

## Focus



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## Port exec postpones vote on PID, citing 'political fires'

**Brice Wallace**  
*The Enterprise*

The Utah Inland Port Authority has hit some snags in developing a way to pay for the first port-owned facility: a proposed transloading facility to ease the movement of imports and exports through Utah.

The authority unveiled the facility idea this summer, and at a Sept. 8 port authority board meeting, officials discussed the creation of a public infrastructure district (PID). It delayed a vote on resolutions related to the PID's creation and the authoriza-

tion of the issuance of related infrastructure bonds — up to \$150 million — to finance the facility and some other infrastructure improvements.

A subsequent planned vote on the PID's creation and the bond authorization was postponed by Jack Hedge, UIPA's executive director, "in an attempt to bring this PID discussion back to merit arguments, and not further fuel the political fires."

The postponement had been requested by Salt Lake City Mayor Erin Menden-

see UIPA page 6

## Just three mos. in, job growth & retention nearing all of last year

**Brice Wallace**  
*The Enterprise*

July is known for fireworks, and that month started the state's job-creation and job-retention numbers for fiscal year 2022 with a bang.

A mere three months into the July-through-June 2022 fiscal year, both the Utah Office of Economic Opportunity (Go Utah) and its economic development partners, the Economic Development Corporation of Utah (EDCUtah), are reporting figures that are topping or on their way to topping those of entire previous fiscal years.

So far, Go Utah has incentivized projects expected to create about 11,000 jobs over the next few years. That's already higher than the entire 2021 fiscal year, when job projections reached 8,595.

That figure for fiscal 2022 is "by far over 2021 and we're only three months into 2022, so it's good to see those numbers go up," Daniel Royal, Go Utah's director of corporate growth and business development, told the Go Utah board at its September meeting.

While Royal cautioned that the activity likely will slow, Go Utah could end up topping the fiscal 2020 record of 13,364 new jobs.

Meanwhile, in the first three months of fiscal 2022, EDCUtah has worked on projects expected to create or retain 6,695 jobs. The figure was 8,306 for the entire fiscal year 2021 and puts EDCUtah at about 74 percent of its FY2022 goal of 9,000. In fiscal 2020, its projects were linked to creating or retaining 13,279 jobs.

"All in all, it looks like 2022 is a better year for projects," Royal said of Go Utah's figures. "I think as [COVID issues] are winding down, of course the delta variant is going up, people are looking for a place to put some money, so we're glad they're

see GO UTAH page 10



The Larry H. Miller Ford dealership in Draper is one of more than six dozen LHM locations across the West being purchased by Georgia-based Asbury Auto Group in a \$3.2 billion deal that also includes Total Care Auto, a service contract and vehicle protection provider owned by Miller.

## Georgia group acquires Miller dealerships in \$3.2 billion deal

Have I got a deal for you.

Sandy-based Larry H. Miller Dealerships and its sister company Total Care Auto are being purchased by Asbury Auto Group, a Fortune 500 company headquartered in Duluth, Georgia. The aggregate purchase price of \$3.2 billion includes roughly \$740 million in real estate.

The acquisition is expected to close in the fourth quarter.

"Since our family's purchase of a single Utah dealership in 1979, we have been

honored to cultivate a strong, values-based culture and customer-first business model within the automotive industry for more than four decades," Larry H. Miller Group of Companies owner Gail Miller said. "We feel a great sense of stewardship to our incredible associates and their families, to our loyal customers and partners, and to the communities where we operate."

see MILLER page 14



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# Succeeding in Your Business

## To avoid lawsuits, think like a burglar

A reader asks: “I am a small landlord. I buy houses and rent them. My accountant says I do not need a corporation or limited liability company. He says I should just get more liability insurance for my houses and call it a day. My friends and my investment adviser tell me I should incorporate this business. What do you think?”

To answer this one, I have to tell a story. Years ago, I was the police reporter for a daily newspaper. Every year, I had to interview a member of the city police force and do a story about “ways to keep your home from being burglarized.” One year, I interviewed a grizzled old detective sergeant who had been on the force for 40 years and was getting ready to retire. When I asked him for tips on how to keep burglars at bay, he gave me the following extremely candid answer:

“You know, you really can’t prevent your home from being burglarized. Today’s burglars have highly sophisticated tools that are better than anything we have in the police force, and they can break into just about anyone’s home if they’re motivated enough. What people CAN do is slow the burglar down.

“Like any other professional, a burglar wants to make his job as easy as possible and he doesn’t want to take unnecessary risks. He knows that his chances of getting caught and going to jail double or triple each minute he spends in your house. Once he’s in your house, he has to find the stuff he knows he can sell and get out of your house in 10 minutes or less. If he thinks he’s going to have a tough time doing that, he will stay away from your house.

“So by all means, put double locks on all your doors, put bars on your windows, get yourself a vicious barking dog and clear away all the shrubs around your house so the burglar has no place to hide. If a burglar sees you’ve done all of that, he will see your house as a high risk and he will stay away. Just recognize that anything you do is not 100 percent foolproof. If you’ve got the Mona Lisa in your living room and the burglar knows that, he may be motivated enough to take

the risk and try to break through all of your defenses.”

Excellent advice for homeowners, but what does it have to do with the reader’s question? Everything. When you run a business, you cannot ever be 100 percent certain that you won’t be sued, but there are lots of things you can do to make yourself an unattractive target. You can form a corporation or LLC, and make sure your customers and suppliers know that’s what they are dealing



CLIFF ENNICO

with. You can get lots of liability insurance so a disgruntled plaintiff will go after that rather than your house and other personal assets. You can make your customers sign “waivers” in which you disclaim legal responsibility for anything bad that might happen to them. You can deed your house and other important assets over to your spouse, provided your spouse is not involved in your business.

Even if you do all these things, you are not 100 percent judgment-proof. If someone is angry enough, rich enough and spiteful enough to bring a lawsuit just to make your life miserable, you’re in trouble. But most folks (or their lawyers) will look at your defenses, realize that it isn’t worth “throwing good money after bad” to sue you and will go away. They will go away mad, of course, and they may try to hurt you in other ways (such as badmouthing your business to everyone they know), but they probably will not sue you.

So, to answer our reader’s question: As soon as you have the cash to do so, get extra liability insurance, form a corporation or LLC for each house and make sure each lease is signed by the corporation or LLC so the tenants know they are not dealing with you personally. The other thing you can do is to treat your tenants so well, responding to their leaky faucets and plugged drains so promptly, that no one ever thinks to sue you in the first place.

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

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The Davis Hospital and Medical Center in Layton is one of five Utah hospitals acquired from Stewart Health Care by Tennessee-based HCA Healthcare. The facilities join eight other Utah hospitals that HCA owns and operates under the MountainStar Healthcare brand.

## HCA buys five Utah Steward Health hospitals

Nashville, Tennessee-based HCA Healthcare Inc. is buying five Utah hospitals currently owned by Stewart Health Care. HCA Healthcare also entered into an agreement to lease the hospitals' buildings from its owner, Medical Properties Trust Inc. of Vestavia, Alabama.

The Steward-owned hospitals in Utah being acquired by HCA are Davis Hospital and Medical Center in Layton, Jordan Valley Medical Center in West Jordan, Jordan Valley Medical Center-West Valley Campus, Mountain Point Medical Center in Lehi and Salt Lake Regional Medical Center in Salt Lake City. The hospitals will become part of HCA's Mountain Division, which includes 11 hospitals in Utah, Idaho and Alaska.

According to a statement from Stewart, divesting the five Utah facilities will help the company grow in other geographies and frees up capital for the Dallas-

based system to invest more in its accountable care model, which is the largest private physician-led model in the U.S. Steward operates hospitals in Arizona, Texas, Arkansas, Louisiana, Florida, Ohio, Pennsylvania and Massachusetts.

HCA already owns and operates eight Utah hospitals. Operating under the name MountainStar Healthcare, those hospitals are Brigham City Hospital in Brigham City, Cache Valley Hospital in Logan, Lakeview Hospital in Bountiful, Lone Peak Hospital in Draper, Mountain View Hospital in Payson, Ogden Regional Medical Center in Ogden, St. Mark's Hospital in Salt Lake City and Timpanogos Regional Hospital in Orem.

"Utah is one of the fastest-growing areas in the country, and the state's need for healthcare continues to increase," said Sam Hazen, CEO of HCA Healthcare. "We believe the addition of these facilities will help us improve

healthcare network options for patients and enable investment in services to meet increasing demand for healthcare. We look forward to welcoming them to the HCA Healthcare family."

"We are very proud of Stewart's significant contributions to the quality and efficiency of operations in these facilities," said Stewart chairman and CEO Ralph de la Torre. "We are confident that the combination with HCA Healthcare will enable the achievement of cost savings and further improved quality of care for patients in Utah."

