

## OF NOTE



### So long, Internet Explorer?

Microsoft has hinted that its iconic browser is going away and now the company has confirmed that it is working on a successor product — code named "Project Spartan" for now — and is studying possible names for a browser that will be a part of Windows 10.

### Industry News Briefs

page 7

### Business Calendar

page 9

### Real Estate Section

pages 13-15

## Miller Group assures Jazz fans 'not much will change'

**John Rogers**  
*The Enterprise*

A little anxiety trickled through the community last week when the CEO of the Larry H. Miller Group of Companies resigned. But officials of the company have reassured worriers that there won't be much change in the way things are run.



**Greg Miller**

After seven years of running the company his father started — almost since his father's death — Greg Miller has resigned to "pursue personal interests," according to a release from his office early last week. Greg Miller's mother, Gail, announced that she would transition the group — now numbering more than 80 companies — to a new corporate structure that will include an outside board of directors for the first time. The new corporate structure is designed to provide for multi-generational family ownership and future growth, according to a release from the Miller organization.

In addition to Greg's departure from his day-to-day role, Steve Miller, his brother, has also chosen to step down from his role as president of Miller Sports Properties to assist in other areas of the family's interests. A third brother, Bryan Miller, will retain his position as president of Miller Inspiration. All three will fill roles in family governance, according to Linda Luchetti, executive vice president of communications for the Larry H. Miller Group of Companies.

Miller Inspiration provides lessons and services related to professional training and personal development to business leaders based on the principles of Larry H. and Gail Miller.

The most visible and public face of the Miller organization is the NBA franchise Utah Jazz basketball team and concerns about the future of the team reverberated through the community of Jazz fans following the announcement. Among the worries was a long-rumored move by the team to Seattle, which lost its NBA franchise to Oklahoma City a number of years ago.

see MILLER pg. 5

## Up economy not great for pawn shops

**Sheena Steedman**  
*The Enterprise*

Owners of pawn shops in the Salt Lake Valley report that sales weren't their best in 2014. Recent gains in the economy and constant technological innovation seems to have played a role in the decline of business. According to Angelo Vardakis, the owner of Pawn Brokers Exchange, located at 158 S. State St., Salt Lake City, the improvement in the economy has, indeed, contributed to the decrease in sales at his shop. When economic conditions are good, people have no need for pawn shops, he said.

Vardakis opened his business 16 years ago and has two employees, which hasn't changed in the past year. There are no plans for expansion at the moment, according to Vardakis. He will continue to run his one shop and thinks that pawn shops are

see PAWN SHOPS pg. 5

## FanAngel's model raises a lot of questions for fans



Utah startup FanAngel's website promises that "the evolution starts now." But many, including the NCAA, collegiate athletics' governing body, don't think much of the company's business model and methods.

**Brice Wallace**  
*The Enterprise*

A Utah-based startup hoping to redefine "the relationship between sports fans and their favorite athletes and teams" has found that college sports' governing organization does not support the company's model.

Meanwhile, an ESPN columnist has called it "the worst idea ever."

FanAngel, with offices in Park City and New York, is a crowdfunding social media site that allows fans — legally, according to the company — to pay for athletes' and teams' performances.

Fans create an account secured through PayPal and then pledge

money for specific wins, scores or performances, including college athletes staying in school. The money could then be accepted by players once their college eligibility is complete or should have been complete and the athlete agrees to thank fans on social media.

"Sports fans are frustrated seeing their favorite athletes leave college early," said Shawn Fojtik, FanAngel's founder. "They feel powerless to influence their favorite players and teams. Fans want a seat at the table, and most are willing to pay something to have it. How many Oregon fans would have pledged the price of a cup of coffee to keep Marcus Mariota in a Ducks

see FANANGEL pg. 12



**Cari Fullerton**  
Business Banking Team Leader  
2605 Washington Blvd., Ogden, UT 84401  
(801) 391-3600 (801) 409-5059  
fullerton@bankofutah.com  
Experience. Service.



### FINANCING UTAH'S ECONOMIC GROWTH

Commercial Real Estate Lending • One Time Close Construction to Term  
Income Producing Investor Financing • SBA 504 Loans





## Wang, Kennet Partners acquire TreeHouse

Kennet Partners and investor Joe Wang have acquired majority ownership of TreeHouse Interactive, Salt Lake City-based partner relationship management software developer.

Wang, president and CEO of local software company LANDesk Software, will lead the fast-growing company as chairman and CEO. The company's current sole shareholders, Craig Flynn and Erich Flynn, will remain with the company and collaborate with Wang in leadership positions in development and sales. Craig Flynn will continue to drive product engineering and innovation in his role as executive vice presi-

dent of engineering. Erich Flynn will expand and lead the company's sales efforts as chief revenue officer.

In January, TreeHouse reported that the company's total overall 2014 revenue grew 49 percent over 2013. The number of partners supported by its Reseller View product surpassed the previous all-time high, reaching more than 160,000 worldwide at the end of 2014. TreeHouse expects the number of partners supported by its partner relationship management (PRM) solution to nearly double in 2015. The company's PRM platform supports global partner networks

for enterprises including Xerox, Rackspace, Sungard AS, SGI, Magento, National Instruments, CommVault and Quantum. Reseller View was identified as a leader in Forrester Research Inc.'s "The Forrester Wave: Partner Relationship Management (PRM) Platforms report."

"Utah has developed into a hotbed of SaaS technology, and I'm excited to be back in this dynamic market," said Wang. "My investment in TreeHouse demonstrates my strong belief that Reseller View PRM is by far the best PRM technology available today."

## Business leaders pleased with legislative results

Utah's business leaders are generally pleased with the results of the recently completed Utah legislative session, according to a release from the Salt Lake Chamber.

"Utah's business leaders express sincere appreciation for the work of the state legislature," the statement said. "These forward-thinking policy makers demonstrated strong leadership by tackling a myriad of difficult issues, including education, transportation and water. This year's decisions will ensure that Utah remains competitive in the nation's economy by strategically investing in a talented workforce and in excellent infrastructure."

"We could not be more pleased with the work of the 2015

Legislature," said Terry Buckner, chair of the board of governors of the chamber. "Some of the most difficult decisions in decades were tackled this session. The Legislature showed that leadership is navigating change and creating a better tomorrow."

"The business community is deeply encouraged by the legislature's historic investment in education," said Alan Hall, chair of Prosperity 2020. "This year's investment shows a strong commitment to Utah's students and our future."

The chamber release also commended the legislature for investing in Utah's transportation infrastructure. "The leadership demonstrated in this session will

keep Utah moving," said Dave Golden, chair of the Utah Transportation Coalition. "Stakeholders from across the state, firmly unified under the banner of Utah's Unified Transportation Plan, support the legislature's courage in tackling Utah's outdated gas tax and giving locals the tools they need to meet the demands of their growing community."

Lane Beattie, president and CEO of the chamber, also commented on the landmark legislation passed in the session on nondiscrimination and religious liberty. "The best of Utah has been demonstrated on the issue of nondiscrimination and religious freedom," he said.



## Survey says: Move to Provo

Provo has jumped ahead of Boise as the best place in America to which to move, according to the 2015 Top Ten Best Places to Move from Simple Moving Labor (SML). Provo is a newcomer to the moving labor service's list.

Boise dropped to second place and Salt Lake City broke into the top 10 at No. 7. West Palm Beach, Florida; Oklahoma City, Oklahoma; and Austin, Texas — all new to the list compared to 2014 — round out the top five. Texas is the most represented state with Fort Worth, Houston and San Antonio joining Austin as one of the hottest places to move to in 2015. Dallas just barely missed out on joining, too. Florida and Utah both had two cities on the list.

"As a nation, we tend to relocate very cyclically, migrating naturally to the places where we can work, raise a family and enjoy a certain quality of life," said SML president Matt McCollum. "Some of these places might not be the first to spring to mind when you think of where people love to live, but these residents would tell you otherwise — and people looking to move are listening."

SML looks at cities with populations over 200,000 and then compares the median income, median price of a sold house, projected home value growth over the next three years and the home affordability index. The unemployment rate is used as a tie-breaker.

To be considered for the list, the community had to beat the national average for median income (\$53,046 annually) and have an unemployment rate under the national average of 5.7 percent. SML drew the statistics from the U.S. Bureau of Labor Statistics, Forbes.com, Zillow.com, and the Department of Housing and Urban Development.

"The numbers make a compelling argument, but it is when you start looking a little deeper, seeing what the residents say about an area, that the true story comes out," McCollum said. "The residents in these communities are the city's strongest advocates. They love where they live and want people to realize it."

## Wavetronix, Iteris settle lawsuit

Provo's Wavetronix has settled its patent infringement lawsuit against Iteris Inc. of Santa Ana, California. Wavetronix develops and markets radar traffic detection and monitoring products. Iteris provides intelligent traffic management and weather information solutions.

As part of that settlement, Iteris has agreed to remove the Continuous Mode feature from its Vantage Vector product, and the parties have dismissed their respective claims. Neither party admits liability and the remaining

terms of the resolution are confidential, according to a joint release from the companies.

Wavetronix engineers and manufactures products that detect, connect and direct the traffic data needed for safer, more efficient roads and intersections. The SmartSensor line of multi-lane, multi-beam Digital Wave Radar sensors detects vehicles for freeway, arterial and intersection applications. Wavetronix has regional offices located in Florida, London, France, China and Singapore.

# WE AIM TO EASE

Striving to be Utah's Preferred Source for over 60 years.

