

OF NOTE



Firearms tougher to get

In last week's elections, voters in three states tightened access to firearms, approving ballot measures like in nearby Nevada that would require background checks on most private sales. Other measures included making it easier for police to temporarily seize guns from people deemed to be a threat and mandating permits to purchase ammunition.

Industry News Briefs

pages 6-7

Business Calendar

page 9

Real Estate Section

pages 18-19



A worker lays out fiber optic lines for installation of high-speed Internet. Broadband connectivity was the focus last week of the daylong 2016 Broadband Tech Summit in Salt Lake City, with speakers extolling the benefits of high-speed data systems.

Summit speaker: Broadband is an economic & civic imperative

Brice Wallace
The Enterprise

Danilo Campos' title is technical director for social impact at GitHub, but he spent part of last week in a different role: evangelist.

Speaking at the 2016 Broadband Tech Summit in Salt Lake City, Campos praised the benefits of high-speed Internet deployment and called for investment that will boost the lives of individuals and communities.

"Broadband is more than conduits or rights of way or optical fibers," Campos said at the summit, presented by the Governor's Office of Economic Development and its Broadband Outreach Center, in partnership with the Salt Lake and Lehi chambers of commerce. "Broadband is an economic and civic imperative."

Increased deployment will shrink the "digital divide" that exists between people with high-speed Internet access and those

see **BROADBAND** pg. 17

Land for new prison cheaper than planned

The acquisition of land to build the anticipated new state prison on the west side of the Salt Lake Valley has been completed — and for a cost far below what was expected. The 323-acre site, located near I-80 and 7200 West, was purchased by the state's Division of Facilities Construction and Management (DFCM) for \$12.4 million. Early estimates had pegged the cost as high as \$30 million.

The location was selected by the Prison Relocation Committee last summer and includes enough property for the planned facility plus associated infrastructure. Construction of the new prison is scheduled to begin later this year and will require approximately four years to complete.

"Since the first studies on a new correctional facility began more than 10 years ago, our priority has been to ensure the best use and return on every dollar spent," Gov. Gary Herbert said. "The new facility will provide for the most modern, effective and efficient criminal justice system in the country — a prudent system that will keep our communities safe, reduce recidivism and respect the taxpayer."

The land purchased has been thoroughly studied for potential environmental constraints, construction and infrastructure costs and compatibility with adjacent land uses, and was found to be the best specific area in the Salt Lake City site. The DFCM

see **PRISON SITE** pg. 17

Supercomputing conference underway in Salt Lake

More than 11,000 high-performance computing (HPC) professionals are in Salt Lake City through Nov. 18 for the annual SC16 Conference showcasing how supercomputing, networking, storage and analysis advance scientific research in medicine, education, weather forecasting, space exploration and commerce. Professionals and educators from 55 countries along with 350 exhibitors will spend more than \$10 million during the five-day event.

Including in the agenda are a technical

education program, workshops, tutorials, the world's largest supercomputing exhibit area, demonstrations and opportunities for hands-on learning.

Exhibitors include Cisco, Cray, Google, IBM, NASA, the U.S. Department of Energy and the U.S. Naval Research Laboratory.

During the event, organizers will release the Top 500 list of the world's fastest supercomputers, a closely watched indicator of global competition in computing technology and the economic strength it enables.

Big data computer expert Katharine Frase was the SC16 keynote speaker on Tuesday and discussed "Cognitive Computing: How Can We Accelerate Human Decision Making, Creativity and Innovation Using Techniques from IBM's Watson and Beyond?" Frase, formerly chief technology officer of public sector and vice president at IBM, provided real-world examples of what the future will look like as

see **COMPUTING** pg. 17



OPEN *for your*
BUSINESS

1-877-AFCUBIZ
americafirst.com

AMERICA FIRST
CREDIT UNION

FEDERALLY INSURED BY NCUA

Transplant Games will bring 8,000 participants to SLC in 2017

An estimated 8,000 organ, eye and tissue donation recipients and their families will convene in Salt Lake City in the summer of 2018 for Donate Life Transplant Games, the Utah Sports Commission (USC) announced last week. The games are scheduled for Aug. 2-7 and will involve over 20 competitions and dozens of ancillary activities around the city.

The Transplant Games are expected to bring about \$8 million of economic activity to the region. A local organizing committee will manage the event under the auspices of the Transplant Games of America with extensive support from local partners including the Utah Sports Commission, Intermountain Donor Services, the University of Utah Solid Organ Transplant Program and Visit Salt Lake.

The biennial Transplant Games are organized to raise awareness for the life-altering benefits brought about through the transplantation of organs, tissue, and corneas, the organizers said in a release. "Organ transplants save thousands of lives each year and the Transplant Games celebrate the gift of life by honoring recipients, donors and donor families," the statement said. "The event also provides a platform for education on organ and tissue donation." Currently, over 120,000 people in the United States are awaiting an organ transplant. It is estimated that over 20 individuals die each day waiting for an organ.

"Hosting the Transplant Games is a big win for the state of Utah," said USC president and CEO Jeff Robbins. "It will bring a new group of visitors to experience Utah, provide significant economic impact to the state and bring awareness that donation and transplantation not only can be life-saving, but can allow individuals to continue participating in athletic competition."

Salt Lake City was selected to host the event because of the wide array of venues, lodging options, public transportation and accessibility from other markets, USC said.

"Salt Lake City's exceptional bid clearly demonstrated an overwhelming commitment to the rich history of the Transplant Games and the cause of donation and transplantation," said Bill Ryan, president and CEO of the Transplant Games of America. "The local medical community and Intermountain Donor Services, the region's organ procurement organization, played a great role in the selection of Salt Lake City for the Transplant Games. The leadership and professionalism of the Utah Sports Commission helped to lead the local team and create an unparalleled excitement in bringing the Games to this community."

"We have witnessed firsthand the tremendous experiences and opportunities the games provide organ, eye and tissue transplant recipients, living donors and do-

nor family members of all ages," said Tracy Schmidt, executive director of Intermountain Donor Services. "We are especially appreciative of the mission of the Games to promote donation and transplantation."

The Utah Sports Commission is a not-for-profit charitable organization governed by an all-volunteer board of trustees consisting of statewide sports, business, community and government leaders. It works closely with commu-

nities, sports entities and organizations to provide event services ranging from the bid process, on-site logistics, volunteer coordination, sponsorships and promotional opportunities and other related services.

URI expands lithium holdings in Box Elder Co.

Centennial, Colorado-based Uranium Resources Inc. (URI) has added to its Sal Rica lithium brine project in Box Elder County by staking an additional 168 placer claims adjacent to the company's current development area in the Pilot Valley region of the county.

The new claims total approximately 3,360 acres and bring the total mineral rights holding of URI to 13,260 acres on the lithium-rich brine lands approximately 25 miles north of Wendover and approximately 100 miles northwest of Salt Lake City.

The newly acquired claims adjoin property recently acquired URI from Mesa Exploration Corp. and bring under the company's control projected extensions of known near-surface lithium brine occurrences in the Sal Rica Project area. The newly acquired claims are not burdened with any production royalty obligations, URI said in a release.

Christopher M. Jones, president and chief executive officer of URI, said, "Developing a dominant land position in two prospec-

tive basins in Nevada and Utah is key to developing our lithium brine exploration business. Expanding our lithium development project pipeline while maintaining our uranium business portfolio in readiness for the predicted price rise allows investors increased investment opportunities in the clean energy industry. We remain optimistic about this new chapter in our development of URI."

A shallow drilling program carried out by Quintana Petroleum in 1966 at the Sal Rica Project encountered significant levels of lithium-enriched brines associated with near-surface aquifers over a wide area of the region. Confirmation brine samples recently collected by Mesa Exploration personnel returned lithium grades averaging 66 parts per million (ppm) with values as high as 80 ppm. Initial sampling of sediments in the project area by URI yielded lithium values ranging from 82 ppm to 213 ppm.

The property additions at the Sal Rica Project, along with a recently completed expansion of the company's Columbus Basin Project in Nevada, continue expansion and diversification efforts within the energy metals sector for URI as it advances its internal program of lithium brine target identification, exploration and evaluation to build a robust lithium project portfolio, the company said.

Lithium is a critical component for the manufacture of bat-

teries for electrical storage and is used in a wide range of devices ranging from cell phones to automobiles. The battery market is expected to grow 500 percent over the next 10 years, with lithium batteries accounting for 35 percent of this growth. At the same time, the transportation sub-market is expected to experience a 23 percent compounded annual growth rate during this same period, according to URI.

URI said that lithium enriched brines have proven to be less expensive to explore for, develop and operate than other sources of lithium, such as lithium rich pegmatites and hectorite clays. This, coupled with a small environmental footprint and minimal carbon emissions, makes brines an attractive method for producing lithium. With large battery plants such as Tesla's "Gigafactory" near Reno, Nevada and Faraday Motor Works' proposed large facility near Las Vegas, Nevada, URI's Sal Rica and Columbus Basin Projects are at the epicenter of lithium brine development, production and consumption in the United States, said Jones.

In addition to the Utah and Nevada lithium brine projects, URI controls uranium lands in Turkey as well as uranium mining projects in Texas and New Mexico. The uranium projects along with two uranium processing plants are currently idle due to low uranium prices.

Wasatch Co. named disaster area

The U.S. Department of Agriculture (USDA) has designated Wasatch County as a primary natural disaster areas due to damages and losses caused by the recent and ongoing drought.

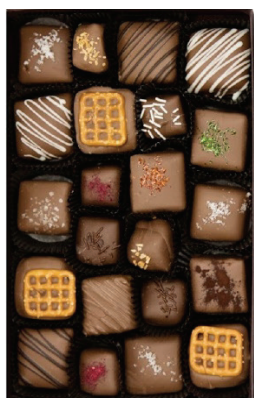
"Our hearts go out to those Utah farmers and ranchers affected by recent natural disasters," said Agriculture Secretary Tom Vilsack. "We're telling Utah producers that USDA stands with you and your communities when severe weather and natural disasters threaten to disrupt your livelihood."

Farmers and ranchers in Duchesne, Salt Lake, Summit and Utah counties also qualify for natural disaster assistance because their counties are contiguous.

All counties listed above were designated natural disaster areas on Nov. 3, making all qualified farm operators in the designated areas eligible for low interest emergency (EM) loans from USDA's Farm Service Agency (FSA), provided eligibility requirements are met. Farmers in eligible counties have eight months from the date of the declaration to apply for loans to help cover part of their actual losses. FSA will consider each loan application on its own merits, taking into account the extent of losses, security available and repayment ability. FSA has a variety of programs, in addition to the EM loan program, to help eligible farmers recover from adversity.

The hottest new corporate gifts...

- ✓ Utah based company
- ✓ Shipping direct to the client
- ✓ Made using imported Belgian Chocolate
- ✓ FREE personalized card and message with every gift set
- ✓ Fully customizable with **YOUR** branding and logo



Buy 10 get 1 FREE on all corporate gifts

"...rave reviews from family and friends who received their Choosy holiday gift box this year. Thank you Choosy!"

- R. Brad Oates | Stone Advisors, LP



Call Josh now for **free** samples and gift consultation:

801 557 7991

Factory Store: 3565 W 900 S, Suite D, Salt Lake City, Utah, 84104. Phone 801 456 5757

www.choosychocolates.com

Food manufacturer bringing \$70 million facility and 100+ jobs to Salt Lake Co.