HCA Healthcare is one of the nation's leading providers of healthcare services, comprised of 187 hospitals and approximately 2,000 ambulatory care sites, including surgery centers, freestanding ERs, urgent care centers and physician clinics. The company operates in 20 states and the United Kingdom.

Financial terms of the acquisition were not disclosed.

## Homie unveils Gen Z home-buying trends in national survey

Homie, a real estate technology company based in Salt Lake City, has released the results of a nationwide survey that reveals home-buying trends and perspectives of the next generation of homebuyers, Generation Z.

Key survey findings include:

- Gen Z is looking to change the way homes are bought and sold through technology. The majority of participants (67 percent) would consider using an online service or app to buy a home compared to 39 percent of millennials. While millennials are currently the largest adopters of real estate technology, digital tools will become even more prevalent as Gen Z enters the real estate market.

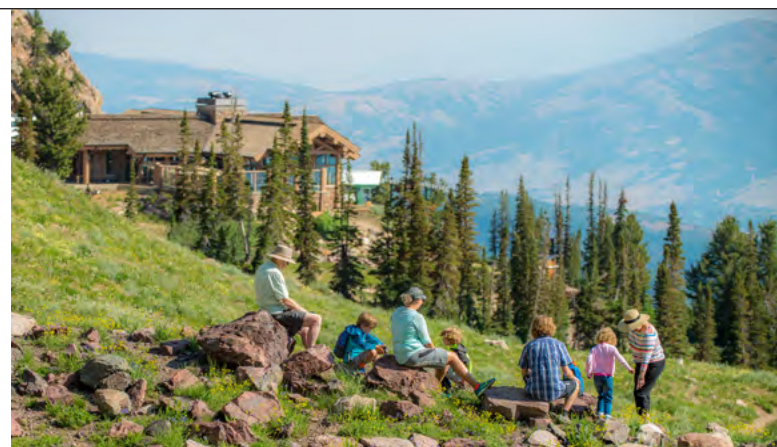
- Gen Z is willing to spend less money on a home compared to other generations. Forty-four percent of participants said they are willing to spend \$150,000 to \$250,000 on a home. According to the National Association of Realtors, the median U.S. existing home price is over \$360,000, proving this generation will need to be willing to spend more in order to achieve homeownership.

- A lifestyle change was the No.1 reason for wanting to buy a home. Forty-six percent of participants said a new job, growing family or relocating was the No. 1 reason for wanting to purchase a home. A recent study by Lending Tree found that Gen Z buyers are purchasing homes in more affordable cities including Salt Lake City, Oklahoma City and Phoenix.

- The majority of today's home buyers are not putting down 20 percent. To afford

homeownership in today's hot market, younger generations are putting less money down. Fifty-seven percent of participants said they are willing to put down 3 percent to 5 percent on a home, while 53 percent of millennials are willing to put down less than 15 percent on a home and 27 percent of millennials planned to put down less than 10 percent.

- The overall company experience trumps everything for Gen Z. When searching for a real estate company to buy or sell with, 52 percent of participants said the overall experience from start to finish is the most important factor, followed by technology at 33 percent. Millennials set the trend as the generation to value experiences over things and Gen Zers are following along this path.



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# SBA's Small Business Week puts spotlight on Utah's economy, COVID recovery

With National Small Business Week in the rear-view mirror, I am encouraged by the outlook for Utah's economy. As large reports are coming in after the pandemic, Utah has stayed in the spotlight and continues to get recognized as one of the strongest economies in the country and one of the best places to do business. In fact, Utah has held the No. 1 spot for the Best Economic Outlook on Rich States, Poor States list for 14 continuous years, and the Fox Business list since 2012.



MARLA TROLLAN

Utah has an impressive amount of collaboration among businesses and economic development organizations. We work together to find innovative solutions and create economic initiatives to help businesses thrive. These collective efforts, along with the efforts of our amazing business owners, have garnered considerable recognition for Utah in national rankings:

- No. 1 Best State Economy, WalletHub, June 2021.
- No. 3 Top State for Business, CNBC, July 2021.
- Best Economy, *U.S. News and World Report*, March 2021.
- No. 1 Best State for Entrepreneurs, *Forbes*, November 2019.
- No. 2 Best Place in America to Start a Business, *Inc.* magazine, August 2019.

• No. 3 Best State for Business, *Forbes*, December 2019 (No. 1 six times in the past decade).

Although Utah has become accustomed to phenomenal economic success, no one was immune to the difficulties brought on by the COVID pandemic. Nearly all industry sectors have been negatively impacted, with many of our tourism-based rural communities seeing disproportionate losses. The SBA Utah District Office worked hard to ensure that COVID-relief assistance, legislated and funded by Congress, was available to all Utah small businesses. It was important to our SBA team to make sure that information and resources were available throughout the state so all eligible businesses would know about and could have access to this support, including even the smallest of small businesses.

The most popular SBA COVID assistance program for small businesses was the Paycheck Protection Program (PPP). The PPP was designed to help small businesses keep their employees on the payroll while they weathered health-mandated closures and worked to adjust their business models for the new reality. The PPP was originally created under the Coronavirus Aid, Relief and Economic Security Act (CARES

Act) with \$349 billion in funding. The program was so popular that the funding was exhausted in two weeks. The program got an additional \$310 billion under the Health Care Enhancement Act (HCEA), \$284.45 billion under the Economic Aid to Hard-Hit Small Businesses Act and \$7.25 billion under the American Rescue Plan Act (ARPA).

Through the PPP program, SBA aided small businesses across the country with almost 12 million loans totaling close to \$800 billion. SBA's Utah District Office, along with over 500 participating lenders, approved 84,758 PPP loans amounting to \$7,075,823,844 for small businesses here in the state. Of that amount, about 15,000 loans for almost \$1 billion went to businesses in rural Utah.

**See Figure 1 Below**

While the PPP was essential for our businesses to combat the threats and setbacks of the pandemic, other SBA assistance was also available. Once the pandemic was declared a national disaster in March 2020, businesses that could demonstrate actual or anticipated economic impact from the pandemic were eligible for SBA's long-standing Economic Injury Disaster Loan (EIDL) program. The CARES Act added \$10 billion to the EIDL program which, like the PPP program, quickly ran out of funds. An additional \$50

billion was put into the program by the HCEA. In 2021 another \$15 billion was added to the program with the ARPA legislation. Utah businesses received 23,414 loans for \$1,732,387,482. Utah businesses in low-income communities were also eligible to receive supplemental advances under the EIDL program.

**See Figure 2 Below**

In addition to the PPP and EIDL programs, Congress created a couple of SBA programs targeted towards specific industries that were especially hard hit by the pandemic. The first program, the Shuttered Venue Operators Grant (SVOG), passed in the HCEA, provided SBA with \$15 billion to award grants to live venue operators, theatrical producers, live performing arts organizations, museums, movie theaters and talent representatives. An additional \$1.25 billion was appropriated under the ARCA. As of Aug. 2, the SBA has been able to provide funding through the SVOG to 104 Utah businesses amounting to \$115,484,427.

**See Figure 3 Below**

The second program is the Restaurant Revitalization Fund (RRF), passed as part of the ARPA. The RRF was funded with \$28.5 billion and allowed SBA to provide targeted support to restaurants, food trucks,

caterers, bakers, bars and others in the food and beverage industries. Of this appropriated amount, over \$116 million went to 468 Utah businesses — 41 to rural county businesses, 230 to women-owned businesses, 131 to socially and economically disadvantaged businesses and 19 to veteran-owned businesses.

**See Figure 4 Below**

All-in-all, SBA's COVID-relief programs provided over \$9 billion in support to Utah small businesses when it was desperately needed. I have heard from many of these small businesses that they would not have survived without the help. I had the opportunity to visit some of these businesses over the past year. I have been impressed by the resiliency and creativity of these businesses as they have adapted to address a changing environment. For example, restaurants developed online applications for easier ordering, added curbside pickup, increasingly utilized delivery services and incorporated drive-through windows.

We are still in a critical time for our small businesses and need to continue to work together to help these small businesses recover from the hardships caused by the pandemic. It's important to remember that, although there is much work to be done, this is not a rebuilding but a continuation of communities working together to repair damages from an external event.

A couple of years ago, our state's businesses and economy were stronger than ever, and we expect a successful rebound from the pandemic's setbacks. Our SBA Utah District Office is dedicated to continuing to work with our partners to assist small businesses in healing and returning to prosperity.

Marla Trollan is the SBA's Utah District director in Salt Lake City.

