

OF NOTE



Trump's good for liberals

The morning after Donald Trump's victory, the American Civil Liberties Union put his face and the phrase "See you in court" across the front page of its website next to the donate button. Within a week, 120,000 people had given \$7.2 million. During the same time period, Planned Parenthood received 128,000 donations, 30 times the normal number for that span.

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Hatch: Trump needs convincing on global trade market positives

Brice Wallace
The Enterprise

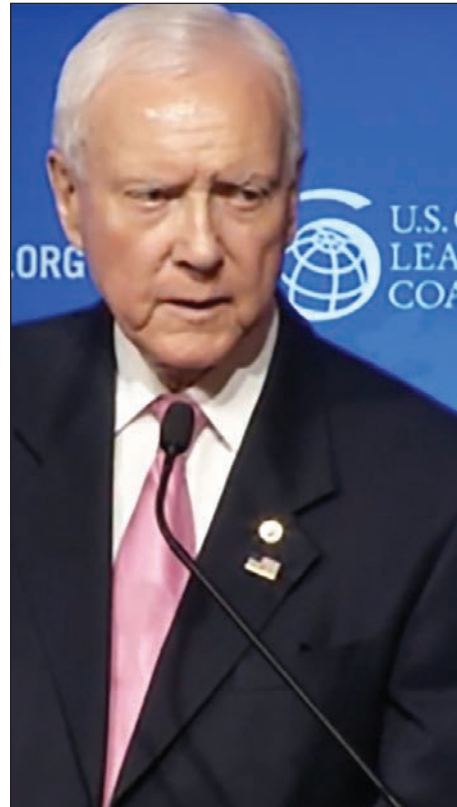
U.S. Sen. Orrin Hatch recently heaped praise on President-elect Donald Trump during an event in Salt Lake City, but acknowledged that "we have some work to do" to convince Trump about the positives of international trade and the opening of global trade markets.

The longtime Utah Republican senator expressed optimism that Trump — whom he called "very, very bright" — will "soften" on his stance about international trade.

"While many of us may be pleased with the overall results of this year's election, often the tone of the campaign was not very favorable toward international trade," Hatch said at a global impact conference presented by the U.S. Global Leadership Coalition and several state and local partners.

"Neither candidate in the presidential race spoke very positively about U.S. trade with foreign countries, and while I understand the president-elect's desire to hold our trading partners accountable, there are definitely better ways of doing that than some of the ideas that have been put forward so far. So we will need to work closely with the new administration to ensure that the United States not only remains committed to trade, but also continues to be a global leader in trade."

Hatch said he understands the belief some people may have that international trade promotion efforts may have been dealt a setback with Trump's victory because of both campaigns' rhetoric about international trade agreements.



U.S. Sen. Orrin Hatch told a Salt Lake conference that he likes Donald Trump but that the president-elect needs some convincing when it comes to the positives of international trade.

"However, as always, I'm very optimistic," the senator said. "I see this election as an opportunity to demonstrate the importance of trade and to convince the critics that our nation's economic and security interests are closely tied to our ability to open markets and expand opportunities

see HATCH pg. 13

41,900 positions added; jobless rate now at 3.2%

If you've wanted a job in Utah lately, chances are you've been able to find one. Utah's nonfarm payroll employment has grown by 41,900 jobs since October 2015, dropping the current unemployment rate to 3.2 percent — down two-tenths of a point from September. The 3 percent growth in jobs means that Utah's current employment level sits at 1,443,700.

Approximately 48,600 Utahns were unemployed in October and actively seeking work. The national unemployment rate dropped one-tenth of a percentage point from September to 4.9 percent.

"The creation of more than 40,000 jobs in Utah's economy is an excellent way for the state to transition into the winter economy," said Carrie Mayne, chief economist at the Department of Workforce Services. "In addition, the state continues to operate at a low level of unemployment, signaling the potential for sustained growth well into 2017."

Nine of the 10 private sector industry groups measured in the establishment survey posted net job increases in October as compared to last year, while the natural resources and mining industry decreased by 1,200 positions. The largest private sector employment increases were in trade, transportation and utilities (9,500 jobs); education and health services (8,400 jobs); and financial activities (6,900 jobs). The fastest employment growth occurred in financial activities (8.5 percent), education and health services (4.5 percent) and other services (4.3 percent).

No inflation: October CPI drops slightly

Utah continues to see only slight changes in the prices people pay for goods and services. In October, those prices ticked down by 0.2 percent, driven mostly by lower costs in the utilities and medical care sectors.

The 0.2 percent decrease in the Zions Bank Wasatch Front Consumer Price Index (CPI) left the growth rate for the past year at 1.2 percent, below the Federal Reserve's national inflation target of 2 percent. The na-

tional Consumer Price Index increased 0.1 percent from September to October and has grown 1.6 percent over the past year.

Utilities prices declined more than any other measured sector in September, falling 4.3 percent as electricity providers switched to lower winter rates. Prices for medical care declined 2.2 percent in October as prices for several medical care services decreased. Utah continues to remain insulated from rising national medical care prices, which have

increased 4.3 percent nationally but have declined 0.3 percent since this time last year in the state. Utilities and medical care expenditures account for nearly 11 percent of the average Utahn's expenses, resulting in a moderate impact on the overall CPI.

Transportation prices increased 1.1 percent in October as prices for gasoline, vehicles and vehicle maintenance rose,

see CPI pg. 13



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Australian company buys South Jordan's Headwaters Inc. in \$2.6 billion deal

Headwaters Inc., a building products company based in South Jordan, has announced its acquisition by Boral Ltd. of Sydney, Australia. Boral will pay \$24.25 per share in cash, which represents an aggregate value of approximately \$2.6 billion.

Boral is Australia's largest building and construction materials supplier and has an existing presence in the North American building and construction materials industry, with strong positions in bricks, concrete and clay roof tiles; manufactured stone and fly ash; and a developing light building products business. Boral is listed on the Australian Stock Market.

Under the terms of the transaction, Headwaters' stockholders will receive \$24.25 per share in cash, which represents a 21 percent premium to Headwaters' closing stock price on Nov. 18 and a 34 percent premium over Headwaters' 30-day volume-weighted average closing stock price through Nov. 18.

Kirk A. Benson, chairman and chief executive officer of Headwaters, said, "This is a compelling transaction that delivers significant value to our shareholders. Headwaters and Boral both have outstanding teams and share a common commitment to delivering a premier selection of high-quality products to our customers. We are looking forward to working with Boral to ensure

a smooth transition for our stakeholders, as we create one of the leading suppliers of building products and construction materials for infrastructure, new residential, repair and remodel, commercial and institutional construction."

"This agreed transaction is the

result of significant evaluation and engagement between our companies," said Mike Kane, Boral's chief executive and managing director. "The businesses of Headwaters are highly complementary with Boral's existing U.S. operations and the transaction price re-

flects our belief that there is strong commercial rationale for combining the two portfolios."

