

**OF NOTE**



**Hang on a few more miles**

The average age of vehicles on U.S. roadways rose to a record 12.1 years last year, as higher new car prices and improved quality prompted owners to hold on to their cars longer, according to data released by research firm IHS Markit. Whereas 20 years ago a car might have changed hands once or twice and lasted 100,000 miles, it is more common today for a car to have multiple owners and last for 200,000 miles or more, research showed.

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**Not like 2020, but 8,595 new jobs on the way**

**Brice Wallace**  
*The Enterprise*

It would have been difficult to duplicate under normal circumstances, but adding COVID-19 impacts helped leave the Governor's Office of Economic Development (GOED) figures for incentivized economic development short of repeating 2020's record-high numbers.

The GOED board's 2021 fiscal year ended with its June meeting, and while falling short of the 2020 statistics, most of the numbers topped those of fiscal 2019 and the years prior to that.

Nineteen companies were approved by

the GOED board for incentives in the 2021 year, and those companies are projected to create 8,595 new jobs over the next few years. The 21 fiscal 2020 projects were approved based on a projected 13,364 jobs being created. In fiscal 2019, the number of projects was also 19, but the job-creation projection was 6,121.

Another GOED measure is new total wages over the coming years. The 2021 projects are expected to create jobs ultimately paying more than \$5.2 billion. That's down from \$9.7 billion in fiscal 2020 but above \$3 billion in 2019.

New state tax revenue generated by the projects is expected to reach nearly \$330.8 million, down from \$591 million in 2020

but up from \$207 million in 2019.

The starkest contrast is for capital investment. Fiscal 2021 projects are expected to have "capex" of about \$456.3 million, far below both the fiscal 2020 figure of \$1.13 billion and fiscal 2019's \$1.09 billion.

The primary incentive used by GOED is the Economic Development Tax In-

**see GOED page 17**



*Lumio, a new residential solar company formed by the combination of five regional providers, already has an annual sales record which ranks it as the fifth-largest in the United States. The consortium is headed by local entrepreneur Greg Butterfield and Jonathan Gibbs of Smart Energy Today.*

**New Lehi-based solar company launches as nation's 5th-largest**

New solar residential solar provider Lumio wasn't formed until last December and already it is one of the industry's top five companies. The brainchild of Utah serial entrepreneur Greg Butterfield and Smart Energy Today marketer Jonathan Gibbs, Lumio resulted from the amalgamation of five leading regional solar energy providers and sports a 12-month volume of more than \$1 billion in gross sales and over 3,500 employees covering 37 states.

*Forbes* reported that Lumio was born

from a series of meetings between Butterfield — whose success stories involve WordPerfect, Novell, Legato, Altiris, Symantec, Omniture, Vivint Solar, SolarWinds, Workfront, Domo, Venafi and Route Route — and Gibbs, customer satisfaction-centric chief marketing officer of Olympia, Washington-based Smart Energy Today. Each saw a unique strength in the other —

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**Pandemic casts whole new light on safety industry**

**Brice Wallace**  
*The Enterprise*

Imagine working in an industry that was often overlooked, ignored or sometimes even ridiculed. And then, in a moment's notice, the work in that industry became deadly serious — the most important element for businesses and individuals worldwide.

That's what happened last year to the safety community when the COVID-19 pandemic hit and spread, pushing safety considerations to the forefront of every person's mind.

"We've all been adapting ... and the world is hardly recognizable from early 2020," Lorraine M. Martin, president and CEO of the National Safety Council, said during the opening keynote of the two-day Utah Safety Conference & Expo, presented by the Utah Safety Council.

"This really has been sort of a once-in-a-generation global pandemic and it has become, as we all know, unfortunately, the nation's leading cause of death and forced seismic changes in workplaces everywhere. ... Everything had to be reevaluated and adjusted to make sure that we could keep people safe."

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

### Utah businesses encouraged to offer incentives for employees to get shots

In a recent COVID-19 update news conference, Utah Lt. Gov. Deidre Henderson challenged businesses to begin encouraging their employees to get vaccinated for the virus and to provide incentives for those who do.

During the press briefing, Henderson warned that if people continue waiting to get vaccinated, the state is at risk of regressing back to pandemic levels as severe as last year. She said it may be tough for Utah to reach its goal of having 70 percent of Utah adults have at least their first dose of the vaccine by July 4.

"It's time for businesses to start offering incentives to their employees," Henderson said.

Incentives could include providing paid time off to employees who need to recover from the side effects of the vaccine, Henderson said. Businesses could also provide cash incentives, she said.

Henderson suggested that businesses request to host pop-up vaccine clinics at their workplace to provide em-

ployees with access to the vaccine. She said there is no minimum number of employees a business has to have in order to request a clinic.

Information about requesting events is available at [coronavirus.utah.gov/vaccine-event-request](https://coronavirus.utah.gov/vaccine-event-request).

Henderson reported that almost 90 percent of all Utahns ages 65 and older have received at least a first dose of the vaccine and that about 20 percent of kids have at least a first dose.

She reminded people that the COVID-19 vaccines don't alter DNA, affect fertility or give you COVID-19. People who have other questions or concerns about getting the vaccine should meet with their doctors, Henderson said.

### CDC sends an additional \$24 million to Utah to help COVID-19 disparities

The U.S. Centers for Disease Control and Prevention (CDC) has awarded the Utah Department of Health \$24,137,217 to address COVID-19-related health dis-

parities. The funding, part of a \$2.25 billion nationwide effort, seeks to advance health equity by expanding state, local, U.S. territorial and freely associated state health department capacity and services. This is CDC's largest investment to date to improve health equity in the United States, the agency said in a release.

"These grants demonstrate our steadfast commitment to keeping equity at the center of everything we do," said CDC Director Rochelle P. Walensky. "They are an important step in our unwavering efforts to strengthen our communities' readiness for public health emergencies — and to helping everyone in America have equal opportunities for health."

The intended outcomes of these grants are to reduce COVID-19-related health disparities; improve and increase testing and contact tracing among populations that are at higher risk and are underserved, including racial and ethnic minority groups and people living in rural communities; and improve local health department capacity and services to prevent and control COVID-19 infection.

"The pandemic has laid bare longstanding health inequities and health departments are on the front line of efforts to address those inequities," said Dr. José T. Montero, director of CDC's Center for State, Tribal, Local and Territorial Support. "These grants will provide these health departments with much-needed support to address disparities in communities that need it most."

"To stop the spread of COVID-19 and move toward greater health equity, CDC continues to work with populations at higher risk, underserved and disproportionately affected to ensure resources are available to maintain and manage physical and mental health, including easy access to information, affordable testing, and medical and mental healthcare," the agency said.

The initiative is funded through the Coronavirus Response and Relief Supplemental Appropriations Act of 2021.



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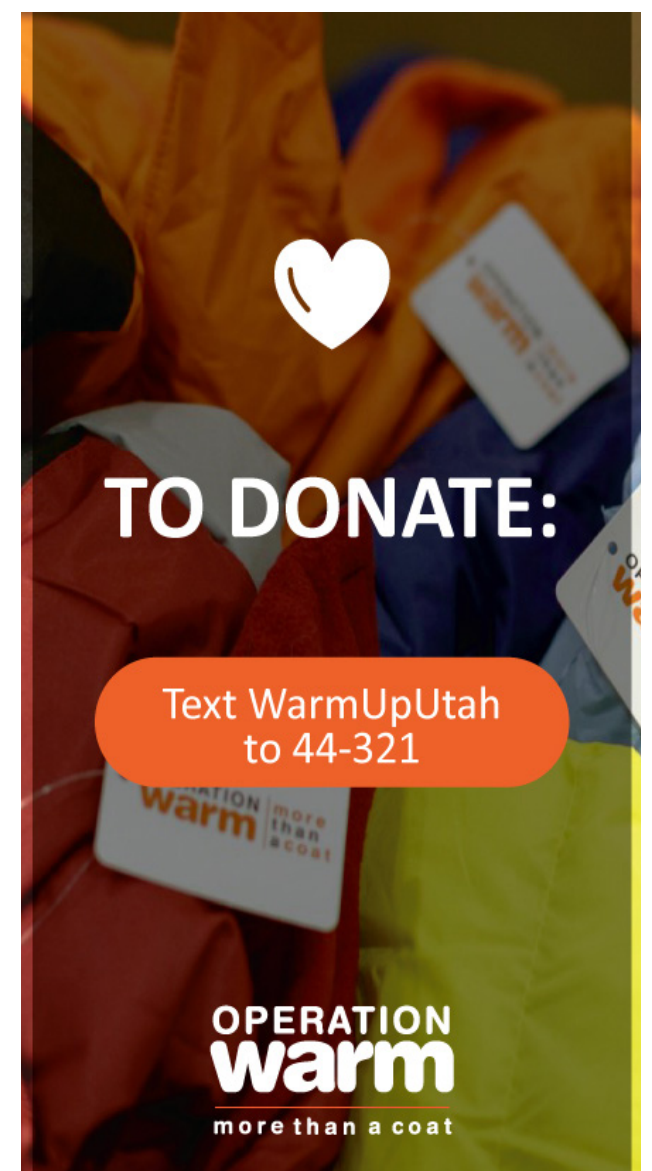
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# Packaging equipment company Premier Tech to double Utah employee base

**Brice Wallace**  
The Enterprise

A Canada-based packaging equipment manufacturer expects to more than double its Utah headcount over the next decade.

Premier Tech Inc., based in Quebec, will add up to 63 high-paying jobs in Woods Cross as it grows from its current 49 employees there. The expansion was announced after the company was approved for a tax credit up to \$274,866 by the Governor's Office of Economic Development.

The company produces vacuum valve bag fillers, air packers,

auger valve bag fillers and impeller valve bag fillers, plus several types of auxiliary equipment, primarily for the food, chemical and mineral industries.

In 2009, it acquired the bagging equipment division of Graphic Packaging International of Salt Lake City. Premier Tech has 4,700 employees in 28 nations, including at 47 manufacturing facilities in 16 countries. It has annual revenues of \$771 million.

The nearly \$19 million Utah expansion project will allow it to increase its manufacturing activities in the U.S., which currently accounts for 42 percent of revenues but less than 15 percent of production, according to Christian

Noel, the company's director of corporate development. The company will transform facilities in Utah, Alabama and Iowa, allowing it to better serve customers in Canada and the U.S.

Noel told the GOED board that it "makes no sense" to serve those clients only from Canada and the expansion will help the company meet its need to optimize the supply chain by increasing its footprint, floor plans and number of jobs and also modernizing its equipment.

The expansion is part of a five-year U.S. strategy that includes transferring technologies from Canada to the U.S. The Woods Cross location will get new

equipment and become a small research and development center as well as a client service hub.

The Woods Cross project is expected to result in new total wages of nearly \$23.5 million over 10 years and new state tax revenue of over \$1.8 million during that time. The average annual wage of the incentivized jobs is projected at \$77,303.

"Thank you for your commitment to the state," GOED board chair Carine Clark told Noel, "and it's exciting to have your business growing here."

Steve Neeleman, chair of the board's incentives committee, described Premier Tech as "a great company doing great things all over the world" and "a really cool company."

"Premier Tech is a terrific global company," Chris Roybal, president of the Northern Utah Economic Alliance (NUEA), told the GOED board. "This is an expansion that they could do in a lot of different places, so we're thrilled that they picked Northern Utah. Christian, we're pleased with our acquaintance with you and we expect to see Premier Tech do even more in the state of Utah over the coming years, so we look forward to their growth."

"We're pleased to have Premier Tech in Davis County," said Dan Hemmert, GOED's executive director, said in a prepared statement. "Premier Tech will add to Utah's growing manufac-

turing industry, and we wish them success as they continue their growth."

