Temple rail line and the buildout of 7200 West.

The port authority board will retain the ability to appoint members to the PID board and to reverse or suspend the PID board's votes. The PID board's meetings will be open to the public.

**UDO***from page 3*

care understands the potential for this company to be our second Farmington unicorn [after Plural-sight]. This company, I feel like, is something that everyone is going to use at some point."

"We've got a very strong workforce to be able to help the growth with Udo," said Kent Anderson, Davis County's community and economic development director. "You can see the support that they've gotten from the private sector in their model, so Davis County is really excited to throw our support behind this project."

The \$6.2 million project is expected to generate new total wages of \$150 million over five years and new state tax revenue of about \$14.4 million during that time. The average wage of the new jobs is expected to be \$137,541.

"Udo is progressing rapidly, even by Utah technology standards," Danny Fraser, Udo co-

founder and CEO, said in a prepared statement. "We intend to create as much benefit for the Utah community and economic ecosystem as we possibly can. This commitment of support from the Governor's Office of Economic Opportunity will be a significant aid to our ability to reach our highest potential while locating our company headquarters and as many of our employees as possible here."

Dan Hemmert, Go Utah's executive director, called the project "a big win" for Davis County. "Udo will add to Utah's growing health tech sector, creating jobs for engineers, copywriters and more," he said. "We wish Udo success as they continue to grow."

"A lot of tech talent commutes south out of Davis County every day," said Chris Roybal, president of the Northern Utah Economic Alliance (NUEA). "Udo's choice of Station Park, with its convenient location and many amenities, will prove to be a recruiting plus for them."



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### CALENDAR

from page 11

Manufacturing and Materials Initiative (UAMMI) and Composites World and featuring world experts sharing the latest industry trends and research with composite professionals. Keynote speakers include ranking members of Utah's Governor's Office of Economic Opportunity, experts in additive manufacturing, and analysts from the world's leading research firms. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com). Event is in conjunction with the Composite World's Carbon Fiber 2021 Conference, but par-

ticipants need not attend Carbon Fiber 2021 to attend Crosstalk 2021. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

#### Nov. 11, 4-6 p.m.

**"She. He. We. Two Voices, Two Perspectives, One Great Team,"** a ULI Utah event focusing on successful female/male business partnerships and how they are stronger working together. Panelists are Mike Richmond and Dana Baird, Cushman & Wakefield; Ruth Hill and Owen Fisher, J.F. Capital; Ashley Atkinson and Kevin Ludlow, Sequoia Development; and moderator Crystal Maggelet, CEO of FJ Management. Details to be announced at <https://utah.uli.org/events-2>.

#### MANAGEMENT ANALYST

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### ENNICO

from page 6

right to offer "clearance" prices for merchandise that is in your inventory for a long time if the manufacturer refuses to take it back.

**No. 6: Will the Manufacturer Agree to Notify Other Distributors of Your Exclusive Rights?** Your agreement should contain a clause requiring the manufacturer to notify all of its other distributors of your exclusive online rights, specifically prohibiting them from selling the manufacturer's goods on their own websites.

Here's a final question you should ask yourself: How will you deal with "retail arbitrageurs" and other folks who circumvent your exclusive relationship by buying the manufacturer's goods (legally) at retail and then reselling them online? If this is a serious problem (lots of sellers are doing this), you may have to send them nasty letters ordering them to "cease and desist" their online selling activities.

If only a handful of items are being sold through "retail arbitrage," you may just want to ignore it. After all, it's probably how you yourself got started.

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

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