

Focus



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Biden's oil & gas order misguided, locals say

John Rogers
The Enterprise

It didn't take Pres. Joe Biden very long following his inauguration to begin granting the wishes of his liberal base, including a number of decisions that affect the oil, gas and mining industries. And it took even less time for the reaction to his orders

Biden's action met with bill in Senate, energy group lawsuit

Utah's two U.S. senators, Mitt Romney and Mike Lee, have joined 22 other Republican senators in sponsoring a bill in the U.S. Senate to stop Pres. Joe Biden's recent executive order indefinitely pausing any new oil and gas leasing on federal public lands. The bill, the Protecting our Wealth of Energy Resources Act (POWER) of 2021, led by Sen. Cynthia Lummis, R-Wyoming, would prohibit the president or his secretaries of the Interior, Agriculture and Energy departments from blocking energy or mineral leasing and permitting on federal lands and waters without Congressional approval.

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— from both sides of the political spectrum — to start flowing in from stakeholders, including those in Utah.

Biden signed executive orders late last month pausing mineral leasing along with new mining, drilling and fracking activities on federal lands for one year. The order came a few days after the president signed a moratorium that put drilling and fracking on hold for 60 days and is framed as fulfilling his campaign trail promises to combat climate change. Biden's platform called for the U.S. to phase out its dependence on fossil fuels.

In Utah, reaction to the president's orders were strong and predictable, with newly elected Gov. Spencer Cox leading the expressions of outrage from the state's elected officials.

"Unity in our nation can only be reached when we work together to solve complex challenges," Cox said in a statement released just hours after Biden signed his order. "I'm disappointed in President Biden's decision to indefinitely pause all new oil and gas leasing on federal lands. His action was taken without coordination with the state to determine how his decision would impact rural Utah and those that live there."

Biden's order does not limit ongoing oil, gas and mining operations on existing leases but bars startup activity on public lands. That means that activities the admin-

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Ongoing oil and gas extraction, such as this in Duchesne County, will continue, but new energy development on federal lands has been put on hold by an executive order from Pres. Joe Biden.

Mendenhall highlights business goals in State of City address

Brice Wallace
The Enterprise

Salt Lake City Mayor Erin Mendenhall is getting plaudits for her goal to make the city a high-tech hub.

That was among the business-related elements that were part of Mendenhall's recent State of the City address. The mayor also wants to establish a city department to streamline projects, push for housing affordability across all income levels, boost apprenticeships in project contract awards, bolster business and cultural districts in the city and work to improve environmental sustainability.

"Part of our commitment includes tapping into Salt Lake City's growth to help make it a hub for innovative high-

tech business — bringing more of these high-paying, fast-growing jobs to our city and connecting our residents to them," the mayor said.

The need for the city to be a major player in life science innovation was "brought into sharp focus" during the COVID-19 pandemic, she said. If the city can reach that goal, it would bring "incredible" long-term employment opportunities for the city, "as well as office environments that utilize lab space and more permanent investment," she said.

The city last year collaborated with local biotech and life sciences companies and public- and private-sector partners to launch BioHive, a branding initiative

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Qualtrics IPO raises \$1.55B

If the results of Qualtrics' initial public offering and early trading of the company's stock mean anything, German software giant SAP got a real deal when it swooped in and bought the company for \$8 billion two years ago. Qualtrics priced its shares at \$30 when it went public on Jan. 28, putting its valuation around \$15 billion, up more than 87 percent from the amount SAP paid in the acquisition. By the end of the first day of trading, Qualtrics shares were going for \$45.50, valuing the company at more than \$27 billion.

In late 2018, Qualtrics announced that it was going to go public, but SAP halted that initial attempt at an IPO by purchasing the experience management technology company. This time around, the Qualtrics IPO raised \$1.55 billion on the Nasdaq technology stock exchange.

In its pre-IPO filings, Qualtrics reported \$550 million in revenue for the nine months ended in September (up from \$418 million in the same period the prior year),

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

SBA improves PPP loan application process for first-time borrowers

The U.S. Small Business Administration office in Salt Lake City said the agency is taking steps to improve the first draw Paycheck Protection Program loan review process so small businesses have as much time as possible to access much-needed PPP funds.

“The SBA is committed to working with lenders and eligible borrowers to provide the necessary information for follow-up and help get small businesses back on track so that they’re able to receive another round of PPP loans swiftly,” said Marla Trollan, SBA Utah district director.

While reviewing the initial draw of PPP loans, anomalies — mostly data mismatches and eligibility concerns — were identified in approximately 4.7 percent of the lender-submitted data. These concerns will require follow-up between the lender and the borrower so borrowers can access a second round of loans.

Trollan said the SBA encourages borrowers and lenders to work together as quickly as possible to resolve the issues. The SBA will automatically move favorable decisions to approval. During the newest round of PPP, the SBA had already approved over 400,000 loans by Feb. 1 for approximately \$35 billion.

“Prior to this newest PPP round, the SBA supported 5.2 million PPP loan borrowers, providing more than \$525 billion in economic relief to small businesses and other eligible entities. The agency is committed to making sure compliance checks are executed on the front end. The SBA is also committed to addressing issues more efficiently moving forward, to ensure fair and equitable access to small businesses in every community,” said SBA Acting Administrator Tami Perriello.

The SBA addressed the PPP loan review to allow for second draw PPP loan applications to be processed in an efficient manner by hosting a national call to brief lenders

on the platform’s additional detailed information that will assist in the resolution of first draw PPP loan review and potential holds that impact second draw PPP loan application approvals.

Information for employers seeking help with the PPP process is available at the SBA website, www.sba.gov/ppp.

U.S. workers aren't ready to go back to the office; many want to stay home

More than half of U.S. workers say they are still uncomfortable returning to the office because of the COVID-19 pandemic, even amid the current vaccine rollout. That’s according to a recently published survey from Digital.com, a business software review and analytics website. Most said they would be OK with going back once all employees are vaccinated.

Employers feel much the same way. More than 50 percent said that they will require employees to be vaccinated to return to work.

One employer that took part in the survey seemed to represent the feelings of many bosses. “I would not require vaccines, though I would encourage people to consider them. My personal view is that people need to get back to work to feed their families,” he said.

Many of the surveyed employers also seemed to think that working from home is here to stay. “Working remotely doesn’t change anything. Working in a physical office, in my view, is an antiquated system that is completely unnecessary if you have good hiring practices, systems and processes in place,” said one company owner. And employees want to continue to work remotely. While half said they prefer working from home, 41 percent said they would take a pay cut to not have to return to the office.

A full one-quarter of employees said they would quit their jobs if their employer made them return to the office before they felt comfortable.

Co-Diagnostics applies for EUA for new direct PCR test for COVID-19

Co-Diagnostics Inc., a Salt Lake City molecular diagnostics company, has announced that it has submitted an application to the U.S. Food and Drug Administration (FDA) for an Emergency Use Authorization (EUA) for its Logix Smart SARS-CoV-2 DS (direct saliva) test, a COVID-19 polymerase chain reaction (PCR) diagnostic designed to detect the presence of the virus in human saliva samples without first requiring RNA extraction of the sample.

PCR tests usually require a costly, time-consuming process intended to extract any genetic material present from the cells contained in the sample, Co-Diagnostics said. These extracted samples are then analyzed for the presence of the target pathogen using PCR technology. The new test was developed following the company’s announcement that its patented CoPrimer technology was shown to be able to consistently detect the virus directly from minimally processed saliva samples. The company believes that eliminating the extraction process has the potential to increase throughput and lower costs of COVID-19 testing, all without compromising quality or accuracy.

“Our new extraction-free saliva test has been developed as part of our ongoing commitment to providing improved COVID-19 diagnostics for high-throughput laboratory settings, using technology with additional potential point-of-care applications,” said Dwight Egan, Co-Diagnostics CEO. “We believe that this technology will help to meet the domestic and global need for high-quality COVID-19 tests that can be processed quickly and affordably, while retaining the advantages of PCR testing over other testing alternatives. It also represents a major step forward in a new generation of PCR tests that can be widely more accessible and we look forward to offering additional cutting-edge molecular diagnostic tools in the continuing battle against COVID-19 and other diseases.”



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COVID-19 test maker MicroGEM will create 100s of jobs at new Ogden plant

A Virginia-based molecular diagnostics company has announced it will put a COVID-19 saliva test manufacturing operation in Ogden, splitting 500 new jobs with another new production facility in New Hampshire.

MicroGEM said its 69,000-square-foot Ogden facility and the new plant in Hudson, New Hampshire, will be able to produce 160,000 tests daily, and the company has set a goal of 4 million tests per month by April. The test, called Spitfire 6830, is a SARS-CoV-2 detection system for both asymptomatic and symptomatic people.

The expansion announcement occurred on the same day that MicroGEM announced its acquisition of Jump Start Manufacturing LLC, a Nashua, New Hampshire-

based engineering company with success in the biotech and pharmaceutical industry. Financial terms were not disclosed.

MicroGEM also has a pilot-scale manufacturing facility in Charlottesville, Virginia.

MicroGEM did not reveal the address for the new Ogden facility nor provide a specific job count. However, a Salt Lake City TV station quoted an Ogden City official who said a vacant building at the intersection of Washington Boulevard and 2nd Street will be used and have about 200 new jobs.

MicroGEM did say that the hiring process is underway. A company representative said Ogden was selected because of its “business-friendly climate with close proximity to suppliers and a solid workforce.” The company

plans to sustain long-term manufacturing at the facility after the pandemic ends.

“We are proud to join forces with the talented Jump Start team to accelerate the production and deployment of our innovative Spitfire 6830 COVID-19 testing system,” said Jeff Chapman, MicroGEM’s CEO. “Bringing Jump Start’s leading manufacturing capabilities and expertise under the MicroGEM umbrella and dramatically expanding our production capabilities will ensure that more Americans have greater access to high-quality COVID-19 tests — bringing key tools to help end this devastating pandemic.”

The Spitfire 6830 system is in final stages of development, with preparations underway for a submission to the U.S. Food and Drug

Administration for emergency use authorization. The Spitfire project has been funded in part by the National Institutes of Health’s (NIH) Rapid Acceleration of Diagnostics (RADx) initiative with federal funds from the National Institute of Biomedical Imaging and Bioengineering at the NIH.

“The unique capability of Spitfire to quickly provide highly sensitive and specific identification of SARS-CoV-2 from saliva samples puts MicroGEM at the cutting edge of point-of-need diagnostics,” said Jump Start founder Thomas Moran, who joins MicroGEM as chief operations officer overseeing all manufacturing locations and activities.

“Jump Start is thrilled to join the MicroGEM team, enabling us to help bring this low-cost, high-quality test to market while ensuring our Jump Start customers continue to receive the high-touch service they expect and deserve.”

MicroGEM says it is “democratizing” molecular diagnostics by moving molecular techniques out of conventional, highly skilled laboratories to non-laboratory set-

tings. The company says it is creating portable diagnostic devices that represent the next generation of rapid, point-of-need solutions for the management of infectious diseases and other personalized medicine applications.

Jump Start was established in 2006 and has managed product launches for a variety of biotech and pharmaceutical companies, with expertise in medical devices. Its engineering offerings include machine design, manufacturing engineering and a mechanical engineering laboratory. Its expertise includes complex projects such as self-heating products, high-precision medical infusion systems and drug delivery systems.

“I am thrilled to welcome MicroGEM to Ogden as the First District becomes part of their critical work to provide rapid COVID-19 tests to thousands of Americans each day,” said U.S. Rep. Blake Moore, whose district includes Ogden. “MicroGEM will bring hundreds of jobs to the Ogden area, allowing Northern Utah to keep answering the call to the pressing challenges presented by the pandemic.”

