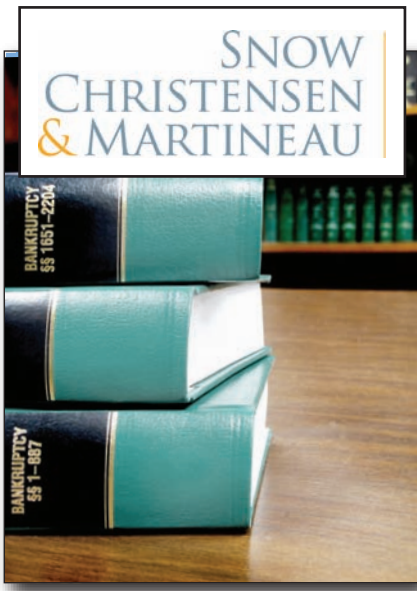


Focus

LAW

Page F1

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Vivint technicians complete a solar panel installation on a home near Washington, D.C.

SunEdison agrees to buy Lehi's Vivint Solar in \$2.2 billion deal

John Rogers
The Enterprise

SunEdison, the world's largest renewable energy development company, has announced plans to buy Lehi-based Vivint Solar, one of the nation's largest providers of residential rooftop solar systems, for approximately \$2.2 billion. Vivint operations in Arizona, California, Hawaii, Maryland, Massachusetts, New Jersey, New York and the District of Columbia will be absorbed by SunEdison along with Vivint's Lehi headquarters.

SunEdison said it will pay for Vivint Solar in a combination of cash, shares of SunEdison common stock and convertible notes. The deal means SunEdison's solar farm subsidiary, TerraForm Power, will gain a customer base that has already contracted to purchase 523 megawatts (MW) of rooftop solar by the end of the year that is worth \$922 million. TerraForm Power will also take on future completed residential and small commercial projects from SunEdison's expanded residential and small commercial (RSC) business unit.

see VIVINT pg. 15

Transportation, but not gasoline, drives CPI hike

The force behind June's hike in consumer prices was transportation again — but this time it wasn't gasoline. The Zions Bank Wasatch Front Consumer Price Index (CPI) increased 1.3 percent from May to June on a non-seasonally adjusted basis. The index has increased 1.4 percent since this same time last year, which is below the Federal Reserve's national inflation target but higher than current national inflation. The national Consumer Price Index increased 0.4 percent from May to June and has increased 0.1 percent over the past 12 months.

Unlike recent months, gasoline was not the major driver in the higher cost of transportation. While gasoline prices increased marginally from May to June, the main transportation-related price increases appeared in vehicle prices, car rentals, airfare and cab fare. At the height of vacation season, plane tickets typically increase due to higher demand. Gasoline prices are beginning to taper. While they averaged an increase throughout the month, current gasoline prices in Utah are about \$2.95 per gallon, down from \$3.04 per gallon in May. Utah's prices are higher than the national price of \$2.76 per gallon. Brent crude oil futures, which partly drive gasoline prices, have dropped to \$57 per barrel in recent weeks compared to \$68 per barrel at the beginning of May.

see CPI pg. 8

Decision on prison location pushed back to Oct. 1

Brice Wallace
The Enterprise

A legislative group has pushed back — possibly for two months — a decision about the site of a new state prison.

The Prison Relocation Commission voted to extend an Aug. 1 deadline to Oct. 1 in order to have more time to receive and digest information about four possible locations for the new facility.

The vote occurred after the commission received technical evaluation reports from a consulting firm, MGT of America Inc., about each of the sites.

"I think those of you that have been here today and seen the presentations will know that we are not quite ready to make that recommendation, and so we need to extend the amount of time ... that we can take to complete our work," said the commission's co-chairman, Sen. Jerry Stevenson, R-Layton.

HB454 allows the commission to make an unlimited number of one-month extensions. The July vote was in the form of two one-month extensions. The commission had faced an Aug. 1 deadline to report to the legislature and Governor's Office. Whichever site it selects, the matter goes to the full legislature, likely in a special session.

Sites being considered are in Salt

see PRISON pg. 15



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Umpqua opens Utah branch

Umpqua Bank, a subsidiary of Umpqua Holdings Corp. has announced its expansion into Utah with its new SBA loan production office in Salt Lake City and the addition of Eric Wadley as vice president of SBA, USDA and CRE lending.

"We recognize the essential role small businesses play in creating thriving communities," said Cort O'Haver, president of commercial banking at Umpqua. "Umpqua's expansion into Utah allows us to meet the financial needs of potential customers and deliver on our ongoing commitment to support small businesses."

Utah's strong business environment and demand for small-business lending expertise make it a highly attractive market for Umpqua Bank, according to O'Haver. "As a demonstrated market leader, Eric Wadley has the lending background and expertise needed to help small businesses grow," he added.

A Utah native, Wadley has more than 18 years of experience in the financial industry. Wadley is a graduate of the University of Utah and active in community and professional organizations in the area. He will oversee Umpqua's new Salt Lake City office at 2825 E. Cottonwood Parkway.

Umpqua's Utah office expands the company's existing lending and retail banking footprint in Oregon, Washington, Idaho, California and northern Nevada. The company has also added commercial lending offices in Arizona and Las Vegas.

Umpqua Bank is headquartered in Roseburg, Oregon, and has been recognized for the past eight years in a row on *Fortune* magazine's list of the country's "100 Best Companies to Work For," and was recently named by *The Portland Business Journal* as the Most Admired Financial Services Company in Oregon for the 10th consecutive year.

Vista buys paddle board maker Styks

Clearfield-based Vista Outdoor Inc. has announced it has acquired privately owned Jimmy Styks LLC, a leading designer and marketer of stand up paddle (SUP) boards and related accessories. Jimmy Styks' SUP portfolio offers nearly 30 types of in epoxy, inflatable, soft and thermoform boards, as well as accessories.

The completed transaction provides Vista Outdoor with access to the water sports market through the fast-growing SUP board segment, which experienced 35 percent growth in 2013 and 40 percent growth in 2014. Jimmy Styks is the market-leading SUP board brand and category innovator.

"The acquisition of Jimmy Styks is a direct result of our strategy to be a leading provider of outdoor recreation products, to expand into complementary and adjacent markets and to deliver long-term shareholder value," said chairman and CEO Mark DeYoung. "Jimmy Styks is the market leader in stand up paddle boards and strengthens our overall leadership position as an outdoor sports and recreation company. Jimmy Styks expands our portfolio into water sports with products that support activities many of our consumers enjoy, such as fish-

ing, camping and spending their recreational time outdoors. This company and its products clearly support our mission to bring the world outside."

Vista Outdoor paid approximately \$40 million in an all-cash transaction with additional contingent consideration payable if incremental profitability growth milestones are achieved over the next three years.

"Vista Outdoor's established customer channels and our strengths in sales, marketing, distribution and consumer insights will support our ability to grow the Jimmy Styks brand. We will also focus on promoting and developing new products and expanding

applications for this emerging platform," said DeYoung.

Jimmy Styks was founded in 2009 in Huntington Beach, California, by Kyle Reeves and Jeremy Wilkens, who will remain with Vista Outdoor. The company will be integrated into the Outdoor Products segment of Vista Outdoor.

"We believe stand up paddle boards remain in their infancy with only 10-15 percent of the number of kayak participants, which has between 15-20 million participants," said Wilkens. "Like kayakers, participants can SUP anywhere there is water; however, SUP supports a broad range of water activities."

Downtown office building sold

Stoltz Real Estate Partners of Pennsylvania has purchased the 175 S. West Temple multi-tenant office building in downtown Salt Lake City from Del Mar Partners. Kip Paul, of Cushman & Wakefield Commerce represented Del Mar Partners.

"The 150,461-square-foot office building is currently 93 percent occupied," said Paul. "It boasts a quality tenant roll, including Verizon, SkyWest Airlines,

Sallie Mae, ALSCO, CBIZ and Helix Education. Office buildings available for purchase in the Salt Lake central business district are uncommon. The buyers are excited to be a part of the vibrant downtown expansion, which includes the recent construction of 111 S Main, numerous apartment projects under construction and the anticipated addition of the convention hotel."

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Commercial real estate market strength continues

Salt Lake City and Salt Lake County are experiencing strength in their respective commercial real estate markets, based on statistics from a pair of real estate firms.

For example, the second quarter in the city showed continuing strong numbers in rental rates and new space under construction, according to Cushman & Wakefield Commerce. Meanwhile, the county's office market in 2015 has accelerated, with a drop in vacancy, an increase in absorption and growth in the number of buildings under construction, according to a mid-year report from Newmark Grubb ACRES.

Newmark Grubb ACRES also noted that Utah is on track for "another great year" in the industrial segment, the Utah retail market "demonstrates signs of full recovery from the recession," the commercial real estate investment market "is full of positive momentum," and land sales have met expectations.

"We are seeing exceptional levels of positive absorption and new construction in the Salt Lake City commercial real estate market," said Jeff Rossi of Cushman & Wakefield Commerce's Salt Lake City office. "In years past, we guided our clients to the best value. While value is still of great importance, we are now guiding our clients toward flexibility and availability due to the tightening of the market."

"There are more cranes dotting the skyline than we have seen in the suburban market, and with the strength of the local economy, there is no sign of slowing in 2015."

Chris Kirk, the office's executive director of office properties, added that "the data highlights several elements trending posi-

tively: an increase in the volume of tenants that will be entering or expanding in the market, the increase of rental rates, a continued decline in the vacancy of existing buildings and the rising rate of construction in the valley."