SAND, ROCK, & LANDSCAPE PRODUCTS

ASPHALT & PAVING

READY-MIXED CONCRETE

CONSTRUCTION SERVICES

**STAKER | PARSON**  
COMPANIES  
THE PREFERRED SOURCE

[WWW.STAKERPARSON.COM](http://WWW.STAKERPARSON.COM)

BURDICK MATERIALS  
(435) 781-0956

REYNOLDS EXCAVATING  
(801) 556-2110

HALES SAND & GRAVEL  
(435) 529-7434

STAKER PARSON COMPANIES  
(801) 731-1111, OGDEN  
(801) 298-7500, SLC

JACK B. PARSON COMPANIES  
(800) CONCRETE

WESTERN ROCK PRODUCTS  
(435) 628-4384



# Incentives bring more film production to Utah

Veteran actor and Hollywood director Rob Reiner will begin production in Utah next month on a film written by his son. Reiner, who directed "The Princess Bride" and starred in the 1970s sitcom "All in the Family," will direct production of "Being Charlie," written by son Nick Reiner.

The Governors Office of Economic Development (GOED) board approved a maximum tax incentive of \$265,494 for the production through the Motion Picture Incentive Program. The film's production company, Domain Entertainment, is currently in pre-production and plans to hire more than 100 cast and crew in the coming month and spend about \$1 million in the state. Principal photography is scheduled for April 8-May 1.

The board also approved an

incentive of between \$242,325 and \$302,906 for seasons nine and 10 of the BYU-TV series "American Ride." Vineyard Productions is expected to spend \$1.2 million in Utah. Most of the production in Utah is scheduled for April 7-Dec. 15.

The producer of "Being Charlie," Lucas Jarach, shot "Border Run" in Utah in 2011 with Billy Zane and Sharon Stone and in the process recreated a Mexican border town in downtown Salt Lake City.

"The state's professional top-notch crews and artists, its world-class infrastructure and the warmth of its people all make it one of my favorite locations to shoot," Jarach said. "It's ultimately why I'm returning to Salt Lake City with Rob Reiner's new film 'Being Charlie.' The tax incentive program is also extremely attractive for independent producers."

As a director, Reiner is also known for "This Is Spinal Tap" (1984), "Stand by Me" (1986),

"The Princess Bride" (1987), "When Harry Met Sally..." (1989) and "A Few Good Men" (1992).

"We're thrilled to have filmmaker Rob Reiner working on an independent production in Utah," said Virginia Pearce, director of the Utah Film Commission. "We're equally excited to welcome Lucas Jarach back. We've found that once film clients discover Utah and all we have to offer in locations, talent and incentives, the clients become great ambassadors for our film industry."

"American Ride" follows the history, culture and people of specific regions around the United States — all from the back of a Harley-Davidson. "While it's certainly exciting for us to attract Hollywood veterans to the state, shows like 'American Ride' are homegrown productions that prove there's amazing talent already here," Pearce said. "We love to support local projects and look forward to increasing film opportunities overall in the state."

# Brand USA, Utah Office of Tourism shooting videos in Salt Lake

Brand USA, the destination marketing organization for the United States, has teamed with the Utah Office of Tourism to produce innovative, in-language videos to attract international visitors from Canada, Germany, China and France.

Film crews will be in the Salt Lake City area this week shooting target-specific footage for creation of the videos. Shoots are scheduled at Temple Square and downtown Salt Lake City on Wednesday and at the Natural History Museum of Utah on Thursday for footage specifically destined to be shown in China. Other shoots are scheduled throughout the week.

The Utah Office of Tourism and the visitor centers around the state will distribute the videos through their own marketing channels in addition to Brand USA's

distribution through Discover-America.com; Discover America's YouTube channel, GoUSA.cn and Brand USA's social media channels in China. Brand USA's in-country marketing will also use the video at trade shows, roadshows and training seminars.

Brand USA was established by the Travel Promotion Act to spearhead the nation's first global marketing effort to promote the United States as a premier travel destination and to communicate U.S. entry/exit policies and procedures to worldwide travelers. Its stated goals are to help create jobs throughout the country, positively impact U.S. and local economies and to enhance a positive image of the U.S. around the world through each destination partner.

# Connor to provide courts for new USTA center

Connor Sports Courts International of Salt Lake City has been chosen by the United States Tennis Association to provide the courts for its new state-of-the-art tennis facility at the Lake Nona community in Orlando, Florida, set to open in 2016.

As the exclusive supplier of the USTA for 36-foot and 60-foot courts, Connor will also supply the courts for the Home of American Tennis in Lake Nona using its patented Sport Court Power Game surface for the youth and adult player courts at the comprehensive complex. The new model tennis facility will be a key focal point for young player development for future U.S. Open Champions.

"Connor Sport Court International is proud to partner with the USTA to provide Sport Court branded tennis courts for the exciting new Home of American Tennis in Lake Nona," said Ron Cerny, president and CEO of Connor. "This is a great opportunity for our Sport Court brand to be

part of this transformational USTA initiative that will help grow the sport of tennis in the United States at both the youth and adult levels."

Sport Court was chosen because of its safety engineered court surfaces and industry-leading quality of products, according to Connor. To keep in line with the USTA's cutting edge goals for the

facility, an advanced surface system was required that provides not only safety but also meets the green technology initiatives of USTA and Lake Nona. The Sport Court PowerGame surface will be built on SportBase, a recycled concrete replacement product that will provide additional cushion and safety for the development center.

# IntegraCore expands in Georgia

IntegraCore, a supply chain management company with headquarters in Salt Lake City, has expanded its operations to a 305,000-square-foot facility in Fairburn, Georgia. With a previous operation in Atlanta, this move more than doubles the company's Georgia presence.

The new building will be used to service IntegraCore's clients' fulfillment needs in the eastern United States, while Salt Lake

City will service the western states.

Executive vice president Zach Anderson of Newmark Grubb ACRES represented IntegraCore in the transaction.

## PUBLIC NOTICE

In accordance with Sec 106 of the Programmatic Agreement, T-Mobile West, LLC plans to modify an existing antenna structure at 9800 S. 4800 W., South Jordan, UT. Please direct comments to Vitaly M. at 714-508-4100 regarding site SL01260B.

## Great Employees, Great Pricing!

Our high caliber employees have the ability to meet a variety of needs.

Office Professional	Light Industrial	Food Services
Accounting	Assembly	Servers
Technical	Janitorial	Bartenders
Customer Service	Warehouse/Inventory	Dishwashers
Administrative	Welders	Concessions
Telemarketing	Shipping/Receiving	Cooks/Chefs
Data Entry	Production	Hostesses
Receptionist	Printing	Bussers
General Office	Machine Operators	Cashiers
Engineering		

### Call Us Today For Competitive Pricing




## Strategic Staffing™

A Division of BBSI

Salt Lake	3761 S. 700 E. Suite 200	Ph. 801.994.9494
West Jordan	6671 S. Redwood Rd. Suite 120	Ph. 801.305.0900
West Valley	3040 W. 3500 S. Suite B	Ph. 801.417.8010
Ogden	2036 Lincoln Ave. Suite 201	Ph. 801.334.0080
Orem	1423 South State Street	Ph. 801.404.5020

Call 801.994.9494 Or visit us @ [www.strategicstaffs.com](http://www.strategicstaffs.com)





## Enterprise

UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

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

**PUBLISHER & EDITOR**  
R. George Gregersen

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

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

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

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

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

**REAL ESTATE SECTION**  
Rhonda Bachman  
[rhonda@slenterprise.com](mailto:rhonda@slenterprise.com)

**CIRCULATION**  
Subscription inquiries:  
[subscribe@slenterprise.com](mailto:subscribe@slenterprise.com)

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

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

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

**Subscription Rates:**  
Online only, \$55 per year  
Print only, \$65 per year  
Online and Print, \$75 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



# 'It's the water' doesn't just apply to bagels and cheesesteaks

Ask anyone in New York City why their bagels are the BEST in the world and they'll say, "It's the water!"

Ask anyone in Philadelphia why their cheesesteaks are the BEST in the world, and they will say, "It's the bread." Questioning further, one will ask, "Why is the bread so different?" and they will say, "It's the water!"

Water? Really?  
Yes, water.

The unique water that's ADDED to the standard ingredients makes the food BEST.

So I'm going to ask you two questions:

What's in your water?

What makes your water different — better — than anyone else's water?

There are 7.5 elements of your water that I will challenge make you no different than anybody else's water on the planet — and further challenge you that if you decide to improve those elements (your water), you can become the best in the world. Or at least the best in your marketplace.

**1. Your attitude water.** If you know and understand the classic definition of a positive attitude is, "The way you dedi-

cate yourself to the way you think," then it's obvious that you can change and improve your attitude water by changing your morning routine. Wake up and start reading instead of watching TV. Reading a positive attitude book for 10 minutes, highlighting and taking notes about your thoughts, can begin a whole new attitude mindset that will separate and differentiate you from all of your peers, prospects and customers.

**2. Your belief water.** While I have talked about belief for years, I've never said what it would take to build and strengthen your existing belief process. Invest 30 minutes of your time and make a list of the five parts of belief. You must believe you are the BEST person for the job, have the BEST business and products, that you can differentiate FROM your competitors and that the customer is better off having purchased from you. If you don't believe that your water is the best, how will you be able to transfer that message to anyone else?

**3. Your compelling message and enthusiasm's water.** Present a compelling message and you will immediately dif-

ferentiate yourself from 99.9 percent of all the salespeople on the planet. These are people who communicate poorly or simply talk in terms of themselves. By becoming a prepared and enthusiastic presenter, you will be perceived as sparkling water. The opposite of sparkling water is flat water. In France it's "with gas" or "without gas." Starting to get the message?