Overstock turns over control of Medici Ventures

Salt Lake City-based e-commerce company Overstock.com Inc. has announced its intention to convert its blockchain subsidiary Medici Ventures Inc. to a limited partnership under a plan to eventually exit its blockchain-related investments. Pelion Venture Partners, a Cottonwood Heights venture capital firm, will assume control of Medici as general partner. Overstock will assume a role as a limited partner and minority shareholder.

After closing, Pelion will have sole authority and responsibility regarding investing decisions, appointing board members of the portfolio companies and exercising all shareholder rights for assets Medici Ventures currently holds. The partnership will have an initial eight-year life and a total capital commitment of \$45 million from Pelion. The partnership will return capital to Overstock as it exits from its block-

chain involvement.

“Blockchain technology represents a leap forward in fundamentally changing the way we interact and transact with each other,” said Overstock CEO Jonathan Johnson. “Since 2014, we have made investments in and advocated on behalf of companies advancing blockchain technology. We remain bullish on blockchain technology but are changing the way we interact with these assets. As we evaluated how to create the highest return for our shareholders, we determined it is time to partner with a seasoned venture capital firm to oversee the portfolio and make follow-on investment decisions. Pelion is the perfect firm to do this. It has blockchain and technology expertise with early-stage companies and has helped guide many companies to economic success.”

Overstock announced that it will continue to accept bitcoin digital currency for purchases on its retail website as an indication of its management’s belief in the technology.

“We are honored Overstock selected us to maximize the value of its blockchain assets,” said Pelion Ventures founder and general partner Blake Modersitzki. “Many of these companies have real potential. We believe our team knows how to help them reach that potential.”

Under the agreement, Medici Ventures will discontinue providing software development and design services to its portfolio companies.

Immediately following the announcement that Overstock would eventually exit its blockchain involvement, stock shares in the company were trading more than 10 percent higher on the Nasdaq exchange.

Ivanti buys Colorado Springs' Cherwell Software

Ivanti Inc., a South Jordan IT security and management company, is acquiring Cherwell Software, a global IT software company headquartered in Colorado Springs, Colorado. Terms of the transaction were not disclosed. Upon completion of the transaction, the combined company will continue to be led by Ivanti chairman and CEO Jim Schaper.

“The combination of Cherwell and Ivanti accelerates our innovation at the intersection of unified endpoint management, security, and enterprise service management,” said Schaper. “The blend of our two companies, with strong and complementary product capabilities, will further un-

lock the potential of our hyper-automation platform to service all IT assets and endpoints in the everywhere enterprise. Together, we will build a deeper and more vertically oriented enterprise service management solution. And Neurons, our AI-powered engine that will ultimately be the center of this transformation, moves us from a point-level solution to a truly integrated platform for our users.”

“We are excited to join Ivanti and help our customers achieve better business outcomes, innovate faster, and digitally transform their businesses with a unified IT management solution,”

said Sam Gilliland, chief executive officer of Cherwell. “As it relates to the future of work, Ivanti shares our belief that secure, automated workflows can dramatically change and improve the daily lives of employees while also driving trusted business outcomes. We look forward to continuing to innovate to address the growing market demand for the future of work, giving our customers the critical tools they need to tackle IT challenges associated with the new normal.”

Ivanti formed in January 2017 with the merger of Landesk and Heat Software. It employs about 1,800 in operations worldwide.

Nu Skin acquires Ohio ingredients co. 3i Solutions

Nu Skin Enterprises Inc., a health and beauty products company based in Provo, has purchased 3i Solutions, a manufacturer of ingredients for consumer markets through its proprietary encapsulation technologies. The company is based in Wooster, Ohio.

Nu Skin CEO Ritch Wood said, “3i Solutions has some of the deepest experience and knowledge in the industry of encapsulating ingredients for the cosmetic and nutritional supplement markets. Our sales force and consumers will benefit from an expansion of our product innovation such as improved absorption of nutritional ingredients, innovative ingredient delivery methods, controlled release of active ingredients and new delivery formats to meet a variety of customer needs.”

“We’re excited to be part of a larger organization that shares the same values as 3i Solutions,” said Charles Brain, president and CEO of 3i Solutions. “Together, we plan to accelerate our innovation and offer more solutions to our customers while also closely integrating our technologies with Nu Skin to enhance its already world-class product offerings.”

Terms of the transaction were not disclosed.

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Locke sells podcast network

Tegna Inc., a publicly traded broadcast, digital media and marketing services company headquartered in Tysons Corner, Virginia, and owner of 64 television stations across the U.S., has acquired the Locked On Podcast Network. The Locked On network was founded by Utah Jazz play-by-play voice David Locke and is based in Park City. Locked On produces daily shows for every team across the four major professional sports leagues, as well as more than 30 college sports programs.

“Locked On will expand Tegna’s presence in the quickly growing podcast market, joining digital content studio Vault Studios and stations’ podcasting efforts and build on Tegna’s overall sports footprint,” Tegna said in a release.

“With local stations in many of America’s largest professional and college sports markets, joining the Tegna family was a natural fit as we seek to grow our audience and expand our offerings,” said Locke. “We’re excited to begin our next phase as we work with Tegna on new innovations that will enhance our value with our loyal listeners and help us reach new sports fans across the country.”

“Local communities are at the heart of what we do and nothing brings communities together like local sports. That’s why we’re very pleased to welcome Locked On to Tegna,” said Dave Lougee, the company’s president and CEO.

“We look forward to growing the Locked On network through collaboration with our local stations, including the potential for video simulcasts of shows and further increasing distribution, engagement and monetization of these fan favorite podcasts.”

Founded in 2016, Locked On produces 160 podcasts, providing in-depth coverage of every NBA, NFL, MLB and NHL team plus major college sports teams. Locked On publishes more than 600 podcast episodes each week, generating 8 million listens a month. Its podcasts were downloaded more than 80 million times in 2020. Locked On also produces league-wide daily podcasts for fantasy sports, sports betting, the NFL draft and national shows featuring industry writers, reporters and insiders.

Locked On announced in November 2019 that it raised \$750,000 from investors including Bruce Gordon, former Disney Interactive Media Group CFO; podcast investor Podfund; and Utah-based private-equity firm Summit Capital.

Locked On will continue to operate as a standalone business within Tegna. Locke; Carl Weinstein, chief operating officer; and Locked On’s staff will join Tegna as part of the transaction. It is expected that current contributors will continue to provide content to Locked On.

Terms of the deal were not disclosed.

Miller Group starts insurance company

The Larry H. Miller Group of Companies (LHM Group) has partnered with the Leavitt Group to launch Larry H. Miller Insurance Services, an independent insurance agency that will offer auto, home, life and business insurance.

Headquartered in Sandy, the LHM Group is a privately owned family business with operations located across the western United States. The LHM Group’s focus falls within the primary categories of automotive, sports, entertainment, finance, insurance, real estate and healthcare.

The Leavitt Group is one of the largest privately held insurance brokerages in the nation, with over 165 locations across 23 states. Leavitt Group agencies are mostly locally owned and emphasize a consultative approach to commercial insurance, employee benefits and personal insurance.

LHM Insurance Services will be available at Larry H. Miller Dealerships locations, by phone and online, the company said.

“Adding an insurance agency to our automotive-related offerings allows us to provide a more seamless and full-service experience for

our customers, particularly during their car buying journey,” said Dean Fitzpatrick, president of Larry H. Miller Dealerships. “Combining expertise with the Leavitt Group, who bring nearly 70 years of experience in the insurance industry, made this partnership a great fit.”

“We are thrilled to be partnering with the Larry H. Miller Group in launching Larry H. Miller Insurance Services,” said Eric Leavitt, chairman and CEO of Leavitt Group. “We are unified in our desire to serve LHM customers well in their insurance buying journey and to provide an additional element of value beyond what they have come to expect from Larry H. Miller Group companies.”

“We want to take care of our customers and that means providing them options from the top-rated insurance providers they know and trust,” said Kimberlee Reese, the new president of Larry H. Miller Insurance Services. “Not only can we now take care of that before they leave our dealerships, but we can also make sure we help them get the best value and coverage for their needs.”

Local accounting firms announce merger

Two Salt Lake County accounting firms have announced that they have merged. Cooper Williams LLC, a full-service public accounting firm based in Salt Lake City, and Savas & Co. LLC of Murray have combined forces to become Cooper Savas LLC. While Cooper Williams offers a wide variety of accounting services to clients nationwide, Savas specializes in small business, partnership, trust, estate and individual taxation.

“The addition of the Savas

team helps us better serve our rapidly growing tax practice,” said Phil Cooper, managing partner of Cooper Savas. “We have had a positive inter-firm working relationship with their team for the past 12 months and we are now excited to combine our collective professional resources for new and existing clients, making one truly great firm.”

“We are proud of our 30-year history and our philosophy of helping our clients succeed,” said Jim Savas. “We are excited

to take the next step and join with an outstanding full-service firm. Joining with our new audit partners, John Hunter and Rex Williams, will enable us to offer the highest-quality accounting, audit and business advisory services to our clients. Additionally, we are especially pleased to be teamed with whom I believe are the premier income tax provision specialists in the region.”

Cooper Savas LLC now has a team of 31 professionals, including 20 Certified Public Accountants.

Survey: Not all COVID-19 impact is negative

One in four Americans say someone in their household has lost a job during the COVID-19 pandemic and 61 percent are spending more money on groceries or take-out food. Those are just a couple of the findings in a recent Wells Fargo/Harris Poll survey to investigate the financial health of the U.S. The results show many people are facing financial challenges and changes due to the coronavirus pandemic.

Sixteen percent of those surveyed said they are providing financial support for adult children and 15 percent are caring for parents (either financially or physically). All of these can lead many to feel financial concern and a need to change how they manage their finances, pollsters concluded.

Many Americans are having to manage money differently

during the pandemic as 44 percent say they have more cash in their bank accounts because their needs have changed, and nearly half of Americans (48 percent) have worried that recurring payments may cause them to overdraft.

However, the pandemic hasn’t had only a negative impact on Americans, as more than three in four (76 percent) say it has made them realize the importance of a monthly budget. Many also seem to be more in tune with the status of their personal finances during the pandemic, with 78 percent saying the pandemic has made them want to save more and 75 percent becoming more aware of the amount they spend on impulse purchases.

Most Americans remain hopeful with plans for spending in 2021 once a COVID-19 vaccine

is more widely available. More than half (57 percent) say travel is among their main goals for spending in 2021 once the majority of Americans have been vaccinated. Others have more practical goals for spending in 2021, including saving for an unforeseen emergency (38 percent) or daily expenses in the event of job loss (28 percent). Some Americans are looking ahead to spending for recreation activities they may not have been able to do during the pandemic, such as dining indoors at their favorite restaurant (33 percent), returning to social activities like movies and parties (27 percent) and attending live events (24 percent). Roughly one in five Americans (19 percent) say once the COVID-19 vaccine is available, buying clothes is among their main goals for spending money in 2021 — they are done with sweats.

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COVID-19 Updates

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

CANCELED

Feb. 11

"Coffee with Clancy," a Women's Business Center of Utah event pre-recorded and available online.

Feb. 24

"Power of the P.I.V.O.T.: How to Creatively Pivot Your Business For Success," a Women's Business Center of Utah event pre-recorded and available online.

Feb. 25

"Coffee with Clancy," a Women's Business Center of Utah event pre-recorded and available online anytime.

POSTPONEMENTS

2021 Annual Gala, an Ogden-Weber Chamber of Commerce event that was originally the 2021 Annual Gala & After Party scheduled for Feb. 17, 5:45-10 p.m., at Perry's Egyptian Theater, 2415 Washington Blvd.,

Ogden, has been rescheduled for April 15, 7:30-10 p.m., at the same location. Annual chamber awards will be presented. Official change in Ogden-Weber Chamber board officers also will take place. Details are at ogden-weberchamber.com.