The acquisition, which has been unanimously approved by the boards of directors of both companies, is subject to customary closing conditions, including

Headwaters' stockholder approval and regulatory approvals, and is expected to be completed in mid-calendar year 2017.

Headquarters was founded in 1987 as Cynsulo Inc. and has about 1,000 wholesale distributors nationwide.

ClearPlex Corp. acquired by its production partner

ClearPlex Corp. of Draper has been acquired by Woburn, Massachusetts-based Madico Inc., a manufacturer of automotive, solar, safety and security films.

ClearPlex markets and distributes optically-clear, patent-pending glass protection films and related products for use in the transportation and electronic markets, including Madico products.

"Although Madico has been the production partner for Clear-

Plex for the past 10 years, we are very pleased to welcome ClearPlex employees and customers to directly work with Madico," said Jeffrey Plummer, senior vice president of sales and marketing at Madico. "ClearPlex has done excellent work in developing the application of clear film to protect windshields and other windows on automobiles, trucks and construction equipment. They have also

created a premium brand and established themselves as leaders in this segment."

"We see this as a perfect and natural fit and are very pleased that our close business relationship has brought us to this point," added Plummer

"We are very excited to officially become part of the Madico organization," said Peter Jensen, chief operating officer at Clear-

Plex. "We have enjoyed our long and successful business relationship with Madico and feel we can now take things to another level. With their expansive knowledge and resources in the film markets, they are the perfect partner for growing our business well into the future. Our quality products and excellent service will be further enhanced by Madico's manufacturing and support capabilities."

Three-peat: *Forbes* says Utah best for business, again

Forbes magazine has again named Utah the Best State for Business and Careers. Utah has ranked No. 1 on the list six out of the past seven years, with 2016 marking the third consecutive year in the top spot.

"Utah leads by consistently adhering to a conservative economic approach," said Gov. Gary R. Herbert. "Reducing regulation, spending within our means and finding innovative solutions are important to maintaining our business-friendly environment and

benefits Utah residents for years to come."

Utah has been ranked No. 1 for economic outlook every year since 2008 and currently has the fourth-most-diverse economy in the country. *Forbes* listed Utah's regulatory climate, job growth and fiscally sound government as a few of the reasons the state earned such high marks. In addition, the magazine points to the state's rapidly growing tech sector as a major boon to its economy.

The *Forbes* study, now in its 11th year, incorporates 40 metrics from 17 sources in six categories.

"Utah's unprecedented partnerships between business, government, education and our communities ensure a winning economy," said Val Hale, execu-

tive director of the Governor's Office of Economic Development. "*Forbes*' intricate methodology highlights our successes, which we achieve through collaboration. It's only in working together that we'll continue to see steady, sustainable economic growth."

St. George's InterLinx sold

InterLinx Communications LLC of St. George has been sold to TDS Broadband Service LLC, a subsidiary of Telephone and Data Systems Inc. of Madison, Wisconsin. TDS also bought InterLinx subsidiary Tonaquint Networks LLC. The agreement includes over 170 miles of fiber optic transport. Terms of the agreement will not be disclosed, the companies said.

"InterLinx built a strong communications company and worked hard to expand broadband capacity in southern Utah," said Dave Wittwer, president and CEO at TDS Telecom. "When we merge our newly improved network with their system assets and capabilities, it will mean great things for the entire state — faster connections and greater economic development potential."

TDS will focus on working

with the local employees to support the customers of InterLinx and Tonaquint Networks going forward. "Implementing a successful integration of the two companies with TDS is our top priority," said Wittwer. All employees will be offered positions and encouraged to stay with TDS to support customers locally, in addition to helping advance the network throughout Utah. Employees from Tonaquint Networks, InterLinx and TDS will operate out of the current InterLinx office space in St. George.

InterLinx provides wholesale fiber connections to businesses as well as to local ISPs and large carriers. Tonaquint Networks provides residential and business services via both fiber to premises and wireless Internet technologies. InterLinx has been in business since 2003.



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Farmers hoping Trump is source of needed change in their industry

Brice Wallace
The Enterprise

Utah's farmers and ranchers, who make their livings working the earth to produce food, are pinning their hopes for an industry turnaround on, of all people, a New York City-based billionaire real estate mogul.

The election of Donald Trump as president was hailed at the recent Utah Farm Bureau Federation's 100th annual convention in Layton, where local and national speakers expressed optimism that Trump represents

much-needed change for their industry.

"Donald Trump is a little bit of a weird guy sometimes, I understand," said Ron Gibson, Utah Farm Bureau president. "But we have an opportunity right now to have control of the Senate, the House and the presidency, and this is our opportunity to rein back the EPA (Environmental Protection Agency), to rein back the Department of Labor, to rein back all the areas that have been so detrimental to every aspect of our way of life."

Already, state officials have turned in to the American Farm

Bureau Federation a list "of areas that we feel like that the government is overreaching into our lives," Gibson said.

"And we believe that it will have a great impact on the future of your businesses," he said. "It's not going to be felt today because we go in cycles. ... But I promise you that we're going to work through this, and when we're through, we're going to be stronger because of it."

Gibson compared the future to a time when he was doing nighttime corn farming, able to see only what his tractor's headlights illuminated and unaware

of what awaited at the end of the row.

"And we don't need to feel despair and worry about what we can't see and what we can't control," he said. "All we need to worry about right now is what's in front of us and we make good, sound decisions. And we move forward, promoting our industry and telling our story and fighting for what we know is right, as we do, we will be successful."

Julia Anna Potts, executive vice president of the American Farm Bureau Federation, was perhaps more bullish about agriculture's future with the new ad-

ministration.

"Our message immediately after the election was, 'Rural America put you, Mr. Trump, in the position of president-elect. All of the things we talked about with this campaign before the election, we need to hold you accountable.' And I feel like we have great opportunity — great opportunity — in many of the issue areas, especially issue areas that are important to you all here in the West."

American Farm Bureau Federation officials have met with campaign representatives involved in rural and agricultural issues "that are going to be quite challenging for us," she said. The issues include immigration, trade and regulatory reform.

"What they said to us was and what we will insist upon is, where something like the Trans-Pacific Partnership was good for agriculture — maybe not so good for others — they want us to have a seat at the table when

see FARMERS page 9

SITLA seeks partner for resort project on Lake Powell

The Utah School and Institutional Trust Lands Administration (SITLA) owns some prime property near Lake Powell in Garfield County and is looking for someone to help develop a resort on the site.

Now through Jan. 26, 2017, SITLA will accept statements of interest and qualifications from prospective partners to build and operate the resort at the Bullfrog Marina entrance to Glen Canyon National Recreation Area.

Through its announced Re-

quest for Qualifications, SITLA seeks a partner to develop approximately 700 acres into a resort destination, including a retail village, hotel, residential area and recreation amenities.

