

**OF NOTE**



**Working on the go**

In some cases, WFH has become WFC. One in five Utahns who have become work-from-home employees during the pandemic admit to having worked from their car, according to a survey by a Florida car dealer. Half of the work-from-car folks say they seek a spot in nature to get away from the hubbub of home. Another 10 percent of workers admit to retreating to the bathroom for a little peace and quiet.

**Innovate Utah**  
page 7

**Industry News Briefs**  
pages 8-10

**Business Calendar**  
page 11

**Hexcel to put R&T facility in West Valley City**

**Brice Wallace**  
*The Enterprise*

A longtime manufacturing stalwart in Utah will expand in the state, putting its Center of Excellence for Research & Technology (R&T) in West Valley City.

Hexcel Corp.'s project will add up to 150 high-paying jobs over the next dozen years. The company made the announcement after being approved for a tax credit and an infrastructure grant by the Governor's Office of Economic Development (GOED) board.

The Connecticut-based company already has nearly 600 workers in West Valley City producing advanced composite materials, specifically carbon fiber, prepregs and resins that support commercial aerospace, space and defense and industrial customers. It is the company's largest carbon fiber and aerospace matrix manufacturing plant.

Jim Wojciehowski, leading the project at the company, noted that the company supplies materials used on the Airbus A350, a competitor of the Boeing 787 aircraft.

"We're moving our R&T center to this location for the purpose of accelerating that collaboration between production and re-

search so that we can develop the next generation of materials," he told the GOED board.

"The big opportunity for both Hexcel and for Utah is building this center and having our next-generation materials positioned for the next generation of aircraft. We anticipate when Boeing and Airbus build their next family of aircraft at the

**see HEXCEL page 13**



A 462,000-square-foot, \$210 million mixed-use project has been announced for downtown Salt Lake City. To be built by The Domain Cos., the development will feature a 202-room hotel and 342 apartments as well as retail and recreational spaces.

**Domain Cos. announce new downtown mixed-use project**

Plans have been released for a major mixed-use development in downtown Salt Lake City. The 462,000-square-foot, \$210 million project has been dubbed 370 South West Temple. It is the second downtown project for The Domain Cos., following its Exchange development, which includes the Mya and Avia apartment complexes and The Shop shared workspace. The company said 370 South West Temple will focus on hospitality, sustainability and community development.

"This project will be unparalleled in Salt Lake in terms of design, amenities, service and partnerships," said Matt Schwartz,

co-CEO of The Domain Cos. "Domain has launched inventive, award-winning projects in Salt Lake City and beyond, and we're looking forward to building on that success with 370 South West Temple. From the high-rise apartment design to the fresh, groundbreaking hospitality-concept, the project will be an exciting addition to Salt Lake's growing downtown."

The team Domain has enlisted for the project includes architecture firm Solomon Cordwell Buenz, a high-rise designer com-

**see WEST TEMPLE page 13**

**Challenges are returning - good news for state's economy rebound**

Some of Utah's economic challenges are returning — and that's a good thing, as it signals that the state is on track to recovery from the pandemic-driven recession. So said the Salt Lake Chamber's Roadmap to Recovery Coalition as it updated its Roadmap to Recovery Dashboard for May.

The chamber partners with the Kem C. Gardner Policy Institute at the University of Utah to publish the tool, which helps business leaders know where Utah sits in the overall recovery. The dashboard tracks the state's path to recovery and provides context for decision-makers.

"We have now rebounded with our job gains reaching a year-over growth threshold and unemployment flashing a signal that we are reaching peak employment," said Derek Miller, president and CEO of the Salt Lake Chamber and Downtown Alliance. "This envious position must not be taken for granted, nor forgotten on how we arrived here working together. The previous challenges of workforce development and securing top talent are returning with this accelerating economy. We must now double down on efforts to develop our employees, shore up the innovation gains during the pandemic and ensure that all Utahns

**see DASHBOARD page 14**



**TAKING CARE of your BUSINESS**  
1-877-AFCUBIZ  
americafirst.com  
**AMERICA FIRST CREDIT UNION**  
Federally insured by NCUA

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

### Utah joins other states stopping \$300 weekly federal jobless payments

Utah, along with at least nine other states, has called a halt to its participation in the federal COVID-19 pandemic unemployment program that adds \$300 per week to benefits paid by the state. Gov. Spencer Cox made the announcement in a recent press release from his office.

The federal benefit will end June 26 along with several other federal stimulus programs. The final payments to those Utahns who are eligible for those programs will be made between June 27 and July 3, according to the Utah Department of Workforce Services. After that, Utahns will remain eligible for any unemployment benefits they qualify for under pre-pandemic criteria, the department said.

"This is the natural next step in getting the state and people's lives back to normal," Cox said in the release. "I believe in the value of work. With the nation's lowest unemployment rate at 2.9 percent and plenty of good-paying jobs available today, it makes sense to transition away from these extra benefits that were never intended to be permanent. The market should not be competing with government for workers."

The move is apparently partially in response to anecdotal evidence that people are turning down — or at least not seeking — jobs because the federal \$300-per-week benefit, coupled with state benefits, exceeds what many available jobs are paying, leading to a shortage of workers in some Utah industries.

The Utah Department of Workforce Services currently lists over 50,000 job openings in the state despite the low unemployment rate. About 28,000 Utahns are currently drawing the extra \$300 each week in addition to state unemployment payments. Nearly \$12.4 million is paid out in the state each week through the program, according to the governor's office.

The governor's office said other assistance, such as rent, utility, food and medical assistance, will still be available after June 26.

Cox joins a growing number of Republican governors rejecting increased unemployment benefits meant to help Americans during the COVID-19 pandemic. Governors in Iowa, Missouri and Tennessee, Alabama, Mississippi, North Dakota, Montana, South Carolina and Arkansas have made the same move.

The federal benefits have been allocated through September, prompting the Utah Democratic Party to blast Cox's decision to "turn down free money." However, business organizations such as the Salt Lake Chamber praised the move, as did members of Utah's congressional delegation.

### Employee survey resulting in hybrid tech company return-to-office plans

Qualtrics, one of Utah's largest tech companies that offers experience management software, is rolling out a hybrid return-to-the-office for its employees. Based on the results of polling its own workforce — along with about 4,000 other workers worldwide — using its own survey software, the Provo company is offering a combined work-at-home, go-back-to-the-office program for post-pandemic operations. Most employees will choose a plan based on their preferences, the company said in a Twitter post.

"Our goal is to create a work experience that combines the best of in-person collaboration with the best of virtual work," said Qualtrics CEO Zig Serafin in the post. "We expect the majority of our employees will work from a Qualtrics office approximately three days a week and will spend the other days working wherever they're happiest and most productive."

Qualtrics conducted a survey of 4,000 employees across various industries in the United States, United Kingdom, Ireland, Australia and New Zealand, which found that the majority of employees wanted the flexibility the pandemic has offered their work lives to continue.

However, employees also wanted to return to the office at least some days of the week. Whether or not they could live remotely from their next job would be an important consideration while applying, 80 percent of people said.

The results of Qualtrics' internal polling was published in Serafin's Twitter post. He said that 80 percent of high-performing women said they are more productive working remotely, as did 90 percent of managers and senior leaders. However, fewer than 5 percent of Qualtrics employees prefer staying at home entirely, compared to 7 percent of employees in polling of workers in other companies.

External research by Qualtrics also showed that while only 23 percent of people across various industries want to work full-time in the office, 73 percent want to work remotely at least once or twice per week.

"We're here to get it right, not to be right," Serafin said. "That's why we'll continue to listen and act on our employees' feedback as part of our experience transformation. We'll use our own technology regularly to understand how employees are thinking and feeling and make consistent data-driven decisions based on their evolving needs and the needs of the business."

A number of other Utah companies have announced similar return-to-work options.

### Utah State Tax Commission to resume in-person hearings, mediations June 1

The Utah State Tax Commission has announced that in-person hearings and mediations will resume beginning June 1. Participants will still be given the option to appear by video conference or telephone.

In-person hearings were suspended last spring in the face of the growing COVID-19 pandemic.

The commission previously issued notices for hearings and mediations scheduled between June 1 and June 11 with instructions for all participants to join remotely. With the newly announced change, people receiving such notices may choose to participate in-person at the commission office or remotely by following their prior instructions. After June 1, the commission said it will continue its longstanding practice of conducting telephone status conferences and scheduling conferences by telephone only.

Taxpayers with questions concerning appearing before the commission should call Tammy Kikuchi at 801-297-3910.

### Lottery may be among incentives to get Utahns to get coronavirus shots

Utah state officials are scrambling to get people to become immunized against the COVID-19 virus in a push to reach "herd immunity." The latest idea — that has the endorsement of Gov. Spencer Cox — would enter those who have received the shots into a lottery-style cash giveaway. Cox said he liked the idea in a recent news conference. He said demand to get the vaccine has diminished recently in Utah, as it has in many other states.

"There's nothing that says we can't incentivize people to get vaccinated," Cox said.

Ohio is one state that has launched a vaccine lottery. Gov. Mike DeWine announced his state will hold five weekly drawings of \$1 million each, open to anyone who has received at least their first dose of the COVID-19 vaccine. Cox said he wants to do the exact same thing in Utah in hopes of convincing those who are on the fence about the vaccine to finally get their shots.

"This is something I'm very interested in," Cox said. "We really have to think outside the box." He said that there is no amount of money that would be too much to spend in order to get an extra 5 percent to 10 percent of

Utahns vaccinated.

Such a giveaway would require legislative approval, the governor said. The Utah Legislature would have to allocate the money. A special session of the body was held last week and may have addressed the issue.

Cox was quick to point out that the program would not be a real lottery, which he thinks amounts to a "tax on people who are bad at math." He explained that a vaccine drawing in Utah wouldn't be a lottery because state residents aren't contributing to the funds that would be given away.

### Plenty to think about in workplace as CDC eases mask mandates

Employers should expect many questions and possibly some complaints regarding mask requirements as the Center for Disease (CDC) has updated its guidance on mask-wearing. So says Susan Motschiedler, an attorney at the Salt Lake City law firm Parsons, Behle & Latimer.

The CDC has said that now that fully vaccinated people (e.g. those two weeks past their vaccination or second dose of a two-dose vaccination) may stop wearing masks in most indoor locations. The CDC also stated that fully vaccinated people no longer need to physically distance in most places.

"Of course, the guidance from the CDC is not precisely the same thing as your office policy," said Motschiedler in a post on the firm's website. "Nor is it precisely the same thing as your local mask order ordinance, if your locality has one in place. But we believe employees may begin to adjust expectations based upon today's announcement, and that employers should be prepared to respond."

"If you have not mandated vaccines as an employer, or if you have not collected information on those in your workplace who are vaccinated, you may be wondering how to weigh the risk in your workplace now that the guidance has changed, and whether to keep an indoor mask mandate in place," the post said.

Motschiedler advises competent legal advice for questions such as whether to make vaccines mandatory, whether to discontinue your office mask mandate or how to weigh the risk of COVID-19 transmission in your particular business.

### Families to begin receiving COVID child tax credit payments July 15

The families of nearly 88 percent of all children in the U.S. are set to begin receiving monthly payments as part of the recently enacted \$1.9 trillion COVID-19 relief package, the U.S. Treasury Department said last week. The payments will begin on July 15.

The coronavirus package expanded the child tax credit for one year and made it possible to pre-pay the benefits on a monthly basis. Families with qualifying children will receive the benefits without the parents needing to take any additional action. Qualified families will receive a payment of up to \$300 per month for each child under 6 and up to \$250 per month for children between the ages of 6 and 17. The child tax credit was previously capped at \$2,000 and only paid out to families with income tax obligations after they filed with the IRS.

Under the current program, couples earning \$150,000 or less can receive the full payments on the 15th of each month, in most cases by direct deposit. The benefits total \$3,600 annually for children under 6 and \$3,000 for those who are older. The IRS will determine eligibility based on the 2019 and 2020 tax years, but people will also be able to update their status through an online portal.

## UIPA, Port of Oakland to cooperate

The Utah Inland Port Authority (UIPA) and the Port of Oakland have signed an agreement calling for cooperation in improving the flow of cargo to and from the Northern California gateway and the planned Utah logistics system.