Business to Business Expo, a Davis Chamber of Commerce event originally scheduled for Aug. 27 at the Davis Conference Center in Layton, has been postponed until April 20, 1-5 p.m. Keynote speaker Rob Ferre will discuss "Be the First One on the Dance Floor: How to Create a Movement in Your Business." Location is Davis Conference Center, 1651 N. 700 W., Layton. Free for attendees. Details are at davischamberofcommerce.com.

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

"We Are Utah" Manufacturers Expo, a Utah Manufacturers Association event scheduled for Sept. 23 at Mountain America Expo Center in Sandy, has been postponed until spring 2021.

The **South Salt Lake Chamber Annual Celebration**, originally scheduled for Sept. 2

at the Maverik Center in West Valley City, has been postponed to a date to be announced.

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

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

OTHER INFORMATION

"Let's Do Lunch," a South Valley Chamber event originally scheduled for Feb. 10 at Garage Grill in Draper, has been moved to All-Star Bowling & Entertainment, 12101 S. State St., Draper. Cost is \$15 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

"Understanding Financial Statements to Manage Your Business," part of the Women's Business Center of Utah's Financial Foundations Series, originally scheduled for Feb. 18, now will be Feb. 16. Event is pre-recorded and available online anytime. Free. Details are at wbcutah.org.

CORPORATE FINANCIAL REPORTS

The following are recent financial reports as posted by selected Utah corporations:

Altabancorp

Altabancorp, based in American Fork, reported net income of \$11.1 million, or 58 cents per share, for the 2020 fourth quarter. That compares with \$11.7 million, or 61 cents per share, for the same quarter a year earlier.

For the full year 2020, the company reported net income of \$43.5 million, or \$2.29 per share, which compares with \$44.3 million, or \$2.33 per share, for 2019.

Altabancorp is the bank holding company for Altabank, a full-service bank with 26 branch locations from Preston, Idaho to St. George.

Assets grew \$960 million during the year, to \$3.37 billion. Total deposits grew \$860 million, or 42 percent, year-over-year to \$2.92 billion. Loans grew \$14.6 million, or 0.9 percent, to \$1.7 billion. Cash and liquid investments securities grew \$942 million, or 152 percent, to \$1.56 billion, or 46 percent of total assets.

"2020 was a challenging year for our organization, our associates and our clients as we collectively managed the negative effects of the COVID-19 pandemic," Len Williams, president and CEO, said in announcing the results.

Williams said the bank has provided substantial financial relief to its clients through participation in government programs as well as its own payment relief programs.

"We provided payment accommodations to almost 20 percent of our clients, and we offered first-round Small Business Administration Paycheck Protection Program Loans (PPP) to over 300 clients. We are offering additional funding for the second round of SBA PPP loans. We will continue to work together with our clients to ensure that we can provide financial solutions to assist them on their path to recovery as we all work to overcome the pandemic."

Utah Medical Products

Utah Medical Products Inc., based in Salt Lake City, reported net income of \$3.4 million, or 93 cents per share, for the 2020 fourth quarter. That compares with \$4.3 million, or \$1.17 per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$12 million, up from \$11.8 million in the year-earlier quarter.

For the full year, the company reported net income of \$10.8 million, or \$2.94 per share, which compares with \$14.7 million, or \$3.94 per share, in 2019. Sales in

2020 totaled \$42.2 million, down from \$46.9 million in 2019.

Utah Medical Products develops, manufactures and markets disposable and reusable specialty medical devices.

The reported results confirm "a trend of recovery from the 'COVID-19 depression' in 2Q 2020 caused by government policies restricting medical procedures deemed 'nonessential,' such as tubal ligation and loop excision of the transformation zone," the company said.

Clarus

Clarus Corp., based in Salt Lake City, reported preliminary financial results for the fourth quarter that indicated the company's EBITDA (earnings before interest, taxes, depreciation and amortization) was \$10.5 million, up from \$7 million in the quarter a year earlier.

Sales in the most recent quarter totaled \$75 million, up from \$61 million.

For the full year 2020, the company indicated that EBITDA should be \$22 million, down from \$22.7 million in 2019. Sales should be \$223 million, down from \$229.4 million in 2019.

Clarus develops, manufactures and distributes outdoor equipment and lifestyle products focused on the climb, ski, mountain and sport markets. It expects to release its fourth-quarter and full-year 2020 results in early March.

"Today's preliminary results demonstrate the continued strength of our well-diversified brand portfolio," John Walbrecht, president, said in announcing the results. "Our sales growth, which we expect to flow through to adjusted EBITDA growth at an even higher rate, is a testament to the success and resilience of our 'super fan' brand strategy.

"Barnes, in particular, has outperformed our expectations in its first few months on our platform. As we continue the integration process, we remain confident in our ability to leverage Barnes' industry-leading technology and product innovation to drive growth and build a leading specialty premium bullet and ammunition platform," he said.

"In our Black Diamond business, our commitment to preserving brand equity as we execute on our 'innovate and accelerate' playbook has allowed us to adeptly navigate a dynamic retail environment. I am proud of our team's dedication and flexibility throughout the past year, and we will continue working to maximize the profitability of our brands and the value we create for our shareholders."



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Axon Optics of Lehi has introduced its new **migraine glasses** featuring significant improvements over conventional light-responsive eyewear for migraine headache sufferers. The lenses now become darker, change faster and are more affordable, the company said.

“Glasses that darken automatically when exposed to sunshine — or photochromic lenses — have been popular for some time, but the technology continues to improve.

Precision-tinted eyewear for migraine is no exception,” Axon said in releasing the new product. The lenses employ a special tint which filters out only the wavelengths of light that are most likely to cause pain for migraine sufferers, 90 percent of whom are light-sensitive. The glasses can be made to match the vision prescription of the user.

“While our eyewear will always have our therapeutic lens for indoor use, many users like the convenience of stepping outside without having to switch from their indoor glasses to sunglasses,” said Axon Optics co-founder **Ben Rollins**. “The new technology allows our lenses to not only get darker than before and faster than ever, but the price has been reduced.”

New spin-coat technology in light-responsive lenses is responsible for the improvement, enabling lenses to darken faster but also fade faster when the wearer steps inside. This also offers a more uniform light-responsive coating over the entire lens.

Founded in 2010 by a neuro-ophthalmologist, photonics researcher and ophthalmic entrepreneur, Axon Optics became the first online retailer of eyewear and contacts for people with photosensitive migraines. Research-based improvements to the lenses, their coatings and light-protective frames is ongoing at the University of Utah and other clinics.

Learning solutions company **eLearning Brothers** has introduced its **Rockstar Learning Platform**, a digital learning platform. The American Fork company said the new product includes everything from virtual onboarding and employee training to customer training, partner training, self-directed learning, upskilling, reskilling, cross-training and virtual instructor-led training. “Our LMS (learning man-

agement systems) business had tremendous growth in 2020 with a 250 percent increase in new client logos and an even greater increase in sales,” said **Andrew Scivally**, CEO of eLearning Brothers. “Companies are realizing we’re ahead of the market with solutions to deliver a better learning experience. That’s why we’re excited to release an even more powerful learning platform today in the Rockstar Learning Platform.” The platform will become the central hub of eLearning Brothers’ offerings.

My Heritage, a Lehi-based online genealogy platform, has announced the release of **color restoration** for faded color photos. A major enhancement to MyHeritage’s suite of photo tools, color restoration revives the colors in faded photos, the firm said. Color restoration is ideal for color photos from the 1950s through the 1990s, where the chemistry of printed photos stored in albums did not withstand the test of time. “In 2020, MyHeritage became the top online destination for colorizing, enhancing and sharing historical photos,” said **Gilad Japhet**, founder and CEO of MyHeritage. “The addition of color restoration to our robust suite of photo features offers the incredible opportunity to bring cherished childhood memories back to life and to share the beautifully revived photos with our family and friends.”

Pleasant Grove-based **Qube Money**, a money management and digital banking platform, has released its **Qube Money App** designed to empower consumers to control their finances and eliminate debt. The app brings the familiar envelope budgeting method to a cashless world, the company said. “The COVID-19 pandemic accelerated the need for cashless solutions for our day-to-day transactions,” said **Ryan Clark**, co-founder and CEO of Qube Money. “Qube Money helps people successfully navigate the shift to a cashless society by digitizing cash allocation and spend planning to ensure their money has purpose pre-determined.” The app sets up digital envelopes that work in conjunction with a Qube Money debit card tied to an account. Before each purchase, users select an envelope to make that money available on the card.

Lehi’s **BodyGuardz**, a developer and marketer of electronic device protection products, has launched **Eco PRTX**, the industry’s first shatterproof screen protectors made with recyclable materials. Eco PRTX builds upon the company’s existing PRTX line, first introduced in 2018,

altering the design to eliminate waste and further the company’s mission to produce more sustainable products. “BodyGuardz believes in creating sustainable products that not only protect our customers’ devices, but also protect the environment. With Eco PRTX, customers no longer have to choose between protection and sustainability,” said **Lynda Rose**, vice president of product development at BodyGuardz. “We are acutely aware of the role we play in protecting the planet and will continue to examine our products and processes to find ways to reduce waste and increase sustainability.”

Anti-money laundering (AML) and identification fraud company **SmartSearch U.S.**, based in Lehi, is launching enhanced technology for businesses to comply with the latest AML legislation enacted in Congress last month. SmartSearch said its **digital fraud checks** with data referencing and triangulation will give firms confidence that they are compliant with the new raft of AML regulation. **Chad Rawlings**, national sales director at SmartSearch., said the enhancements have been made in response to the rising threat of money laundering and financial fraud due to the ongoing coronavirus crisis. “At the start of this year, some of the most significant anti-money laundering legislation was introduced in the country. At SmartSearch we’re in a position to be able to import the most cutting-edge technological solutions to comply with that legislation.”

Reflect Scientific Inc., an Orem provider of products and services for the biotechnology, pharmaceutical and transportation industries, has announced the release of a new ultra-low-temperature freezer that can be rapidly deployed in a transportable, self-powered configuration. The **Cryometrix RDC-120** freezer is sized explicitly for storing smaller quantities of vaccines and high-value biologicals. “The recent test results exceeded our expectations,” said **Kim Boyce**, CEO of Reflect Scientific. “This small chest freezer can be placed almost anywhere, even in the back of a pickup truck. Small payloads can now be easily transported or stored with excellent temperature stability at very low temperatures. We are taking orders for the RDC-120 now.” The freezer can hold up to 120 liters at a temperature down to minus-160 degrees Celsius.



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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. The submission deadline is one week before publication.

ARTS/ENTERTAINMENT

• **Canyon Corners**, a mixed-use lifestyle development owned by **CenterCal Properties LLC**, has announced the opening of **Lurie Gallery-Park City**, an art gallery at 6622 N. Landmark Drive in Kimball Junction, Park City. It is operated by Park City resident **Scot Lurie** and will focus on establishing emerging to mid-career artists who specialize in cutting-edge pop art, street art, abstract minimalism, photography and a wide range of monumental sculptors. Lurie Gallery also advises clients on acquiring and selling secondary market art collections. Four brothers — Bruce, Evan, and twin brothers Scot and Craig Lurie — have operated art galleries, sponsored art exhibits, facilitated public art installations and bought and sold art internationally for more than 30 years. Canyon Corners also includes Whole Foods Market, Christy Sports, MOD Pizza and more, plus luxury apartments.

ASSOCIATIONS

• **Whitaker Irvin Jr.** has accepted an invitation to join the Board of Governors of the **Salt Lake Chamber**. Irvin is CEO of Q Hydrogen Commercialization, Park City. His experience includes technology deployment and program management at the aerospace and defense firm Raytheon Co. Before that, he worked in the financial sector, including at Fidelity Investments.