The 700-acre trust land site is located five miles north of Bullfrog Marina where Highway 276 intersects with the Burr Trail Scenic Backway. The resort site is located within a stunning redrock landscape with expansive views and many recreational opportunities, SITLA said in announcing its

search for a developer.

SITLA's master plan concepts detail access, retail, residential, recreational and other resort components. The plan is available to prospective bidders at the agency's website, <https://trustlands.utah.gov>.

SITLA said it will give preference for a transaction in which the agency acts as a non-subordinated land partner in a development-lease structure. The selected developer would bring all capital and operate as a land developer intending to wholesale ready-to-

build lots or parcels to builders; a land developer-builder selling or leasing buildings to end users; a land developer-builder-operator constructing and operating resort facilities; or any combination of the three.

The lands upon which this project will sit are held in trust for Utah's public education system and Utah State University. Proceeds from this project will be deposited into permanent endowments benefiting both of these institutions.

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Kaufman to head Cicero Group

Trent Kaufman has been named CEO of Salt Lake City strategy firm Cicero Group, succeeding the company's founder Randy Shumway. The change will be made on Jan. 1.

Kaufman has been the president and COO of Cicero since 2007. Prior to joining Cicero, he was the CEO and founder of Education Direction, a firm that specializes in change leadership consulting. In 2007, Cicero Group acquired Education



Trent Kaufman

Direction.

Kaufman holds graduate degrees from both University of California-Berkeley and Harvard University. He is the author of two books, *Collaborative School Improvement* and *The Transparent Teacher*. He is a speaker on using evidence-based strategies and implementation science to improve organizational performance.

Shumway will continue at Cicero as the chairman of the company's board of directors and as an actively engaged partner in the firm. He will be responsible for new business development and community engagement along with Cicero's continuing global expansion. This change of role

will also allow Shumway to devote more time to his family, as well as to his community service, teaching and philanthropic endeavors, the company said in a release.

"Randy and I have been planning this transition for nearly a decade," said Kaufman. "As the founder, Randy's original vision for Cicero was to build a sustainable company that can withstand the pitfalls that private companies often face. Regular transitions in leadership will help keep Cicero at the cutting edge of its consulting practices, especially in the growing fields of change leadership, predictive analytics and social impact."

"I'm not actually going anywhere," said Shumway. "I absolutely love my job at Cicero and in the work we do. But I fervently believe that periodic, structured change in leadership can be remarkably powerful in propelling innovative new ideas and driving organizations to new heights. Trent will lead Cicero to unprecedented levels of success. He is a visionary and incisive leader. I'm going to do whatever Trent asks of me professionally to help Cicero achieve his aggressive goals for the company."

With over 350 employees, Cicero provides data-driven management consulting in 47 countries in 14 languages.



Shown in a rendering, Mountain America Credit Union's new corporate offices will be adjacent to the new Hale Centre Theatre, which will open next fall. Located off I-15 in Sandy, the facility will see construction begin soon, with an anticipated completion during summer 2018.

MACU begins construction of new HQ building

Mountain America Credit Union (MACU) has broken ground on its new corporate headquarters in Sandy. The building will be located at 9800 S. Monroe St. and will be the tallest office building in Utah outside the Salt Lake City central business district. At 11 stories and 327,000 square feet, it will accommodate up to 1,700 employees.

WRNS Studio, the same architectural firm that designed the Adobe building in Lehi, has de-

signed the building; Gardner Co. will oversee the development of the property; and Okland Construction will be the contractor on the project.

An adjacent parking structure will include 1,800 parking stalls and will be shared by Mountain America and Hale Centre Theatre.

"This is going to be an iconic space, not only for Mountain America but for Sandy City," said MACU president and CEO Sterling Nielsen. "The modern design

mirrors our bold vision for the future success of the credit union. We see a bright future that will allow us to benefit the lives of our membership."

"Not only is Mountain America Credit Union a well-respected financial institution, they are unrivaled as a contributing community partner," said Tom Dolan, mayor of Sandy City at a recent groundbreaking ceremony. "We couldn't be more pleased to welcome their corporate headquarters."



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CORPORATE FINANCIAL REPORTS

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

Sportsman's Warehouse

Sportsman's Warehouse Holdings Inc., based in Midvale, reported net income of \$10.5 million, or 25 cents per share, for the quarter ended Oct. 29. That compares with \$9.5 million, or 23 cents per share, for the same quarter last year.

Sales in the most recent quarter totaled \$217.2 million, up from \$192.1 million in the year-earlier quarter.

Sportsman's Warehouse is an outdoor sporting goods retailer.

"We are very pleased with our third quarter results as we again met each of our financial targets while maintaining and, in some cases, improving category level gross margins against an industry backdrop that remained very promotional at both the national and the local level," John Schaefer, president and chief executive officer, said in announcing the results.

"We believe our unique localization strategy, efficient business model and disciplined execution allowed us to continue to take share in our hard goods as well as apparel and footwear categories in the third quarter, as we further strengthen our position as the high-growth retailer in the outdoor sporting goods segment of the retail marketplace."

Nutraceutical

Nutraceutical International Corp., based in Park City, reported net income of \$3.8 million, or 41 cents per share, for the fiscal fourth quarter ended Sept. 30. That compares with \$3.4 million, or 35 cent per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$56.7 million, up from \$53.6 million for the year-earlier quarter.

For the full fiscal year, the company reported net income of \$18.7 million, or \$2 per share, which compares with \$15.3 million, or \$1.59 per share, for the prior fiscal year.

Sales for the fiscal year totaled \$233 million, up from \$216.5 million in the prior year.

The company manufactures, markets, distributes and retails nutritional supplements and other natural products.

"Our fiscal 2016 net sales grew by \$16.5 million, or 7.6 percent, primarily as a result of the Dynamic Health and Aubrey Organics acquisitions that were

completed in the first two quarters of the fiscal year," Bill Gay, chairman and chief executive officer, said in announcing the results. "Fiscal 2016 net income increased by \$3.4 million, or 22.2 percent, and adjusted EBITDA

(earnings before interest, taxes, depreciation and amortization) increased by \$4.5 million, or 11.6 percent, to \$43.4 million.

"We are optimistic that these acquisitions will continue to contribute during fiscal 2017. We continue to pursue potential acquisitions as a core component of our business strategy."

Flexpoint

Flexpoint Sensor Systems

Inc., based in Draper, reported a net loss of \$445,785, or 1 cent per share, for the third quarter ended Sept. 30. That compares with \$736,246, or 1 cent per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$104,364, up from \$35,812 for the year-earlier quarter.

Flexpoint specializes in developing sensor products with applications in the automotive,

safety, medical and industrial industries.

"Our technology is receiving recognition and attracting attention from various technology sectors. Progress continues to be made in those market sectors on which we have focused our efforts," Clark Mower, president, said in announcing the results.