Bob Stevenson, a Davis County commissioner and co-chair of the NUEA, said the expansion project is an "important addition" to the Northern Utah manufacturing economy. "The company will find us a business-friendly region with an educational system that's responsive to industry needs," he said in a prepared statement.

Ben Hart, GOED deputy director, commended the work of NUEA, formed in 2019 to give Davis and Weber counties a stronger voice in Utah's economic development.

"It really needs to be a model for the entire state," Hart said. Davis and Weber counties, he said, are "just amazing counties that are doing great things, and Chris is helping to lead that charge ... and today we get to see a really great project come to fruition."

## Altitude Lab launches coalition of investors

Altitude Lab, a Salt Lake City incubator focused on early-stage life science and healthcare companies, has announced the launch of its Investor Coalition, a partnered network of leading healthcare venture capitalists to fund, mentor and provide resources for Altitude-incubated startups. Together, the Investor Coalition will support a diverse community of founders who are shaping Utah's rapidly growing healthcare innovation economy and aims to collectively invest \$50 million in Altitude's startups over the next three years, the organization said in a release.

Altitude Lab was founded in 2020 by clinical-stage biotechnology company Recursion and the University of Utah's PIVOT Center. It focuses on developing diverse and inclusive businesses to innovate lower-cost, higher-quality and more-accessible healthcare solutions.

Founding investors in the Coalition include of Alaa Halawa, Mubadala Capital; Andrea Jackson, Northpond Ventures; Austin Walters, SpringTide Capital; Greg Yap, Menlo Ventures; Jack Boren, Epic Ventures; Katelin Roberts and Dr. Branden Rosenhan, MedMountain Ventures; Keith Marmer, University of Utah Innovation Fund; Michael Schmanske, AngelMD; Nan Li, Obvious Ventures; Nathaniel Horwitz, RA Capital; Nickolas Mark, Intermountain Ventures; Zachary Bogue, DCVC; and Zavaïn Dar, Lux Capital.

"Lack of access to top-tier investors is a crippling gap for founders in nontraditional geographies or of underrepresented backgrounds," said Chandana Haque, executive director of Altitude Lab. "Support from experienced investors can completely

change the trajectory of a startup. It's our mission to connect founders from all backgrounds to the capital and resources that will propel them to not only compete but excel in a rapidly changing healthcare landscape."

To help founders navigate the unique challenges they face when scaling healthcare companies, each participating investor will provide ongoing mentoring and advisory to Altitude Lab founders and participate in quarterly demo and pitch events. Members of the Investor Coalition are varied in specialization to help entrepreneurs

build companies across the healthcare spectrum, including therapeutic, diagnostic, research tools and health tech verticals.

"We have backed transformative companies around the world that are reimagining healthcare and drug discovery. From our long-standing work with Recursion, it's clear that something special is happening in Utah," said Li, managing director at Obvious Ventures. "We are excited to deepen our involvement in the region and are looking forward to working with visionary companies coming out of Altitude Lab."

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## UIPA, Port of Long Beach sign agreement

The Utah Inland Port Authority (UIPA) and the Port of Long Beach have signed an agreement to work together to improve the flow of cargo to and from the major California gateway and the Utah logistics system. This is UIPA's second agreement with a West Coast international port that strengthens the connection and efficiency for goods movement.

The cooperative agreement focuses on reducing congestion and cost associated with cargo movement through the corridor by optimizing the existing on- and near-dock rail system of the Port of Long Beach to reduce dwell times and improve the speed and consistency of rail deliveries to and from Utah. UIPA will, in turn, develop transloading capacity within its jurisdiction to enhance import fluidity and increase export capacity from Utah businesses.

"This partnership is another critical connection as we work to streamline logistics for Utah and the Intermountain West," said Jack Hedge, executive director of Utah Inland Port Authority. "Working directly with the Port of Long Beach creates a synergy and stability that opens opportunities for Utah businesses to move goods more efficiently."

The Port of Long Beach is a leading gateway for international trade and a vital part of the nation's supply chain that reaches every region in the United States, Hedge said. Driven by pandemic recovery and increased online sales, the Port of Long Beach recorded its strongest April in history, moving 746,188 twenty-foot-equivalent units.

"This agreement is vital to the port's strategic goals to diversify

exports and create new partnerships that will help alleviate the unprecedented cargo surge we've experienced since last summer," said Mario Cordero, executive director of the Port of Long Beach. "Our enhanced on-dock rail facilities will be crucial in delivering cargo to Utah while also strengthening the port's competitiveness and reducing emissions."

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

"We are looking forward to collaborating with the Utah Inland Port Authority," said Long Beach Harbor Commission President Frank Colonna.

## Neese appointed president of Filevine

Filevine, a Salt Lake City platform for legal work workflow, has appointed Dean Neese as president and chief financial officer. With over three decades of experience at tech startups such as DocuSign, Kinetica, Qubole, Shape Security and Smarterville, Neese will drive financial and business strategy as the company enters its next phase of growth, the company said.

Most recently, as COO and CFO at Kinetica, Neese led strategic financial planning, business op-

erations, product development and people operations. Prior to that, he was CFO at Qubole and CFO at Shape Security.

"Dean is the ideal blend of strategy, finance and operations. His experience is perfect for Filevine as we enter this next stage of hyper-growth. He has the expertise and intuition to guide us through this exciting period while laying a strong foundation for Filevine's future," said Ryan Anderson, CEO of Filevine.

The announcement follows Filevine's acquisition of Outlaw, a contract lifecycle management company.

"Filevine is uniquely positioned to bring innovative, disruptive solutions to companies where legal work has been cumbersome, slow with bottlenecks, and disjointed," Neese said. "Filevine has all the components for sustained, break-out momentum — category-leading offer, triple-digit customer adoption, and a highly talented, passionate team."

## Regions Bank acquires SLC's EnerBank USA

Regions Bank, a Birmingham, Alabama-based banking company, has agreed to acquire home improvement lender Salt Lake City's EnerBank USA. EnerBank is one of America's largest specialized home improvement lenders supporting homeowners and contractors through products and digital financing solutions.

Regions Financial Corp. serves customers across the South, Midwest and Texas, and through its subsidiary, Regions Bank, operates more than 1,300 banking offices and 2,000 ATMs.

EnerBank has a nationwide reach, serving over 1 million homeowners since inception and currently serving over 10,000 contractors through mobile, online and phone-based point-of-sale lending options. With approximately \$2.8 billion in loan balances as of March 31, EnerBank's platform complements Regions' recent investments in mortgage and home equity lending services.

The acquisition also continues Regions' strategy of acquiring businesses that deliver important additional products for Regions' customers, the bank said. With the addition of home improvement lender EnerBank, Regions Bank expands its suite of lending services to homeowners by adding point-of-sale home improvement financing capabilities.

"We are thrilled the EnerBank team will be joining Regions as we accelerate our strategy to serve as the premier lender to homeowners by offering more innovative financial solutions that prioritize ease of use and deliver a positive customer experience," said Scott Peters, senior executive vice president and head of the Consumer Banking Group for Regions Bank. "We have thoughtfully evaluated the home improvement point-of-sale lending space for a number of years, and we believe this is the right partner at the right time to deliver on our vision. EnerBank's platform and skilled financial professionals, combined with the reach and experience of Regions' consumer banking teams, will help us deepen relationships with clients while reaching new customers with convenient home improvement lending options."

"EnerBank USA serves homeowners and home improvement contractors in all 50 states, including Regions Bank's markets across the Southeast, Texas and the Midwest. By joining the team at Regions, we have a tremendous opportunity to connect more clients with custom-tailored home improvement lending options," said Charlie Knadler, president and CEO of EnerBank USA. "For nearly 20 years, EnerBank's point-of-sale loan programs have helped contractors grow their businesses by delivering attractive payment options for their customers while allowing homeowners to maintain and improve their most important investment. This combination with Regions brings together the strengths of two great companies that are putting customers first."

Knadler and EnerBank's team will join Regions as part of its Consumer Banking Group reporting to Peters. EnerBank will maintain its headquarters presence in Salt Lake City.

Terms of the acquisition were not disclosed.

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## Zions Bank speakers series set

Zions Bank has announced the launch of the Zions Bank Community Speaker Series with the first event scheduled for noon on June 22. The virtual series is aimed to build inclusive cultures in the communities Zions Bank serves, the bank said.

In honor of Pride Month, the inaugural event will explore the personal, professional and policy-related experiences of members of the LGBTQIA+ community. Zions Bank president and CEO Scott Anderson will offer welcome remarks and Sui Lang L. Panoke, senior

vice president of diversity, equity and inclusion, will host the event. Panelists include former Salt Lake City mayor Jackie Biskupski; Idaho Rep. John McCrostie; Equality Utah executive director Troy Williams; and Jackie Cole, inclusion champion for Zions Bank's Idaho Resort Region. Chad Dilley, senior vice president and chair of Zions Bank's LGBTQIA+ Business Forum, will moderate the discussion. The Zoom event is free to the public and a registration link is available by emailing events@zionsbank.com.



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## CVS to open six MinuteClinic locations

CVS Health, a Woonsocket, Rhode Island-based chain of pharmacies and clinics, is opening six MinuteClinic locations in Utah. MinuteClinics are walk-in medical clinics inside CVS Pharmacy stores providing affordable care for a wide variety of acute, wellness and chronic disease care for patients ages 18 months and older. The walk-in clinics have expanded night and weekend hours with no appointments necessary. MinuteClinic, with 1,100 locations in 35 states, also provides options for telehealth visits.

"We're focused on helping increase access to high-quality, affordable healthcare for people in the communities where they live and work," said Sharon Vitti, president of MinuteClinic. "We look forward to MinuteClinic being a convenient resource for Utahns, both in-person and virtually, as how people access care continues to evolve."

The new MinuteClinic locations will be located inside CVS HealthHUB locations, the company's new store format. "CVS HealthHUBs locations were developed to help people manage chronic conditions more conveniently and affordably by improving the overall patient experience and featuring a wide array of acces-

sible health and wellness products, clinical services and expertise," the company said.

MinuteClinic is staffed by nurse practitioners and physician assistants who specialize in family healthcare and can diagnose, treat and write prescriptions for common illnesses; treat wounds, abrasions and sprains; and administer common vaccinations.

Prevention and wellness services offered at MinuteClinic include screening and monitoring for diabetes, sleep apnea, high blood pressure and high cholesterol, tuberculosis (TB) testing, contraceptive care, motion sickness prevention and smoking cessation. CVS HealthHUB locations also offer expanded services at MinuteClinic such as annual diabetic exams, including retinopathy screenings, end-to-end sleep apnea solutions and phlebotomy services.

The six new Utah CVS HealthHUB locations can be found in West Jordan, West Valley City, Sandy, Ogden, Roy and Highland.

CVS HealthHUB locations also feature an on-site care concierge who can help educate customers about new service offerings, navigate in-store services and connect them to a team of healthcare providers.

## Galileo names White as CEO

Galileo, an application programming interface for card issuing and digital banking and a subsidiary of SoFi Technologies Inc., has announced it has named Derek White as its new CEO. White succeeds Galileo CEO and founder Clay Wilkes, who becomes vice chair of Galileo and remains a member of the board of directors of SoFi.

White most recently was vice president of global financial services at Google Cloud, responsible for partnering with banks, insurance companies, fintechs and other financial services.

