

OF NOTE



No need for pants

Someone was bound to do it. An advertising agency worker is marketing a solution for those who hate getting dressed up for a Zoom meeting — a hybrid dress shirt/sweatsuit. It changes from dressy to casual about the elbows — just out of camera range. The unisex outfit comes in white, blue, pink and polka-dot.

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Utah's legislative general session ends this week, and one bill would overhaul the state's economic development system by creating a new commission charged with formulating a statewide strategy to streamline economic development efforts in the state and boost individuals' economic opportunities.

Legislature seeking overhaul of economic development system

Brice Wallace
The Enterprise

Utah's economic development system would be revamped under a legislative bill that seeks to change agencies' mindset about what economic development means.

HB348, which at press time had passed through the House of Representatives on a 60-4 vote and moved to the Senate, would create an overarching Unified Economic Opportunity Commission, shuffle and/or change the names of several government agencies, and align economic development

stakeholder efforts so that they "pull together."

"Really what it does, this bill attempts to define a new mission and vision for the state of Utah," said the bill's sponsor, Rep. Timothy Hawkes, R-Centerville.

The bill spells out an approach espoused by new Gov. Spencer Cox, who has said that he prefers "economic opportunity" over "economic development" and puts a focus on the individual success of all Utahns.

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Five Utah cities named to 'Top Performing' list

Five Utah cities have received recognition as top economic performers in the 2021 Milken Institute Best-Performing Cities Index, with Provo-Orem being named No. 1 in the large-city category. Salt Lake City and Ogden-Clearfield also appeared in the Top 10 at No. 4 and No. 9, respectively. Logan at No. 2 and St. George at No. 4 made the list of best-performing small cities. Idaho Falls, Idaho, topped the small-city list.

The current edition of the Milken listings, published annually since 1999, is the first to take a look at the economic conditions during the current coronavirus pandemic.

Provo-Orem, which ranked second in 2020, has been a recipient of the tech sector's out-migration from the more expensive coastal cities of California. A relatively new innovation center with significantly lower costs than Silicon Valley or Silicon Beach, Provo-Orem has attracted tech giants, including Qualtrics, Vivint and Smart-Citizen, among others.

"We're incredibly heartened by the resilience and economic strength we're seeing in many Utah cities and towns as the Milken Institute Best-Performing Cities Index shows," said Gov. Spencer Cox. "We're optimistic that this trend will continue and expand to all areas of our state."

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Bill gives at-risk students shot at economic success

Brice Wallace
The Enterprise

A bill being considered by the Legislature aims to improve the chances that at-risk school students become more economically successful as adults. SB142 would require the Public Education Appropriations Subcommittee to complete an evaluation and make recommendations for future legislation regarding public education funding and address funding for students

who are at risk. It calls for a "weighted pupil unit add-on" for at-risk students — essentially providing more funding for students who receive free or reduced-price lunch or who are English language learners.

The bill was the topic of a recent Newsmaker Breakfast at the University of Utah's Kem C. Gardner Policy Institute, whose research reveals that one in three Utah students, or more than 200,000 students, experience economic hardship that causes them to have worse education results as early as third grade, compared to other students.

That continues throughout their K-12 education.

"These results can follow students through their lifetime and impact their future economic success," said Natalie Gochour, the institute's director.

Backing up the concept are stats from 2019 that show the poverty rate being over 15 percent for people who attained less than a high school diploma but only 4 percent

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

SL County designates first Monday in March to honor COVID-19 victims

The Salt Lake City Council has passed a resolution designating the first Monday in March (March 1) as "COVID-19 Victims and Survivors Memorial Day." With the statewide death toll from the disease approaching 2,000, Utah Department of Health lists over 700 deaths in Salt Lake County and nearly 150 in Salt Lake City. Coronavirus victims will be honored on the first Monday in March in future years as well, the council decided.

Utah's first COVID-19 case was diagnosed on March 6 last year, just hours after then-Gov. Gary Herbert issued a state of emergency. Days later, Utah Jazz center Rudy Gobert tested positive for the coronavirus just before a game in Oklahoma City. Within a week of the first positive tests, many businesses across the state were closed and schools had shifted to virtual learning models.

The Salt Lake City Council met to approve the resolution via video conference because city meetings are still not held in person. The resolution recognizes the "catastrophic effects on human life, our community and our economy" of the disease. "COVID-19 has had a disproportionate impact on low-income communities and communities of color, exacerbating inequities already prevalent in our systems that we must address as a nation," the resolution continues.

The Smart City Policy Group suggested the resolution to the council. There have been more than 60 cities in the U.S. to adopt similar measures.

With 1.2 million Utahns receiving stimulus checks, scams abound

The Internal Revenue Service reports that 1.2 million Utahns have received checks in the second round of pandemic relief stimulus payments totaling over \$2.4 billion. And with all that new cash available, there are bound to be scam artists coming after it. Nationwide, the amount of money stolen by online fraud during the stimulus check distribution has exceeded \$300 million, according to figures released by the Federal Trade Commission.

Google said during the first round of stimulus payments last year, it blocked 18 million email scams per day. Over 150,000 fraudulent stimulus check websites were launched.

With Congress negotiating another round of stimulus, residents need to watch out for more scams.

According to socialcatfish.com, the most common scams include robocall check scams where scammers ask for financial information, claiming they need it to deposit your check; email and text scams asking victims to click on a link; fake websites that download malware onto your computer and ask for financial information; and phony

checks that, once deposited, the scammers text you pretending to be the government asking for some of the money back claiming too much was sent.

Anyone encountering a coronavirus scam should contact local law enforcement or file a claim with the FTC.

State prepares to offer vaccine to Utahns 18+ with medical conditions

As Utahns age 65 and older are lining up for the COVID-19 vaccine, younger folks with certain medical conditions are anxiously waiting for March 1. That's when Utah residents 18 years of age and over who are afflicted with things like chronic heart disease and uncontrolled diabetes become eligible to get the shots.

Those 70 and older, along with healthcare workers, first responders and elementary and high school teachers and the staff at schools have been eligible to receive the vaccine since Feb. 1. Officials report that requests from these groups for vaccination appointments have slowed, indicating that most of those who want the vaccine have received it.

When younger people with the listed conditions become eligible, officials expect demand to rise considerably. According to Aislynn Tolman-Hill, spokesperson at the Utah County Department of Health, vaccines will be administered to the newly eligible Utahns based on the honor system. Doctor's notes or medical records will not be required.

A list of conditions accepted for eligibility for vaccination can be found on the websites of most county health departments.

Survey shows that PPP loans and long-term relief still needed in Utah

Although government aid in the form of Payroll Protection Program loans has helped the vast majority of recipients stay open in Utah, more support is needed to help small businesses recover and grow. That's according to a survey conducted by Goldman Sachs' 10,000 Small Businesses Voices (10KSBV). The survey data comes as small-business owners in Utah and across the country are calling on Congress and the administration to pass another relief package and enact a long-term recovery agenda that puts small businesses front and center.

"Small businesses like mine are the backbones of our communities and our economy," said Natalie Kaddas, CEO of Kaddas Enterprises in Utah and a member of the 10KSBV community. "After a year of tremendous uncertainty, it's time to invest in small businesses and put us on the path to recovery."

"The strength of small businesses will help us measure the success of the economic recovery," said Jessica

Johnson-Cope, president and principal of Johnson Security Bureau Inc. in New York, and chair of the 10KSBV National Leadership Council. "Congress took an important step towards relief in December but must tackle the unfinished business of supporting the entrepreneurs who drive our economy."

The survey found that the vast majority of qualified small businesses applied for round two of the Payroll Protection Program, a federal loan program to help businesses keep their workforce employed during the COVID-19 crisis. At a national level, 66 percent of small businesses qualify for a second PPP loan, and 83 percent of those who qualify have applied for a second PPP loan. In the West, 64 percent of small businesses qualify for that second PPP loan with 83 percent of the qualified businesses applying.

Despite help from the second round of PPP, small businesses still need long-term solutions to survive. Eighty-eight percent of respondents and 95 percent of Western business owners say the second PPP loan is absolutely vital or very important to help their business survive.

Utah County turns portion of C-19 vaccination program to Nomi Health

Orem-based Nomi Health, a healthcare management company that has recently contracted with the state of Utah to help manage the rollout of the COVID-19 vaccination effort, has been selected by Utah County to handle a portion of its vaccination program. Nomi Health is initially operating three vaccination sites in Utah County as well as a mobile vaccine program to expand access to critical populations.

"Community-wide vaccination deployment is 80 percent operational and 20 percent clinical in nature," said Mark Newman, CEO and co-founder of Nomi Health. "Since the start of the pandemic we have completed more than 3 million COVID-19 tests nationwide and that experience equips us to operate vaccination programs across the country. We could not be prouder to put this expertise to work for our home state, so the Nomi team has been working tirelessly to ensure as many Utah County residents can get their shots and get back to life as they know it."

Operating both fixed locations as well as Sprinter vans to bring vaccine access to those who cannot travel, Nomi said it is inoculating approximately 2,500-5,000 county residents per week as part of the Phase I and II of the COVID-19 vaccination rollout plan, as outlined by the Centers for Disease Control and Prevention.

Nomi is currently administering vaccine at its Orem facility located at 1350 Sandhill Road and at the Larry H. Miller Megaplex theaters in Lehi and Vineyard.

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Brex applies for Utah bank charter

Brex, a San Francisco digital banking platform company, has submitted an application with the Federal Deposit Insurance Corp. (FDIC) and the Utah Department of Financial Institutions (UDFI) to establish Brex Bank, an industrial bank to be located in Draper. The proposed Brex Bank will be a wholly owned subsidiary of Brex.

According to Brex officials, Brex Bank will be an extension of the company's suite of financial services offerings that includes operating systems, payment programs, corporate credit cards and cash management. The bank will offer credit and deposit products to small and medium-

sized businesses (SMBs).