Newmark Grubb ACRES described the Salt Lake County office market as "vibrant and healthy" but noted that large blocks of space are rare and small blocks have seen an increase in permitting time and construction lead times.

"The office market will continue to improve through 2015, with new product being delivered and an increase in lease rates," it said.

Cushman & Wakefield Commerce said strong tenant demand is driving vacancy down in the Salt Lake market as tenants are pushing to expand and control space as they continue to grow. As a result of this ongoing challenge to find significant blocks of available space, rental rates are on the rise.

Trending above its historical average, the overall asking rental lease rate across the Salt Lake Valley increased by 3.9 percent, with the strongest growth occurring in the Southeast submarket, where rates increased by 5.9 percent.

The firm said that the quality of Class A office buildings under construction is pushing historic levels, with numbers expected to continue to build over the next six to 12 months. In 2015, it said, just over 1 million square feet will be completed, and 2016 will likely see a repeat of that amount.

Likewise, northern Utah County is experiencing growth, with Lehi seeing 400,000 square feet of construction delivered this year and at least 1 million expected to be under construction by

year-end.

"These positive numbers are fueled by substantial growth with in-state companies as well as organizations that are relocating to Utah in search of access to Utah's highly productive labor, young and family-oriented workforce," the firm said.

Further into the future, a Class A tower at 111 Main St. is expected to be ready in the first quarter of 2017 and is expected to be completely preleased by year-end.

"Several developers are clamoring to be the next under construction in the CBD (central business district), and we anticipate seeing another building going vertical within the next year," Cushman & Wakefield Commerce said.

The Newmark Grubb ACRES report featured other highlights:

Industrial

Fundamental benchmarks are "only getting stronger. Year to date, the Wasatch Front industrial market has increased in activity and available industrial inventory has continued to become sparse."

While overall vacancy in Salt Lake during the past decade has been relatively low compared to surrounding markets like Las Vegas (9 percent), Phoenix (12 percent) and Denver (7.6 percent), the mid-year direct vacancy rate for industrial is an "astounding" 3.86 percent. That compares with 4.69 percent a year earlier. "Demand for industrial space continues to grow while new supply is emerging," the firm said.

Newmark Grubb ACRES expects industrial users will continue to seek occupancy in "quality assets" the rest of this year and into 2016.

"New projects coming on line around the Point of the Mountain will further connect a robust Utah County to a strong Salt Lake

County market," it said. "The addition of the new bulk distribution inventory may loosen up the industrial market as companies vacate older space to occupy new state-of-the-art properties. The space vacated will add some inventory to the market, but values on the space will be at increased rates."

Retail

Utah retail vacancy rates continue to slowly decrease well into levels of stabilization, and cap rates for retail investment product are following the same pattern. The demand for shop space has continued to increase as the majority of existing quality space has been absorbed.

"This absorption came as retailers in Utah increased their number of locations and many out-of-state tenants entered the market for the first time. There is little quality space left in the places where market demand is high," the firm said.

Investment

An abundance of buyers is driving volume up and cap rates down, the firm said.

see REAL ESTATE pg. 8

South Towne launches \$20 million renovation

Sandy's South Towne Center has announced plans to undergo a \$20 million dollar redesign and renovation project. The Los Angeles office of Gensler Associates is the architecture, design and planning firm that will prepare plans for the project.

Beginning in August, the 1.3 million-square-foot shopping center will undergo notable improvements to the lighting, landscaping and parking lot to accommodate a new off-ramp from northbound I-15 exiting onto South Towne Center property. The outdoor improvements are in addition to major changes to the shopping center's 966,000-square-foot interior.

Enhancements planned for

the renovation include:

- Exterior modernization with larger windows, wood and stone facades.
- Expanded outdoor terrace seating.
- Larger food court.
- Fountain remodel to enhance the newly designed interior.
- New, modern flooring.
- Brighter interior paint and wood accents throughout the center.
- Larger and more interactive children's play area.

"As South Towne Center enters its 30th year serving the Sandy community, it is the perfect time to enhance the customer experience," said Gary Karl, executive vice president of

center owner Pacific Retail Capital Partners. "This renovation will create a vibrant, contemporary, outdoor-inspired shopping experience with more entertainment and dining options to serve customers of all ages. This project has been in the works for some time now, and we can't wait to get started."

The renovation will take place in stages and the shopping center will remain open throughout the process. The project is expected to bring in new local and national retailers, and is slated to be complete in the fall of 2016.

The South Towne Center redevelopment is part of The Cairns, Sandy City's 1,100-acre city center.



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Real Estate Investing

Real estate may be the way to unlock the power of your 401(k)

In 1980, Ted Benna, a Philadelphia benefits consultant, noticed that a law passed in 1975 could help employers unburden themselves from the responsibility of providing a lifetime of income to their retirees through qualified defined benefit pension plans. He noticed that paragraph "k" of Section 401 on the Internal Revenue Code could be used by employers to allow their employees to take a salary reduction as a tax-deferred contribution to their retirement plans. That was the beginning of the qualified defined contribution 401(k) retirement plans, which shifted the burden of providing for retirement from the employer to the employee.

Today, trillions of dollars of employees' retirement savings are tied up in employer-sponsored 401(k) plans. Insurance companies and stock brokerages have benefited financially by providing products to satisfy the needs of employees, particularly annuity and mutual fund investments.

Unfortunately, many of these investment vehicles have underperformed, leaving retirees with less money than they had counted on at retirement.

Some employees have become so skittish about investing their retirement savings in the volatile stock market that they have chosen to put their money into bonds and money market accounts (MMAs) rather than risk the possibility of losing their nest egg. The problem is, these investment options don't keep pace with inflation.

Fortunately, there is a better option available. Form your own limited liability company or Sub-S corporation and set up your own qualified, self-directed, one-participant (often called solo or individual) 401(k) plan to supplement your current company-sponsored retirement program. Although you can't contribute more to your retirement plans than the law allows, you can have more than one 401(k) retirement plan. This allows you to invest directly

in income-producing real estate.

I have worked with several individuals, in conjunction with an experienced third-party administrator, who have successfully used this method to invest in alternative investments like income-producing real estate to achieve a higher return on their retirement funds.

Here's a couple of examples of how it works:

A nurse in her mid-40s has worked for a major corporation for years. Her plan is fully vested. She had her money invested in mutual funds which were earning her an anemic return. She approached her plan administrator who told her she could not invest directly in a real estate investment. So she and her husband, after establishing an LLC, set up a self-directed solo 401(k) plan to which they could each contribute. They are now investing in an income-producing real estate investment that will likely yield them a return that is more than double the return they were getting on their existing plan.

Another person who works for a small corporation had his retire-

ment savings invested in a money market account because he had seen others lose a lot of money in the stock market. His money market account was earning him less than \$2,000 a year on \$280,000. He chose to form an LLC and set up a self-directed solo 401(k) plan and invest in an income-producing real estate project. His projected return on a \$200,000 investment is slated to be \$1,000 a month. That's \$12,000 a year compared to the meager \$2,000 a year he was earning.

Here's an illustration of how an investment in an income-producing real estate project works. Collectively, a group of like-minded investors, assisted by an experienced real estate syndicator, pool their resources to develop, construct, own and manage an income-producing real estate investment. In a few short years, the project is worth considerably more than their original investment. With income-producing real estate, the tenants who rent in your project provide the income to help you achieve a significant cash-on-cash return.

Like any investment, income-producing real estate may not be the right investment for you. However, many have experienced better returns by forming an LLC and creating a self-directed solo 401(k) plan. There are some eligibility requirements you must meet, but for many this has been an approach that has enhanced the returns they have achieved on the retirement investments. And the beauty of it is, at retirement, the real estate asset doesn't have to be liquidated to provide the income to meet your retirement needs. It can be passed on as a legacy to your wise investing prowess.

The Internal Revenue Service (IRS) permits this type of self-directed retirement account. Many of the standard stock brokerage firms and financial planning organizations do not. They want to take your money, charge relatively high fees, and invest only in products that pay them a commission. It's become a very self-serving approach to retirement investing.

see HOLMAN pg. 15

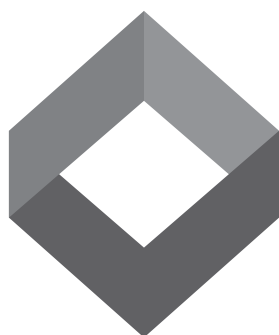


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Workfront acquires online proofing provider

Workfront, a provider of cloud-based enterprise work management software solutions, has acquired a global leader in online proofing, ProofHQ. The acquisition of ProofHQ expands the Workfront marketing work management capabilities, and further demonstrates Workfront's commitment to calming the chaos of work for marketing teams and agencies, according to a company release. Workfront is headquartered in Lehi.

Workfront and ProofHQ have had a successful partnership for nearly three years, with ProofHQ powering the proofing capabilities within Workfront. ProofHQ streamlines the review and approval process for any type of creative asset. It has changed the workflow for many."

"Every modern marketing team and agency needs online proofing in order to deliver more content, for more channels, in less time, without sacrificing quality, brand integrity, client satisfaction or results," said Eric Morgan, CEO of Workfront. "We are committed

to delivering solutions that meet those needs and we see proofing as an essential part of a comprehensive marketing work management suite. Our acquisition of ProofHQ adds essential capabilities to our already broad offering as we provide marketing teams and agencies with a single system to prioritize, plan and manage work."