The cooperative agreement focuses on reducing congestion and cost associated with goods movement through the corridor by optimizing the existing on- and near-dock rail system of the Port of Oakland to reduce dwell times and improve the speed and consistency of rail deliveries to and from Utah, UIPA said in a release. UIPA will, in turn, develop transloading capacity within its jurisdiction to accept those imports and increase export capacity from Utah businesses.

"This partnership is a huge step to establishing Utah as a transformational location in trade logistics," said Jack Hedge, executive director of the Utah Inland Port Authority. "Working directly with the nation's western cargo gateways will shape new trade patterns for the western U.S."

The Port of Oakland is a principal gateway for

international containerized cargo with three container terminals and two intermodal rail facilities serving the Oakland waterfront. In April, the port handled the equivalent of 100,096 20-foot containers, the largest monthly amount of imports in the port's 94-year history.

"We're seeing a nonstop trade surge that has no signs of slowing. This collaboration with the Utah Inland Port Authority creates a path to long-term stability in the supply chain by improving fluidity and velocity as goods move inland," said Port of Oakland Maritime director Bryan Brandes.

Reducing air pollution and improving energy efficiency are also key components of the agreement, with both the Port Authority and Port of Oakland working together on emerging and innovative fuel and energy technologies to deploy along the corridors connecting the two entities, Hedge said.

Programs, services and facilities that are developed through the agreement will be promoted exclusively through the Port of Oakland to carriers, shippers and service providers.

## DWS campaign aims to help Utahns find better careers

Utah's Department of Workforce Services (DWS) has launched a campaign to help job seekers improve their career paths and provide a more skilled workforce for Utah employers. The new Career and Education campaign includes a revamped website to make it easier for individuals to apply for assistance.

"Whether you're a job seeker looking for your next opportunity or an employer looking to expand, we want you to know you have options," said DWS workforce development director Elizabeth Carver. "The Workforce Development Division fuels Utah's economic engine by supporting the workforce with training, education and other resources. Aligning the skills and knowledge for our citizens with the needs of employers is our top priority."

With Gov. Spencer Cox's recent announcement that Utah will opt out of the pandemic-specific federal stimulus programs, job seekers looking for new opportunities can take the next steps that could lead to a new job and higher wages by enrolling in the program,

Further information is available at [jobs.utah.gov/career](http://jobs.utah.gov/career).

Carver said the program is designed to provide:

- Short-term training assistance for occupational certificates or licenses for careers in fields including construction, cybersecurity, software development, ad-

vanced manufacturing, pharmacy, diesel mechanics and medical assisting.

- On-the-job training directly from employers. Usually, this involves hands-on learning with any employer in any industry that is willing and interested. Examples are as varied as industries — from the medical field to insurance, web specialists to childcare and many others.

- Apprenticeships for classroom learning and paid hands-on experience in the field.

- Tuition assistance to help complete a GED certificate or college degree. Technical and higher education schools are implementing new programs to make their classes more accessible during the pandemic, expand online options and increase flexibility for students.

Carver said that financial assistance is available for eligible individuals over the age of 14 who have been laid off or those who have a qualifying income.

## NFIB joins Utah in tax suit against administration

The Salt Lake City-based NFIB Small Business Legal Center has filed an amicus brief in support of Utah Attorney General Sean Reyes' lawsuit against the federal government over provisions in the American Rescue Plan Act that currently leave in doubt whether states can lower their own taxes.

The American Rescue Plan Act of 2021 made funds available to states only if states agree to not pass any laws or take any administrative actions that decrease their net revenue, whether that decrease comes through tax credits, rebates, reductions in tax credits or new or expanded deductions.

"Our state's sound fiscal fitness is the result of choices we correctly made and should not be put on hold by a last-minute amendment slipped into the Rescue Plan Act," said Candace Daly, Utah state director for the National Federation of Independent Business (NFIB). "More than just an issue of dollars and cents, this is an issue of Utah's basic sovereignty to be the master of its own destiny."

In a March 31 news release Reyes said, "The Utah Legislature recently passed \$100 million in tax relief to families with children, veterans and older residents receiving Social Security. But that relief is now at risk because the American Rescue Plan Act potentially denies states the ability to cut taxes. We joined in this lawsuit against the administration in addition to an earlier joint letter asking Sec. Yellen to confirm that the act will not prohibit Utah and other states from providing much-needed tax relief."

NFIB's brief was filed in a U.S. district court in Alabama

where the case is being heard. It argues that "many states are considering or have recently passed legislation that promotes economic recovery by easing tax burdens on businesses of all kinds, including, especially, small businesses harmed by the COVID-19 pandemic. These policies and others may be stymied by the tax mandate's prohibition on the use of federal funds to offset any decrease in a state's tax revenue."

"Congress passed the American Rescue Plan to relieve some of the financial pressure caused

by the pandemic, but a provision that blocks Utah and other states from cutting taxes is eroding state sovereignty and hurts local businesses," said Karen Harned, executive director of the NFIB Small Business Legal Center. "NFIB believes the court should block this unprecedented tax mandate and grant the states' motion for a preliminary injunction."

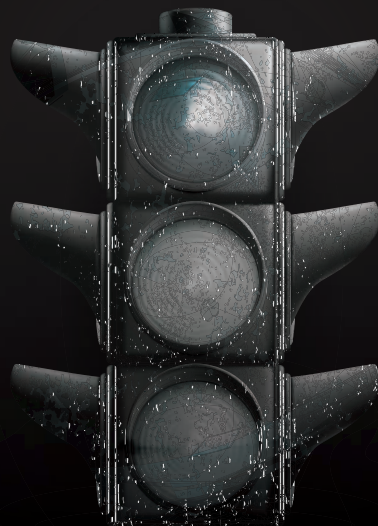
Reyes is joined by 12 other state attorneys general in the Alabama case. Similar lawsuits have been filed by Arizona, Missouri and Ohio.

### THINGS WITH FEWER YEARS OF SERVICE THAN FABIAN VANCOTT:

From Harold Fabian's efforts founding Sugarhouse Park to standing up for local businesses in antitrust cases, we've been making Utah a better place for 100 years—or since inner-city intersections were more Wild West than wait-your-turn.

[fabianvancott.com](http://fabianvancott.com)

## Fabian VanCott



**Traffic Signal**  
Garrett A. Morgan, 1923

**Enterprise**

UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

**Enterprise Newspaper Group**  
825 North 300 West Ste. NE220  
Salt Lake City, Utah 84103  
801-533-0556 FAX 801-533-0684  
[www.slenterprise.com](http://www.slenterprise.com)

**PUBLISHER & EDITOR**  
R. George Gregersen

**PRESIDENT**  
David G. Gregersen  
[david@slenterprise.com](mailto:david@slenterprise.com)

**VP/GENERAL SALES MANAGER**  
Dale Dimond  
[dale@slenterprise.com](mailto:dale@slenterprise.com)

**MANAGING EDITOR**  
John M. Rogers  
[john@slenterprise.com](mailto:john@slenterprise.com)

**CONTROLLER**  
Richard Taylor  
[richard@slenterprise.com](mailto:richard@slenterprise.com)

**OFFICE MANAGER**  
Dionne Halverson  
[dionne@slenterprise.com](mailto:dionne@slenterprise.com)

**CLASSIFIED DISPLAY**  
[david@slenterprise.com](mailto:david@slenterprise.com)

**CIRCULATION**  
Dionne Halverson  
[dionne@slenterprise.com](mailto:dionne@slenterprise.com)

**LIST DEVELOPMENT**  
[lists@slenterprise.com](mailto:lists@slenterprise.com)

**ADVERTISING INQUIRIES**  
[david@slenterprise.com](mailto:david@slenterprise.com)

**TO CONTACT NEWSROOM**  
[john@slenterprise.com](mailto:john@slenterprise.com)

**ART SUBMISSIONS**  
[art@slenterprise.com](mailto:art@slenterprise.com)

**Subscription Rates:**  
Online only, \$65 per year  
Print only, \$75 per year  
Online and Print, \$85 per year

Any opinions expressed by the columnists are not necessarily the opinions or policy of Enterprise, its owners or managers. Reproduction or use of contents without written consent of the publisher is prohibited. All rights reserved.

© 2020 Enterprise Newspaper Group Inc.  
Periodical postage paid at Salt Lake City, Utah  
**POSTMASTER: Send address corrections to:**  
P.O. Box 11778, Downtown Station  
Salt Lake City, Utah 84147

## PCF, Montana firm merge

PCF Insurance Services (PCF) of Salt Lake City has merged with Trade Risk Guaranty Brokerage Services (TRG), based in Bozeman, Montana.

"PCF's investment in this strategic partnership will enable TRG opportunities for cross-selling by offering its unique vertical of benefits and other P&C lines to other agencies and its existing clients throughout the United States," a PCF release said. "[TRG founders John and Laura Michel] achieved incredible success building TRG into one of the premier U.S. custom bonds and ocean marine cargo insurance brokerages nationwide."

Prior to starting TRG, John Michel served as a national underwriter for one of the largest custom bond companies in the U.S. With over 30 years of experience in the insurance industry, the Michels will continue to lead all operations of TRG while becoming owners and partners of PCF Insurance Services.

"TRG has great experience and longevity within the industry, as well as a rapidly growing niche with U.S. custom bonds and ocean marine cargo insurance, an area we're thrilled to expand upon," said Peter Foy, chairman, CEO and founder of PCF Insurance Services.

"It's incredible to now be aligned with PCF and its network," said John Michel. "PCF's commitment to our legacy and the success of our staff is what made our decision so easy."

"Joining forces with PCF just means being a part of a larger network with access to greater resources," added Laura Michel. "The unwavering commitment to our autonomy is huge."

PCF will bring added infrastructure and operational support to TRG through its Shared Services team, Foy said. This team of experts offers tailored support in the areas of finance and accounting, human resources, information systems, carrier relations, communication and marketing and growth operations, he added.

PCF made 36 acquisitions in 2020 and now has more than 60 insurance agencies across the U.S., making it one of the 50 largest insurance brokerages in the country by revenue volume.

## Gunn named CEO at IDbyDNA

IDbyDNA, a Salt Lake City firm offering infectious disease detection, genomic profiling and testing for the healthcare and biotechnology sectors, has appointed Neil Gunn as its new CEO. Gunn joins IDbyDNA after 12 years at Roche Diagnostics, where he led the launches of well over 100 products.

"Having spent the last 12 years growing the (polymerase chain reaction) and sequencing businesses at Roche, I'm excited by the tremendous potential IDbyDNA's platform has to transform the diagnostic approach to infectious disease," said Gunn. "The need for rapid identification of the cause of infectious disease at the genetic level has never been more apparent than it is today."

In the fight to better understand all pathogens, including the SARS-CoV-2 lineage and its mutations, IDbyDNA said it is focused on broadening availability for its next-generation-sequencing-targeted products.

"Mr. Gunn will bring a wealth of industry experience to IDbyDNA and its innovative diagnostics," said Kelyvn Cullimore, president and CEO of BioUtah. "It's exciting to see this level of talent joining Utah's life sciences community. BioUtah looks for-

ward to working with Mr. Gunn in his new position."

Gunn was responsible for building Roche's sequencing business, demonstrating above market performance and growing the team by more than 500 percent. Previously, Gunn spent eight years at Chiron Blood Testing, where he introduced the first molecular tests for blood screening (HIV and HCV) that are now standard practice around the world.

"The increasing impact of microbial resistance, the number of antimicrobial markers and ever-evolving strains of viruses make diagnosis more challenging than it has ever been, and IDbyDNA's products will be a key component for helping clinicians diagnose and treat complex and potentially life-threatening infectious diseases. I'm thrilled to be part of this exceptional team," added Gunn.

IDbyDNA co-founder Dr. Guochun Liao will continue to serve as president and chairman of the board and will focus on continuing to innovate the company's platform as its chief innovation officer.

"Neil shares our vision for the power of precision metagenomics and brings a deep understanding of the marketplace," said Liao.

## 'Friendly' Utah lands firearms plant

**Brice Wallace**  
*The Enterprise*

A Nevada-based firearms and ammunition maker will move some manufacturing to Cedar City, saying Utah is "friendlier" than the city of Pahrump and the state of Nevada.

More specifically, an official at the Utah Governor's Office of Economic Development (GOED) said Utah is "typically more friendly to their type of manufacturing than other states in the surrounding area."

Armcor Precision International said the new project will result in 88 high-paying jobs over six years in Cedar City.

The company's roots are in the Philippines and it has had operations in Nevada for 22 years. Pahrump is in southern Nevada, west of Las Vegas.