"Management believes that

see EARNINGS pg. 13

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Industry Briefs

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BANKING

• **Bank of Utah**, Ogden, has appointed two people to management positions: **Charly Owens** and **Ashlee Atkinson**. Owens has been appointed to serve as vice president and treasury management relationship manager. She began her career as a branch manager at various locations for Santander Bank in Boston before returning Utah, where she became a financial center manager for Zions Bank. Owens graduated with a bachelor of science in communication from Weber State University. Atkinson has been appointed to serve as branch manager for Bank of Utah's Redwood Road location. Atkinson began her banking career as assistant branch manager at US Bank. She then moved to Cottonwood Financial, where she began as a district manager and then advanced to regional manager, where she covered Utah and Idaho locations. Most recently, Atkinson served as account manager in the IRA department at Discover Bank.



Charly Owens



Ashlee Atkinson

• **Mountain America Credit Union** has opened a branch at 706 S. Main St., Logan. It is the second branch in Logan and Cache County. The branch is managed

by **Joshua Anderson**. Before joining Mountain America, Anderson worked for Wells Fargo Bank and Goldenwest Credit Union. Anderson earned a bachelor's degree in political science and a Master's in Business Administration from Utah State University.

COMMUNICATIONS

• **TDS Broadband Service LLC**, a Wisconsin-based subsidiary of Telephone and Data Systems Inc. and operated by TDS Telecom, has acquired **InterLinx Communications LLC** and its subsidiary **Tonaquint Networks LLC** in southern Utah. Financial terms were not disclosed. The acquisition includes more than 170 miles of fiber optic transport. All employees will be offered positions and encouraged to stay with TDS to support customers locally, in addition to helping advance the network throughout Utah. Employees from Tonaquint Networks, InterLinx and TDS will operate out of the current InterLinx office space in St. George. InterLinx provides wholesale fiber connections to businesses, as well as to local ISPs and large carriers. Tonaquint Networks provides residential and business services via both fiber to premises and wireless Internet technologies. InterLinx has been in business since 2003.

DIRECT SALES

• **Young Living Essential Oils**, Lehi, has promoted **Dr. Michael Buch** to chief science officer. Buch has nearly 30 years of experience leading scientific orga-



Michael Buch

nizations for large global companies. He started his career in quality control and quality assurance and eventually built and ran advanced analytical laboratories specializing in spectroscopy, chromatography and microscopy.

LAW

• **Prince, Yeates & Geldzahler**, Salt Lake City, has added six attorneys: **Lynda Cook**, **T. Richard Davis**, **John B. Lindsay**, **Paul H. Shaphren**, **R. Jesse Davis** and **Jeanene F. Patterson**. Cook, Davis, Lindsay and Shaphren join the firm as shareholders. Davis joins as an associate attorney. Patterson joins



Lynda Cook



Richard Davis



John Lindsay



Paul Shaphren



Jesse Davis



Jeanene Patterson

as of counsel. All six formerly practiced with Callister Nebeker & McCullough. Cook has more than 30 years of experience as a real estate attorney. She handles a wide variety of transactional and real estate matters with an emphasis on commercial and real estate loan documentation and negotiation primarily representing institutional lenders. Jesse Davis' experience centers on real estate law and litigation. His real estate experience has focused on landlord/tenant issues, evictions and real estate transactions. He also has experience in employment law, disputed estates, and has worked with local and national banks in a variety of areas. Richard Davis' practice focuses on real property, banking, commercial transaction, and litigation matters. Lindsay's primary practice involves the representation of lenders in affordable housing and commercial real estate transactions. Patterson is a

business and securities attorney. Shaphren's practice has included general business representation



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NONPROFITS

• **Elizabeth M. Brereton** has been nominated to the **March of Dimes Utah Market Board**.



Elizabeth Brereton

Brereton is an attorney with Snell & Wilmer, Salt Lake City. The March of Dimes is a nonprofit organization for pregnancy and baby health. The Utah Market Board is charged with education, program delivery and revenue generation for the state. As a member of the board of directors, Brereton will serve a term of three years, with an opportunity to add a second term. At Snell & Wilmer, Brereton's practice is concentrated in public utility regulation, energy and environmental law.

PHILANTHROPY

• **Primary Residential Mortgage Inc.**, Salt Lake City, partnered with **Feeding America** during its annual "Hunger Action Month" campaign to raise \$152,052 in eight weeks. The donations will help provide more than 1.67 million meals to children, families and seniors across the nation. Feeding America is the nationwide network of 200 food banks that leads the fight against hunger in the United States.

• **KeyBank** recently contributed \$6,000 to **Spy Hop**, a nonprofit organization whose mission is to mentor young people in the digital media arts to help them find their voice, tell their stories, and be empowered to affect positive change. The donation will support Spy Hop's Digital Media Arts Program in and around Salt Lake City.

RECOGNITIONS

• The **Silicon Valley Community Foundation** has named five people as recipients of **2016 Corporate Responsibility Impact Awards**, including **Davis Smith** as **CEO of the Year**. Companies and individuals were nominated for the awards by members of the public in recognition of their outstanding contributions and commitment to creating positive social impact in their communities. Smith is chief executive officer of Cotopaxi, Salt Lake City. The award is given to a chief executive officer who demonstrates superior commitment to corporate responsibility, from his or her personal commitment to charity, to demonstration of leadership in his or her company's cor-

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Industry Briefs

from previous page

porate responsibility programs.

- Five Utah companies have been named to **Deloitte's Technology Fast 500** list, which ranks the 500 fastest-growing technology, media, telecommunications, life sciences and clean technology companies in North America. Companies are evaluated based on percentage fiscal year revenue growth from 2012-15. Utah companies on the list are No. 97 **Health Catalyst**, Salt Lake City, with 998 percent growth; No. 115 **Pluralsight**, Farmington, 800 percent; No. 121 **Instructure**, Salt Lake City, 734 percent; No. 155 **TravelPASS Group LLC**, Lehi, 546 percent; and No. 401, **Workfront**, Lehi, 168 percent.

- **American College of Healthcare**, Draper, has been ranked No. 25 in a listing of the top vocational, career and community college nursing schools

in the nation by *Nursing Schools Almanac*. The selection for the inaugural list involved collecting data on more than 1,900 vocational schools offering nursing courses. The criteria included institutions' academic prestige and perceived value; the breadth and depth of nursing programs offered; and student success, particularly on the NCLEX national licensure exam.

- **Western Governors University**, Salt Lake City, has been named as a "**Best Value School**" by *University Research & Review*. It is one of only 22 universities to receive the award this year. It was named for the third consecutive year. Awardees are chosen by a committee that includes academicians and entrepreneurs who consider nominees individually rather than relying on a one-size-fits-all metrics system.

RETAIL

- **Sportsman's Warehouse**, Midvale, has announced it will

have new retail locations in Yuma, Arizona; Henderson, Nevada; and Eureka, California. The Yuma location will be the eighth store in Arizona. The Henderson store will be the fourth in Nevada. The Eureka store will be the eighth store in California. The stores are expected to open in the first half of 2017. When they are open, the company will have 82 stores in 22 states.