Brice Wallace
The Enterprise

A major food and beverage manufacturer will put a \$70 million manufacturing and warehousing operation in Salt Lake County.

Denver-based WhiteWave Foods Co. announced the project after the Governor's Office of Economic Development (GOED) board last week approved a \$1 million tax credit incentive to land the project, with the incentive tied to the creation of 105 jobs.

"It's an exciting project," Jerry Oldroyd, chairman of the GOED board's incentives committee, said at last week's GOED board meeting.

The company manufactures, markets and sells branded plant-based foods and beverages, coffee

creamers and beverages, dairy products and organic produce. It sells products primarily in North America, Europe and through a joint venture in China. Its well-known brands include Silk, So Delicious and Vega plant-based foods and beverages; International

Delight and Land O' Lakes coffee creamers and beverages; Horizon Organic and Wallaby Organic dairy products; and Earthbound Farm organic salads, fruits and vegetables.

During the company's third quarter ended Sept. 30, it reported adjusted net income of \$64 million on net sales of \$1 billion. Its merger with Danone SA is expected to close in the 2017 first quarter.

The Utah incentive is over six years, during which the company is expected to pay total wages of \$27.2 million and state tax revenue of \$5 million.

"Utah has a strong manufacturing community and is a prime distribution location," Val Hale, GOED's executive director, said in a prepared statement. "We look forward to WhiteWave Foods' growth and contributions."

"WhiteWave's product lines represent a growing trend toward organic and plant-based food products and helps put the state on the map in this burgeoning sector," said Michael Flynn, chief marketing officer and acting chief of staff at the Economic Develop-

see GOED pg. 17

Salazar selected to head U.S. Hispanic Chamber of Commerce

Utah businessman Don Salazar has been named chairman of the board of directors of the United States Hispanic Chamber of Commerce (USHCC), the organization announced recently. Salazar is the president and CEO of Creative Times Inc., an Ogden construction company he helped found in 1994.

Salazar was installed in his new leadership role at the organization's national convention in October. His term will last two years.

"I thank my fellow board members and the entirety of the USHCC for the tremendous honor of being inaugurated as chairman of the board," said Salazar. "Under my term, the USHCC will continue to advocate on behalf of its members, so that bridges are built between corporate America and the Hispanic small-business community. Having finally accomplished an equal amount of men and women on our board, we will keep advancing gender parity and multiculturalism, both within our organization and across the globe."

"We are thrilled to be under the stewardship of none other than Don Salazar. Don is illustrative of the things we stand for, as he has always been a hard-working leader willing to think outside of the box," said USHCC president and CEO Javier Palomarez. "From founding Creative Times Inc. to being a key player in getting us to host our national convention in Salt Lake City, Utah, in 2014, Don has proven himself to be a trailblazer. Additionally, he was one of our most ardent advocates for gender parity at the highest level of our association."

Outgoing chairman Raymond Arroyo will continue serving on the board of directors as a voting member and Peter Villegas will assume Salazar's previous position as chair-elect.

"We are exceptionally proud of Don for the work he accomplished during his time in Utah with the Ogden and Salt Lake Utah Hispanic Chamber of Commerce branches," said Alex Guzman, chairman of the board of the Utah Hispanic Chamber of Commerce (UHCC). "He is a very successful business owner and a self-made individual who places priority in supporting the com-

munity and empowering business owners. His commitment to the Hispanic business community has been remarkable to date."

"Don is truly a man of the

people who understands our business community," said Francisco Sotelo, president and CEO of the UHCC. "His vast business knowledge, experience and extraordi-


nary leadership will be an asset to businesses across the nation and abroad. I am positive his distinct charismatic and humble approach to business will go a long way in Washington, D.C., and the rest of the nation."

In addition to his positions at CTI, UHCC and USHCC, Salazar serves on the advisory board at Zions Bank and was previously chair of the Ogden Area Hispanic Chamber of Commerce, president of the Northern Utah Public Employees Association and was on the governor-appointed State Council on Workforce Services, the Weber State University National Advisory Board and the Weber State University Arts and Humanities Board.

CTI is a multi-million-dollar design-build construction company that has designed and built government and public-sector buildings in Utah, Arizona, New Mexico, Colorado, Texas, North Dakota and elsewhere. Salazar has been named Utah Minority Small Businessman of the Year and is a Utah Achievement/Community Service Award recipient and CTI has been named SBA contractor of the year.




Utahn Don Salazar has been named chairman of the board of directors of the United States Hispanic Chamber of Commerce.




McNEIL ENGINEERING™

Economic and Sustainable Designs, Professionals You Know and Trust



Civil Engineering




Structural Engineering

THE ANSWER

For Your Engineering, Surveying, Roofing and Paving Consulting & Landscape Architecture

NEEDS



Laser Scanning & Surveying



Consulting: Paving, Roofing & Landscape Architecture

Follow Us On:



801-255-7700

www.mcneilengineering.com



UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

Enterprise Newspaper Group
825 North 300 West Ste. NE220
Salt Lake City, Utah 84103
801-533-0556 FAX 801-533-0684
www.slenterprise.com

PUBLISHER & EDITOR
R. George Gregersen

PRESIDENT
David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER
Dale Dimond
dale@slenterprise.com

MANAGING EDITOR
John M. Rogers
john@slenterprise.com

CONTROLLER
Richard Taylor
richard@slenterprise.com

OFFICE MANAGER
Dionne Halverson
dionne@slenterprise.com

REAL ESTATE SECTION
david@slenterprise.com

CIRCULATION
Diana Rogers
diana@slenterprise.com

ADVERTISING INQUIRIES
david@slenterprise.com

TO CONTACT NEWSROOM
john@slenterprise.com

ART SUBMISSIONS
art@slenterprise.com

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

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

© 2013 Enterprise Newspaper Group Inc.
Periodical postage paid at Salt Lake City, Utah
POSTMASTER: Send address corrections to:
P.O. Box 11778, Downtown Station
Salt Lake City, Utah 84147

Brighton sold to New York hedge fund

In a move that will mean very little to Utah skiers, a Florida-based real estate investment trust has reached an agreement to sell more than a dozen major ski resorts — including Utah's Brighton — to New York hedge fund manager Och-Ziff.

Under the deal, Och-Ziff will assume ownership of 14 properties currently held by CNL Lifestyle Properties, including Sunday River and Sugarloaf in Maine, Crested Butte in Colorado, Sierra-at-Tahoe in California and Brighton.

Missouri-based EPR Properties will retain the rest of CNL's holdings, including Northstar California ski resort and 15 waterparks and amusement parks.

CNL will receive about \$830 million in cash and stock under the agreement. When the deal closes, it will be the largest ski resort transaction in the history of the sport.

Skiers won't see a big impact. Long-term leases will remain in place, so mountain operators will remain unchanged after the properties change hands.

CNL and EPR are real estate investment trusts, which are investment vehicles for a variety of properties, including hotels, office buildings and malls. They own the property and make money through leases with other companies that manage and operate them. CNL Lifestyle Properties was valued at as much as \$3 billion in 2012 with ownership of more than 100 water parks, ski resorts, marinas and senior housing developments. As part of its anticipated exit strategy, CNL has been selling off assets in the real estate investment trust.

Under the deal, an Och-Ziff subsidiary will assume ownership of its share through cash and a \$244 million loan.

Forum names Utah's 'Top 25 Under 5'

The Utah Venture Entrepreneur Forum (UVEF), a nonprofit organization serving Utah entrepreneurs, has released the winners of its 2016 "Top 25 Under 5" award. Measuring a company's three-year growth and past year revenue, the "Top 25 Under 5" award identifies companies up to five years old that are the most promising and engaging.

"Utah continues to produce quality companies," said Gavin Christensen, founder and managing partner of Kickstart Seed Fund. "We had more companies apply this year than ever before. I'm incredibly honored to be a part of Utah's startup tech ecosys-

tem and excited to see its growth."

UVEF recognized Chatbooks, a photo books creation software, as the No.1 winner, followed by SnapPower and DirectScale. Other award recipients included Legend Solar, IFS 360, Signs.com, Owlet Baby Care, Noke, Consensus, Simple Finance, Pronexis, Spark Innovation, EventBoard, Foxtail Marketing, Banyan (formerly Social Dental), Jane.com, Kimono, Disruptive Advertising Inc., TaskEasy, Harvest Lane Honey, Podium, SpinGo, Estify, Inc., SEO Workz and GoReact.

"This group of winners has seen incredible growth in the past

year," said Chase Norton, chairman of the UVEF board. "The success of these young companies is not only helping Utah's economy, but fostering an environment of progress we will benefit from for years to come."

This year marks UVEF's 16th "Top 25 Under 5" competition.

Utah Venture Entrepreneur Forum, formerly Utah Venture Entrepreneurial Forum, is a nonprofit organization that identifies and recognizes entrepreneurs and connects them with capital and mentors. The UVEF board is made up completely of volunteers with business and finance education and legal backgrounds.

Report: Healthcare is top concern for Utahns

Nearly seven in 10 Utahns see healthcare as a top concern — either 4 or 5 on a 5-point scale. That's according to the findings of the Utah Priorities Project conducted earlier this year by the Utah Foundation. The results were enough to push healthcare to the top of the project's Top 10 list as the most significant issue in the survey, ahead of air quality, K-12 education, and state taxes and government spending.

Healthcare was also on the Top 10 list at fourth place in 2012, the last year the Utah Priorities Project was conducted. This year, however, more voters listed it higher and pushed it into the top spot.

Utah Foundation research analyst Christopher Collard, the author of the brief, said election debates have increased interest in this issue. "We think there was a little bit of additional interest in healthcare this election cycle because of the debate in the state Legislature over the expansion of Medicaid and also just the rising cost of healthcare," he said.

The cost of healthcare was the

most significant worry expressed in the survey, and while hospital costs and insurance premiums continue to rise in Utah, the state also has the distinction of having some of the lowest healthcare costs in the United States.

Asked about the findings of the research brief, Vivian Lee, the University of Utah's senior vice president for health sciences, said, "Utah has the lowest healthcare costs per capita in the country and we are consistently one of the healthiest — around six or seven in the country." She said Utah's young population is one reason, but also praised efforts by healthcare providers. "Intermountain has been known for many years for really using their data to improve efficiency and to keep costs down. The University of Utah is also, among all the university hospitals in the country, one of the lowest-cost providers, so our healthcare systems are very cost-effective."

One area where Utah was not doing as well as other states is in the number of uninsured residents. Jason Stevenson of the

Utah Health Policy Project said, "We're [at] about 10 1/2 percent and the national average is about 8 or 9 percent. [It] means we're falling behind and we still have many Utahns, who, when they get sick or injured, really don't have an affordable option to get better."

Research briefs on each of the top 10 issues identified in this year's Utah Priorities Project are available on the Utah Foundation website, <http://www.utahfoundation.org/priorities-project-2016/>.

Utah Foundation has conducted the Utah Priorities Project in every year with an election for governor since 2004. After identifying the top 10 issues of concern to voters, it has published reports and issued briefs on each of the concerns through the election season. The 2016 Utah Priorities Project was supported by donors including Union Pacific Railroad, Zions Bank, Boeing, the George S. and Dolores Doré Eccles Foundation and the Larry H. and Gail Miller Family Foundation.