"Things have changed since then," Martin Tuason, president and CEO of both the global company and Armcor Precision International, its main U.S. company, told the GOED board at its May meeting. The board approved a tax credit incentive of about \$344,408 over six years to land the project.

"We thought we were going to make a home in Pahrump. We bought lots of land, put up lots of buildings. We're almost at 100 employees there. Our project with Nevada Gun Works, which will be called Rock Island Manufacturing USA, has been on a stall because the city of Pahrump is not as friendly as you guys, [and] the state of Nevada is not as friendly as you guys."

Nevada lawmakers recently amended a gun violence prevention package that Democrats hoped to pass this legislative session, according to the Associated Press. It removed provisions that would have increased penalties for people who bring firearms to certain locations where they're banned.

Assemblywoman Sandra Jauregui, a Democrat who survived the 2017 mass shooting in Las Vegas, said she remains committed to passing gun laws to make Nevada safer in every legislative session, the AP reported.

Legislation in 2019 expanded background checks for private firearm sales and transfers by banning homemade guns without serial numbers. Jauregui initially pushed for a law making it a criminal trespassing charge to bring firearms onto properties such as the Las Vegas Strip's largest cas-

nos and resorts.

In contrast to the trends in Nevada, some Utah lawmakers have pushed to have Utah become a "Second Amendment sanctuary state." Gov. Spencer Cox said the issue requires more time, thought, dialogue and input and therefore did not include it in his list of subjects for last week's special session of the Legislature. However, legislators passed a nonbinding resolution encouraging the state to pursue sanctuary state status.

Tuason said Armcor considered Tennessee, North Carolina, Texas and Florida for the expansion project and said the Cedar City project could grow to up to 200 jobs. Most of the jobs will be machinists, CNC technicians and robotics technicians.



"We see Utah as the most viable option for our company to grow," he said. "We would like to tap the colleges, basically, and get qualified people to come in. Everything that we're going to do is high-technology manufacturing, but we want to grow our manufacturing base."

Even with the Cedar City operations, the company will continue manufacturing in the Philippines and elsewhere. "But for the United States, which is our largest market, protected by the Second Amendment, we see only growth for us for the next 10, 20 years, and possibly going public at some point in time in the United States," he said.

The \$40 million project is projected to have total wages of nearly \$9.7 million over six years and new state tax revenue of more than \$1.7 million during that time. The 88 jobs will pay an average wage of \$81,750.

"We are absolutely thrilled with this company, with their product and what they do and are really looking forward to the future and having them as another great community partner," Cedar City Mayor Maile Wilson told the GOED board.

Danny Stewart, economic development director for Cedar City, said Armcor "is just such a nice fit for Cedar City." His team helped link company officials

with representatives of Southwest Technical College and Southern Utah University, he said, adding that the area offers workforce training specific to the type of work Armcor will be doing.

"It's a good size for us, a great company — overall, a great fit here," Stewart said. "It makes a lot of sense to have this company here in Cedar City."

"We welcome Armcor to Cedar City, and we're glad they decided to grow in one of our rural cities," Dan Hemmert, GOED's executive director, said in a prepared statement. "With this growth, Armcor will be able to provide jobs for our Iron County residents and support local suppliers around the area."

"Armcor will add to the diversity of Iron County's manufacturing economy and to the state's outdoor products industry," said Theresa A. Foxley, president and CEO of the Economic Development Corporation of Utah. "The company will find Cedar City's workforce and logistical infrastructure to be true assets."

Armcor USA is a wholly owned subsidiary of Armcor Global Defense Inc., formerly known as Arms Corporation of the Philippines. It is a firearms and ammunition manufacturer, importer/exporter and distributor operating the Armcor and Rock Island Armory brands. Armcor USA consists of five companies: Armcor Precision International, Advanced Tactical Firearms International Co., Armcor Cartridge Inc., AdvancedTactical.com and Nevada Gun Works. Some of Armcor's customers include Sportsman's Warehouse, C-A-L Ranch, and Rural King.

The company's roots date to 1905 when the first Squires, Bingham & Co. headquarters was established in the Philippines. The company was eventually bought and renamed Sportsmen's Headquarters in 1930. Don Celso Tuason bought the company at the start of WWII and the company was renamed in 1952 as Squires Bingham Manufacturing Inc. The Armcor brand was created in 1980 after Squires Bingham Manufacturing was reorganized and renamed Arms Corporation of the Philippines.

Armcor Precision International opened its first U.S. office in 1985 in Pahrump. Armcor later acquired the Rock Island Armory brand, a leading M1911 manufacturer and developer.

FIRST RULE OF BUSINESS:

# Keep THE Cash



## FREE BUSINESS CHECKING\*

The unlimited account for businesses, like yours.  
Less out of pocket means more \$\$\$\$ in your pocket.

- UNLIMITED TRANSACTIONS
- No Minimum Balance Requirement
- No Monthly Service Fees
- No Cash Handling Fees
- Access to Internet Banking

*That's why*



801.308.2265

[firstutahbank.com](http://firstutahbank.com)

\*Minimum balance to open the account: A minimum of \$100.00 is required. Account Fees: No monthly service charge or minimum balance requirements. Overdrawn balances accrue daily (calendar day) interest at 21.00% Annual Percentage Rate. Customer pays for check printing.



## Incentives bring 3 film productions to Utah

A trio of independent productions have been approved for state incentives to shoot in Utah.

The approvals by the Governor's Office of Economic Development (GOED) board came during the board's May meeting.

Two Roads Productions LLC was approved for a cash rebate of up to \$156,620 for "Halfway to Heaven," a pilot for a family series. The production is expected to spend \$783,100 in Utah, including during principal photography set for July 19-27 in Salt Lake, Utah, Wasatch and Summit counties and possibly Kanab.

The plot involves a dead man who discovers halfway to heaven that he has an unknown identical twin brother back on Earth whose soul is in jeopardy. He decides to return to Earth in the form of an angel to attempt to heal his brother's broken life and family.

The production will have 18 cast, 45 crew and 100 extras. The director is Mitch Davis, who is a producer along with Dick Cook.

Riley Can You Hear Me? LLC was approved for a cash rebate of up to \$81,538 for "Riddle of Fire," a feature comedy expected to spend \$407,688 in Utah. Shooting is expected to take place June 14-16 in Summit, Uintah and Salt Lake counties.

"Riddle of Fire" is a modern-day fairytale about three dirt bike-riding children who refer to themselves as the "Three Immortal Reptiles."

The production will involve nine cast, 28 crew and 12 extras. The director is Weston Razooli, who is a producer along with Sohrab Mirmont.

PGP Slate Holdings was approved for a cash rebate of up

to \$28,000 for "In the Queue," a drama short film projected to spend \$140,000 in Utah. Shooting for the film took place in April in Salt Lake County.

The production explores the way audiences peruse and are paralyzed by the choices in entertainment.

The production is expected to involve 26 cast, 26 crew and two extras. The director is Joel Petrie. The producer is Ryan Templeman.

"For us, Utah is home," Templeton said. "Not only is there a generous bounty of incredible crew, cast, locations and production services, but there's an unbelievable wealth of stories and storytellers with the substance to expand the Utah narrative beyond its borders. If you're going to make studio-quality independent films, this is the place."

## CORPORATE FINANCIAL REPORTS

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

### Cricut

Cricut Inc., based in South Jordan, reported net income of \$49.4 million, or 24 cents per share, for the first quarter ended March 31. That compares with \$13 million, or 6 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$322.8 million, up from \$143.7 million in the year-earlier quarter.

Cricut is a technology platform company dedicated to encouraging new ways for people to experience making handmade projects at home.

"Cricut saw continued strong demand as we added over 600,000 users in the last three months and delivered year-over-year revenue growth of approximately 125 percent," Ashish Arora, CEO, said in announcing the results.

"Sales from connected machines grew 148 percent over first-quarter last year and were limited somewhat by inventory shortages," said Marty Petersen, chief financial officer. "Importantly, our connected machines are only the start of our users' journey with Cricut. Connected machine sales led to strong demand for our higher margin subscription offering and accessories and materials products, which contributed to gross margins of 37 percent and EBITDA (earnings before interest, taxes, depreciation and amortization) of \$69 million."

### Purple Innovation

Purple Innovation Inc., based in Lehi, reported net income of \$20.9 million, or 17 cents per share, for the first quarter ended March 31. That compares with \$28 million, or 43 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$186.4 million, up from \$122.4 million in the year-earlier quarter.

Purple designs and manufactures comfort products, including mattresses, pillows, cushions, frames and sheets.

"Our first-quarter results meaningfully exceeded expectations and represent a great start to 2021," Joe Megibow, CEO, said in announcing the results. "We experienced strong demand early in the year, particularly in our digital channel, followed by a sharp acceleration in our wholesale business as the first quarter progressed."

Megibow said the company's recent capacity expansion "has us

well-positioned to take advantage of the strong wholesale momentum we are experiencing as brick-and-mortar traffic further approaches pre-pandemic levels and current consumer spending benefits from recent government stimulus."

### Security National Financial

Security National Financial Corp., based in Salt Lake City, reported after-tax earnings from operations of \$12.1 million for the first quarter ended March 31. That compares with \$1.4 million during the same quarter a year earlier.

Revenues in the most recent quarter totaled \$122.7 million, up from \$79.6 million in the year-earlier quarter.

The company has three business segments: life insurance, cemeteries/mortuaries and mortgages.

"I can't help but admire the execution excellence our teams have accomplished in the first quarter," Scott M. Quist, president, said in announcing the results. "Overall earnings are up 1,000 percent. The low interest rate environment has provided our mortgage segment a favorable tailwind, but note that every segment's earnings are up triple digits."

"The COVID-induced climate brings blessings and curses. In no way do we minimize the personal hardships and losses the pandemic has inflicted on so many individuals and families — our insurance and memorial businesses essentially have front-row seats to observe some of those effects. From a financial point of view, low interest rates have helped our mortgage segment, but low rates and higher death claims have hurt our life segment."

"In total, death claims increased 37 percent over 2020 levels with the major part of that increase being COVID-related. Better cash and expense management has helped to offset the increased death claims. While our memorial segment has experienced higher death counts, a major factor in its increased profitability has been improved preneed sales. Again, our job is to execute our business plans in whatever environment we have, and I believe our teams have done that in an admirable fashion."

### Co-Diagnostics

Co-Diagnostics Inc., based in Salt Lake City, reported net in-

## Legal tech firm Filevine acquires Outlaw

Filevine, a legal technology platform based in Salt Lake City, has acquired contract management software firm Outlaw. Outlaw specializes in contract document creation, editing and real-time end-to-end collaboration.

Filevine develops and mar-

kets cloud-based software that provides case, matter and investigation management solutions for the legal industry.

"When we started to investigate the contract management space, it was obvious that Outlaw was the breakout product on the market," said Filevine CEO Ryan

Anderson. "From their easy-to-use workflows and powerful customization for complex documents, they were simply a cut above. By bringing them under the Filevine umbrella, we will help all legal practitioners, whether in the corporate or private practice setting, focus on results rather than dealing with busywork."

"With this acquisition, legal teams will be able to add contracts and documents to their workflows and better deliver stellar outcomes for the clients they serve," Filevine said in announcing the purchase of Outlaw. "In particular, corporate counsel teams (and those who work with them) will win from being able to manage all their projects, with contracts included, all in one place."

"We started Outlaw to build a better way to do corporate contracting from the ground up," said Outlaw CEO Evan Schneyer. "When Filevine approached us, the synergies were apparent from the start. Integrating Outlaw's tech into Filevine will add substantial value for Filevine's entire user base of 25,000-plus lawyers."

Current Outlaw CEO Evan Schneyer and co-founder Dan Dalzotto will continue to lead Outlaw's product development and will report to Anderson. Outlaw will continue to operate but with additional engineering, customer success and sales support from Filevine to accelerate its leadership in the contract lifecycle management space, the company said.



### Plenty of good new jobs available

E-commerce company Amazon has announced that it will be immediately hiring over 1,400 people in its Salt Lake City fulfillment and logistics operations. The upsize comes as part of Amazon's nationwide hiring of 75,000 new associates.

Amazon said it is offering an average starting wage of \$16 per hour and sign-on bonuses up to \$1,000. New hires who can show proof of COVID-19 vaccination will receive an additional \$100. Benefits for Amazon employees include health, vision and dental insurance; 401(k) matching, paid parental leave and access to Amazon's Career Choice program, which pre-pays 95 percent of tuition for courses in high-demand fields.