"Online proofing is the bridge between creative design and customer engagement. Combining ProofHQ with Workfront will provide our customers with immediate value via access to an integrated workflow solution to support their high-velocity marketing activities," said Mat Atkinson, CEO of ProofHQ.

Fraser retakes helm at MULTIVOICE

Provo-based MULTIVOICE has announced that founder and CEO Ron Fraser will serve as president of the company following the unexpected death of Todd Rapier. Rapier passed away in his sleep from unknown causes earlier this month.

According to the company, Fraser, is being supported in his expanded duties by the firm's experienced executive team and board of directors.

"Todd will be sorely missed by all of us at MULTIVOICE along with all those who had the

great opportunity of knowing and loving him," Fraser said. "He came to work every day ready to take on the world with a contagious level of enthusiasm and excitement. Todd made amazing contributions to our company and to society, and he established a great foundation for success here at MULTIVOICE. We will do all we can to honor his memory by building off the foundation he laid and making MULTIVOICE a booming company that will disrupt the wireless communications industry."

Jobless rate stays at 3.5%, state adds 59,200 jobs in past year

Utah's nonfarm payroll employment for June 2015 grew by an estimated 4.5 percent, adding 59,200 jobs to the economy as compared to June 2014. Utah's current employment level sits at 1,387,800.

June's seasonally adjusted unemployment rate remained unchanged from May at 3.5 percent. Approximately 51,700 Utahns were unemployed in June and actively seeking work. The national unemployment rate dropped two-tenths of a percentage point to 5.5 percent in June.

"June was an especially strong month for job growth in our state," said Carrie Mayne, chief economist at the Department of Workforce Services. "Year-over, 56,900 private sector jobs were created in the state, more than any other month since the Great Recession."

Nine of the 10 private sector industry groups measured in the establishment survey posted net job increases in June as compared to last year but the natural resources and mining industry contracted by 900 positions. The largest private sector employment increases were in leisure and hospitality (13,200 jobs); professional and business services (12,300 jobs); and trade, transportation, and utilities (8,900 jobs). The fastest employment growth occurred in leisure and hospitality (10.1 percent); information (7.2 percent) and professional and business services (6.7 percent).

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ACCOUNTING

• **Ernst & Young LLP** recently promoted **David Howell**, a professional based in its Salt Lake City office, to partner from senior manager. Howell is a member of EY's assurance practice and has experience in the banking and insurance industries, working with several high-profile banks and venture funds. He received his bachelor of science in accountancy from Brigham Young University and his Master of Accountancy from BYU's Marriott School of Management.



David Howell

ASSOCIATIONS

• The **International Association of Registered Financial Consultants (IARFC)** has announced the election of **Justin Martin** to the **Master Register Financial Consultant (MRFC) Certification Board**. The board, separate from the IARFC Association Board, operates and oversees the MRFC certification program as it seeks third-party accreditation. Martin, a Registered Financial Consultant, is an agent with Paradigm Life, Salt Lake City, specializing in the cash flow banking concept through life insurance. Previously, he worked as a licensed financial advisor for a large brokerage firm. His educa-



Justin Martin

tion includes a BA from Brigham Young University.

BANKING

• **People's Utah Bancorp**, the parent company of current **Bank of American Fork**, recently had the grand opening of the historic building at 1 E. Main St., American Fork, which will serve as the company's new headquarters. People's Utah Bank purchased the building in 2014 and spent the past year restoring it. Some of the People's Utah Bancorp employees have moved from Bank of American Fork's main office next door at 33 E. Main St. into the newly restored building. The building was built in 1905 to house a bank established in 1891, the original Bank of American Fork. That bank was dissolved in the 1930s. The current Bank of American Fork was originally called People's State Bank of American Fork and was housed down the street. People's State Bank of American Fork changed its name to Bank of American Fork in the 1960s. The building has remained standing, and since the original bank it housed closed in 1932, it has been the site of retail shops and offices. In 1993 it was added to the National Register of Historic Places, and a plaque on the exterior notes the history and style of the building.

• **Zions Bancorporation**, Salt Lake City, has announced that its board of directors has declared a regular quarterly dividend of 6 cents per common share. The dividend is payable Aug. 27 to shareholders of record Aug. 20. The board also declared the regular cash dividends on the company's various perpetual preferred shares. The cash dividends on the Series A, F, G, H & J shares are payable Sept. 15 to shareholders of record Sept. 1. The dividends on Series I shares were also declared and are payable Dec. 15 to shareholders of record Dec. 1.

ECONOMIC INDICATORS

• **Family caregivers** in Utah provided 313 million hours of care, worth an estimated \$4.15 billion, to their parents, spouses, partners and other adult loved ones in 2013, according to new report from the **AARP Public Policy Institute**. "Valuing the Invaluable: 2015 Update" indicates that the total estimated economic value of uncompensated care provided by the nation's family caregivers surpassed total Medicaid spending (\$449 billion), and nearly equaled the annual sales (\$469 billion) of the four largest U.S. tech companies combined in 2013. In 2013, about 336,000 family caregivers in Utah helped another adult loved one carry out daily activi-

ties, according to the report. The report's estimates were based on a meta-analysis of 11 U.S.-based surveys of family caregivers conducted between 2009 and 2014. Estimates are based on about 40 million caregivers providing an average of 18 hours of care per week to a parent, spouse/partner, or other adult loved one, at an average value of \$12.51 per hour. The report is available at aarp.org/valuing.

GOVERNMENT

• **Rod Kitchens** has been hired by **Salt Lake County** as the county's director of planning and budget. Kitchens most recently was the director of financial planning and analysis with American Express. He has a BS in accounting and an MBA from the University of Utah. Kitchens replaces **Lance Brown**, who retired in May after 20 years in the position.



Rod Kitchens

HEALTHCARE

• **Trinity Mission Health & Rehab of Provo** has changed its name to **Utah Valley Rehabilitation & Healthcare of Provo**. The company said the change "reflects the evolving focus and standards of the company and transitional healthcare." It is a 99-bed skilled nursing facility that provides a wide range of skilled nursing and rehabilitation services for both short-stay recovery as well as ongoing supportive services for individuals requiring long-term care. The center is one of 49 within the Covenant Dove family.

• **Great Basin Scientific Inc.**, Salt Lake City, has appointed **Carlos B. González** as vice president of engineering. He will be responsible for leading the development of the next major platform upgrade to Great Basin's analyzer. González has more than 20 years of medical device engineering and research experience. Prior to Great Basin, González served as research and development director of instrument development at Abbott Point of Care. Prior to that, he held positions in new technology development with Siemens Diagnostics, Abbott Pharmaceutical and Lawrence Livermore National Laboratories.

LAW

• **Jackson Lewis PC** has added shareholder **Rick J. Sutherland** at its Salt Lake City office. Sutherland has experience representing management in all

facets of labor relations, including union organizing, collective bargaining, dispute resolution and union decertification. His experience includes representing clients in FLSA matters such as wage and hour and overtime compliance, prevailing wage conformity and certified payroll submissions under the Davis Bacon Act, as well as processing and challenging wage conformance requests. Sutherland previously was with Jones Waldo. He received his BS from the University of Utah and his JD from the S.J. Quinney College of Law at the university.

products, which should help the state successfully promote new export sales internationally.

MEDIA/MARKETING

• **Partner Fusion Inc.**, Lehi, has named **Scott Jensen** as vice president of digital. Jensen has spent his 20-year career focused on digital marketing. Jensen previously was the head of digital marketing at Instructure Inc. and senior director of marketing for Extra Space Storage. He earned a bachelor's of business administration degree from the University of Utah.

REAL ESTATE

• **CBC Advisors**, Salt Lake City, has hired **Randy Atkin** as vice president of its Industrial Division. Atkin has been involved in the Utah commercial real estate industry since 1984. He primarily specializes in industrial, flex space and technology properties. He has experience in owner and tenant representation, investment analysis, lease renewal consultation, cost analysis, property acquisition, land development and real estate financing. He joins CBC Advisors from Cushman & Wakefield Commerce. He previously was a founding partner of GVA Business Properties Group, an industrial specialist at Wallace Associates, and the commercial property director of Perry Realty.

• **Coldwell Banker Residential Brokerage** has named **Mike Fondario** as manager of the company's North Davis office in Layton. He will oversee a sales team of more than 30 affiliated



Mike Fondario

agents serving homebuyers and sellers in Davis County. Fondario has experience as a sales associate and broker specializing in a wide variety of real estate, including industrial and commercial sales. Before joining Coldwell Banker Residential Brokerage, Fondario was a principal of Hoff & Leigh, a commercial real estate firm, and an industrial real estate specialist at Commerce Real Estate Solutions. He began his career after serving in the U.S. Army.

• **Urban Utah Homes & Estates** has several new affiliate brokers and agents: **Amy Thurston**, **Ben Magelsen**, **Jack Rhineheart**, **Jim Black**, **Jon Vieta**, **Pat DePaulis**, **Ross Clark** and **Trent Raleigh**.