Utah Foundation is a nonprofit, non-partisan public policy research group founded in 1945.

Resorts put final touches on changes as start of 2016-17 ski season nears

Fresh off a season that set a record for skier days, Utah's ski resorts have made several changes in preparation for the 2016-17 season.

Last season saw 4.45 million skier days, up nearly 5 percent from the previous record of 4.24 million during the 2007-08 season and a 10.4 percent increase over Utah's five-year average of 4 million.

Opening dates for the 2016-17 season are Brighton, as soon as possible; Alta, Brian Head, Park City, Snowbird and Solitude, Nov. 18; Snowbasin, Nov. 23; Deer Valley, Dec. 3; Sundance, Dec. 9; Nordic Valley, Dec. 10; and Eagle Point, Dec. 17. Opening dates for Beaver, Cherry Peak and Powder are to be determined.

Among the changes undertaken for the upcoming season:

POWDER MOUNTAIN

Powder Mountain Resort is adding two lifts accessing Mary's Bowl and Lefty's Canyon, both previously accessible only by snowcat. The lifts will expand Powder Mountain's skiable terrain to 1,000 acres. The resort says it is the largest lift-serviced resort expansion in North American history.

The new Mary's Bowl and Village lifts will ascend either side of Powder Mountain's planned town development, perched on a mountaintop to the east of the resort's existing Hidden Lake Lodge. After Powder Mountain was purchased by Summit Powder Mountain in 2013, plans were drafted to create a new village at 8,600 feet, modeled after the Swiss ski town of Wengen and similar in size to the historic portions of Aspen or Telluride. It's envisioned to include a main street with pop-up stores, micro-apartments, farm-to-table restaurants, yoga boot camps, public art, media labs and educational outlets offering training in everything from transcendental meditation to software development and athletic performance.

"It is to embody a next-generation urbanism that nourishes social entrepreneurship, connection and collaboration, and responsible living," said JP Goulet, Powder Mountain's marketing manager.

To bring the town site into the Powder Mountain fold, Utah-based lift manufacturer SkyTrac is currently installing new, fixed-

see SKI SEASON pg. 13



Workers for Utah-based lift manufacturer SkyTrac are currently installing new, fixed-grip quad chairlifts in Lefty's Canyon and Mary's Bowl at Powder Mountain ski resort. Completion is scheduled for mid-December.



© 2016 Google Fiber Inc. Service not available in all areas.

Speed up your start-up.

Google Fiber for small business.
Learn more about our business plans at
fiber.google.com/smallbusiness
or call 844-36-FIBER.

Google fiber

Industry Briefs

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

ASSOCIATIONS

• The **National Association of EMS Educators (NAEMSE)** has named **Judson Smith** as co-chair of its Education Technology Committee. The association, incorporated in 1995, seeks to inspire and promote excellence in EMS education and lifelong learning within the global community. Smith is vice president of continuing education at Career Step, Lehi. He has nearly 20 years of EMS experience and 10 years of experience in education. He is a licensed critical care paramedic and has been a member of NAEMSE for four years. He also serves as an officer in the U.S. Air Force Reserves in an aeromedical evacuation squadron. In 2014, he founded training company Code 3 CME, which Career Step acquired in January of this year.



Judson Smith

CONSTRUCTION

• **ARCOM**, Salt Lake City, has appointed **Karthik Mani** as executive vice president of products and delivery. He joins ARCOM with more than 20 years of experience, most recently serving as senior vice president and general manager at Equifax. He started his career at i2 Technologies.

DIVIDENDS

• **Nu Skin Enterprises Inc.**, Provo, has announced that its

board of directors has declared a quarterly dividend of 35.5 cents per share. The dividend will be paid Dec. 7 to stockholders of record Nov. 18.

• **ClearOne**, Salt Lake City, has announced that the quarterly cash dividend for the 2016 fourth quarter is 5 cents per share. The dividend will be paid Nov. 30 to shareholders of record Nov. 16.

EXPANSIONS

• **LifeVantage Corp.**, Salt Lake City, has announced an expansion into Canada, officially beginning sales activities in Quebec on Nov. 5. The company said Canada is its fourth-largest largest revenue market.

FINANCE

• **Prestige Financial Services Inc.**, Salt Lake City, has announced the completion of its 15th rated term securitization, issuing \$343.6 million in securities backed by nearly \$369.5 million in automobile installment receivables. In a transaction led jointly by **Wells Fargo Securities** and **J.P. Morgan Securities**, notes were purchased by qualified institutional buyers. Prestige was founded in 1994 as an affiliate of the Larry H. Miller Group of Companies. It manages a portfolio of more than \$1 billion contracts and does business with dealerships across the country.

• **Purple Inc.**, Alpine, announced that its Purple Pillow product has beaten the previous Utah crowdfunding record by almost \$1 million after raising more than \$2.6 million in 30 days. The company said the figure is the 43rd-most-funded Kickstarter project ever and the most-funded bedding product ever on Kickstarter.

GOVERNMENT

• The **Governor's Office of Economic Development (GOED)** has appointed three industry consultants to oversee strategic growth in the aerospace, financial services and life science sectors. **Marshall Wright** will serve as director of the aerospace industry cluster, **Kelvin Anderson** as director of financial services, and **Andrew Laver** as director of life sciences. Wright has more than 45 years of experience in engineering, marketing and business management in the aerospace and defense industry, working with the U.S. Navy and L-3 Communications, among other organizations. Wright is especially involved in the unmanned systems community and was particularly instrumental in helping Utah open its Aerospace States Association chapter earlier this year. Anderson previously was the president and chief executive officer of Optum Bank. He has been involved in the startup of several industrial banks over the past 28 years. He has served as chairman of the Utah Bankers Association, president of the Utah Association of Financial Services and director of the National Association of Industrial Bankers. He currently serves on the advisory board of the Center for Innovation in Banking and Financial Services. Laver is managing director of APL Capital Advisors and has made life science his area of funding expertise for more than 20 years. His experience includes positions in engineering, venture capital, private equity and investment banking. He was also a co-founder of Salt Lake Life Science Angels, an angel investment group focused on seed-stage medical investments.



Marshall Wright



Kelvin Anderson



Andrew Laver

• **The U.S. Small Business Administration (SBA)** has awarded \$365,700 to the SBA Utah District Office through the competitive State Trade Expansion Program (STEP) to help small Utah businesses acquire the tools, resources and

relationships they need to take their products and services global. STEP awards were created to advance key priorities identified in the President's National Export Initiative, namely to expand the base of small businesses that become exporters and to make the exporting process as easy as possible for small businesses. Funds are used to support programs that help small businesses expand their export-related activities, such as participation in foreign trade missions, foreign market sales trips, subscription services for access to international markets, the design of international marketing campaigns, export trade show exhibits, export training workshops and more.



Everything for the Contractors

We rent the best

4343 Century Drive
Salt Lake City, UT 84123

801-262-5761

www.centuryeq.com



INVESTMENT

• **Owlet Baby Care**, Lehi, has raised \$15 million through venture funding and a collaborator role grant from the National Institutes of Health (NIH), bringing its total raised to \$25 million. Investors in the most recent round include previous round participants **Eclipse** and **Eniac**, as well as new investors **Trilogy Equity Partners**, the **Amazon Alexa Fund**, **RTP-HC**, **Capital Integral** and **Broadway Angels**. The company said the funding will allow it to expand its retail and international distribution, launch two new product lines and kick off a large infant health study. As part of the new funding, Owlet becomes the commercialization partner on a \$1.5 million grant from the NIH to further infant health research. This brings the company's total grants from the NIH to \$3 million since 2015.

LAW

• **Ballard Spahr** has named **Mark R. Gaylord** as managing partner of the firm's Salt Lake City office. Gaylord's practice focuses on corporate litigation, land use and development disputes, and construction matters.

Gaylord has been with the firm for 20 years and is the firm's senior litigator in Salt Lake City. Gaylord succeeds **Blake K. Wade** as office managing partner.

MANUFACTURING

• **Purple Inc.**, Alpine, has appointed **Craig Gygi** as chief operating officer. Gygi has more than two decades of operations, manufacturing, design and engineering experience and has held senior executive positions at **MasterControl**, **ES3 Aerospace** and **Fiji Water**. His operations consulting firm has helped executive and operations teams at several companies and organizations. He began his career as an advanced manufacturing researcher and as a product design engineer after receiving both graduate and undergraduate degrees in mechanical engineering from Brigham Young University.

REAL ESTATE

• **JLL**, Salt Lake City, has hired **Andrew Lewis** as a senior associate. He will focus on new business development while continuing to provide site selection services nationwide. Lewis has nearly 15 years of experience in commercial real estate, mostly recently with the JLL office in Atlanta, where he was responsible for sourcing and servicing large national accounts. He previously served as vice president with **ATL Commercial Realty Advisors** and vice president with **Alliance Partners**.

• **PECO Real Estate Partners (PREP)**, Park City, has acquired the Hanover Mall in Hanover, Massachusetts, from **CW Capital**, for an undisclosed amount. The Hanover Mall is a single-level, regional, enclosed mall of 732,101 square feet. It was built in 1971 and was last renovated in 2004.

RECOGNITIONS

• Seven people have been named recipients of **RevGen Awards** by **Mercato Partners**. They are **Brandon Fugal**, chairman at **Coldwell Banker Commercial Advisors**; **Brett Child**, executive vice president of sales at **Lendio**; **Jason Kizerian**, vice president of business development at **UtiliSync**; **John Knotwell**, chief revenue officer

see BRIEFS next page



When it comes to snow removal, **WE HAVE IT.**
Both commercial and residential.

We have sold and serviced Western snow plows and sanders for more than 30 years.




4285 West 1385 South
Salt Lake City, Utah 84104
1-800-442-6687
www.semiservice.com

Industry Briefs

from previous page

at RizePoint; **Keith Titus**, chief operating officer at MarketStar Corp.; **Neal Gatherum**, vice president and general manager of Lamar Advertising; and **Rob Jeppsen**, chief executive officer of XVoyant. RevGen was created in 2014 to celebrate sales and marketing professionals who live in Utah or are closely connected to the state. RevGen nominations are captured through a peer nomination process, and finalists are reviewed by an independent panel of judges.

• Three women were honored with **Business Leadership Awards** during the Women's Business Leadership Conference, presented by the **Utah Hispanic Chamber of Commerce**. **Lelani P. Craig** received



Lelani Craig



Ana Valdemoros

Ana Valdemoros received the **Rising Star Award**. Valdemoros is owner of Argentina's Best Empanadas. **Jeannete Villalta** received the **Community Trailblazer Award**. Villalta is a community wellness coach for the Hispanic Healthcare Task Force, a member of the Advisory Group for the Community Health Workers Coalition with the Utah Department of Health, and has been a host of the radio show "Voces de la Comunidad" and presenter on the "Somos Utah" radio show.



Jeanette Villalta

the **Business Excellence Award**. Craig is president of Craig Enterprises Inc., doing business as CommGap, and managing director at Global 1 Voice.

RETAIL

• **Cash&Carry Smart Foodservice** has opened a store at 370 W. Paxton Ave., Salt Lake City. Cash&Carry, based in Portland, Oregon, is a warehouse-format store that has catered to the foodservice industry for more than 60 years. This is the first store in Utah and the 58th in the chain. The 21,000-square-foot store will carry more than 8,500 products. Though Cash&Carry stores cater primarily to the foodservice industry, they offer an option for nonprofit organizations, schools, church groups, caterers and other individuals looking to purchase large product quantities.