**FIGURE 1**

Total PPP Loans Approved for Utah Businesses (March 2020 – June 2021)

Location	# Loans Approved	Dollars Approved
Salt Lake County	33453	\$3,255,012,493
Utah County	14301	\$1,256,584,973
Davis County	7411	\$608,995,660
Washington County	6145	\$356,312,540
Weber County	5198	\$413,953,938
Cache County	3250	\$227,987,012
Rural Utah	15000	\$956,977,228
<b>Total</b>	<b>84758</b>	<b>\$7,075,823,844</b>

**FIGURE 2**

Total EIDL Loans Approved for Utah Businesses as of August 19, 2021

Location	# Loans Approved	Dollars Approved
Salt Lake County	9423	\$694,634,124
Utah County	4645	\$344,083,658
Davis County	2010	\$149,544,500
Washington County	1613	\$119,445,400
Weber County	1408	\$101,337,400
Cache County	644	\$49,435,100
Rural Utah	3671	\$273,907,300
<b>Total</b>	<b>23414</b>	<b>\$1,732,387,482</b>

**FIGURE 3**

SVOG Funds for Utah Businesses as of August 16, 2021

Type of Business	# of Businesses Approved	Amount Awarded
Live Performing Arts Organization Operator	21	\$18,133,571
Live Venue Operator or Promoter	37	\$45,812,625
Motion Picture Theater Operator	24	\$15,462,976
Museum Operator	9	\$18,169,145
Talent Representative	4	\$934,638
Theatrical Producer	9	\$16,971,474
<b>Total</b>	<b>104</b>	<b>\$115,484,427</b>

**FIGURE 4**

RRF Funds for Utah Businesses as of July 12, 2021

Type of Business	# Businesses	Amount Awarded	Disadvantaged	Veteran	Women
Bakery	4	\$259,649			3
Bar, Saloon, Lounge, Tavern	43	\$14,097,327	5	4	14
Brewery	3	\$1,037,100			
Caterer	61	\$22,893,279	14	5	26
Food Truck, Cart, or Stand	38	\$2,982,699	9	3	23
Licensed Alcohol Producer	2	\$663,722	2		
Other	20	\$2,703,151	7		13
Restaurant	280	\$68,942,348	92	5	141
Snack Bar	17	\$2,700,557	2	2	10
<b>Total</b>	<b>468</b>	<b>\$116,279,833</b>	<b>131</b>	<b>19</b>	<b>230</b>

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# Three reasons you must scrutinize your balance sheet

My client was clearly agitated. This was in distinct contrast to his typical demeanor. Normally, he was both optimistic and enthusiastic, but not today. He shared that while his top-line revenue was growing, he was increasingly having trouble paying his bills. Revenue was great, but cash flow was tight.

While there can be a number of contributing factors to this problem, I suggested that we initially shift our attention from revenue and cash flow to the client's balance sheet, specifically examining his accounts receivable. How much was he owed from his customers?

This simple question led to an immediate and important insight. His accounts receivable balance was huge when compared to his monthly revenue — and it was growing every month. Further investigation led us to discover that over 30 percent of his annual revenue was uncollected. Receivables that should have averaged 30-40 days were aging at an average of 90-120 days.

While many businesses employ a receivables manager, this client did not. In fact, as we discussed his current problem, he confessed that he “never felt the need for an A/R manager; the dollars just always kept rolling in.”

This exposed an issue that can afflict any of us: the attitude that “if it ain't broke, don't fix it.” Of course, in this case (and quite often), it really is broken; it just hasn't yet presented itself as a nasty problem.

So, the nasty problem was identified. Following up with customers on their unpaid or partially paid balances needed immediate attention. Fortunately, we weren't too late to address the issue, and within a few months my client's cash flow problem was resolved. Thus, the first essential balance sheet insight: **Know how much is owed to you.**

The second insight is akin to,

but opposite, of the first: **Know how much you owe.** Effective management of your accounts payable is also essential. Failure to manage this will inevitably result in poor vendor relations (when bills are paid slower than agreed-upon terms) or constrained cash flow (when bills are paid more quickly than is necessary).

One client years ago was informed that he had won the Irish Sweepstakes and that a large sum of money was forthcoming. He was sure there was some mistake; he had never purchased tickets in that lottery. After some investigation, however, it was proven that he was the winner.

How? A European vendor had purchased the tickets, using money that my client had overpaid on his invoices. The vendor had tried to return the overpayments, but when they continued over time, he instructed his A/R people to take the excess and buy lottery tickets for my client. The ultimate windfall was, of course, appreciated, but more importantly, it exposed the need to pay much closer attention to the company's accounts payable management.

The third insight is a combination of the other two: **Track the liquidity health of your company.** This is done through what is known as your “working capital ratio,” or “current ratio.” This simple formula — current assets divided by current liabilities — is widely used in the financial community. As a basic rule of thumb, you want this ratio to be greater than 1, which simply says you have enough assets that are readily convertible to cash to cover your current bills.

Depending on your industry, you may get a clearer picture of your liquidity if you subtract your inventory from your current assets, since it may not be realistic to assume that you can quickly convert inventory into cash



**RICH TYSON**

## Utah hosts research park confab

University research park directors, planners, builders, scientists and innovators from around the globe will gather in person and virtually Oct. 18-21 in Salt Lake City to learning best practices on creating, growing and sustaining communities of innovation.

“Utah, with its entrepreneurial spirit, world-class universities and award-winning research parks, is a perfect venue to explore these ideas,” said a press release from the University of Utah Research Park.

With the annual Silicon Slopes

Summit providing a look at tech startups and innovation the week before, the Association of University Research Parks' (AURP) International Conference will be a key opportunity to highlight the great strides Utah continues to make in building an international tech community through research parks, innovation districts, accelerators and incubators, according to Utah technology industry officials.

The University of Utah and its Research Park (which won the AURP Research Park of the Year in 2020) will host the conference.

(this amended ratio is sometimes referred to as the “acid test” or “quick ratio”).

Your best use of these ratios is twofold: First, in comparison to your balance sheets from prior periods, so that you can see how your liquidity is trending, and second, in comparison to other companies

of your size in your industry. Such comparative data is available from several sources, such as RMA (Risk Management Association).

All three of these insights require that you keep your balance sheet up to date and accurate. With timely and meticulously prepared monthly balance sheets, such in-

sights will constitute critical key performance indicators for virtually every business, small or large.

Richard Tyson is the founder, principal owner and president of CEObuilder, which provides forums for consulting and coaching to executives in small businesses.

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# Ten reasons why the best leaders are coachable

As an outsider looking in, making it to the top of an organization and becoming part of the leadership team can seem pretty glamorous. It's a sign of accomplishment, mastery and even power. But the one secret that all great leaders know is that just because they are at the top of the ladder, learning never stops. In fact, at this level, it's more intense than ever. That's why most great leaders all have coaches.

It's kind of ironic when you think about it. The people you assume don't need coaching

are often the most open to it, and the people who need it the most never even consider it. A coach is more than a person who helps you master your skills. He is a sounding board, experienced, a trusted guide, knows the ins and outs of business and people, can spot problems before they become catastrophes and can bring you to a new level of success that you couldn't reach on your own.

Here are 10 reasons why it's imperative that as a leader you commit to being coachable and foster a lifelong learning mindset:

**Standing on the Shoulders of Giants.** While any leader must be hardworking, innovative and determined, the fastest path to achieving greater success is to build upon the success of those who have come before you. Instead of starting at Square 1 and

trying to reinvent the wheel, learn what has succeeded and what disasters to avoid from your coaches and leapfrog past the hurdles they faced. You will be able to blaze new trails much further along the road to success if you don't have to retreat the paths that were already taken by others.

**Expanding the Legacy.** If you are rising through the ranks in a well-established business, you must consider the fact that you will be representing, continuing and expanding upon the legacy and reputation of the institution. You will be at the reigns, but the business is also larger than just you. Learning from your predecessors and anyone with knowledge of the history, philosophy and values of the company can help you fit your vision and talent into the overall framework of your business.

**Learn to Build Teams.** The strongest leaders understand delegation. Even the perfect conditions or best-laid plans can lead nowhere without a strong team to carry them out. As a developing leader, observe those who have assembled the most effective teams. Try to be the best team member yourself and be receptive to advice and coaching. This will help draw the blueprint for how you select and manage your own future teams.

**Student to Teacher.** While most of us would (maybe not

so) secretly like to be enshrined as the best that ever was or will be, in reality it is best to be part of a continuing successful operation that will be able to sustain a company indefinitely. Be an apt student and an astute teacher to make sure that there are no weak links in the chain.

**Networking.** One of the benefits of receiving coaching is that you are likely to be exposed to many important contacts who will be beneficial to you. Never underestimate the utility of a good network. Encourage introductions through your coach and maintain contact with them. You never know when they could be of service to you in the future and it helps to build as many bridges as possible.

**Pathway to Goals.** Having a vision of your goals is one of the essentials for any effective leader, but you might not have figured out every single step of the path yet. Having a coach may help guide you in the right direction and help point the way toward what you hope to achieve. Having thorough conversations with your coach about what you are trying to accomplish may stimulate ideas and provide resources that you were previously unaware of.