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CASE
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MANUFACTURING

• The **Utah Advanced Materials and Manufacturing Initiative (UAMMI)** recently was named one of 12 communities to receive the **Investing in Manufacturing Communities Partnership (IMCP)** designation. The program is an initiative led by the Department of Commerce and the National Economic Council to help catalyze the rebirth of American manufacturing. The UAMMI, which brings together public and private partners to assure the growth and sustainability of Utah's advanced composites economic cluster, is led by the University of Utah and serves the Wasatch Front. UAMMI will lead the state in creating more opportunities and advancing the manufacturing industry. The designated manufacturing communities will receive coordinated support for their strategies from 11 federal agencies, including the National Science Foundation and U.S. Department of Labor. UAMMI also will receive a dedicated federal liaison at each of these supporting agencies to help Utah manufacturing representatives navigate available federal resources. Utah also will be recognized on a government website that is accessible to prospective private foreign and domestic investors looking for information on communities' competitive attributes and assistance in the production of manufactured

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Industry Briefs

RECOGNITIONS

• The **Downtown Alliance** recently presented **2015 Downtown Achievement Awards** at the 2015 State of Downtown event to **Robin Hutcheson, Babs De Lay** and **Broadway Media Group**. Hutcheson is the Salt Lake City transportation director. De Lay is chair of the Downtown Merchants Association. Broadway Media Group developed property at the corner of Broadway and West Temple that houses six radio stations and a digital division, plus a theater and café. The awards are presented to a group, company or individual "who has made a significant contribution to downtown, helping to build a more dynamic and diverse community that is the regional center for culture, commerce and entertainment." The contribution must be for accomplishments located within Salt Lake City's central business district (located within the boundaries of 400 South, 700 West, North Temple and 300 East).

• **Dr. Osman Sanyer**, a family physician in Salt Lake City, has been honored with the **Utah Family Medicine Physician of the Year Award** from the **Utah Academy of Family Physicians**, the Utah chapter of the American Academy of Family Physicians. The award recognizes a physician who provides his/her patients with compassionate, comprehensive and caring family medicine on a continuing basis; is directly and effectively involved in community affairs and activities that enhance the quality of his/her community; and provide a credible role model, both professionally and personally, to their community, to other health professionals, and to residents and medical students.

• Six Salt Lake City area financial institutions were named to the 2015 edition of the **"Top 200 Healthiest Banks/Credit Unions in America"** by **DepositAccounts.com**. They are **Utah Power Credit Union**, No. 11; **WebBank**, 102; **Ally Bank**, 137; **Marlin Business Bank**, 139; **GE Capital Bank**, 170; and **Medallion Bank**, 188. Each year, **DepositAccounts.com** evaluates the financial health of every federally insured bank and credit union in the United States — more than 13,000 total. Each institution is graded on a number of factors, including capitalization, deposit growth, and loan to reserve ratios, in order to determine a comprehensive health score.

• **Weber State University** is among 86 educational institutions in the **"2015 Great College To Work For"** list, from a survey commissioned by the **Chronicle of Higher Education**. A total of 281

colleges and universities nationwide were evaluated. The honor recognizes specific best practices and policies. The Great Colleges survey included a two-part assessment process: a survey administered to faculty, administrators and salaried staff and an institutional audit that captured demographics and workplace policies and practices. The primary factor in deciding whether an institution received a Great College to Work For recognition was the employee feedback. Results were reported for small, medium and large institutions. Weber State was included among the large universities of 10,000 or more students. Based on responses from faculty and staff, the university won honors in three of 12 possible categories: Job Satisfaction and Support; Work/Life Balance; and Facilities, Workspaces and Security.

• **Dr. Anne Hutchinson**, a family physician in Ogden, has achieved the **Degree of Fellow of the American Academy of Family Physicians (AAFP)**, the national medical association representing nearly 110,600 family physicians, residents and medical students. The AAFP Degree of Fellow recognizes family physicians who have distinguished themselves through service to family medicine and ongoing professional development. This year's fellowship class brings the total number of AAFP Fellow to more than 29,000 nationwide.

RESTAURANTS

• **Freddy's Frozen Custard & Steakhburgers** has opened its first Salt Lake City metro market location in front of Target at Highbury Centre. The franchise owner and operator is Brad Williams. Freddy's is a fast-casual restaurant franchise that is privately owned and family-centered. It has 144 franchise units in 23 states. The new free-standing restaurant will seat approximately 100 people, with additional seating available on the patio. Drive-thru service is offered. Another Freddy's restaurant is under construction at 700 W. Blue Vista Lane, Midvale, near the junction of Interstate 15 and Jordan River Boulevard. It is expected to open later this summer.

RETAIL

• The **Harmons Grocery Store** at the Five Points Shopping Center in Ogden will soon become home to a new **Ridley's Family Market**. Transition plans are underway, with the transition expected to be completed in mid-September, subject to obtaining certain consents and approvals. Harmons plans to expand

southward, with new stores under construction in Lehi and Santa Clara. Harmons has 16 locations. Ridley's has 29 stores and two stand-alone pharmacies in four states.

SERVICES

• **Transworld Business Advisors of Utah**, Salt Lake City, has hired **Travis Bradfield** and **Aimee Christiansen** as mergers and acquisitions brokers. Bradfield will work with businesses throughout Utah, with a focus on the Salt Lake and Provo areas. He has experience creating and managing companies in the financial sector. Most recently, he was instrumental in the launch of Bloom, a lending company designed to foster commercial growth in the Greater Boston area. Christiansen will focus on buyer representation, including foreign acquirers utilizing E-2 investor visas. She has more than 15 years of business experience in a wide variety of disciplines. She specializes in retail as well as multi-unit franchising. Prior to joining Transworld, she served as head of corporate training for MAC's Nordic division.

• **Telarus Inc.**, Sandy, has hired **Mike Bettilyon** as regional sales director for the Mountain West. Bettilyon will manage all field recruiting activities and support all Telarus partners in a territory that includes Utah, Colorado, Arizona, Nevada, Washington, Oregon, Idaho,



Mike Bettilyon

Montana and Wyoming. He has more than 25 years of industry experience, including work at Windstream, Comcast Business, Lightstream and CenturyLink. He has experience in both channel and direct sales working for carriers, as well as more than four years leading the sales effort for a Utah-based partner.

TECHNOLOGY/LIFE SCIENCES

• **Track Group Inc.**, Salt Lake City, has announced that it has restructured \$28 million of its short-term debt, which the company said is expected to substantially improve its free cash flow and financial condition. It restructured and consolidated its existing debt with an amendment to its existing facility agreement with its lender, Conrest Invest.

• **DigiCert**, Lehi, has hired **Mike Nelson** as vice president of healthcare solutions. He will



Mike Nelson

be responsible for developing and advancing DigiCert's growth strategy within the healthcare security market. Nelson previously worked at Leavitt Partners, where he led a consulting practice focused on leveraging collaboration to solve complex industry problems. Nelson also worked as a senior project manager for GE Healthcare and served at the U.S. Department of Health & Human Services as the director of the National Electronic Health Record Initiative, a Medicare demonstra-

tion project that resulted in the program now known as "Meaningful Use." Nelson earned a bachelor's degree in organizational communication and business from the University of Utah.

• **ClearOne**, Salt Lake City, has announced a quarterly cash dividend for the 2015 second quarter of 3.5 cents per share. The dividend will be paid Aug. 10 to shareholders of record July 27.

TRANSPORTATION

• **England Logistics**, Salt Lake City, has hired **Justin Olsen** as vice president of legal and risk, supporting the legal needs of the company's headquarters.



Justin Olsen

Olsen has more than 20 years of experience practicing primarily transportation law, construction law, commercial litigation and business organizations and transactions. Olsen also worked in-house for a trucking company that operated approximately 650 trucks nationwide and later served as in-house counsel for another trucking company that operated approximately 1,200 trucks nationwide. In June 1994, he transitioned into private legal practice by opening his own law firm. In 2002, Olsen co-founded Olsen, Skoubye & Nielson LLC. He earned his Juris Doctorate Degree from the J. Reuben Clark Law School at Brigham Young University in 1991 and a bachelor's degree at Utah State University in 1988.



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UTAH'S BUSINESS JOURNAL

CPI from page 1

“Slightly higher prices across the board indicate that businesses are thriving in Utah,” said Scott Anderson, Zions Bank president and CEO. “At the same time, tapering gasoline prices coupled with lower housing prices will allow consumers to decrease costs in two major areas of their monthly expenses.”

Prices of food away from home also increased in June in all sub-categories: full-service meals, fast food and alcoholic

beverages. Full-service meals experienced the largest increase in price, most likely capitalizing on increased summer demand. The overall price increase of food away from home was 2.4 percent from May to June. Food at home prices also increased but at a lower rate of 1.6 percent. Dairy, meat, eggs, beef and citrus fruits were the main food items that drove the increase. Some items declined in price, however, including poultry, pork, flour, cucumbers and apples. The increase in poultry prices in the Midwest due to avian flu has not spread to affect Utah’s local poultry prices. Egg prices, how-

ever, increased in Utah in June.

Other goods and services increased 2.4 percentage points from May to June, also contributing to the overall increase in the CPI in June. Laundry and dry cleaning price increases jumped the most, followed by personal care products and hygiene products. Smoking and tobacco products increased less than 1 percent. Medical care prices inched upward, as prescription drugs and nonprescription drugs rose in price. A decline in nursing homes and adult day services prices countered the drug price increases, netting an overall increase of just 0.4

percent.

The largest price decline in June came from education and communication, with a decrease of 0.5 percent. While colleges and universities posted tuition price increases in May, elementary and high schools posted net decreases in their respective prices this month. Additionally, personal computers and Internet services prices dropped slightly in June. Google Fiber announced on July 15 that it would give away access to its high-speed Internet service to public housing residents in its current and future markets. With Google Fiber building out its net-

work in Provo and Salt Lake City, rates from all Internet service providers are expected to become more competitive.

Housing prices declined 0.4 percent in June as hotel and motel rates went down. Apartment rent and appliance prices increased slightly, but not enough to cancel out the decrease in apartment prices. Children’s clothing declined in price after a slight uptick in May. The overall clothing price index declined a mere 0.3 percent overall. Utility prices did not fluctuate from May to June.