- **At Home Furniture**, Salt Lake City, has changed its name to **Ivy Interiors**. The store, at 3174 Highland Drive, was founded by Brad and Lynne Davis in 1992. Lynne Davis said the name change was prompted by the national furniture chain, At Home, entering the Utah marketplace; At Home and At Home Furniture are not affiliated with each other.

SERVICES

- **PrincePerelson & Associates**, a Salt Lake City-based staffing and recruitment company, has opened a second

location, at 2940 W. Maple Loop Drive, Suite 303, Lehi. The expansion office will be led by **Christy Nelson**, director of recruitment. Her primary focus will be to drive outreach to companies and job seekers in the Provo, Lehi and Orem markets. Nelson has been with PrincePerelson for eight years and has successfully recruited finance and engineering talent on behalf of companies in the technology, manufacturing, and professional services industries.

- **City Wide**, a building maintenance management company, has opened an office in Salt Lake City to serve commercial properties in Salt Lake, Utah and Wasatch counties. **Gerry Orgis** owns and operates City Wide of Salt Lake City. He has more than 20 years of experience in business-to-business sales, operations and business management.

TECHNOLOGY/LIFE SCIENCES

- Software-as-a-service tech-

nology company **Instructure**, Salt Lake City, has announced plans to open an office in Pleasant Grove in January and expand its headquarters in early 2017. The company has more than 900 employees. The new office will eventually accommodate up to 300 people in the company's engineering, product and "customer success" teams. The 139,000-square-foot headquarters will add 27,000 square feet. The company said it also plans to continue growth of its other office locations, including Chicago, Seattle, London, Sydney, Sao Paulo and Hong Kong. Instructure also has announced the appointment of **Kevin Thompson** to its board of directors and the resignation of **Byron B. Deeter** from the board after three years of service. Thompson is president and chief executive officer of SolarWinds. He previously was chief financial officer at Surgient, SAS Institute and Red Hat.

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FARMERS

from page 3

we discuss how it's going to be changed," Potts said. "Same with immigration. How we move forward, agriculture has been promised a seat at that table, as well."

Regarding regulatory reform and having rules and standards applied in ways that court cases do not allow deference to a government agency, "some of this is as dry as dirt," but nonetheless important for farmers and ranchers, she said.

However, Potts cautioned that change might not be quick.

"The issue is going to be, of course, that the political appointees are going to walk into agencies and they're going to be dealing with career staff that are going to make it very, very difficult, so wholesale change is going to take some time and we're going to need to be patient," she said.

She called on farmers to be potential candidates for agriculture secretary, EPA administrator, in Interior Department roles and as part of the Office of the U.S. Trade Representative — "having the kinds of decision-making authority in areas where they may or may not take certain legal positions," she said.

"It's wholesale change, and we're going to be there, right on the cutting edge, taking advantage of it. ... Rural areas, rural issues, I think, were front and center, and now with the results of this vote that every pollster seems to have gotten wrong, I think it is very, very clear: There will be a whole

lot more attention paid to the relevance of rural issues going forward and I think that's a wonderful thing. We in farm bureau need to capitalize on that."

U.S. Sen. Orrin Hatch, speaking in a prerecorded video, called Trump's win "an historical election" and said the work ahead includes keeping the EPA and the

Bureau of Land Management "in check."

The three-day convention included general sessions, celebrations of the state bureau's histo-

ry, breakout classes, a trade show, awards and a gala banquet. The Utah Farm Bureau Federation has more than 29,000 member families.

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Calendar

Nov. 29, 9-10 a.m.

“SBA 8(a) Program: Helping Small Business Secure Government Contracts,” a U.S. Small Business Administration event. Location is the Wallace F. Bennett Federal Building, 125 S. State St., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Nov. 29, 10-10:30 a.m.

“The Historically Underutilized Business Zones (HUBZone) Program.” Location is the Wallace F. Bennett Federal Building, 125 S. State St., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Nov. 29, 10-11:30 a.m.

Government Contracting Orientation, a U.S. Small Business Administration event. Location is the Wallace F. Bennett Federal Building, 125 S. State St., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Nov. 29, 10:30-11:30 a.m.

“Advantages of Woman-Owned Small Business and Veteran-Owned Small Business.” Location is the Wallace F. Bennett Federal Building, 125 S. State St., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

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, 9-9:45 a.m.

“How to Use Free Software To Find Federal Agencies to Market Your Products or Services.” Location is the U.S. Small Business Administration, 125 S. State St., Room 2222, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Dec. 1, 10-10:45 a.m.

“Finding Federal Contracting Opportunities Before They Are Announced on FedBizOps.” Location is the U.S. Small Business Administration, 125 S. State St., Room 2222, Salt Lake City. Registration can be completed at Eventbrite.com.

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 Gavin Christensen, managing partner and co-founder of Kickstart Seed Fund, will discuss “Becoming a Leader Who Scales.” Location is the Thomas S. Monson Center, 411 E. South Temple, Salt Lake City. Free. Details are at utahtech.org.

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

Monthly Luncheon, a Murray Area Chamber of Commerce event. Speaker Kevin Clayson will discuss “FLIPPING The Gratitude Switch.” Location is the Cottonwood Country Club, 1780 E. Lakewood Drive, Holladay. Cost is \$20 with prepaid RSVP, \$30 the day of or at the door. Details are at murraychamber.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. 1, 4-6 p.m.

“Courage to Reinvent,” a Women Tech Council (WTC) networking event presented by the WTC and Adobe. Presenters Joy Durling, vice president at Adobe; Cydni Tetro, founder of the WTC; and Martin Frey, investor and adventurer, will present TED-

style keynotes on pushing limits and embracing the adventure of career and personal exploration. WTC also will be collecting donations for Women Helping Women (items needed are hairstyling tools, purses with toiletries, and makeup bags with makeup). Location is Adobe, 3900 Adobe Way, Lehi. Open to everyone. Registration can be completed at Eventbrite.com.

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. 3, 9 a.m.-4:30 p.m.

Cyber Security Challenge 2016, presented by the LDS Business College Information Technology Department. Event is designed to show high school students what a career in cyber security might look like, and features a competition among teams of four to six students. Awards dinner takes place at 5 p.m. Location is LDS Business College, 95 N. 300 W., Salt Lake City. Cost is \$25. Registration can be completed at Eventbrite.com.

Dec. 5, 6-9 p.m.

Utah Farm Bureau Federation Centennial Birthday Party. Location is Joseph Smith Memorial Building, 15 E. South Temple, Salt Lake City.

Dec. 6, 8:30 a.m.-4:15 p.m.

“NACM Mind Your Business! Credit and A/R Legal Issues.” Participants will learn to reduce risk using alternative mechanisms when a customer faces bankruptcy, creative legal doctrine to get paid, and more. Location is Red Lion Hotel, 161 W. 600 S., Salt Lake City. Cost is \$95 for members, \$125 for nonmembers (half-day options are available). Details are at <http://www.nacmint.com/calendar.php?v=1138>.