**Step Outside the Comfort Zone.** Most of us tend to find a routine that we more or less stick to. We may start to go to the same places over and over or approach each challenge in a similar way. This can make the process go

faster, but it can also leave us spinning our wheels and going nowhere. A good coach can help lift us out of the static pattern and get us walking forward instead of walking in place on a treadmill.

**We Are the World.** A great situation for having a coach is when you are doing international business in unfamiliar territory. Every country, region, sector or city may have their own customs and methods and it will be of enormous benefit to have a guide to help you learn the ins and outs of doing business in these areas.

**Flow and Adapt Like Water.** When you have a coach, it helps to be receptive and adaptable. Become like water and be able to take any shape. Don't try to be rigid and assume that only your own methods will work for you. Learn without judgment, then take whatever will benefit you from the experience.

**Never Stop Learning.** Even

if you are the CEO of the biggest corporation on Earth, never think that there are no higher mountains to climb or that the only direction to look at others is down. The tricky specter of success will rarely stand still for long and it has a habit of pulling the rug out from under you right when you think you can stand still. Remain humble enough to listen to others, even if they are not at the same level of success as you, and never stop learning. There will always be some improvement that can be made, some unexpected opportunity or some threat on the horizon. Let every step you take be a new step into a larger world.

Angela Civitella is a business executive and leadership coach. She is the founder and CEO of Intinide, which provides one-on-one business leadership coaching with offices in Montreal, Boston, and South Florida.



ANGELA CIVITELLA

## UIPA from page 1

hall and Salt Lake City Council Chairwoman Amy Fowler, who had several questions about the PID's creation and financing and the infrastructure's ownership and future maintenance.

The postponement also occurred while a group of people protested outside the port authority offices.

Hedge has said the facility would address the current inefficient movement of international containerized goods into Utah. The transloading facility would take inbound West Coast ocean-going containers arriving at the Union Pacific intermodal facility in Salt Lake City and transfer the contents to larger containers for domestic movement. For every three international containers coming into the transloading facility by rail, two domestic containers would leave for rail or truck movement.

In addition to the transload facility, other projects related to the PID are a renewable energy station and some rail infrastructure improvements.

Hedge said on Sept. 8 that the projects "are meant to fill existing gaps, current gaps, in the logistics network and logistics system that serves Utah and the Utah economy and frankly the economy of the entire Intermountain West, both in terms of imports and exports."

The PID is seen as strictly a capital financing tool for the projects. About \$94 million for construction costs would be repaid over time from the authority's growth revenues. The cur-

rent financing plan contemplates a total of \$120 million of bonds — project costs plus capitalized interest, debt service reserve fund and issuance costs — at a combined interest rate of 4 percent to 4.25 percent to be repaid over 30 years.

In a response letter to the Salt Lake City officials, Hedge and Jill Flygare, UIPA's chief operating officer, wrote that the PID would be a subordinate entity to UIPA and its board, that the PID could operate and maintain the created infrastructure, and that any new property taxes would require the consent of all of the property owners first.

"This tax, if ever approved, would not take away from SLC taxes or its general fund, or that of any other taxing entity in any way, as it would allow a property owner to self-fund infrastructure costs by imposing an additional tax or assessment," the letter said.

Hedge and Flygare also stressed that current interest rates for bonds "are as low as they have been in 33 years" and that UIPA "would be derelict in its duty to not take advantage of these low interest rates."

The letter concludes with a summary: "We hope this clarifies the issues raised. In summary, a UIPA PID fits well within UIPA's mandate; it creates an entity focused on the key operations of its infrastructure, but yet still fully answerable to the UIPA board; and, moving forward with the bonds in an expeditious manner allows us to take advantage of currently low interest rates and is a wise course of action."

A meeting to vote on the matter has not been rescheduled.



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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.

## ACCOUNTING

• **Tanner LLC**, Salt Lake City, has appointed **Ben Lonsdale** as associate director of business development.



Ben Lonsdale

He will focus on recruiting and connecting clients in the high-growth startup industry, as well as established companies wanting a fresh approach to accounting services. Lonsdale has 20 years of experience in sales leadership and partnership development. He has held many sales leadership roles, including chair of the University of Utah Entrepreneur Challenge, director of sales at Paradigm Life and vice president of strategic partnerships for Diathrive. He received a Bachelor of Science degree in Organizational Behavior at the University of Utah.

## BANKING

• **Bank of Utah**, Ogden, has named **Alfred Bautista** as branch manager at its Sandy location, **Kim Lenhart** as branch manager at its Logan branch, **Cody Turner** as branch manager at its Provo branch, and **Jack Mangum** as commercial loan officer at the



Alfred Bautista



Kim Lenhart



Cody Turner



Jack Mangum

bank's Orem location. Bautista has more than 15 years of accounting and leadership experience, most recently serving several years as the branch manager at a credit union in Herriman and then accounting assistant manager in the corporate office. He graduated from Westminster College with a degree in international business. Lenhart has served in management positions for decades, most recently serving as the office manager for an RV dealer in North Logan for nearly 20 years. Turner comes to Bank of Utah with several years of experience at two national banks. He received a bachelor's degree in finance at Utah Valley University. Mangum has more than 17 years of banking experience. He graduated from Utah Valley University with a bachelor's of science degree emphasizing banking and finance.

• **Bank of Utah**, Ogden, has been named successor trustee to three of Utah's most philanthropic foundations: The **Donnell B. Stewart-Elizabeth Dee Shaw Stewart Education Foundation**, the **Mary Elizabeth Dee Shaw Charitable Trust**, and the **Donnell B. Stewart-Elizabeth Dee Shaw Stewart Foundation**. The transitioning of their trust and investment portfolios to Bank of Utah occurred as their previous trustee transferred operations to another firm out of state.

• **Credit Union Leasing of America (CULA)** and **University Federal Credit Union** have partnered to offer affordability and flexibility of credit union vehicle

leasing to Utah, with their first leases having closed in August. This partnership makes UFCU the only credit union in Utah to offer vehicle leasing, while further expanding CULA's national footprint. The credit union has more than 100,000 member-owners. The first six months of 2021 were record-breaking for CULA, with over \$950 million in lease originations, an 88.8 percent increase over the same period in 2019, and the highest period of originations in CULA's more than 30-year history.

## COMMUNICATIONS

• **WeLink**, a Lehi-based next-generation broadband provider, and **Eero**, an Amazon company, are partnering to deliver next-generation wireless broadband and whole-home connectivity to homes around the nation. The companies will offer connectivity using wireless-fiber, 5G mmWave technology with tri-band Wi-Fi 6.

## CONTESTS

• Applications are being accepting through Nov. 1 for the **2021-22 University of Utah Opportunity Quest** competition, a statewide business-plan executive summary contest offering \$8,000 in cash prizes and expert feedback. Opportunity Quest first-place winners also get a guaranteed spot in the statewide Utah Entrepreneur Challenge for a chance to win more prizes. Details are at <https://lassonde.utah.edu/oq>. The Lassonde Entrepreneur Institute hosts branch OQ competitions across the state at the University of Utah and partner universities.

## ECONOMIC INDICATORS

• **Utah** is ranked No. 45 on a list of "2021's Best States for Fishing," compiled by **Lawn Love**. It considered high levels of community interest in the sport, an abundance of water sources, easy access to gear, and affordable fishing licenses, among other factors. The highest-ranked state is Alaska. The bottom-ranked state is Nevada. Details are at <https://lawnlove.com/blog/best-worst-states-for-fishing/>.

## ENVIRONMENT

• **Skullcandy Inc.**, a Park City-based producer of stereo headphones and wireless earbuds, has underscored its commitment to sustainability by promising to keep 1 million pounds of e-waste out of landfills globally by 2025. The company said it has saved 458,480 pounds of product from ending up in landfills to date and will exclusively use 100 percent

recyclable packaging by the end of this year. Wherever possible, the use of plastic is being reduced or completely eliminated, and by 2023, Skullcandy said, it will shift to solely utilizing FSC-certified paper products.

## GOVERNMENT

• The **Utah Department of Workforce Services** has named **Jeremias Solari** as the director of the Workforce Research and Analysis Division. He succeeds **Collin Peterson**, who recently joined the Department of Technology Services. Solari has been with the department since 2016, serving for the past two years as the division's assistant director with direct oversight of the Labor Market Information group, the department's economists, and the Utah Data Research Center. In the division, Solari previously served as the manager of the Utah



Jeremias Solari

Financial Services. Solari earned a Master of Science in economics and bachelor's degrees in economics and psychology from the University of Utah.