SERVICES

• **Ancestry**, Lehi, has announced three appointments to its leadership team: **Amy Gershkoff** as the company's first chief data officer, **Sarah South** as vice president of laboratory sciences, and **Todd Davis** as vice president of global talent. Gershkoff most recently was chief data officer at Zynga and previously built and led the customer analytics and insights team and led the global data science team at eBay. Before eBay, Gershkoff was the chief data scientist for WPP, Data Alliance, and was head of media planning at Obama for America for the 2012 campaign. South previously served as vice president of laboratory operations at 23andme, associate professor in the Department of Pathology at the University of Utah, a medical director at ARUP Laboratories, oversaw the Cytogenetic and Genomic Microarray Laboratories and directed the ABMGG clinical cytogenetics training pro-

gram at the University of Utah, and the CLIA lab director for Lineagen. Davis has led global talent acquisition at Amazon and Dropbox; was vice president of worldwide recruitment at Warner Bros. Entertainment; and held senior positions at Centene Corp., West Coast University and Volt Information Sciences.

• **Peterson Partners Inc.**, Salt Lake City, has sold Eyewitness Surveillance (EWS), a Baltimore metro area provider of remote video monitoring solutions to mid-sized-to-large automotive dealerships and metal recycling yards, to an undisclosed buyer for an undisclosed amount. **Capital One** provided debt financing in support of the transaction. **Buchanan Ingersoll & Rooney** provided legal representation to Eyewitness.

TECHNOLOGY/LIFE SCIENCES

• **Instructure**, Salt Lake City, has appointed **Jim Steele** to its board of directors and announced the resignation of **Adam D. Marcus** from the board. Marcus resigned from the board after two years of service. Steele is president and chief revenue officer of InsideSales. He has more than 30 years of business experience at several prominent technology companies, including IBM, Ariba and Salesforce. At Ariba, he was executive vice president of worldwide sales.

• **Venafi**, Salt Lake City, has hired **Francois Delepine** as chief financial officer. Delepine previously was CFO of Trimble Navigation; served as global business unit CFO of VMware; and held senior finance positions at Google, Hyperion and Apple.

0% for 48 months*
ON SELECT NEW EQUIPMENT

+ FREE EQUIPMENT PROTECTION PLANS ON POWERTRAIN & HYDRAULICS*

801-978-1625
wheelercat.com

Wheeler CAT

THE Enterprise
UTAH'S BUSINESS JOURNAL

Why share?
Get your own copy of Utah's premier business news source.

Call 801-533-0556
or go online to www.slenterprise.com

Financing Utah's Guardians

BANK of UTAH Experience. Service.

Commercial Real Estate
Construction, Development, Equipment
Retail, Multi-Family, Industrial, Hospitality, Office

Greg Brown
801-623-5139
gbrown@bankofutah.com

Adam Schanz
CEO, Alder Home Security

Member FDIC LOCAL HOUSING LENDER

Americans encouraged to 'shop small'

As the voice for our nation's entrepreneurs, the U.S. Small Business Administration (SBA) celebrates all small businesses on a daily basis. When our small businesses do well, our communities do, too. Therefore, as part of our annual tradition, I encourage you to join millions of Americans and "shop small" on Small Business Saturday, Nov. 26, to complete your holiday shopping (or to *start* your holiday shopping, as the case may be).

On the heels of Black Friday, shopping small is a concrete way to support small retailers — the same businesses that generate two of every three net new jobs, and deliver essential goods and services to America's communities 365 days a year.

Last year, there were 95 million consumers "shopping small" on Saturday, spending more than \$16.2 billion. Surveys show that 77 percent of consumers said Small Business Saturday inspires them to "shop small" throughout the year and not just for the holidays. In addition, 66 percent of consumers state the main reason they support small businesses is because of their contributions to the local community.

You can do your part with these five simple steps:

- If you are a business owner, make sure you're prepared for the holiday shopping

season by checking out helpful advice at <http://www.sba.gov/smallbusinessaturday>.

- If you're a customer, commit to making at least one purchase from a locally owned small-business retailer. Get to know the owner and make your gift more meaningful by sharing their story as part of what you give your loved ones.

- Enjoy the experience. Travel outside your comfort zone — and away from your computer screen — to discover an out-of-the ordinary shopping district with some trendy local stores.

- Take part in Small Business Saturday on social media, using the hashtag #SmallBizSat to amplify your support. If you find a great small-business retailer with unique products, Tweet or Facebook your find so others can enjoy it, too.

- When you open your gifts, start a conversation about which one came from the most distinctive and creative sellers. This can make for great debate over eggnog or your holiday drink of choice.

I know I'll be shopping small with my friends and family on Saturday, Nov. 26. I encourage you to do the same — and remember that "shop small" refers to whom you buy from and not how much you buy.

Betsy Markey is SBA's regional administrator for Region VIII, overseeing all agency programs and services in Colorado, Montana, Wyoming, North Dakota, South Dakota and Utah.



BETSY MARKEY

Merkle acquires SLC's Axis41

Merkle, a technology-enabled, data-driven performance marketing agency based in Columbia, Maryland, has acquired Salt Lake City-based digital advertising agency Axis41. This is Merkle's first corporate acquisition since joining the Dentsu Aegis Network in August and supports the company's strategy of building within its network a set of full-scale people-based marketing capabilities rooted in data, analytics and technology, according to a release from Dentsu Aegis. Axis41's staff of more than 170 employees will join the Merkle team.

Both Axis41 and Merkle maintain key partnerships with major industry technology platform providers. The acquisition will augment the agency's Alliance Channel strategy adding more than \$25 million in revenue to Merkle's marketing cloud practice.

Axis45 will add 35 designers to Merkle's team. Founding partners Ron Pynes (strategic services), Steve Wiest (creative services) and Reed Wright (technical services) will join Merkle's senior management team.

"We're delighted to welcome

Axis41 into the Merkle family and look forward to honing our collective people-based marketing capabilities that enable our clients to deliver ever more relevant, personalized customer experiences," said David Williams, president and CEO of Merkle. "Our combined technology partnerships create a powerhouse of cloud-based platforms to meet the rapidly evolving needs of the brands we serve."

"Joining forces with Merkle and Dentsu Aegis Network opens exciting opportunities for us to advance our business to new heights. It brings instant scale to Axis41, our clients and our partners by leveraging the group's experience, global footprint and business acumen," said Pynes. "Equally important to us in our decision was the fact that such a vibrant, modern, growth-focused agency offers the perfect cultural and professional fit for our employees and our clients."

Axis41 brings clients such as Backcountry.com, Ciena, Iron Mountain, Outside Magazine, SafeNet, and 1-800 CONTACTS to the Merkle family.

So amazing, you could charge admission.

RESIDENTIAL SERVICES INCLUDE:

- Home Theatre Packages
- Multi-Room Music
- Home Automation
- Home Surveillance
- Satellite Services
- Free Estimates

CALL TODAY **801-979-0674**
myeliteav.com

elite
 AUDIO + VIDEO

Calendar

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

Through Nov. 18

Supercomputing 2016, showcasing the many ways high-performance computing, supercomputing, networking, storage and analysis advance scientific research, medicine, education, weather forecasting, space exploration and commerce. More than 11,000 delegates from more than 55 countries are expected to attend. Keynote speaker Katharine Frase, former chief technology officer of public sector and vice president of public sector at IBM, will discuss "Cognitive Computing: How Can We Accelerate Human Decision Making, Creativity and Innovation Using Techniques from IBM's Watson and Beyond?" Event also features a technical education program, workshops, tutorials, a supercomputing exhibit area, demonstrations and opportunities for hands-on learning. Location is the Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details are at <http://sc16.supercomputing.org/>.

Nov. 15, 8-11 a.m.

"Evaluating Performance to Maximize Results," a Mountain States Employers Council (MSEC) seminar. Location is the MSEC Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$130. Details are at msec.org.

Nov. 15, 8:30 a.m.-5 p.m.

40th Annual American Express Women & Business Conference and Wells Fargo ATHENA Awards Luncheon, presented by the Salt Lake Chamber Women's Business Center. ATHENA International recipient is Lori Chillingworth, executive vice president of Zions Bank's Small Business Division. Pathfinder Award recipients are Ivy Estabrooke, executive director, USTAR; Kathy Luke, vice president of the Center for Community Development, American Express; Laura Kaiser, executive vice president and COO, Intermountain Healthcare; and Maura Carabello, president, The Exoro Group. Location is Little America, 500 S. Main St., Salt Lake City. Conference is free, awards luncheon cost is \$75. Details are at slchamber.com/athena.

Nov. 15, 11 a.m.-3 p.m.

Utah Patriot Partner Veterans Job & Resource Fair, sponsored by the Utah Veterans and Military Employment

Coalition, Utah Department of Workforce Services, Utah Department of Veterans and Military Affairs, Utah Department of Labor Veterans Employment and Training Service (VETS) and other local partners. Location is South Towne Exposition Center, 9575 S. State St., Sandy. Free. Details are available by calling Mark Harrison at (801) 432-4536.

Nov. 15, 11:15 a.m.-1:15 p.m.

Women in Business Lunch, an Ogden/Weber Chamber of Commerce event. Location is Hub 801, 3525 Riverdale Road, Ogden. Cost is \$20. Details are at ogdenweberchamber.com.

Nov. 15, 11:30 a.m.-1 p.m.

Business Alliance Networking Lunch, a Davis Chamber of Commerce event. Location is Boondocks, 525 Deseret Drive, Kaysville. No RSVP required. Details are at davischamberofcommerce.com.

Nov. 15, 4-5 p.m.

B 4/5 Networking, a West Jordan Chamber of Commerce event. Location to be determined. Details are at westjordanchamber.com.

Nov. 15, 5:30-7 p.m.

NorthFront Startup Marketing Event, presented by the NorthFront Entrepreneur Alliance. Marketing experts from Stryde will discuss "Shoestring Marketing for Startups." Location is NorthFront Business Resource Center, 450 S. Simmons Way, Kaysville. Free. Details are at <http://northfrontalliance.org/project/learning-event-11-15-16/>.

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

Monthly Chamber Luncheon, a ChamberWest event. Speaker is Kristin Armstrong, three-time Olympic gold medalist. Location is Utah Olympic Oval, 5662 S. 4800 W., Kearns. Cost is \$20 with RSVP, \$30 at the door. RSVPs can be completed at chamberwest.org or by calling (801) 977-8755.

Nov. 16, noon-1 p.m.

Professional Development Series, presented by the Utah Valley Chamber. Location is Provo LDS Employment Resource Center, 702 W. Columbia Lane, Provo. Free. Details are available by calling (801) 818-6161 or at <http://bit.ly/1tDS04k>.

Nov. 16, 5:30-8 p.m.

Women Innovators Gala, a Women Tech Council event celebrating the opening of the newest installation at The Leonardo, titled "Women Innovators" and honor-

ing the women who have shaped Utah technology and driven innovation. Location is The Leonardo, 209 E. 500 S., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Nov. 17, 7:30-9 a.m.

Richard Richards Ethical Leadership Award Event, presented by the Ogden/Weber Chamber of Commerce and Weber State University. Location is Weber State University Downtown, 2315 Washington Blvd., Ogden. Details are at ogdenweberchamber.com.