"Galileo and SoFi have made tremendous progress over the last year since closing and I cannot thank Clay enough for building such a phenomenal company and critical technology over the last 20 years. At the time of our acquisition of Galileo, Clay and I discussed a succession plan and I am excited for Clay as he steps into the role of vice chairman of Galileo, with Derek taking his place," said Anthony Noto, CEO of SoFi. "Following an extensive search, it became clear to me, Clay, Galileo and SoFi leadership as well as the board, that Derek is the perfect choice to lead Galileo into the future. His stellar track record of fostering and driving innovation across the global fintech ecosystem will benefit the entire Galileo team and customer base. Derek

will lead Galileo to use its proven solutions, technology and expertise to drive continued success and customer adoption to bring Galileo into its next chapter."

"I'm privileged and honored to take the reins from Clay at a time when Galileo has never been stronger or more focused, now powering so many global leaders in fintech and digital banking," said White. "The excitement and momentum at Galileo are palpable. As Galileo continues to shape the future of fintech, I look forward to working with Galileo's outstanding clients and the talented Galileo team to accelerate our steady stream of technology innovation, creating tremendous value for our clients, their customers, our employees and every Galileo stakeholder."

White brings to Galileo more than 20 years of experience in building and transforming financial services. Prior to Google Cloud, he served as the vice chair and chief digital officer for U.S. Bank. Earlier in his career, White was the global head of client solutions for BBVA. He also held leadership roles at Barclays, including chief design and digital officer.

White holds an MBA from the Wharton School of the University of Pennsylvania and a bachelor's degree from Utah State University. He lives in Utah with his wife and their four children.

## SimpleNexus tabs new CEO

SimpleNexus, a developer and marketer of a homeownership platform for loan officers, borrowers, real estate agents and settlement agents, has named Cathleen Schreiner Gates, the company's current president, as CEO. She will replace founder Matt Hansen, who will remain highly involved in the firm's operation as he leads a task force of software developers and sales staff that specializes in tackling high-priority projects.

"SimpleNexus started as a passion project — an app to help my brother-in-law expand his mortgage business — and it has since grown beyond anything I originally imagined," said Hansen. "Over the past seven years, I've had the great pleasure of building a better homebuying experience for consumers and lenders with the help of hundreds of dedicated, passionate professionals.

"Now, by placing the leadership of SimpleNexus into Cathleen's highly capable hands, I have the opportunity to return to the work that brings me the most joy: focusing on the voice of the customer and rolling up my sleeves to lead projects that translate our users' needs into reality," Hansen

continued.

"As CEO, Schreiner Gates will guide SimpleNexus to set the bar for what a homeownership platform should be as she leads operations and strategic decision-making," Hansen said.

Schreiner Gates joined SimpleNexus as a board member in April 2020 and was named president in September 2020. Previously, she served as executive vice president of sales and marketing at digital mortgage technology provider Ellie Mae. During her tenure, Ellie Mae spent six consecutive years on the Deloitte Technology Fast 500 and negotiated a \$3.7 billion purchase by private equity firm Thoma Bravo.

"Early on I recognized that SimpleNexus is more than another technology tool for lenders. Our team's empathy for our customers and enthusiasm for continuously improving the homebuying process is driving SimpleNexus to develop innovative tools that are fundamentally changing the mortgage experience for the better," said Schreiner Gates. "I am excited to continue helping SimpleNexus chart its course as a mortgage technology game-changer."

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# Innovate Utah

## NEW IDEAS, PRODUCTS AND SERVICES FROM UTAH COMPANIES



**Convergent Concrete Technologies**, an Orem-based supplier of concrete treatments and products, has introduced a new line of concrete densifier and hardener products that use an ionic transfer process instead of the age-old silica process widely in use. Concrete densification and hardening is a process that prepares and strengthens concrete surfaces, such as warehouse floors and other high-traffic areas, for heavy use. Using Convergent's proprietary STRiON technology, the company will first release its STRiON:Fortify densifier.

Calling the old silica method a laborious, error-prone process, Convergent said the STRiON process is a game-changer for the concrete industry.

"It's the single biggest advancement I've seen in more than 40 years in this industry," said **Dal Hills**, founder of Convergent. "STRiON products are the easiest densifiers to apply — and the most efficient, which is a boon for contractors, facilities managers, owners and architects."



STRiON's ionic transfer process disperses the product deep into concrete to make it more resilient, resistant to traffic, dustproof, easy to clean and prepped for polishing, Hills said. It is also exceptionally easy to apply and can be used in temperatures as low as 25 degrees F. Despite its clean and simple application process, Convergent said the results are still premium-grade.

"STRiON:Fortify transforms our understanding of the densifier market, evolving away from the silica-dependent reactions of the past. This is like introducing a brand-new mode of transportation rather than putting new wheels on the same vehicle," said Kason Hills of Convergent. "Nothing's ever come close to the performance and ease of use we're seeing with this technology and STRiON:Fortify."

American Fork-based **Domo**, a cloud-based platform that offers business intelligence and analytics, has rolled out **Domo Everywhere** that updates components of its existing embedded analytics solutions and makes available new capabilities to deliver a more powerful experience for organizations to improve customer experiences and create new revenue streams leveraging Domo's platform.



"Domo is pushing external BI (business intelligence) beyond the traditional places that analytics content is embedded and the value that is received," said **Jay Heglar**, chief business officer at Domo. "With Domo Everywhere, we're giving customers an easy way to create, deliver and monetize high

value-data solutions in a fraction of the time it would normally take and with a fraction of the resources required of any other approach."

Learning technology company **eLearning Brothers** has released the learning module development application **Lectora Desktop 21**, which the Orem



company said has been reimagined and redesigned to conquer modern business challenges. Its innovations include new modular development functionality to accelerate e-learning development and a redesigned user interface that improves authoring efficiency. "Lectora is known in the e-learning authoring community for power, versatility and accessibility," said **Chris Willis**, product director for Lectora at eLearning Brothers and co-host of the Lectora 21 release webinar. "In order to fulfill our brand promise, we knew we also had to make it easier to get started in Lectora for the first time, then quickly realize business value." The Lectora Desktop 21 features will soon be available within Lectora Online.

**Elute Inc.**, a Salt Lake City medical technology company that develops drug delivery devices designed to prevent and treat surgical bone infection, has received authorization from the FDA to use its **EP Granules with Tobramycin** in clinical trials. The authorization allows trials of a bone void filler that delivers an antibiotic to bone infections following hip or knee replacements. "We are pleased that the supporting pre-clinical data ... of EP granules we presented to the FDA merited the approval of our [Investigational Device Exemption]. We believe that the authorization ... will enable further evaluation of this new product to support a future premarket submission, with significant potential to improve patient care and satisfaction," said **Dr. Ashok Khandkar**, president and CEO of Elute.



Portable energy company **Goal Zero** of Riverton has introduced the **Yeti 1000X Portable Power Station**. The rechargeable battery pack gives consumers the power needed to run medium to large appliances but is portable enough to pack in the car for recreational use. "Since creating the power station category, we've seen a tremendous increase in interest and demand for our Yeti products. The addition of the Yeti 1000X meets that demand and gives consumers a size that is powerful, versatile and affordable," said **Bill Harmon**, general manager at Goal Zero. "Whether it's running a refrigerator or CPAP machine during a power outage or throwing it in the car to power your next trip, consumers will love the versatility of the Yeti 1000X."



St. George-based **TCN Inc.**, a provider of a cloud-based call center platform, has launched "**Understanding STIR/SHAKEN**," an online guide that breaks down the rules related to the Secure Telephone Identity Revisited/Signature-based Handling of Asserted Information Using toKEN (STIR/SHAKEN) framework for combatting illegal caller ID spoofing, which takes effect June 30. It also addresses the FCC rules of the Telephone Robocall Abuse Criminal Enforcement and Deterrence (TRACED) Act for businesses that are unable to implement STIR/SHAKEN right away. "Every day, Americans receive millions of fraudulent, unwanted phone calls, including calls with malicious intent that 'spoo' or falsify caller ID information," said **McKay Bird**, chief marketing officer at TCN. "STIR/SHAKEN is an important and needed step toward restoring the trust of Americans in their voice networks."

**SixFifty**, a legal documentation technology company based in Midvale, has released **Employment 2.0**, a new offering to help businesses manage the legal challenges raised by the future workplace. Employment 2.0 includes an automated employee handbook; automated COVID workplace policies; hybrid working policies and tools to help companies manage a remote workforce; and diversity, equity and inclusion policies to help companies build a diverse and welcoming workforce. "The dust is settling on what the employment landscape will look like moving forward, and it's much more complicated and dangerous than before," said **Kimball Dean Parker**, CEO of SixFifty. "Our goal is to build the definitive legal resource that companies can use to lay the foundation for a workforce that is remote, mobile, safe and diverse."



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Property professionals can now save significant time estimating and managing water mitigation and interior and exterior claims with **SmartScope**, a new feature in Verisk's Xactimate and XactAnalysis solutions. Lehi-based **Verisk** is a global provider of predictive analytics and decision-support solutions for property management. The feature guides property professionals through the estimating and repair process. Estimators simply answer dynamic questionnaires, apply line items, select property characteristics and then SmartScope automatically calculates repair costs. "Verisk and Xactware remain committed to helping property professionals shorten workflows with higher-quality and more efficient outcomes," said Xactware President **Mike Fulton**. "We couldn't be more pleased to introduce this new set of tools to greatly enhance efficiency, speed, quality and consistency throughout the estimating and claims management process."



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# UTAH COUNTY UPDATE SPONSORED BY CENTRAL BANK

## Growth soaring in Eagle Mountain

Our community continues to gain recognition as the future of growth in Utah County. It comes as no surprise to those of us who have been working hard to set the tone for business development, housing and efficient government.

In the most recent U.S. Census Bureau estimates, Eagle Mountain was found to have just over 42,000 residents. That makes us the fourth-largest city in Utah County and puts Eagle Mountain in the top 20 cities for population in the state of Utah.

Given Eagle Mountain's growth, we find ourselves on the cutting edge of community planning while working to attract investment from some of the world's most recognizable brands.

Last year, Facebook announced it would be constructing an expansion of its data center in Eagle Mountain. That facility is expected to be operational around the end of 2022 and add more full-time employees once the next project phase is completed.

The \$1.9 billion investment Facebook is making in our community will contribute funds toward affordable housing and has already paid dividends for community parks and infrastructure needed to keep up with growth.

Eagle Mountain, however, did not want to stop with Facebook.

What can be described as another enterprise-level data center is also locating here. This project, expected to be situated in the Sweetwater Industrial Park adjacent to the Facebook data center, will be another major investment in Eagle Mountain by a household brand name. The city anticipates a capital investment of \$600 million for the proposed 300,000-square-foot data center during Phase 1 of the project. Building of this new facility will create

around 1,000 construction jobs. The site will host 30-50 full-time employees once complete. It should be noted the company has left room for additional phases in future years.



**TOM WESTMORELAND**

These projects have been positive for Eagle Mountain, but the economic benefits extend to the rest of Utah County. Businesses that support the data centers, construction companies and retail locations are all benefitting from additional dollars now circulating in the local economy.

One gas station and convenience shop recently reported that their Eagle Mountain location is the top-performing store in the state. This is a direct result of construction work in the area, combined with organic growth.

But Eagle Mountain's major projects should not overshadow some of our smaller — and very necessary — economic development wins. A new Maceys grocery store, Dollar Tree, McDonald's and AutoZone have either just opened or are expected to open soon.

This is good news for newer residents of Eagle Mountain — and there are plenty of them. In fact, our city has processed 1,474 new home permits over the past fiscal year. Eagle Mountain expects at least that many in the coming fiscal year. These figures translate to about 6,300 new residents on an annualized basis.

This is even more amazing when considering some of the supply shortages and anticipated price inflation reported across the country. Challenges presented by COVID-19, as well as market friction following the state of Utah's pandemic reopening, have not slowed Eagle Mountain's home construction. The city astonishingly reported a year-over-year increase in homebuilding projects between fiscal years 2020 and 2021.