**4. Your innovative ideas water.** When you bring an idea to a customer it shows that you have prepared in terms of them. Your idea is about them and how they win or how they profit. Once you get in the groove of innovation in creating ideas, it will spill over to everything that you do. That's hot water.

**5. Your follow-through water.** This water is the fulcrum point in the sale. Even if you have already made the sale, your customers expect both delivery and service in order to complete the sale in their mind. You will solve nothing until the customer receives your product or service, loves your product or service and is completely impressed by the way you stay in touch and follow through.

**6. Your relationship-building water.** Solid value-based relationships lead to repeat business and referrals. Do I need

to say anything else about the importance and the value of this water?

**7. Your trustworthiness water.** This is slowly aged water. Trustworthiness comes from positive, favorable, consistent and truthful actions taken over time. Trust is not built in a day; it's built day-by-day.

**7.5. Your reputation water.** Reputation water is the most valuable of them all. It means the rest of your water has all been given and received positively. It means that you have consistently performed to the delight of your customer. And it means that anyone can find you on the Internet and see your positive postings and results. It means that you have

proven yourself to your customers and in your marketplace. You can never have too much reputation water. It's my hope that your cup of reputation water runneth over.

**BEST PART:** When someone asks you why your sales are better than anyone else's, your response can now be, "It's the water!" — Keep 'em guessing, baby. Keep 'em guessing.

My water? I'm a Volvic water guy myself — switched from Fiji to France.

Jeffrey Gitomer is the author of 12 best-selling books including, *The Sales Bible*, *The Little Red Book of Selling*, *The Little Gold Book of Yes! Attitude*, and *21.5 Unbreakable Laws of Selling*.

© 2015 All Rights Reserved.



JEFFREY GITOMER

## CCIM Excellence Awards recognize realty professionals

The Utah chapter of CCIM (Certified Commercial Investment Member) has honored its local members with the annual CCIM Excellence Awards. The awards were presented recently at a gala held at the Grand America Hotel in Salt Lake City.

The awards recognize, promote, and celebrate the accomplishments of outstanding men and women who exemplify the highest degree of excellence in the commercial real estate industry in Utah, according to event chair Ronda Landa. The four-year-old award program gala is designed to provide professional networking opportunities for those involved including committee members, finalists, CCIM members and sponsors.

Honorees were selected from finalists in 12 categories and four additional awards were given based on sales volume. The award recipients were:

EDA Architects, Peter Emerson and John Shuttleworth, Architectural Design of the Year.

Big D Construction, Cory Moore, Contractor of the Year.

Johnny Clawson, The Clawson Group, CRE Banker of the Year.

Wick Udy, Jones Lang LaSalle, Industrial Broker of the Year.

Kip Paul, Commerce Cushman & Wakefield, Investment Broker of the Year.

Jacob Despain, Zions Bank, Mid-Market Lender of the Year.

Daniel S. Shin, Marcus and Millchap, Multi-Family Broker of the Year.

Brandon Fugal, CBC Advisors, Office Broker of the Year.

Steve White, CBC Advisors, Property Manager of the Year.

John B. Lindsay of Calister, Nebeker & McCullough, Real Estate Attorney of the Year.

Stuart Thain, CBC Advisors, Retail Broker of the Year.

Grady Kohler, Windemere, CCIM of the Year.

Jesse Magnum, Jones Lang LaSalle, Rookie of the Year.

Kip Paul, Commerce Cushman & Wakefield, Top Commercial Real Estate Sales Transaction.

Zach Anderson and Bryce Blanchard, Newmark Grubb ACRES, Top Real Estate Lease Transaction.

Kip Paul, Commerce Cushman & Wakefield, Top Commercial Real Estate Agent of the Year.

Certified Commercial Investment Member is a premier commercial real estate certification held by fewer than 5 percent of all real estate professionals. CCIMs have completed an intensive certification program that goes beyond standard commercial licensing to provide a real-world education in financial analysis, market analysis, investment analysis and negotiations.

## Why The Enterprise?



Wilford W. Clyde, President & CEO, Clyde Companies



*"Advertising in The Enterprise has been a valuable component in our marketing strategy for many years. It provides a superb opportunity to specifically target key decision makers in our business community, and has always met our expectations."*



## MILLER from page 1

But company officials reassured fans that there is no need to worry. Jazz president Randy Rigby said that fans will notice no change.

“Our reporting from a Jazz end will continue to be to the Miller family as it relates to player moves,” he said. “That will not change at all. Their commitment to the direction of this franchise, they’ve never wavered, and it’s never been better and it will continue to stay as such,” Rigby told the *Salt Lake Tribune*.

Rigby also said, “The Miller family still runs the Jazz and remains engaged and committed to building a championship-caliber team.”

Greg Miller will continue to serve on the NBA’s board of governors, Luchetti said, and his mother, Gail, along with brothers Greg, Steve and Bryan will still make large-scale decisions involving the team.

A release later last week stated that that Steve Starks has been named president of Miller Sports Properties and that Jim Olson will resume his role as chief operating officer for Miller Sports Properties. In this capacity, Starks will oversee the operation of the Utah Jazz; the Minor League Baseball Triple-A Salt Lake Bees; Miller Performance, consisting of Miller Motorsports Park, the Ford Racing School and Oneiro; EnergySolutions Arena; KJZZ 14 Television; The Zone Sports Network (97.5 FM, 1280 AM); the Larry H. Miller Tour of Utah professional cycling race; and All-Star Catering.

In making the announcement concerning Starks’ appointment, Clark Whitworth, president of the Larry H. Miller Management Corp., said, “Steve has been an integral part of the growth and success of the Larry H. Miller Group of Companies. Larry Miller hired Steve in 2007 and mentored him to become a significant part of this group’s future. Since then, he has worked very closely with Greg Miller on the growth and expansion of our companies.”

Starks will also continue as president of Miller Retail Properties, which includes the Larry H. Miller Megaplex Theatres, Fanzz Sports Stores and Saxton Horne Communications.

Whitworth has assumed Greg Miller’s responsibilities and will report to the new board of directors

for issues on which he formerly reported to Greg Miller.

Concerning his resignation, Greg Miller said in a news release sent to employees last Monday, “This is the right move for me personally, for my family and for the business. It has been a privilege to fill the role of CEO and to be a steward for this outstanding organization that my parents sacrificed so much to create and develop.”

Although the Jazz is the most visible and well-known part of the Larry H. Miller empire, it is a relatively small part when measured in revenue. Greg Miller has often said that the company’s car dealerships are much more important, revenue-wise, than the basketball team.

Greg Miller took over as the Miller CEO at the height of the Great Recession. He faced the painful process of slashing costs and then growing the company. He adopted a delegating management style, much different from his late father’s micromanagement approach.

“I know what the vital signs are for our organization. I keep my eye on those and if we deviate, then I give it my attention, but I don’t try to micromanage,” Greg Miller said in an interview with *Automotive News* last August. “I try to be more focused on mission, vision, values, culture and direction and implement those things. That leaves me time to be with my family and to enjoy life in a way my dad rarely did.”

To make it through the recession, Miller said he had to cut \$29 million in expenses. But under his leadership, the company grew from 39 dealerships in 2009 to 55 at the end of 2014. Revenue doubled in that period.

Concerning Olson’s appointment last week, Gail Miller said, “Jim Olson has done an outstanding job during the last several months as we have worked our way through this transition. He is a very valuable member of this organization and I am grateful for his consistent, capable service. I am also appreciative to Steve Starks as he takes on added responsibilities. He has consistently demonstrated his ability to move this organization forward during his tenure in our family business.”

Prior to joining the LHM Group, Starks was the managing director of the Utah Policy Partnership.

## PAWN SHOPS from page 1

often overlooked and that there is great value to be had whether customers are buying or pawning merchandise.

Dave Witzel, owner of Witzel’s Pawn, located at 1760 S. State St., Salt Lake City, said that he wasn’t sure why business had gone down, but pointed to the injustice in having to compete with Internet sites such as Amazon that aren’t obligated to charge state sales tax as is required of local pawn shops. Utah is one of the many states that permits Amazon not to charge sales tax, he said.

Witzel’s shop opened in 1994 and he currently has three employees. The size of his staff has remained the same in the past year and there are no plans for expansion in the near future. Witzel points out that pawn shops are actually one of the most regulated businesses on the planet. He claims that they catch more thieves than the police do. Everything on his shelves is checked by the police and it is a

legitimate business.

Pawn shops “provide a service to help people in rough times,” according to owner William Marinos of City Pawn Jewelers and Loan. His shop, located at 7214 S. 900 E., Midvale, has been open since 2003. Although he has made about the same number of loans this past year, he said that merchandise sales have gone down. He believes this is due to the lack of cash flow in the economy. He’s tried to maintain his sales, however, by selling on eBay, Craigslist and KSL.

According to Marinos, second-hand Internet sites haven’t necessarily taken away his sales, rather they’ve started a bidding war between his shop and the competing websites. The consumer compares prices from the Internet site with the shop and vice versa to try to work the seller down on his offer. He explained that when people come into his shop, they can have the item they want in their hands right then, whereas on the Internet they can’t see it in person and must also pay for shipping. Ultimately, he said,

the pawn shop “is a great way to save a buck and get a buck.”

Pappy’s Pawn, located at 1480 S. State St., Salt Lake City, saw its sales go down 40 percent in 2014 as compared with 2013, according to owner Mike Pappadakis. He said this is the doing of computers and the Internet. Pappadakis is unsatisfied with how technology has led customers to try to talk down his prices.

Pappadakis opened his shop 28 years ago and he used to have three more employees, but decreased his staff by three in the past year. As for future plans, Pappadakis is going to sell his shop and retire.