Whitaker Irvin Jr.

BANKING

• **Galileo**, a Salt Lake City-based company focused on card issuing and digital banking, has appointed **Archana (Archie) Puri** as chief product officer. She is responsible for developing, maintaining and executing new products in Galileo's pipeline, as well as enhancing current Galileo products and features. Puri has more than 20 years of experience in technology products, with strong domain context in payments. Prior to joining Galileo, she spent eight years at PayPal, most recently as general



Archana Puri

manager for Braintree (a PayPal service) and vice president of product and technology for enterprise and partner solutions. Prior to PayPal, she spent seven years at Yahoo as a product and program manager for various strategic initiatives, including search advertising. She is a founding member of the San Francisco chapter of Chief, a private network designed specifically for senior women leaders.

• **D.L. Evans Bank** has opened a branch at 101 S. Main St., Brigham City. It is a full-service location offering a range of banking products and services with decisions made locally. The branch is under the leadership of **Ken Doutre** as vice president branch manager.



Ken Doutre

CORPORATE

• **PrinterLogic**, a St. George-based company focused on serverless printing infrastructure (SPI), has rebranded as **Vasion** and moved its global headquarters to the Tech Ridge development. The company said the new name "encompasses the expansion of cloud-based serverless software that will address the broad digital transformation market and build upon PrinterLogic's software-as-a-service (SaaS) offerings to help companies digitally transform."

DIRECT SALES

• **Younique**, a Lehi-based direct sales company, has appointed **Steve Carlile** as chief marketing officer. He will oversee Younique's branding, product marketing, digital innovation and product development. Carlile has spent two decades building global brands through marketing. He most recently led global marketing at Isagenix International. The first 16 years of his career were with Nu Skin in a variety of progressive roles, most recently serving as head of global digital marketing and CXM. Carlile also served as CMO at Solo Stove.



Steve Carlile

DIVIDENDS

• The board of directors of **Clarus Corp.**, a Salt Lake City-based developer, manufacturer and distributor of outdoor equipment and lifestyle products, has confirmed the company's regular quarterly cash dividend of 2.5

cents per share. The dividend will be paid Feb. 9 to stockholders of record on Feb. 8.

ECONOMIC INDICATORS

• **Utah** is ranked No. 21 on a list of states forecast to be the **richest by 2025**, compiled by **MoneyPenny.com**. It used real GDP, personal income per capita and Zillow home value data from the past five to 10 years and then applied a forecasting algorithm. California is predicted to be the wealthiest. Mississippi is at the bottom of the rankings. Details are at <https://www.moneyPenny.com/us/resources/blog/ranked-the-richest-states-by-2025/>.

• **Cache County** leads all Utah counties as the "best place to get a mortgage," according to a list compiled by **SmartAsset**. It analyzed counties to determine where people are most likely to be approved for a mortgage. Following Cache County were, in order, Washington, Box Elder, Davis, Utah, Rich, Weber, Salt Lake, Morgan and Tooele counties. Details are at <https://smartasset.com/mortgage/utah-mortgage-rates#utah/origination-rate>.

• **Utah** saw a 11 percent reduction in **financial aid applications** by eligible high school seniors in 2020, compared with 2019, according to **TOP Data**. The nation saw a 13.1 percent reduction in eligible students applying for financial aid during that time. TOP Data said the uncertainty surrounding COVID-19 is the likely cause behind fewer high school seniors wanting to commit to college enrollment in 2021.

GOVERNMENT

• The **Utah Department of Workforce Services** has named **Christina Davis** as its communication director. Davis has been a part of the department's Communication Division for five years and has served as a strategic communication manager and public information officer. Prior to joining DWS, she spent more than 10 years in the private sector at strategic communication and marketing firms in Utah and California. Davis succeeds **Nate McDonald**, who was recently appointed as a deputy director of the department.



Christina Davis

HEALTHCARE

• **Lipocine Inc.**, a Salt Lake City-based biopharmaceutical company focused on metabolic and endocrine disorders,

has closed an underwritten public offering of nearly 16.5 million shares of its common stock, offered at \$1.75 per share, to the public. It included the exercise in full by the underwriters of their option to purchase more than 2.1 million additional shares of common stock at the public offering price. Gross proceeds to Lipocine were approximately \$28.7 million before deducting underwriting discounts and commissions and other offering expenses payable by the company. **Raymond James & Associates Inc.** acted as sole book-running manager and **Ladenburg Thalmann & Co. Inc.** acted as co-manager for the public offering.

OUTDOOR PRODUCTS/ RECREATION

• The **Utah Outdoor Recreation Summit**, normally a large, three-day event, will be two smaller, regional gatherings this year. A limited number of attendees will be allowed at each event. Each event will have a theme on different topics and with different speakers. The dates are Sept. 22-23 and Oct. 27-28. Themes, speakers and locations will be announced.

PHILANTHROPY

• **Bank of Utah**, **Red Hanger Cleaners**, **Arctic Circle Restaurants** and **Smith's Food & Drug** stores are participating in the 35th annual **Scouting for Food** drive, taking place through Feb. 12. The **Boy Scouts of America Crossroads of The West Council** is asking the public to drop off non-perishable food at a list of community donation sites throughout Utah during the drive. Bank of Utah and Red Hanger locations will distribute grocery bags and serve as drop-off sites. Arctic Circle Restaurants will distribute donation bags through their drive-through windows and ask their customers to drop filled bags off at the donation sites. Scouts BSA troops, Red Hanger and some food banks and pantries will then pick up the canned goods at drop-off

sites and deliver them to food assistance organizations. Scouts collected donations from shoppers at more than 50 Smith's Food & Drug stores Feb. 6, designated Scouting for Food Day and coinciding with the national Souper Bowl of Caring Drive. The Scouts and the **Utah National Guard** will deliver the tons of donated food to food banks and pantries in store communities. Details about the food drive are at www.utah-scouts.org/scoutingforfood.

REAL ESTATE

• **Inside Real Estate**, a Draper-based independently owned real estate software company and a technology partner to agents, teams and brokerages, has created a **Home Ownership Division**. It is dedicated to empowering residential real estate brokerages and their agents to become the primary homeowner advisor across all stages of their customers' home buying, selling and owning journey.



Ned Stringham

A dedicated Inside Real Estate team has been working on the project throughout the past year and will launch the platform beta with a number of partner real estate brokerages in mid-2021. **Ned Stringham** will remain CEO of Inside Real Estate and also will oversee the development of the Home Ownership Division. **Scott Petronis** recently joined as chief technology officer and **Imran Kasam** as engineering director of the new division. Inside Real Estate's current business will continue with its kvCORE platform and other products operating as the **CORE Division**. **Joe Skousen** becomes the CEO of that division, and **Nick Macey** its president.

• The **Real Brokerage Inc.**, a U.S. real estate brokerage, has expanded into Utah with the appointment of **Chris**

see BRIEFS next page

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Industry Briefs

from previous page

Martindale as state principal broker. Martindale began his career in 2006 and has sold over 500 homes. Real is now operating in 23 states and the District of Columbia.

• The **CW Group** has named **Chris L. Winter** as division president of **Cole West Home** and **Cole West Development**, St. George. Cole West Home is a home builder specializing in the construction of high-end homes, second homes and luxury vacation rental homes in St. George. Winter



Chris Winter

will oversee all real estate and construction activities of the Southern Utah operation for the CW Group. Winter previously served as vice president of finance for the Northern California Division of PulteGroup. He sat on the Operating Committee, where he partnered with division executives to acquire and develop traditional single-family, infill townhome and retirement communities under the Pulte, Del Webb and Centex brands. Winter began his time with PulteGroup as a controller. He started his professional career as an auditor with Ernst & Young LLP in Sacramento in 2003. Winter earned a Bachelor of Science in accounting and Master of Accountancy from Brigham Young University.

RECOGNITIONS

• The **Downtown Alliance** recently presented **Downtown Achievement Awards** for extraordinary contributions to downtown Salt Lake City's vital-

ity, safety and livability. The **Fourth Street Clinic** has served homeless Utahns for over 30 years. In 2020, it was on the frontline of COVID-19 screening and testing for individuals experiencing homelessness and completed over 8,000 tests. During the pandemic, **Caputo's Market & Deli** reassigned employees and communicated their safety measures and service adaptations to customers. Since 1991, **Plan-B Theatre** has produced unique and socially conscious theater created by Utah playwrights. **Domain Cos. & GIV Development** have developed Avia and Mya, two distinct buildings in one new transit-oriented development. At the Downtown Achievement Awards, the **Vasilios Priskos Honors** was presented to **Bill Knowles**, downtown ombudsman. Knowles has been an ombudsman for construction mitigation on key downtown developments over the past 25 years.

• **Utah Healthcare Executives** (UHE), the Utah chapter of the



Greg Angle



Brent Schmidt

American College of Healthcare Executives (ACHE), recently presented **Healthcare Executive**



Alison Flynn Gaffney

Awards for outstanding service in the healthcare industry in Utah. The **Senior-Level Healthcare Executive** award was presented to **Greg**

Angle, president of the HCA Mountain Division, and **Alison Flynn Gaffney**, executive director of University of Utah Health. The **Early-Career Healthcare Executive** award went to **Brent Schmidt**, administrator at Sevier Valley Hospital (Intermountain Healthcare).

• **Clean Seat**, a toilet seat designed to prevent messes caused by common negligence, has won first place and the \$4,000 grand prize at the 2020-21 **University of Utah Opportunity Quest** business-model and executive-summary competition managed by students at the **Lassonde Entrepreneur Institute** and sponsored by **Zions Bank**. Earning second place was **uAir**, which won \$2,000, while third place went to **Parq** (\$1,000). The best-video winner was **H2OWake** (\$500). Judges' award winners were **Haven Rest** and **Kurl Up** (\$250 each).

RETAIL

• The **Domain Cos.** has announced that **Rebel House**, a boutique fitness studio, will open this spring, anchoring the new mixed-use development that houses Mya apartments and The Shop shared workspace in downtown Salt Lake City. It will use 2,588 square feet on the ground level of the Mya and The Shop building. It is Rebel House's third location.

SERVICES

• **Ancestry**, a Lehi-based company focused on family history and consumer genomics, has appointed **Mark Thompson** as



Mark Thompson

chairman of the board. Thompson previously served as president and CEO at The New York Times Co. Prior to that, he served an eight-year term as director general (CEO and editor-in-chief) of the BBC.



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SPORTS

• **Nordic Valley Ski Resort**, Eden, recently opened its first high-speed chairlift with at least six new trails. The six-person chairlift, named the **Nordic Express**, is the resort's first new lift in over 10 years and Nordic Valley is now just one of three Utah resorts to offer a lift of this type. Manufactured by Leitner Poma, it is 4,213 feet in length with a vertical rise of 1,400 feet.

The lift is located on 300 skiable acres that's been owned by Nordic Valley but never developed. Roughly 50 of the 300 acres in the expansion area are skiable for this winter.

TECHNOLOGY/LIFE SCIENCES

• **Tafi**, a Salt Lake City-based company focused on customizable 3D avatar solutions, has announced four executive appointments. **Preston Woo**, a strategist and dealmaker in technology and finance, joins as chief strategy officer. Woo most recently was CSO at Ossia. Earlier, he served as CFO at Sarcos Robotics, led business development for technology licensing at Intellectual Ventures and was a member of the private equity investment team at Vulcan Capital. He sits on the board of directors for Ossia and Recon Dynamics. **Stephanie O'Farrell**, a marketer and general manager, has been named as chief marketing officer. She most recently worked at MolsonCoors. She is a senior-level brand marketer and general manager with 14 years of experience. **Jessica Rizzuto**, an executive in e-commerce and digital monetization, will serve as senior vice president of e-commerce. She most recently was director of digital marketing at Owlet. Prior to that, she worked in the nonprofit sector, leading advertising and optimization campaigns in digital, television and mail as the director of digital technology and marketing. Her education includes a Bachelor of Arts degree from the University of Utah in political science and economics.