"We look forward to hiring 75,000 associates across our fulfillment and transportation network," said Alicia Boler Davis, vice president of global customer fulfillment at Amazon. "Working at Amazon also comes with an unwavering commitment to safety, especially as we continue to navigate a global pandemic." Potential employees can apply at amazon.com/apply. Davis said hiring is already underway.

# Innovate Utah

## NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



Simplicity Cocktails co-founders Chris Weed (left) and Chad Linville.

**Simplicity Cocktails**, a Salt Lake City company that introduced ready-to-drink mixed cocktails in metal cans, has released its new premium **canned vodka and bourbon** lineup featuring resealable cans. The move marks the company's entrance into the spirits market.

Both spirits are available in Simplicity's 12-ounce can equipped with the resealable feature with a lift-and-slide-back. Two of the cans are equivalent to just over a standard fifth of spirits, the company said.

Simplicity's new vodka is made with Idaho potatoes for "superior flavor, texture and versatility which leads to crisp and clean cocktails along with a smooth standalone taste," a company statement said. The potato neutral spirits are distilled to 95 percent alcohol in Idaho and the distillate is reduced to 40 percent alcohol at Simplicity's lab in Salt Lake City. The bourbon is distilled in North Carolina and packaged in cans at Simplicity's Utah facility.

"The Simplicity Cocktails team is excited to introduce our new first-of-a-kind vodka and bourbon lines to our collection," said **Chris Weed**, co-founder of Simplicity. "As the weather heats up, so will all the outdoor adventures. These elite spirits married with our innovative resealable cans will add a refreshing reward to all the Utah action this summer."

Simplicity now offers 11 canned mixed cocktails and two canned premium spirits. Currently available at the company's storefront location in Salt Lake City, the new spirits products will be available at state liquor stores by the end of the year.

**Qube Money**, a money management and digital banking platform based in Pleasant Grove, has launched **Joint Accounts**, an app feature that allows users to add companions to their plan so they can make decisions together, improve communication and maintain financial health. "Money is the No. 1 issue couples fight about," according to a Qube release. The new feature is designed to unite couples by providing a solution that empowers financial transparency and seamless money management, the company said. "Understanding the deep connection between relationships and money,



we believe we can help couples collaborate and create transparency with money planning," said **Ryan Clark**, CEO and co-founder of Qube Money. "Living out this truth, we've set a goal to decrease the U.S. divorce rate by 1 percent."

American Fork-based **Henry Schein One**, a tech company providing software and services to the dental industry, has released a software module that integrates dental and medical patient records, reflecting an increased interest among healthcare providers to offer comprehensive services to patients. The module, called **Consistency of Care**, is open architecture software that supports the need for interoperability and information sharing between dentistry and



medicine. "Our goal at Henry Schein One is to provide innovative practice solutions to dental professionals, so they can focus on providing the best patient care possible," said **Mike Baird**, CEO of Henry Schein One. "We're excited to bring the Consistency of Care module to market, as the benefits of integrated dental and medical care are clear, with improved patient outcomes and increased efficiency."

**Brydge**, developer and marketer of mobile and desktop accessories for electronic devices, has begun selling its new **Air MAX+ keyboard** for iPad Air and iPad Pro. The Park City company said the Air MAX+ is the only independent keyboard/case combination with a true multi-touch trackpad. The antimicrobial keyboard and magnetic SnapFit case feature Bluetooth connectivity and 4-foot drop protection. "Following our recent announcement of the 12.9 MAX+ for iPad Pro, we are excited to bring another groundbreaking device to market — this time for iPad Air owners. The Air MAX+ combines the award-winning functionality of previous Brydge keyboards with a multi-touch trackpad and all-in-one protective case, perfect for users looking for a functional and protective solution," said **Nick Smith**, co-CEO and founder of Brydge.



**Qualtrics**, a Provo-based provider of customer experience management software, has released **Customer Care Command Center**, designed to help organizations improve customer service agent effectiveness by allowing customer service agents to "tap into the hearts and minds of the customers they're serving and take action to improve the experiences." The product gives agents fast access to what customers are thinking and feeling about their contact center experiences. "Customer service is one of the most important touchpoints that organizations have with their customers, especially as the world has shifted to digital," said **Jay Choi**, chief product officer at Qualtrics. "More than ever, organizations need to empower their agents with a single view that surfaces real-time customer feedback and enables

them to take action on that data to deliver incredible experiences."



Lehi-based **Beehive Venture Partners** has announced the launch of the **Beehive Syndicate**, a program to allow more people in Utah to invest in early and growth-stage funding rounds for private Utah companies. "We want to build an ecosystem where more Utah residents make small investments to Utah companies in angel, seed and growth-stage funding rounds," said Beehive Venture Partners co-founder **Luke Gunderson**. "Utah has become a hotbed of tech startup activity, but many of the investment benefits have accrued to firms and individuals on the coasts. We need to capture more of that value inside of Utah so we can create compounding, positive network effects." Beehive Syndicate allows local accredited investors to participate in funding for Utah-based startups with as little as \$1,500.

Lehi-based **Beehive Venture Partners** has announced the launch of the **Beehive Syndicate**, a program to allow more people in Utah to invest in early and growth-stage funding rounds for private Utah companies. "We want to build an ecosystem where more Utah residents make small investments to Utah companies in angel, seed and growth-stage funding rounds," said Beehive Venture Partners co-founder **Luke Gunderson**. "Utah has become a hotbed of tech startup activity, but many of the investment benefits have accrued to firms and individuals on the coasts. We need to capture more of that value inside of Utah so we can create compounding, positive network effects." Beehive Syndicate allows local accredited investors to participate in funding for Utah-based startups with as little as \$1,500.



**ReadyNet**, a Salt Lake City-based provider of wireless connectivity solutions for Internet service providers, has introduced **NeXus**, a real-time remote device management system for the company's routers. As a secure cloud-based SaaS platform, NeXus will offer a host of benefits over traditional remote management systems, including features like real-time remote device status updates, configuration changes, diagnostics and firmware updates, the company said. "We're very excited to release NeXus to our customers and we believe that real-time remote device management will allow ISPs and MSPs to better service end users," ReadyNet's chairman **Martin Frey** said. NeXus will deliver faster installation times, less service calls, improved remote troubleshooting and an overall enhanced customer experience. We're confident this product will set a higher standard for future remote device management solutions."

**Sorenson Communications**, a provider of American Sign Language interpreting services and video relay service based in Salt Lake City, has released a new videophone called **Lumina**. Lumina is specifically built for deaf communication and brings together clarity, cutting-edge innovation and exceptional design, the company said. "From the start, Sorenson has been there to support relationships through our deaf-centric technology," said Sorenson Communications CEO **Scott Wood**. "We are excited to continue that legacy with Lumina by providing our customers with the most advanced technology and world-class ASL interpreting." Lumina features include 1080 dpi high-definition video, enhanced lowlight and backlight performance, increased brightness, greater Wi-Fi capability, USB-A and USB-C 3.0 connectors, increased Bluetooth range, ergonomic remote control and in-person interpreting.



**Sorenson Communications**, a provider of American Sign Language interpreting services and video relay service based in Salt Lake City, has released a new videophone called **Lumina**. Lumina is specifically built for deaf communication and brings together clarity, cutting-edge innovation and exceptional design, the company said. "From the start, Sorenson has been there to support relationships through our deaf-centric technology," said Sorenson Communications CEO **Scott Wood**. "We are excited to continue that legacy with Lumina by providing our customers with the most advanced technology and world-class ASL interpreting." Lumina features include 1080 dpi high-definition video, enhanced lowlight and backlight performance, increased brightness, greater Wi-Fi capability, USB-A and USB-C 3.0 connectors, increased Bluetooth range, ergonomic remote control and in-person interpreting.



**MABR.COM**  
801.297.1851

# Industry Briefs

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

## ASSOCIATIONS

• The Economic Development Corporation of Utah (EDCUtah) has announced that **Ze Min Xiao** has been selected as director of the newly formed **Center for Economic Opportunity and Belonging**. Until recently, Xiao served as director of the Mayor's Office for New Americans at Salt Lake County. She is a



**Ze Min Xiao**

Fellow with the W.K. Kellogg Foundation's Community Leadership Network, and holds a bachelor's degree in political science from the University of Utah, and a Master of Art in Community Leadership from Westminster College. The center will serve as the private-sector commitment to work alongside government and communities of color to advance the principles outlined in the Utah Compact on Racial Equity, Diversity and Inclusion. The center will focus on advancing economic equity and strengthening community cohesiveness by fostering an environment of belonging for all Utahns. The center is housed within the newly

formed Economic Development Corporation of Utah Foundation, which has funding separate from investor support of EDCUtah's longstanding 501(c)(6).

• **Dale Keep** has been elected as the chairman of the **Pleasant Grove-Lindon Chamber of Commerce** board. Keep is the



**Dale Keep**

director of business development at Big-D Construction's Lindon office and has been part of the construction industry for 14 years. Keep moved to Utah from Kauai, Hawaii, where he served as a board member for the Kauai Chamber of Commerce.

• **Bill Phillips**, chief operating officer at Spectrum Solutions LLC, has accepted an invitation to join the **Salt Lake Chamber's** Board of Governors. The chamber has members in all 29 Utah counties and represents the broad interests of the state's 63,000-plus employers.



**Bill Phillips**

Salt Lake City-based Spectrum Solutions and its medical device and services division, Spectrum DNA, focus on engineering innovative end-to-end solutions for both clinical diagnostic projects and commercial product plans.

It is a single-source provider of on-site medical device development and manufacturing, custom packaging, kitting and direct-to-consumer fulfillment.

## BANKING

• **Bank of Utah**, Ogden, has selected **Easton Daniels** to serve as a mortgage loan officer at the Orem branch, 1000 W. 800 N.



**Easton Daniels**

Daniels is currently majoring in international business and minoring in Japanese at Utah Valley University. He most recently worked as a senior mortgage loan officer at Alpine Credit Union in Eagle Mountain. Prior to that, he worked for Pharma Tech in Lindon and as a translation intern for IMS Legal Professional Organization in Tokyo, Japan.

## CONTESTS

• Applications for the **Utah Ethical Leadership Awards** are being accepted until 5 p.m. June 15. The awards program is a collaboration of the **Daniels Fund**, the **Daniels Fund Ethics Initiative Collegiate Program** at the University of Utah David Eccles School of Business, and the **Community Foundation of Utah**. The goal is to recognize Utah businesses, nonprofit organizations and government entities that embody best practices in ethical behavior. One organization from each sector will be recognized with a Utah Ethical Leadership Award. The winner of the business category will be recognized with the Bill Daniels Ethical Leadership Award. The application form is at [https://eccles.qualtrics.com/jfe/form/SV\\_6hR9HN3OszQKw85](https://eccles.qualtrics.com/jfe/form/SV_6hR9HN3OszQKw85).

## CORPORATE

• **The Grace Co.**, a company specializing in products for quilting enthusiasts, has purchased the former Target building on Redwood Road in West Jordan and plans to move its operations to the 120,000-square-foot space in early 2022. The company is now using the space primarily for warehousing and shipping as they finish office build-out plans. The company will retain ownership of its current West Valley City facility and shift almost all operations to the new location when the build-out is complete. With this acquisition, the company uses a combined 160,000 square feet of warehouse, production and office space. Plans will include a 5,000-square-foot class-

room space and another 3,000 square feet of showroom and retail store space. There are also plans to open a 3,000-square-foot toy store/event center for Incredibly Interconnectable Toy LLC.

## EDUCATION/TRAINING

• **Roseman University of Health Sciences** has launched its **College of Graduate Studies**, offering Master of Science in Pharmaceutical Sciences (MSPS) and Master of Science in Biomedical Sciences (MBS) degrees at the university's campuses in South Jordan and Henderson, Nevada. Applications to both programs are now being accepted for enrollment in September. Roseman's new master's programs were created to address the needs of rapidly growing bioscience industries across the Intermountain West. The College of Graduate Studies' Master of Science in Pharmaceutical Sciences program is a first-of-its-kind program in Utah and Nevada that offers internships, mentoring and networking through Roseman's industry partners, and is designed to prepare entry-level pharmaceutical scientists for work within the biotech, nutraceutical and pharmaceutical industries. The MSPS program also prepares graduates for doctoral studies and teaching within higher education. The Master of Science in Biomedical Sciences program is a 10-month program designed to develop formal skills required in the analysis of biomedical literature and ethical questions that impact the healthcare and research professions. Details are at [www.roseman.edu/graduate-studies](http://www.roseman.edu/graduate-studies).