Brex has hired Bruce Wallace as the proposed CEO of Brex Bank. Wallace previously served as chief operations officer, chief digital officer and head of global services of Silicon Valley Bank. With more than 30 years of experience in the financial services industry, Wallace has worked closely with the SMB community. Jean Perschon, the former CFO for UBS Bank USA with more than 25 years of banking experience, will be chief financial officer of Brex Bank.

"Brex and Brex Bank will work in tandem to help SMBs grow to realize their full potential," said Wallace.

Hillcrest Bank names Stahl Utah market president

Hillcrest Bank, a division of NBH Bank based in West Bountiful, has promoted David Stahl to Utah market president. In his role, Stahl will continue to lead and expand the commercial banking team. He will also be focused on providing advisory services, loans and treasury management solutions to small, medium and large businesses and building deep client relationships in Utah.

"The opportunity to serve

the business community in this expanded role is very exciting to me," said Stahl. "It is a priority of mine that our team invest and collaborate with organizations that are focused on advancing our robust business climate."

Stahl is active in the Salt Lake City area, serving on committees for Mountain West Capital Network, EDCUtah, Utah Black Chamber, United Way of

Salt Lake City and is a current member of Leadership Utah.

NBH Bank, a wholly owned subsidiary of National Bank Holdings Corp., operates a network of 90 banking centers, serving individual consumers; small, medium and large businesses; and government; and non-profit entities. It operates under Hillcrest Bank and Hillcrest Bank Mortgage in Texas, Utah and New Mexico.

Shaffer named president & CEO of AFCU

Thayne Shaffer has been named to succeed John B. Lund as president and CEO of Utah's America First Credit Union, effective April 1. Shaffer has been the chief information officer of the Ogden-based credit union since May 2019.

"I am excited for this opportunity and will focus on executing the strategic priorities that have been set," said Shaffer.

Most recently, Shaffer was appointed to senior vice president and controller in 2014. Between 2009 and 2019, he supervised multiple mergers and in 2018 and 2019, served as staff coordinator for the Enterprise Risk Management Committee.

Lund retires after more than 46 years at the institution. Since he became president and CEO in 2012, America First has expanded its branch network from 104 to 128, increased assets from \$5.5 billion to \$14.2 billion and membership numbers increased from 592,309 to 1,159,227.

"John, a tremendous person and a profoundly esteemed leader, has shown acuity and keenness of thought in every decision he has made," said Linda Carver, chair of the board of directors for America First. "He has had a remarkable ability to understand and position the credit union for new opportunities to assure our long-term and continued growth."

Prior to his appointment as president and CEO, Lund served as executive vice president. He started in 1975 as the credit union's courier.

"It's been an honor to work with so many talented people and

serve so many kind members," said Lund. "I am certain America First members and colleagues will continue to thrive under Thayne's leadership, using teamwork to strengthen relationships and our communities."

Novacoast expanding its Utah ops, adding 85 new employees

Cybersecurity firm Novacoast plans to expand its Utah operations, growing from its current 15 employees to 100 in two years.

The \$250,000 expansion project was announced by the Economic Development Corporation of Utah (EDCUtah), the city of Orem and the Governor's Office of Economic Development (GOED).

Novacoast helps helps organizations through advisory, engineering, development and managed services. It has operations offices in California, Michigan, Pennsylvania, Arizona, Texas, the United Kingdom and Guatemala.

"As a Novell partner from way back in the day, now Microfocus, we've had a small presence in the Provo/Orem area for more than two decades, and we've found quality employees here that whole time," said Paul Anderson, CEO. "COVID just accelerated the decision to expand in Utah."

Anderson cited the pipeline of talent coming from computer science programs at Brigham Young University and Utah Valley University, and that the talent is interested in staying in the area to pursue careers. Transportation and cultural amenities were other pluses. "Clients can easily fly to Salt Lake City, and we can enter-

tain them minutes away at Sundance Resort," he said.

"Thanks to past experience, Novacoast is already familiar with Utah's talent, educational resources and business-friendly environment," said Dan Hemmert, GOED's executive director. "We welcome their expansion and look forward to supporting their continued success."

"The city of Orem is delighted to welcome Novacoast to our community and to Canyon Park," said Jamie Davidson, Orem's city manager. "We are confident Novacoast will fit nicely in the city's growing list of technology startups and industry leaders. As a community that prides itself on being the home of education, innovation and business success, we look forward to watching Novacoast grow and thrive."

Theresa A. Foxley, president and CEO of EDCUtah, said the expansion "is an exciting enhancement to Silicon Slopes' expertise in cybersecurity."

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Lehi's Owlet Baby Care to go public following merger with Sandbridge

Owlet Baby Care Inc., a Lehi-based producer of baby monitors, including its flagship product Owllet Smart Sock, and Sandbridge Acquisition Corp., a special purpose acquisition company co-sponsored by affiliates of Sandbridge Capital and PIMCO private funds, have announced a definitive merger agreement. Upon completion of the transaction, the combined company's securities are expected to be traded on the New York Stock Exchange under the symbol "OWL.T."

Launched in 2012 by a team

of dads, Owlet has built a connected and accessible nursery ecosystem that brings technology and vital data to modern parenting. The company's products use proprietary pulse-oximetry technology to track a baby's heart rate, oxygen levels and sleep patterns to provide parents with invaluable peace of mind. The Owllet Smart Sock integrates seamlessly with Owlet's camera product, the Owllet Cam, enabling parents to see and hear their babies via Owlet's convenient smartphone app.

"We're thrilled to partner with

Sandbridge as we continue our goal of helping parents succeed in the parenting journey," said Kurt Workman, CEO and founder of Owlet. "Ken Suslow and Domenico De Sole are category-defining modern brand creators and will help usher Owlet into our next phase of growth as we expand our product suite and work to support family needs through some of the most crucial years of raising children. We look forward to further serving our current loyal customers as well as addressing a sizable untapped market, spanning mul-

multiple consumer touchpoints, and building Owlet into a vital family platform that will serve parents for generations to come."

"Since Day One, the core thesis at Eclipse has been that true disruption of physical-world sectors, such as consumer health, would require full-stack — rather than incremental — solutions. Having met Owlet in its infancy and helped build the company for the last few years, I am excited about this well-deserved next step," said Lior Susan, chairman of Owlet's board and founding partner of Eclipse Ventures, Owlet's largest investor. "Owlet's goal is to become an indispensable part of the modern nursery, and we are enthusiastic to extend the reach of the company by working with Sandbridge."

Ken Suslow, chairman & CEO of Sandbridge Acquisition, said, "We are excited to be partnering with Lior Susan and the impressive Owlet team on their next-gen, mission-driven approach to building out the con-

nected nursery ecosystem of the future — we believe the opportunity here is immense."

The business combination values Owlet on a pre-transaction basis at a \$1 billion equity value and values the post-transaction combined company at an enterprise value of approximately \$1.074 billion. The deal is expected to deliver up to \$325 million in cash to the combined company, after payment of estimated transaction expenses, through the contribution of up to \$230 million of cash held in Sandbridge's trust account and a \$130 million concurrent private placement of common stock, priced at \$10 per share.

As part of the transaction, Owlet's current management and existing equity holders intend to roll nearly 100 percent of their equity into the combined company. Leading existing institutional backers of the company, including Eclipse Ventures and Trilogy Equity Partners, intend to put all of their equity into the combined company.

Baird becomes CEO of Henry Schein One

Henry Schein One, a medical practice management platform developer and a joint venture of Henry Schein Inc. and Internet Brands, has announced that Mike Baird will assume the role of CEO, leading all aspects of Henry Schein One's business. In his new role of CEO, Baird will lead the organization in driving growth, developing more seamlessly integrated products and advancing digital innovations.

"Taking on this role with Henry Schein One is an exciting opportunity to collaborate with an outstanding team," Baird said. "We have tremendous potential to develop and execute forward-thinking strategies, that help our customers connect every aspect of their dental technology, so it works as one. Together with Hen-

ry Schein, Internet Brands and our industry partners, we'll continue to provide innovative, integrated software and services to our customers so they can focus on delivering quality care to their patients."

Baird joined Henry Schein One in July 2020 as executive advisor to the Henry Schein One board of directors, where he helped develop strategic initiatives for the company. In his new role, he will work with leaders across Henry Schein One, including the company's software businesses in Europe and Asia-Pacific, to continue developing practice management, dental savings plans, marketing, office information technology and patient engagement solutions. Baird's team will also partner closely with

Henry Schein Dental, utilizing the company's portfolio of supplies, equipment and practice services to provide comprehensive solutions for customers, the company said.

Prior to joining Henry Schein One, Baird held several leadership positions in healthcare information technology and most recently served as president of Health Systems at American Well.

"We are thrilled to have Mike assume the role of chief executive officer for Henry Schein One," said Stanley Bergman, chairman of the board and CEO of parent company Henry Schein Inc. "His accomplishments and achievements thus far in his career are a testament to his work ethic and his ability to execute forward-thinking strategies."

CORPORATE FINANCIAL REPORTS

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

Extra Space Storage

Extra Space Storage Inc., based in Salt Lake City, reported funds from operations attributable to common stockholders and unit holders of \$204.7 million or \$1.48 per share, for the quarter ended Dec. 31. That compares with \$175 million, or \$1.26 per share, for the same quarter a year earlier.

The company reported net income attributable to common stockholders of \$156 million, or \$1.19 per share, for the quarter, which compares with \$112.3 million, or 86 cents per share, for the year-earlier quarter.

Same-store rental revenues in the most recent quarter totaled \$278 million, up from \$271.8 million in the year-earlier quarter.

For the full year 2020, the company reported funds from operations (FFO) attributable to common stockholders and unit holders of \$722.5 million, or \$5.24 per share. That compares with \$668 million, or \$4.84 per share, for 2019.