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Calendar

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

Feb. 8, 10-11 a.m.

“Monday Mashup with Amber,” a Women’s Business Center of Utah open discussion event taking place each Monday. Moderator is Amber Murray, WBCUtah business advisor and owner of See Your Strength. Event takes place online via Zoom. Details are at wbcutah.org.

Feb. 9, 7:30-9 a.m.

Virtual Speaker Series, an ACG (Association for Corporate Growth) Utah event. Speaker is Morten Steen-Jorgensen, CEO and co-owner of ReadyWise. Event takes place online via Remo. Free. Details are at <https://www.acg.org/utah/events/>.

Feb. 9, 9-10 a.m.

“How Did She Do It? Start a Business on a Shoestring Budget,” a Women’s Business Center of Utah event. Speaker is Kasey L. Ring, president and founder of Upward Personal Finance LLC. Event takes place online (available statewide). Free. Details are at wbcutah.org.

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

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

Feb. 10, 9-10 a.m.

“COVID-19 Vaccinations in the Workplace: Mandatory, Voluntary or None at All?” presented by Parsons Behle & Latimer. Presenters are PBL employment and labor attorneys Laurence B. Irwin, of counsel, Reno; Amy A. Lombardo, shareholder, Boise; Liz M. Mellem, office managing shareholder, Missoula; and Susan Baird Motschieder, of counsel, Salt Lake City. Event takes place online. Free. Details are at <https://www.parsonsbhleh.com/events>.

Feb. 10, 9-10 a.m.

“Doing Business in Mexico,” presented by the Governor’s Office of Economic Development, World Trade Center Utah and the Mexican Consul General’s office. Event features Ambassador Martha Bárcena of Mexico and

U.S. Minister Counselor for Commercial Affairs Steve Alley. The event will also feature a U.S. Commercial Service market briefing and time for Q&A with the panelists. Event is the first in a series that will also include industry-specific breakout sessions and a state-led trade mission to Mexico in October. Event takes place online. Details are at https://us02web.zoom.us/webinar/register/WN_pQ03a22NRpuEjOEWV-jOpEg.

Feb. 10, 11:30 a.m.-1 p.m.

“Let’s Do Lunch,” a South Valley Chamber event. Location is All-Star Bowling & Entertainment, 12101 S. State St., Draper. Cost is \$15 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

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

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

Feb. 11, 8-9 a.m.

Networking Event, a Box Elder Chamber of Commerce event that takes place online via Zoom. Free. Details are at boxelderchamber.com.

Feb. 11, 10 a.m.

Investor Day Event, a Nu Skin Enterprises Inc. event. Registrants can expect to hear from senior management as they share the company outlook for 2021 along with longer-term milestones and initiatives. Registered attendees will be able to participate in the event live via webcast. The company is focused on consumer products, product manufacturing and controlled-environment agriculture technology. Event takes place online. Registration and other details are at investorrelations@nuskin.com.

Feb. 11, 11 a.m.-noon

“Community-Focused Development: The Shop, Mya and Avia,” a ULI (Urban Land Institute) Utah event. Attendees will learn about Domain Cos.’ and Giv Development’s mixed-use, mixed-income and nearly carbon-neutral project in downtown Salt Lake City. Speakers are Dee Brewer, executive director, The Downtown Alliance; Chris Parker,

founder/principal, Giv Group; Matt Schwartz, co-CEO, Domain Cos.; Hussein Alayyan, associate architect, EDR; Ryan Smith, district manager, Domain Cos.; and Anne Olsen, community manager, Domain Cos. Event takes place online. Cost is \$10 for members, \$20 for nonmembers. All registration fees will be donated to two Domain Cos. charity partners: the Odyssey House and Equality Utah. Details are at <https://utah.uli.org/events-2/>.

Feb. 11, 11:30 a.m.-12:30 p.m.

Women in Business Luncheon, a Davis Chamber of Commerce event. Speaker is Jodi Orgill Brown, author, interactions expert and brain tumor survivor. Event takes place online via Zoom. Free. No registration required. Details are at davis-chamberofcommerce.com.

Feb. 11, noon-1 p.m.

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

Feb. 11, noon-1 p.m.

“Business During Hours,” an Ogden-Weber Chamber of Commerce event that takes place online via Blitzr. Free for members and first-time guests. Details are at ogdenweberchamber.com.

Feb. 11, 5-7 p.m.

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

Feb. 11, 6-8 p.m.

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

Feb. 12, 8-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for WIB members. Details are at ogdenweberchamber.com.

Feb. 12, 8 a.m.

WOW Business Training, a Women’s Business Center of Utah event. Speaker Sasha Gray, owner of Scattered Sasha, will discuss “Energy Vampires: How to Keep Them in the Dark.” Event takes place online via Zoom. Free. Details are at wbcutah.org.

Feb. 12, noon-1 p.m.

“Sweet Success: Celebrating the Sisterhood of

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

Feb. 13, 8-9:30 a.m.

“Legislative Update,” a South Jordan Chamber of Commerce event that also takes place Feb. 20, Feb. 27 and March 6. Event takes place online via Zoom. Details are at southjordanchamber.org.

Feb. 13, 8-9:30 a.m.

“Legislative Roundup,” presented by ChamberWest, the South Jordan Chamber of Commerce and Southwest Valley Chamber of Commerce, and taking place every Saturday during the legislative session (Feb. 20, Feb. 27 and March 6). Event takes place online. Details are at chamberwest.com.

Feb. 16

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

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

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

Feb. 16, 9-10 a.m.

“Bagels & Business: 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>.

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

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$20 for members and \$22 for nonmembers; \$16 for members and \$17 for nonmembers preregistered. Details are at cachechamber.com.

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

Business Alliance Network- ing Luncheon, a Davis Chamber

of Commerce event. Location is Boondocks, 525 Deseret Drive, Kaysville. Free. No RSVP required. Details are at davis-chamberofcommerce.com.

Feb. 17, 8-10 a.m.

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

Feb. 17, 9-10 a.m.

2021 Nubiz Economic Update, in partnership with Weber State University’s John B. Goddard School of Business & Economics. Discussions will include the impact of COVID-19 on the 2020 economy and a look into potential outcomes in 2021. Speaker is economics professor Andrew Keinsley. Event takes place online via Zoom. Free for chamber members and WSU faculty and students. Details are at ogdenweberchamber.com.

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

“COVID-19 Vaccinations in the Workplace,” a South Valley Chamber HR Academy event. Speaker is Karen Halliday, a strategic human resources consultant and business owner advocate with BBSI. Location is Hilton Garden Inn, 277 W. Sego Lily Drive, Sandy. Details are at southvalleychamber.com.

Feb. 17, 3-4 p.m.

“Ins & Outs of Banking as a Business Owner,” a Women’s Business Center of Utah event. Speaker is Ashley Massey, vice president and treasury relationship manager at Washington Federal Bank. Event takes place online and is available statewide. Details are at wbcutah.org.

Feb. 17, 3:30-4:30 p.m.

“Business Connections,” a ChamberWest event that takes place online. Free, but registration is required. Details are at chamberwest.com.

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

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

Feb. 18, 7:45-9:15 a.m.

“Coffee and Connections,” a Murray Area Chamber of Commerce event that takes place the first Thursday of each month at Kings Peak Coffee Roasters and the third Thursday of each month online via Zoom. Details are at murraychamber.org.

Succeeding in Your Business

Oh, the joy of those pesky NAICS codes

"I am trying to apply for a Paycheck Protection Program loan for my small business, but I've hit a snag.

"My local bank, which is part of the PPP, is telling me I can't apply for a loan because my current NAICS Code is incorrect. I didn't even know what a NAICS Code was, much less that I had one. I've been in business for over 20 years and this has never even come up as an issue before.

"Please tell me, in plain English, what a NAICS Code

is and what I can do to fix this problem."

First, some background:

Many, many years ago, the government had difficulty keeping accurate statistics on small businesses. So, they invented the Standard Industrial Classification system as a way of figuring out how many small businesses there were in different categories. They assigned a number to each type of business in which a small business could engage. For example, "eating places" (restaurants)

were SIC Code 5812, while "drinking places" (bars) were SIC Code 5813.

Right there, you see part of the problem: A restaurant that serves alcoholic beverages could be either a 5812 or a 5813. Each SIC Code covered a broad range of businesses and there was often overlap between two or more categories. As we lawyers say, the SIC Codes were both overinclusive and underinclusive.

They were also focused entirely on manufacturing businesses. When I was studying law, back in the Paleozoic Era, the codes were referred to as

"product codes" — so a company that made widgets got the widget code, a company that made tractors got the tractor code, and so forth.

In 1993, the NAICS Association was formed to help address this problem. They developed the North American Industry Classification System, which assigns NAICS Codes to businesses in a way they hoped would classify businesses more precisely and accurately. People fell in love with the NAICS, and many government agencies, particularly the IRS, began requiring businesses to specify a NAICS Code when registering with those agencies.

But then along came the Internet, social media, mobile phones and most of the technology that drives today's business models, and many of the NAICS Codes became obsolete or overly broad. If your business offers a "software-as-a-service business intelligence tool using artificial intelligence" (I realize that's gibberish, but please go with me here), there is no specific NAICS Code for what you do. The closest you can come is Code 511210 (software publishers — applications software, computer, packaged), which lumps you in with Microsoft, Apple and Intuit and other "shrink-wrap" software companies.

While the NAICS Codes are generally more precise than the SIC Codes, they're still pretty broad and they still haven't been updated to deal with the post-industrial world where a company's biggest "product" is intellectual property. Accountants, lawyers and others who form small businesses have a lot of leeway when selecting an NAICS Code or SIC Code for their clients and the choice often involves a certain amount of guesswork.

Sometimes these folks guess wrong, which is what I think happened here.

You say your business is 20 years old. Back then, you had to include a NAICS Code on the application form for your federal tax identification number (called an EIN). The accountant or lawyer who set up your com-

pany probably selected what he or she felt was the most accurate NAICS Code for your business at that time, and that Code is now permanently attached to your EIN even though your business may have changed over the years. Your PPP lender probably noticed this on your latest tax return and realized it didn't accurately describe your business.

That's a guess, but an educated one.

Talk to your accountant about ways you can fix this problem. The good news is that you should be able to switch to the correct NAICS Code when you file your 2020 tax return. That probably won't be for a while, however, and the new PPP loan program is likely to fill up fast. You could amend your 2019 tax return (which you have already filed with the IRS) to change the NAICS Code and update the IRS database, but that's a cumbersome and time-consuming process that may alert the IRS to other potential problems with your 2019 tax return. Better to let sleeping dogs lie.

One possibility: Form a new corporation or limited liability company, obtain a new EIN with the correct NAICS Code and then merge your old company into the new one before applying for the PPP loan. That will be a real pain in the neck, as you will have to open new bank accounts and change all your vendors' and suppliers' accounts to reflect the new company. If you are desperate for cash, however, it may be the only way you can move forward with your lender.

It's always a shame when a slip of the pen 20 years ago causes problems for you today, but, hey, it happens. If you're not sure your business is operating under the correct NAICS Code, ask your accountant to look into it this year and get it right when you file your 2020 tax return.

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

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CHATNA LODGE

Business Tech

Collaboration with Microsoft Teams

Microsoft Teams is a collaboration and communication platform that is a relatively new part of the Microsoft product lineup, launched worldwide in 2017. Although it has been around for a few years and has millions of users, many were not familiar with the service or its many functions outside of its use as a chat app. This changed during the COVID-19 pandemic, which made collaboration software essential for many organizations suddenly employing a work-from-home model.