## HEALTHCARE

• **Nomi Health**, an Orem-based company with a mission to simplify healthcare billing and lower costs, has partnered with **RIP Medical Debt** to eradicate more than \$225 million in overdue medical bills. The contribution relieves more than 176,000 Americans across **Utah**, Florida, Colorado and Nebraska of their debt loads. The money owed had accumulated from surprise billing and high healthcare costs before the pandemic. The debt Nomi absolved is for individuals who meet RIP's criteria of living at two times or below the poverty line, or those whose debts are 5 percent or more of their annual income.

• **Co-Diagnostics Inc.**, a Salt Lake City-based molecular diagnostics company with a platform for the development of molecular diagnostic tests, is rebranding its image "to better reflect its expanded scope, mission and upcoming expansion into new diagnostics verticals, in addition to ongoing development in liquid biopsy for mutations associated with cancer and agricultural applications," the company said. The rebranding includes a new logo, website and other related visual assets and

marketing materials and will take place over the next several months. In April, the company obtained Emergency Use Authorization (EUA) from the U.S. Food and Drug Administration (FDA) to be used for the diagnosis of SARS-CoV-2 by clinical laboratories certified under Clinical Laboratory Improvement Amendments (CLIA) to detect the presence of the virus that causes COVID-19. Since then, the company has sold over 22 million tests to hundreds of labs in over 50 countries and throughout the United States. The company is developing an at-home and point-of-care testing platform aimed at providing inexpensive, fast and accurate test results.

• **Elevar Therapeutics Inc.**, a Salt Lake City-based biopharmaceutical company, has appointed **Robert Faulkner** as vice president of drug metabolism pharmacokinetics and clinical pharmacology, **William Kelce** as vice president of non-clinical development, and **Jennifer Lee** as vice president of clinical operations and data management. Faulkner's responsibilities will span all Elevar development programs, as well as exploratory studies to support evaluation of potential pipeline expansions. He has nearly 40 years of biopharmaceutical industry experience, most recently serving as senior director of clinical pharmacology and biopharmaceuticals at Sun Pharmaceutical Industries Ltd. Kelce will lead the strategic plan and implementation of Elevar's non-clinical pharmacology and toxicology programs in collaboration with internal and external partners. He has nearly 30 years of experience in small molecules, biologics, and cell and gene therapy within the oncology space. He most recently served as senior director of non-clinical and early clinical development at Voison Consulting Life Sciences. Lee will be responsible for providing operational expertise on the strategy, design, execution and interpretation of data from Elevar's solid tumor late-stage



Robert Faulkner



William Kelce



Jennifer Lee

see BRIEFS page 8



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# Industry Briefs

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clinical programs. Lee has more than 25 years of life science experience, most recently serving as executive director and head of oncology clinical operations at Radius Health Inc.

## PHILANTHROPY

• **Larkin Mortuary** recently donated \$12,500 to the **HayesTough Foundation** from proceeds received from its annual golf tournament at the Eaglewood Golf Course in North Salt Lake. The donation will support the mission of the charity to provide financial support and hope to families affected by childhood cancer. Larkin Mortuary has four funeral homes in Salt Lake City, Sandy and Riverton, as well as an on-site crematory and two full-service cemeteries.

• **AvantGuard**, a provider of wholesale alarm monitoring and with monitoring centers in Ogden and St. George, recently held its eighth annual 5K benefit race to benefit an Ogden family in need. Each year, the company's Ogden team members select a family to run for who is facing financial strain from medical costs. This year's beneficiary is **Xander Clark**, a 13-year-old boy from Ogden who was diagnosed with T-cell lymphoblastic lymphoma in May. Support from the race will help his mother pay for the healthcare he needs and gather community support for Xander, his younger sister and his mother.

## REAL ESTATE

• **Dakota Pacific Real Estate**, in partnership with California-based **Brasa Capital Management**, has begun construction on **East 15 Commerce Park**, a Class A, 500,000-square-foot light-industrial park near 1000 W. 700 South, Pleasant Grove. The project includes three buildings in a campus-style environment. **Zions Bank** is providing financing for the project. **Big-D Construction** is

the general contractor. Leasing is managed by Lucas Burbank and Ben Richardson with **Newmark**. Construction of the first building is expected to be completed in spring 2022. The second is expected to be completed in late 2022. The third building is in design and its construction schedule has not been established.

• **BCC Construction**, Salt Lake City, has announced that it will construct **Altitude**, a 156-unit apartment building in Salt Lake City. The \$20 million project is in an Opportunity Zone, a designated economic development area that allows people to invest while enjoying certain tax benefits. The 117,565-square-foot, seven-story residential building near Salt Lake City International Airport will include two levels of parking and six levels of apartments. Construction will begin in the spring of 2022 and will be completed by summer of 2023.

• **Aldon**, a Maryland-based owner, manager and developer of multifamily assets, has purchased **Millpond Apartments** at 79 N. 1020 W., American Fork. Financial terms were not disclosed. Salt Lake City-based **Tablerock Capital** sourced the acquisition and participated in the purchase. Maryland-based **LGA Capital** sourced the debt financing. Millpond Apartments was completed this summer and features 214 apartment homes in 12 three-story buildings on nearly seven acres.

• **Marcus & Millichap Capital Corp.** has hired **Irwin Laroza** as a senior director in Salt Lake City. He will focus on securing debt and equity financing for commercial real estate owners and developers through life insurance companies, banks, pension funds, conduit lenders, debt funds and other private lending



Irwin Laroza

sources; and government-sponsored entities. Loroza is a veteran commercial real estate lending professional, having held positions with a number of institutions over the past 15 years, including Chase Bank, Wells Fargo and Zions Bank. Most recently, Loroza was a U.S. Small Business Administration business development officer with Meadows Bank in Las Vegas.

• **McWhinney**, a national real estate investment, development and management firm, has entered the Salt Lake City market with the completion of a joint venture agreement with Salt Lake City-based developer **RL Group** and Colorado's **Sage Hospitality Group** for the redevelopment of two former Red Lion Hotel towers and the surrounding development site. The five-acre site is in the city's Granary District. RL Group acquired the Red Lion Hotel towers and surrounding development site in December 2019. Conversion of the first tower into 184 micro apartments is slated for completion by late 2022. McWhinney, RL Group and Sage Hospitality Group are working on a vision and development plans for the second tower and remaining land.

**for Leadership in Economic Development**, which is presented to a private-sector individual who has demonstrated exceptional dedication to EDCUtah and economic development throughout the state. Lang recently retired from Goldman Sachs, which opened an office in Salt Lake City in 2000, and Lang led its Utah operations for 12 years. He also served on the EDCUtah Board of Trustees. Gochnour received the **Thayne Robson Award for Leadership in Economic Development**, presented to a public-sector individual who has demonstrated exceptional dedication to EDCUtah and economic development throughout the state. Gochnour is an associate dean in the David Eccles School of Business and director of the Kem C. Gardner Policy Institute at the University of Utah. She also serves as the chief economist for the Salt Lake Chamber. UTA received the **Larry H. and Gail Miller Family Cornerstone Award**, presented to associations, organizations or developments "that have merit far beyond their own boundaries and have had profound and long-term positive impact on the state's economy."

• **Dr. Andrew Fletcher**, medical director of Consultative Services at **ARUP Laboratories**, Salt Lake City, and **ARUP's Consultative Services** team are among six healthcare leaders and systems honored with **2021 Choosing Wisely Champion Awards** from the **American Society for Clinical Pathology (ASCP)**. The awards program recognizes pathologists and laboratory professionals whose efforts drive effective lab testing utilization to reduce overuse or waste in medicine, cut healthcare costs, and improve patient care. It is an initiative of the American Board of Internal Medicine (ABIM). Fletcher is being honored for continuing education work around Choosing Wisely guidelines and for his collaborative initiatives with hospital systems that promote quality healthcare improvement. The Consultative Services team is being recognized for its collaborations with health systems nationwide as they better implement Choosing Wisely guidelines to optimize both reference and in-house laboratory testing. ARUP is a national reference laboratory and a nonprofit enterprise of the University of Utah and its Department of Pathology. It offers more than 3,000 tests and test combinations, ranging from

routine screening tests to esoteric molecular and genetic assays.

• **Laurie Knappe** has been named a **2021 Women in Supply Chain Award** winner by **Supply & Demand Chain Executive**, a publication covering the global supply chain. Knappe is HSE Profession-Regulatory and Industry Relations at Orem-based Avetta. The award honors female supply chain leaders and executives whose accomplishments, mentorship and examples set a foundation for women in all levels of a company's supply chain network.



Laurie Knappe

Knappe helps Avetta clients and suppliers worldwide with supply chain risk management, and enterprise and workplace safety through contractor management and prequalification using Avetta Connect software. She oversees regulatory compliance for the Avetta Connect program. Knappe has more than 20 years of HSE experience.