The company reported net income attributable to common stockholders of \$481.8 million, or \$3.71 per share, in 2020, which compares with \$420 million, or \$3.24 per share, for 2019.

Same-store rental revenues in 2020 totaled \$1.08 billion,

even with 2019.

Extra Space Storage is a self-administered and self-managed real estate investment trust that owns and/or operates 1,921 self-storage stores in 40 states; Washington, D.C.; and Puerto Rico. It is the second-largest owner and/or operator of self-storage stores in the United States and is the largest self-storage management company in the nation.

"Extra Space delivered another strong quarter with core FFO growth of 16.5 percent," Joe Margolis, CEO, said in announcing the results. "Steady demand and muted vacancies continue to result in all-time high occupancy levels, leading to solid rental rate growth across our diversified portfolio. Our people, portfolio and platform demonstrated resiliency and durability, in spite of the turbulence that came with 2020.

"We also found innovative avenues to grow, adding 165 stores to our management platform and investing almost \$1 billion in capital in the storage sector. While future risks and uncertainties related to the pandemic and general macro-economic conditions may still impact future performance, we believe we are well-positioned for another great year of FFO growth in 2021."

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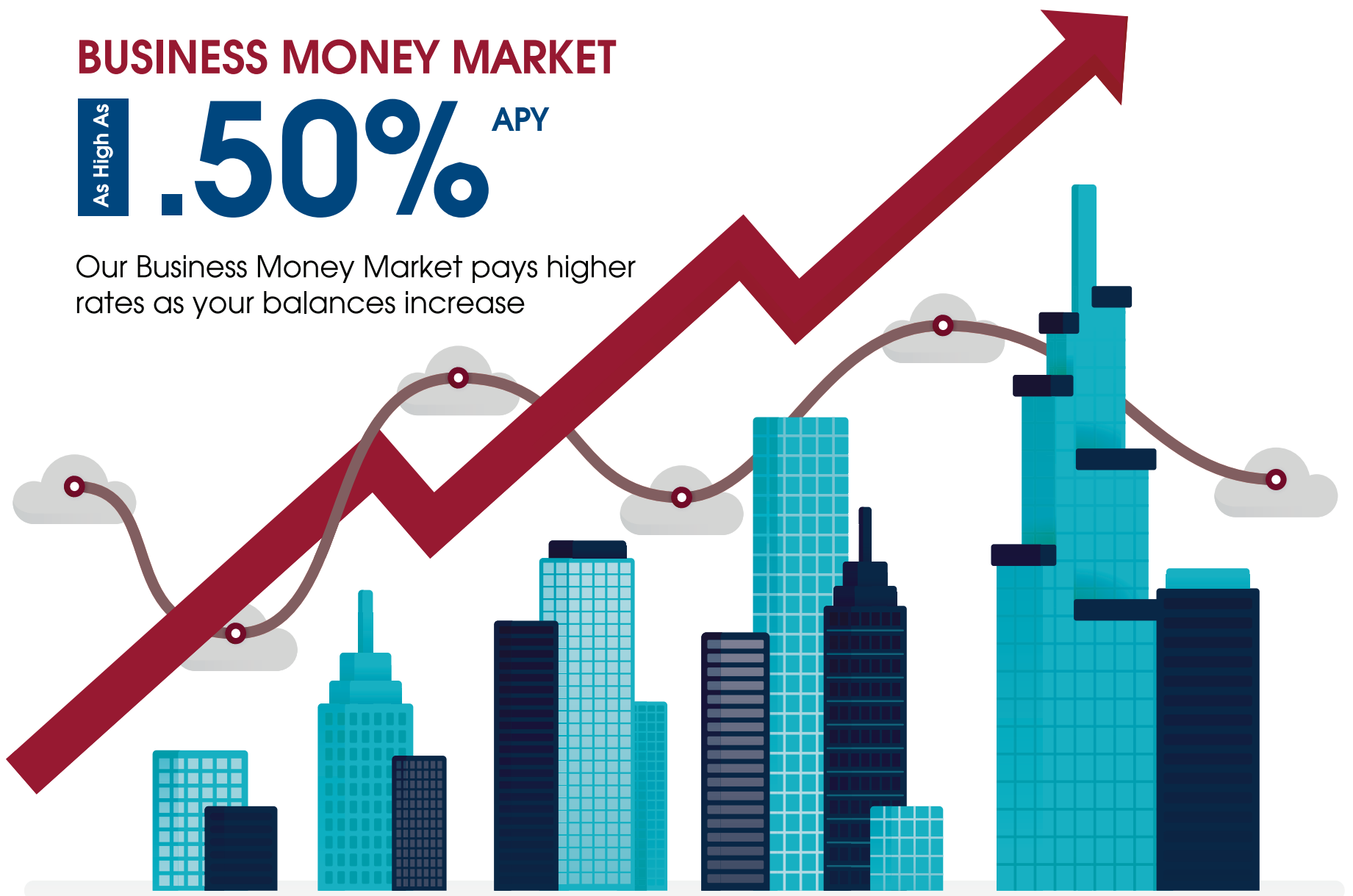
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The parable of the Porsche: Are you rich or wealthy?

I had just finished a coaching session with my new client, my old client's son. Dad was retiring and had handed off the CEO position. It seemed like perfect timing, since the company had just closed the books on one of their best years ever.

The father had been grooming his son since the boy's high school years, starting him in "grunt work." In spite of these humble beginnings, the son always knew that he was being groomed to run the business one day. And that day had arrived.

En route to my vehicle, I walked past a bright red Porsche, parked in the stall nearest to the front door of the office. Prominently on the building wall was a sign designating the owner

of both the parking space and the car: CHIEF EXECUTIVE OFFICER.



RICH TYSON

As I made my way to my car, I caught the voices of two company employees standing nearby. "Did you see Bob's new car?" the first asked. "His dad's barely out the door and the kid starts raiding the company cash."

The second employee replied, "Well, you know the boss said this was a great financial year. So I guess Junior can afford the Porsche."

The first guy continued, "As well as the company has done, you'd think that some of the extra cash might have found its way to those of us who made it happen. But the Porsche tells the whole story. I'm polishing up my resume; I've been here 28 years,

but the future doesn't look good with Bob at the helm!"

I was concerned with what I was hearing. Clearly, the jury was out on Bob. That's not unusual, of course. Anytime a newcomer assumes a key leadership role, there will be a "honeymoon" period during which they will have to earn the trust, respect and full engagement of his or her team.

The \$100,000 sports car, however, clearly made Bob's transition more difficult. When we next met, I asked him about the car — and what reaction he was getting from his team. At first, he shared the compliments. Clearly, people were impressed, even jealous. But then he confessed that he had picked up negative vibes as well. He shared these in the form of a complaint: "You know, I've worked in this business for most of my life —

over 20 years. I've looked forward to the day when dad would feel that I was ready for the reins. And I told myself, when that time came, I was going to get the car of my dreams. I've earned it. I deserve it, and if anybody is upset about it, tough!"

Over the next year, Bob and I reviewed the Porsche episode from several perspectives. First, we agreed that in many ways, he had earned the right to buy the car. However, it took a long time to convince him that his people's perceptions were, for the most part, not congratulatory. In the absence of some reasonable and appropriate financial benefit to them, many were disgruntled. The 28-year employee did, in fact, leave the company for a job with a competitor.

Bob also needed to learn the difference between being "rich" and being "wealthy." Rich is most often demonstrated by the stuff you buy with your money. For Bob, that included the Porsche, along with other niceties that conveyed the message that he had arrived.

Wealthy, on the other hand, isn't nearly so obvious. It is the cash *not spent* on outward manifestations. It is often reinvested in the business in a variety of ways, including stashing some away for future needs.

The Porsche met a current need for Bob, and it did send the message that he was rich, at least for the moment. But as for being wealthy, that remained to be seen and the early indications were that he might be inclined to "eat the seed corn" that would be needed for future metaphorical crops.

As Bob came to grips with the implications of the Porsche episode, he realized that he had to address the unintended message that his sports car had sent, make some hard choices that would tell his team that he cared more for the business than looking rich (replacing the Porsche with a Chevy), and that for the company to be successful, he needed everyone to understand not only their individual jobs but precisely how the company makes or loses money. In that regard, he began to help them understand company financial metrics and how their individual contributions could translate into wealth for the company — and for themselves. Morale picked up, and so did profits.

What story do *your* actions tell?

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

Sloan & Sloan Has Joined Fabian VanCott

Fabian VanCott is excited to welcome five new attorneys from the law firm of Sloan & Sloan, creating one of the largest and most experienced tax and estate planning law practices in Utah.

Our reputation for developing financial strategies for our clients is unparalleled, with a range and depth of tax and estate planning expertise that is truly exceptional for a firm in the Intermountain West.



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Mountain Mike's Pizza signs 30-store franchise deal in Utah

Pelican Food Concepts LLC has signed a franchise agreement with Newport Beach, California-based Mountain Mike's Pizza to bring 30 new locations to Utah over the next decade. The 40-year-old pizza company has one Utah location in South Jordan that Pelican recently purchased. The deal gives Pelican, which is represented by former Brigham Young University basketball star Mike Smith, exclusive development rights to the state.

Smith said that Pelican is in discussions for acquisition of several Mountain Mike's locations in the Salt Lake City area.

"The Mountain Mike's team has been quietly building the best pizza franchise concept in the country and we're thrilled to bring our premium pies and unique dining experience ideal for families, sports fans, celebrations, fundraisers and team gatherings alike, to Utah residents," said Donte' Andry, CEO and principal owner of Pelican Food Concepts.