• The **U.S. Department of State** and the **Fulbright Foreign Scholarship Board** announced that **Randy Boyle**, Weber State University professor of management information systems (MIS) and Willard Eccles Fellow, has received a **Fulbright U.S. Teaching Scholar Award** to Poland. He will teach at the University of Warsaw. At Weber State, Boyle has collaborated with industry leaders



**Randy Boyle**

to develop an innovative formula of curriculum and instruction to meet the growing demand for cybersecurity and prepare students for advanced degrees. In Poland, Boyle will help students prepare to qualify for the Carnegie Mellon University graduate program for information security and information management.

## EXPANSIONS

• **Sundance**, a Salt Lake City-based retailer of women's and men's apparel, jewelry, footwear, accessories, home furnishings and art, has opened a retail location in Westport, Connecticut. The 3,920-square-foot store in downtown Westport is the retailer's first location in the Northeast. Sundance has 19 retail stores and an online catalog.

## GOVERNMENT

• The **Utah Governor's Office of Economic Development** (GOED) has announced **Linda Cabrales** as the new director of GOED's Utah Innovation Center.



**Linda Cabrales**

She assumes her new role following the retirement of director **Mary Cardon** from state employment. The Utah Innovation Center supports technology development across several sectors, including advanced materials, aerospace and defense, energy, information technology and life sciences. It helps Utah small businesses and entrepreneurs win federal research and development dollars through the Small Business Innovation Research and Small Business Technology Transfer programs. The Utah Innovation Center facilitates business growth and supports innovation to better lives and provide economic opportunity for Utahns.

## INVESTMENT

• **Tower Arch Capital LP**, a Salt Lake, Utah-based lower middle-market private equity firm, has announced that **David Calder**



**David Calder**

has rejoined the firm as a principal. He will be responsible for sourcing, executing and managing new and existing investments across the firm's portfolio. Calder was a vice president with Tower Arch from 2015-17. He rejoins the firm from The Halifax Group, a middle-market private equity firm based in Washington, D.C., where he has worked since 2017, most recently as a principal. In his early career, Calder worked at Leucadia National Corp. and in the investment banking divisions of Deutsche Bank Securities and UBS Investment Bank. His education includes an honors bachelor



# Industry Briefs

from previous page

of arts degree in economics and a bachelor of arts in Asian studies from the University of Utah.

## LAW

• **Greenberg Traurig LLP** has expanded its Salt Lake City office with the additions of **Lauren E.H. DiFrancesco** as a shareholder in the Litigation Practice, **Scott Irwin** as a shareholder in the Banking & Financial Services Practice, and **Michael F. Thomson** as a shareholder in the Restructuring & Bankruptcy Practice. DiFrancesco, formerly a



Lauren DiFrancesco



Scott Irwin



Michael Thomson

partner at Stael Rives, focuses her practice on complex commercial litigation with an emphasis on products liability defense. She also has a general litigation practice encompassing a broad range of claims. Irwin, previously a partner at Holland & Hart, works with clients to structure, negotiate and close complex commercial finance transactions. He regularly counsels national and regional banks and non-bank lenders, as well as companies seeking debt financing, in connection with sponsored transactions, syndicated and bilateral credit facilities, and loans to venture-backed companies. In addition to the Banking & Financial Services Practice, Irwin will be a member of Greenberg Traurig's Mergers & Acquisitions, Corporate, and Restructuring & Bankruptcy practices. Thomson previously was a shareholder at Ray Quinney & Nebeker PC. He focuses his practice on navigating complex bankruptcy and receivership proceedings, out-of-court workouts, and related litigation. Greenberg Traurig has approximately 2,200 attorneys in 40 locations in the United States, Latin America, Europe, Asia and the Middle East.

## MANUFACTURING

• **Purple Innovation LLC**, an operating subsidiary of Lehi-based comfort products designer and manufacturer **Purple Innovation Inc.**, has announced the expansion of the company's

sleep innovation research, which will focus on conducting sleep studies that inform product development and innovation. **Michael Breus**, a double board-certified clinical sleep specialist, will lead the research as Purple's first chief sleep advisor. Breus has experience in both pillow and mattress development and more than 20 years of clinical experience seeing patients.



Michael Breus

**We carry more than heavy construction equipment.**

Light equipment in stock. Mixers, saws, pumps, generators, jumping jacks, and much more.



## MINING

• **Burgex Mining Consultants**, Sandy, has hired **James Balagna III** as a senior consulting geologist, **Jake Alexander** as a geologist, and **Bill Schnieders** as sales and business development director. Balagna's career spans decades of mineral



James Balagna III



Jake Alexander

exploration, district-wide three-dimensional geologic modeling, project management, ore control, geological logging, pit mapping, and more. He has served as a senior geologist for Freeport-McMORan Copper and Gold and Klondex Gold

and Silver Mining Co. Alexander has completed fieldwork across North America and South Africa. Schnieders is a mining industry veteran with over 30 years of industry experience covering the United States, including serving as a sales and district manager for Nalco Water.



Bill Schnieders

## NONPROFITS

• **Needs Beyond Medicine**, Salt Lake City, has appointed **Amy Ward** as chair of its board of directors. Ward has been a board member over the past year and was in discussions to move into the position. Former chair **Matt Zollinger** will continue in a past chair



Amy Ward

position until the end of 2021. Ward will continue in her position as a chair until December 2022. Ward is general manager for Rich Day, overseeing the work of multiple investment businesses. Needs Beyond Medicine is a non-profit organization whose mission is to decrease the burden of cancer on those undergoing treatment by providing financial support for non-medical expenses. It focuses on providing educational outreach on the importance of early cancer detection and prevention.

## OUTDOOR PRODUCTS/ RECREATION/SPORTS

• The Utah Office of Outdoor Recreation has announced its grant awards for the 2021 cycle. A total of 135 applications were submitted this year, and a total request of over \$11.5 million. The office's Advisory Committee awarded \$7.6 million to 99 projects in 23 counties. The total project cost is \$54 million. Seventy percent of all funds went to projects in rural counties.

## PHILANTHROPY

• Salt Lake City's **Homeless Resource Centers**, 18 months in operation, have received a \$10 million public matching grant from the **Larry H. and Gail Miller Family Foundation**. The challenge grant was part of the **Home4Change** campaign, launched in 2017, that matched contributions dollar-for-dollar to **Shelter the Homeless**, the nonprofit organization that owns the three new Homeless Resource Centers. Home4Change resulted in 1,688 donations from the community, ranging in size from \$5 to more than \$1 million, and reached over \$10.1 million. The funds have been used to support operations and provide services at the Homeless Resource Centers: the Geraldine E. King Women's Resource Center, Gail Miller Resource Center and the Men's Resource Center. Since all three centers began operating, more than 5,000 individuals have been served.

• **Mountain America Credit Union's** three-point shot program with the **Utah Jazz** resulted

in a donation of \$62,000 to the **Huntsman Cancer Foundation**. The credit union committed to donating \$50 to the foundation for every three-point shot made by the Jazz. The team hit more than 1,100 of the shots during the 2020-21 season. Over the past eight Utah Jazz seasons, Mountain America has donated more than \$450,000 to the foundation through the program.



Everything for the Contractors

We rent the best

4343 Century Drive  
Salt Lake City, UT 84123

801-262-5761

www.centuryeq.com



## REAL ESTATE

• **C.W. Urban**, a Utah-based homebuilder, has broken ground on **thePEARL at North Shore**, 4647 South Jordan Parkway, South Jordan, in Daybreak. The six-acre lakefront development along Oquirrh Lake will feature 119 two- and three-bedroom townhomes, as well as 89 apartments across three-to-five-story apartment buildings. The community also will have a **Harmon's** grocery store and ancillary retail locations. The development is a result of the combined efforts of **Larry H. Miller Real Estate**, which recently purchased more than 1,300 undeveloped acres of Daybreak, and **C.W. Urban**, the latter of which will act as the developer and general contractor for the project. **C.W. Design**, a C.W. Urban affiliate, is the lead architect on the project. Key consultants include **Spectrum Engineers**, **Ensign Engineering**, **LoCi** and **Perigee Consultants**. Capital for the project was provided by **Argosy Real Estate Partners (AREP)**. Lending is provided by **Principal Financial Group**.

• Construction has begun on **Slate**, a 150-unit mixed-use residential rental community adjacent to the Central Ninth TRAX station near the Central Business District of downtown Salt Lake City. This new community, developed by

**Urban Alfandre** and **Gardner Batt** and designed by **KTGY**, an architecture, branding, interior and planning firm focused on residential, hospitality and mixed-use developments and neighborhood revitalization, is expected to be completed by the end of 2022. Located at 900 S. 300 W., the five-story development is on approximately 0.73 acres. The infill site was an assembly of four parcels in the heart of the Central Ninth neighborhood and wraps the existing Central Water and The Shop SLC-occupied building at 227 W. 900 S., which will remain. The new residential community includes approximately 3,530 square feet of ground-level restaurant and commercial space. Slate features unit sizes varying from 346 to 934 square feet.

• **Red Ledges**, a 2,000-acre, private golf and recreation community in the Heber Valley, has unveiled its newest neighborhood, **Mountain View Village**, which is now taking homeowner reservations. Mountain View Village is designed and built by **Red Ledges Homebuilding**. It offers five home models.

## RECOGNITIONS

• The **Utah Defense Lawyers Association** recently recognized **Sarah Vaughn**, a shareholder attorney with Fabian VanCott, as the **Horizon Award** recipient for 2021. The Horizon Award honors young attorneys who have



Sarah Vaughn

achieved a level of excellence in the defense of private and public entities, insurance companies and their insureds, and where the individual has distinguished themselves through years of professional service as a defense lawyer. Vaughn joined Fabian Vancott in 2018. Her practice is focused primarily on litigation where she has represented clients in administrative hearings, defended healthcare providers and employers before the Utah Division of Occupational and Professional Licensing and the Utah Labor Commission, and represented clients at trial, arbitrations, mediations, and before appellate courts.

## SERVICES

• **Aptive Environmental**, a Provo-based pest control company, has hired **Ryan Byrd** as chief technology officer. He will provide internal and external engi-

# Industry Briefs

from page 9

neering support at Aptive. Byrd has over two decades of engineering, software system development and IT experience, most



Ryan Byrd

recently serving eight years as a CTO as Entrata. Byrd also is a featured technology and IT security panelist and guest lecturer in the University of Utah Alumni Speaker Series. As an adjunct professor, he has taught university courses on software development and computer engineering and networking at Utah Valley University, including the first PHP/Oracle programming class in the state. Byrd earned a bachelor of sciences degree in electrical and computer engineering from Brigham Young University and an MBA from the University of Utah David Eccles School of Business.

## TECHNOLOGY

• **Atomic**, a Salt Lake City-based payroll API provider, has announced the members of its newly formed strategic advisory board: **Susan Ehrlich**, **Mike Ferrari**, **Rahul Gupta** and **Charley Ma**. Over the past two decades, Ehrlich has held leadership roles at Citigroup, Sears, H&R Block, Amazon, Lending Club, Simple and, most recent-



Susan Ehrlich



Michael Ferrari



Rahul Gupta



Charley Ma

ly, Earnest, where she served as CEO. In 2021, she announced her retirement from the C-suite to focus on board service, including joining Atomic's advisory board, as well as advising and investing in fintech entrepreneurs. Ferrari is an entrepreneur whose inventions, including CorePro, the first SaaS core-processing API, were the genesis of the banking-as-a-service (BaaS) category. The CorePro technology was spun

out of SmartyPig, the startup Ferrari co-founded and was later acquired by Q2 Holdings in 2015. As a vice president of product and sales, Ferrari led Q2's successful integration of SmartyPig and CorePro, collectively Social Money. Ferrari currently is a senior vice president of fintech sales and market development at MVB Financial Corp., and an investor and advisor to entrepreneurs. Gupta has over 35 years' experience in the financial services and fintech industries, having served in a variety of capacities at the board and executive levels. Currently, Gupta is a board member and advisor for multiple public and private companies, not-for-profit institutions, and private equity and venture capital funds. Most recently, he was CEO of RevSpring, a high-growth fintech in healthcare. For the 10 years prior to that, he was executive vice president and group president at Fiserv. He also was president of U.S. operations for eFunds Corp. and served in senior management roles at Fidelity Investments and PricewaterhouseCoopers. Ma is currently the general manager of fintech at Alloy, a leader in the identity decisioning and fraud prevention infrastructure sector. Prior to Alloy, Ma was head of growth at Ramp and was the first business hire at Plaid. He started his career at JPMorgan focused on emerging technology for payments and is an active angel investor in fintech and developer infrastructure-focused startups.