With all the competition in the market, pawn shops continue to offer unique benefits that no Internet website has managed to provide, owners say. According to Mike Katsanevas, the owner of Crown Jewelers and Pawn, located at 130 E. 3300 S., Salt Lake City, pawn shops provide quick cash for people who don’t have access to a bank account and pawn brokers are an “untapped resource of knowledge” who are “highly street-educated.”



## How is Your Financial Outlook?

Focus on what matters most when you plan for your financial future. A CPA operates on the front line of a business by analyzing finances and developing strategies. Hire a CPA to help you develop wealth-building strategies, set financial goals, and implement saving, investing and estate planning.

The UACPA supports and challenges members through advocacy, professional education, leadership development, networking and community service to help them succeed in a competitive and changing world.

Find a CPA by visiting [uacpa.org](http://uacpa.org).

UTAH ASSOCIATION of  
CERTIFIED PUBLIC ACCOUNTANTS

UACPA

1240 E. 2100 SOUTH, SUITE 500  
SALT LAKE CITY, UT 84106  
801.466.8022 | [UACPA.ORG](http://UACPA.ORG)

BETTER DEALS, MORE CASHBACK

# MONEY!!!

(now that we have your attention, let DubLi pay you to shop and travel)

Go to [gotcashrewards.com](http://gotcashrewards.com)

DubLi





THE GOVERNOR'S UTAH  
**ECONOMIC**  
**SUMMIT 2015**



**FRIDAY, APRIL 17, 2015**

**THE GRAND AMERICA HOTEL, SALT LAKE CITY**

**ANNOUNCING KEYNOTE SPEAKER, CHRIS WARNER:**

**SPACE IS LIMITED.**  
*Register today.*



**LEADERSHIP PRINCIPLES.**

A rare adventurer and leader, Chris has worked with thousands of CEO's, sales teams, senior executives and entrepreneurs at firms as diverse as Google and the National Counter Terrorism Task Force.

Chris is an expert at creating and leading high performance teams. Chris is one of only 9 Americans to summit both Everest and K2. He's led more than 175 international mountaineering expeditions himself.

As the CEO/founder of Earth Treks, Inc., Chris and his 175 employees serve over 500,000 customers each year. Chris has taught at the Wharton School of Business since 2000, but has been teaching leadership for over 30 years.

You will never see leadership in the same way after you learn Chris Warner's leadership principles and share in a small way his Ascent to the Summit!

**CHRIS WARNER**  
*Founder & CEO  
Earth Treks, Inc*

**REGISTER TODAY AT**  
**UTAHECONOMICSUMMIT.COM**

Registration is \$150. Includes breakfast, lunch, networking reception.

**JOIN GOVERNOR GARY HERBERT**

and a prestigious field of experts who will present many of the best business practices for advancing Utah and its global economic position. This year, the Summit will focus on Exceeding Expectations in Utah and provide business leaders and decision-makers the opportunity to learn more about strategic opportunities and challenges facing businesses today.

ORGANIZED AND PRODUCED BY:



PRESENTED BY:



EVENT PARTNERS:



Learn how your company can be a Participating Partner. Contact Kadee 801.204.6826 [kadee@utahmediagroup.com](mailto:kadee@utahmediagroup.com)

LEARN MORE AT

**UtahEconomicSummit.com**



# Industry Briefs

## ASSOCIATIONS

• **Annette Jarvis** has been named to the **American College of Bankruptcy (ACB)** board of directors. Jarvis is a partner in the Bankruptcy and Financial Restructuring Group and a member of the Management Committee at Dorsey & Whitney LLP, Salt Lake City.



Annette Jarvis

Jarvis has been an ACB Fellow since 2001 and a co-chair on the Educational Program Subcommittee for the 10th Circuit. She will serve a two-year term on the 17-member board. She has represented banks and other financial institutions, debtors, trustees, examiners, creditors' committees, creditors, indenture trustees, equity holders, public bond holders and purchasers of assets in Chapter 11 bankruptcy cases and out-of-court workouts. She also represents receivers in state and federal receivership cases, and has been involved in state insurance rehabilitations and liquidations.

## BANKING

• **Celtic Bank**, Salt Lake City, has hired **Will Floyd** and **Joseph Amato** as vice president of business development in the bank's SBA and Commercial Lending Department. Floyd will be based in San Diego. Amato will be based in Lynchburg, Virginia. Floyd is a 12-year veteran in the finance and banking industry. Amato joins Celtic Bank with more than 14 years of commercial lending experience working with small-business and middle market clients.



Will Floyd



Joseph Amato

Amato's background includes developing, underwriting and packaging commercial financing opportunities using government-guaranteed funding programs.

## ENERGY/NATURAL RESOURCES

• Applications are being accepted through April 8 for the **Excellence in Energy Awards**. Individuals, companies or organizations are eligible, with judging based on environmental leadership, community leadership or energy innovation. Awards will be presented by Gov. Gary Herbert at the Governor's Energy Development Summit on May 21 at the Salt Palace Convention Center. Nomination forms are available at <http://governorsenergysummit.com/#awards>. Details are available by contacting Peter Ashcroft at (801) 538-8663 or [pashcroft@utah.gov](mailto:pashcroft@utah.gov).

## INSURANCE

• **The MGIS Cos. Inc.** (MGIS), Salt Lake City, has appointed two new executives and changed its Professional Group Benefits (PGB) business unit structure to enhance focus on separate sales and ops/underwriting responsibilities. **Andrew Davison** is now vice president of operations and underwriting for the PGB business unit, and **Kurt Meyer** has been appointed vice president of sales for the PGB business. **Matt Frost** also joins the MGIS executive team and will serve as the new chief financial officer. Davison will have direct responsibility for all PGB operations, including underwriting, account services and implementation. He has more than 25 years of executive leadership experience at Reliance Standard Life, The Hartford and Unum. Meyer will manage the expansion of the regional field sales and internal sales ops functions, refine MGIS' distribution model, and accelerate annual new premium growth. He has been with MGIS since 2013 and will now focus exclusively on growing the sales team for the business unit. He has served



Andrew Davison



Kurt Meyer



Matt Frost

in sales leadership roles at The Guardian, Lincoln Financial Group and OneAmerica. Frost has nearly two decades of experience and will oversee accounting, finance and business strategy for the company.

## LAW

• **Michael Best & Friedrich LLP** has hired **Christopher E. Warner** for the firm's Salt Lake City office as a member of its venture capital practice group, Venture Best. The firm established the Salt Lake City office in January 2014 with eight attorneys and now has 14. Warner will focus on all aspects of corporate law, with an emphasis on emerging company matters, including corporate formation, venture capital financings, securities offerings and mergers and acquisitions. Warner joins Michael Best after spending time as an associate in the Emerging Companies practice group of Cooley LLP and as an associate at Perkins Coie LLP. He also has acted as general outside counsel to numerous companies and represented both public and private companies.

## MANUFACTURING

• **MityLite**, Orem, has hired **Karen Edwards** as eastern regional sales manager. She joins the company as part of MityLite's recent acquisition of the Carroll Chair Co. Edwards joined Carroll in 2011 and has more than 20 years of sales experience and strong knowledge of the restaurant/foodservice industry. At MityLite, Edwards will continue this channel representation and will continue her base of operation from Boca Raton, Florida. After starting her sales career with IBM, Edwards transitioned into foodservice. In addition to Carroll Chair Co., she was a national sales manager for Sani-Floor and Multiteria.

## ONLINE

• **Groopdealz**, a clothing and accessories flash sales website based in Draper, has changed its name to **Eleventh Avenue**. The company said the change is designed to "communicate to customers that its website is not only based around selling high-quality, handpicked items at discounted prices, but is also focused on delivering a superior customer shopping experience within their vast marketplace." In addition to an enhanced shopping experience for customers, Eleventh Avenue has created a seller portal, so sellers can create a boutique profile page, add products quickly and manage orders and promotions. Boutique sellers also can see reports of what products are most loved by customers, and then make real-time decisions about inventory or item promotion.

## PHILANTHROPY

• **America First Credit Union** awarded **Youth Futures Utah**, a homeless shelter for youth, \$4,300 during the March 7 Weber State University basketball game. America First paid the organization \$10 for each assist the WSU basketball team completed throughout the 2014-2015 season, and team had 340 assists during the season. The newly opened youth homeless organization is located in Ogden.

• The **100% for Kids Utah Credit Union Education Foundation** has awarded **Granite's Olympus Junior High School** \$2,325 in grant money to purchase a new kiln. Teacher Kathy Johnson requested the funds for a cross-curricular project with the arts and science students. The students will work together to design a large tile mosaic illustrating science concepts.

• The **ACMG Foundation for Genetic and Genomic Medicine** and genetics professionals from around the world will present bicycles to 19 local Salt Lake City-area children from the

**Shriners Hospitals for Children** in Salt Lake City and **Wasatch Adaptive Sports** of Snowbird as part of the ACMG's 2015 Annual Clinical Genetics Meeting and Conference on March 27 at the Salt Palace Convention Center. The annual ACMG Foundation Day of Caring is sponsored by the ACMG Foundation for Genetic and Genomic Medicine, a prominent nonprofit genetics foundation based in Bethesda, Maryland.

## RECOGNITIONS

• **Denece G. Huftalin**, president of Salt Lake Community College, has earned the **Distinguished Woman Award** from the **American Association of University Women (AAUW)**. The Salt Lake City branch of the AAUW presents the award each year to "an outstanding woman in the community who exemplifies the mission of AAUW," which advances equity for women and girls through advocacy, education, philanthropy and research.