New homes, new residents and new retail establishments are not only the result of Eagle Mountain's data centers. Development is also an extension from another major business undertaking: the Tyson Fresh Meats project. Construction, which broke ground in late 2019, is nearing completion.

Tyson is known for being one of the nation's major food processors and expects 800 jobs will be necessary to operate their Eagle Mountain site. That number could be expanded to 1,200 jobs in the not-too-distant future. The company expects to begin operations at the Eagle Mountain facility this year. Those employees will need a place to call home and Eagle Mountain is confident the city can meet the demand.

But with major employers locating in Eagle Mountain, a greater need for infrastructure is present. More efficient access to the Salt Lake City International Airport, the metro's interstate system and the Utah Inland Port tops the list for businesses and residents alike.

That is why Eagle Mountain was thrilled following a major announcement in state transportation funding. In May, \$350 million was designated for the Mountain View Corridor project. Its completion will significantly benefit Eagle Mountain and the surrounding region. This section of Utah County has never seen an investment of that size in transportation. This new section of freeway will parallel Redwood Road, extend through Camp Williams and connect with the upper section of Mountain View at Porter Rockwell.

With the June opening of Mountain View Corridor north from 4100 South to SR-201 in Salt Lake County, Eagle Mountain residents will be able to access the Mountain View Corridor at Pony Express Parkway or SR-73 and, if all goes to

plan, be able to drive to the airport without using I-15 in a few years.

Each of these projects is exciting on its own. Combined, we believe something special is happening in our community. Eagle Mountain City anticipates a continuation of creative and dynamic economic development efforts for years to come. At the same time, we are staying mindful of our community's desire to have a rural feel.

Only 20 percent of Eagle Mountain's available land has been developed. This leaves tons of room for new projects that can ultimately set the tone for the future of business in Utah County. When combined with conservation, this can be a great place to call home.

In years past, Eagle Mountain has been considered a rural northwest corner of a county primarily developing along the I-15. That is no longer the case. We are now a community where Utahns can raise a family, have a career, send their children to good schools, experience open spaces and work with major employers to grow and change.

We invite the business community to get curious about Eagle Mountain. Drive our new roadways, check out our new schools, take a look around our housing developments and enjoy our recreational spaces.

Well-managed and balanced growth is here. Find yourself in Eagle Mountain.

Tom Westmoreland was elected mayor of Eagle Mountain in 2017 after serving on the city council for four years. He served a mission for The Church of Jesus Christ of Latter-day Saints in Indiana and attended Utah Technical College (now Utah Valley University). Prior to being elected as full-time mayor of Eagle Mountain, he worked in business development, primarily in the advertising and publishing industries. He and his wife, Rebekah, a nurse, have nine children.



A rendering of the Facebook data center in Eagle Mountain, Utah. The facility is situated with the Sweetwater Industrial Park.



The Tyson Fresh Meats project is under construction and expected to begin operations this year. Once complete, 800 positions will be filled.



# Industry Briefs

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

## BANKING

• **D.L. Evans Bank** has hired **Shay Munk** as assistant vice president branch manager for its branch at 312 W. Main St., Tremonton. He will be responsible for directing and administering the operational and commercial lending efforts of the branch and he will assist customers with commercial lending requests. Munk has been in the financial industry for over eight years and he earned his bachelor's degree in finance at Utah State University.



Shay Munk

## ECONOMIC INDICATORS

• **Utah** is ranked No. 22 among a list of "best states for nursing professionals in 2021," compiled by **The Senior List**. It used the latest data from the Bureau of Labor Statistics, Census Bureau and Projections Central. The rankings were determined by analyzing income, projected job growth and housing costs in each state for different types of nurses. Nurse practitioners in Utah earn

\$111,200 on average and by 2028 jobs for home health and personal care aides are projected to grow by 50.9 percent. The average wage for home health/personal care aides in Utah is \$27,340. Nursing assistants make an average of \$29,740. Registered nurses average \$67,180. In a breakout list of combined nursing professional employment (per 1,000 jobs), Utah was last, at 35. New York was tops, at 85.6. The highest-ranked state overall is New York, The lowest-ranked is Alabama. Details are at <https://www.the-seniorlist.com/research/nursing-jobs-wages-state-rankings/>.

• **Salt Lake City** is ranked No. 29 on a list of "Best Cities to Get (and Stay) Married," compiled by **LawnStarter**. It compared the 150 biggest U.S. cities across 11 key indicators of nuptial success. Fremont, California, led the rankings. Worcester, Massachusetts, was No. 150. Details are at <https://www.lawnstarter.com/blog/studies/best-cities-get-married/>.

• **Half of Utahns** plan to vacation within the state this summer, according to a survey conducted by **OnePoll** and commissioned by **Cooper Tires**. Those travelers will drive no more than 115 miles to get to their destinations this summer. For the first time since the COVID-19 pandemic began, 63 percent will be leaving their homes for more than two days this summer.

• **Park City** tops a list of "10

best places to retire in Utah," compiled by **SmartAsset**. Its seventh annual study considered four criteria, including tax burden, access to medical care and opportunity for recreation and social activity. Following Park City are, in order, Salt Lake City, Bountiful, Ivins, Washington, Cedar City, Vernal, Logan, Price and Ogden. Details are at <https://smartasset.com/retirement/retirement-calculator#Utah>.

• Sixty-six percent of **young Utah entrepreneurs** worry they won't be taken seriously when starting a business because of their youth, according to a study conducted by **OnePoll** and commissioned by **Herbalife Nutrition**. The national figure is 62 percent. The average age Utah respondents say is the best to start a business is 30. Forty-eight percent of young Utahns would like to work in clothing/apparel, perhaps launching their own fashion labels. In second place was starting up in the food service industry (43 percent), followed by wellness and fitness (28 percent), technology (28 percent), professional services (25 percent), trade (20 percent), and education (19 percent).

## EDUCATION/TRAINING

• The **Center for Growth and Opportunity** at Utah State University has hired **Mia Love** as national outreach director. She will drive the CGO's national coalition-building efforts in immigration, the environment, and technology and innovation. Love is a former U.S. representative, elected in 2014 and serving two terms, and also served on the city council and was elected mayor in Saratoga Springs. Love currently is a CNN correspondent, has been serving as a nonresident senior fellow at The United States Studies Centre at the University of Sydney, and is a fellow of the Institute of Politics and Public Service at the McCourt School of Public Policy at Georgetown University. The Center for Growth and Opportunity is an economic research center focused on immigration, technology and the environment, with an emphasis on innovation and collaboration.



Mia Love

## EXPANSIONS

• **Kiln**, a flex-office and coworking company with locations in Salt Lake, Lehi and Park City, as well as Boulder, Colorado, has announced it will open this winter at 1120 S. Rackham Way, Suite 300, Meridian, Idaho. The 50,000-square-foot layout will

accommodate teams range from two to 50. Kiln Boise is being built in partnership with **Ball Ventures Ahlquist**.

## FITNESS

• **ICON Health & Fitness**, a Logan-based fitness software, content and equipment company, has changed its name to **iFIT Health & Fitness Inc.**, after the company's proprietary software platform. The company said the change "reflects iFIT's commitment to delivering personalized connected health and fitness experiences to its growing community." It has more than 5 million members in 120 countries. Its brands are NordicTrack, ProForm and Freemotion.

## GOVERNMENT

• Gov. Spencer Cox has appointed **Rich Saunders** as Utah's first-ever chief innovation officer. In his new position, Saunders will take a lead role in supporting the Cox-Henderson commitment to aggressively upgrade state



Rich Saunders

government efficiencies, innovations and responsiveness to Utah residents. Saunders has served as executive director of the Utah Department of Health. He joined the department in 2015, where he was a consultant in Medicaid. He joined the agency's executive leadership team in 2017. In response to the COVID-19 pandemic, Saunders was appointed as chief deputy, and in August 2020, he was appointed as interim executive director. In that role, he served in the leadership of the state's Unified Command. He was installed as executive director in February. Prior to his service in state government, Saunders was an organizational health consultant and founder of multiple businesses in the private sector. Saunders will retain his role as incident commander over the state's pandemic response and will remain engaged as part of the effort to consolidate the Department of Health and the Department of Human Services into the Department of Health and Human Services. **Tracy Gruber**, current executive director of the Department of Human Services, has been named as executive director of the Department of Health and



Tracy Gruber

Human Services. Gruber previously was director of the Office of Child Care at the Utah Department

of Workforce Services and senior advisor for the Intergenerational Poverty Initiative. Prior to joining DWS, Gruber was the senior policy analyst and director of state fiscal policy at Voices for Utah Children. Gruber's work experience also includes serving as an analyst in the Illinois Senate, overseeing a public employee retiree organization, and administering the Utah State Bar New Lawyer Training Program. **Nate Checketts**, currently a deputy director at the Department of Human Services,



Nate Checketts

will take over as interim executive director of the Department of Health. Checketts previously was a deputy director at the Utah Department of Health. He coordinated Utah's COVID-19 testing efforts for the first year of the state's pandemic response and was Utah's Medicaid director. He has also previously been Utah's CHIP director, a budget analyst in the Governor's Office of Planning and Budget, and a senior auditor for the California State Auditor's Office. Checketts has a master's degree in public administration from Brigham Young University.

## HEALTHCARE

• **ASEA**, a Salt Lake City-based company focused on cellular health, has appointed **Meredith Tieszen** as senior vice president of ASEA Americas and **Howard Chow** as regional vice president of ASEA Asia. Tieszen will lead

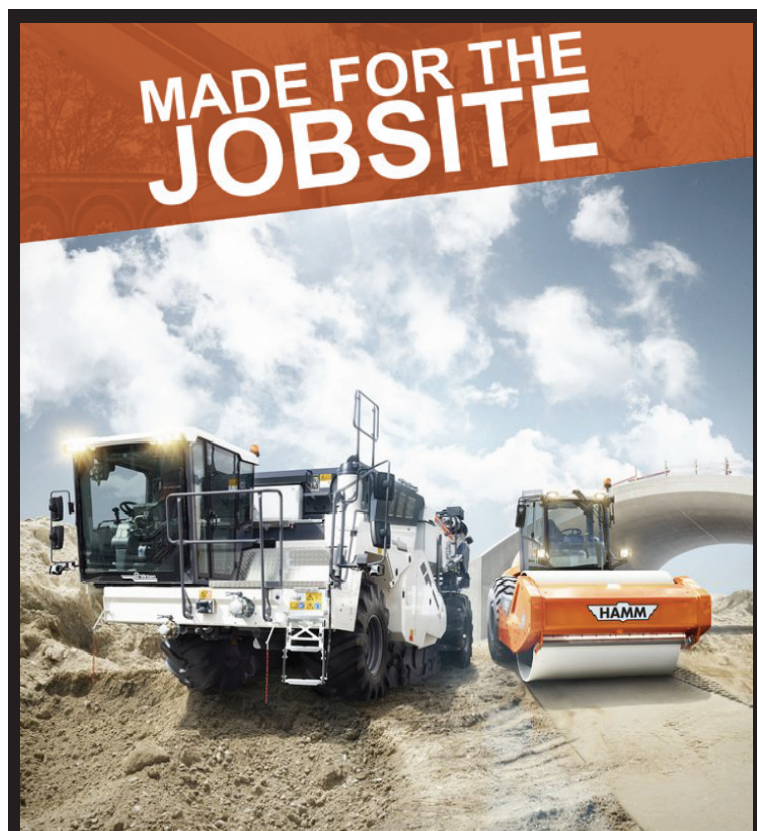


Meredith Tieszen

the ASEA sales team across the Americas, including North and Latin America, and Chow will manage and grow sales in Asia. Tieszen has been a senior sales executive for over 18 years with high-level business experience working with organizations ranging from startups to large organizations. She brings senior leadership experience in sales systems and programs from within the network marketing industry to her role at ASEA. Chow joined the company in 2019 as sales director for ASEA Hong Kong, bringing more than 20 years of experience



Howard Chow



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# Industry Briefs

from previous page

from top-10 worldwide network marketing companies, manufacturing, and local and overseas property development. He has worked in Hong Kong, Macau and the United States, and has led sales management and promotion incentives in eight countries across Asia.