Nov. 17, 8:30 a.m.-noon

Field Trip of Event Spaces, a Sandy Area Chamber of Commerce event. Tour will feature places where companies can meet or have events in 2017, including Sport City, Larry H. Miller Megaplex Theatres, Salt Mine, Scheels and Village Baker. Activities begin at the chamber office, 35 E. 9270 S., Sandy. Details are available by calling Leesha Francis at (801) 727-4503.

Nov. 17, 9-11 a.m.

Ignite with Unite Utah. Speaker Derek Miner will discuss "Mojo: The Art & Science of Building Your Own Personal Brand." Location is Loveland Living Planet Aquarium, 12033 Lone Peak Parkway, Draper. Registration can be completed at Eventbrite.com.

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

Combined WIB and Chamber Luncheon, a Davis Chamber of Commerce event. Location is Texas Roadhouse, 685 S. Ring Road, Layton. Details are at davischamberofcommerce.com.

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

Business Resource Center Workshop, a West Jordan Chamber of Commerce event. Topic to be determined. Location is the West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

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

Networking Lunch, a Murray Area Chamber of Commerce event. Speaker Tricia Cook of the Murray Heritage Center will discuss center services and programs for seniors. Location is Scofy's, 7176 S. 900 E., Midvale. Cost is \$14 for members, \$20 for nonmembers. Details are at murraychamber.org.

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

Contactos, a Utah Hispanic Chamber of Commerce network-

ing event. Location is Salt Lake Community College, 4600 S. Redwood Road, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Nov. 18, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is Alyse Horton, Miss Murray 2017, who will discuss "Use Only As Directed: The Prevention of Prescription Drug Abuse." Location is Anna's Restaurant, 4700 S. 900 E., Ivy Place Suite 1, Murray. Details are at murraychamber.org.

Nov. 18, noon

"Shaping America's Global Impact: What's at Stake for U.S. National Security and Utah's Economy," presented by the U.S. Global Leadership Coalition. Featured speaker is U.S. Sen. Orrin Hatch, R-Utah. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Details are at <http://www.usglc.org/events/shaping-americas-global-impact-ut/?source=c2>.

Nov. 21, 9-11 a.m.

NACM Credit Boot Camp, featuring the basic skills needed to collect and manage accounts receivable. Location is NACM Training Center, 7410 S. Creek Road, Suite 301, Sandy. Cost is \$50. Details are at <http://www.nacmint.com/calendar.php?v=1138>.

Nov. 29, 5-7 p.m.

Chamber Holiday Open House, presented by the Salt Lake Chamber in partnership with the Women's Business Center, Women's Leadership Institute and Downtown Alliance. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free, but registration is appreciated. Details are at slchamber.com.

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

Professionals Networking Group, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at chamberwest.org.

Nov. 30, 4:30-6:30 p.m.

Primetime — Fall 2016, a bi-annual trade show. Location is the Provo Recreation Center, 320 W. 500 N., Provo. Free. Details are at thechamber.org.

Dec. 1, 8 a.m.-2:30 p.m.

"Americans With Disabilities Act: Managing Disabilities in the Workplace," a Mountain States Employers Council (MSEC) event. Location is the MSEC Utah office, 175 W.

200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at msec.org.

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

Centers of Influence Networking Luncheon, a West Jordan Chamber of Commerce event. Location to be determined. Cost is \$15 for members, \$20 for nonmembers. Details are at westjordanchamber.com.

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

UTC CEO Forum, a Utah Technology Council (UTC) event for CEOs of UTC technology member companies with more than 10 employees. Presenter is Gavin Christensen, managing partner and co-founder of Kickstart Seed Fund. Location is the Thomas S. Monson Center, 411 E. South Temple, Salt Lake City. Free. Details are at utahtech.org.

Dec. 1, 3:30-5 p.m.

UTC Public Policy Forum, a Utah Technology Council (UTC) event. The forum meets regularly to discuss issues that affect the state and its tech industry. Location is the Utah Technology Council, 2755 E. Cottonwood Parkway, Suite 500, Salt Lake City. Details are at utahtech.org.

Dec. 2, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Murray City Police Department Chief Craig Burnett will discuss "Crime Prevention in Murray City." Location is Anna's Restaurant, 4700 S. 900 E., Ivy Place Suite 1, Murray. Details are at murraychamber.org.

Dec. 2, noon-1:30 p.m.

WBN Christmas Luncheon, a Utah Valley Chamber event. Location is Thanksgiving Point Garden Room, 3003 Thanksgiving Way, Lehi. Cost is \$30. Details are at thechamber.org.

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

Business Alliance Networking Lunch, a Davis Chamber of Commerce event. Location is Boondocks, 525 Deseret Drive, Kaysville. No RSVP required. Details are at davischamberofcommerce.com.

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

Women in Business Holiday Soiree, a Sandy Area Chamber of Commerce event. Location is La Caille, 9565 Wasatch Blvd., Sandy. Cost is \$35. Details are at sandychamber.com.

WHAT DOES IT MEAN TO BE BUILT FOR BUSINESS?

Internet. TV. WiFi. Voice. Ethernet. Our portfolio of business-grade products is built to move your company forward.

comcastbusiness.com | 800-501-6000

COMCAST
BUSINESS
B4B
BUILT FOR BUSINESS™



Restrictions apply. Not available in all areas. Call for details. © Comcast 2016. All rights reserved.

CALENDAR

from page 9

Dec. 7, 8-9 a.m.

“Five Big Public Policy Issues Small Businesses Need to be Aware Of,” a Sandy Area Chamber of Commerce event. Speaker Maxine Turner, president of Cuisine Unlimited and chair of the U.S. Chamber of Commerce Council on Small Business, will provide an update on small-business issues. Location is the Sandy Area Chamber of Commerce, 35 E. 9270 S., Sandy. Free. Details are at sandychamber.com.

Dec. 7, 8:30-10 a.m.

“Jump Start: Intro to Entrepreneurship,” a Salt Lake Chamber event. Seminar is taught by Deb Bilbao, business consultant at the Women’s Business Center. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

Dec. 7, 11:30 a.m.-1 p.m.

Professionals Networking Group, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at chamberwest.org.

Dec. 8, 8-9:30 a.m.

UTC Industry Breakfast, a Utah Technology Council event. Location is Thanksgiving Point (Museum of Ancient Life), 2929 Thanksgiving Way, Lehi. Cost is \$60 for UTC members, \$90 for nonmembers. Details are at utahtech.org.

Dec. 8, 8 a.m.-4 p.m.

“Conflict Strategies: Navigating Others Through Workplace Difficulties,” a Mountain States Employers Council (MSEC) event. Location is the MSEC Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$215. Details are at msec.org.

Dec. 8, 11:30 a.m.-1 p.m.

Business Resource Center Workshop, a West Jordan Chamber of Commerce event. Topic to be determined. Location is the West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

Dec. 8, 11:30 a.m.-1 p.m.

December WIB Luncheon, a Davis Chamber of Commerce event. Location is Boondocks, 525 Deseret Drive, Kaysville.

Details are at davischamberofcommerce.com.

Dec. 8, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Buzz Storey of Storey Realty will discuss “The Snowball Effect.” Location is Scofy’s, 7176 S. 900 E., Midvale. Cost is \$14 for members, \$20 for nonmembers. Details are at murraychamber.org.

Dec. 9, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker Linda Milne will discuss “Is Your Business Prepared for an Emergency?” Location is Anna’s Restaurant, 4700 S. 900 E., Ivy Place Suite 1, Murray. Details are at murraychamber.org.

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

Professionals Networking

Group, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at chamberwest.org.

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

Chamber Annual Christmas Luncheon, a Holladay Chamber of Commerce event featuring performances by the Olympus High School Choir and awards for the Business of the

Year and Student of the Year. Location is Holladay City Hall, 4580 S. 2300 E., Holladay. Cost is \$25. Details are at holladaychamberofcommerce.org.

Dec. 14, 3-5 p.m.

“Fresh Start: Organizing Business Financials for the New Year,” a Salt Lake Chamber “Business Essentials”

see CALENDAR pg. 12

2016 - 2017

UTAH

WOMEN'S BASKETBALL

SEASON TICKETS ON SALE NOW!

STARTING AT \$25

801.581.UTIX | UTAHUTES.COM

CALENDAR

from page 11

event. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at slchamber.com.

Dec. 15, 11:30 a.m.-1 p.m.

Business Resource Center Workshop, a West Jordan Chamber of Commerce event. Topic to be determined. Location is the West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

Dec. 15, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Daryl Price of You Marketing Gurus will discuss "12 Laws of Karma in Business." Location is Scofy's, 7176 S. 900 E., Midvale. Cost is \$14 for members, \$20 for nonmembers. Details are at murraychamber.org.

Dec. 16, 11 a.m.-2 p.m.

Holiday Open House, a Sandy Area Chamber of Commerce event. Location is 35

E. 9270 S., Sandy. Details are at sandychamber.com.

Dec. 20, 8-9 a.m.

"Coffee and Connections," a West Jordan Chamber of Commerce networking event. Location is High Point Coffee, 1735 W. 7800 S., West Jordan. Details are at www.westjordanchamber.com.

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

Business Alliance Networking Lunch, a Davis Chamber of Commerce event. Location is Boondocks, 525 Deseret Drive, Kaysville. No RSVP required. Details are at davischamberofcommerce.com.

Dec. 21, noon-1 p.m.

Professional Development Series, presented by the Utah Valley Chamber. Location is Provo LDS Employment Resource Center, 702 W. Columbia Lane, Provo. Free. Details are available by calling (801) 818-6161 or at <http://bit.ly/1tDS04k>.

Dec. 22, 11:30 a.m.-1 p.m.

Business Preparedness Lunch Meeting, a Murray Area Chamber of Commerce event. Speaker Marilee Guinan will discuss "Sales Tips, Tricks and

Techniques That Work." Location is Scofy's, 7176 S. 900 E., Midvale. Cost is \$14 for members, \$20 for nonmembers. Details are at murraychamber.org.

EARNINGS

from page 14

for the same quarter a year earlier. Revenue in the most recent quarter totaled \$441.6 million, up from \$391.2 million in the prior-year quarter.

Overstock.com is an online retailer.

"The retail business is re-accelerating and is fundamentally sound," Patrick M. Byrne, founder and chief executive officer, said in announcing the results. "It had a pre-tax loss of \$900,000 million in Q3, which included \$3.9 million of impairment and bad debt expense related to an international minority investment. Our Medici business cost us \$3 million pre-tax this quarter, but that was well worth it as we achieve real progress in our blockchain and fintech initiatives that others have yet to demonstrate."

APX Group Holdings

APX Group Holdings Inc.,

Dec. 29, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Paul Kelly of Premier Protection Plus will dis-

cuss "Bacteria in Our World." Location is Scofy's, 7176 S. 900 E., Midvale. Cost is \$14 for members, \$20 for nonmembers. Details are at murraychamber.org.

based in Provo, reported a net loss of \$70 million for the quarter ended Sept. 30. That compares with a loss of \$125.1 million for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$198.3 million, up from \$168.6 million in the year-earlier quarter.

Vivint Smart Home provides smart home services in North America.

In announcing the results, Todd Petersen, chief executive officer of APX Group, said the company finished the selling season with a record number of new subscribers. "Of particular note was the growth in our national inside sales channel, which grew 47 percent year over year in the third quarter, a result of increased brand recognition and execution of the sales team," he said.