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 davischamberof-

commerce.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.

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

Women in Business Holiday Social & Boutique, an event of the South Jordan, Southwest Valley and West Jordan chambers of commerce. Location is Legacy Retirement Center, 1617 W. Temple Lane, South Jordan. Cost is \$10 for WIB members, \$15 for nonmembers. Registration can be completed at <http://www.swvchamber.org/wib> or by contacting Susan at <http://susan@swvchamber.org>.

Dec. 6, 2-4 p.m.

Disruptive Technology Seminar, co-hosted by the Utah Technology Council (UTC), Ogden City and Weber State University. Location is Ogden Corporate Alliance, 2225 Washington Blvd., Ogden. Free. Details are at utahtech.org.

Dec. 7, 8 a.m.-6 p.m.

Utah Internet of Things Workshop, presented by Brigham Young University. Location is Provo City Library at Academy Square, 550 N. University Ave., Provo. Registration can be completed at Eventbrite.com.

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, 7:30-9:15 a.m.

“Senior Co-Housing: New Ideas in a High-Demand Market,” an Urban Lands Institute (ULI) Utah event. Location is Broadway Media Center Club and Café at 50 West, 50 W. Broadway (300 S.), Salt Lake City. Details are at utah.uli.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. Robert Parslow, real estate professional and trainer, will discuss “Creating An Effective Business Plan.” 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. 9, 7:45-9 a.m.

Women In Business
see CALENDAR next page

Calendar

from previous page

Networking Breakfast, an Ogden/Weber Chamber of Commerce event. Event is in support of the Ogden Christmas Box House for at-risk children. Raffle baskets will be available. Location is the chamber, 2380 Washington Blvd, Suite 290, Ogden. Details are at ogdenweberchamber.com.

Dec. 13, 7:30-9 a.m.

Alliance for a Better Utah (ABU) Fourth Annual Fundraising Breakfast. Keynote speaker is John Stocks, executive director of the National Education Association. Location is The Falls Event Center, 580 S. 600 E., Salt Lake City. Registration can be completed at Eventbrite.com.

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" 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. 15, 1-3 p.m.

Holiday Open House/Sub For Santa, a Cottonwood Heights Business Association event. Business owners are invited to bring donated Sub For Santa items to the open house, along with a treat to share. For a list of requested items, contact pkindler@ch.utah.gov. Extra donations will be given to the Ronald McDonald House. Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights.

Dec. 16, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Location is Anna's Restaurant, 4700 S. 900 E., Ivy Place Suite 1, Murray. 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 River Oaks Golf Course, 9300 Riverside Drive, 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.

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 discuss "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.

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

Eggs & Issues, a Murray Area Chamber of Commerce event. Location is Anna's Restaurant, 4700 S. 900 E., Ivy Place Suite 1, Murray. Details are at murraychamber.org.

Jan. 6, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Location is Anna's Restaurant, 4700 S. 900 E., Ivy Place Suite 1, Murray. Details are at murraychamber.org.

Jan. 6, 8-10 a.m.

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

Jan. 10, 5:30-7 p.m.

Business After Hours, a Holladay Chamber of Commerce event. Location is the Cottonwood Country Club, 1780 E. Lakewood Drive, Holladay. Cost is \$15 for members, \$20 for nonmembers. Details are at holladaychamberofcommerce.org.

Jan. 11, 8:30 a.m.-noon

Employer-Based Trip Reduction Symposium, hosted by the Utah Division of Air Quality and highlighting what companies can do voluntarily through vehicle trip reduction strategies to reduce their contribution to poor air quality, provide benefits to their employees, and reduce company costs associated

with transportation. Location is the Multi-Agency State Office Building, 195 N. 1950 W., Salt Lake City. Event will also be offered through a live online webinar. Free. Registration can be completed at Eventbrite.com.

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

Connect 4 Lunch, a Sandy Area Chamber of Commerce event. Location is Anytime Fitness, 9211 S. Village Shop Drive, Sandy. Cost is \$15 for members, \$20 for nonmembers. Details are at sandychamber.com.

Jan. 17, 6-9 p.m.

"Share the Magic" Gala, a West Jordan Chamber of Commerce event featuring the Craig Dearing Legacy Award, volunteer check presentation and Ambassador of the Year Award. Location is The Gathering Place at

see CALENDAR page 13

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Opinion

Now what?, Part II: Trump administration has serious problems to face

As the post-election shock of some, and the euphoria of others, both begin to wear off, the country and the new administration will have some very serious problems to face, at home and abroad. How those problems are faced — or evaded — will tell us a lot about the next four years — and about the longer-run future as well.

As the multiple disasters of ObamaCare become ever more painfully visible with the passage of time, the big question is whether to repeal it or to start tinkering with it, in hopes of being able to “save” it.

This dilemma is not accidental. ObamaCare was clearly so structured that it would be hard to get rid of politically. In that sense, it was a political masterpiece, even though a social disaster.

One big test of the new Republican administration that takes office in January will be whether it falls into the trap of trying to rescue this monstrosity created by the Democrats, and succumbs to the siren song of bipartisanship that is sure to be heard from the media.

Whatever the new administration hopes to accomplish, on this issue and

many others, it needs to accomplish early on if it expects to get things done and establish its credibility. For that it needs unity within a party that has fragmented too often in the past.

Speaker of the House Paul Ryan has been preparing various policy positions, so that there will be a program already in place that Republicans can unite behind and hit the ground running when they take control in January.

But there is one other thing that they will need and which they have seldom had in the past. That is some well-thought-out, and clearly articulated explanation to the American public as to what they are doing and why.

What was called “the Reagan revolution” of the 1980s took place without Pres. Reagan ever having had Republican control of both houses of Congress and despite a hostile media. What Reagan had instead was a rare ability to persuasively articulate to the public what he was doing and why.

When Reagan got the voters on his side, even congressional Democrats knew that it was politically risky to try to block what he had convinced the public needed to be done.



THOMAS SOWELL

Without effective articulation to the public, control of both houses of Congress can lead to futility and the collapse of political support by frustrated voters who feel betrayed. That has been the recent history of Republicans.

Articulation is not just a gift of nature. It takes hard work, work that Ronald Reagan had done for years before he ever got to Washington. More fundamentally, effective articulation requires a recognition of the great importance of articulation, so that it gets all the time and effort it requires.

Another very high priority for the new administration should be trying to fill the great void on the Supreme Court left by the death of Justice Antonin Scalia. It is not just a quantitative void but, above all, a qualitative void.

This is one of those situations where caution may be the most dangerous course. Too many Republican Supreme Court nominees in the past have been chosen to avoid a confirmation fight in the Senate — and the country has paid a huge price in bad Supreme Court decisions for decades thereafter.