Analysis and data collection for the Zions Bank CPI and the Zions Bank Consumer Attitude Index are provided by the Cicero Group, a market research firm based in Salt Lake City.

REAL ESTATE from page 3

“There are unprecedented trends in the investment market in 2015, including substantially increased sales dollar volume, a record number of transactions, and expanded and increased capital sources looking to invest and loan in Utah. The activity seen in 2014 showed the growing and continued confidence investors have in the Utah market, and 2015 has solidified investor sentiment that Utah is the place to invest. Demand far outweighing supply, availability of favorable financing, and a solid economy have created a perfect storm to achieve record pricing and volume in 2015,” it said.

“Simply put, the market has been—and is currently—spiking. Utah’s investment market is a unique market where it is truly a good time to sell, but also a good time to buy and hold long term. Now is the time to evaluate portfolios, look into trading asset classes to achieve higher cash flows or trade into newer properties if the intent is to hold long term and improve the effective age of assets. For real estate brokers, this market is primed for making decisions and moving quickly as liquidity of assets is at an all-time high.”

Land

All aspects of the market are in development mode and land is naturally in demand, Newmark Grubb ACRES said.

“There is definite upward pressure on prices, but prices are held in check by attainable rents and absorption. Land prices in Utah have been on a steady growth track for four years.

“Utah is in a tremendous development cycle and it is no wonder that land sales are so strong. It isn’t likely to change markedly through the rest of the year. There will be upward pressure on prices, but those prices should be constrained by an increase in building costs in both residential and commercial arenas.”



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12 Night Mediterranean Cruise	Ocean view from \$1,649 Onboard Savings: \$780 per person*	Ocean view from \$1,829 Onboard Savings: \$949 per person**	Ocean view from \$2,189 Onboard Savings: \$1,035 per person***

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Classic Beverage Package option includes beer up to \$6 per serving, spirits, cocktails, and frozen drinks up to \$8 per serving, wine by the glass up to \$9 per serving, all soda selections, fresh squeezed and bottled juices, premium coffees, teas and non-premium bottled water, and server gratuities (amount based on gratuity guidelines). Classic Non-Alcoholic Beverage Package includes all soda selections, fresh squeezed and bottled juices, premium coffees, teas and non-premium bottled water and server gratuities (amount based on gratuity guidelines). Terms of Celebrity's Alcohol Policy apply, including a minimum drinking age, which varies by itinerary. Each guest must provide date of birth at the time of booking. Prepaid Gratuities option provides for prepaid stateroom, waiter, assistant waiter and head waiter gratuities in the amount suggested by Celebrity's guidelines. Gratuities will be applied to reservation within 10 days of booking date. 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Calendar

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

July 28, 11:15 a.m.-1:15 a.m.

Women in Business Luncheon, an Ogden Weber Chamber of Commerce event. Location is Hub 801 Event Center, 3525 Riverdale Road, Ogden. Details are at www.ogdenweberchamber.com.

July 30, 7:15 a.m.-noon

Fifth Annual Small Business Nine-Hole Golf Tournament, a Salt Lake Chamber event. Shotgun start is at 8 a.m. Brunch follows at 10 a.m. or conclusion of play at the home of Lane Beattie, chamber president and chief executive officer. Location is Lakeside Golf Course, 1201 N. 1100 W., West Bountiful. Cost is \$45, or \$20 for brunch only. Sponsorships are available. Details are at slchamber.com.

July 30, 8 a.m.-noon

“Critical People Management Skills for First-Time Managers,” an Employers Council (EC) event. Location is Hampton Inn & Suites, 851 W. 1250 S., Orem. Cost is \$165 for EC members, \$235 for nonmembers. Details are at ecutah.org.

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

Lunch & Learn, a Murray Area Chamber of Commerce open networking event. Location is Anna's Café, 7711 S. State St., Midvale. Cost is \$14 for members, \$19 for nonmembers. Details are at murraychamber.org.

July 31, 7:30-8:30 a.m.

Eggs 'n' Issues, a Murray Area Chamber of Commerce event. Speaker is from the Salt Lake City Mission. Location is Mimi's Café, 5223 S. State St., Murray. Free unless ordering from the menu. Details are at murraychamber.org.

July 31, 9 a.m.-noon

Web.com Small Business Summit, presented by Web.com, the Small Business Development Center and SCORE. Event is designed to help local businesses learn how to market online. Location is The Barn at Thanksgiving Point, 3003 N. Thanksgiving Way, Lehi. Free. Registration can be completed at Eventbrite.com.

Aug. 4, 11:30 a.m.-1 p.m.

Member Workshop, a Sandy Area Chamber of Commerce event. Speaker Dave Smith, founder of

BlueLine Products LLC, will discuss “how to provide the pieces of the puzzle needed to assist the body and mind to heal and repair.” Location is Salt Lake Community College, Miller Free Enterprise Building Room 223, 9750 S. 300 W., Sandy. Free. Details are at sandychamber.com.

Aug. 4, 11:30 a.m.-1 p.m.

Business Alliance Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

Aug. 4, 4-6 p.m.

“Secrets to Financing Your Business,” sponsored by the Wayne Brown Institute and Zions Bank. Presenters include Ben Haslam, Amegy Bank Business Credit; Kathy Ricci, Utah Microenterprise Loan Fund; Matthew Orr, Stonenge Capital Company LLC; Todd Eldredge, CardioRisk Laboratories; and Brad Bertoch, Wayne Brown Institute. Location is the Zions Bank Business Resource Center, 120 S. Main St., Salt Lake City. Free. Registration can be completed at Eventbrite.

Aug. 5

2015 Client Appreciation Golf Tournament, presented by *The Enterprise – Utah's Business Journal*. Location is Homestead Resort, 700 Homestead Drive, Midway. Sponsorships are available. Sponsorship deadline is July 27. Details are available by contacting David Gregersen at (801) 533-0556 Ext. 203 or david@slenterprise.com.

Aug. 5-8

Outdoor Retailer Summer Market tradeshow. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details are at <http://www.outdoorretailer.com/summer-market/index.shtml>.

Aug. 5, 8:30-10 a.m.

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

Aug. 5, 10 a.m.-noon

Safety Training, presented by the Utah Manufacturers Association. Session topics are “Arc Flash Awareness and Electrical Shock Safety” and “Hand Protection.” Participants do not need to be insured with the Workers Compensation Fund.

Location is LaQuinta Inn Orem, 1100 W. 780 N., Orem. RSVPs can be completed by contacting Annette Beckstrand at (801) 363-3885 or emailing uma@umaweb.org.

Aug. 5, 11:30 a.m.-1 p.m.

Lunch & Learn, a Utah Technology Council (UTC) networking lunch. Location is EMC, 11747 Lone Peak Parkway, Suite 200, Draper. Free. Details are at utahtech.org.

Aug. 6, 8 a.m.-noon

“LGBT Rights in the Workplace,” an Employers Council (EC) event focused on recent developments at the federal and state levels on sexual orientation/gender identity issues. Speakers include Bob Coursey, Employers Council attorney; Sherrie Hayashi, commissioner of the Utah Labor Commission; and Diane Thompson, attorney with Ballard Spahr. Location is Red Lion Hotel, 161 W. 600 S., Salt Lake City. Cost is \$139 for EC members, \$209 for nonmembers. Details are at ecutah.org.

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

Centers of Influence Networking Luncheon, a West Jordan Chamber of Commerce event. Location is Famous Dave's, 7273 S. Plaza Center Drive, Jordan Landing, West Jordan. Cost is \$15 for chamber members, \$20 for nonmembers. Details are at westjordanchamber.com.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Bill Schuffenhauer, 2002 Olympic silver medalist, will discuss “Taking Your Business to Olympic Levels and Beyond.” Location is Brio Tuscan Grille, Fashion Place, 6173 State St., Murray. Cost is \$14 for members, \$19 for nonmembers. Details are at murraychamber.org.

Aug. 12, 8-10 a.m.

“Documentation Fundamentals,” an Employers Council (EC) event focused on documentation skills for human resources professionals and company leaders. Location is the Employers Council, 175 W. 200 S., No. 2005, Salt Lake City. Cost is \$95 for EC members, \$130 for nonmembers. Details are at ecutah.org.

Aug. 12, 11:30 a.m.-1 p.m.

Connect4 Luncheon, a Sandy Area Chamber of Commerce networking event. Location is HuHot Mongolian Grill, 10835 S. State St., Sandy. Cost is \$15 for chamber members, \$20 for guests. Details are at sandychamber.com.

Aug. 12, 3-5 p.m.

“Demographics for Dummies,” a Salt Lake Chamber “Business Essentials” event. Location is the Salt Lake Chamber, 175 E. University Blvd. (400 S.), Suite 600, Salt Lake City. Cost is \$10. Details are at slchamber.com.

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

UTC Diversified Insurance Clinic titled “Building Scalable Insurance Programs for Each Growth Stage of a Technology Company,” a Utah Technology Council (UTC) event. Spencer Hoole, president and chief executive officer of Diversified Insurance Group, will discuss how technology companies can build a scalable insurance program in each stage of growth, including start-up, emerging growth, pre-IPO and mature industry leader. Location is Diversified Insurance Group, 136 E. South Temple, Suite 2300, Salt Lake City. Free for UTC members, \$40 for nonmembers. Details are at utahtech.org.

Aug. 13, 11:30 a.m.-1 p.m.