• **South Texas Accelerated Research Therapeutics (START)**, based in San Antonio, has announced the creation of its newest site, **START Mountain Region** in Salt Lake City. The START Mountain Region program has been created in partnership with **Utah Cancer Specialists**, consisting of 19 oncologists. START, with the support of 20 early-phase drug research physicians, conducts Phase I clinical trials for anticancer drugs in San Antonio; Grand Rapids, Michigan; and Madrid, Spain.



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## INVESTMENTS

• **RET Ventures**, a Park City-based venture capital firm focused on technologies for the multifamily, single-family rental (SFR), homebuilding and broader real estate asset classes, has closed its second round. The oversubscribed \$165 million fund will complement RET's \$109 million initial fund raised in November 2018. Its investors include more than 40 multifamily and single-family real estate owners, operators and developers in North America who serve as technology development partners and customers for the start-ups RET invests in. Participants in RET Ventures Fund II include affiliates of major multifamily real estate investment trusts (REITs), including **Essex Property Trust Inc.**, **Invitation**

**Homes Inc.**, **Mid-America Apartment Communities Inc.** and **UDR Inc.**, and as well as private owners and managers such as **BH Management**, **Bozzuto**, **Cortland**, **Edward Rose & Sons**, **Greystar Real Estate Group**, **Starlight Capital**, **Starwood Capital Group** and **Waterton**.

• **Tula Health**, based in Kaysville, recently raised \$24.1 million in debt and equity financing from two venture firms: **Springtide Ventures** and **Sandbox Capital Advisors**. Springtide is a health tech venture firm based in Utah and Boston, and Sandbox Capital Advisors is based in Salt Lake City. The investment came in two stages. In December, Tula received \$17 million from Springtide Ventures, and in April, \$7.1 million was invested by Sandbox Capital Advisors. The funds will be used to grow inventory, as well as hiring and training additional staff. Tula Health offer on-call support, hardware and software to help their customers manage chronic health conditions such as Type 2 diabetes.

## LAW

• **Parsons Behle & Latimer** has hired associate **Patrick J. Neville** for the firm's Intellectual Property Litigation practice team in its Salt Lake City office. Neville assists clients in issues of patent infringement, trademark infringement, trade secret misappropriation, false advertising and unfair competition. He is a recent graduate of the S.J. Quinney College of Law at the University of Utah.



Patrick Neville

## OUTDOOR PRODUCTS/ RECREATION/SPORTS

• Former Utah Gov. **Gary Herbert** has joined **Teton Sports**, a Salt Lake City-based provider of camping, hiking and backpacking gear, as chairman of its advisory council. Herbert recently agreed to serve as executive chair of the Utah Valley Chamber of Commerce.



Gary Herbert

## PHILANTHROPY

• **Zions Bank** is accepting nominations from the public until July 15 for its **"Paint-a-Thon"** service project, which involves its employees sprucing up homes for low-income elderly, disabled

and veteran residents in communities across Utah and Idaho. Typically, homes are referred to Zions Bank by city and state housing agencies, aging services, community organizations and local churches. This year, the public is invited to nominate up to 20 of the 41 homes employees will scrape, paint and landscape. Details are at [zionsbank.com/paintathon](http://zionsbank.com/paintathon).

• **Daz 3D**, the Salt Lake City-based sister brand of **Tafi Co** and focused on 3D digital art, has released its latest non-fungible token (NFT) in partnership with **The Diigitals**, an all-digital modeling agency. Building on their prior NFT collaboration in support of Black Girls Code, The Diigitals and Daz are releasing an NFT designed in collaboration with Asian and Pacific Islander artists to showcase the Asian American and Pacific Islander experience. To provide further benefit to the cause, Daz 3D will release an exclusive bundle of 3D content on its leading Daz 3D digital content marketplace. All proceeds from the NFT sales, both primary and secondary, and 50 percent of the 3D content sales on the Daz 3D marketplace will be donated to **Stop AAPI Hate**, an organization addressing anti-Asian racism.

• **IheartImind**, an affiliate of Salt Lake City-based residential solar installation company **Go Solar**, recently released an updated impact statement data for 2019-2021 that shows the overall progress both organizational entities have made toward bringing quality education, clean solar power and economic empowerment to people in Uganda. The impact statement reveals 138 more living-wage jobs for the Ugandan economy, 29,609 more meals, 78 more solar-powered households, and quality education/healthcare for 156 more students in IheartImind's Ugandan solar-powered boarding school. It also included clean water for 350 more people, safe housing for 45 more children via IheartImind.org's scholarships and boarding school, 16,380 more meals for the boarding school's students and staff, 1,200 more pounds of donated clothing, and 277 more micro-finance solar products.

## REAL ESTATE

• Construction has begun on **Canyons Village Employee Housing** in Park City. It was announced by **Canyons Village Management Association Inc.** and **Columbus Pacific Development LLC**. It will offer more than 1,100 residents year-

round, flexible housing options as **Canyons Village at Park City Mountain** continues its expansion. A public-private partnership between CVMA, CPD and **Summit County**, the venture is on 7.7 acres in the Lower Village. It will accommodate 1,107 employees across 789 bedrooms, seven buildings, four unit types and three distinct and flexible living arrangements. A phased opening is expected to begin in the summer of 2022, with a final completion date in December 2023.

• **Colliers Utah** has hired **Spencer Strong** as part of the Jarrod Hunt Industrial Team in Utah County. Strong will focus on tenant representation, landlord



Spencer Strong

representation and investment sales in the land and industrial markets. Strong began his career in the residential market while finishing his finance degree from the Brigham Young University Marriott School of Management. He then worked almost exclusively alongside Millcreek Commercial Properties and their retail and medical properties before joining Hunt's team.

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## SCHOLARSHIPS

• **Fox Pest Control**, a Logan-based provider of commercial and residential pest control services, is offering a \$2,000 scholarship to a student who is a standout leader and steward in their community, giving back through volunteer service and projects. The scholarship is open to U.S. citizens in Fox Pest Control service areas who are either high school or college students with a current GPA of 2.5 or higher and who plan to be full-time college students in fall 2021. The application deadline is Aug. 1. Details are at [www.fox-pest.com/scholarship](http://www.fox-pest.com/scholarship). Fox

Pest Control operates more than 25 branches across 14 states.

## TECHNOLOGY/ LIFE SCIENCES

• **Salty Dot Inc.**, a Salt Lake City-based insurance technology company, has announced that **Mike Maroone** has joined its board of directors. Maroone has more than four decades of experience in auto retail and currently



Mike Maroone

serves as CEO of **Maroone USA**, which operates auto dealerships in various markets across Colorado and Florida. He also participates in multiple ventures in the automotive, healthcare, aviation, insurance, and real estate sectors. Maroone is a former president, COO and board member of AutoNation and is the lead director at Carvana. He also serves on three other boards: chairman of Cleveland Clinic Florida, and a member of the Cleveland Clinic Enterprise board and MDH board.

• **Pluralsight Inc.**, a Draper-based technology workforce development company, has promoted **Will Clive** to chief people officer. He previously was vice president of people. Clive joined



Will Clive

the company in 2015 and has served in several strategy and operational roles across the company. Prior to joining Pluralsight, Clive spent several years working in the financial services industry across a variety of roles and firms, including Goldman Sachs & Co. He holds a Master of Business Administration and a bachelor of science in finance from Brigham Young University.

• **Code Corp.**, a Salt Lake City-based company focused on barcode scanning and data



Justin McKelvy

capture technologies, has hired **Justin McKelvy** as senior manager of data and infrastructure. With an extensive background in data analysis and system architecture, McKelvy most recently was vice president of technology for ETTMA.





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# Calendar

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

## 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. Another tournament will take place July 18, 7:30 a.m.-3 p.m. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## June 21, 10-11 a.m.

**"Monday Mashup,"** a weekly open discussion offered by the Women's Business Center of Utah. Details are at [wbcutah.org](http://wbcutah.org).

## June 21, noon-1:30 p.m.

**"Starting Your Business 101,"** a Mill at Miller Campus event that takes place online. Free. Details are at <https://event.webinarjam.com/register/95/yyv76b50>.

## June 21, 12:30-1:30 p.m.

**"U.S. Government Non-Dilutive Funding Opportunities,"** a BioUtah event focused on consulting firm Government to Growth Consulting (G2G) and its monthly Government Bioscience Grants (GBG) Report with non-dilutive funding opportunities of interest to BioUtah members. G2G also will be a resource for connecting companies to these resources. Speakers include Liz Powell, founder and president, G2G Consulting; Greg Kapcar, public affairs director; and Aditya Girish, government affairs assistant. Event takes place online. Free. Details are at <https://members.bioutah.org/events/details/non-dilutive-government-funding-opportunities-5503>.

## June 22, 9 a.m.

**"New Rules for E-Commerce in Europe,"** presented by the U.S. Commercial Service and focusing on new rules that take effect in July. Speakers include Rose-Marie Faria, U.S. Commercial Service, France; Britta Eriksson, CEO, Euro VAT Refund Inc.; Jelle de Rooij, senior manager of supply chain solutions, HIDC; and Soufyan Lamdini, compliance expert, Certification Experts. Free. Details are at <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QLS>.

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

**Women in Business Luncheon**, a South Valley Chamber event. Speaker is Salt Lake County Sheriff Rosie Rivera. Location is Ikea, 67 Ikea Way, Draper. Open to the public. Cost is \$20.

Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**"I Can't Find Any Employees. Now What?"** part of the ChamberWest Professional Development Series. Panelists are Chuck Krivanek, primary people person, Complete Recovery Corp.; Taud Olsen, vice president of people, Boostability; and Taylor Gooch, training manager, Varex Imaging. Location is TownePlace Suites by Marriott West Valley, 5473 W. High Market Drive, West Valley City. Cost is \$30. Details are at [chamberwest.com](http://chamberwest.com).

## June 22, 11:45 a.m.-1 p.m.

**Women in Business Luncheon**, an Ogden-Weber Chamber of Commerce event. Speaker is Jennie Taylor of Rising Stars. Location is The Monarch, 455 E. 25th St., Ogden. Cost is \$20 for WIB Committee members, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## June 22, noon

**Zions Bank Community Speaker Series**, designed to build inclusive cultures in the communities Zions Bank serves. Inaugural event, in honor of Pride Month, will explore the personal, professional and policy-related experiences of members of the LGBTQIA+ community. Panelists include Jackie Biskupski, former Salt Lake City mayor; John McCrostie, an Idaho state representative; Troy William, executive director of Equality Utah; and Jackie Cole, inclusion champion for Zions Bank's Idaho Resort Region. Chad Dilley, senior vice president and chair of Zions Bank's LGBTQIA+ Business Forum, will moderate the discussion. Event takes place online via Zoom. Free. Registration can be completed at [https://zoom.us/webinar/register/WN\\_IdEVe-sxQ0u7h9gmx7vxbg](https://zoom.us/webinar/register/WN_IdEVe-sxQ0u7h9gmx7vxbg).

## June 22, noon-1 p.m.

**Business Success Academy Workshop**, presented by the Zions Bank Business Resource Center. Presenter Beth Geagan, founder/owner of the management consulting practice Shift Strategies, will discuss "Authentic Communication: Building Trust in an Untrustworthy World." Event takes place online via Teams. Free.

Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## June 22, 2-3 p.m.

**"Utah's New Cyber Safe Harbor: What Is It, and How Can I Qualify?"** a Dorsey & Whitney LLP event focusing on the Cybersecurity Affirmative Defense Act, which creates affirmative defenses to claims arising out of a breach of security. Speakers include the bill's author, Rep. Walt Brooks; and Dorsey partners Bob Cattanch, Deb Howitt and Layne Smith (moderator). Event takes place online. Free, but registration is required. Details are at <https://communications.dorsey.com/240/2500/landing-pages/rsvp--blank.asp?sid=blankform>.

## 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, noon

**"What Technology Investors Are Looking For in 2021,"** a Silicon Slopes event. Panelists are Scott Stettler, director, Wasatch Venture Partners; Nicholas Singleton, vice president, Aim Ventura Capital; Anubhav Maheshwari, principal, Stage 2; and moderator Mike Wolber, chief revenue officer, Rent Dynamics. Details are at [siliconslopes.com](http://siliconslopes.com).

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

## June 24, 9:55-11 a.m.

**"Google Presents: Create YouTube Videos That Attract New Customers,"** a Women's Business Center event in partnership with Grow With Goodle. Event takes place online via Zoom. Free. Details are at [wbcutah.org](http://wbcutah.org).

## 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 [Eventbrite.com](http://Eventbrite.com).

## June 24, 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).

## June 24, 4-7 p.m.

**"Bikes, Buildings and Brews,"** co-hosted by ULI (Urban Land Institute) Utah and WTS (Women's Transportation Seminar) and featuring a bike ride along Parley's Trail in Sugar House and South Salt Lake to hear from the women and men who have helped shape the built environment along the iconic trail. Ride begins at Sugar House Park and concludes at Wasatch Brewery in Sugar House with socializing and networking. Cost is \$25 for ULI and WTS members, \$35 for nonmembers. Attendees will need to provide their own bicycles, helmets and locks. Details are at <https://utah.uli.org/events-2/>.

## June 24, 5-6 p.m.

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

## June 24, 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>.

## June 24, 6-9 p.m.

**"Giant in Our City 2021,"** a Salt Lake Chamber event honoring Katharine and Robert Garff. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$250. Details are at [slchamber.com](http://slchamber.com).

## June 25-27

**Outside Adventure Expo**, presented by Lodestone Events, in partnership with the Utah Office of Outdoor Recreation, Tread Lightly and Visit Salt Lake. Event will feature an adventure education series; camping, off-road and outdoor lifestyle gear vendors; adventure films; mountain bike and e-bike clinics; an "Adventure Rig Showcase"; a craft beer garden and live music. Location is Utah State Fairpark, Salt Lake City. Cost is \$15 (children 12 and under free). Details are at [outsideadventureexpo.com](http://outsideadventureexpo.com).

## June 25, 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 28, 7 a.m.-2 p.m.

**Classic Golf Tournament 2021**, a Salt Lake Chamber event. Registration and breakfast begin at 7 a.m. Shotgun start is at 8 a.m.

An awards luncheon follows golf. Location is Jeremy Ranch Golf & Country Club, 8770 Jeremy Road, Park City. Cost is \$1,800 per foursome, \$450 for individuals. Sponsorships are available. Details are at [slchamber.com](http://slchamber.com).

## June 29, 8:30-10 a.m.

**"2021 Small Business Series for Success: Financial Success and Tax Strategies,"** 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 "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).

## June 29, 10 a.m.

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

## June 30, noon-1 p.m.

**"Money-Making Marketing,"** a Zions Bank Business Resource Center event. Event takes place online via Teams. Free, but registration is required. Registration can be completed at [Eventbrite.com](http://Eventbrite.com) or by calling (801) 844-7900.

## July 1, 7:45-9:15 a.m.

**"Coffee and Connections,"** a Murray Area Chamber of Commerce event offered the first Thursday of each month in-person at King's Peak Coffee Roasters, 412 S. 700 W., Salt Lake City, and the third Thursday of each month online. Details are at [murraychamber.org](http://murraychamber.org).

## July 1, 5:30-7:30 p.m.

**2021 Oakley Rodeo BBQ & Mixer**, a Park City Chamber/Bureau event. Location is Elk Meadows Assisted Living, 400 W. 4200 N., Oakley. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.



# Succeeding in Your Business

## The steps in converting your business into a nonprofit

“My wife and I have been running a for-profit service business for the past 10 years. We have recently learned that our business may qualify as a nonprofit organization, as we frequently provide our services for free or at an extremely low cost to people who can’t afford them.

“We’re looking to retire shortly and think it would be fun to continue running the business strictly as a nonprofit. What is the best way to do this?”

Before we get to the legal stuff, there are a few things you need to consider before you go the nonprofit route.

First, keep in mind that when you run a nonprofit organization, you are no longer an owner of the business, and you will not be entitled to a share of the business’ profits as you are currently. All profits from a nonprofit’s operations must be devoted to the organization’s tax-exempt mission.

As directors of the nonprofit, you are entitled to reasonable compensation, but this won’t be very much. If the nonprofit is making more than \$50,000 a year in donations, you may be required to have your annual compensation approved by independent directors who aren’t involved in day-to-day operations, and they won’t be easy to find or deal with (for example, they may want you to buy liability insurance for them).

Second, there are only three ways a nonprofit can generate a tax-exempt income: donations (which are tax-deductible to the donor if you qualify as a public charity under Section 501c3 of the Internal Revenue Code), government grants and fundraising activities.

If you charge a fee for the ser-

vices that you are providing folks in a nonprofit, those services must be “reasonably related” to your organization’s tax-exempt purpose. For example, an organization set up to provide care services for the elderly can charge a small fee (below market) for wheelchairs or have its out-of-pocket expenses reimbursed.

Income from services that are unrelated to the organization’s tax-exempt purpose is considered unrelated business income by the IRS; it does not affect your tax-exempt status, but you must pay tax on the “unrelated business income” just the same as if you were a for-profit business (for more information, visit the Unrelated Business Income Tax page on the IRS’s website). An exempt organization with more than \$1,000 in unrelated business income must file an IRS Form 990-T each year. An organization must pay an estimated tax using the IRS Form 990-W if it expects its unrelated business income tax for the year will be \$500 or more.

You need to have a long chat with your accountant to make sure none of the above will be problematic for you before you decide to pursue the nonprofit path.

Assuming your accountant gives you a green light, there are several ways to convert your for-profit business into a nonprofit.

The easiest way, available in virtually all states, is a three-step process.

First, you form a nonprofit corporation in the state where the nonprofit will operate and obtain exemption from federal income taxes using the IRS Form 1023

or (if you qualify) the IRS Form 1023-EZ. Right now, it’s taking about four to five months to get a “determination letter” from the IRS saying your corporation qualifies for tax-exempt status.

Then, when you have obtained tax-exempt status, your nonprofit corporation will buy all of the assets of your for-profit business for \$1. You will need to file an IRS Form 8594 (Asset Acquisition Statement) and allocate the \$1 to specific asset categories when you file your first IRS Annual Report for your nonprofit corporation.

Lastly, when the dust has settled, you dissolve and liquidate your for-profit business and file final tax returns for the year in which you go out of business.

A handful of states, such as California, allow the merger or conversion of a for-profit corporation into a nonprofit corporation

without having to go through a sale of assets. When doing a merger or conversion, you will need to think about how your ownership stake in the for-profit business (shares of stock in a corporation or membership interests in a limited liability company) will be disposed of because nonprofit organizations do not have owners or shareholders. It may have to be valued, and the value will be treated as a donation to the new nonprofit. Talk to your accountant or a good tax lawyer about that.

Things become a lot more complicated if your for-profit business is organized as a limited liability company, or an LLC. Many states (such as New York) do not allow nonprofit organizations to use the LLC form of organization, so your nonprofit will have to operate as a corporation in those states. Likewise, many states do not allow cross-

entity mergers or conversions of an LLC into a corporation, or vice versa, or allow only mergers or conversions into other business (for-profit) entities.

If your nonprofit is going to be located in another state (for example, you are moving to Florida or Texas), your attorney will have to examine the laws in both states before approving a merger or conversion. That’s going to get expensive.

When in doubt, use the sale of assets approach: A good business attorney can do this for a \$1,500 to \$2,500 fee, which your for-profit business can deduct before it shuts down.

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

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## David Evans buys Somers-Jaramillo & Associates

David Evans and Associates Inc. (DEA), an infrastructure design and professional services consulting firm based in Portland with an office in South Jordan, has acquired Salt Lake City-based Somers-Jaramillo & Associates (SJ&A). SJ&A is a public involvement consultancy that helps public project clients “engage with stakeholders in a meaningful way and develop and maintain positive relationships with affected communities throughout the life of a project and beyond,” the company said.

SJ&A employees have joined DEA’s Salt Lake City team in conjunction with the transaction, DEA said. With over a decade of experience in public involvement,

Somers-Jaramillo & Associates, Inc. has facilitated decision-making processes for a variety of owners on topics ranging from land-use planning to road construction and from strategic business to communications planning, the release announcing the acquisition said. The SJ&A staff will augment DEA’s existing public involvement.

“Engaging in meaningful dialogue with the public allows the community’s values to be understood and incorporated into decisions that are important to them,” said R.A. Plummer, senior vice president of DEA. “DEA is pleased to welcome the SJ&A staff and expand these important services to support public agen-

cies and communities throughout Utah.”

David Evans and Associates Inc. is owned by David Evans Enterprises Inc., which is the parent company of Flux Resources LLC and Disaster and Emergency Management Services International LLC, which provide staffing and recruiting services to public- and private-sector clients. For 45 years, DEA has provided design services for transportation, water, environmental, land, energy and marine infrastructure systems. DEA’s staff includes engineers, surveyors, hydrographers, planners, landscape architects and natural resources scientists. DEA has 29 offices in 11 states and employs more than 800 people.

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## CALENDAR

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### July 1, 6-8 p.m.

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

### July 2, 3:30-4:30 p.m.

"Strategies to Win Customers for Life," a Women's Business Center of Utah event that takes place online (available statewide). Details are at [wbcutah.org](http://wbcutah.org).

### July 6, 11:30 a.m.-1 p.m.

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

Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

"How Did She Do It? Authenticity in Your Business and Life," a Women's Business Center of Utah event. Presenter is Michelle Kelly, founder and CEO of POW Therapy: Place of Optimal Wellness. Event takes place online (available statewide). Free. Details are at [wbcutah.org](http://wbcutah.org).

### July 7, 3:30-5 p.m.

Business Connections and Bowling, a ChamberWest event. Location is All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

### July 7, 6-7 p.m.

"All You Need to Know About Employee Benefits," a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC, Utah Valley University, Orem. Details are at <https://clients.utahsbdc.org/events.aspx>.

### July 8, 1:30-2:30 p.m.

"Salt Lake Chamber: Business Live," a Salt Lake Chamber virtual networking event. Free for members, \$10 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### July 9, 7:30-8:30 a.m.

"Eggs & Issues," a Murray Area Chamber of Commerce event. Location is Mimi's Café, 5223 S. State St., Murray. Free. Details are at [murraychamber.org](http://murraychamber.org).

### July 9, 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).

### July 13, 8-10 a.m.

Women in Business Golf Clinic, a South Valley Chamber event. Location is Mulligans Golf & Games, 692 W. 10600 S., South Jordan. Open to the public. Cost is \$35 for members, \$45 for nonmembers. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### July 13, 11:55 a.m.-12:55 p.m.

Monthly Women In Business 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).