BAHAR
FERGUSON

From 20 million active users in November 2019, in April 2020, Microsoft reported 75 million daily users of Microsoft Teams. More and more companies began using it, particularly in light of some of the security concerns with competitive video-conferencing platform Zoom. Yet many companies are still not aware of the complete set of collaboration functions Microsoft Teams offers.

As it was initially launched to compete with chat app Slack, the chat function of Teams tends to be its best-known function, and that is certainly a key means of collaboration. Teams members can text chat with each other, but that isn't the only way to collaborate.

Teams is available to most subscribers of the Microsoft 365 suite and integrates with most of its products. Teams are hubs of users, and within Teams, users can create channels. These channels organize conversations and tasks into project areas or topics and include chat rooms and conversations among members of a team. Multiple channels can be created to keep topics separate and easy to follow.

Within the channels, users can easily switch from text chat to voice or video chat, to enable whatever form of communication best suits the needs of the current project or topic. Two users could be having a text chat, for example, and then realize the subject would be more easily discussed via a voice call. They can easily switch to the voice call without leaving the app and add another Team member if needed. If they then decide to use the video function, it's easy to switch to that as well.

Teams' integration with Microsoft's other apps and programs makes collaboration even more efficient. Users can share Word documents or Excel files, putting an end to the always-problematic email tree, in which one user emails a document to several other users for input. Each of those users makes changes to the document and emails it separately, and meanwhile

all their comments are on separate emails — some of which they may forget to “reply all” on. In this type of scenario, there is almost no actual collaboration going on — everyone is working on their separate documents and one person ends up trying to put all the pieces together.

The collaboration tools enabled by Microsoft Teams put an end to these endless emails, as documents are stored in central files and one document is accessible by all Team members. To ask for input on a document,

a user can simply notify the other users they want input from. Team members, upon logging in, will get notifications if a new conversation has taken place or if their input is required.

Documents that are shared in Teams are stored in SharePoint, a commonly used collaboration app for many organizations. Each Teams channel will have a SharePoint Team site, while every SharePoint Team site will have a Teams channel. This means that permissions can be granted to an overall Team site rather than needing to assign permissions on individual documents.

All these individual pieces — text, voice and video calls and file sharing — can then be put together to create a complete, unified form of communication. In addition to the impromptu communication allowed by the chat channel or voice calls, it's possible to schedule meetings as well. This is where Microsoft Teams quickly became known as a more secure competitor to Zoom. While on a call, Team members can collaborate on a shared document in SharePoint without ever leaving the app, allowing for real-time, face-to-face collaboration from disparate locations around the country or the world.

In an age of remote work, collaboration has become more important than ever. Offices that once gathered in a conference room with a whiteboard or PowerPoint presentation now need to find new ways to maintain the efficiency and effectiveness of in-person collaboration. Software like Microsoft Teams is designed for just such a scenario, allowing users to continue to work collaboratively in remote environments, and ensuring that office staff and creative teams remain vibrant and productive even when they are physically separated.

Bahar Ferguson is the president of Wasatch I.T., a Utah company providing IT services to small and mid-sized businesses.



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CALENDAR

from page 11

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

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

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

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

Feb. 23, 8 a.m.-5 p.m.

“Women in Business-Legislature,” a South Valley Chamber event that takes place online. Details are at southvalleychamber.com.

Feb. 23, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location to be determined. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

Feb. 24, noon-1 p.m.

“Solve the Business Puzzle: Instagram Tips for Business,” a Women’s Business Center of Utah event that takes place online via Zoom. Free. Details are at wbcutah.org.

Feb. 25-26

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

Feb. 25-27

RootsTech Connect, a virtual conference that will replace the planned in-person event scheduled for Feb. 3-6 at the Salt Palace Convention Center in Salt Lake City. Presented by

FamilySearch International and focused on family histories, event will feature keynote presentations and more than 300 breakout sessions. Keynote speakers include Sharon Morgan, founder of OurBlackAncestry.com; Francesco Lotoro, an Italian musician who is saving music written in concentration camps; Lorena Ochoa, former Mexican professional golfer and entrepreneur; and Nick Vujicic, award-winning author. Free. All content will be available following the live event for at least 12 months. Details are at rootstech.org.

Feb. 25, noon-1 p.m.

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

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

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

Feb. 25, 6-8 p.m.

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

Feb. 26, 8 a.m.-5 p.m.

37th Annual Investors Choice Conference, a Venture-Capital.Org event, featuring more than 18 CEOs pitching their startups to investors. Event also includes a morning keynote presentation by Carine Clark, general partner at Pelion Venture Partners. Afternoon keynote is a fireside chat with Kim Polese, chairman at CrowdSmart. Location is The Slopes Evnts Center, 14216 Bangerter Parkway, Draper, as well as online. Details are at www.investorschoice2021.eventbrite.com.

March 3, 3:30-4:30 p.m.

“Business Connections,” a ChamberWest event that takes place online. Free, but registration is required. Details are at chamberwest.com.

March 4-5

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

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

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

March 4, 7:45-9:15 a.m.

“Coffee and Connections,” a Murray Area Chamber of Commerce event that takes place the first Thursday of each month at Kings Peak Coffee Roasters and the third Thursday of each month online via Zoom. Details are at murraychamber.org.

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

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

March 5, 8-10 a.m.

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

March 8, 9-10 a.m.

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

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

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

March 9, noon-1 p.m.

“Accounting Essentials,” part of the Small Business Management Series presented by the Cedar City Chamber of Commerce and the Women’s Business Center of Utah. Six topics will be presented each quarter, continuing through April 27. Cost is \$50 per quarter. Events take place online via Zoom. Details are at wbcutah.org.

March 10, 11:30 a.m.-1 p.m.

“Let’s Do Lunch,” a South Valley Chamber event. Speaker is Jim Kimball, president of Real Salt Lake. Location is Rio Tinto Stadium, 9256 S. State St., Sandy. Details are at southvalleychamber.com.

March 10, noon-1 p.m.

“Workforce Resilience Through Mental Fitness,” presented by the Salt Lake Chamber and Utah Community Builders. Event takes place online. Details are at slchamber.com.

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

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

March 11, 8-9 a.m.

“Eggs and Issues,” a Box Elder Chamber of Commerce event. Free. Details are at boxelderchamber.com.

March 11, noon-1 p.m.

“Business During Hours,” an Ogden-Weber Chamber of Commerce event that takes place online via Blitzr. Free for members and first-time guests. Details are at ogdenweberchamber.com.

March 12, 8 a.m.

Silicon Slopes Cup, a scramble-style golf event supporting the local startup and tech community of Utah. Check-in is at 8 a.m., followed by golf from 9 a.m.-2 p.m. Location is SunRiver Golf Club, 4210 Bluegrass Way, St. George. Cost is \$1,200 per foursome. Sponsorships are available. Registration can be completed at Eventbrite.com.

March 12, 8-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event that takes place online via Zoom. Free for WIB members. Details are at ogdenweberchamber.com.

March 12, noon-1:15 p.m.

“When Women Don’t Speak: What It Takes for Women To be Heard,” part of the Utah Women & Leadership Project’s Spring Women’s Leadership Forum. Speakers are Jessica Preece, Brigham Young University associate professor of political science and co-director of the Gender & Civic Engagement Lab; and Christopher Karpowitz, BYU co-director of the Center for the Study of Elections and Democracy and professor of political science. Event takes place online. Details are at <https://www.usu.edu/uwlp/events/upcoming-events>.

March 16-17

Utah Safety Conference & Expo, a Utah Safety Council event. The fifth annual conference will feature breakout sessions, keynote speakers, and an expo highlighting the latest in safety products and services. Keynote speakers are Lorraine M. Martin, president and CEO, National Safety Council;

Jack Jackson, senior safety consultant, SafeStart; Col. Janise M. Carroll, commander, 75th Air Base Wing, Hill Air Force Base; and Danny Smith, senior safety consultant, SafeStart. Event takes place online. Cost is \$200 for members, \$300 for nonmembers. Details are at <https://web.event.com/event/46b1ef12-a856-401a-8424-98295545b784/summary>.

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

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

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

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$20 for members and \$22 for nonmembers; \$16 for members and \$17 for nonmembers preregistered. Details are at cachechamber.com.

March 17, 8-9:30 a.m.

Executive Forum, a South Valley Chamber event. Location is Mountain America Credit Union, 9800 S. Monroe St., 11th floor, Sandy. Details are at southvalleychamber.com.

March 17, 8-10 a.m.

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

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

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

March 18, 7:45-9:15 a.m.

“Coffee and Connections,” a Murray Area Chamber of Commerce event that takes place the first Thursday of each month at Kings Peak Coffee Roasters and the third Thursday of each month online via Zoom. Details are at murraychamber.org.

INSIDE

Golf Lists

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Issue Sponsor:



Following a virtual shutdown last spring, golf has come roaring back better than the industry could have hoped

John Rogers
The Enterprise

An ad currently running on Utah radio stations suggests that people have taken up a lot of new activities during the ongoing COVID-19 pandemic — things like baking bread, doing jigsaw puzzles, doing their own auto repairs or learning a new language.

How about playing golf?

Incomplete numbers recently released by Golf Datatech, an organization that tracks such things, show that's what we've been doing. The market research firm reported a nationwide 13.9 percent increase in rounds of golf played in 2020 compared with 2019, with a large portion of the upsurge reported late in the year as the pandemic wore on. That's more than double the previous record year-over-year increase recorded since Datatech started tracking golf activity over 20 years ago. Datatech concluded that the rise was largely

due to golfers seeking recreational opportunities during the COVID-19 pandemic. The natural social distancing afforded players in the wide-open spaces on golf courses seemed to attract those suffering from cabin fever brought on by the pandemic's lockdowns and job telecommuting.

Although final numbers aren't yet available, Utah golf courses seem to be running ahead of the curve. Datatech lumps the state in with Idaho, Wyoming and Montana in a region that collectively saw a 20.4 percent increase in the number of golfers hitting the links. The four Mountain states had an astounding 52.9 percent hike in rounds in December, due in part to mild weather in the normally colder climes.

"While the global pandemic wreaked havoc on many segments of our economy, the golf industry experienced a significant boost in rounds played and equipment sales," John Krzynowek, a partner at Golf Datatech, said in a release announcing the surge in rounds played. "On

the equipment side, sales increased by low single digits in both 2018 and 2019, but the double-digit gains in 2020 can only be attributed to the pandemic and golf being a respite for so many."

The yearlong gains happened despite golf being shut down in many states as the pandemic took hold of the nation in March and April. Rounds played in March fell 8.5 percent versus the same period of 2019 and rounds in April were down 42.2 percent, based on reports by Golf Datatech and the National Golf Foundation.