If you wanted to pick someone whose nomination to the Supreme Court would

send a clear and unmistakable signal that the Constitutional values so well represented by the late Justice Scalia were paramount, you could not do that more convincingly than by nominating Sen. Ted Cruz.

Whatever one thinks of Sen. Cruz's political career and tactics — both of which have been criticized in this column more than once — no one can question his commitment to constitutional principles that are in jeopardy today.

His uncompromising refusal to go along to get along, which has made him controversial in politics, is desperately needed in the Supreme Court, where too many “conservative” justices, over the years, have wilted like delicate flowers in the Washington heat.

Sen. Cruz's unpopularity among more moderate Republican senators can even be an asset in gaining Senate confirmation, since they would be unlikely to be sorry to see him leave the Senate.

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

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We need to understand what Trump's international admirers are celebrating

Much of the world has been shocked and dismayed by Donald Trump's electoral success, but there are those who are delighted. “This was a victory for the forces which oppose globalization, are fighting illegal migration and are in favor of clean ethnic states,” declared a spokesperson for Global Dawn, Greece's far-right party, sometimes characterized as neo-Nazi. Viktor Orban, the Hungarian prime minister who has said he wants to build an “illiberal state” in his country, hailed the results as “great news.” The deputy leader of France's right-wing National Front Party, historically seen as ultra-nationalist and anti-Semitic, was exultant as well. “Their world is crumbling. Ours is being built,” he said.

You cannot be judged by those who approve of your actions, but it's worth trying to understand what it is that Trump's admirers are celebrating. In some cases, Trump's appeal is that he is against political correctness. Beppe Grillo, the former comedian who now leads Italy's Five Star Movement, noted that like Trump, his party had been labeled sexist and populist but that people didn't care. *The Guardian*, which has compiled many of these responses, writes that Grillo applauded Trump supporters for being able to filter out the media and to give a big “(expletive) you” to the “freemasons, major banks and Chinese groups.”

For others, it is the sense of kinship among strongmen who are unconcerned with human rights. Syrian dictator Bashar Assad called Trump a “natural ally.” Rodri-

go Duterte, the authoritarian leader of the Philippines, said of him, “We both like to swear ... we're the same.” Duterte has been hostile to the United States because Washington has criticized the extra-judicial killings and human rights abuses that have marked his tenure. Robert Mugabe, who has clung to power in Zimbabwe for 36 years while destroying the nation's economy and liberties, has been similarly hopeful. A full-page editorial in a state-run paper there hailed the election of “the mighty Trump,” and the 92-year-old dictator has reportedly described Trump as a “friend.” No doubt Duterte and Mugabe hope that a Trump administration will go easy on them.

What unifies Trump's foreign admirers is the idea that the existing global order is rotten and should be torn down. Many of Trump's domestic supporters would agree. All the European parties cheering Trump's victory seek the destruction of the European Union and, more generally, the tightly knit Western community centered upon shared values and interests. They are almost all strikingly pro-Russian because they see in Vladimir Putin's Russia a country that seeks actively to undermine the current international system. Many of these groups take covert and overt support from Russia and benefit from the Kremlin's cyberwarfare. “We all need to use [Trump's election] together to reshape the trans-Atlantic relationship, and to end the big conflicts in Ukraine and Syria together with Russia,” said Frauke Petry, the leader of

Germany's ultra-nationalist party Alternative fur Deutschland, according to *The Guardian*.

But what is this globalism to which these people are so opposed? After 1945, in the wake of a Great Depression and two world wars, Western nations established an international system that was characterized by rules that honored national sovereignty, allowed for the flourishing of global commerce, and encouraged the respect for human rights and liberties. This order resulted in the longest period of peace among the world's major powers, broad-based economic growth that created large middle

classes in the West, the revival of Europe, the development of poor countries, lifting hundreds of millions of people out of poverty and the spread of freedom across the globe.

The American role in all this was pivotal. It set the agenda and provided security, which was about more than just deterring the Soviet Union and other aggressive powers. Radek Sikorski, Poland's former foreign minister, explains, “America's influence and its commitments have been our security blanket. They have allowed Eu-

see ZAKARIA next page



FAREED ZAKARIA



CPI*from page 1*

more than offsetting lower prices for public transit and airfares. The price of Brent Crude Oil, the international benchmark for oil prices, fell through most of October as expectations surrounding the impact of an OPEC deal to limit production waned. Last week, futures sat at about \$47 per barrel compared to \$38 per barrel at the year's open and \$51 per barrel at the beginning of October. In spite of a seasonal drop in demand, gasoline prices increased in October, partly due to closures of ports and fuel terminals in several states threatened by Hurricane Matthew. Gas prices in Utah remain higher than the national average of \$2.15 per gallon, averaging \$2.33 per gallon at the end of last week. Since this time last year, transportation prices have declined 0.4 percent in Utah and have increased 0.2 percent in the U.S.

"According to AAA's travel forecast, a million more Americans are expected to travel this Thanksgiving than last year," said Scott Anderson, Zions Bank president and CEO. "Consumers are taking advantage of relatively low transportation prices and signaling their confidence in their personal financial situations as well as the overall economy."

Prices for other goods and services increased 1.1 percent, as prices for personal care products, cosmetics and laundry services increased, offsetting lower prices for smoking and tobacco products. Prices in the clothing sector increased 0.2 percent in October as prices for women's apparel increased. Combined, these two categories account for 8 percent of the average Utah's expenditures, resulting in a minor impact on the overall CPI.

Recreation prices fell 0.9 percent in October as prices for some pets and pet products declined. Prices for education and communication decreased 0.5 percent as tuition rates for some elementary and high schools declined.

Food at home prices increased 0.6 percent in October as prices for a variety of fruits and produce rose. Meanwhile, prices for food away from home increased 0.2 percent as prices for alcoholic beverages and fast food and snacks rose slightly.

Prices for the housing sector declined 0.1 percent as hotel and motel rates fell, and prices for furniture and home appliances decreased. Prices in the housing sector as a whole have increased 2.7 percent since this time last year. Specifically, prices for homes in Utah have fared even better, rising 7.8 percent in the past year compared to a national increase of 6.3 percent.

HATCH*from page 1*

for our exporters and importers here at home."

Hatch said he has chatted with Trump.

"I think he's softening a little bit on some of the things that he did say during the election," Hatch said to giggles from the audience as well as his own. "And I'm going to see that he softens a lot more. He's a very bright guy. Don't ever sell him short. He's bright, he understands economics, he understands trade. And I think he understands how helping the rest of the world to understand us a little bit better is a very good thing."

The opening of markets and expanding international trade is good for the U.S. and for Utah companies that export and import, he said.

"Now, we have some work to do to make that case, of course, including, it seems, with this incoming administration, but I'm certain that we can do it," Hatch said. "We've done it before and I intend to see that we do it again, and I'm committed to doing it again."