WIB Networking Luncheon, a Davis Chamber of Commerce event. Speaker Paul Heslop will discuss “Building a Business from the Ground Up: Seeing Opportunities in Business and Life.” Location is Megaplex Theaters, 1075 Legacy Crossing, Centerville. Cost is \$15 through online RSVP, \$20 at the door. Details are at davischamberofcommerce.com.

Aug. 13, noon-1:30 p.m.

Cybersecurity Tech Talk, a Women's Tech Council event. Speaker Jennifer Weedon of FireEye will discuss IT security trends. Location is Zions Bank, 1 S. Main St., Salt Lake City. Cost is \$25 for members, \$30 for nonmembers. Registration can be completed at Eventbrite.com.

Aug. 17, 7 a.m.-1 p.m.

Chamber Golf Classic Tournament, an Ogden Weber Chamber of Commerce event. Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Cost is \$175 per player. Sponsorships are available. Details are at www.ogdenweberchamber.com.

Aug. 18, 11:30 a.m.-1 p.m.

Business Alliance Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

Aug. 18, 7:30-9 a.m.

Breakfast of Champions,

a Sandy Area Chamber of Commerce event. Speaker is Bob Nicoll, founder of the Life is for Giving Foundation. Location is 9350 S. 150 E., ninth floor, Sandy. Details are at sandychamber.com.

Aug. 19-20

NDIA/AIA Utah STEM Call-To-Action Forum, presented by the National Defense Industrial Association and the Aerospace Industries Association. Event features several panel discussions. Location is Weber State University's Shepherd Union Ballroom, 3910 W. Campus Drive, Ogden. Cost before Aug. 7 is \$50 for nonprofit, higher education and government representatives; \$25 for K-12 teachers and administrators; \$100 for industry attendees; and \$50 for academic representatives. Details are available at <http://www.ndia.org/meetings/>.

Aug. 19, 3:30-5 p.m.

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

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

Joint Luncheon of the Utah Technology Council (UTC), MountainWest Capital Network (MWCN) and the Wayne Brown Institute (WBI). Bryan Ritchie, executive director of technology and venture commercialization and associate vice president for research commercialization at the University of Utah, will discuss “Trends and Opportunities to Commercialize University Technologies.” Location is Thanksgiving Point, Garden Room, 3900 N. Garden Drive, Lehi. Cost is \$45. Details are at utahtech.org.

Aug. 20, 5:30-8 p.m.

15th Annual Women in Business Summer Social, organized by the Salt Lake Chamber's Business Women Forum to support the chamber's Women's Business Center. Event will introduce the Women's Business Center's Woman Entrepreneur of the Year and feature “Gatsby” ambiance, an upscale silent auction, live entertainment and networking. Location is Upstairs at the Gallivan, 239 S. Main St., Salt Lake City. Cost is \$70, \$75 the day of the event. Sponsorships are available. Details are at slchamber.com.

CALENDAR

from page 9

Aug. 25, 8-9:30 a.m.

"Healthcare Cost Management Benefits Symposium Meeting 4," an Employers Council (EC) event. Jeana Hutchings, benefits practice leader and partner, Diversified Insurance Group, and Bart Preston, director of sales and marketing, HCA Mountain Division, will discuss what companies can do to manage healthcare costs. Location is the Employers Council, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$95 for EC members, \$130 for nonmembers. Details are at ecutah.org.

Aug. 26, 8 a.m.-1:30 p.m.

Utah Global Forum, presented by World Trade Center Utah, the Governor's Office of Economic Development and the Salt Lake Chamber. Event will feature a dialogue about how businesses can expand beyond local borders and develop a strategy of expansion into the global marketplace through importing opportunities and service exports. A special focus will be on foreign direct investment (FDI) into Utah. Keynote speaker is U.S. Sen. Jeff Flake of Arizona, who serves as a member of the subcommittees on East Asian and Pacific Affairs, European Affairs, International Development and Foreign Assistance, Economic Affairs, and International Environmental Protection and Peace Corps. Location is the Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$90. Details are at utahglobalforum.com.

Aug. 26, 8-10 a.m.

"Form I-9 Administration Basics," an Employers Council (EC) workshop designed to help participants gain a practical understanding of the critical Form I-9 compliance requirements. Location is the Employers Council, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$95 for EC members, \$130 for nonmembers. Details are at ecutah.org.

Aug. 26, 10 a.m.-2:30 p.m.

Business Expo, a Sandy Area Chamber of Commerce event. Location is South Towne Expo Center, 9575 S. State St., Sandy. Booths are \$50 for chamber members, with the reservation deadline being Aug. 12 (cost is \$75 thereafter). Details are available

by contacting Leesha Francis at (801) 727-4503 or leesha@sandydychamber.com.

Aug. 27, 8:30 a.m.

2015 ACG Golf Tournament, an ACG (Association for Corporate Growth) Utah event. Event begins with 7:30 a.m. breakfast and registration, followed by an 8:30 a.m. shotgun start. Lunch and awards follow play. Location is Eaglewood Golf Course, 1110 E. Eaglewood Drive, North Salt Lake. Cost is \$250 for ACG members, \$300 for nonmembers, \$1,000 for foursomes. Sponsorship opportunities are available. Details are available by contacting Linda Blake at linda@acgutah.org.

Aug. 27, 8:30-10 a.m.

"50+ Jump Start: Intro to Entrepreneurship," a Salt Lake Chamber event that is a special edition of its monthly Jump Start training and designed for people 50 and older. Presented by Deb Bilbao, business consultant at the chamber's Women's Business Center. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Details are at slchamber.com.

Aug. 27, 5-7 p.m.

Business After Hours, a Salt Lake Chamber event. Location is Christopher's Prime Steak House, 134 W. Pierpont Ave., Salt Lake City. Cost is \$7 for early-bird members (before Aug. 14), \$10 for members, \$15 for nonmembers. Details are at slchamber.com.

Aug. 28, 8 a.m.-3 p.m.

Africa Day Business Conference, part of the African Chamber of Commerce's efforts to identify and enhance investment opportunities, foster networks and nurture cultural exchange to promote business execution between Utah and African businesses. Event will offer perspectives from Utah companies successfully doing business in Africa and recommendations from African business owners and officials for doing business in their countries. Location is Zions Bank Founders Room, 1 S. Main St., Salt Lake City. Details are at (801) 872-8350 or info@accutah.org.

Sept. 1, 8 a.m.-noon

LGBT Rights in the Workplace, an Employers Council (EC) event. Speakers

include Bob Coursey, Employers Council attorney; Sherrie Hayashi, commissioner of the Utah Labor Commission; and Diane Thompson, attorney with Ballard Spahr. Location is Red Lion Hotel, 161 W. 600 S., Salt Lake City. Cost is \$139 for EC members, \$209 for nonmembers. Details are at ecutah.org.

Sept. 9, 8:30 a.m.-3:30 p.m.

UMA (Utah Manufacturers Association) Summit. Activities include a keynote presentation titled "Surviving the Over-Wired World" by Sherry Fitts; a CEO panel Q&A featuring representatives from Boeing, Futura, MityLite, Norbest and Black Diamond; a "best practices" panel; and sessions with topics including "Continuous Improvement," "Industry Initiatives in the Environment" and "Company Culture." Location is Little America Hotel, 500 S.

Main St., Salt Lake City. Details are at umaweb.org.

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

"Grow As You Go," a World Trade Center Utah "10 Tips Seminar" about using trade shows and trade missions to explore markets, test demand and meet potential partners. Location is World Trade Center Utah, 60 E. South Temple, Suite 300, Salt Lake City. Free. Details are at wcutah.com.

Sept. 10, 7 a.m.-4 p.m.

2015 Uinta Basin Energy Summit. Location is the Uintah Conference Center, 313 W. 200 S., Vernal. Registration is available at <http://bit.ly/UBES2015>.

Sept. 10, 3-7 p.m.

Business After Hours Ambassador Classic, a Sandy Area Chamber of Commerce event. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Cost is \$25. Sponsorships

are available. Details are at sandy-chamber.com.

Sept. 22, noon-1:30 p.m.

Eighth Annual Women Tech Council (WTC) Awards Luncheon. Sixteen women in the technology industry will be honored. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$85 for WTC members, \$95 for nonmembers; tables of 10 are available for \$750. Details are at womentechcouncil.org.