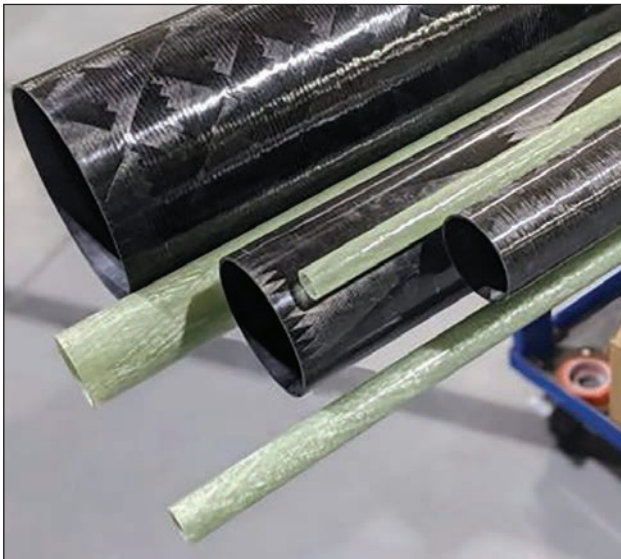
Smith, who is a studio broad-

cast analyst for the Utah Jazz, said, "With my wife and I having ten kids of our own, we know the importance of having a pizzeria restaurant like Mountain Mike's within our communities, and we're confident that our fellow Utahns will enjoy having a new family-friendly pizza spot in their neighborhoods. We're currently seeking passionate franchise partners who are excited to grow with our thriving, family-forward brand."

"What Mountain Mike's has to offer our franchisee partners is difficult to find: over 40 years of growth and successful operation, a large and growing food segment in pizza, strong brand momentum, and an attractive franchisee-centric business model. This makes us a smart choice for entrepreneurs and multi-brand operators looking to grow their portfolios with an established brand in the high-performing pizza category," said Chris Britt, principal owner and co-CEO of Mountain Mike's.

Innovate Utah

NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



Rock West Composites, a West Jordan-based provider of composite products for a variety of industries, has added a **Build Your Own Tube** feature to its website. The tool allows Rock West's customers to define specific attributes they need for their custom composite tubing, provides a range of pricing based on the volume of the order and then allows for immediate check out. "It is fast and easy for customers who know exactly what they need but can't find an off-the-shelf solution," the company said.

"Our customers have asked for the ability to get fast pricing for custom work and easy checkout via our website, and this is answering that request," said **Dave Erickson**, general manager of the Utah manufacturing facility. "E-commerce innovation is how we grow our business and help our customers succeed."

With the new tool the customers can define the interior diameter, wall thickness, tube length, material, and key performance characteristic of their custom tube order. Current materials available include intermediate modulus carbon fiber and fiberglass (E-glass). Performance characteristics include bending stiffness, torque and internal pressure. Tubes are manufactured using the filament winding process. Checkout is processed as soon as the customer is ready, and shipping is handled separately. In addition to the 450 base options currently available, tubes can be customized even further by specifying almost any wall thickness. Rock West has plans to further expand the selection.

Specializing in carbon fiber composites, Rock West offers in-stock products, including tubes, plates and complementary composite materials, as well as custom products and solutions, such as product development, engineering services, prototyping and manufacturing. Manufacturing processes include filament winding, roll wrap, resin infusion, bladder molding and modified closed mold processes.

Weave, a management software company catering to service-based businesses located in Lehi, has introduced **Weave Unify**, a sophisticated patient engagement and communication platform created

specifically for multi-location healthcare businesses. The product empowers healthcare businesses to share each other's patient bases, schedules and call-handling staff to streamline operations, improve communications, increase revenue and provide a modernized and personalized patient experience across the entire practice, the company said. "It's



complex for healthcare practices to efficiently communicate, attract and engage with their patients, and this becomes even more complicated when a business operates multiple practices across various office locations," said **Roy Banks**, CEO at Weave. "Weave Unify enables multi-location businesses to leverage each other's staff and strengths to help grow the organization more quickly and efficiently, provide better brand experiences, all while reducing operational costs."

Jolt Software Inc., a Lehi-based developer and marketer of operations software for the restaurants and retail stores, has launched a new **remote sensor solution** integrated into the Jolt platform that works when placed inside refrigerators and other kitchen equipment throughout a facility. They continuously monitor



critical temperatures inside the equipment, sending alerts the moment anything goes outside of a preset range. "Inventory loss due to a malfunction of coolers and freezers as well as the high cost of labor can have a significant negative impact on food service operators' bottom line," said Bob Gibson, chief research officer at Jolt. "It's more critical than ever that operators arm themselves with intelligent tools that monitor their locations 24/7/365 and allow their locations to do more with less employee involvement and oversight."

South Jordan-based **Swipeclock**, a provider of small-business work technology solutions, has released **WorkforceHub**, a human resources management system designed for small-business employers. "WorkforceHub is built for scaling small businesses," said **Coleman Barney**, CEO of Swipeclock. "It's flexible, automated workflows keep our customers on track without distracting from



the real purpose of their business. We give 30,000-plus businesses more of what they need and less of what they don't." Designed by a team of labor optimization specialists, WorkforceHub offers a user interface which delivers essential tools that are easy to learn and use because small-business employees and managers have important work to do, the company said. "Swipeclock built its HR solution to help frontline supervisors and leaders get mission-critical tasks done – efficiently and quickly."

Keto Chow, a Draper-based distributor of keto-genic meals for customers following a high-fat, low carbohydrate diet, has announced its monthly subscription plan called "**Chow Club**." Subscribers choose between 30-meal and 60-meal options, both of which come with recipe cards and bonus



products that help support the lifestyle. "One of the best things about Keto Chow is that each individual can customize it to fit their own needs," said Keto Chow co-founder **Miriam Bair**. "So if you're looking for a simple way to take care of 'I don't have time to cook something' but still want food that tastes amazing with fantastic macros, we're here for you. The Chow Club is a fun way to keep your 'Keto Chow corner' stocked up, and people are excited about the bonus aspect."

While many of the current diagnostic tests for pediatric cancer are derived from methods used in adult patients, **NuView Life Sciences** of Park City is introducing a cancer test for children they call **NV-VPAC1**. The new procedure uses a shed cell assay originally developed by Drs. Madhukar Thakur and Leonard Gomella at Thomas Jefferson University. NuView's technology could benefit kids



tremendously. If a child has suspected kidney cancer, for example, doctors would only need a voided urine specimen to test for the presence of shed cancer cells. "When our clinical trials resume post-COVID-19, we hope to show that our proprietary technology actually helps make cancer diagnosis easier, detected earlier and lead to more precise treatments that are individualized for younger patients," said **Paul Crowe**, CEO of NuView Life Sciences.

AMD Lasers Inc., a West Jordan producer of diode laser technology products, has begun shipping its new handheld **laser dental curing light**. Branded as the **Monet**, the company said it provides faster reliable dental curing. AMD said the product has



been evaluated by independent third parties and proved effective for the new features it provides. "We invented the first LED curing lights 20 years ago and it benefited dentistry greatly. We have considered all the key requirements for a curing light and implemented the requirements in this new development. Monet laser curing light resolves critical issues that existed in LED curing lights. It is a revolutionary change for dental curing," said **Densen Cao**, president of AMD. "The Monet laser curing light will make dental curing easier, faster and better."

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.

BANKING

• **Hillcrest Bank**, a division of NBH Bank, has promoted **David Stahl** to Utah market president. He will continue to lead and expand the commercial banking team and also be focused on providing advisory services, loans and treasury management solutions to small, medium and large businesses and building client relationships in Utah.



David Stahl

• **TAB Bank**, Ogden, has hired **Nilendu Saha** as chief technology officer. Saha has more than 25 years of experience in building and managing enterprise applications, data analytics platforms and technology initiatives, and leading large and complex teams. Previous roles include director of software engineering/enterprise architecture and head of data services at Patelco Credit Union and Ellie Mae Inc. (now ICE Mortgage). He also provided management and technology consultancy services and implemented digital transformation projects for various global enterprises and financial service organizations.

• **D.L. Evans Bank** has hired **Brian Anderson** as an assistant vice president commercial loan officer at its Logan branch. Anderson has 23 years of financial experience. Anderson earned a bachelor's degree in accounting from Utah State University and his master's degree in accounting from the University of Utah.



Brian Anderson

DIVIDENDS

• The board of directors of **Extra Space Storage Inc.**, Salt Lake City, has declared a quarterly dividend of \$1 per share on the common stock of the company for the 2021 first quarter. The dividend is payable March 31 to stockholders of record March 15. It is an increase of 11.1 percent from the prior quarter. The company is a fully integrated, self-administered and self-managed real estate investment trust that owns and/or operates 1,921 self-storage properties.

ECONOMIC INDICATORS

• **Summit County** leads all Utah counties for the **lowest closing costs** as a percentage of the median home value, according to a study by financial technology company **SmartAsset**. Summit was followed, in order, by Wasatch, Morgan, Salt Lake, Utah, Davis, Washington, Grand, Cache and Daggett counties. Details are at <https://smartasset.com/mortgage/closing-costs#Utah>.

• Several Utah cities are on a ranking of **"Best Cities to Own a Vacation Rental,"** compiled by **LawnStarter**. It compared the rental markets in over 300 U.S. cities across 10 key factors, from the median listing price per square foot to the rental vacancy rate to the prevalence of property crime. Utah cities' rankings are No. 30 **Logan**, No. 40 **St. George**, No. 197 **Salt Lake City**, No. 242 **Moab**, No. 252 **Vernal**, No. 253 **Cedar City**, No. 270 **Kanab** and No. 283 **Park City**. Shelbyville, Kentucky, topped the rankings. Bass Lake, California, was at the bottom.

• **Utah** is ranked No. 37 among states in a ranking of the nation's **physically strongest men and women**. The rankings were compiled by **Lift Vault**, which used five years of data provided by Open Powerlifting and focusing on three main powerlifting categories. On average, Utahns can squat 574 pounds, bench-press 380 pounds and deadlift 639 pounds. Texas led the rankings. North Dakota was at the bottom. Details are at https://liftvault.com/strongest-states/#State_Strength_Rankings.