Denece Huftalin

• Commercial real estate development association **NAIOP Utah** was among 20 local NAIOP chapters to receive a **"Communications Tool" Merit Award** for its 2014 *Symposium Magazine* at the association's Chapter Merit Awards Gala recently in Washington, D.C. The magazine is published annually by Scribe Public Relations & Marketing Inc. to coincide with the association's Utah Commercial Real Estate Symposium. The Chapter Merit Awards are presented annually at NAIOP's Chapter Leadership & Legislative Retreat and recognize the best in publications, special events, membership, legislative advocacy and more. Recipients are selected by a committee of their peers comprised of volunteer judges across 50 chapters across the United States and Canada.

• **Deb Lovci**, Ski Utah's Interconnect Tour lead guide, has been named **Outside Magazine's Best Guide**



Deb Lovci

in the **Best of Travel 2015 Awards**. Lovci has been part of the tour for 27 years. It provides advanced to expert skiers the opportunity to experience the beauty and back-country terrain of the Wasatch Mountain Range.



## Farmington Station continues expansion with 2015 openings

Farmington's Station Park and its owner, CenterCal Properties, has announced nine new businesses opening in 2015.

The new retail line-up currently under contract includes Build-A-Bear, Justice and Lane Bryant. The new offices in development include Advanced Health Systems, Metro National Title, Regus Executive Suites, The Providence Group and a satellite location for Weber State

University.

A 125-room Hyatt Place is currently under construction at the site and is scheduled to open spring of 2016. The Hyatt Place will be located on the northwest end of the property and will be above established retail, and will feature lifestyle amenities including a lagoon pool, high-tech meeting facilities and pet friendly services, and more. In addition,

Station Park will soon be home to a new state-of-the-art University of Utah Medical Campus, opening fall 2016 with adjacent outparcel opportunities. Upon completion, the property will encompass over 1.2 million square feet of Class A office, restaurant, retail service providers, along with the four-screen Cinemark theater.

In the past two years Station Park has opened more than 60 new

businesses, bringing the property total to 90.

"We are thrilled to have a new collection of retailers and offices opening their doors at Station Park," said David Anderson, general manager. "As we look at how far we have come in the last two years, we realize how fortunate we are to have such an iconic property offering an experience previously not available in the Utah market."

## BRIEFS

from page 7

• **Bowman Brown**, of Forage, has been named a semifinalist for the "Best Chef-Southwest" category of the 25th anniversary **James Beard Foundation Awards**.



**Bowman Brown**

Semifinalists in 21 categories were selected from more than 34,000 online entries. Final nominees will be announced March 24. The awards ceremony and reception will be May 4 in Chicago.

## RURAL UTAH

• The **Governor's Office of Economic Development (GOED)** board, at its March meeting, endorsed a pair of \$50,000 Rural Fast Track grants. **Dreamland Safari Tours LLC**, Kanab, will use the funds to help build a building large enough to accommodate the expanding business. It expects to hire two new full-time-equivalent positions as a result of the \$118,500 expansion project. **William W. Simpson Enterprises Inc.**, doing business as **Twin Rocks Café** in Bluff, will use the funds to expand its current location by constructing an additional dining area. The company expects to hire two new full-time-equivalent positions as a result of the \$242,726 expansion project.

## TECHNOLOGY/LIFE SCIENCES

• **WeBoost**, St. George, has hired **John Asbill** as field marketing manager in the company's Consumer Products business unit. Asbill will drive brand awareness and



**John Asbill**

retail sales by working directly with weBoost retail partners on brand messaging, product training and retail strategy. Asbill most recently led a team of international trainers for Monster Products. Over the course of his 10-year tenure at Monster, he worked with consumer electronics retailers around the world creating and implementing strategies to build accessories sales.

## TRANSPORTATION

• The board of directors of **SkyWest Inc.**, St. George, has declared a quarterly dividend of 4 cents per share. The dividend will be paid April 6 to shareholders of record on March 31.

**U  
BE COUNTED  
2015**

**BE A PART  
OF THE  
SUCCESS  
OF UTAH ATHLETICS**

**JOIN NOW**

**VISIT CRIMSONCLUBAF.COM FOR MORE INFORMATION**



# Calendar

## March 24-28

**American College of Medical Genetics and Genomics' Annual Clinical Genetics Meeting.** Event will showcase the latest breakthroughs in genetics research and the practical, clinical applications to medical practice, patient care and public health. Location is the Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details are at [www.acmg-meeting.net](http://www.acmg-meeting.net).

## March 24, 11 a.m.-3 p.m.

**"Hero 2 Hired" Employment and Benefits Fair,** designed for veterans, active duty military members, Guard and Reserve members and their spouses to meet with prospective employers. Utah Department of Veterans and Military Affairs, along with various veteran service organizations, will have representatives available to discuss veterans benefits and programs. Location is South Towne Expo Center, 9575 S. State St., Sandy. Registration information is available at (801) 432-4536.

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

**Women in Business Luncheon,** a Sandy Area Chamber of Commerce event. Speaker is Chad Hymas, author, president of Chad Hymas Communications Inc. and a world-class wheelchair athlete. Location is Noah's Event Center, 322 W. 11000 S., South Jordan. Cost is \$20 for prepaid members, \$25 for prepaid guests. Details are at [sandy-chamber.com](http://sandy-chamber.com).

## March 24, 11:30 a.m.

**Women in Business Lunch,** an Ogden Weber Chamber of Commerce event. Location is Hub 801 Events, 3525 Riverdale Road, Ogden. Details are at [ogdenweber-chamber.com](http://ogdenweber-chamber.com).

## March 24, 7-10 p.m.

**"How to Fund Your Startup."** Speaker Rob Gallup, a partner and managing director of BoomStartup, will discuss stages from bootstrapping to equity to debt. Location is DevMountain, 560 S. 100 W., Provo. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## March 25-27

**STEM Festival,** a first-ever event focusing on science, technology, engineering and mathematics (STEM) education. Event will feature about 10,000 students interacting with representatives from Utah companies, STEM departments from Utah's major universities and science centers such as the Museum of Natural Curiosity, the Clark Planetarium and the Living Planet Aquarium. Activities for seventh- and eighth-grade students are March 25-27, with the event open to the public

March 27, 2-8 p.m. Location is UCCU Events Center on the Utah Valley University campus, 800 W. University Parkway, Orem. Details are at [utahstemfest.com](http://utahstemfest.com).

## March 25, 8:30 a.m.-3 p.m.

**NAWBO SLC 35-Year Anniversary Trailblazers and State of the Women Business Owner Conference,** a first-ever event presented by the NAWBO Salt Lake City Chapter. Event will feature two keynote sessions, six breakouts, 28 speakers and a red-carpet celebration for eight award recipients. Open to the public. Location is Westminster, The Draw, 2210 S. 1300 E., Salt Lake City. Cost is \$40. Registration can be completed at <http://nawboslc.org/nawbo-slc-35-year-trailblazers-conference/>.

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

**"Reduce Before You Produce,"** presented by Hunt Electric Inc. and Mark Miller Subaru. Event will feature steps taken by Mark Miller Subaru to reduce its energy consumption prior to installing a solar PV system on the roof of its Midtown location. Location is Mark Miller Subaru Midtown, 3535 S. State St., Salt Lake City. Details are at [hunteelectric.com/education-training](http://hunteelectric.com/education-training).

## March 25, 8:30-11 a.m.

**"Avenue H: Is It Right for Your Business?"** a "Business Essentials" event presented by the Governor's Office of Economic Development and Avenue H. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

## March 25, 6-9 p.m.

**LaunchUp Provo,** an event for entrepreneurs and startups. Location is Provo City Library, 550 N. University Ave., Provo. Free. Details are at [launchup.org](http://launchup.org).

## March 26, 7 a.m.-4:30 p.m.

**"Leading People in a Global Economy,"** a USU Leadership Conference event. Speakers include Mark James, senior vice president of human resources, communications and procurement at Honeywell; Brad Benson, chief of the Staff, Software and Services Group at Intel Corp.; and Andrea Thomas, senior vice president of marketing for Walmart U.S. Location is Eccles Conference Center, 5005 Old Main Hill, Logan. Details are at [partners.usu.edu/leadership](http://partners.usu.edu/leadership).

## March 26, 8-10 a.m.

**"Setting Goals to Maximize Performance,"** an Employers Council (EC) event. Location is Employers Council, 175 W. 200 S., Suite 2005, Salt Lake City.

Cost is \$95 for EC members, \$130 for nonmembers. Details are at <http://www.ecutah.org>.

## March 26, 8:30 a.m.-noon

**CE Mark and RoHS2 Directive Compliance Seminar,** designed for companies exporting to Europe. Location is Salt Lake Community College, Karen Gail Miller Conference Center, 9750 S. 300 W., Copper Creek Room, Sandy. Cost is \$45. Details are available by contacting Shelby Peterson at (801) 255-1872 or [Shelby.Peterson@trade.gov](mailto:Shelby.Peterson@trade.gov).

## Mar. 26, 11:30 a.m.-1 p.m.

**Lunch & Learn,** a Murray Area Chamber of Commerce event. Topic is "Relay for Life." Location is Buca di Beppo, 923 E. Fort Union Blvd., Midvale. Cost is \$14 for members, \$19 for nonmembers. Details are at [murraychamber.org](http://murraychamber.org).

## March 26, 2-4 p.m.

**CE Mark Medical Device Roundtable,** designed for companies exporting medical devices to Europe. Location is Salt Lake Community College, Karen Gail Miller Conference Center, 9750 S. 300 W., Rose Creek Room, Sandy. Cost is \$25. Details are available by contacting Shelby Peterson at (801) 255-1872 or [Shelby.Peterson@trade.gov](mailto:Shelby.Peterson@trade.gov).