### July 13, 6-8 p.m.

"Content: Nail Down Your Messaging," the first part of a three-part "Christmas in July" marketing course offered by Humble & Hustle Studios. Remaining sessions are July 20, "Digital Marketing Strategies"; and July 27, "Analyze, Analyze! Analyze!" Location is The Mill at Miller Campus, 9690 S. 300 W., third floor, Sandy. Cost is \$99. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### July 15, 7:45-9:15 a.m.

"Coffee and Connections," a Murray Area Chamber of Commerce event offered the first Thursday of each month in-person at King's Peak Coffee Roasters, 412 S. 700 W., Salt Lake City, and the third Thursday of each month online. Details are at [murraychamber.org](http://murraychamber.org).

### July 16, 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).

### July 20, 10 a.m.

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

### July 20, 11:25 a.m.-1 p.m.

Leadership Luncheon, a Cache Valley Chamber of Commerce event. Location is The Riverwoods Conference Center, 615 Riverwoods Parkway, Logan. Cost is \$20 for

members, \$22 for nonmembers; online cost is \$16 for members, \$17 for nonmembers. Details are at [cachechamber.com](http://cachechamber.com).

### July 20, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

"Business During Hours: Pioneer Days Rodeo," an Ogden-Weber Chamber of Commerce event. Free for employees of chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### July 21, 5:30-6:30 p.m.

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

### July 22, 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).

### July 22, 5-6 p.m.

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

### July 22, 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>.

### July 22, 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>.

### July 26, 8 a.m.-2 p.m.

Slopes Cup, a Silicon Slopes event. Location is Alpine Country Club, 5000 W. Alpine Country Club Lane, Highland. Details are at [www.thepointchamber.com](http://www.thepointchamber.com).

### July 27, 8:30-10 a.m.

"2021 Small Business Series for Success: Financial Success and Tax Strategies," 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

see CALENDAR next page

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## CALENDAR

from previous page

Development. Location is Jordan Valley Water Conservancy District, Conservation Garden Park Education Center, 8276 S. 1300 W., West Jordan. Remaining sessions are “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 ses-

## GOED

from page 1

ment Financing (EDTIF), which allows companies to receive tax credits of up to 30 percent of the state taxes they paid over a certain period, up to 20 years. Their contracts with the state are post-performance, meaning they receive the credit only if they meet their job-creation obligations.

Since its inception of the EDTIF program in 2005, roughly two-thirds of approved projects' tax credits have gone to Utah-based companies to help them expand and add more jobs.

Daniel Royal, GOED's director of corporate growth and business development, noted that GOED would have matched last year's project number of 21, had it not been for two projects being delayed from June to July.

Still, he characterized the fiscal 2021 projects as smaller, with fewer jobs per project, with lower capital investment and lower state revenue and new wages.

“A good thing to see, however, is that it's larger compared to the years before that, so that's definitely a step in the right direction,” Royal said.

“One thing I have seen recently, as in the past few months, is that those numbers have started to creep back up a little bit,” he said. “The capex and the average jobs per project have started to go back up, so that's one thing that we're glad to see, especially in this economy, where things are kind of on fire right now.”

The upswing could get a big boost next month, he said. “We should have quite a busy July board meeting and get our next fiscal year off to a good start, off to a bang,” Royal said.

“I think we have a fat pipe going into next year,” said board chair Carine Clark, “so it's going to be busy, busy, busy.”

GOED's economic development partners, the Economic Development Corporation of Utah,

sion for nonmembers. Details are at chamberwest.com.

### July 28, noon-1 p.m.

“Solve the Business Puzzle: Time-Saving Marketing Strategies,” a Women's Business Center of Utah event. Presenter is Paula Sageser, owner of PCS Creative Services LLC. Event takes place online via Zoom. Free. Details are at wbcutah.org.

### Aug. 3

KeyBank Business Accelerator Academy Kickoff, a South Valley Chamber 10-week program offering a curriculum about financials, marketing, sales

and management. Participants walk away with a customized three-year strategic growth plan. Tuition is \$500 and chamber membership is required. Applications can be completed by contacting karla@southvalleychamber.com.

### Aug. 3, 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.

### Aug. 4, 3:30-5 p.m.

Business Connections and Bowling, a ChamberWest event. Location is All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for

members, \$20 for nonmembers. Details are at chamberwest.com.

### Aug. 9

Annual UMA Golf Tournament, a Utah Manufacturers Association event. Registration begins at 7 a.m., followed by 8 a.m. shotgun start. Location is Stonebridge Golf Course, 4414 Links Drive, West Valley City. Cost is \$750 per foursome. Sponsorships are available. Details are at <https://umaweb.org/event/uma-golf-tournament/>.

### Aug. 10-13

2021 Utah Tourism Conference, a Utah Tourism Industry Association event featuring keynote presentations, hands-on breakout sessions and networking. Location is Ogden

Eccles Conference Center, 2415 Washington Blvd., Ogden. Cost is \$339 for members, \$359 for nonmembers, \$210 for students. Details are at [www.utahtourismconference.com](http://www.utahtourismconference.com).

### Aug. 10, 10 a.m.

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

### Aug. 11, 11:30 a.m.-1 p.m.

“Let's Do Lunch,” a South Valley Chamber event. Location to be announced. Open to the

see CALENDAR page 18

will release its fiscal 2021 numbers at the GOED board's July meeting. Its fiscal year ends at the end of June. EDCUtah's numbers typically closely match those of GOED, although not exactly — not all of EDCUtah projects go through the state incentive process.

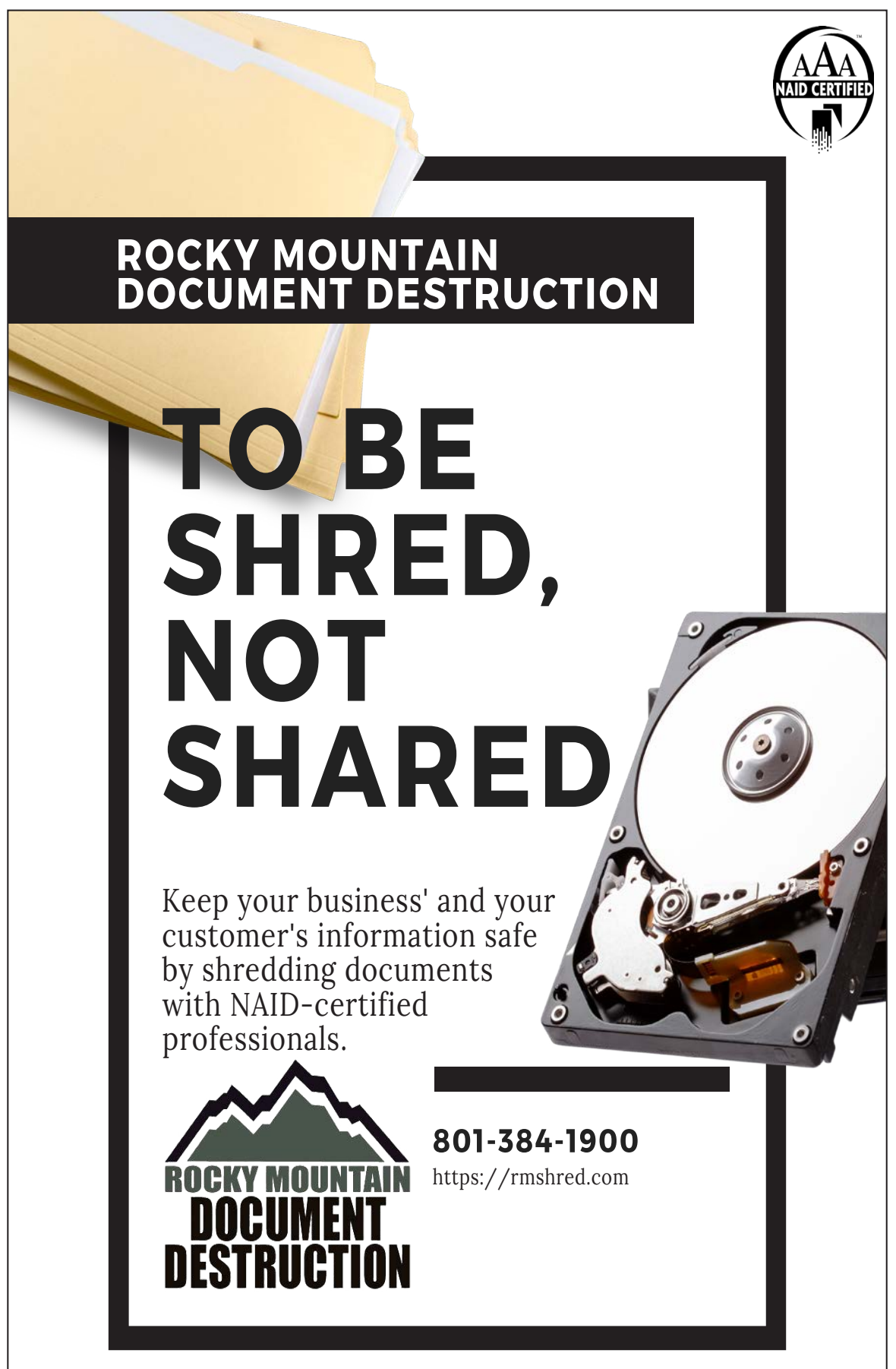
“I would say as far as where the GOED numbers are ending up for the year, I think what we will see next year is that capital-investment-per-project number creep up,” said Michael Flynn EDCUtah's chief operating officer. “We are seeing the capex numbers per project go up dramatically, and we are seeing the headcount numbers per project shrink as companies move away from human capital and more towards automation and investment in facilities.

“So I do think we'll see numbers, if these deals continue to progress and go through the incentive process, I think we'll so those numbers shift even more next year and [we're] hoping to see some of the office project pipeline come back on the pace it was earlier in the year.”

The 2021 fiscal year numbers will be the last ever for GOED. Legislation passed earlier this year renames GOED as the Governor's Office of Economic Opportunity — stylized as “GO Utah” — starting in July. HB348 also created an overarching Unified Economic Opportunity Commission, to be chaired by Gov. Spencer Cox and charged with developing a comprehensive statewide economic development strategy for the next decade.

GOED was created in 2005 at the insistence of then-Gov. Jon Huntsman Jr. The Department of Community and Economic Development was split to create GOED and the Department of Community and Culture.

GOED's June meeting was the first for new members Tanner Ainge, Kira Slawson and Geri Gamber. They succeed departing members Mel Lavitt, Peter Mouskondis and Margaret (Margo) Jacobs.



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## CALENDAR

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public. Cost is \$15 for members, \$25 for nonmembers. Details are at [southvalleychamber.com](https://southvalleychamber.com).

### Aug. 11, 5-7 p.m.

**“Business After Hours,”** an Ogden-Weber Chamber of Commerce event. Location is SymbolArts, 6083 S. 1550 E., South Ogden. Free for employees of chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](https://ogdenweberchamber.com).

### Aug. 12, 8:30 a.m.-1 p.m.

**Workforce Summit 2021,** a Salt Lake Chamber event with the theme “Removing Barriers and Building Skills Together.” Event will look at removing barriers and allowing employees to enter the workforce seamlessly. The summit will also discuss creative skill development and the future infrastructure of the workforce. Offered in-person and virtually. In-person location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost for in-person ticket is \$65 before June 30, \$85 thereafter; virtual ticket cost is \$50. Details are at [slchamber.com](https://slchamber.com).

### Aug. 12, 5-7 p.m.

**Summer BBQ & Mixer Member Party,** a Park City Chamber/Bureau event. Location to be announced. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

### Aug. 13, 8-9 a.m.

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

### Aug. 17, 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](https://chamberwest.com).

### Aug. 17, 11:25 a.m.-1 p.m.

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

### Aug. 17, 6:30-8 p.m.

**“How to Make Your Website Sell, So You Don’t Have To,”** a Small Business Development Center (SBDC) event. Location is Orem/Provo SBDC, Utah Valley University, Orem. Details are at <https://clients.utahsbdc.org/events.aspx>.