Then came the surge, as golf was recognized as a relatively safe escape during the pandemic. Rounds played were up 6.2 percent in May versus May of 2019, followed by gains of 13.9 percent in June, 19.7 percent in July, 20.6 percent in August, 25.5 percent in September,

see **GOLF COMEBACK** page 18

GOLF COURSES—SOUTHERN UTAH AREA

Ranked by Slope



	Course Name Address	Phone Web	Slope (Back Tees)	Rating (Back Tees)	Par (Back Tees)	Tournaments Hosted 2020	Greens Fees per 18 Holes	Private or Public	Total Yardage from Tips	Dress Code?	Course Record	Amenities	Head Pro
1	Green Spring Golf Course 588 N. Green Spring Drive Washington, UT 84780	435-673-7888 greenspringgolf course.com	138	73.5	72	2	\$35-67	Public	6,859	N	62	Located within 40 minutes of Zion National Park, driving range, snack bar	Kevin Soderquist, Course Manager
2	Sand Hollow Championship 5625 W. Clubhouse Drive Hurricane, UT 84737	435-656-4653 sandhollowresorts .com	137	73.7	72	3	\$155	Public	7,315	Y	63	Practice bunker complex, clubhouse, wee course	Kris Burlingame
3	Coral Canyon Golf Course 1925 N. Canyon Greens Drive Washington, UT 84780	435-688-1700 coralcanyonogolf .com	136	74.2	72	4	\$60-100	Public	7,200	Y	61	Driving range, putting green, chipping green, lessons, pro shop, restaurant, full bar	Marco Leoni
4	The Hideout Golf Club 648 S. Hideout Way Monticello, UT 84535	435-226-1292 hideoutgolf.com	134	71.1	72	*	\$46	Public	6,654	N	67	Driving range, pro shop, snack shop	Tyler Ivins
5	Moab Golf Club 2705 E. Bench Road Moab, UT 84532	435-259-6488 moabgolfcourse. com	132	72.4	72	*	\$60	Public	6,875	N	61	Pro shop, practice facility, lessons, snack bar/grill	Rob Jones
6	Sunbrook Golf Club 2366 W. Sunbrook Drive St. George, UT 84770	435-627-4400 sgcity.org	131	73	72	30	\$44-74	Public	6,800	Y	64	Practice facilities, pro shop, grill	Reed McArthur
7	Entrada at Snow Canyon Country Club 2537 W. Entrada Trail St. George, UT 84770	435-986-2200 golfentrada.com	127	73.5	71	1	\$175	Private	7,062	Y	63	Golf shop, driving range, fitness center, restaurant, locker room, pickleball	Andrew Hopkins-Payne
8	Bloomington Country Club 3174 Bloomington Drive East St. George, UT 84790	435-673-2029 bloomington countryclub.com	126	71.3	72	20	\$90	Private	6,985	Y	62	Range, restaurant, lounge, pool, tennis courts	Mark Boggs
8	St. George Golf Club 2190 S. 1400 E. St. George, UT 84770	435-627-4404 stgeorgegolfclub. com	126	73.1	73	2	\$20-33	Public	7,217	Y	62	Full-service golf shop, practice green, snack bar, cart rental, club rental	James Hood
8	SunRiver Golf Club 4210 Bluegrass Way St. George, UT 84790	435-986-0001 sunrivergolf.com	126	72.6	71	6	\$69	Public	7,020	Y	59	Grass tees, driving range, chipping green, practice sand facility, putting course, restaurant	Larry Ricketts
11	Sky Mountain Golf Course 1030 N. 2600 W. Hurricane, UT 84737	435-635-7888 skymountaingolf .com	125	70.4	72	20	\$58	Public	6,392	N	63	18 holes, range, practice green, grill	Kent Abegglen
12	Palisade Golf Course 2200 E. Palisade Road Sterling, UT 84665	435-835-4653 golfpalisade.com	123	69.7	72	*	\$28	Public	6,333	Y	62	Full-service golf shop, driving range, restaurant	Jordan Van Orman
13	Dixie Red Hills Golf Course 645 W. 1250 N. St. George, UT 84770	435-627-4444 sgcity.org	119	65.9	34	1	\$22 for 9	Public	2,725	Y	*	Snack bar, driving range	Allen Orchard
14	Southgate Golf Course 1975 S. Tonaquint Drive St. George, UT 84770	435-627-4440 sgcity.org	118	69.1	70	20	\$51	Public	6,100	Y	*	Driving range, grill	Eron Beming

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TIP FROM THE PRO

That basket is good for more than just carrying balls to the range

A great drill you can practice at the driving range involves using a training aid that comes with your bucket of balls — the basket itself!

Next time you are practicing at the driving range, take the empty basket and place it against the top of your chest — open side against chest (see picture). Take your normal grip and then make half-swings, keeping the basket connected to your chest. The basket will help you do two things: 1. It will widen the arc of your swing on both sides of the ball, and 2. It will prevent you from throwing your hands at the ball.

The connection of the basket against your chest and the inability of your hands to overwork will force you to rotate your body and pivot nicely into your left side. I like to warm up with about 20 swings of every large bucket with this drill. The key is to not over-swing. This is not a full swing drill — just past halfway on the backswing to just past halfway on the follow-through is all you need.

Some courses (think Golf in the Round) have really large baskets. These won't work. You'll need a standard range basket.

Paul Phillips is the tournament director at Stonebridge Golf Club in Salt Lake City.



GOLF COMEBACK

from page 15

32.2 percent in October and 57.5 percent in November. The numbers for December were just released, with rounds played for the month up 37 percent over December of 2019, which no doubt was helped by good weather in winter golf settings such as Florida, Arizona and California.

“Golf Datatech started collecting and projecting monthly rounds-played data in January 1998,” Krzynowek said. “We’ve never seen an annual increase remotely close to this, as the previous record increase occurred in 2012, a year when we had nearly perfect weather across much of the United States and rounds played grew by 5.7 percent.”

Golf Datatech said it’s important to note that gains aren’t spread evenly across the industry. Some resorts that rely on air travel have been hit particularly hard in the wake of the pandemic as golfers choose to drive to more local and regional destinations. And the percentage increases in rounds played don’t necessarily mean

equal increase in revenue, as many clubs have lost income tied to food and beverages as well as events such as weddings.

On the retail side, as well, gains were not even across categories. While revenue for clubs, balls and other hard goods soared, with many equipment makers struggling to fill demand as inventories dwindled, some soft goods categories lagged in sales. For example, Golf Datatech reported that sales of apparel dropped 14.2 percent in 2020 versus 2019. Meanwhile, online sales of apparel rose, and despite the overall annual drop, the last two months of 2020 saw an 11 percent increase in apparel sales versus the same period in 2019.

“Given the state of the golf economy in late spring, anything in positive territory had to be considered a big win,” Krzynowek said, “and December data continues to impress and suggest the business may still have room to run in early 2021.”

And bodies on the course is not the only place golf grew in 2020. Last year also saw a big boost in golf viewing — on television, that is — because virtually all professional tour-

naments were played without galleries once the PGA Tour resumed play with the Charles Schwab Challenge in late June. Tournaments were suspended after the first day of The Players Championship on March 12.

In August, ESPN announced that the ratings for the 2020 PGA Championship were the best they had been in five years. The first round of the tournament averaged 1,246,000 viewers, making it the event’s most-viewed first-round telecast since 2015, and the second-best opening round in the past 10 years. The second day of broadcast, viewership rose another 42 percent.

ESPN broadcast its weekly football show “College Gameday” from the Masters for the first time ever and had a 31 percent increase in viewership over all of its other shows in 2020, according to ESPN’s Bill Hofmeier.

In May, prior to the resumption of PGA tour play, Turner Sports broadcast “The Match II” to benefit COVID-19 relief efforts. Golf legends Tiger Woods and Phil Mickelson teamed up with NFL greats Peyton Manning and Tom Brady at Shadow Creek Golf Course in Las Vegas. (The

original “The Match,” between Woods and Mickelson, was held in 2018.) For many people, it was the first live sports event they had seen in months, and it showed. The event attracted a TV audience of an average 5.8 million, making it the most-viewed golf event ever.

“It’s amazing to see the growth the sport has experienced — even in the face of a global pandemic,” Adidas Golf President Jeff Lienhart said in an article from the National Golf Foundation. “The fact that people can play safely, get outdoors, social distance, etc., is certainly positive.”





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GOLF COURSES—NORTHERN UTAH

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	Course Name Address	Phone Web	Slope (Back Tees)	Rating (Back Tees)	Par (Back Tees)	Tournaments Hosted 2020	Greens Fees per 18 Holes	Private or Public	Total Yardage from Tips	Dress Code?	Course Record	Amenities	Head Pro
1	Red Ledges Golf Course 205 Red Ledges Blvd. Heber City, UT 84032	435-657-4054 redledges.com	151	76.5	72	8	\$90 with member	Private	7,569	Y	65	Full dining, driving range, putting green, chipping green, two pools, tennis	Jon Paupore
2	Thanksgiving Point Golf Club 3300 W. Clubhouse Drive Lehi, UT 84043	801-768-7401 thanksgiving pointgolf.com	145	77.6	72	136	\$89	Public	7,716	Y	62	Bistro Grill, meeting space, practice facility	Tele Wightman
3	Soldier Hollow Golf Course Silver 1370 W. Soldier Hollow Lane Midway, UT 84049	435-654-7442 soldierhollowgolf. com	142	74.2	72	*	\$18-45	Public	7,355	N	62	Large practice area, pro shop, lessons, full-service restaurant	Chris Newson
4	Stonebridge Golf Club 4415 Links Drive West Valley City, UT 84120	801-957-9000 golfstonebridge utah.com	139	74.2	72	4	\$33	Public	7,134	Y	64	Driving range, banquet room	Clark Garso
5	Park Meadows Country Club 2000 Meadows Drive Park City, UT 84060	435-649-2460 parkmeadowsc. com	138	74.8	72	0	\$110	Private	7,422	Y	62	Golf practice facility, clubhouse, restaurant, locker room, pool, fitness, pickleball	Eric Johnson
6	Homestead Resort & Golf Club 700 N. Homestead Drive Midway, UT 84049	435-654-5588 playhomesteadgc. com	137	73.5	72	7	\$56	Public	7,095	N	62	Practice facilities, restaurants, lodging rooms, meeting space, Crater Hot Springs, swimming pools	Chris Richards
6	Willow Creek Country Club 8505 S. Willow Creek Drive Sandy, UT 84093	801-942-1954 willowcreekcc.com	137	73.3	72	2	\$105 with member	Private	7,110	Y	63	Driving range, three practice greens & short-range game, banquets, pool complex	Eric Nielsen
8	Riverside Country Club 2701 N. University Ave. Provo, UT 84604	801-373-8262 riverside countryclub.org	136	73.1	72	23	\$95 with member	Private	7,142	Y	62	Golf, tennis, pool, athletic club, dining	Chris Moody
8	Soldier Hollow Golf Course Gold 1370 W. Soldier Hollow Lane Midway, UT 84049	435-654-7442 soldierhollow golf.com	136	75	72	*	\$18-50	Public	7,719	N	62	Large practice area, pro shop, lessons, full-service restaurant	Chris Newson
10	Canyons Golf 4000 Canyons Resort Drive Park City, UT 84098	435-615-4728 canyons golfcourse.com	135	68.4	70	50	\$105	Public	6,035	Y	66	Restaurants, spa, lodging	Justin Johnson PGA
11	Jeremy Ranch 8770 N. Jeremy Road Park City, UT 84098	435-649-2700 thejeremy.com	134	73.7	72	11	\$85 with member	Private	7,129	Y	61	Full-service clubhouse, dining facilities, fitness facility, locker rooms, Nordic Track	Jake Hanley
12	South Mountain Golf Course 1247 E. Mike Weir Drive Draper, UT 84020	385-468-1480 slco.org/golf/ southmountain	133	73.8	72	20	\$48-51	Public	6,645	N	65	Restaurant, putting greens, practice facility, range	Brian Schramm
12	The Ranches Golf Course 4128 E. Clubhouse Lane Eagle Mountain, UT 84005	801-789-8100 theranches golfclub.com	133	73.1	72	8	\$46	Public	7,035	N	62	Practice facility, driving range, chipping & putting green, full- service grill & beverage cart	Robert Hammer
12	Victory Ranch Golf Course 7865 Victory Ranch Road Kamas, UT 84036	435-785-5030 victoryranch utah.com	133	74.9	72	*	*	Semi- Private	7,599	*	*	Restaurant, double-sided driving range, short-game area, putting green	Chris Brandenburg
15	River Oaks Golf Course 9300 S. Riverside Drive Sandy, UT 84070	801-568-4653 sandy.utah. gov/golf	132	70.4	70	30	\$36-52	Public	6,287	N	62	Cafe, catering/banquets, driving range, conference room, A/V	Matt High
16	Eagle Mountain Golf Course 960 E. 700 S. Brigham City, UT 84302	435-723-3212 eaglemountain gc.com	131	71.7	71	10	\$32-46	Public	6,770	Y	62	Full driving range, two practice greens, full-service snack bar	Chris Marx
17	Riverbend Golf Course 12800 S. 1040 W. Riverton, UT 84065	385-468-1460 slco.org/golf/ riverbend	130	71.7	71	0	\$34-36	Public	6,372	N	64	Pro shop, practice facilities, restaurant, lessons available	Tim Fernau
18	Bountiful Ridge Golf Club 2430 S. Bountiful Blvd. Bountiful, UT 84010	801-298-6040 bountifulridge golf.com	129	70.6	71	5	\$32+	Public	6,595	Y	59	Cart rental, grass range, clubhouse	Kent J. McComb
18	Mt. Ogden, Golf Course 1787 Constitution Way Ogden, UT 84403	801-629-0699 ogdencity.com	129	70.4	71	12	\$30-32	Public	6,432	N	*	Putting green, pitching/chipping area	Todd Brenkman

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MENDENHALL*from page 1*

aimed at developing life sciences as the first pillar of a broader initiative aimed at creating more high-paying jobs and capitalizing on the great innovation happening in the community.