## March 26, 5:30-8 p.m.

**BusinessAfterHours,** a Sandy Area Chamber of Commerce networking event. Location is Noah's Event Center, 322 W. 11000 S., South Jordan. Cost is \$10. Details are at [sandy-chamber.com](http://sandy-chamber.com).

## March 26, 6 p.m.

**"Giant In Our City,"** a Salt Lake Chamber event. Gail Miller, owner of the Larry H. Miller Group of Companies, will be honored as a Giant In Our City. Reception begins at 6 p.m., followed by dinner starting at 7 p.m. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$250. Details are at [slchamber.com](http://slchamber.com).

## March 28, 4-6 p.m.

**Utah Entrepreneur Challenge Public Showcase and Award Ceremony.** Event features the 20 best college entrepreneur teams in a statewide business plan competition hosted by the Lassonde Entrepreneur Institute at the University of Utah. Event features six finalists from Brigham Young University; five from the University of Utah; two each from Utah State University and Westminster College; and one each from Dixie State University, Weber State University, Snow College, Utah Valley University, Southern Utah University and Salt Lake Community College. The

public can get to know the teams, vote for the people's choice award and see who wins the more than \$100,000 in cash and in-kind prizes. Location is the Spencer Fox Eccles Business Building, 1655 E. Campus Center Drive, Salt Lake City. Details are at [ues.utah.edu](http://ues.utah.edu).

## March 28, 6-11 p.m.

**Chamber Gala,** a Murray Area Chamber of Commerce event. Location is Cottonwood Club, 1780 E. Lakewood Drive, Holladay. Cost is \$75 prepaid, \$85 at the door. Details are at [murray-chamber.org](http://murray-chamber.org).

## March 30

**Games For Health Summit 2015,** featuring a gathering of leaders in innovation, gaming, healthcare, technology and business. Keynote speaker is Jeff Peters, a game industry veteran. Activities include lunch, keynote and Q&A 11 a.m.-2 p.m., with skiing 9-11 a.m. and 2-4 p.m. Location is Snowbird Ski Resort. Cost is \$150 for lunch, keynote and Q&A only; \$200 for all events; and \$250 for all events plus equipment rental. Details are at [g4h.business.utah.edu/summit-2015/](http://g4h.business.utah.edu/summit-2015/).

## April 2, 10 a.m.-noon

**Safety Training,** a Utah Manufacturers Association event. Event will feature training on "Arc Flash Awareness and Electrical Shock Safety" and "Global Harmonization System." Location is Utah College of Applied Technology, 2801 Ashton Blvd., Lehi. Details and registration are available by calling Annette Beckstrand at (801) 363-3885 or emailing [uma@umaweb.org](mailto:uma@umaweb.org).

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

**Moral & Ethical Leadership Conference,** a first-ever event sponsored by the Salt Lake Chapter of the BYU Management Society. Location is Joseph Smith Memorial Building, 15 E. South Temple, Salt Lake City. Cost is \$260 for members, \$290 for nonmembers. Details are at <https://saltlake.byums.org/>.

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

**"Learn the Lingo,"** a "10 Tips" seminar presented by the World Trade Center Utah. Event is designed to advance understanding of the technical language of exporting and international business. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## April 7-9

**Domopalooza,** the first-ever Domo user event and business management conference. Keynote speakers are Sheryl Sandberg, chief operations offi-

cer at Facebook; Billy Beane, general manager of the Oakland Athletics; Rita Sallam, research vice president at Gartner; and Jer Throp, co-founder of the Office for Creative Research. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$1,896, although Utah locals can get 50 percent off. Details are at <http://www.domo.com/domopalooza>.

## April 8, 8-9:30 a.m.

**"Lurking Legal Liability in Your Internal Investigations,"** an Employers Council (EC) event. Bryan Benard of Holland & Hart will discuss internal investigation best practices. Location is Red Lion Hotel, 161 W. 600 S., Salt Lake City. Cost is \$95 for EC members, \$130 for nonmembers. Details are at <http://www.ecutah.org>.

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

**Connect4 Luncheon,** a Sandy Area Chamber of Commerce networking event. Location is Christopher's Steak House & Grill, Hidden Valley Shopping Center, 1122 Draper Parkway, Draper. Cost is \$15 for members, \$20 for guests. Details are at [sandy-chamber.com](http://sandy-chamber.com).

## April 8-9, 5:30-8:30 p.m.

**Bi-Annual Seminar** for architects studying for the structural portion of the Architect Registration Examination, hosted by BHB Engineers. Location is BHB Engineers, 2766 S. Main St., Salt Lake City. Free. Reservations may be made by emailing Amber Craighill at [amber.craighill@hbhengineers.com](mailto:amber.craighill@hbhengineers.com).

## April 9, 8 a.m.-3 p.m.

**Fourth Annual Mining and Manufacturing Safety Conference,** sponsored by the Utah Manufacturers Association and the Utah Mining Association. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$125. Details and registration are available at [teresa@umaweb.org](http://teresa@umaweb.org) or [mining@utahmining.org](mailto:mining@utahmining.org).

## April 9, 8 a.m.-2:30 p.m.

**Intellectual Property Workshop,** sponsored by Workman Nydegger and USU Partners in Business. Location is Granite Education Center USU, 2500 S. State St., No. 500, Salt Lake City. Details are at [partners@usu.edu](mailto:partners@usu.edu) or by calling Eden Jones at (435) 797-8270.





If it's your business to be on a golf course,  
then make it your business to check this out.

NEW FOR  
2015

The Salt Lake City VIP Corporate Golf Pass provides unlimited access to eight fantastic Salt Lake City golf courses. No day or time restrictions. No hassles. Cart rental and range balls included! We're making it easy for you to bring clients, vendors and employees to the golf course.

Golf is a great way to build relationships, discuss business, reward hard work and to just unwind after a busy day. No need to hunt down every golf business-related receipt because we've got it all included in one annual price. Two price options to meet your business golf needs:

- Two passes: **\$4,995**
- Four passes: **\$9,599**

Card sales begin February 1, 2015 at any Salt Lake City golf course.

Visit [slc-golf.com](http://slc-golf.com) for more information.



[slc-golf.com](http://slc-golf.com)



Bonneville ❖ Forest Dale ❖ Glendale ❖ Nibley Park  
Mountain Dell Canyon & Lake ❖ Rose Park ❖ Wingpointe



## Opinion

# Liberals feel good about themselves while leaving havoc in their wake

It is fascinating to see brilliant people belatedly discover the obvious — and to see an even larger number of brilliant people never discover the obvious.

A recent story in a San Francisco newspaper says that some restaurants and grocery stores in Oakland's Chinatown have closed after the city's minimum wage was raised. Other small businesses there are not sure they are going to survive, since many depend on a thin profit margin and a high volume of sales.

At an angry meeting between local small-business owners and city officials, the local organization that had campaigned for the higher minimum wage was absent. They were probably someplace congratulating themselves on having passed a humane "living wage" law. The group most affected was also absent — inexperienced and unskilled young people, who need a job to get some experience, even more than they need the money.

It is not a breakthrough on the frontiers of knowledge that minimum wage laws reduce employment opportunities for the young and the unskilled of any age. It has been happening around the world — for

generation after generation — and in the most diverse countries.

It is not just the young who are affected when minimum wage rates are set according to the fashionable notions of third parties, with little or no regard for whether everyone is productive enough to be worth paying the minimum wage they set.

You can check this out for yourself. Go to your local public library and pick up a copy of the distinguished British magazine *The Economist*.

Whether it is the current issue or a back issue doesn't matter. Spain, Greece and South Africa will be easy to locate in the table near the back, which lists data for various countries. Just look down the unemployment column for countries with unemployment rates around 25 percent. Spain, Greece and South Africa are always there, whether or not there is a recession. Why? Because they have very generous minimum wage laws.

While you are there, you can look up the unemployment rate for Switzerland, which has no minimum wage law at all. Over the years, I have never seen the unemployment rate in Switzerland reach as high as 4 per-

cent. Back in 2003, *The Economist* reported: "Switzerland's unemployment neared a five-year high of 3.9 percent in February."

In the United States, back in what liberals think of as the bad old days before there was a federal minimum wage law, the annual unemployment rate during Calvin Coolidge's last four years as president ranged from a high of 4.2 percent to a low of 1.8 percent.

Low-income minorities are often hardest hit by the unemployment that follows in the wake of minimum wage laws. The last year when the black unemployment rate was lower than the white unemployment rate was 1930, the last year before there was a federal minimum wage law.

The following year, the Davis-Bacon Act of 1931 was passed, requiring minimum wages in the construction industry. This was in response to complaints that construction companies with non-union black construction workers were able to underbid construction companies with unionized white workers (whose unions would not admit blacks).

Looking back over my own life, I realize now how lucky I was when I left home in 1948, at the age of 17, to become self-supporting. The unemployment rate for

16- and 17-year-old blacks at that time was under 10 percent. Inflation had made the minimum wage law, passed 10 years earlier, irrelevant.

But it was only a matter of time before liberal compassion led to repeated increases in the minimum wage, to keep up with inflation. The annual unemployment rate for black teenagers has never been less than 20 percent in the past 50 years, and has ranged as high as over 50 percent. You can check these numbers in a table of official government statistics on page 42 of Prof. Walter Williams' book *Race and Economics*.

Incidentally, the black-white gap in unemployment rates for 16-year-olds and 17-year-olds was virtually non-existent back in 1948. But the black teenage unemployment rate has been more than double that for white teenagers for every year since 1971.