### Aug. 18, 7:30 a.m.-3 p.m.

**2021 Chamber Golf Classic,** an Ogden-Weber Chamber of Commerce event. Check-in and breakfast begin at 7:30 a.m. Golf has shotgun start at 8:30 a.m. Lunch on the course takes place 11 a.m.-1 p.m. Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Cost is \$250, \$1,000 for a foursome. Sponsorships are available. Details are at [ogdenweberchamber.com](https://ogdenweberchamber.com).

### Aug. 18, 1-5 p.m.

**Business to Business Expo,** a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700

W., Layton. Free for attendees. Details are at [davischamberofcommerce.com](https://davischamberofcommerce.com).

### Aug. 24, 11:30 a.m.-1 p.m.

**Women in Business Luncheon,** a South Valley Chamber event. Speaker is Peggy Larsen. Open to the public. Location to be announced. Cost is \$20. Details are at [southvalleychamber.com](https://southvalleychamber.com).

### Aug. 24, 11:45 a.m.-1 p.m.

**Women in Business Luncheon,** an Ogden-Weber Chamber of Commerce event. Location to be determined. Details are at [ogdenweberchamber.com](https://ogdenweberchamber.com).

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

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

### Aug. 26, 7 a.m.-2 p.m.

**Scholarship Golf Tournament,** a South Jordan Chamber of Commerce event. Location is Glenmoor Golf Club,

8900 S. 4800 W., South Jordan. Sponsorships are available. Details are at <https://www.southjordanchamber.org/events>.

### Aug. 31, 10 a.m.

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

### Sept. 1

**2021 Annual Meeting,** a Park City Chamber/Bureau event. Location is The Chateaux Deer Valley, 7815 Royal St., Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

### Sept. 1, 3:30-5 p.m.

**Business Connections and Bowling,** a ChamberWest event. Location is All-Star Bowling &

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## LUMIO

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perfect for this opportunity — and they were each making their next big moves, *Forbes* reported.

Butterfield told *Forbes*, “Gibbs walked into my office with a business plan that was already on my white board. He wants to build exactly what I was planning to build.”

Lumio said it is working on being much more than just another solar company. The average install time in the residential solar business is 60-90-days. Lumio said it is currently doing it in less than 30 days — often in 10 days or less. Lumio not only installs turn-key systems for homes, it has simplified the financing process as well as energy management tasks associated with residential solar’s interface with the grid.

“I’ve seen the future and it’s led by those willing to hyper-focus on creating delight at every customer touchpoint,” said Butterfield. “Jonathan and our Lumio team are driven by this purpose. We know that when we lead with customer delight, the success and longevity will follow.”

The companies that combined to form Lumio include Atlantic Key Energy of Winter Park, Florida; Deca Solar of Arlington, Texas; Lift Solar of Lehi; Our World Energy of Phoenix; and Gibbs’ Smart Energy Today. Lumio said that each company leads its respective markets in customer satisfaction and time-to-install.

“Current market trends support the timeliness of Lumio’s approach,” the company said in a release. While reports indicate conditions are growing more challenging for the largest installers, smaller regional providers are rising and thriving. With consumers spending more time in their homes since the beginning of the COVID pandemic, interest and investment in home improvement is reaching record highs in 2021.

Butterfield and Gibbs said they are crafting a team at Lumio with some of the top performers in software and technology. Likewise, each of the five U.S. regional solar companies — now part of Lumio — have brought exceptional talent and combined strength in customer experience, supply chain, sales, fulfillment and best-in-class operations, they said.

“Speed is the currency of solar,” said Gibbs. “The future leaders of this industry will ultimately find a way to reliably complete installs in seven days or less while elevating the customer experience.”

Lumio is based in Lehi and is directed by Butterfield as chairman and Gibbs as CEO.

## SAFETY

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All of that occurred while business leaders and safety professionals had to continue to deal with the traditional safety risks “that never paused for many of our safety-sensitive and high-risk environments,” she said.

Despite the challenges of the past year, Martin said she is optimistic about the future, in part because of the fact that the world emerged from the 1918 flu pandemic that caused 50 million deaths worldwide, on top of lives lost during World War I. And her optimism is also due to opportunity provided by COVID, she said.

“If there’s a silver lining to all of this challenge that we’ve all been through, it’s this: There is a spotlight on safety,” Martin said. “The world’s attention really focused not just on safety overall for humans and making sure we could keep them safe and alive, but workplace safety in particular.

“And we must seize that moment, I would challenge you, to ensure that we achieve our shared goals, that we really make sure that we hold on to that spotlight that has been given to us because of this amazingly challenging, tragic pandemic that we’ve had, and make sure that we can bring that to our workplaces and to our lives on the other side of this.”

The National Safety Council’s part in helping includes a guide called SAFER, which stands for Safe Actions for Employee Returns, which offers help

for companies in the process of resuming traditional work operations now and into the future. It’s among the resources available at [nsc.org/safer](https://nsc.org/safer).

One important element in the guide is communication from business leaders to their employees. Martin cited a recent study that indicated that most workers trust employers and safety leaders when it comes to information about COVID-19, including vaccinations.

“That means that your employees are looking for your voice,” which can guide them in making good decisions for themselves and their families, she said. “Your voice matters. Your voice is more trusted at this point, as business leaders and safety leaders, than the media, than NGOs, than the government itself.”

Martin admitted that the study results were “a little bit startling to hear” but also very welcome. “And this data really just says we have a role to play and it’s important that we do do that,” she said.

The study results follow on what she heard many times last year: Many workers found their workplace to be the safest place to be during the pandemic. “It means that our workers depend on us and we need to continue to lead all the way through this and specifically through all the traditional safety practices we lead on today.”

Martin detailed the steps that companies should undertake as they consider their workplaces for the future, including assessing vulnerabilities and implementing protocols and procedures to address them. Lots of resources from

government and health agencies exist to help companies communicate, encourage and support employees during the process. “We all don’t have to become immunologists and understand all of the ins and outs,” she reassured.

Some companies during the pandemic experienced increased performance on standard safety hazards because of the increased safety focus prompted by the pandemic, she said.

“If you are one of those organizations that has seen an enhanced safety record, ask yourself, ‘Why can’t I do this all the time?’ and if you’ve had some challenges during this period, to double-down on ensuring that your traditional safety hazards are something that your teams is talking about and working each and every day to keep your employees safe,” Martin said.

The workplace of the future will be different because of COVID and Martin stressed that the safety community take advantage of the “unprecedented clarity” on worker safety that has resulted from the pandemic.

“There’s a lot of actions that were already in motion in industry because we’re always evolving, but the pandemic, I think, really did shine a light, not only on safety but on how to get our work done and what kinds of things are going to be really helpful for us going forward in the future,” she said.

“I’m optimistic that this next century will really be a game-changer for us in workplace safety, not only in being safe, but feeling safe.”



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## CALENDAR

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Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

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

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

### Sept. 7, 10-11 a.m.

**"How to Value Your Business in 30 Minutes,"** a Women's Business Center of Utah event. Speaker is Ashley Micchiche, co-owner and CEO of True North Retirement Advisors. Event takes place online (available statewide). Free. Details are at [wbcutah.org](http://wbcutah.org).

### Sept. 8, 5-7 p.m.

**Business After Hours**, an Ogden-Weber Chamber of Commerce event. Location is Golden Beverage Co., 2640 Industrial Drive, Ogden. Free to employees of chamber members and first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Sept. 10, 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).

### Sept. 10, 6-9 p.m.

**2021 Business Awards Banquet**, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$75. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Sept. 16

**2021 Golf Tournament**, an ACG

(Association for Corporate Growth) Utah event. Breakfast and registration begin at 7 a.m. Shotgun start is at 8 a.m. Lunch and awards follow play. Location is Eaglewood Golf Course, 1110 E. Eaglewood Drive, North Salt Lake. Cost is \$250 for members, \$300 for nonmembers, \$1,000 for a foursome. Sponsorships are available. Details are at <https://www.acg.org/utah/events/acg-utah-2021-golf-tournament>.

### Sept. 20

**The Point Challenge Golf Tournament**, a Point of the Mountain Chamber event. Check-in begins at 7 a.m., followed by 8 a.m. start. Location is TalonsCove Golf Club, Saratoga Springs. Cost is \$600 per foursome before Sept. 1, \$800 thereafter. Details are at [www.the-pointchamber.com](http://www.the-pointchamber.com).

### Sept. 21, 10 a.m.

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

### Sept. 23, 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).

### Sept. 28, 8 a.m.-2 p.m.

**18th Annual Women Empowered Conference**. Location is The Monarch, 455 25th St., Ogden. Free for WIB members. Cost is \$65 for Women in Business members, \$75 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

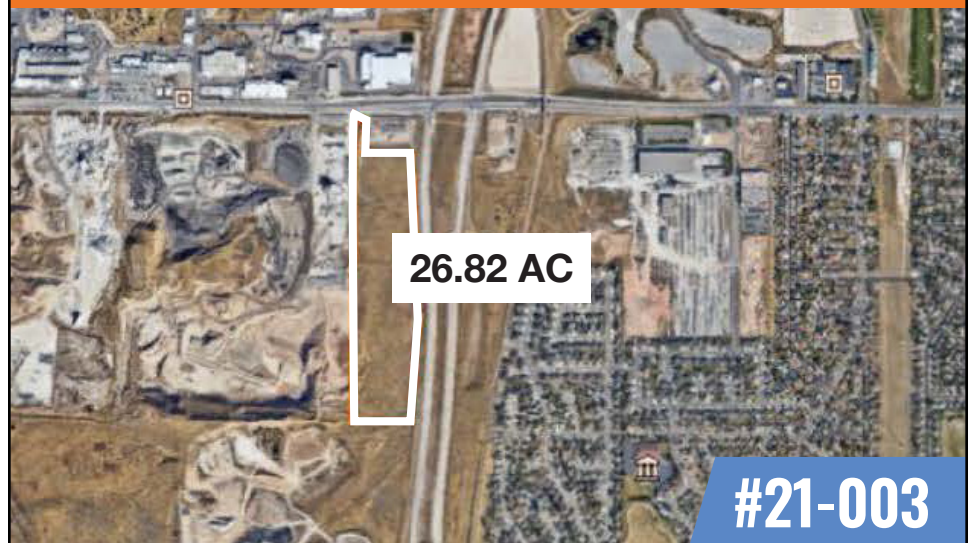
### Oct. 4-6

**2021 One Utah Summit**, the state's 34th annual rural summit and providing opportunities for rural Utah's decision-makers to network and discuss the unique opportunities and challenges facing rural Utahns. Location is Southern Utah University, 351 W. University Blvd., Cedar City. Details are at <https://www.oneutah-summit.com/>.

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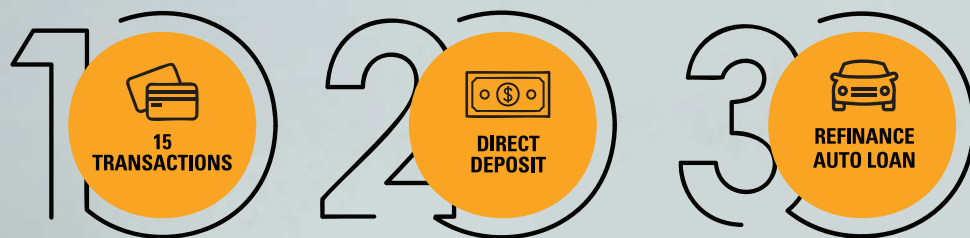
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