• **Utah** is ranked No. 34 among states for the **best in-home healthcare** for patients in 2021, a list compiled by **The Senior List**. It used data from the U.S. Census Bureau, Bureau of Labor Statistics, Indeed and Zillow. Rankings were determined after analyzing data in nine categories related to caretaker availability and cost of care in each state. In breakout categories, Utah was sixth-worst for home health and personal care aide employment per 1,000; 10th-worst for registered nurse employment per 1,000; and second-best for average annual cost of nursing care as a percentage of typical 65-plus income. Details are at <https://www.theSeniorlist.com/research/caregiving-access-affordability-state-rankings/>.

EXPANSIONS

• **Biomerics**, a Salt Lake City-based mid-market medical device contract manufacturer, is doubling its manufacturing footprint in the La Zeta Free Trade

Zone in Cartago, Costa Rica. The expansion is in the form of a new greenfield plant adjacent to Biomerics' current operations and includes extrusion, injection molding, micro metal processing, and cleanroom assembly process. The 110,000-square-foot facility will include engineering labs, quality inspection labs, controlled environment manufacturing, office space, clean rooms, packaging and warehouse facilities. Construction is expected to be completed by the fourth quarter.

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HEALTHCARE

• **Recursion**, a Salt Lake City-based biotechnology company, has appointed **Louisa Daniels** as chief legal officer and general counsel. Daniels will oversee Recursion's legal and compliance functions and augment Recursion's executive team. Daniels has more than 20 years of experience in senior roles in the biopharma industry, most recently serving as vice president and assistant general counsel at Pfizer Inc. She served in those roles from April 2008 to January 2021; and also served as chief counsel of global product development from May 2016 to January 2021, as chief counsel of global commercial operations, strategy and portfolio management from 2013 to 2016; and as lead counsel of PharmaTherapeutics R&D from 2008 to 2013.

INSURANCE

• **GEICO** has opened its first local office at 2237 S. State St., Salt Lake City. **Vincenzo Alaimo** will lead a team of licensed agents at the new location. Alaimo previously spent eight years working in management at a health insurance provider. GEICO (Government Employees



Vincenzo Alaimo

Insurance Co.) is the second-largest auto insurer in the U.S. A member of the Berkshire Hathaway family of companies, GEICO employs more than 43,000 associates nationwide.

INVESTMENTS

• **UIA** (Utah Infrastructure Agency) has just completed its latest round of funding that will infuse the **UTOPIA/UIA** network with \$52.5 million for the expansion of its network. UIA is a sister agency to **UTOPIA Fiber**. Although legally separate entities, UTOPIA and UIA functionally operate as one integrated system and both are marketed as UTOPIA Fiber. This is the third round of financing that UIA has secured recently, attracting \$113 million in the last 14 months. UIA secured the latest round of funding in partnership with **Lewis Young Robertson & Burningham Inc.** (financial advisor), **KeyBanc Capital Markets Inc.** (senior managing underwriter) and **Gilmore & Bell** (bond and disclosure counsel). Roger Timmerman, UTOPIA Fiber's executive director, said the \$52.5 million will provide the capital to build out the remaining areas of its original 11 cities and to add customers throughout its coverage area. UTOPIA Fiber provides fiber-to-the-home services in 15 cities and business services in 50.

LAW

• **Armstrong Teasdale** has hired partner **Romaine Marshall** and of counsel **Jose Abarca** for its Salt Lake City office. Marshall has represented clients in response to hundreds of incidents involving data breaches, ransomware, malware attacks, security misconfigurations, wire fraud, software vulnerabilities, social engineering and other exploits, and in resulting litigation and regulatory investigations. He also is an experienced business litigator and trial lawyer. Abarca is an experienced litigator, having represented numerous companies in matters ranging from ownership disputes to bet-the-company litigation. He often defends clients against multimillion-dollar claims in state and federal court, and before government agencies.



Romaine Marshall



Jose Abarca

LOGISTICS

• The **Utah Inland Port**

Authority (UIPA) has announced that an independent audit has concluded it has complied with all state requirements for financial reporting, budget, and the Open and Public Meetings Act. **Squire & Company PC** reported that the financial statements audited "present fairly, in all material respects, the respective financial position of the governmental activities and the general fund" of the authority. UIPA is required by law to provide an annual audit of its financial statements and state compliance by a Certified Public Accountant in accordance with generally accepted auditing standards. The authority's revenues totaled \$3.4 million for the budget year ending in June 2020, resulting in a net position of \$2.4 million.

NONPROFITS

• The **Salvation Army in Utah** has announced that **Lisa McDonald** has become grant and community development manager for the Salt Lake City Corps, Ogden Corps and St. George Outpost. She will be responsible for grant writing, community development and corporate partnerships throughout the state of Utah. McDonald has 35 years of social service and nonprofit experience. She served as executive director of The Christmas Box International and worked at Utah Foster Care and the Court Appointed Special Advocate (CASA) program with the Utah Guardian ad Litem Office. McDonald earned a bachelor of science degree in psychology from Brigham Young University.

• **Visit Salt Lake (VSL)**, a private, nonprofit corporation responsible for the promotion of Salt Lake as a convention and travel destination, has appointed **Karen Boe** for the newly created position of vice president of communications and public relations. Boe will lead VSL messaging and storytelling efforts, targeting international, national, regional and local audiences with a focus on productive markets for leisure travel, meetings and conventions. She has been a consultant for VSL over the past 16 years, providing local and regional communications; engineering major announcements, such as the



Lisa McDonald



Karen Boe

see BRIEFS next page

Industry Briefs

from previous page

convention hotel groundbreaking, Salt Palace solar array installation and expansion; and managing local media relations for conventions, including USANA, DoTerra and Outdoor Retailer.

• **Ben McAdams** has been named a senior fellow at the **Sorenson Impact Center** at the University of Utah's David Eccles School of Business. The center brings data science and innovative finance into the public policy arena to design solutions for challenges facing communities, nonprofits and governments. McAdams will



Ben McAdams

bring together individuals and groups to explore opportunities for public-private partnerships seeking solutions to challenges facing local communities and the federal government. He will also create opportunities for students to develop experience in fields related to impact investing, data science, impact measurement, innovative finance and initiative building. McAdams previously was Salt Lake County mayor and a congressman serving the 4th District.

PHILANTHROPY

• **KeyBank's** Utah market contributed more than \$30,000

to various community organizations in the fourth quarter of 2020, including grants specifically earmarked for COVID-19 relief and social justice efforts in Utah. The grants were made as part of the company's commitment to support organizations and programs that prepare individuals for thriving futures. Three of the grants were awarded to organizations to help with COVID-19 relief efforts, including support to **Eye Care for Kids**, **People Helping People** and **The Road Home** in support of programs that support housing, stability and prosperity for people living in crisis. The contributions also included a social justice grant to the **Young Women's Christian Association of Salt Lake City** in support of the continued advancement of race equity work at YWCA Utah.

REAL ESTATE

• **Graycliff Capital Partners LLC**, a South Carolina-based developer/owner in the multifamily sector, has acquired **Milagro**, a Class A, mixed-used residential community in downtown Salt Lake City. Financial terms were not disclosed. Built in 2018, Milagro has 183 units. The transaction was brokered by **CBRE's** Eli Mills and Patrick Bodnar. The property, as well as **ViA**, a 138-unit midrise apartment building in South Salt Lake recently acquired by Graycliff, will be operated by **Nxt Property Management**, which manages more than 4,000

units in the Salt Lake Valley.

• **Axio 8400**, a 332-unit multifamily property in Sandy, has been sold by an affiliate of **Mountain Capital Partners**, an affiliate of **Dekel Capital**, and **Castlewood Development** to **Pacific Development Partners**. Financial terms were not disclosed. The sale was announced by **Institutional Property Advisors (IPA)**, a division of Marcus & Millichap. Brock Zylstra, IPA first vice president, and IPA's Danny Shin, Steve Gebing and Cliff David represented the seller. Axio 8400 sits on 9.5 acres.

• The first phase of **Benloch Ranch**, a new development 19 miles from Park City, has been unveiled. Benloch Ranch has more than 2,000 homes on 2,550 acres. Home prices start at \$695,000 and home sites start at \$249,900. The developer is **Jamie Mackay**, best known for his tiny-house manufacturing company, Wheelhaus.

• Commercial real estate firm **CBRE Inc.** has added two research analysts to the regional research team overseeing data collection and analysis for commercial markets covering both Utah and the Boise market area: **Sierra Hoffer**, senior research analyst, and **Chase Johnson**, field research analyst. Hoffer has rejoined the Salt Lake City office and has analytical expertise in both the commercial real estate and technology industries. Sierra will lead out in organizing and presenting CBRE data, own local thought leadership, and assist local CBRE leadership to form and retain strategic alliances with external organizations.



Sierra Hoffer



Chase Johnson

Most recently, Hoffer worked as a business operations associate for Vivint Smart Home and previously worked as a research analyst for CBRE covering commercial market data and economic trends throughout Utah. She was a graduate fellow at Utah State University where she earned a master's degree in economics and a bachelor of science in business marketing. Johnson will handle day-to-day research matters, including working directly with the brokerage community to fulfill data requests and maintaining the integrity of the local research database. Johnson earned a bachelor's degree in economics from

Brigham Young University.

RECOGNITIONS

• **Red Ledges**, a private community in Heber, and its Village Center pool complex have been honored by **Golf Inc.** magazine, winning first place in the Aquatics Category in the publication's 2021 **Amenity of the Year** competition. **Golf Inc.** annually recognizes the best new amenities and golf industry's top dining facilities at public and private clubs in its February/March issue. It named 19 honorees this year, eight in three amenity categories and 11 in the Golden Fork categories for best new and renovated dining facilities.