This is just one of many policies that allow liberals to go around feeling good about themselves, while leaving havoc in their wake.

Thomas Sowell is a senior fellow at the Hoover Institution, Stanford University. His website is [www.tsowell.com](http://www.tsowell.com).

COPYRIGHT 2015 CREATORS.COM



THOMAS SOWELL

# Gender and name aren't enough to overcome early-onset Clinton fatigue

Fareed Zakaria is taking the week off. Fox News commentator Charles Krauthammer is filling in.

She burned the tapes.

Had Richard Nixon burned his tapes, he would have survived Watergate. Sure, there would have been a major firestorm, but no smoking gun. Hillary Rodham was a young staffer on the House Judiciary Committee investigating Nixon. She saw. She learned.

Today you don't burn tapes. You delete emails. Hillary Clinton deleted 30,000, dismissing their destruction with the brilliantly casual: "I didn't see any reason to keep them." After all, they were private and personal, she assured everyone.

How do we know that? She says so. Were, say, Clinton Foundation contributions considered personal? No one asked. It's unlikely we'll ever know. We have to trust her.

That's not easy. Not just because of her history — William Safire wrote in 1996 that "Americans of all political persuasions are coming to the sad realization that our first lady ... is a congenital liar" — but because of what she said in her emergency news conference two weeks ago. Among the things she listed as private were "personal communications from my husband and me." Except that, as *The Wall Street Journal* reported the very same day, Bill Clinton's spokesman said the former president has sent exactly two emails in his life: one to John Glenn, the other to U.S. troops in the Adriatic.

Mrs. Clinton's other major declaration was that the server containing the emails — owned, controlled and housed by her — "will remain private." Meaning: No one will get near them.

This she learned, not from Watergate, but from Whitewater. Her husband acquiesced to the appointment of a Whitewater special prosecutor. Hillary objected strenuously. Her fear was that once someone is empowered to search, the searcher can roam freely. In the Clintons' case, it led to impeachment because

when the Lewinsky scandal broke, the special prosecutor added that to his portfolio.

Hillary was determined never to permit another open-ended investigation. Which is why she decided even before being confirmed as secretary of state that only she would control her email.

Her pretense for keeping just a single private email account was "convenience." She doesn't like to carry around two devices.

But two weeks ago she said she now carries two phones and a total of four devices. Moreover, it takes about a minute to create two accounts on one device. Former Transportation Secretary Ray LaHood did exactly that.

Her answers are farcical. Everyone knows she kept the email private for purposes of concealment and, above all, control. For other State Department employees, their emails belong to the government. The records officers decide to return to you what's personal. For Hillary Clinton, she

decides.

The point of regulations is to ensure government transparency. The point of owning the server is to ensure opacity. Because she holds the emails, all document requests by Congress, by subpoena, by Freedom of Information Act inquiries, have ultimately to go through her lawyers, who will stonewall until the end of time — or Election Day 2016, whichever comes first.

It's a smart political calculation. Taking a few weeks of heat now — it's only March 2015 — is far less risky than being blown up by some future email discovery. Moreover, around April 1, the Clinton apologists will begin dismissing the whole

story as "old news."

But even if nothing further is found, the damage is done. After all, what is Hillary running on? Her experience and record, say her supporters.

What record? She's had three major jobs. Secretary of state: Can you name a single achievement in four years? U.S. senator: Can you name a single achievement in eight years? First lady: her one achievement in eight years? Hillarycare, a shipwreck.

In reality, Hillary Clinton is running

see KRAUTHAMMER page 12



CHARLES KRAUTHAMMER





## CALENDAR

from page 9

### April 9, 11:30 a.m.-1 p.m.

**Monthly Luncheon,** a Building Owners and Managers Association (BOMA) Utah event that will feature information about Salt Lake City's Project Skyline, the state of Utah's energy plan and BOMA Utah's

"Kilowatt Crackdown" competition. Location is Marriott Salt Lake City, 220 S. State St., Salt Lake City. Registration deadline is April 5. Registration can be completed at [www.bomautah.org](http://www.bomautah.org).

### Apr. 10, 7:45 a.m.-4:30 p.m.

**Center for Innovative Cultures Tools & Practices Workshop,** designed for leaders wanting to better under-

stand the tools and practices of high-performing organizations. Participants choose four modules from 12 course options. Presenters include Rod Collins, an innovation and design expert; Niel Nickolaisen, CIO at O.C. Tanner; and Doug Kirkpatrick, a leader of the Institute for Self-Management for Morning Star. Location is Westminster College's Gore School of Business Auditorium,

1840 S. 1300 E., Salt Lake City. Cost is \$895. Details are at <http://www.innovativecultures.org/tools-practices-workshop>.

### April 15, 4-6 p.m.

**"Challenges in Implementing, Designing and Delivering Coherent Curricula in STEM (And Particularly Biology),"** a Hugo Rossi Lecture Series event. Presenter is Michael W. Klymkowsky, professor of molecular, cellular and developmental biology at the University of Colorado Boulder, co-director of "CU Teach," and a founding fellow of the University's Center for STEM Learning. Location is the University of Utah's Aline Skaggs Wilmot Biology Building, ASB Room 210, 259 S. 1400 E., Salt Lake City. Details are at <http://csme.utah.edu/>.

### April 15, 6-8:30 p.m.

**Governor's Medals for Science and Technology Awards Ceremony.** Event will feature the 2014 winners of the awards in the fields of academia, education and industry, plus one special recognition this year. Location is the Salt Lake City Masonic Temple, 650 E. South Temple, Salt Lake City.

### April 17, 8 a.m.

**2015 Economic Summit,** organized and produced by the Governor's Office of Economic Development (GOED). Morning keynote speaker is Chris Warner, one of nine Americans to have reached the summits of Mt. Everest and K2 and also a professor at the Wharton School of Business and a successful business owner. Event also will feature 12 breakout sessions and a panel titled "Learn From The Best: Leadership Insights from Wonder Women in Power" featuring U.S. Rep. Mia Love; Amy Rees Anderson, managing partner and founder of Rees Capital; Andrea Thomas, senior vice president of marketing for Walmart Stores U.S.; Carine Clark, president and CEO of MartizCX; and Jacki Zehner, president and CEO of Women Moving Millions. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$150. Details are at <http://utaheconomicssummit.com>.

### April 21-24

**State of Utah Trade Mission to Japan,** an activity coordinated by the Governor's Office of Economic Development (GOED), in partnership with the World Trade Center Utah and with the support of the U.S. Commercial Service. Event is an opportunity for businesses interested in growing their market share in Japan. State Trade and Export Promotion (STEP) grants are available for qualifying Utah small businesses

to offset approved travel expenses. Details are available by contacting Nathan Lambson at (801) 538-8737.

### April 21, 7-9 p.m.

**Fourth Annual Governor's State of Sport Awards Dinner,** hosted by the Utah Sports Commission. Event features special guest Jay Leno, Lifetime Achievement recipient Stein Eriksen and Partner of the Year Deer Valley Resort. Location is EnergySolutions Arena, 301 W. South Temple, Salt Lake City. Details are at [www.utahsportscommission.com](http://www.utahsportscommission.com).

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

**Licensing Executives Society's Salt Lake City Chapter Meeting.** Speaker Richard Nelson, president and chief executive officer of the Utah Technology Council, will discuss "Technology Education, Tech Start-Ups and Growth Companies in Utah, and Recent Legislative Developments." Location is Workman Nydegger, 60 E. South Temple, Suite 1000, Salt Lake City. Cost through online registration is \$20 for LES members, \$30 for nonmembers, \$10 for LES students. Details are at <http://www.lesusacanada.org/chapters/usa/salt-lake-city-chapter/>.

### April 28, 8 a.m.-1:30 p.m.

**27th Annual Parsons Behle & Latimer Employment Law Seminar,** designed for corporate counsel, business owners and human resource professionals. Location is Little America, 500 S. Main St., Salt Lake City. Additional details to be announced.

### May 13-14, 11 a.m.-5 p.m.

**Great Salt Lake Business Conference.** Event features seminars and exhibits. Location is South Towne Expo Center, 9575 S. State St., Sandy. Details are at [slbizconference.com](http://slbizconference.com).

### May 20-21

**Fourth Annual Governor's Energy Development Summit,** presented by the Governor's Office of Economic Development (GOED) and Utah Media Group. Activities May 20, 2-5:30 p.m., include an opening reception, tradeshow, and a panel on international energy issues and opportunities. Activities May 21, 8 a.m.-6 p.m., include a national energy policy panel, moderated by Jack Gerard of the American Petroleum Institute; remarks from Gov. Gary Herbert; breakout sessions; and a keynote address by Jonathan Weisgall of Berkshire Hathaway. Location is the Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$75. Details are at [www.governorsenergysummit.com](http://www.governorsenergysummit.com).

## FANANGEL

from page 1

uniform for another year?"

The company says it is incorporating elements of free speech and fair use of athletes' names and images and is "making a good faith effort to abide by NCAA regulations."

An ESPN.com story quoted Fojtik as saying the site steers clear of NCAA guidelines, and, despite meeting with the NCAA, the college sports governing organization is not supportive of the model.

"There's no acceptance on the athlete's part, and we aren't specifically promoting any athletes," he told ESPN.com's Darren Rovell. "We are using their name as anyone would as part of fair use. ... We have a lot in common with them. We want the same thing as them — for kids to stay in school, to end the 'one-and-dones' or the 'two-and-throughs.' But we aren't a constituent of theirs, so we're not subject to their rules."