“Tech Lake City, as we’ve come to call it, will continue to be a driving force for my administration, and this year, we will continue work on a collaborative roadmap that harnesses the growth and economic potential that exists here,” Mendenhall said. “It’s not just about attracting companies to take root here, or even about helping innovative entrepreneurs build their businesses here. We want Tech Lake City to become a tangible connection point of opportunity for Salt Lakers, whether it’s our youth looking to shape their career path or adults seeking a new professional direction.”

The mayor said the next steps in the process will be announced.

The Downtown Alliance and BioUtah praised Mendenhall’s commitment to the effort.

“We applaud the mayor’s commitment to improving resident’s lives by making Salt Lake City a hub for health innovation and high-tech businesses,” said Derek Miller, president and CEO of both the Downtown Alliance and Salt Lake Chamber.

“We wholeheartedly support the BioHive initiatives and collaborations, particularly as Salt Lake City has the fastest-growing health innovation ecosystem in the country. There are 1,100 health innovation companies in Salt Lake City, and our downtown offers amenities, living options, and a quality of life that can be leveraged to attract companies and talent.”

Kelvyn Cullimore, president and CEO of BioUtah, noted that Mendenhall’s address also called for healthcare innovation companies to work with the city to create apprenticeships for residents.

“BioUtah applauds Mayor Mendenhall’s vision, which recognizes the importance of Utah’s life sciences industry to the city now and for the future,” Cullimore said. “We look forward to working closely with the mayor and her team to unleash the full potential of BioHive and healthcare innovation.”

Among other elements of the speech that have business connections, Mendenhall wants to form an Innovation Department for the city to “drive projects that aim to make the way city government serves you more

nimble, efficient and cohesive.” She is pushing efforts to address housing affordability for all Salt Lakers, wants a city ordinance that incentivizes a percentage of apprenticeships for city project contract awards, and seeks to strengthen the city’s business and cultural districts “and identify funding for neighborhoods to cultivate their sense of place and community pride.”

The environment also is among her priorities. “As a growing city with new development continually in the pipeline, we will also take steps to make sure new projects are green,” she said.

She wants an ordinance requiring all new buildings funded with city money to be emission-free by 2023. “A housing development, hotel or mixed-use project that receives even a dime of RDA (Redevelopment Agency) money will have to be emission-free,” she said.

She also wants to see a cross-departmental Sustainable Infrastructure Steering Committee

charged with proposing changes to the city code to remove the barriers to green infrastructure and capitalizing on new opportunities for sustainable progress. Mendenhall also said she will support the RDA’s completion and implementation of its sustainability loan interest rate reduction criteria, “which would further incentivize development that is better for our environment.”

Mendenhall noted that 2020 featured the challenges spawned by a pandemic, an earthquake and wind storms.

“The pre-COVID status quo was not good for everyone. It wasn’t just for everyone. It wasn’t safe for everyone and it wasn’t fair for everyone,” she said.

“Instead of Salt Lake City getting back to normal and recreating what it once was, we are striving to make our city better through change — to come out of this pandemic stronger, more resilient, more equitable and more just than before.”

Utahns employed during the pandemic. Long-term decisions or pauses to energy leases should be considered and approved by Congress, not by the stroke of a pen through executive order.”

“President Biden’s energy moratorium has already done considerable damage to Utah’s economy. Presidents should not have the unilateral power to kill jobs like this. The POWER Act will check the president’s power by giving Congress a say in future leasing disruptions,” Lee said.

LAWSUIT*from page 1*

Meanwhile, the Western Energy Alliance has filed a lawsuit in federal court in Wyoming to halt the president’s actions. The alliance, which represents hundreds of independent oil and gas producers in Utah and elsewhere in the West, filed the suit to stop Biden’s order, which also directs an end any future federal subsidies to the industry where possible.

“The law is clear. Presidents don’t have authority to ban leasing on public lands. All Americans own the oil and natural gas beneath public lands and Congress has directed them to be responsibly developed on their behalf,” said Kathleen Sgamma, the Western Energy Alliance’s president. “Drying up new leasing puts future development as well as existing projects at risk. President Biden cannot simply ignore laws in effect for over half a century. Biden’s ban is an overreach meant to satisfy the environmental left, but it would seriously harm the livelihoods of tens of thousands of Westerners and put at risk millions more as state services become unfunded.”

“The economic impacts of the suspension of oil and gas leasing on federal lands will be devastating to Utah’s rural communities, tribes and small businesses,” Romney said. “And they will be detrimental to Utah’s energy industry, which is struggling to stay afloat and keep

QUALTRICS*from page 1*

and a net loss of \$258 million (improving on its loss of \$860 million in the same period the year before). Businesses use the company’s experience management platform to collect data on how customers, employees and others experience their products and services, taking action based on the results.

The company was able to reach “a much larger epicenter of customers” as part of SAP, Qualtrics’ CEO Zig Zerafin said. Its customer base rose from 9,000 companies to 13,000 companies in the time between its prior planned IPO and the recent public offering.

SAP America remains the majority owner of Qualtrics following the IPO. The company trades on the Nasdaq under the ticker symbol XM — a shoutout to its position in the experience management category.

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BIDEN

from page 1

istration has promised to curtail won't come to a grinding halt. The order also allows top government officials within the Interior Department, such as the secretary, deputy secretary, solicitor and several assistant secretaries, to grant exceptions to the order.

"While the president's order does not suspend existing leases, a long-term pause and its accompanying hold on new energy development harms future production and investment statewide," said Cox. "Two-thirds of our lands are public lands managed by the federal government. As with last week's moratorium on mining and energy development, today's order curtails future investment in Utah, weakens rural Utah's economy and keeps many Utahns from being able to provide for their families."

Most of Utah's other high-ranking elected officials joined Cox in a group statement condemning the administration's actions, calling them a "serious mistake." In addition to Cox, signatories to the letter included Lt. Gov. Deidre Henderson; Utah U.S. Sens. Mike Lee and Mitt Romney; U.S. Reps John Curtis, Blake Moore, Chris Stewart and Burgess Owens; Utah Senate President Stuart Adams; House Speaker Brad Wilson and Attorney General Sean Reyes.

"The economic impacts

of this decision will be felt nationwide and couldn't come at a worse time for Utah's rural communities, tribes and small businesses," the politicians' statement said. "Our energy industry is among the hardest hit by the pandemic. Utahns previously employed in the energy sector have lost their jobs in historic numbers. This decision only exacerbates the problem."

"This action perpetuates the very discord between rural and urban Americans that the president spoke out against in his inauguration speech," the statement continued. "Although it is routine for an incoming administration to pause high-level agency decisions while agency leaders get into place, such a widespread suspension of routine permitting decisions normally made in the field is unprecedented."

"We encourage Pres. Biden to reconsider this counterproductive step. We are eager to work with his administration to improve management of our public lands, but gratuitously punishing our rural economy is not helpful," the statement concluded.

Although Biden's initial order did not specifically mention mineral activities on Native American tribal lands, the lands were exempted in the final version, likely in response to a plea from tribal leaders. In an appeal to the president sent before the final order was issued, Luke Duncan, chairman of the Ute Indian

Tribe Business Committee, said "the Ute Indian Tribe of the Uintah and Ouray Reservation respectfully requests that the order be amended immediately to allow for energy permits and approvals on Indian lands." The letter said that the Ute Tribe and other energy-producing tribes rely on energy development to fund their governments and provide services to members. Duncan claimed that Biden's order violates the United States' treaty and trust responsibilities to the Utah tribe.

The Utah Petroleum Association (UPA), perhaps the oil and gas producers' strongest ally in opposing the president's actions, came out with a strongly worded response to the administration.

"The impacts of the one-year oil and natural gas leasing ban on federal lands will have profound and far-reaching negative consequences on Utah's economic health, needed maintenance for our national parks, and have an outsized impact on our rural communities," the association said.

UPA cited a study from the University of Wyoming Department of Economics and Finance Professor Timothy Considine finished in December in anticipation of expected actions by the incoming administration. Concerning the Utah petroleum industry, Considine concluded that "during the first year under a leasing moratorium, value added is \$169 million lower, which drags down personal income by \$81 million and lowers

the employment level by 1,426."

"Most of Utah's federal natural gas properties are located in rural areas, particularly in the Uintah Basin, where oil and gas income provide a lifeline of financial support for education, health care and other public services, especially for local governments and special districts," said Utah Petroleum Association President Rikki Hrenko-Browning. "These losses in the oil and gas sector spill over to the Utah economy writ large, the effects of which are exacerbated by the damage caused by the COVID-19 pandemic."

UPA also cited the effects Biden's action could have on Utah's national parks. Passed in 2020, The Great American Outdoors Act directs up to \$1.33 billion annually from oil and gas royalties on public lands to help fund the National Park Service's \$12 billion maintenance backlog. Although the immediate effect of the Biden orders on the funding of the The Great American Outdoors Act is unknown, Utah parks have 11 projects in line for these funds in 2021.

Of course, supporters of the presidential orders reacted as quickly as the detractors. Advocates of climate change legislation and environmental protection proponents applauded the actions.

"We are grateful that Pres. Biden is following through on his commitment to reassert our nation as a climate leader, not a climate

denier," said Southern Utah Wilderness Alliance legal director Steve Bloch. "The president's decision to order a pause on new oil and gas leasing on federal public lands is a common sense and desperately needed step to right the ship and chart a more thoughtful, climate conscious path forward as our nation 'builds back better.'" "Build Back Better" is the name given by Biden to his jobs and economic recovery plan.

"Hitting pause on oil and gas leasing is a crucial first step toward reforming a rigged and broken system that for too long has put oil and gas lobbyists ahead of the American people," said Jesse Prentice-Dunn, policy director for the Center for Western Priorities. "This temporary pause in leasing will give Secretary [Deb] Haaland and the Interior team time for a top-to-bottom review and give Congress time to pass long-overdue legislation to overhaul an outdated system that has enriched oil and gas CEOs at the expense of America's land, water and wildlife."

Meghan Schneider of Climate Power 2020, a political action organization backed by the Sierra Club, said in a statement, "Today, Pres. Biden announced a series of bold executive orders focused on tackling the devastating effects of the climate crisis and creating millions of clean energy jobs. This is good news for Utah, as the state is expected to suffer some of the most consequences of climate change."

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