Sept. 29-Oct. 1

PERS Summit 2015, a Personal Emergency Response System industry event hosted by AvantGuard Monitoring Centers. Open to all independent PERS dealers. Keynote speaker is former BYU and NFL quarterback Steve Young. Location is Chateaux Deer Valley Resort, Park City. Details are at www.perssummit.com



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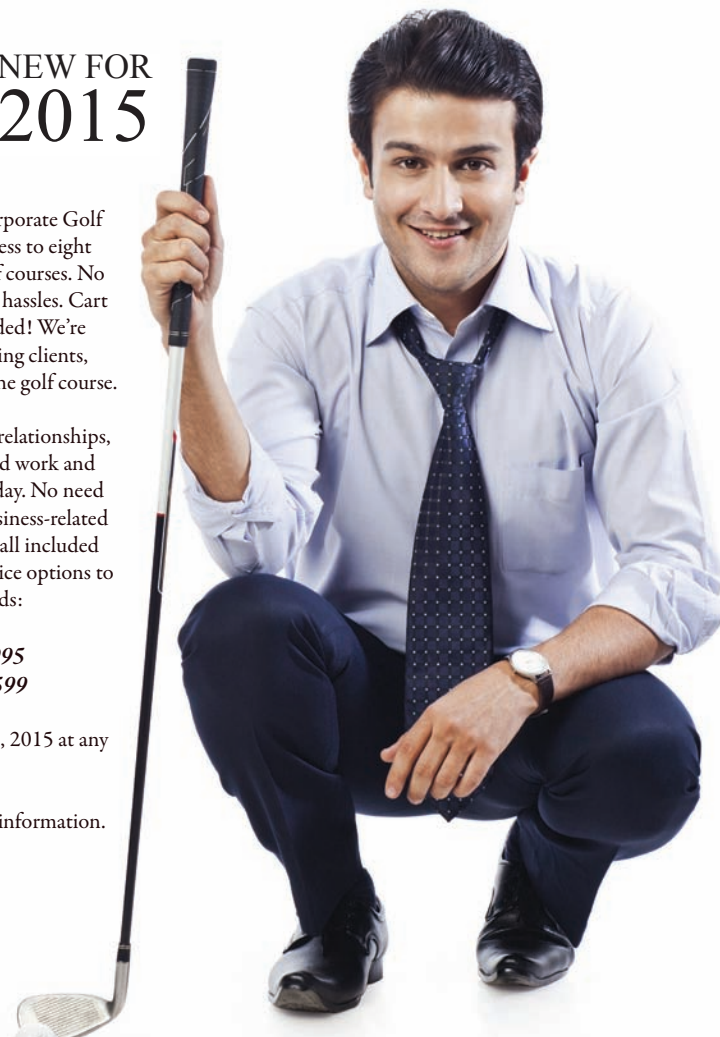
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There are best ways to make a sale, but not easiest ways

“Jeffrey, what’s the BEST way to make a sale?”

When I’m asked this question (I’m asked it all the time), what the salesperson’s really asking is, “What’s the EASIEST way to make a sale?”

EASY ANSWER: The easiest way to make a sale is lower your price to a point that you make no profit. Not a good option.

REAL ANSWER: There is no EASIEST way to make a sale.

And just like there is no easiest way to make a sale, there is no BEST way to make a sale. BUT, there are several elements that contain the word BEST that you must self-evaluate in order to discover why the sales takes place — or why not.

KEY POINT OF UNDERSTANDING: Selling is NOT manipulating. Selling is harmonizing.

Oh, you can occasionally make a manipulative sale. But

if you’re still in the 1970s trying to “find the pain,” or “sell an up-front contract,” or “make a cold call” or “close the sale,” you’re toast. Sales toast.

Here are the BEST ways to make a sale:

- The best way to make a sale is to have your reputation precede you by word of mouth from your Google ranking and from your business social media presence.
- The best way to make a sale is to be known as a valued resource before you start.
- The best way to make a sale is to be friendly before you start.
- The best way to make a sale is to meet with the CEO or actual decision maker.
- The best way to make a sale is not to be “salesy,” or cocky or condescending.
- The best way to make a sale is to find some common ground before you start the selling process.



JEFFREY GITOMER

- The best way to make a sale is to ask intelligent, emotionally engaging questions that draw out both needs and buying motives.
- The best way to make a sale is to walk into the meeting with two ideas in favor of the customer.
- The best way to make a sale is to have done pre-call preparation in terms of the customer.
- The best way to make a sale is to convey value rather than features and benefits. I know how it works and what it does. Tell me how I win.
- The best way to make a sale is to focus on how they profit and produce.
- The best way to make a sale is to focus on outcomes and ownership.
- The best way to make a sale is to relax throughout the entire sales conversation.
- The best way to make a sale is to respond in a heart-beat.
- The best way to make a sale is to make yourself avail-

able when a customer needs you.

- The best way to make a sale is to support and prove all your claims with video testimonials from existing customers who love you and are loyal to you.
 - The best way to make a sale is to ask for a date of beginning or some type of commitment to move forward, AFTER you are certain you have removed all risks and removed all barriers from your prospect’s buying process.
 - The best way to make a sale is to have multiple relationships at different levels and departments within the same company.
 - The best way to make a sale is to earn the status of trusted advisor.
 - The best way to make a sale is to create the atmosphere where the customer wants to buy.
 - The best way to make a sale is to make the passion of your belief transferrable.
- And there are questions you

must ask yourself that enable the list of the BEST ways to make a sale:

- Am I always achieving my PERSONAL best?
 - Am I always PREPARING my best for every sales call?
 - Is my ATTITUDE set on positive — and positive outcome?
 - Is my BELIEF in product, company and self always at the highest level?
 - Do I believe in my HEART that the customer is better off having purchased from me?
 - Am I always doing my BEST for every customer, every time?
- REALITY:** As a customer, I do NOT need a salesman. I need greater productivity, an idea that helps me grow, improved morale, a profit provider and a trusted advisor.
- Is that you?

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*.

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Opinion

New nuclear agreement with Iran ranks among worst historical blunders

Distinguished scientist Freeman Dyson has called the 1433 decision of the emperor of China to discontinue his country's exploration of the outside world the "worst political blunder in the history of civilization."

The United States seems at this moment about to break the record for the worst political blunder of all time, with its Obama administration deal that will make a nuclear Iran virtually inevitable.

Already the years-long negotiations, with their numerous "deadlines" that have been extended again and again, have reduced the chances that Israel can destroy the Iranian nuclear facilities, which have been multiplied and placed in scattered underground sites during the years when all this was going on.

Israel is the only country even likely to try to destroy those facilities, since Iran has explicitly and repeatedly declared its intention to wipe Israel off the face of the earth.

How did we get to this point — and what, if anything, can we do now? Tragically, these are questions that few Americans seem to be asking. We are too preoccupied with our electronic devices, the antics of

celebrities and politics as usual.

During the years when we confronted a nuclear-armed Soviet Union, we at least realized that we had to "think the unthinkable," as intellectual giant Herman Kahn put it. Today it seems almost as if we don't want to think about it at all.



THOMAS SOWELL

Our politicians have kicked the can down the road — and it is the biggest, most annihilating explosive can of all, that will be left for our children and grandchildren to try to cope with.

Back in the days of our nuclear standoff with the Soviet

Union, some of the more weak-kneed intelligentsia posed the choice as whether we wanted to be "red or dead." Fortunately, there were others, especially Pres. Ronald Reagan, who saw it differently. He persevered in a course that critics said would lead to nuclear war. But instead it led to the peaceful conclusion of the Cold War.

President Barack Obama has been following opposite policies, and they are likely to lead to opposite results. The choices left after Iran gets nuclear bombs — and intercontinental missiles that can deliver them

far beyond Israel — may be worse than being red or dead.

Bad as life was under the communists, it can be worse under nuclear-armed fanatics, who have already demonstrated their willingness to die — and their utter barbarism toward those who fall under their power.

Americans today who say that the only alternative to the Obama administration's pretense of controlling Iran's continued movement toward nuclear bombs is war ignore the fact that Israel bombed Saddam Hussein's nuclear facilities and Iraq did not declare war. To do so would have risked annihilation.

Early on, that same situation would have faced Iran. But Obama's years-long negotiations with Iran allowed the Iranian leaders time to multiply, disperse and fortify their nuclear facilities.

The Obama administration's leaking of Israel's secret agreement with Azerbaijan to allow Israeli warplanes to refuel there, during attacks on Iran's nuclear facilities, was a painfully clear sabotage of any Israeli attempt to destroy those Iranian facilities.

But the media's usual practice to "hear no evil, see no evil and speak no evil" in the Obama administration buried this news

and allowed Obama to continue to pose as Israel's friend, just as he continued to assure Americans that if they liked their doctor they could keep their doctor.

Some commentators have attributed Barack Obama's many foreign policy disasters to incompetence. But he has been politically savvy enough to repeatedly outmaneuver his opponents in America. For example, the Constitution makes it necessary for the president to get a two-thirds majority in the Senate to make any treaty valid. Yet he has maneuvered the Republican-controlled Congress into a position where they will need a two-thirds majority in both Houses to prevent his unilaterally negotiated agreement from going into effect — just by not calling it a treaty.

If he is that savvy at home, why is he so apparently incompetent abroad? Answering that question may indeed require us to "think the unthinkable," that we have elected a man for whom America's best interests are not his top priority.

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

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Like the '70s pact with China, Iran nuke deal isn't meant to solve everything

In selling the nuclear deal with Iran, the Obama administration has been careful to point out that it is just an agreement on nuclear issues. "[The deal] solves one particular problem," President Obama explained in a news conference recently. And supporters and critics alike are quick to suggest that this move is quite different from Richard Nixon's opening to China, which transformed China and its relations with the world. Iran, after all, is a rogue regime that chants "Death to America" and funds anti-American terror across the Middle East.



FAREED ZAKARIA

But let's recall what China looked like at the time Henry Kissinger went on his secret trip to Beijing in July 1971. Mao Zedong was, without question, the most radical anti-American leader in the world, supporting violent guerrilla groups across Asia and beyond. And while it didn't chant "Death to America," Beijing was the principal supporter of the North Vietnamese, sending them troops, supplies and funds to fight and kill American soldiers every day. The country was also in the midst of the Cultural Revolution, one of the most barbaric periods of China's modern history.