## KRAUTHAMMER

from page 11

on two things: gender and name. Gender is not to be underestimated. It will make her the Democratic nominee. The name is equally valuable. It evokes the warm memory of the golden 1990s, a decade of peace and prosperity during our holiday from history.

Now breaking through, however, is a stark reminder of the underside of that Clinton decade: the chicanery, the sleaze, the dodging, the parsing, the wordplay. It's a dual legacy that Hillary Clinton cannot escape and that will be a permanent drag on her candidacy.

You can feel it. It's a recurrence of an old ailment. It was bound to set in, but not this soon. What you're feeling now is Early Onset Clinton Fatigue. The CDC is recommending elaborate precautions. Forget it. The only known cure is Elizabeth Warren.

Charles Krauthammer's email address is [letters@charleskrauthammer.com](mailto:letters@charleskrauthammer.com).

Meanwhile, Jane McManus, also of ESPN.com, opined that FanAngel's way "to remedy the legitimate injustice of not compensating NCAA athletes for their part in the lucrative business" of college football and basketball is "the worst idea ever."

"It's kind of what boosters are alleged to have done, only on a different schedule," she wrote.

Among her criticisms are that fans already are giving lots of money to sports teams in a variety of ways, although players don't end up with the money, and that the system would primarily fund male athletes, furthering gender inequity.

"Not every problem needs an entrepreneurial fix," McManus wrote. The fact that some of the donations would end up going to a charity and players' teammates "seems designed to make everyone feel a little less icky about the whole ridiculous idea."

The NCAA last November issued guidance about crowdfunding. It states that a player's name or picture cannot be used to promote or solicit funds for a commercial product or service, including for-profit crowdfunding sites that use the name or picture for commercial purposes.

The guidance also says that a player jeopardizes eligibility once he or she accepts the promise of payment, even if the funds would not be disbursed until after exhausting college athletic eligibility.

FanAngel stresses that college athletes cannot and do not accept pledges or promises on its site, and that pledges are offered only after their eligibility ends. Its website emphasizes that current and incoming college athletes should not sign up, and that anyone subject to NCAA rules "should not 'fan' or pledge to any college athlete."

"College athletes do not list themselves on FanAngel, promote the site, promote products, communicate with fans, accept pledges, or accept a promise of payment on FanAngel," the website states.

Current or incoming college athletes must wait until 90 days after NCAA eligibility ends, or would have been complete if they leave school early, before contacting FanAngel. "Failure to abide by this policy may put the ath-

lete's and their team's eligibility with the NCAA in jeopardy," the website states.

FanAngel is not the only company involved in plans to pay college athletes. FanPay's website says fans can "contribute money toward potential graduation gifts for college athletes and all college students," offered upon graduation or completing college athletic eligibility.

CBS Sports in early January reported that FanPay had only \$940 in donations — \$150 was the most, \$20 the least — for 11 football, basketball and volleyball players. It reported that FanPay leaves it to players to accept or refuse the funds and that the money is not offered while they have eligibility remaining.

Tony Klausing, a Fan Pay founder, was quoted as saying, "We aren't the NCAA. They can kind of do what the heck they want to do. We wanted to design this platform as a practical means for student-athletes to be paid quickly. We're very confident we're in compliance with all applicable laws. How the NCAA reacts, that's up to them."

FanAngel makes its money from a service fee from account deposits to cover the cost of operating the platform and site, and a service fee from successful pledges. Both are "in line with industry standards," it says.

For pledges related to teams, 90 percent will be split pro-rata to each of the rostered teammates and 10 percent goes toward an angel fund for graduate school scholarships, nonprofits and other stakeholders. For individual player pledges, 80 percent of the pledge goes to the individual, 10 percent goes toward the teammates, and 10 percent goes toward the angel fund. If a pledge is not achieved, the money is returned to the fan's account for use toward future pledges.

FanAngel says its list of "challenges" for individual players do not include those that promote selfishness, such as a player running or passing for yardage in football.

FanAngel says its platform includes professional and college football, basketball, baseball, hockey, soccer, golf, auto racing, Olympic and other major sporting events.





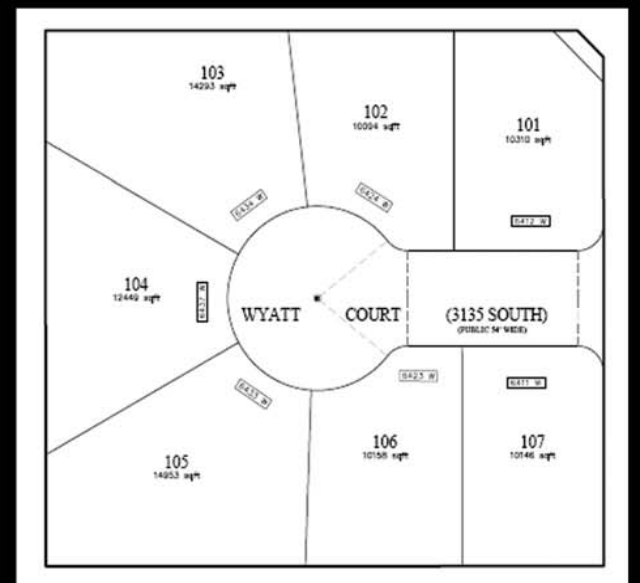
## WYATT ACRES

7 Paper Lots West Valley City

**SWC 6400 West 3100 South WVC, Utah  
 Preliminary Plat Approved by West Valley City  
 Civil Engineering and Survey Complete**

Lots available from 10,000-15,000 square feet

### \$315,000



Call Adam Nash - Principal Broker - 801-580-1428 - Growth Aid LLC adam@growthaid.com

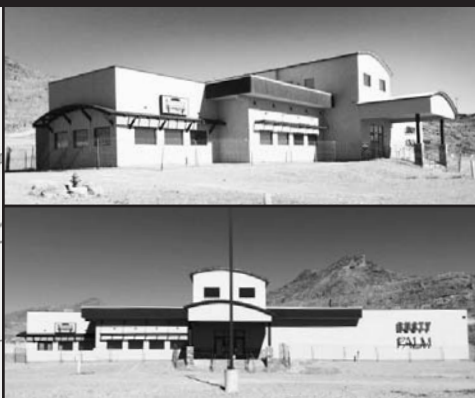




# real estate auction



WILLIAMS & WILLIAMS®  
worldwide real estate auction



## Vacant Nightclub/Restaurant on I-80 Nominal Opening Bid: \$250,000

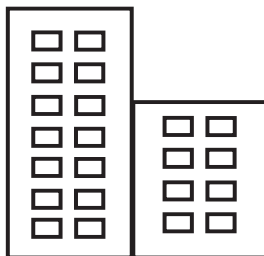
WEST WENDOVER, NV • 1020 N. Florence Way  
14,223+/- sf Formerly the Rusty Palm club/restaurant/bar with three levels. Zoning is C3 Commercial. Property is 95% complete. Site size is approx 8.466 acres. There are approx 588 feet of frontage along the I-80 west-bound off-ramp. Located just west of the Utah border near casinos, restaurants and parks.

**Open to the Public:** 11am-2pm Fri March 20 & 2hrs before auction

**Auctions:** 12pm, Thu Mar 26 on site

Bid on location or live online at [auctionnetwork.com](http://auctionnetwork.com)

800.982.0425 • [williamsauction.com/NV](http://williamsauction.com/NV)



# 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](mailto:joelbaumgart@comcast.net)

# Northgate BUSINESS PARK

## \$165 and up

Ben: 801-891-6927  
James: 801-891-6932



## Absolutely the best deal in town!

Private office available 8 blocks from downtown city center. Locate your business in the Northgate Business Park complex. Currently home to over 80 different companies.

## Amenities Include:

- Free Parking
- Conference Rooms
- 24 hour electronic key card access
- 8 blocks from city center
- 2 blocks from a main I-15 on/off ramp
- 24 hour camera security
- Thriving business community
- Public transportation in front of property





**BOMA**  
Utah

THE STANDARD OF EXCELLENCE

Thursday, May 7, 2015  
10:00 a.m.—3:00 p.m.

Salt Palace Hall-C  
100 West Temple, Salt Lake City

# BOMA Utah Trade Show

## Why Exhibit?

- **Access** – Meet with today’s most influential and hard-to-reach decision makers who attend BOMA for the industry’s premier networking event.
- **Opportunity** – The typical attendee makes major purchasing decisions. Connect with these top-quality leads and foster relationships for the future.
- **Exposure** – Build credibility and get recognition from elite building professionals managing all types of commercial real estate: medical, industrial, office and mixed-use space, just to name a few.
- **Return on Investment** – with so many buyers gathered together at one time, under one roof, you’ll push your marketing dollars farther at BOMA and reap bigger rewards in the future.
- **Profits** – Interact face to face with decision makers, build rapport, understand the needs of your customers, get your company name out, and do it all at BOMA ... the clear path to greater sales, customer satisfaction and profitability.

**Sign Up at [www.BOMAUtah.org](http://www.BOMAUtah.org)**

**Building Owners and Managers Association  
PO Box 13967, Ogden, Utah 84412  
(801) 710-2590 or [Admin@BOMAUtah.org](mailto:Admin@BOMAUtah.org)**



engineered. energy efficient. endura



# ENDURA WALL SYSTEM

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 WALL SYSTEM

*Endura Marketing & Sales International, LTD.*

914 South State Street, Orem, UT 84097

PH 801-224-3002 FAX 801-224-3160

[www.endurablock.com](http://www.endurablock.com)

*Jay Stonehocker*

615 South 1870 West, Orem, UT 84058

PH 801-787-5087

[jstonehocker@endurablock.com](mailto:jstonehocker@endurablock.com)