• **Owlet Baby Care Inc.**, a Lehi-based company focused on technology for parents, has appointed **John Kim** to its board of directors. Kim has expertise in user experience, platforms and big data. He currently serves as president of platform and marketplaces at Expedia Group, where he is responsible for developing artificial intelligence, user experience, research, e-commerce, marketplaces and yield management, data and development platforms across Expedia Group's customers, partners and employees. Prior to Expedia, Kim served as the president of Vrbo, leading strategy and operations. He has more than two decades of experience in search, recommendations, analytics and marketing.

• **PROG Holdings Inc.**, the Salt Lake City-based fintech holding company for Progressive Leasing and Vive Financial, has appointed **James P. Smith** to its

board of directors. Smith has been a leader and pioneer in digital, data and financial services over the past 30 years. He helped create the first-ever Internet banking offering in 1995 and led development of many other industry firsts. Most recently, Smith served on the Wells Fargo Management Committee as the executive vice president and head of Wells Fargo Virtual Channels. He also was head of enterprise data and analytics and head of the enterprise patent office at Wells Fargo.

• **Code Corp.**, a Salt Lake City-based barcode scanning and data capture technologies company, has hired **Blake Christensen**


as vice president of finance. He will lead Code's finance strategy



Blake Christensen

and, because of his technical background and leadership, the IT team at Code will report to him as well. Christensen has more than 20 years of strategic finance and accounting experience, most recently servicing companies in the pharmaceutical and medical device industries. Christensen launched his career in public accounting spending four years


with two regional CPA firms in Salt Lake City. He went on to secure senior finance positions with technology companies, including SaaS and enterprise software companies, in natural language processing (NLP), data analytics, and online backup/storage. From there, he transitioned to the pharmaceutical and medical device space where, for the past few years, he has focused on corporate controllership and strategic planning. Christensen earned two bachelors of arts degrees in finance and accounting and a master's degree of professional accountancy from the University of Utah.




## ROCKY MOUNTAIN DOCUMENT DESTRUCTION

# TO BE SHRED, NOT SHARED

Keep your business' and your customer's information safe by shredding documents with NAID-certified professionals.





**801-384-1900**  
<https://rmshred.com>

# Calendar

Calendar listings are provided as a free service to our readers. Information about upcoming events may be sent to [brice@slenterprise.com](mailto:brice@slenterprise.com). The submission deadline is one week before publication. 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.

## May 24, 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](http://wbcutah.org).

## May 25, 8:30-10 a.m.

**"2021 Small Business Series for Success: Employee Attraction and Retention,"** part of the Small Business Series presented by ChamberWest, in partnership with the Small Business Development Center, the city of West Jordan, West Valley City Economic Development and the city of Taylorsville Economic Development. Location is Jordan Valley Water Conservancy District, Conservation Garden Park Education Center, 8276 S. 1300 W., West Jordan. Remaining sessions are "Financial Success and Tax Strategies" on June 29; "Lean Product Development" on July 27; "Sales, Marketing and Advertising" on Sept. 28; "Funding, Financing and Cash Flow" on Oct. 26; and "Five Ways to Grow Your Business" on Nov. 30. Cost is \$99 for the series or \$20 per session for members, \$160 for the series or \$30 per session for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

## May 25, 11:30 a.m.-1 p.m.

**Women in Business Luncheon,** a South Valley Chamber event. Speaker is Samira Hamish, founder and executive director of Women of the World. Location is Old Dome Meeting Hall, 1452 W. 12600 S., Riverton. Cost is \$20. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## May 25, 11:30 a.m.-1 p.m.

**"Utah's Cybersecurity Affirmative Defense Act: Technical and Legal Protections Against Data Breaches,"** a Parsons Behle & Latimer "Lunch and Learn" event. Presenters Tomu Johnson of PBL and John Pohlman and Aaron Clegg of Tanner LLC will discuss the act and what it means for business. Location is Tanner, Synergy Conference Room, 36 S. State St., Suite 600, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## May 26, 11 a.m.-noon

**"Mental Health in the Workplace,"** part of the "In the Know" Series, a South Valley Chamber event with Blunovus. Location is Salt Lake Community College's Gail Miller Conference Center, 9750 S. 300 W., Sandy. Details are at [southvalleychamber.com](http://southvalleychamber.com).

## May 26, noon-1 p.m.

**"Solve the Business Puzzle: Elevator Pitch and Your Brand: How to Storytell Them,"** a Women's Business Center of Utah event. Presenter is Jana Hassett, owner of Jana's Journals. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## May 26, noon-1 p.m.

**"Building a Startup During COVID,"** a Silicon Slopes event. Presenter Blake Kohler, CEO and founder of Pulse For Good, will discuss the lessons of resilience, grit, and how to build products that matter. Location in Logan to be announced. Details are at [siliconslopes.com](http://siliconslopes.com).

## May 26, 4-7 p.m.

**Downtown SLC Crane Crawl,** a ULI (Urban Land Institute) Utah event in partnership with the Downtown Alliance. Event features small-group walking tours of four major projects under construction. Tours take place 4-6 p.m., followed by full-group networking at Squatters from 6-7 p.m. Cost is \$20 for YLG members, \$25 for public/private members, \$35 for nonmembers. Tour begins at 95 State, 95 S. State St., Salt Lake City. Details are at <https://utah.uli.org/events-2/>.

## May 27, 10-11 a.m.

**"Financial Foundations: Cryptocurrency as Payment for Your Business,"** a Women's Business Center of Utah event. Speaker is Jen Greyson, a global advocate for crypto's empowerment of women. Event takes place online via Zoom (available statewide). Free. Details are at [wbcutah.org](http://wbcutah.org).

## May 27, noon-1 p.m.

**Women in Business,** a Box Elder Chamber of Commerce event. Cost is \$10. Details are at [boxelderchamber.com](http://boxelderchamber.com).

## May 27, 1-2 p.m.

**"Virtual Lunch & Learn: Chamber 101,"** a Park City Chamber/Bureau event. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

## May 27, 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>.

## May 27, 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>.

## May 28, 7:30-8:30 a.m.

**"Eggs and Issues,"** a Murray Area Chamber of Commerce event. Location is Mimi's Café, 5223 S. State St., Murray. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## May 28, 9 a.m.

**"Resources for Veteran-Led Startups,"** a VentureCapital.Org event that takes place online. Cost is \$30. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## June 1, 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. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## June 1, noon-1 p.m.

**"Professional Development: Navigating Change Management: A Model for Understanding and Overcoming Resistance to Change,"** a Salt Lake Chamber event. Presenter is Chris Hayes, COO of iMPact Utah. Event takes place online. Details are at [slchamber.com](http://slchamber.com).

## June 1, 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>.

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

**"QuickBooks Basics: Account Set-Up Tips and Tricks,"** a Women's Business Center of Utah event. Presenter is Amy Henry, wife, mother and business owner. Event takes place online (available statewide). Free. Details are at [wbcutah.org](http://wbcutah.org).

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

**Greater Cache Valley Economic Development Summit.** Featured speakers are Lt. Gov. Deidre Henderson; Natalie Gochnour, director of the Kem C. Gardner Policy Institute; Lori Vincere, communications coach specializing in gender and diversity issues; Ryan Starks, managing director of business services at the Utah Governor's Office of Economic Development; Vicki Varela, managing director of

the Utah Office of Tourism; and Natalie Randall, executive director of the Utah Tourism Industry Association. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Event also takes place online via Zoom. Details are at [cachechamber.com](http://cachechamber.com).

## June 3, 9-10 a.m.

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

## June 3, 11 a.m.-noon

**"Start a Business with Little to No Capital,"** a Women's Business Center of Utah event. Presenter is Sara May of Rome Abroad. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## June 3, 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>.

## June 4, 7:30-8:30 a.m.

**"Eggs and Issues,"** a Murray Area Chamber of Commerce event. Location is Mimi's Café, 5223 S. State St., Murray. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## June 4, 8 a.m.-2 p.m.

**Box Elder Chamber of Commerce Golf Tournament.** Event is four-person scramble format. Location is Eagle Mountain Golf Course, 960 E. 700 S., Brigham City. Cost is \$300 per foursome. Sponsorships are available. Details are at [boxelderchamber.com](http://boxelderchamber.com).

## June 8, 10 a.m.

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

## June 8, 11:30 a.m.-1 p.m.

**Multi-Chamber Luncheon,** a North Utah County Chamber Alliance event. Speaker is Gov. Spencer Cox. Location is The Garden Room at Thanksgiving Point, 3900 Garden Drive, Lehi. Details are at [thepointchamber.com](http://thepointchamber.com).

## June 8, 11:55 a.m.-12:55 p.m.

**Monthly WIB Luncheon,** a Cache Valley Chamber of Commerce event. Location to be announced. Cost is \$14 for WIB

members, \$16 for nonmembers. Details are at [cachechamber.com](http://cachechamber.com).

## June 9, 10-11 a.m.

**"Marketing 101: Facebook and Instagram Advertising,"** a Women's Business Center of Utah. Speaker is Rebecca Babicz, founder of Fall Line Digital. Event takes place online via Zoom (available statewide). Free. Details are at [wbcutah.org](http://wbcutah.org).

## June 9, 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](http://southvalleychamber.com).

## June 9, 5-7 p.m.

**"Business After Hours,"** an Ogden-Weber Chamber of Commerce event. Location is Warren's Craft Burger, 258 25th St., No. 2302, Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## June 10, 3-4 p.m.

**Women's Business Network Relaunch Event,** a Utah Valley Chamber event. Location is The Younique Foundation Theatre, 4101 N. Thanksgiving Way, Suite 100, Lehi. Details are at [thechamber.org](http://thechamber.org).

## June 10, 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>.

## June 11, 7:30-8:30 a.m.

**"Eggs and Issues,"** a Murray Area Chamber of Commerce event. Location is Mimi's Café, 5223 S. State St., Murray. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## June 11, 8-9 a.m.

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

## June 11, 9 a.m.

**"Setting Up Your Startup with the Right Foundation,"** a VentureCapital.Org event featuring experts who have advanced knowledge in laying the proper business foundation, including capital considerations, employee options, legal entity structure, and other key structural issues. Event takes place online. Cost is \$20

# Succeeding in Your Business

## Should you hire a contract manufacturer to produce your inventions?

"I'm a retired engineer who is spending his Golden Years designing new household products.

"I've obtained several patents for my inventions but haven't yet done anything with them. I've started getting emails from companies offering to take my patents and develop them into marketable products.

"The offers are tempting and appear to be low risk — I just assign my patent to them, they do all the work and I just sit back and collect royalty payments each month.

"But of course, that sounds like it's too good to be true. What are the rules for dealing with these kinds of compa-

nies, and how do I avoid getting ripped off?"

These types of operations have been around a long time and are known as contract manufacturers.

Traditionally, a contract manufacturer does the following:

- Licenses your patent.
- Develops a prototype and prepares your product for man-

ufacture.

- Manufactures your product in whatever quantities you specify.
- Ships the product back to you.
- Bills you for the production costs plus a (hopefully) reasonable markup.

You take it from there. In a

traditional contract manufacturer relationship, you handle all of the marketing, distribution and sales of the product and order additional quantities of product from the manufacturer as needed.

Given that manufacturing has been on a long-term decline in the U.S., many contract manufacturers have gotten more creative and will offer a website on which your products will be purchased (if that's the case, make sure the manufacturer has good search engine optimization so customers will actually see your product when they search for it online). Some will even have a distribution network or an Amazon seller account, which will help get your product in front of customers.

But in my experience (and

my clients'), most will not flog your product in the marketplace the way you or an experienced marketing firm would.

When I published my first book (if you think about it, book publishers are contract manufacturers of a sort), my editor told me something I have never forgotten: "Always remember, Cliff, it's our job as the publisher to get your books into the bookstores; it's your job as the author to get your books out of the bookstore." Translation: We will get your books out there, but you're the one who has to promote the Dickens out of them to get on bestseller lists.