Superior Drilling Products

Superior Drilling Products Inc., based in Vernal, reported a preliminary revenue estimate

of about \$2.26 million for the third quarter. It released no other quarterly financials, except to say that the figure compares with \$1.1 million reported in the prior quarter.

The company designs and manufactures drilling tool technologies.

"The sequential improvement in revenue is primarily the result of the success of our distribution agreement with Drilling Tools International, which has accelerated customer adoption of our Drill-N-Ream technology," Troy Meier, chairman and chief executive officer, said in announcing the results.

"We are seeing demand increasing from a greater number of operators. In addition, our technology is gaining greater recognition given operators' intense interest in identifying technologies that will enhance productivity and reduce costs as the drill rig count improves."

88% of consumers have read reviews to determine the quality of a local business

Google

facebook

yelp

dexknows

Don't lose business because you have insufficient or unfavorable reviews

To Learn how to get honest reviews from real customers, visit

www.enterprisedigitalsolutions.com

SKI SEASON

from page 4

grip quad chairlifts in Lefty's Canyon and Mary's Bowl, with a scheduled completion in mid-December. The two new lifts will access an estimated 1,060 acres of new terrain for the 2016-17 winter season, with the Mary's lift at 3,880 feet long and rising 867 vertical feet, and the Village lift at 3,680 feet long and 582 vertical feet.

The slopes accessible from the two lifts are located immediately to the east of Powder Mountain's "Powder Country" bus-served runs, and were previously part of the resort's all-day snowcat offerings.

"Pow Mow" is also shooting for a skier density less than 10 percent of what is found at comparably sized resorts.

"We strive to maintain the uncrowded, wide-open, adventurous experience Pow Mow is known for," said Mark Schroetel, the resort's general manager. "By adding two new lifts and over 1,000 acres of new lift accessible terrain, capping ticket sales at 2,000 per day and establishing a limit of 1,000 adult season pass holders annually, we aim to keep our skier density of one acre per skier.

"Compare that with some of the largest resorts in the region who routinely see skier densities in excess of 14 skiers per acre, it is easy to see that we are truly committed to preserving the 'pow.' With an advanced full-price lift ticket price of \$79, we truly offer all the terrain of the largest resorts in the country at half the price and a fraction of the crowd."

SNOWBIRD

After spending \$35 million on capital improvements last season, Snowbird Ski and Summer Resort has rebuilt its Creekside Lodge. The lodge, in Gad Valley at Snowbird Entry 1, is undergoing massive reconstruction to triple the building's square footage. The larger facility will be the base of operations for all Snowbird Mountain Ski and Snowboard School lessons, eliminating shuttling students from the Tram Plaza and allowing for a lot more time skiing and snowboarding on the mountain. A new 500-foot conveyor lift will assist skiers and riders in getting from the new Creekside Lodge to Snowbird's Baby Thunder lift at the far western edge of the resort.

Snowbird also has replaced the tram cables of 40 years and installed a fiber optic line into the cable. The line will boost the resort's online webcams to high definition and speed up the free Wi-Fi in the resort's new Summit Lodge atop the tram.

Snowbird also will be completing the full remodel of the Cliff Lodge, its flagship slopeside lodging property. The remodel

includes marble counters and imported tile in the bathrooms, the latest ergonomic mattresses, carpeting, contemporary furnishings, modern entertainment systems, energy-efficient lighting and upgraded Wi-Fi.

WHISPER RIDGE

Whisper Ridge Cat Skiing will officially open Dec. 26. It operates on over 30,000 acres of private ski and ride terrain east of the Cache Valley hamlet of Paradise, plus on over 12,000 acres of land south of Snowbasin assembled by Snowbird's Dick Bass and Snowbasin's Earl Holding, using eight custom PistenBully snowcats for access.

Whisper Ridge, which had a soft opening last season, is offering single- and multi-day cat-skiing tours and optional first descent helicopter drops. Unique to Whisper Ridge's operation are three mountaintop overnight yurt villages for multiple-day immersion experiences.

MONTAGE DEER VALLEY

The Montage Deer Valley is launching a new Montage Expeditions program to allow guests to experience skiing the famed slopes of Deer Valley while celebrating the centennial of the national parks in southern Utah, all in one stay. Guests can take a break from skiing during their trip and take a day-trip adventure to southern Utah for a hiking or biking excursion led by a Montage guide, complete with private flight aboard a Pilatus-12 aircraft and a gourmet chef-prepared lunch within one of four national parks.

Deer Valley Resort also has announced a new chef and revamped menu at the Lodges at Deer Valley.

SUNDANCE

Sundance Resort is installing a new Arrowhead lift to replace an aging triple chair on the mountain. The new lift will be increased from a triple to a quad with new safety bars and improved loading and unloading areas. The new lift will increase uphill capacity by over 500 people per hour and help in decreasing lift lines.

CHERRY PEAK

In its second year of operations, Cherry Peak is continuing to expand by adding a third lift. The new Summit Lift nearly doubles the mountain's skiable terrain to over 400 acres. Cherry Peak also has installed lights in this area to continue operating night skiing on 100 percent of the resort.

BRIAN HEAD

Brian Head has built a state-of-the-art, 2,000-square-foot restaurant kitchen and barbecue pit. The improvement will triple the size of the previous facilities.

SOLITUDE

Solitude Mountain Resort, now in its second year owned and operated by Deer Valley Resort, is rebuilding its Roundhouse restaurant that was destroyed by a

fire that erupted after the mountain closed for the season last spring, and will be expanding the facility's Himalayan- and Wasatch-inspired mountain cuisine. The building's architecture will closely mimic that of the former structure.

STEIN ERIKSEN

The new Stein Eriksen Residences offer many of the traditions synonymous with its legendary namesake lodge. The Residences offer a top-tier condo and vacation home lodging component to the Stein collection. Located mid-mountain at Deer Valley Resort and surrounded by mountain trails and runs, Stein Eriksen Residences provide mountain views from each condo and home, as well as ski-in/ski-out access to the slopes.

The Residences will officially open for reservations in December, with rates planned to start at \$2,500 per night during the winter season.

BRIGHTON

Brighton Resort celebrates its 80th year of operation this season. It is the only Utah resort that serves 100 percent of its terrain via high-speed lifts.

BEAVER MOUNTAIN

Local nonprofit Common Ground Outdoor Activities is building a facility at Beaver Mountain dedicated to adaptive skiers and snowboarders. Construction on the \$500,000 building got underway in September and is expected to be completed by spring. The building will serve not only as a base of operations for the group's adaptive programs, but will allow Common Ground to store its heavy adaptive equipment at the mountain rather than hauling it to the resort four or five times per week.

The Ashlin Mae Kleven (AMK) Foundation has raised more than \$100,000 for the facility's construction, and has pledged an equal amount for its operation over the next five years. In the off-season, Common Ground plans to use the facility for other activities, including camping trips. It will also be available to rent for private events.

Other new elements available for the upcoming season:

- Ski Utah has announced a new partnership with SNOCRU, a Utah-based company and a popular mobile ski app that can

track skiing across the world. New this year, Ski Utah and SNOCRU apps have joined forces, combining two resources into an aggregated forum that helps users not only track total vertical and days skied, but also vertical per resort and the total amount of fresh snow skied all year.

- Vail Resorts has its own mobile app called EpicMix for its own mountains, including Park City in Utah. The app tracks progress around the mountain, giving vertical feet and lifts ridden, as well as a chance to hit goals, collect pins throughout the resort and connect with family and friends. New this year is EpicMix Time, which serves up real-time wait times at lifts across the mountain.

- The Alf Engen Ski Museum, located inside the Utah Olympic Park in Park City, has unveiled an exhibit filled with artifacts loaned by Stein Eriksen's son, Bjorn Eriksen, honoring the life of the late ski legend. The new Stein Eriksen exhibit was made possible by Stein Eriksen Lodge and Deer Valley Resort, where Eriksen served as director of skiing since the resort's opening in 1981.

**YOUR BUSINESS IS PREPARED FOR A DISASTER...
ARE YOUR EMPLOYEES?**

**PROTECT YOUR MOST
VALUABLE ASSET...
YOUR EMPLOYEE'S.**

**ORDER A 72
HOUR KIT
FOR EACH
EMPLOYEE
TODAY**



READYMYBUSINESS.COM | 801-953-5648

CORPORATE FINANCIAL REPORTS

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

HollyFrontier

HollyFrontier Corp., based in Dallas but with a refinery in Woods Cross, reported net income attributable to stockholders of \$74.5 million, or 42 cents per share, for the quarter ended Sept. 30. That compares with \$196.3 million, or \$1.04 per share, for the same quarter a year earlier.

Revenues totaled \$2.8 billion in the most recent quarter, down from \$3.6 billion in the year-earlier quarter.

HollyFrontier is an independent petroleum refiner and marketer that operates through its subsidiaries a refinery in Woods Cross. A subsidiary of HollyFrontier also owns a 37 percent interest (including the general partner interest) in Holly Energy Partners LP.

"Excellent operational reliability and continued progress on controlling operating and capital spending were overshadowed by weak industry margins, a diminishing crude advantage and escalating costs associated with the RFS mandate during the quarter," George Damiris, president and

chief executive officer, said in announcing the results.

"Given our balance sheet strength and excellent liquidity position, HollyFrontier remains well positioned to withstand the challenging operating environment and exploit potential opportunities."

HollyFrontier recently announced the acquisition of Suncor Energy's Petro-Canada Lubricants business.

Nu Skin

Nu Skin Enterprises Inc., based in Provo, reported net income of \$56.9 million, or 98 cents per share, for the third quarter ended Sept. 30. That compares with \$16.2 million, or 28 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$604.2 million, up from \$571.3 million in the year-earlier quarter.

Nu Skin develops and distributes beauty and wellness products in more than 50 markets worldwide.

"We are pleased that we exceeded guidance and posted year-over-year growth during the quarter," Truman Hunt, president

and chief executive officer, said in announcing the results.

"We introduced ageLOC Youth in South Korea in the quarter and saw continued enthusiasm around the globe for our latest ageLOC products. We produced double-digit gains in North Asia and Greater China and posted growth in each of our regions with the exception of South Asia/Pacific, where a significant limited-time offer in the prior year made for a difficult comparison. We also generated modest growth in sales leaders globally."

Holly Energy Partners

Holly Energy Partners LP (HEP), based in Dallas but with facilities in Utah, reported net income of \$34.8 million, or 33 cents per share, for the quarter ended Sept. 30.

That compares with \$34.3 million, or 40 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$92.6 million, which compares with \$88.4 million in the year-earlier quarter.

Holly Energy Partners provides petroleum product and crude oil transportation, terminaling, storage and throughput

services to the petroleum industry, including HollyFrontier Corp. subsidiaries. The partnership, through its subsidiaries and joint ventures, owns and/or operates petroleum product and crude gathering pipelines, tankage and terminals in Utah and nine other states, plus refinery processing units in Utah and Kansas.

"We are pleased with our solid financial performance in the third quarter, which allowed us to maintain our record of continuous quarterly distribution increases," George Damiris, chief executive officer, said in announcing the results.

Damiris said the company recently completed its acquisition of an atmospheric distillation tower, a fluid catalytic cracking unit, and a polymerization unit located at the HollyFrontier refinery in Woods Cross.