At various times, Hatch described Trump as "an extraordinary man," "very, very bright" and "there's not much doubt that he's a leader." "He didn't become a billionaire by luck," he said. However, he also said that the U.S. "can survive anything."

"And it will survive whoever is president of the United States. Had Hillary [Clinton] been fortunate enough to be president, I would be saying that about Hillary as well. And we'll see if we can bring about some element of peace in what has happened."

If Trump does expand U.S. trade abroad, it would enhance Utah's export figures, which in 2015 stood at \$13 billion, supporting nearly 60,000 jobs and more than 3,000 Utah companies. Imports into Utah allow the state's companies to get necessary inputs and other materials, and all Utah consumers get enhanced variety and availability of imported goods, he said.

"In other words, trade and free trade agreements are essential to Utah's economy and the same is true nationwide, and I've found that to be so," Hatch said.

The senator called for "high-standard trade agreements" and said a top priority will be better educating Americans about the importance of trade.

"We in Utah understand it. This is a great trading state. We have billions of dollars in trade," Hatch said. "Now, it's essential to train people to understand that, because if the United States is going to compete in the 21st century — and especially in the global

economy, where we want to compete — we must be fully engaged in the international marketplace."

U.S. leadership and engagement in international trade is "crucial" and "essential" to both the U.S. and the world, he said.

"We need to keep in mind that if the United States does not take a leadership role in setting standards and writing the rules of international trade, other countries are going to, and those countries are not likely to have American interests at heart or in mind," he said.

Some of the conference discussion delved into international politics and humanitarian efforts, but economics was a main focus. Nigel Steward, managing director of Rio Tinto's diamonds and mines operations, including its Kennecott operations, stressed the importance of international trade

to his company, the U.S. and the world.'

"Our operations in the United States keep the national economy strong, with the raw materials needed to help technology grow and to sustain the goods that we use daily in every facet in our lives," Steward said. "These products are not only used throughout the U.S. but exported to countries around the world."

Ninety-five percent of the world's consumers live outside the U.S., with the fastest-growing markets being in developing countries, he said.

"These are our current and our future markets. Rio Tinto's ability to meet the expectations of our stakeholders is clearly linked to the open markets and global economic growth," he said. "Similarly, Utah's interests in open mar-

kets and global growth is also clear."

Bill Lane, a 40-year veteran at Caterpillar and chair emeritus of the U.S. Global Leadership Coalition, said opportunities abound in nations beyond the 20 that have free trade agreements with the U.S. Half of U.S. exports go to those 20 nations, which have a total of 400 million people, but the world has a population of 7.4 billion.

"That means we're over-performing or we're performing adequately where trade is truly free and fair — or as free and fair as we see anywhere in the world — and we're underperforming everywhere else," Lane said. "To put all this focus on the countries that are buying most of our stuff is sort of counter-productive. The key is to focus on the places that aren't."

CALENDAR*from page 11*

Gardner Village, 1100 W. 7800 S., No. 24, West Jordan. Details are at westjordanchamber.com.

Jan. 18, 7:30 a.m.-1 p.m.

Utah Economic Review and Policy Summit 2017, featuring a discussion of the Utah economy and what business and policy leaders are doing to secure a prosperous future. Activities include the Utah Economic Review from 7:30-9:30 a.m. and the inaugural Utah Business & Policy Summit 10 a.m.-1 p.m. Review will feature economists and business leaders from around the state discussing the Utah economy. The annual

event is hosted by the Salt Lake Chamber, in collaboration with the Governor's Office of Management and Budget, David Eccles School of Business, the Kem C. Gardner Policy Institute and Economic Club of Utah. The summit, presented by the Salt Lake Chamber, will feature Utah business leaders and elected officials discussing the critical issues that affect the state's businesses, including the release of the chamber's 2017 Public Policy Guide. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$95 for both events; \$65 for the Utah Economic Review breakfast only; \$40 for Utah Business & Policy Summit lunch only. Details are at slchamber.com.

Jan. 18, noon-1 p.m.**EARNINGS***from page 5*

even though we have made positive strides forward with our business plan, it is likely that significant progress may not occur for the next three to six months, primarily due to the time it takes for negotiating such contracts. Accordingly, we cannot guarantee that we will realize significant revenues or that we will become profitable over the next six to nine months. However, our patented technology continues to gain recognition in various markets and industries."

ForeverGreen

ForeverGreen Worldwide Corp., based in Lindon, reported a net loss of \$631,620, or 2 cents per share, for the third quarter ended Sept. 30. That compares with a net loss of \$371,401, or 1 cent per share, for the same quarter a year earlier.

Sales totaled \$8.2 million, down from \$16.6 million in the year-earlier quarter.

ForeverGreen develops,

manufactures and distributes a line of all-natural whole foods and products.

"During the last couple of years, the company has focused on top-line revenue growth. The company's focus has now shifted to driving company profitability, which in turn will drive shareholder value," Jack Eldridge, chief financial officer, said in announcing the results.

"The nine-month period in 2016 has seen the company implement changes, regarding general and administrative expenses, which will reduce costs and put the company in a much better position to deliver future positive shareholder results. While the company has seen a decline in the top-line revenue, the cost-cutting initiatives have reduced the break-even point by almost 50 percent."

The cost-cutting measures have included a reduction in labor force, restructuring of lease agreements, revised pricing of certain products to enhance sales incentives, and a marketing plan that involves more interaction with a broad scope of customers and members.

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>.

Jan. 20, 6-9 p.m.

Business Awards Banquet, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Details are at davis-chamberofcommerce.com.

ZAKARIA*from previous page*

rope's national rivalries to stay dormant. If you take away those guarantees, Europe could get very unstable." And remember, the European Union is the world's biggest market and America's largest trading partner.

For the United States, "globalism" has produced enormous advantages. With 5 percent of the world population, the U.S. dominates the global economy, from technology to education to finance to clean energy. One in five jobs in America is a result of trade, and that number is growing fast. America maintains the world's reserve currency, giving it a huge economic advantage.

The benefits of growth and globalization have not been shared equally and the pace of change causes anxiety everywhere. But these are reasons to invest in people, upgrade their skills and better integrate communities. They are not reasons to destroy the most peaceful and productive international system ever devised in human history.

Fareed Zakaria's email address is comments@fareedzakaria.com.

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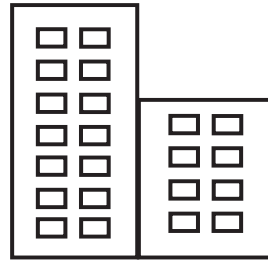
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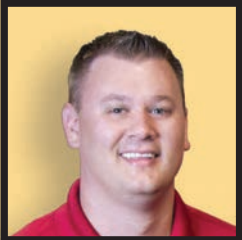


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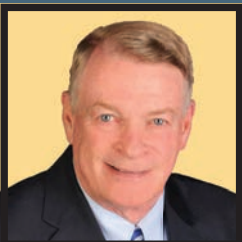
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