• **TCN Operator**, the flagship platform for St. George-based TCN Inc., has received the **2021 Contact Center Technology Award** presented by **Customer Magazine**. The platform offers a set of advanced call center tools for boosting agent productivity and improving customer experience.

• Twenty-two **Utah restaurants** are among winners of the **2021 Restaurant Awards**, presented by **Wine Spectator**. The 40th annual program recognizes the world's best restaurants for wine. This year's awards program recognizes 2,917 dining destinations from all 50 states in the U.S. and more than 72 countries. Launched in 1981, awards are judged on three levels: the Award of Excellence, the Best of Award of Excellence and the Grand Award. Utah restaurants earning the **Best of Award of Excellence** designation are **Aerie**, Snowbird; **Bangkok Thai on Main**, Park City; **Courchevel Bistro**, Park City; **Glitretind Restaurant**, Park City; **Rime Seafood and Steak**, Park City; **Spencer's For Steaks & Chops**, Salt Lake City; **Tupelo Park City**; and **Veneto Ristorante Italiano**, Salt Lake City. Utah restaurants earning the **Award of Excellence** designation are **350 Main New American Brasserie**, Park City; **BTG Wine Bar**, Salt Lake City; **Cena Ristorante**, Park City; **Fireside Dining**, Park City; **Log**



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Andrew Fletcher

## RECOGNITIONS

• During its annual meeting, the **Economic Development Corporation of Utah** presented awards to **David Lang**, **Natalie Gochnour** and the **Utah Transit Authority** for their leadership in economic development. Lang was honored with the **Nick Rose Award**



David Lang



Natalie Gochnour



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see BRIEFS next page



## BRIEFS

from previous page

**Haven Restaurant**, Salt Lake City; **Painted Pony Restaurant**, St. George; **Riverhorse on Main**, Park City; **Ruth's Chris Steak House**, Salt Lake City; **Sorrel River Grill**, Moab; **Spotted Dog Café**, Springdale; **The Lodge Bistro**, Snowbird; **The Mariposa**, Park City; **The Steak Pit**, Snowbird; and **The Tree Room**, Sundance.

• The **University of Utah** is tied for No. 3 in a ranking of "Best Undergraduate Game Design Programs," compiled by *U.S. News & World Report*. Carnegie Mellon University and the University of Southern California tied for No. 1. The UofU was tied for third with the Massachusetts Institute of Technology and New York University. The UofU's Entertainment Arts & Engineering video game design program is under the College of Engineering.

## SERVICES

• **Global Leader Group**, a global professional leadership development and management consultancy firm, has launched a new entity for the European, Middle Eastern and African regions: **Global Leader Group EMEA**. The growing demand of its international clients in those constituencies has driven the expansion from its foundation, which is currently based in Salt Lake City. **Richard Knight** will lead the new division of the Global Leader Group. His career of 30 years includes international experience of nearly two decades.



Richard Knight

• **Crewe Advisors**, a Salt Lake City-based IRA firm launched in 2015, is expanding with the addition of a Scottsdale, Arizona-based team spun out of BMO Wealth Management. The team joining Crewe Advisors consists of partners **Jason Miller** and **Kris Yamano**, who will add to Crewe Advisors' leadership, along with partners and advisors **Duncan Corley** and **Louise Goudy** and senior associate **Kimberly Mawk**. They have a combined industry experience of more than 100 years. Crewe Advisors is a fee-based, independent, SEC-registered investment advisor providing financial, estate, investment, tax, risk and philanthropic planning.

## TECHNOLOGY

• **Strider Technologies Inc.**, an economic statecraft intelligence startup with operations in

Salt Lake City and Washington, D.C., has hired **Cooper Wimmer** as executive vice president of business development. Wimmer will help Strider cultivate strategic partnerships and identify new market opportunities for its products and services. Wimmer most recently served as the



Cooper Wimmer

president of Actagon Inc., the strategic advisor to the Swedish defense, industrial and telecommunications industries. He had a 22-year career with the Central Intelligence Agency, where he conducted and led clandestine operations on 10 tours on four continents as an operations officer, chief of station, and Director National Intelligence representative. He served one tour at CIA headquarters.

• **DataBank**, a Dallas-based provider of enterprise-class colo-

cation, connectivity and managed services, has expanded capacity at its **SLC5 data center** at its Granite Point North campus complex in Bluffdale. It opened data halls Nos. 4 and 5 at the data center. The data halls each provide 10,000 square feet of raised-floor space and 2 megawatts of IT load.

• **Spiff**, a Sandy-based company offering sales commission software, has hired **Raphael Bres** as its chief product officer. Bres has over 25 years of experience in Enterprise Financial Applications



Raphael Bres

and software-as-a-service, working with leading software companies such as PeopleSoft/Oracle, Microsoft, Workday and FinancialForce. Most recently, he served as chief product officer at Tradeshift. He started his career at Deloitte Financial Audit and Deloitte ERP Consulting.



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## UTAH'S DIXIE AND DIXIE STATE ALUMNI SAY THANK YOU TO THE UTAH REPUBLICAN STATE CENTRAL COMMITTEE

The community of Washington County, Utah known affectionately and distinctively as UTAH'S DIXIE together with our friends and supporters in Iron County and all parts of Southwestern Utah, as well as the vast majority of the Alumni of Dixie State University would like to thank the State Central Committee of the Utah Republican Party for its adoption, by an overwhelming vote, of the resolution supporting to keep the name Dixie at our university in St. George.



### Resolution To Preserve The Dixie State University Name

**Whereas** – Southern Utah was settled by dedicated pioneer families displaying character, fortitude, and faith and came to be known as Utah's Dixie.

**Whereas** – The Dixie Spirit is that spirit of cooperation and unity that transcends differences and works toward a quality of lifestyle which generations of Utah Dixie's families have contributed toward building.

**Whereas** – The Dixie Spirit lives on today, in both the descendants of those amazing and visionary pioneers, and the great many who would arrive and become adopted sons and daughters of Utah's Dixie.

**Whereas** – Dixie State University holds a special place in the rich history of Utah's Dixie and our history is worthy of being preserved.

**Whereas** – The Utah Republican Party believes Utah should lead the Nation in rejecting what is known as “cancel culture” since rejecting our history and heritage will do far more harm to society than any perceived challenges.

**Whereas** – The evidence shows that an overwhelming majority of the citizens of Utah's Dixie are in favor keeping Dixie State University as the name of our university, and believe it is an important part of preserving the culture, lifestyle, and history of this area.

**Therefore** – The Utah Republican Party supports keeping Dixie State University as the name of the university and respectfully request that the members of the Utah Legislature vote to reject any name change proposal submitted for consideration.

**Sponsor:** Jimi Kestin

**Co-sponsors:** Lesa Sandberg, Colin Jack, Larry Meyers, Kurt Ivie, Michelle Boulter, Nate Brooksby

*Approved by the State Central Committee of the Utah Republican Party on September 18, 2021.*

There is no shame in the name. We ask you, our friends in Northern Utah, to urge your Senators and House Members in the Utah Legislature to reject cancel culture and respect the history, heritage, culture, and traditions of Southwestern Utah by voting against the removal of “Dixie” from Dixie State University's name.

## GO UTAH

from page 1

choosing Utah to put that money.

“Of course, we’ll see what happens the rest of the year,” Royal said. “We still have nine months to go, and of course during the winter, things slow down, [and] during the early spring, things start to pick back up.”

Colby Cooley, vice president of business development at EDCUtah, showed slides at the meeting and described the numbers for new and retained jobs and for capital investment as “pretty crazy for being only a few months into the fiscal year. ... It looks a little bit strange but is accurate, and so we do anticipate having a banner year.”

Go Utah already has set a record for incentivized companies’ capital expenditures, at nearly \$1.2 billion, outpacing \$1.13 billion in fiscal 2020 and surpassing the fiscal 2021 figure of \$456.3 million.

The fiscal 2022 projects are expected to generate new tax revenues of about \$460 million. The figure last year was nearly \$330.8 million and the record is \$591 million in fiscal 2020.

New total wages are currently at over \$9 billion, nearing the fiscal 2020 record of \$9.7 billion and up from \$5.2 billion in fiscal 2021.

As for EDCUtah, its nine project “wins” so far puts it 26 percent toward its goal of 35 for FY2022. It had 37 wins in fiscal 2021. At \$820 million so far, it is 82 percent toward its goal of \$1 billion in capital expenditure for fiscal 2022. It reached \$912 million last fiscal year after hitting \$1.22 billion in fiscal 2020.

The square footage for its projects is 830,000, putting EDCUtah at 33 percent of its goal of 2.5 million. The figure was 4.3 million square feet in fiscal 2021.

EDCUtah also has 127 active projects, with 75 being companies in manufacturing, while information and IT were next, at 13.