"Looking forward, we believe HEP is positioned to continue its growth based on the quality and location of our assets; our talented employee base; and our strong and supportive general partner, HollyFrontier."

Control4

Control4 Corp., based in Salt Lake City, reported net income of \$1.8 million, or 7 cents per share, for the third quarter ended Sept. 30. That compares with net income of \$1.2 million, or 5 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$55.2 million, up from \$43.6 million in the year-earlier quarter.

Control4 provides automation and networking systems for homes and businesses.

"Our teams delivered strong results with sustained focus on product, marketing, dealer-support and sales initiatives," Martin Plaehn, chairman and chief executive officer, said in announcing the results. "Orders for our new EA Series Controllers grew strongly during the quarter, and our Packedge networking products are being embraced by our expanding dealer channel and end-customers. We continue to capture additional dealer and customer mind-share by providing industry-leading home automation solutions as well as robust, high-performance home networking solutions for today's and tomorrow's connected homes."

ClearOne

ClearOne, based in Salt Lake City, reported net income of \$1.2 million, or 13 cents per share, for the quarter ended Sept. 30. That compares with \$2.4 million, or 25 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$12.9 million, down from \$15.9 million in the year-earlier quarter.

ClearOne designs, develops and sells conferencing, collaboration, and network streaming and signage solutions for voice and visual communications.

"In 2016, we are executing our business plan, and now we offer the most technically innovative products in the marketplace to meet the growing demand for audio conferencing, network media streaming, video conferencing and media collaboration, supported by a growing portfolio of more than 100 patents and patent applications," Zee Hakimoglu, president and chief executive officer, said in announcing the results.

"Combined with the strength of our diverse and loyal channel and extensive global installed customer base, we are well-positioned to benefit from our advanced line of products and the anticipated improvement in the global macroeconomic environment. While our third quarter results were negatively impacted by the transition to our next-generation professional audio conferencing platform launched this June, we are pleased our video product sales more than doubled year-over-year and posted revenue growth in eight out of the nine recent quarters."

Green Endeavors

Green Endeavors Inc., based in Salt Lake City, reported a net loss of \$151,268 for the quarter ended Sept. 30. That compares with \$161,494 for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$832,507, up from \$733,642 in the year-earlier quarter.

Green Endeavors is a majority-owned subsidiary of Sack Lunch Productions Inc. and is a holding company with operations in health and beauty. Its wholly owned subsidiaries are Landis Salons Inc, Landis Salons II Inc. and Landis Experience Center LLC.

"The elimination of the \$2.19 million in debt has not only transformed the balance sheet but will decrease interest expense in the future by nearly \$180,000 annually," Richard D. Surber, chief executive officer, said in announcing the results. "This improves profitability in the final quarter of 2016 and well into the future. We also expect continued operational improvements moving forward and believe we are positioned to execute on our plans to expand through the acquisition of other high-end multi-location salons."

Overstock.com

Overstock.com Inc., based in Salt Lake City, reported a net loss of \$3.1 million, or 12 cents per share, for the quarter ended Sept. 30. That compares with a loss of \$2.1 million, or 8 cents per share,



Entitlement
Abolition

How to Lead Your Family
From "Me" to "We"

DOUGLAS R. ANDREW

New York Times Best Selling Author

In this FREE book (just cover \$7.95 for S&H) you will learn:

- ✓ The difference between a scarcity and abundance mindset
- ✓ The Three Dimensions of Authentic Wealth—especially the two Legacy Dimensions (Foundational and Intellectual)
- ✓ How to develop a KASH (Knowledge, Attitudes, Skills and Habits) Blueprint and develop a perpetual Legacy Bank
- ✓ How to hold Family Vacations with a Purpose
- ✓ How to make deposits and withdrawals from your family's Legacy Bank
- ✓ How to rethink your thinking (and help your children do the same)

If you would like to pick up your free copy of Entitlement Abolition, you can stop by our office to save on shipping. See the address below.



By Douglas R. Andrew
NYT Best-Selling Author
Abundant Living Coach

You may have your FREE book sent to you - (By paying \$7.95 for S&H) at:

www.EntitlementAbolitionBook.com

Live Abundant Offices
6340 S. 3000 E. #280 Cottonwood Heights 84121
(limit: one free book per household)



Opinion

Immigrants' contributions as varied as where they come from

Despite controversies that rage over immigration, it is hard to see how anyone could be either for or against immigrants in general. First of all, there are no immigrants in general.

Both in the present and in the past, some immigrant groups have made great contributions to American society and others have contributed mainly to the welfare rolls and the prisons. Nor is this situation unique to the United States. The same has been true of Sweden and of other countries in Europe and elsewhere.

Sweden was, for a long time, one of the most ethnically homogeneous countries in the world. As of 1940, only about one percent of the Swedish population were immigrants. Even as the proportion of immigrants increased over the years, as late as 1970, 90 percent of foreign-born persons in Sweden had been born in other Scandinavian countries or in Western Europe.

These immigrants were usually well-educated and often had higher labor force participation rates and lower unemployment rates than the native Swedes. That all began to change as the growing number of immigrants came increasingly from the Middle

East, with Iraqis becoming the largest immigrant group in Sweden.

This changing trend was accompanied by a sharply increased use of the government's "social assistance" program, from 6 percent in the pre-1976 era to 41 percent in the 1996-1999 period. But, even in this later period, fewer than 7 percent of the immigrants from Scandinavia and Western Europe used "social assistance," while 44 percent of the immigrants from the Middle East used that welfare state benefit.

Immigrants, who were by this time 16 percent of Sweden's population, had become 51 percent of the long-term unemployed and 57 percent of the people receiving welfare payments. The proportion of foreigners in prison was five times their proportion in the population of the country.

The point of all this is that there is no such thing as immigrants in general, whether in Europe or America. Yet all too many of the intelligentsia in the media and in academia talk as if immigrants were abstract people in an abstract world, to whom we could apply abstract principles — such as

"we are all descendants of immigrants."

A hundred years ago, when a very different mix of immigrants were coming to a very different America, there was a huge, multi-volume study of how immigrants from different countries had fared here. This included how they did as workers in various industries and in agriculture, and how their children did in school.

Some people like to refer to the past as "earlier and simpler times." But it is we today who are so simple-minded that it would be taboo to do anything so politically incorrect as to sort out immigrants by what country they came from. As Hillary Clinton said in one of her recently revealed emails, she was for "open borders."

However congenial the idea of open borders may be to elites who think of themselves as citizens of the world, it is not even possible to have everyone come to America and the country still remain America.

What is it that makes this country so different that so many people from around the world have, for centuries, wanted to come here, more so than to any other country? It is not the land or the climate, neither of which is so different from the land and the climate in many other places.

Nor is it the racial makeup of the coun-

try, which consists of races found on other continents. What is unique are American institutions, American culture and American economic and other achievements within that framework.

People who came here a hundred years ago usually did so in order to fit within the framework of America and become Americans. Some still do. But many come from a very different cultural background — and our own multiculturalism dogmas and grievance industry work to keep them foreign and resentful of Americans who have achieved more than they have.

Some immigrant groups seek to bring to America the very cultures whose failures led them to flee to this country. Not all individual immigrants and not all immigrant groups. But too many Americans have become so gullible that they are afraid to even get the facts about which immigrants have done well and improved America, and which have become a burden that can drag us all down.

Thomas Sowell is a senior fellow at the Hoover Institution, Stanford University. His website is www.tsowell.com.

COPYRIGHT 2016 CREATORS.COM



THOMAS SOWELL



MARK LUND

last year, they may become very risk-averse and get out of equities. Both behaviors assume the future will be like the past, when the future is really unknown.

Behavior No. 2: Investing on familiarity. Familiarity bias encourages you to make investment or consumer choices that are "friendly" and comfortable to you, even when they may be illogical. You go with what you know, without investigating what you don't know or looking at other options. Another example of familiarity bias is when you invest in a company or a sector largely because you are attracted to or familiar with its "story" — its history, its reputation.

Behavior No. 3: Ignoring negative trends. This is known as the "ostrich effect." We can ignore the reality of a correction or a bear market. We can ignore the fact that our credit card debt is increasing. Studies suggest that investors check in on their portfolios with less frequency during market slumps.

They would rather not know the degree of damage.

Behavior No. 4: Wanting decisions to pay off now. Patience tends to be a virtue in both equity investing and real estate investing, but we may suffer from hyperbolic discounting — a bias in which we want a quick payoff today rather than an even larger one that might result someday if we buy and hold.

Behavior No. 5: Falling for a decoy. When given a third consumer choice, instead of two consumer choices, we may choose a different product than we origi-

nally would, and perhaps make a choice we would not have otherwise considered. Once, an ad in *The Economist* offered three kinds of subscriptions: \$59 for online only, \$159 for print only and \$159 for online plus print. The \$159 print-only option was an illustration of the decoy effect. The choice existed seemingly just to make the \$159 online-plus-print option look like a better deal.

Behavior No. 6: Seeing patterns where none exist. This is called the "clustering illusion." You see it in casinos where a slot machine pays out twice an hour and people line up to play that "lucky" machine, which has, in fact, just paid out randomly. Some investors fall prey to it in the markets.

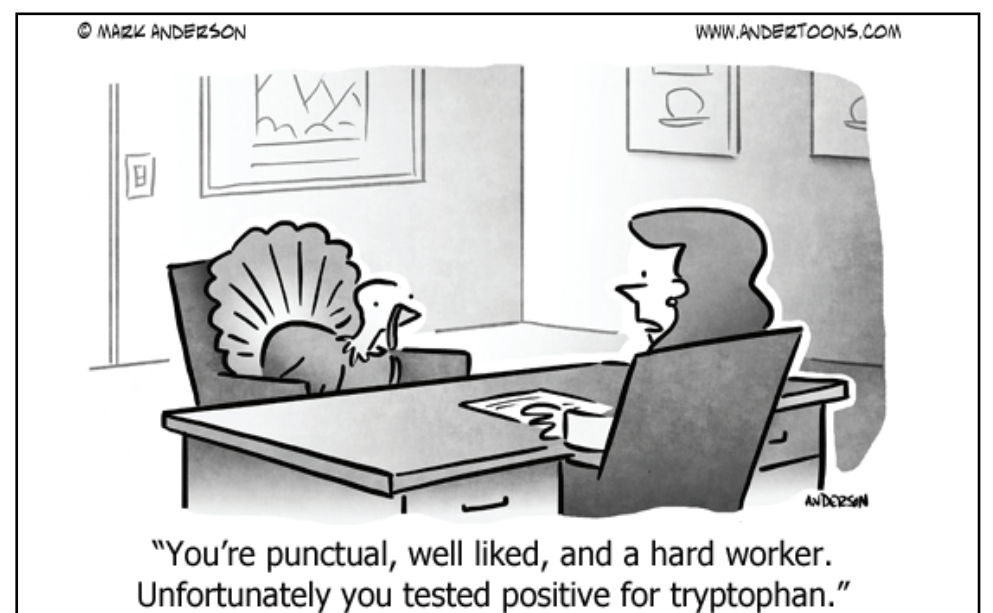
Behavior No. 7: Following the herd. The more consumers or investors that subscribe to a particular belief, the greater the chance of other consumers or investors to

join the herd or "jump on the bandwagon" — for good or bad. This is the "bandwagon effect."