• **Paul Limburg**, owner and manager of **CertaPro Painters** of Salt Lake City, was named the winner of the system's most prestigious award, the **CertaCup**. Limburg's team was selected out of nearly 400 **CertaPro Painters**

businesses across North America. To be considered for the award, the franchisee and their team must practice the company's values, consistently deliver an extraordinary customer experience, and demonstrate growth in his/her residential and commercial painting business. Limburg has been with the franchise for 20 years. **CertaPro Painters** of Salt Lake City grew 20.7 percent in 2020.

RESTAURANTS

• Franchise company **Mountain Mike's Pizza** has signed a development deal with **Pelican Food Concepts LLC**, expected to result in 30 restaurants to Utah over the next decade. **Pelican Food** executive **Mike Smith**, former BYU basketball and NBA player and studio broadcast analyst for the Utah Jazz, is helping to spearhead the chain's growth throughout the state. Twenty-five restaurants are expected to open this year. The company has more than 230 restaurants. It has one restaurant in Utah, opening in South Jordan in 2006.

• **Wow Wow Hawaiian Lemonade** has signed a multi-unit franchise agreement with entrepreneur **Alexa Raynes** to bring three gourmet lemonade stands to Utah. Raynes plans on opening a drive-through location in Draper within the next year, and then expand the brand's Utah footprint with locations in Orem and Lehi. Each new stand is expected to bring 35-60 new jobs to the area. Raynes is a "superhost" with AirBNB and has worked in direct sales. **Wow Wow** was founded in 2012. It now has eight stands in the U.S. and two internationally.



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Provo: Community Building Together

There are more than 20,000 incorporated communities in America. While many are prospering, others are struggling.

An important question we focus on in Provo is how do we build and maintain a vibrant community where people *want* to live, work, learn, play and visit? While there is no “one size fits all” approach, reaching this enviable community standard requires us to focus on today’s needs without losing sight of tomorrow’s opportunities.

One of the primary roles of cities is to effectively and efficiently deliver necessary services to its citizens, such as utilities, safe transportation, police and fire response and sanitation. Thanks to the tireless dedication and service of our city employees, we are proud to have earned such 2020 rankings as Utah’s No. 1 Safest Big City, No. 3 Best-Run City and a shared distinction with Orem as the Best Performing City from the renowned Milken Institute.

Our goal in Provo is to balance a high quality of life, sense of community and historic character with a forward-looking

vision that creates economy vitality.

Defining a Successful Community

In the words of Abraham Lincoln, “the best way to predict the future is to create it yourself.” We are all community building together — making Provo the best it can be, knowing that the decisions we make today will impact generations to come. With that in mind, our 2021 definition of success will revolve around four key areas: visionary planning, comprehensive public safety, strong economic health and high quality of life.

The Provo Pillars

These key areas have been designated as our “Provo Pillars”: Forward-Looking, Safe & Sound, Economically Vibrant and Welcoming. Throughout the year, we will share regular progress updates on social media and our new information dashboard at ProvoConnect.com so our citizens know we are working on the issues that matter most to them.

Forward-Thinking

One of the most urgent city needs is sufficient and timely infrastructure to meet the demands of economic development and population growth — and

that requires long-term planning. Taking a long-term perspective on infrastructure needs has allowed us to be fiscally responsible while being able to tackle large-scale projects to boost our economic growth.

Provo City Hall

Having been built in 1972, our existing city center was not seismically sound or adequate in meeting the needs of Provo citizens.

From conception to design, the new Provo City Hall, under construction since Feb. 10, 2020, has been citizen-centered.

Through analyzing current city operations, as well as incorporating public outreach, we have designed a functional space with our citizens as the focus.

Provo City Center was designed using the construction manager/general contractor method. This method — used on both the Recreation Center and energy building — allows Provo City, the design team, the contractor and citizens to work together from design to final construction to create the most dynamic and cost-effective city center.

Fast Facts:

- 164,000 square feet.
- Roughly half is devoted to public safety, including a new police and fire headquarters.
- Efficient building design relating to both work collaboration and overall building systems.
- Gateway feature for Provo.
- Leading the community in sustainable and efficient buildings.
- Creating the themes of transparency, efficiency and citizen focus through city hall architecture.
- Construction complete in 2022.

Provo Airport Terminal Expansion

On Nov. 6, 2019, we announced Provo was figuratively and literally taking flight with construction on a new terminal that will add four more gates, with future expansion to 10, and more than 22 flights a day to and from Provo.

Business growth will be one of the payoffs for having the expanded airport as it enables trade, powers businesses and creates opportunities for innovation and entrepreneurship.

As the second-busiest airport in the state and with the ability to accommodate airplane sizes up to a Boeing 757, it is inevitable we will have more airlines moving in to meet that need.

Fast Facts

- 66 acres of terminal area.
- 65,000 square feet in Phase 1; 100,000 square feet at build-out.

• Funding sources include FAA, state of Utah, Utah County and Provo City.

• Future 10 gates estimated to generate approximately \$930 million.

• Terminal construction complete April 2022, with full shift to the new terminal and gates expected in early summer 2022.

Provo City Water Treatment Facility

Provo City is planning to construct a water treatment plant by the end of 2022. This culinary water treatment will be only the second water treatment plant in Utah County and will be a key facility

for growth and overall water management in Utah County.

The initial primary purpose behind this water treatment plant is to enable the city to aggressively activate an Aquifer Storage and Recovery (ASR) program, which will assist in the natural recharge of water in local aquifers. Groundwater, extracted in culinary water wells, is one of the primary sources of water in Utah County.

Obviously, as the demand for additional drinking water increases, the culinary water treatment plant could be utilized to supply this additional demand. This additional water demand would typically occur during July and August months. However, the treatment plant would operate year-round providing extra water, which could be used for ASR during most, if not all, of the year.

Demolition work has been completed as preparation for construction to begin on the new wastewater treatment facility. The treatment plant has long exceeded its service life and needs major repairs. In addition, the treatment plant is required to meet new state and federal environmental regulations that the existing plant cannot meet.

Fast Facts:

• The existing treatment plant, located at 1800 S. 350 E. in Provo, will be completely reconstructed over the next 15 years.

• The existing treatment plant was originally constructed in 1956 with the last major upgrade occurring in 1978.

Michelle Kaufusi was elected the first female mayor of Provo in November 2017. She was born and raised in Provo and has a degree in global studies from Brigham Young University. Married to former BYU football player Steve Kaufusi, she has five children. She has served in many community positions and in 2019, she was named the Informed Decision Maker of the Year by the Kem C. Gardner Policy Institute.



Provo Mayor Michelle Kaufusi poses at the site of the city's wastewater treatment plant that is being demolished to make way for a new facility that will be totally reconstructed over the next 15 years.



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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.

March 1, 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.

March 2, 9-10:30 a.m.

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

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$12 with lunch. Details are at davischamberofcommerce.com.

March 2, 6:30-8 p.m.

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

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, 10 a.m.

2021 Real Estate Economic Forecast, a Bank of Utah event. Speakers Neil Walter and Jon Walter will provide insight and analysis on the residential and commercial real estate markets along the Wasatch Front and in Southern and Northern Utah. Neil Walter is a partner and CEO of Brokers Holdings. Jon Walter is chief operating officer at NAI Excel and NAI Vegas. Event takes place online. Free. Event can be accessed at www.bankofutah.com and will be broadcast through Zoom.

March 4, 11 a.m.-noon

“Instagram Strategy,” part of the Women’s Business Center of Utah “Key Business Skills” series. Speaker is Emily Ashby, CEO of Camera Coats. Event takes place online via Zoom. Free. Details are at wbcutah.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 4, 6-8 p.m.

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

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 6, 8-9:30 a.m.

“Legislative Roundup,” presented by ChamberWest, the South Jordan Chamber of Commerce and Southwest Valley Chamber of Commerce. Event takes place online. Details are at chamberwest.com.

March 6, 8-9:30 a.m.

“Legislative Update,” a South Jordan Chamber of Commerce event. Event takes place online via Zoom. Details are at southjordanchamber.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. Event takes place online via Zoom. 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.

Women in Business Professional Growth Series, a ChamberWest event. Speaker Denece G. Huftalin, president of Salt Lake Community College, will discuss “Reframing Leadership.” Event takes place online via Zoom. Cost is \$10. Details are at chamberwest.com.

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 Real Salt Lake, 7984 S. 1300 E., Sandy. Cost is \$15 for members, \$25 for nonmembers. 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 10, 5-6:30 p.m.

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

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, 11 a.m.-noon

“Creating a Social Media Plan,” part of the Women’s Business Center of Utah “Key Business Skills” series. Speaker is Emily Ashby, CEO of Camera Coats. Event takes place online via Zoom. Free. Details are at wbcutah.org.

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

Women in Business Virtual Lunch, a Davis Chamber of Commerce event. Speaker is Andre Kay, CEO and founder of Sociallybuzz. Event takes place online via Zoom. Free (no registration required). Details are at davischamberofcommerce.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 11, 4-5 p.m.

“Building Equitable Communities,” part of a three-part Speaker Series presented by United Way of Salt Lake. Speaker is Jim Shelton, former deputy secretary of the U.S. Department of Education. Event takes place online. Free. Cost for entire series is \$30 (other parts of the series take place Aug. 11 and Oct. 27). Details are at <https://uw.org/speaker-series-building-equitable-communities/>.

March 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>.

March 12, 7:30-8:30 a.m.

“Eggs and Issues,” a Murray Area Chamber of Commerce event. Details to be announced at murraychamber.org.

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.

WOW Online Business Training, a Women’s Business Center of Utah event that takes place online via Zoom. Free. Details are at wbcutah.org.

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.cvent.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, 10 a.m.

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

Succeeding in Your Business

You and your client: Avoid politics and religion altogether

"I have a consulting business with over 50 clients, but I'm afraid that won't last much longer unless I get some tough love from you.