“July was super-busy for us this year, and there were a couple of months before that in the last half of the fiscal year where we were getting 22 projects a month, 20 a month. That’s just crazy,” Cooley said, adding that a normal month prior to the COVID-19 pandemic was 10-13 projects.

The primary incentive used by Go Utah is the Economic Development Tax Increment Financing (EDTIF), which allows companies to receive tax credits of up to 30 percent of the state taxes they paid over a certain period, up to 20 years. Their contracts with the state are post-performance, meaning they receive the credit only if they meet their job-creation obligations.

The figures reported by Go Utah and EDCUtah never match because not all of EDCUtah projects go through the state incentive process.



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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. 4-6

**2021 One Utah Summit**, presented by the Governor's Office of Economic Opportunity, the Utah Office of Energy Development and World Trade Center Utah. Event is the state's 34th annual rural summit and will provide opportunities for rural Utah's decision-makers to network and discuss the unique opportunities and challenges facing rural Utahns. Location is Southern Utah University, 351 W. University Blvd., Cedar City. Cost is \$150. Spring version of the summit takes place May 10, 2022, at the Grand America Hotel, Salt Lake City. Details are at <https://www.oneutahsummit.com/>.

## Oct. 4, 7:30 a.m.-3:30 p.m.

**Executive Summit**, a Utah Valley Chamber of Commerce forum for key influencers to address the business community of Utah Valley and beyond. Topics to be addressed include the economy, education and workforce development, natural resources, health system reform, the housing gap, transportation, the business environment, and legislative issues expected to impact Utah Valley businesses. Location is Sundance Resort, 8841 N. Alpine Loop Road, Sundance. Cost to be announced. Details are at [the-chamber.org](https://www.chamber.org).

## Oct. 5, 7:30-10:30 a.m.

**Southwest Salt Lake County Economic Summit**, presented by the Jordan Education Foundation. Event will include remarks from Anthony Godfrey, superintendent, Jordan School District; a state economic update panel; and a panel of mayors from Bluffdale, Herriman, Riverton, South Jordan and West Jordan. Location is Jordan Academy for Technology and Careers (JATC) South Campus, 12723 S. Park Ave. (2080 W.), Riverton. Free. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com)

## Oct. 5, 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](https://www.davischamberofcommerce.com).

## Oct. 5, noon-1:30 p.m.

**"Starting Your Business**

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

## Oct. 5, 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](https://www.wbcutah.org).

## Oct. 5, 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>.

## Oct. 6, 8-9 a.m.

**"Coffee Chat with the CEO,"** a Park City Chamber/Bureau event. CEO Jennifer Wesselhoff will be available for friendly, informal conversation about how the chamber can most effectively serve business and the community. Location is Kimball Junction Visitor Information Center, 1794 Olympic Parkway Blvd., Park City. Free. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## Oct. 6, 4-6 p.m.

**"Ms. Biz,"** a Women's Business Center of Utah event that continues on Oct. 13, Nov. 20 and Nov. 27. Event takes place online via Zoom. Free. Details are at [wbcutah.org](https://www.wbcutah.org).

## Oct. 7, 9-10 a.m.

**Morning Speaker Series**, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for employees of chamber members and first-time guests. Details are at [ogdenweberchamber.com](https://www.ogdenweberchamber.com).

## Oct. 7, 11 a.m.-3 p.m.

**"Missing Middle Housing,"** part of Salt Lake County's Regional Solutions Series. Keynote speaker is Daniel Parolek, urban designer, architect, author and the founding principal of Opticos Design. Other speakers include Utah Rep. Steve Waldrip, co-chair of Commission on Housing Affordability; Shawn Tiegen, vice president and researcher, Utah Foundation; Nate Pugsley, founder and CEO, Brighton Homes; and Natalie Gordon, North Salt Lake council member. Location is Viridian Event Center, 8030 S. 1825 W., West Jordan. Cost is \$50.

Registration can be completed at [Eventbrite.com](https://www.eventbrite.com).

## Oct. 7, 11:30 a.m.-1 p.m.

**"Witches, Werewolves and Women in Business" October Luncheon**, a Davis Chamber of Commerce event. Location is Lagoon's Canyon Terrace, 375 N. Lagoon Drive, Farmington. Cost is \$20 for members, \$30 for guests (registration is required). Details are at [davischamberofcommerce.com](https://www.davischamberofcommerce.com).

## Oct. 7, noon-2 p.m.

**Strictly Networking Luncheon**, a West Jordan Chamber of Commerce event. Location to be determined. Free (pay for menu order). Details are at [westjordanchamber.com](https://www.westjordanchamber.com).

## Oct. 7, 6-8 p.m.

**"Entrepreneur 101,"** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Oct. 8, 8-9 a.m.

**Women in Business Networking**, an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 25th St., Ogden. Free for WIB members. Details are at [ogdenweberchamber.com](https://www.ogdenweberchamber.com).

## Oct. 8, 8:30 a.m.-4 p.m.

**"Women in the Money" Utah Financial Empowerment Conference**, hosted by the Utah Office of State Treasurer and the Utah Financial Empowerment Coalition. Location is Salt Lake Sheraton Hotel, 150 W., 500 S., Salt Lake City. Virtual option available. Cost is \$25 for in-person option, free for virtual option. Details are at <https://www.womeninthemoney.org/>.

## Oct. 8, 8:30 a.m.-1 p.m.

**2021 Business & Economic Summit and Training (BEST)**, a Davis Chamber of Commerce event. Details to be announced at [davischamberofcommerce.com](https://www.davischamberofcommerce.com).

## Oct. 11, 10-11:30 a.m.

**"Organize Your Business Data with Excel,"** a Women's Business Center of Utah event. Presenter is Debbie Drake, Women's Business Center of Utah. Event takes place online. Free. Details are at [wbcutah.org](https://www.wbcutah.org).

## Oct. 12, 8-9:30 a.m.

**ACG Utah Speaker Series**, an Association for Corporate Growth Utah event. Speaker is Jeremy Andrus, president and CEO, Traeger Grills. Location

is Marriott City Center, 220 S. State St., Salt Lake City. Free for members, \$20 for nonmembers for the first two breakfast meeting attendances, \$45 for nonmembers thereafter. Details are at <https://www.acg.org/utah/events/>.

## Oct. 12, 9-11 a.m.

**"Pay the IRS Less Without Going to Jail,"** a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Oct. 12, 10 a.m.

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

## Oct. 12, 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](https://www.cachechamber.com).

## Oct. 13-14

**Silicon Slopes Summit**, a Silicon Slopes event featuring keynote presentations, in-depth breakout sessions, entertainment and networking. Event will feature a conversation between Tim Cook, CEO of Apple, and U.S. Sen. Mike Lee; plus a keynote by Steve Ballmer, former CEO of Microsoft. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is 295. Details are at [slopesummit.com](https://www.slopesummit.com).

## Oct. 13, 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. 13, 11:30 a.m.-1 p.m.

**"Let's Do Lunch,"** a South Valley Chamber event with a small-business panel that includes Jennifer Silvester, CEO and senior partner, Silvester & Co.; Dave Khwaja, president, First Touch Consulting; Michele Sauk, senior vice president of commercial banking, Northwest Bank, and Beans & Brew franchise owner; and moderator David Edmunds, founder, The Salt Mine. Location to be determined. Cost is \$15 for

chamber members, \$25 for nonmembers. Details are at [southvalleychamber.com](https://www.southvalleychamber.com)

## Oct. 13, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is Cache Valley Bank. Free for employees of chamber members and first-time guests, \$10 for nonmembers. Details to be announced.

## Oct. 13, 5-6 p.m.

**"Manage Risk, Protect Your Business,"** 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. 13, 6-8:30 p.m.

**21st Annual Women in Business Fall Social**, a Women's Business Center of Utah event. Theme is "A Wicked Affair." Event will acknowledge outstanding women in the community, feature a number of WBCUtah client businesses and highlight the Women's Business Center of Utah's Woman Entrepreneur of the Year award recipient. Location is Pierpont Place, 163 W. Pierpont Ave., Salt Lake City. Cost is \$65 through Oct. 6, \$80 thereafter. All proceeds will go toward WBCUtah trainings, free consultations, events and services. Details are at [wbcutah.org](https://www.wbcutah.org).

## Oct. 13, 6-7 p.m.

**"All You Need to Know About Employee Benefits,"** 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. 14, 5-7 p.m.

**Business After Hours**, a Park City Chamber/Bureau event. Location is Kimball Arts Center, 1251 Kearns Blvd., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## Oct. 14, 6-8 p.m.