Whenever you deal with any contract manufacturer, ask tough questions about what it will do to promote your product. If the manufacturer will only list your product on its website or in a catalogue, pass on the opportunity. If it is actively selling other products on Amazon, Walmart.com and other major retailing sites, that's a bit more promising.

If you feel comfortable with marketing your product yourself (for example, if you or your spouse have a marketing background or could partner with someone who does), ask the contract manufacturer if it will consider a joint venture with you. In that case, you would form a legal entity (usually a limited liability company), which the two of you would own 50/50 or 60/40 (in your favor). You would assign or license your patent to the entity, and the manufacturer would enter an exclusive supply agreement with the entity.

The manufacturer then makes and warehouses the product, while the legal entity handles all of the marketing, distribution and sales, referring product orders to the manufacturer for fulfillment. The manufacturer handles product returns, while the entity handles collection of delinquent accounts.

The manufacturer recoups its production and warehousing costs upfront, sometimes with a 10 percent to 20 percent markup, and whatever is left over goes to the joint venture entity. The entity then deducts its marketing and other costs, and the balance is split

between you and the manufacturer based on your ownership percentages in the entity.

As to whether or not a particular contract manufacturer is reputable, the best approach is to look at its online reviews (for a list of online review sites, see <https://smallbiztrends.com/2020/12/business-review-sites.html>) and ask for references from other inventors who have trusted the manufacturer with their product. Be sure to ask the following:

- Has the company worked with products in your industry before?
- Can it provide you with advice/assistance with marketing?
- Is it familiar with 3D printing technology?
- Could it ramp up production quickly if your product becomes a hit?

Finding a contract manufacturer is a bit tricky these days, as virtually all of the large international trade shows that traditionally have matched inventors and manufacturers have been shut down during the pandemic, and the strained trading relationship between the United States and China isn't helping either.

To find a local manufacturer, search online for "(your state) contract manufacturer." Speak to local patent attorneys and patent agents (licensed to practice before the U.S. Patent and Trademark Office, but not attorneys) and ask who their clients have worked with. To find these, contact your state bar association or visit <https://www.uspto.gov/learning-and-resources/patent-and-trade-mark-practitioners/finding-patent-practitioner>.

For a more global search, check out:

- [us.kompass.com](http://us.kompass.com), a worldwide B2B manufacturer listing.
- [www.made-in-china.com](http://www.made-in-china.com), for Chinese suppliers of components.
- [www.mfg.com](http://www.mfg.com), a custom manufacturing marketplace.
- [www.jobshop.com](http://www.jobshop.com), for North American manufacturers.

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

COPYRIGHT 2021 CLIFFORD R. ENNICO  
DISTRIBUTED BY CREATORS.COM



CLIFF ENNICO

BECAUSE HOGAN & ASSOCIATES CONSTRUCTION

# SELF-PERFORMS

MORE WORK THAN ANY OTHER UTAH CONSTRUCTION FIRM,  
WE USE MORE TECHNOLOGIES THAN ANY OTHER BUILDER.

**OUR PEOPLE ARE PROUD HOW IT MAKES US BETTER.**  
CONTACT US AT [TECH@HOGANCONSTRUCTION.COM](mailto:TECH@HOGANCONSTRUCTION.COM) TO DISCOVER HOW A TRUE BUILDER  
—NOT A BROKER—CAN SAVE YOU TIME & MONEY.

## CALENDAR

from page 11

through May 29, \$30 thereafter. Registration can be completed at Eventbrite.com.

### June 15, 8 a.m.-4 p.m.

**“Effective Presentations,”** part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on planning, designing, developing and delivering coherent and convincing oral presentations. Location is SLCC’s Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Cost is \$250. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

### June 15, 9:30-10:30 a.m.

**Wildfire Resilience Demonstration with IBHS**, a ULI (Urban Land Institute) event, in partnership with the Insurance Institute for Business & Home Safety. Event will feature a live video feed from inside the IBHS Research Center during a wildfire demonstration to show the impact of resilient building materials and landscaping compared to traditional materials when facing realistic wildfire conditions. A conversation and audience Q&A with ULI members who have implemented these wildfire resilience techniques will follow. Event takes place online. Free for ULI members, \$30 for private-sector nonmembers, \$10 for public/YLG/student nonmembers. Details are at <https://utah.uli.org/events-2/>.

### June 15, 11 a.m.-1 p.m.

**“Finding Your True North,”** a Business Women’s Forum event. Presenter is Lyndsy

Blonquist, assistant vice president at Intermountain Healthcare. Location is Hilton Garden Inn Salt Lake City Downtown, 250 W. 600 S., Salt Lake City. Cost is \$30 for members, \$40 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### June 15, 11:25 a.m.-1 p.m.

**Leadership Luncheon**, a Cache Valley Chamber of Commerce event. Speaker is Paul Borup of Sentry West Insurance Services. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$20 for members, \$22 for nonmembers; online cost is \$16 for members, \$17 for nonmembers. Details are at [cachechamber.com](http://cachechamber.com).

### June 15, 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. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### June 15, 5-8:30 p.m.

**Annual Awards Gala**, a ChamberWest event with the theme “Greatest Show in the West: Celebration of Business Community and Connections.” Location is Maverik Center, 3200 S. Decker Lake Drive, West Valley City. Details to be announced at [chamberwest.com](http://chamberwest.com).

### June 16-17

**StartFEST**, focused on Utah’s startup ecosystem and providing education, entertainment, collaboration and fun. Speakers

see CALENDAR page 14

## WEST TEMPLE

from page 1

pany whose projects include the Four Seasons in Nashville, Tennessee, and Hub50House in Boston. New York City-based interior designers Goodrich will create the interiors and local firm ArcSitio Design will design the project’s outdoor spaces. Okland Construction of Salt Lake City, in partnership with Palmisano Construction of New Orleans, will serve as the general contractor.

The project’s residential component will combine amenity spaces and residences with unobstructed views and a full suite of hospitality services. The property will offer two expansive outdoor spaces, featuring a pool, rooftop terrace and fenced dog run. A full floor of amenities will include a sky lounge, work-from-home spaces and a state-of-the-art fitness and wellness center and others.

The operator for the project’s hotel will be announced soon, Domain said, as will plans for a diverse range of food, beverage and bar concepts to complete the project’s retail offerings.

Domain acquired the South West Temple site in August 2020 and construction will begin later this year. Once complete in early 2024, 370 South West Temple will feature 342 apartments; a 202-room, 150,000-square-foot hotel; 14,000 square feet of retail and restaurants; and 265 parking spaces. The project will target LEED Silver certification from the U.S. Green Building Council, Schwartz said.

New Orleans-based Domain is best known for developing and programming award-winning hotel concepts, including Maison de la Luz, the top-ranked hotel in New Orleans that appeared on *Travel & Leisure’s* “2020 It List: Best New Hotels in the World.”

## HEXCEL

from page 1

end of this decade, they’re going to made exclusively out of composite materials, which has the ability to significantly grow the company. So we’re excited to be incubating this technology at this new research center and have the opportunity to showcase our technologies to our customers and to do collaboration with them in developing and qualifying the next generation of materials.”

This is not the first time for Hexcel to be awarded a state incentive. About a decade ago, it received a tax credit of about \$7.77 million over 10 years to add 600 jobs in West Valley City.

Ben Hart, GOED deputy director, said the company has been involved in workforce development programs and other activities over the years. “They’ve been an excellent corporate citizen,” he told the board.

“This represents the future of aerospace,” he said of the expansion. “Having Hexcel expanding in the state of Utah is a critical advantage. This announcement today — mark my words — will be one that we look back on 20 years from now and realize it’s a significant project for the state and a significant investment.”

Daniel Royal, GOED’s director of corporate growth and business development, said the expansion project has been in the works for about three years. “We’re glad we’re finally able to wrap it up and get this going and

get this done,” he said.

Workers at the \$25 million expansion are projected to have annual pay averaging \$134,866. The facility will house laboratories and offices for chemists, material scientists, engineers and business team members to collaborate with customers and suppliers.

The state incentives are in the form of a tax credit of about \$1.53 million over 12 years, and an Industrial Assistance Account Economic Opportunity Grant of \$200,000 to help the company with infrastructure costs, including better access to the area.

The project is expected to generate nearly \$147 million in total wages over 12 years, and nearly \$7 million in new state tax revenue during that time.

“We’re grateful for the support that Utah continues to provide to Hexcel, and we’re excited to announce this investment in innovation today to ensure our continued leadership tomorrow,” Nick Stanage, Hexcel chairman, CEO and president, said in a prepared statement.

“This new site will provide much-needed room to expand our research, to broaden our portfolio, and to offer our customers an enhanced opportunity to collaborate with us on the latest composite technology developments for aerospace, space and defense, and industrial applications.”

“We welcome Hexcel as it expands in Utah,” said Dan Hemmert, GOED’s executive director. “Their decision to grow here will create many high-paying

jobs for Utahns in skilled science and advanced technology. Hexcel also has an excellent training program that will serve to develop Utah’s workforce further and help its employees develop the skills they need to succeed.”

Theresa A. Foxley, president and CEO of the Economic Development Corporation of Utah, said the company “has been a long-time contributor to West Valley City’s economy and a reason why Utah is regarded as a marquee location for advanced manufacturing and composites. We’re thrilled with the company’s continued investment in our state.”

Hexcel has been “an important part of the West Valley City business family for many years,” according to Jeff Jackson, director of Business Development for the RDA and Economic Development Division for West Valley City.

“This expansion represents a long-term commitment by Hexcel, which includes great employment opportunities as well as joint long-term economic outcomes,” Jackson said. “We look forward to our ongoing partnership.”

Hexcel was founded in 1948 and has 4,800 employees, according to the company website. It had 2020 sales of \$1.5 billion. Materials produced at its 23 manufacturing sites include lightweight but strong carbon fiber used for bicycles, wind turbines and other industrial applications; and for both commercial and defense aircraft, including F-35s and helicopter blades.

*Every day is a great day . . .*

**MMMM...  
Mondays!**

**TASTY  
Tuesdays!**

**WOW  
Wednesdays!**

**TWISTY  
Thursdays!**

**FRITTER  
Fridays!**

**SPRINKLES  
Saturdays!**



**DARLA'S  
DONUTS**



Donuts Brownies Fritters

Turnovers Muffins

*Family Owned & Operated*

**2278 So. Redwood Road**

**801-975-6381**

M-F 5:00 am – 2:30 pm & Sat. 7:00 am – noon

**with Darla's Donuts!**

## CALENDAR

from page 13

include entrepreneurs, investors, leaders and small-business owners throughout Utah, plus the StartMadness startup pitch competition. Event takes place online. Cost is \$49. Details are at [www.startfestival.com/](http://www.startfestival.com/).

### June 16, 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](http://murraychamber.org).

### June 16, 11:30 a.m.-2 p.m.

**Kickoff Session of the "Lunch & Learn" Series**, sponsored by Cache Valley Chamber of Commerce and the Utah State University Center for Student Engagement, which will guide you through the steps in a five-week course held every other week. This course will provide attendees with the tools to successfully find, hire and retain employees and navigate through the guidelines and tax regulations required of a nonprofit organization. Other sessions are June 30, July 14, July 28 and Aug. 11. Location is Bridgerland Technology College, 1301 N. 600 W, Logan. Details are at [cache-chamber.com](http://cache-chamber.com).

### June 17-18, 8:30 a.m.-12:30 p.m.

## DASHBOARD

from page 1

are included in this recovery."

Three essential benchmarks from the May 2021 Roadmap to Recovery Dashboard include:

**1. Unemployment rate below 3 percent.** For the first time since the pandemic began, Utah's unemployment rate dropped below 3 percent. Utah's March unemployment rate of 2.9 percent was the lowest in the nation, tied with several other states. This marks the seventh consecutive month of decline.

**2. Year-over-year job growth.** Utah achieved a slight job growth of 0.9 percent in May. Moving forward, job growth will be compared to early-pandemic months with large job losses. Job growth will likely be high as it is compared to these months with large losses.

**3. Consumer confidence.** Utah's March consumer confidence of 96.4 points was the highest since the measure's inception in October 2020. Utah's consumer confidence exceeds the nation's (84.9) by more than 10 points.