"In working with my clients, it's inevitable that we will discuss things other than the project at hand. Although I try to avoid discussing politics with my clients, several have recently asked me point-blank where I stand politically on the recent presidential election, the riot at the U.S. Capitol and other current issues.

"In one case, my client told me he needed to know where I stood because he 'just couldn't work with' someone whose political opinions differed from his own.

"Maybe I'm old-fashioned, but I'm one of those people who believes that someone's political

views are none of anyone else's business, and I've said that to these people in as professional a way as I can. I'm afraid, though, that I'm going to be 'canceled' by some of my clients, and I need every one of them to stay financially solvent. What, if anything, can I do to avoid that happening?"



CLIFF ENNICO

When I was a boy growing up in the turbulent 1960s (the civil rights movement, the Vietnam War, the military draft, political assassinations), it was inevitable that my dad and I ended up on opposite sides of some issues. But neither of us ever let it get to the yelling and screaming point or interfere with the very close relationship he and I had until he died in 2000.

My dad's philosophy was "you are free to believe anything

you like, Cliff, just don't make a religion out of it."

Wise words, which too many of our fellow Americans have forgotten (or never learned in the first place).

Whenever we had a political discussion, I always felt that Dad was listening to me, and I always made it a point to give him a good listen before I offered a rebuttal. Of course, it helped that Dad was an independent thinker who always had good reasons for believing what he did. And I always tried to do the same when forming my opinions.

When I went to an Ivy League college (on scholarship) and came into contact with the sons and daughters of highly privileged people whose lives and opinions were far different from mine, there was no shortage of late-night, alcohol-fueled dorm-room debates on just about everything. Some of these

got pretty heated, and we agreed to disagree more often than not. It seldom interfered with our friendship or our mutual respect for one another.

At the end of World War II, when the horrors of the Nazi Holocaust were coming to light, many people wanted to "cancel" the German nation and people altogether. In response, the British novelist E.M. Forster wrote an essay, "Tolerance" (included in his 1962 collection "Two Cheers for Democracy"), making the point that while it's impossible to love or even like some people, treating them with respect (sometimes grudgingly) or merely tolerating them is essential to the functioning of civil society.

As American society becomes more multiethnic and multicultural, it is inevitable that more and more people will encounter people whose views and lifestyles are different from their own. To love everyone in such an environment is impossible. We should strive for respect. But sometimes, the best we can do is tolerance.

Sadly, a growing number of otherwise highly intelligent people are turning their opinions into religions and taking the intolerant if not self-righteous view that "if you disagree with me, I don't care what you think, because I don't care about you." So-called "cancel culture" (removing a person from your life because of a differing worldview) is becoming all too common on university campuses, in the workplace and elsewhere. It's a cancer that is eating at the fabric of our body politic, and I

feel your pain when dealing with clients who are willing to deprive themselves of your (no doubt) excellent service because they see you as a heretic who should be burned at the stake.

The best thing to do, of course, is to avoid discussing politics, religion and other sensitive topics altogether because they are irrelevant to your professional relationship with the client. As former first lady Michelle Obama says, "when they go low, we go high." Never get into an argument with a client; you always lose when you do. If possible, craft your response in such a way that the client is led to believe you may agree with them without actually saying you do.

Or you can point out the irrelevance of the subject by saying something like "Look, I don't think you want to pay me \$XXX an hour to discuss politics. Let's get back on track here."

But, people being what they are, your doing this will send a signal to some clients that you do in fact disagree with them and are too cowardly to say so. If they're going to cancel you, they will, and there's nothing you can do about it. Just don't beat yourself up too much if it happens. They are the losers, not you. In the long run you are better off without clients like these; build your practice to the point where you no longer need them.

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

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PERFORMING

from page 1

New this year, the Milken Institute added housing affordability and broadband access as rankings variables in an effort to more effectively reflect the inclusiveness of local economies.

"The pandemic has had an outsized impact on cities where the economic effects of the current recession are exacerbated by high housing costs," said Kevin Klowden, executive director of the Milken Institute Center for Regional Economics and California Center. "By measuring for factors such as jobs, wages and high-tech growth, the Best-Performing Cities Index offers analysis of how metro areas have fared based on the resilience of their local economy. And by incorporating data designed to gauge inclusivity, it pro-

vides important insights into how cities will be prepared to meet challenges and opportunities for future growth post-pandemic."

Misael Galdamez, senior policy analyst in the Milken Institute Center for Regional Economics, added: "As we discovered through our rankings, cities perform best when they pursue innovative strategies that allow high-tech industries to grow while still providing affordable costs of living. This alignment provides a foundation for metro areas to become more resilient to economic shock."

The index measures economic vitality in 200 large metropolitan areas and 201 small metropolitan areas using job creation, wage growth, and innovation industry metrics. The 2021 version of the index emphasizes jobs, wages, high-tech growth, housing affordability, and household broadband access.



SOUTH VALLEY CHAMBER Retirement Solutions

Offer Competitive 401(k) Benefits for Your Business

No matter how big or small, your Utah business now has more support when offering your employees a retirement package—thanks to the South Valley Chamber Retirement Solution.

The program, administered by TAG Resources, is designed to provide an easy-to-administer option for 401(k) plans.

You'll be able to work with well-known and prominent 401(k) plan providers, and as an extra layer of security, TAG Resources has taken on the highest level of fiduciary liability.

Perhaps the most important benefit of the program is that it follows an aggregate model, allowing your business to provide 401(k) options at a discount, which then allows you to reinvest saved money into better options for your employees. Fees are also less expensive, saving you even more money in administrative costs.



SouthValleyChamber.com

CALENDAR

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

Business Women's Forum 2021, a Women's Business Center of Utah event. Kristen Edwards, executive director of Better Days 2020, will discuss "She Started It For All of Us: Looking to the Past to Inspire Our Future." Event takes place online via Zoom. Cost is \$10 for members, \$20 for nonmembers. Details are at wbcutah.org.

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

Southwest Valley Women in Business. Location is Incline & Anthem, 11901 Freedom Park Drive, Herriman. Details are at southvalleychamber.org.

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$12 with lunch. Details are at davischamberofcommerce.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 17, 9-10 a.m.

"How to Protect and Grow the Value of Your Business During a Pandemic," a Women's

Business Center of Utah event that takes place online (available statewide). Free. Details are at wbcutah.org.

March 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.

March 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>.

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.

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

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

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

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

March 19, 7:30-8:30 a.m.

"Eggs and Issues," a Murray Area Chamber of Commerce event. Details to be announced at murraychamber.org.

March 19, 8 a.m.-12:30 p.m.

Box Elder Business Summit, a Box Elder Economic Development Alliance event that is focused on the manufacturing industry in Box Elder County. Speakers include representatives from P&G, Storm Bowling and Nucor Steel. Event will include an update on the Utah Inland Port and a workforce/economy update from the Utah Department of Workforce Services. Event takes place both online and in-person at the Brigham Academy Center, 58 N. Main St., Brigham City. Cost is \$40 in-person, \$20 online. Registration can be completed at Eventbrite.com.

March 23, 11 a.m.

"The Powerful Significance of One," an Urban Land Institute

(ULI) event. Speaker is Amy Wilde, author, marketing professional and motivational speaker. Event takes place online via Zoom. Details are under "Events" at uli.org.

March 23, 11:45 a.m.-1 p.m.

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

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

Women in Business Luncheon, a South Valley Chamber event. Speaker is Patricia W. Jones, CEO of the Women's Leadership Institute. Location is Salt Lake Community College, 9750 S. 300 W., Sandy. Cost is \$20. Details are at southvalleychamber.com.

March 24, noon-1 p.m.

"Solve the Business Puzzle: Customer Management Systems," a Women's Business Center of Utah event that takes place online via Zoom. Free. Details are at wbcutah.org.

March 24, 1-5 p.m.

Defense Manufacturing Research Symposium, a World Trade Center event hosted by the Utah Advanced Materials and Manufacturing Initiative (UAMMI) and Utah Defense Manufacturing Community and featuring defense manufacturing research opportunities in which manufacturing companies can participate. Speakers include Angie L. Tymofichuk, deputy assistant secretary of the Air Force for logistics and product support; Col. Nathan Diller, director of AFWERX (future Air Force Programs for Agility Prime and Space); Robert O'Brien, director, advanced design and manufacturing, Idaho National Laboratory; and Tom Lockhart, director of engineering, Air Force Nuclear Weapons Center. Event takes place online. Free. Details are at <https://www.uammi.org/events/defense-mfg-symposium-mar2021>.

March 25, noon-1 p.m.

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

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

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

March 25, 6-7 p.m.

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

March 25, 6-7 p.m.

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

March 26, 7:30-8:30 a.m.

"Eggs and Issues," a Murray Area Chamber of Commerce event. Details to be announced at murraychamber.org.

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

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

April 1, 7:30-9 a.m.

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

April 1, 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.

April 1, 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.

April 1, 6-8 p.m.

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

April 2, 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.

April 6, 10 a.m.

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

April 6, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$12 with lunch. Details are at davischamberofcommerce.com.

April 7, 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.

April 9, 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.

April 13, 7:30 a.m.-noon

Women & Business Spring Conference, a ChamberWest event. Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City, as well as online. Details to be announced at chamberwest.com.

April 13, 4:30-6 p.m.

"YEA Shark Tank," a South Valley Chamber event. Location is Loveland Living Planet Aquarium, 12033 S. Lone Peak Parkway, Draper. Details are at southvalleychamber.com.

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

"Let's Do Lunch," a South Valley Chamber event. Location to be determined. Details are at southvalleychamber.com.

April 15, 7:30-10 p.m.

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. Annual chamber awards will be presented. Official change in Ogden-Weber Chamber board officers also will take place. Location is Peery's Egyptian Theater, 2415 Washington Blvd., Ogden. Cost is \$25. Details are at ogdenweberchamber.com.

April 15, 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.

April 15, 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>.

see CALENDAR next page

CALENDAR

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April 20, 8 a.m.-4 p.m.