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

## Oct. 15, 8-10 a.m.

**"Friday Connections Speed Networking,"** a ChamberWest



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event. Location is Megaplex Theatres Valley Fair, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

### Oct. 15, 9 a.m.-noon

**"Where's the Money?"** presented by the Women's Business Center of Utah, the Utah Women's Networking Group and Utah's Own. Event is a gathering of funding resources (bankers, lenders, grants, loans, investors and more). Location is the Women's Business Center of Utah, 201 S. Main St., No. 2300, Salt Lake City. Free. Details are at wbcutah.org.

### Oct. 16, 11:25 a.m.-1 p.m.

**Leadership Luncheon,** a Cache Valley Chamber of

Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$16 for members and \$17 for nonmembers pre-registered, \$20 for members and \$22 for nonmembers. Details are at cachechamber.com.

### 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, 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. 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, develop an ability to manage emotions, and improve 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, 11:30 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, 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. 26, 11:30 a.m.-1 p.m.

**Women in Business Luncheon,** a South Valley Chamber event. Speaker is Mickelle Moore, senior vice president and community health officer, Intermountain Healthcare. Location to be determined. Details are at [southvalleychamber.com](http://southvalleychamber.com).

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

**Trends Conference,** a ULI (Urban Land Institute)

see CALENDAR next page

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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>.

**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](http://ogdenweberchamber.com).

**Oct. 28**

**"Growth & Prosperity Summit,"** a Utah Valley Chamber of Commerce event. Details to be announced at [thechamber.org](http://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](http://boxelderchamber.com).

**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 [utahoutdoorsummit.com/utah-trails-forum/](http://utahoutdoorsummit.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. 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 [davischamberofcommerce.com](http://davischamberofcommerce.com).

**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.southjordanchamber.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 sev-

eral 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](http://slchamber.com).

**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 nonmembers. Details are at [slchamber.com](http://slchamber.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](http://cachechamber.com).

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

**Crosstalk 2021,** presented by the Utah Advanced 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 CompositeWorld's Carbon Fiber 2021 Conference, but participants need not attend Carbon Fiber 2021 to attend Crosstalk 2021.

**Nov. 12, 7:30 a.m.-noon**

**Fall 2021 Nubiz Symposium.** Location to be determined. Details to be announced at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Nov. 12, 8-9 a.m.**

**Women in Business Networking,** an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 12th St., Ogden. Free for WIB members. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Nov. 12, noon-1:15 p.m.**

**"Strengthening Your Emotional Health as Women,"** a Utah Women & Leadership Project Fall Women's Leadership Forum. Speakers include Julie Hanks, founder and director, Wasatch Family Therapy; Tiffany Roe, clinical mental health counselor and owner, Mindful Counseling; Melanie D. Davis, owner and clinical director, Planted Healing Mental Health Practice; and moderator Susan R. Madsen, founder of the Utah Women & Leadership Project. Event takes place online. Details are at <https://www.usu.edu/uwlp/events/upcoming-events>.

**Nov. 16, 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).

**Nov. 16, 11:30 a.m.**

**Women in Business Luncheon,** an Ogden-Weber Chamber of Commerce event. 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).

**Nov. 16, 6:30-8 p.m.**

**"How to Make Your Website Sell, So You Don't Have To,"** 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. 16, 7-9 p.m.**

**Pillar of the Valley Awards Gala,** a Utah Valley Chamber event honoring award recipients Alan and Suzanne Osmond. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Details are at [thechamber.org/pillar-of-the-valley/](http://thechamber.org/pillar-of-the-valley/).

**Nov. 17, 8 a.m.-4 p.m.**

**"Leading People, Projects and Processes,"** part of the Salt Lake Community College Frontline Leader Workshop Series. Participants will review key project management principles while learning processes for effective team leadership and how to communicate and set guidelines to track progress. 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>.

**Nov. 17, 11:30 a.m.-1:30 p.m.**

**2021 Tourism Fall Forum,** a Park City Chamber/Bureau event. Location is Sheraton Park City, 1895 Sidewinder Drive, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

**Nov. 17, 5:30-6:30 p.m.**

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

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## CALENDAR

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### Nov. 17, 6:30-7:30 p.m.

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

### Nov. 18, 8 a.m.-1:30 p.m.

**Annual Women in Business Summit**, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$65 for chamber members, \$85 for guests (registration is required). Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Nov. 18, 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).

### Nov. 19, 8 a.m.-3 p.m.

**45th Annual Women & Business Conference and Athena Awards Luncheon**, a

Salt Lake Chamber Women's Business Center of Utah event featuring the presentation of the Athena International Award and Pathfinder Awards. Location is Grand America, 555 S. Main St., Salt Lake City. Cost is \$85 for members, \$100 for nonmembers; lunch-only cost is \$65 for members, \$75 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### Nov. 19, noon-1 p.m.

**"Twenty-Five Costly HR Mistakes Companies Make and How to Avoid Them,"** presented by BBSI Utah branches. Location is Athena Bans, 111 W. 9000 S., Sandy. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### Nov. 23, 10 a.m.

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

### Dec. 2, 8-9 a.m.

**"Coffee Chat with the CEO,"** a Park City Chamber/Bureau event. CEO Jennifer Wesselhoff will be available for friendly, informal conversation about how the chamber can most effectively serve business and the community. Location is Kimball Junction Visitor Information

Center, 1794 Olympic Parkway Blvd., Park City. Free. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

### Dec. 2, 9-10 a.m.

**Morning Speaker Series**, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for all employees of chamber members and first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Dec. 6, 11:30 a.m.

**Holiday Luncheon**, a Holladay Chamber of Commerce event that features lunch and Best of Holladay Award announcements. Location is Holladay City Hall, 4580 S. 2300 E., Big Cottonwood Room, Holladay. Free, and open to the public. RSVPs can be completed at (385) 429-2921.

### Dec. 7, 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).

### Dec. 10, 8-9 a.m.

**Women in Business Net-**

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## MILLER

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"As always, we believe that being in business is a means to doing good, and this transaction will elevate our ability to continue to enrich lives through our philanthropic efforts as well as reinvest in new ventures," Miller added.

The purchase will add annualized revenues of roughly \$5.7 billion to the Asbury balance sheet, industry sources said. The Miller dealership group, the eighth-largest dealer company in the U.S., includes 54 franchised dealerships, seven used-car stores and 11 collision centers in Arizona, Utah, New Mexico, Idaho, California, Colorado and Washington. Ashbury also owns dealerships in Colorado.

"Larry H. Miller Dealerships is one of the most respected automotive dealer groups in the United States with a strong culture and stewardship mentality," Asbury President and CEO David Hult said in a news release. "This acquisition is a unique opportunity to rapidly expand Asbury's presence into these desirable, high-growth Western markets with strong accretion from Day One, with this impressive group and its rich history."

"Larry H. Miller Dealerships is a well-run operation with long-tenured employees and a senior leadership team equaling over 5,300 passionate team members, all of whom have had a part in building and carrying forward the legacy that Larry H. and Gail Miller founded over 42 years ago," Hult added. "We are thrilled to grow our presence in these states that we believe have appealing economic and demographic growth opportunities while broadening our geographic reach."

The deal also includes Total Care Auto, Powered by Landcar, a service contract and vehicle protection product provider.

"Total Care Auto is comprehensively integrated with Larry H. Miller Dealerships and presents a compelling opportunity for Asbury to enter this profitable finance and insurance business," Hult said. "Like the dealerships, this service contract company is extremely well-run."

"We are proud that Larry H. Miller Dealerships has grown to be one of the largest automotive retailers in the country," said Larry H. Miller Group of Companies CEO Steve Starks. "Our incredible employees will have the opportunity to be part of Asbury, another well-respected and trusted brand, that brings a national footprint with a best-in-class technology platform. This transaction provides additional opportunities for the LHM Group to further diversify and grow our portfolio of businesses and investments."

"We look forward to becoming part of one of the nation's leading and largest automotive and retail companies," said Dean Fitzpatrick, president of Larry H. Miller Dealerships. "Asbury is like-minded in terms of our values and stewardship. Their vision to be the most guest-centric company in the industry aligns with our guiding principle to be the best place in town to work and the best place in town to do business."

Asbury Automotive Group is one of the largest automotive retailers in the U.S. In late 2020, Asbury embarked on a five-year plan to increase revenue and profitability through organic and acquisition growth as well as its Clicklane digital car purchasing platform. Asbury currently operates 91 dealerships, consisting of 112 franchises, representing 31 domestic and foreign brands of vehicles. Asbury also operates 25 collision repair centers. The company has about 8,200 employees.



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## BRIEFS

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**working**, an Ogden-Weber Chamber of Commerce event for WIB members only. Location is The Monarch, 455 25th St., Ogden. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Dec. 14, 10 a.m.

**"Looking Forward to 2022,"** part of the 2021 Employers Council and Paylocity Online Training Series. Free. Details are at <http://info.employerscouncil.org/2021-paylocity-webinar-series>.

### Dec. 14, 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](http://cachechamber.com).

### Dec. 21, 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).



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