Behavior No. 8: Buying the amount of something that we are marketed. In our minds, we believe that there is an optimal amount of something per purchase. This is called "unit bias" and when marketing suggests the ideal amount should be larger, we buy more of that product or service.

There are dozens of biases we may harbor, temporarily or regularly, all subjects of study in the discipline of behavioral finance. Recognizing them may help us to become a better consumer, and even a better investor.

Mark Lund is the author of *The Effective Investor* and provides investment and retirement planning for individuals and 401(k) consulting for small businesses through Stonecreek Wealth Advisors Inc. in Utah.



GET A GRIP ON WINTER

GET AN INSTANT REBATE*

\$70

WHEN YOU PURCHASE A SET OF ANY (4) BRIDGESTONE TIRES

USE YOUR BURT BROTHERS CREDIT CARD AND GET STRESS FREE FINANCING, \$10 OFF OIL CHANGES FOR LIFE & MUCH MORE



NOVEMBER 1 - DECEMBER 17

DRIVEGUARD TURANZA DUELER ECOPIA POTENZA **BLIZZAK™**

BURT BROTHERS

BRIDGESTONE

SCHEDULE YOUR NEXT APPOINTMENT ONLINE AT BURTBROTHERS.COM

*Instant Rebate is not redeemable for cash at time of purchase. The rebate amount is not transferable and non-refundable. Tires must be purchased from Burt Brothers' inventory between November 1 and December 17, 2015. Restrictions and limitations apply. Retail sales only. See your Burt Brothers location for complete details. Offer valid while supplies last.

BROADBAND

from page 1

who do not, he said.

“We have to decide that this is a priority. We have to decide to make it possible for young people, no matter their ZIP code, to make their mark on the global map. We have to decide to prioritize helping parents afford the equipment and fees necessary to join the global community. We have to decide to make high-throughput connections the standard so families will not be left behind as Internet content grows richer and deeper.”

“The communities who take this opportunity seriously stand to reap an exceptional harvest from their future.”

During his U.S. travels, he has seen the divide manifest itself: people crowd parking lots or find a perfect spot on a hill just to be able to get a good Internet signal from a hospital, library or fast-food restaurant.

“As time wears on, the costs of our digital divide grow more certain,” Campos said. “The basics of economic opportunity live online. Whether we are applying for jobs or school, more and more of our personal growth requires Internet literacy and access.”

People use the Internet, in part, to maintain distant family connections, make progress on schoolwork or unwind with good TV at the end of the day, he said. “The Internet has become an assumed part of a good life, but for too many it remains stubbornly difficult to embrace,” Campos said.

But when people are able to connect, “new opportunities emerge,” he said.

“As we expand the reach of high-speed Internet to more and more everyday lives, we lay the groundwork for all-new ways for people to connect. We may not even be able to conceive of them today,” he said.

But practical benefits from investing in the Internet already exist. Through the country, especially in rural America, an expanding Internet creates internal jobs in infrastructure, education and maintenance, but it also allows for telecommuting, and online education and access to global digital marketplaces “means that young people may be less-inclined to run off with their essential computer skills.” It also allows for local government to have less friction and provide services and information at lower costs, he added.

“There are whole new kinds of jobs that we can’t imagine, just waiting for us to lay enough fiber to make them possible. As virtual and augmented reality develop into serious computing platforms, whole-new means of collaboration, community, creativity and entertainment become possible.”

“Perhaps the most exciting, a global-scale business can spring from any community where high-speed networking is easy to access. Remember how much information is exploding out there. Remember how much free code is waiting to be tapped. The ingredients for building technology companies have never been cheaper or more accessible.”

But for that to happen, more people need to be online, Campos said. “The world after the digital divide is filled with opportunity, expansion and transforma-

tion, and I think you’ll be surprised by people’s ingenuity, but it won’t happen for free.”

Mike Spaulding, vice president of engineering for the Mountain West region of Comcast, explained the need for faster broadband, citing statistics that indicate that consumers’ rate of data consumption is doubling every 18 months.

“The amount of traffic that is going across this network of ours and many others in the room here is absolutely astounding, so being able to innovate and provide more and more access and more speed is absolutely critical,” he said.

He, too, spoke of a widening digital divide and its consequences.

“The more people that are connected, the more it spurs innovation. The more access to information you have, and to be able to share that information. ... the more innovation that will be created and the more growth and economic stability will be created in our economies and in our states. Investment has got to be there and it’s got to be systematic and it’s got to be reinforced over and over again,” he said.

But everyone needs to benefit from that investment, which can lead to innovation that can improve an entire community.

“Without that innovation,” Spaulding said, “it’s hard to think about where we would be today if those small steps that people were taking to innovate things, whether it’s an app or a website or a product or having access to information to create something, or even to create dialogue — those things don’t happen in a connected community without great broadband products and services.”

PRISON SITE

from page 1

said in a release. These site assessments and careful study on how to protect wetlands and other environmentally sensitive areas on the site resulted in the state being able to purchase far less land than anticipated, the division statement said.

“This specific site best meets the needs of the Department of Corrections staff, volunteers and inmates, while at the same time addressing the interests of the community and environmental stakeholders we have worked with,” said Eric Tholen, DCFM director. “The purchase is a significant milestone in the relocation process and we are looking forward to beginning work onsite in the coming months.”

The new correctional facility will allow the state to expand treatment and educational programs that will make the public safer by reducing the chance that people will commit new crimes after release, said the Utah Department of Corrections.

“This new correctional facility is part of an overall strategy to improve our criminal justice outcomes, enhance the safety and security of our corrections system, improve operations and reduce recidivism,” said Rollin Cook, executive director of the department. “This strategy will help slow the growth in the number of offenders being incarcerated and the costs to provide additional prison beds.”

GOED

from page 3

ment Corporation of Utah.

Also last week, the GOED board approved a \$292,933 incentive for Oto Analytics Inc., doing business as Womply, for a \$100,000 office facility in Lehi.

Founded in 2011 and with main offices in San Francisco and Portland, Oregon, Oto uses data and technology to help small and medium-sized companies grow, protect and simplify their businesses by giving them a better understanding of their customers. The company provides on a subscription basis a suite of business monitoring, analytics and marketing tools that help merchants manage their businesses more easily and get more customers. Womply also provides complete monitoring and management of online reviews from sites such as Google and TripAdvisor and is a leading technology partner to the credit card processing industry.

The incentive is tied to the creation of 175 jobs over five years. New wages over the period are expected to total \$41.3 million, and new state tax revenue is expected to be nearly \$2 million.

“We are thrilled to be expanding into Utah County and to tap into the great pool of local talent,” Cory Capoccia, Womply president, said in a statement read at the GOED board meeting. “We aim to build a lasting presence in the area. We are hiring aggressively for sales, operations, engineering and other critical roles to accelerate and support our already industry-leading growth.”

“Womply is a Silicon Valley company that has identified an important niche market and is experiencing rapid growth,” Hale said. “Womply used a thorough vetting process to consider multiple markets for expansion and ultimately selected Utah for its high-caliber workforce. We congratulate the company on a wise decision.”

“We are excited to welcome Womply to Utah,” Flynn said. “This project represents another win in the ‘fin-tech’ industry and will bring more high-paying jobs to the state. We are thrilled that Utah continues to make its mark in this growing industry.”

COMPUTING

from page 1

it relates to artificial intelligence and cognitive computing.

In addition to Frase, 12 featured speakers were scheduled to discuss pioneering technical achievements, the latest innovations in HPC and data analytics. Topics include a wide range of subjects from advances in “Smart Cities” to using computational analysis to fight massive wildfires and predict their behavior.

Teams of students from around the world were set to compete in the 48-hour Student Cluster Challenge, working around the clock to build and run applications on a supercomputer of their own design requiring no more energy than a coffee maker. A team from the University of Utah was included in the competition.

engineered. energy efficient. endura



Over 25 years of experience and the highest quality construction encompassing residential, commercial, institutional, industrial, agricultural and government buildings, internationally and across the United States. This world class engineered building system is excellent for everything from below-grade construction to six-story applications.

- No other wall system can compete when compared with the Endura Wall System™ quality characteristics
- The Endura Wall System™ competes with all other wall systems...But no other wall system can compete with the Endura Wall System™

EFFECTIVE: The most trusted insulated, Reinforced, masonry, Dry stack, Surface-bonded, construction system in the world!

NEVER A PROBLEM IN OVER 25 YEARS: With 1,000's of satisfied customers.

DOLLAR-WISE BEST VALUE: The most cost efficient, dependable and longest-lasting construction system available.

UNIVERSALLY APPROVED: Thoroughly tested, approved and used by architects, engineers and contractors since 1986.

RATED HIGHEST: Premium thermal performance.

ACCEPTED WORLD-WIDE: Building sites are located across the United States and in foreign countries!



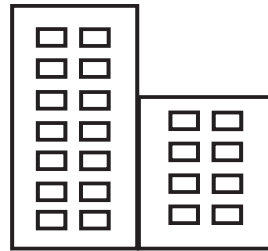
Endura Marketing & Sales International, LTD
914 South State Street, Orem, UT 84097
PH 801-224-3002
www.endurawalls.com

Dena Dastrup
PH 801-616-2947
dena.endura@gmail.com

I buy apartments and hotels!

25 Units plus

Contact Brandon Wixom
801-864-2626



We provide property searches!

About us:

- Licensed and insured.
- Over 18 years experience in the Title Industry.
- Accepted by most underwriters.
- We provide personal property genealogy.
- We back-up or willingly assist you.
- We are dedicated to provide personalized and focused service for you and your company.

PropertyInfo. Services, llc

Joel V. Baumgart
President, CEO

801-518-3618
joelbaumgart@comcast.net

Does your company offer employee

BENEFITS?

- Health Insurance
- Dental Insurance
- Retirement Package
- Legal Insurance



Be one of the "Best Companies to Work For." Offer Legal Insurance!

Find out more at: legalinsuranceprotection.com

Safeguard Commercial and Residential Pest Control

A CLEAN & HEALTHY WORK ENVIRONMENT

We guarantee to make you happy, and put your work force at ease.

No matter the size of your business, school, restaurant, day care, medical office, shopping center, or other commercial location, SafeGuard has the experience and equipment needed to protect your property from pests. We'll keep your employees and customers safe and comfortable.

Contact us for a quote on pest resolution and prevention at your work place. We'll provide a free consultation and evaluate your concerns, then customize a service program based on your needs and budget.



CALL US TODAY FOR
FREE ESTIMATE

(385) 351-4551
safeguardpestco.com



Office Building

For Lease or Sale

3430 S 8400 W

Magna, UT 84044

Lease Price: \$15.00 sq ft

Lease Terms: Triple Net

Building Sq Ft: 6243

Acreage: .96

Vacant

Great location on busy intersection in Magna. Suitable for business office, bank etc. High traffic count 20,000 to 35,000 cars per day pass by. Lots of new development and growth in this area. Building layout on 1 level, 22 offices total, 5 double size. 1 extra large break room. Conference room & work supply room. 3 restrooms & 1 utility room. Full landscaping sprinkler system.



Call today for more information

Rhonda Bachman 801-641-0826 or Paul Page 801-699-7653

512 E 4500 South ,Suite 250 Murray, Utah 84107

Bringing Workers' Compensation with Care[®] to Utah



Discover the Difference of
CompWest's Superior Services

CompWest

Part of the AF Group

CompWestInsurance.com