“Coaching For Results,” part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on developing coaching relationships to help the people on your team improve performance and ensure productivity and profitability for your organization. Location is SLCC’s Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$12 with lunch. Details are at davischamberofcommerce.com.

April 20, 1-5 p.m.

Business to Business Expo, a Davis Chamber of Commerce event. 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.

April 21, 8 a.m.-4 p.m.

“Lean Manufacturing 101,” a Salt Lake Community College Employee Development Workshop focusing on gaining a clear understanding of eight wastes in manufacturing and real-world approaches for reducing wastes in a factory simulation. Location is SLCC’s Miller Campus, 9750 S. 300 W., Sandy. Cost is \$300. Virtual participation is available. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

April 21, 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.

April 21, 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.

April 22, 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. Virtual participation is available. Cost is \$249. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

April 27, 10 a.m.

“California-Specific Laws,” part of the 2021 Employers Council and Paylocity Online Training Series. Free. Details are at <http://info.employerscouncil.org/2021-paylocity-webinar-series>.

April 27, 11:45 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber

Chamber of Commerce event that takes place online via Zoom. Details are at ogdenweberchamber.com.

April 27, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a South Valley Chamber event. Speaker is Kim Fisher, Waterford.org national spokesperson. Location is Draper City Council chamber, 1020 Pioneer Road, Draper. Cost is \$20. Details are at southvalleychamber.com.

April 28, noon-1 p.m.

“Solve the Business Puzzle,” a Women’s Business Center of

Utah event that takes place online via Zoom. Free. Details are at wbcutah.org.

April 29, 7:15-9 a.m.

2021 Partners in Education Appreciation Breakfast, an Ogden-Weber Chamber of Commerce event. Location is Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Free. Details are at ogdenweberchamber.com.

May 4, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location

is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$12 with lunch. Details are at davischamberofcommerce.com.

May 5-6, 8 a.m.-4 p.m.

“Building and Delivering Effective Training,” a Salt Lake Community College Employee Development Workshop focusing on the science of training development and delivery to build and organize knowledge in a way that maintains adult learner engagement. Location is SLCC’s

see CALENDAR page 18

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ROCKY MOUNTAIN DOCUMENT DESTRUCTION

CALENDAR

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Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Cost is \$500. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>

May 5, 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.

May 7, 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.

May 12, 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. Details are at southvalleychamber.com.

May 13, noon-1 p.m.

"Business During Hours," an Ogden-Weber Chamber of Commerce event. Speakers from Ogden-Weber Technical College will discuss "Investing in Employee Success." Event takes place online via Zoom. Free for employees of chamber members and first-time guests. Details are at ogdenweberchamber.com

May 14, 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.

May 18, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive,

Kaysville. Cost is \$12 with lunch. Details are at davischamberofcommerce.com.

May 18, 8 a.m.-4 p.m.

"Applying Leadership Principles," part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on maximizing performance as you practice coaching, employee development and non-performance conversations in a legal and effective manner. 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>.

May 18, 10 a.m.

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

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EARNINGS

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CleanSpark

CleanSpark Inc., based in Woods Cross, reported a net loss attributable to common shareholders of \$7.2 million, or 32 cents per share, for the quarter ended Dec. 31. That compares with a loss of \$1.9 million, or 40 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$2.26 million, up from \$980,000 in the prior-year quarter.

CleanSpark provides software and controls technology solutions to solve modern energy challenges. Through its wholly owned subsidiary, ATL Data

Centers LLC, CleanSpark owns and operates a data center that provides customers with traditional on-site and cloud-based data center services. The company also owns and operates a fleet of bitcoin miners.

"This was another record-breaking quarter for CleanSpark," the company said in announcing the results. "As we had discussed in our prior shareholder letter, the company expected the somewhat cyclical nature of our business to continue, specifically related to our energy business segments. In prior years, we have recognized approximately 10 percent of our total annual revenues in the quarter ending Dec. 31. This trend has continued to be reflected in the results of our most recent fiscal quarter."



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OVERHAUL

from page 1

"We want to start talking about economic development in new and different ways," Hawkes told the House Economic Development and Workforce Services Committee. "When I say, 'economic development,' I think to most people there's sort of this vague sense of 'that's something businessy, but we don't really know what it means. Maybe it's financial incentives or something like that.'"

The bill attempts to "talk about it and frame it in terms of economic opportunity because 'development' doesn't really mean something, but 'opportunity' does," he said.

Much of the 300-page bill changes the word "development" to "opportunity" — for example, the Governor's Office of Economic Development (GOED) would be renamed the Governor's Office of Economic Opportunity, or GO Utah. "But it's an important shift and it's not just atmospheric," Hawkes said. "We mean it."

The proposed Unified Economic Opportunity Commission would be chaired by the governor and include the top officials of several government departments; education officials; state legislative leaders; representatives focused on housing, cities and rural counties; plus several non-voting members. It would include several subcommittees related to specific economic topics. Among the commission's duties are to "de-

velop, coordinate and lead a comprehensive statewide economic development strategy that unifies and coordinates economic development efforts in the state."

"One of the primary goals of this is to get these different agencies to talk to each other, to have a forum where we can all come together and work on economic opportunity issues, and while doing that, make sure that we aren't duplicating efforts," Dan Hemmert, GOED's executive director, told the committee.

Hemmert said "breaking down silos" would ensure that those agencies "not go down the same lane next to each other but instead to all walk down the same lane together."

Hemmert, a former legislator, said that a few years ago, redundancy of efforts was revealed during a review of the Utah Science Technology and Research (USTAR) initiative. "As we were looking at that agency, one thing we learned was that Agency A had no idea what Agency B was doing, even if there was a lot of overlap," he said. Legislators also "got different answers" when asking about the state's economic development strategy, he said.

Hawkes said those agencies have performed well individually but having their "fiefdoms" has resulted in a lack of coordination related to economic opportunity for individual Utahns. "And the goal here is to align those people, get everybody rowing in the same direction under this unified vision," he said.

During committee questions, Hemmert was asked about the GOED name change. "GOED is a past-tense word. ... GO Utah is a future-tense word. One's looking backward; the other is looking forward," he said.

Hemmert also said GOED "makes us think a little bit more about business," is "less personalized" and instead is focused on companies, corporations and big projects, whereas "economic opportunity" would have government "think about the people more."

The attitude of state government's economic development efforts 10-12 years ago — coming out of the Great Recession — was "jobs, jobs, jobs," Hawkes said. The challenges "are less about getting the jobs here now but [instead] dealing with growth."

Hawkes and Hemmert both said the bill is not a destination point. Hawkes said it is an important step "as the ship of state tries to turn and pivot, really, to capitalize on today's needs and today's opportunities." Hemmert said he expects to see related bills every year over the next few years.

This year's general session ends March 5.

If the bill passes, it would mean a new name for GOED, which was formed in 2005 at the insistence of then-Gov. Jon Huntsman Jr. The Department of Community and Economic Development was split to create GOED and the Department of Community and Culture.

STUDENTS

from page 1

if they had a bachelor's degree or more. Unemployment rate stats recorded a similar trend. Meanwhile, the more education attainment, the higher a person's median annual earnings.

"We know that they need more support and more resources to be successful," Senate Majority Whip Ann Millner, R-Ogden, said of economically disadvantaged students. "We know if we can help them be successful, they can graduate, they can go on to post-secondary, whether that's technical college or college, but certainly the research shows students from other states that have done this that if you make that investment, you will get a higher graduation rate, you will get students graduating and being able to earn more money, and having the opportunity to really meet their potential."

The bill's sponsor, Sen. Lincoln Fillmore, R-South Jordan, said the bill is a step toward ensuring long-term, sustainable funding for at-risk students that increases as overall education funding grows "to ensure that every child in Utah has an equal chance for a quality education."

That targeted approach would be in contrast to the traditional funding method, he said. "Before, we've just have put in dollar amounts and that has just kind of been butter that's spread over more and more bread over time," he said. SB142 would help fund various programs that benefit at-risk students, he said.

That additional money would follow the children to the school he or she attends and help educate them "in the personalized way that that child needs," instead of having "big, global programs with a lot of individual rules," Fillmore said.

At press time, the bill had passed in the Senate and was advanced from a House committee, but it had been returned to the House Rules Committee due to the fiscal impact. Legislative documents indicate the bill would cost the state board of education \$900,000 in ongoing and \$2.6 million in one-time funding. The Legislature's general session ends March 5.

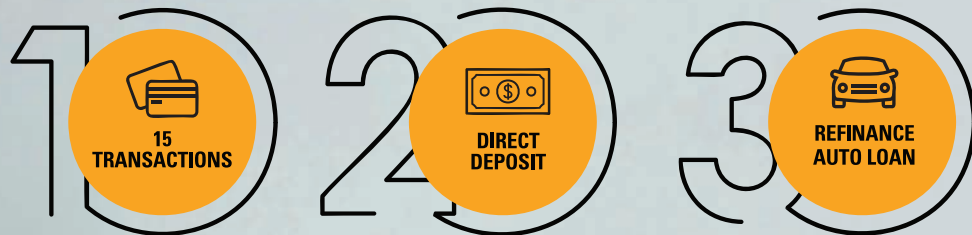
Fillmore said the Public Education Appropriations Subcommittee's review could take one to three years. "We're going to be working on this probably for the next decade," Millner said.

A fact sheet about the topic, available at <https://gardner.utah.edu/wp-content/uploads/EdFunding-FS-Feb2021.pdf>, indicates that a 10 percent increase in per-pupil spending for low-income children for all 12 years of public school is associated with a 9.6 percent increase in earnings and lower poverty incidence.

The targeted funding, it said, not only would benefit the individual students through increased earnings and economic mobility, but also improve Utah's long-term future for everyone by making a stronger community, boosting GDP, and lowering both the unemployment rate and poverty rate.

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