The dashboard is updated consistently, providing essential insights, tracking 10 timely and

**2021 Employment Law Update**, an Employers Council event. HR experts and labor law attorneys will strip away the legalese and provide practical, timely and critical advice to minimize employment law liability. Conference is designed for business owners, managers, supervisors, in-house counsel and human resources professionals. Cost is \$350 for nonmembers and \$250 for members for the live conference only; \$325 for members and \$425 for nonmembers for the live conference and access to session recordings for 30 days. Details are at [employerscouncil.org](http://employerscouncil.org).

### June 17, 5:30-7 p.m.

**Member Appreciation Barbecue**, a South Jordan Chamber of Commerce event. Location is City Park Pavilion, 11000 S. Redwood Road, South Jordan. Details are at [southjordanchamber.org](http://southjordanchamber.org).

### June 17, 5:30-6:15 p.m.

**"Mindful Leadership: Emotional Intelligence is the Key to Business Success,"** a Small Business Development Center (SBDC) event. Location to be determined. Details are at <https://clients.utahsbdc.org/events.aspx>.

### June 18, 7:30-8:30 a.m.

leading measures and sharing pertinent indicators since the start of the pandemic. This will give leaders the backdrop for them to make informed decisions.

"Utah's job growth and low unemployment are key factors in moving our economy back to stable ground. Consumer and executive confidence are both cresting toward highs that show Utahns are ready to fully re-engage in commerce," said Natalie Gochnour, director of the Kem C. Gardner Policy Institute. "As our economy continues to recover, women in the workforce and hard-hit sectors will continue to require focus."

The Roadmap to Recovery Coalition is a business-led coalition, supported by the Salt Lake Chamber and focused on implementing and promoting economic recovery. The coalition is co-chaired by Mikelle Moore, senior vice president and chief community health officer at Intermountain Healthcare, and Scott Parson, CEO of Staker Parson Materials & Construction. Investors of the coalition include Mountain America Credit Union, WCF Insurance, Clark and Christine Ivory Foundation, Deseret Management Corp., Intermountain Healthcare, Staker Parson Materials & Construction and Rio Tinto Kennecott.

"Eggs and Issues," a Murray Area Chamber of Commerce event. Location is Mimi's Café, 5223 S. State St., Murray. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### June 18, 8-10 a.m.

**"Friday Connections Speed Networking,"** a ChamberWest event. Location is Megaplex Theatres Valley Fair, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

### June 18, 9-10 a.m.

**"Health & Wellness as a Business Owner: Creating a Workflow that Works For You,"** a Women's Business Center of Utah event. Speaker is Natasha Fett, a doctor of physical therapy, Pilates instructor and strength coach. Location to be determined. Cost is \$10. Details are at [wbcutah.org](http://wbcutah.org).

### June 18, 7-10 p.m.

**"Evening In Harlem,"** a Utah Black Chamber event. Location is The Leonardo, 209 E. 500 S., Salt Lake City. Cost is \$50. The proceeds from this event benefit the Black Success Center and its programming. Details are at [utahblackchamber.com](http://utahblackchamber.com).

### June 21, 6:30 a.m.-2 p.m.

**2021 Annual Golf Tournament**, a Davis Chamber of Commerce event. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Sponsorships are available. Details to be announced at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### June 22, 11:30 a.m.-1 p.m.

**Women in Business Luncheon**, a South Valley Chamber event. Location is Juan Diego Catholic High School, 300 E. 11800 S., Draper. Details are at [southvalleychamber.com](http://southvalleychamber.com).

### June 22, 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](http://ogdenweberchamber.com).

### June 23, noon-1 p.m.

**"Solve the Business Puzzle: Systems: Make More Money and Free Up Your Time,"** a Women's Business Center of Utah event. Presenter is Kara Laws, co-owner and CEO of Small Town Hub. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

### June 23, 3-4 p.m.

**"Balancing Your Team's Needs with Your Business Goals,"** a Women's Business Center of Utah event that takes place online (available statewide).



## PUBLIC NOTICES

### PUBLIC NOTICE

#### Montrose Regional Airport Montrose, Colorado Terminal Expansion

Sealed bids, subject to the conditions contained herein, for improvements to Montrose Regional Airport, Montrose, Colorado, Terminal Expansion project will be received at the Montrose Regional Airport, Director of Aviation, 2100 Airport Road, Montrose, Colorado 81401, until 1:30 pm local time, June 25, 2021, and then publicly opened and read aloud.

Work will be completed to expand and improve the existing airport facilities and includes both building and site improvements. The north addition is approximately 20,000 square feet and the south addition is approximately 5,000 square feet. The proposed additions will be fully-sprinklered, type II-B construction. Areas of the existing terminal will also be renovated.

Construction for this project is expected to start in September 2021. The contract time is 21 months.

The bidder must bid on all items in all schedules, but it is not guaranteed that all schedules will be awarded. Montrose County will award whichever combination of schedules funding permits. The Contract will be awarded to the lowest qualified bidder at the time of Contract Award on the Federal Schedule(s) funding permits.

**Contract Documents:** Complete digital project bidding documents will be available at <https://www.montrosecounty.net/Bids.aspx> on May 28, 2021.

**Pre-Bid Conference:** The mandatory pre-bid conference for this project will be held at 9:00 AM local time on June 8, 2021 at Montrose Regional Airport, 2100 Airport Road, Montrose, Colorado 81401.

Bids may be held by Montrose County for a period not to exceed ninety (90) days from the date of the bid opening for the purpose of evaluating bids prior to award of contract. The right is reserved, as Montrose County may require, to reject, any and all bids and to waive any informality in the bids received.

**Bid Bond:** Guarantee will be required with each bid as a certified check on a solvent bank or a bid bond in the amount of five (5) percent of the total amount of the bid, made payable to JoeMontrose County.

All bidders are advised that the right is reserved by the Sponsor to waive any informality in, or to reject any or all bids.

All questions regarding the bid are to be directed to Molly McGuire with Jacobs Engineering Group, [Molly.McGuire@jacobs.com](mailto:Molly.McGuire@jacobs.com). All questions must be submitted by 2:00 PM local time June 17, 2021.

Montrose County  
Montrose, Colorado

Free. Details are at [wbcutah.org](http://wbcutah.org). [boxelderchamber.com](http://boxelderchamber.com).

### June 24, noon-1 p.m.

**"Reasonable Suspicion Programs: Drugs and Alcohol,"** a South Valley Chamber event. Location is BBSI, 75 W. Towne Ridge Parkway, Suite 175, Sandy. Registration can be completed at [bbsiutahlunchandlearn.eventbrite.com](http://bbsiutahlunchandlearn.eventbrite.com).

### June 24, noon-1 p.m.

**Women in Business**, a Box Elder Chamber of Commerce event. Cost is \$10. Details are at

### June 25-27

**Outside Adventure Expo**, presented by the Utah Office of Outdoor Recreation, in partnership with Tread Lightly, Visit Salt Lake and Lodestone Events. Event will feature gear vendors, outdoor demos, education and inspirational speakers and films. Location is Utah State Fairpark, Salt Lake City. Details are at <https://business.utah.gov/news/outdoor-adventure-expo-coming-to-utah/>.



**Brandon Wixom**  
Licensed Commercial & Residential Broker  
801.864.2626 • bwixom@gmail.com



## Revolutionizing Real Estate!

No matter what you are looking for, I can help you find it!

### Why Brandon?

- Real-time notification of new listings and price changes.
- One-stop-shop access to ALL agent listings on one convenient website.
- Online access to large photos, home tours and maps that include Google® Street View.
- Prompt service and support to help you find that "just right" property.



Start your search today at: [SoldByWixom.com](http://SoldByWixom.com)

## EARNINGS

from page 6

come of \$7.9 million, or 26 cents per share, for the first quarter ended March 31. That compares with a net loss of \$1.1 million, or 5 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$20 million, up from \$1.5 million in the year-earlier quarter.

Co-Diagnostics is a molecular diagnostics company that develops, manufactures and markets a new diagnostics technology.

"We are proud to deliver another strong quarter following our record results across 2020," Dwight Egan, CEO, said in announcing the results. "We continue to see great progress in the development of our new rapid PCR diagnostic testing and are incredibly thankful to our customers, partners and employees for their efforts toward combating COVID-19 and other infectious diseases.

"We remain well-positioned to provide timely, affordable and high-quality molecular diagnostics solutions to countries around the globe and especially to those with increasing needs and surging crises.

"Looking forward, we continue to anticipate demand for our product portfolio amid strong market conditions. As such, we have maintained solid revenues, earnings and free cash flow to start the year and are excited to accelerate investments in talent and the breadth of our portfolio to create increased ca-

capacity and deliver sustained value to our customers and shareholders."

### Superior Drilling Products

Superior Drilling Products Inc., based in Vernal, reported a net loss of \$1.1 million, or 4 cents per share, for the quarter ended March 31. That compares with net income of \$198,000, or 1 cent per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$2.4 million, down from \$5.4 million in the year-earlier quarter.

The company designs and manufactures drilling tool technologies.

"The pace of activity is encouraging as markets begin to recover," Troy Meier, chairman and CEO, said in announcing the results. "Demand for new Drill-N-Ream well bore conditioning tools in North America continued through April as market conditions strengthen.

"We believe we are also continuing to gain market share in this depressed environment as more operators recognize both the production efficiencies gained and costs saved when using the DNR for their drilling operations. Drill bit refurbishment activity has increased as well during the quarter, with the growing number of drill rigs operating in the U.S."

Meier said that while the company is not expecting the market in the U.S. to return to pre-COVID levels, "we believe that there is still plenty of room for improvement and more market penetration potential for the DNR."

## SOUTH VALLEY CHAMBER FUEL THE FUN



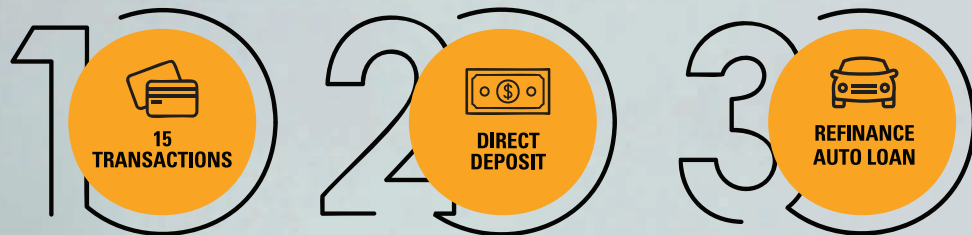
Take a dip in a pool, go shopping, or just relax! Check out this special, Fuel The Fun offer for the hotels in the South Valley area. Book an overnight stay in Salt Lake's South Valley region for 2 nights or more at participating hotels and you'll get your choice of a \$50 Sinclair gas card or \$50 Visa pre-paid gift card! Free \$50 VISA Gift Card

**Details:** All lodging reservations of 2 nights or more at participating South Valley properties will be able to receive (1) \$50 Visa pre-paid gift card- can be used nationwide in-store and online where Visa debit cards are accepted. Visa pre-paid gift cards are physical cards and will be distributed to guests upon check-in.

**For more information and booking visit**  
<https://www.visitsaltlake.com/places-to-stay/special-package-deals/fuel-the-fun/>

# Step INTO \$400

Join UFCU and earn \$400 in just 3 steps.  
To learn more, talk to a representative or visit [UcreditU.com](http://UcreditU.com).



**University**  
FEDERAL CREDIT UNION

Up to \$150 will be deposited in \$50 increments over 3 consecutive months after setting up, and maintaining, a direct deposit of at least \$500 in 3 consecutive months. Up to \$150 will be deposited in \$50 increments over 3 consecutive months when the minimum requirement of 15 transactions per month with a University Federal Credit Union Visa debit or credit card are made in consecutive months. Minimum eligible transactions amount is \$2.00. \$100 will be deposited after an auto loan with another institution, of at least \$10,000, is transferred to University Federal Credit Union. New members only; those who have received a promotion payout from UFCU in the last 5 years are not eligible. Must have valid SSN/ITIN/FTIN to join. For more information, and full terms and conditions, see [www.ucreditu.com/services-benefits/400-new-member-promo.html](http://www.ucreditu.com/services-benefits/400-new-member-promo.html) or contact University Federal Credit Union at 801-481-8800. Offer begins February 1st, 2021. Offer valid through July 31st, 2021. To be eligible for payouts, participants must activate promo before July 31st, 2021 and remain in good standing during eligibility. Eligibility for payout is limited to 6 months from account open date. Participants may need to visit a branch to complete or sign documents. Federally insured by NCUA.