Initially, the opening to China changed none of this. During the talks involving Nixon, Kissinger, Mao and Chinese Premier Zhou Enlai, the Chinese refused to end their

support for the North Vietnamese regime or even to encourage Hanoi to negotiate seriously with Washington. In fact, while Nixon and Kissinger were talking to the Chinese, Beijing's shipments of arms to

North Vietnam were increasing. The historian Qiang Zhai, whose book on China's involvement in the Vietnam War draws on Chinese archives, documents that between 1971 and 1972, China's shipments of guns, artillery, radio transmitters and vehicles all rose sharply. And just as today we are told that there was a mythical better deal to be had with Iran, conservatives excoriated Nixon for selling out Taiwan, claiming that rather than handing over Taiwan's spot in the U.N. to Beijing, Washington could have done more to negotiate a dual-seat arrangement.

But over time, China did slow down its support for revolutionary movements in countries like Indonesia, Malaysia and Thailand. And its relations with Vietnam soured — for many reasons, but certainly the opening to America was one of them. These shifts finally led to a wholesale rethinking of China's foreign policy — but seven years after Kissinger's meetings, under a new Chinese leader, Deng Xiaoping, who first consolidated power and then broke with Mao's revolutionary worldview.

On Iran, let's make several caveats. China's move toward the West was fueled

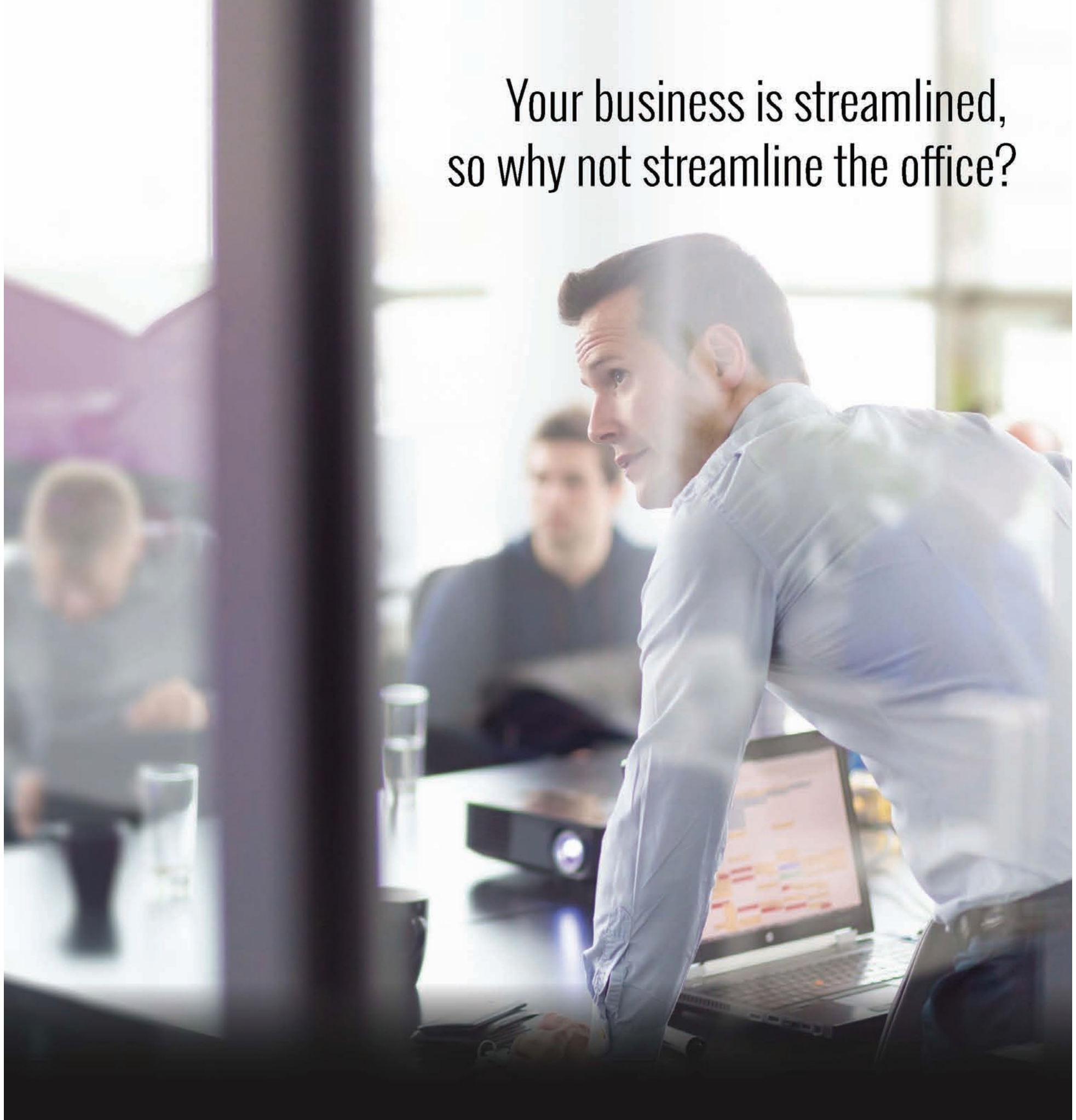
by its split with the Soviet Union and, perhaps, its total isolation. Iran faces no such dire security threat and, as an oil-producing country that, even under sanctions, gets tens of billions of dollars in revenues, it has never been truly isolated or destitute. And yet, Iran clearly resents being treated as a pariah in the world. A new generation of Iranians has demonstrated that frustra-

tion in many different ways. And a new set of leaders — who have some influence though not complete control — wants to restore Iran to a more normal status.

Will that mean that Tehran's foreign policies will moderate? History suggests

see ZAKARIA page 15





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PRISON*from page 1*

Lake City west of Salt Lake City International Airport, near a Walmart distribution center in Grantsville, at the southern end of Eagle Mountain, and in Fairfield.

Rep. Francis Gibson, R-Mapleton, made the motion for the two one-month extensions.

“There’s lots of things that we need to go through,” he said. “I think there’s been lots of work, lots of detail and information that’s been given to us, and between now and Aug. 1 we have a holiday [Pioneer Day] and other things that I think PRC members may be away for, and to adequately look at this in that time frame, I don’t think it’s justifiable to be able to do that with all the effort that has been to give us this information.”

He said the extension also gives commission members time to discuss the matter with colleagues who are not part of the commission.

“This is four years,” he said, referring to the amount of time the commission and a predecessor group have studied the issue.

“And I think extending another month potentially possibly two to look at all the information — I’m sure that others will want to look at it — it’s not out of line. ... Now that we have some of this information, I think it really guides us and lets us look at the sites individually and collectively as how all of these decisions and this information affects each site,

and then collectively we can look and see which one makes the best sense.”

The commission’s discussion and the MGT reports are available at le.utah.gov.

At stake is a huge project for whichever site gets the prison, despite some local opposition at at least three of the communities, as well as opening up the current prison property in Draper for redevelopment in the midst of a high-tech center dubbed “Silicon Slopes.”

MGT’s report indicates that at least 500 acres are needed for a new prison, which must have close proximity to workforce, volunteers, visitors, and medical and legal services, plus access to regional highways and utilities. For example, it would need about 600,000 gallons of water daily.

The prison is expected to take three years to build, with construction starting in autumn of 2016.

The Draper site has been removed from consideration for a prison rebuild. Commissioners have described it as old, antiquated, unsafe and expensive to operate. It opened in 1951 and has about 100 buildings. MGT has estimated that while a new prison would cost \$550 million, maintaining and improving the existing one would cost \$578 million over 20 years.

The Draper facility has been added onto more than seven times, leaving a “jumble of buildings inefficiency placed, limited site lines, increased operational costs,” MGT’s report says. It

adds that while there is nearly 700 acres of land at the Draper site, only 534 acres is contiguous, making it impossible to build a new prison there while keeping the existing one operating during construction.

The report also highlights the economic potential of the site. The property has an appraised value of \$51 million, but redevelopment would create more than 13,000 construction jobs. After full build-out, the site would generate \$1.8 billion annually in economic output, create more than 18,000 jobs, and generate \$94.6 million in annual state and local tax revenues.

“Benefits will likely be greater if the site is developed with a greater concentration of industry or high-tech businesses,” the report says.

Stevenson has said that he expects the legislature next year to “begin a process of how it will develop” the Draper site.

The selected site for the new prison also would create “community-wide benefit and could spur economic development” because of investment in local infrastructure needed for the new facility, MGT says.

The Draper prison has about 4,000 inmates and 800 employees. The state prison system has about 7,000 inmates. Other than the inmates in Draper, there are some at the Central Utah Correctional Facility in Gunnison, a facility that will be expanded over the next decade or so, and about one-fourth are in county jails.

VIVINT*from page 1*

The Vivint Solar management team will join SunEdison. SunEdison’s RSC business and the Vivint Solar team will be merged. The transaction expands SunEdison’s strong RSC platform and is intended to accelerate its existing business in the United States, United Kingdom and Australia.

Founded in 2011, Vivint Solar designs, installs and maintains solar energy systems nationwide. The company employs about 2,300 people nationally and owns about 9 percent of the overall market. It was launched as a subsidiary of Vivint Inc., one the nation’s largest residential security and home automation providers, with more than 850,000 customers in North America and New Zealand.

Vivint Solar was the second-largest residential solar installer in the U.S. in 2013, according to GTM Research. Like other residential solar power providers, Vivint installs solar panels at no cost to the homeowner, but the user signs an agreement to buy the power that the panels produce over a set number of years.

“SunEdison’s acquisition of Vivint Solar is a logical next step in the transformation of our platform after the successful execution of our First Wind acquisition in January 2015,” said Ahmad Chatila, SunEdison chief executive officer and TerraForm Power chairman. “We expect the Vivint Solar transaction to create significant value for our stockholders through the accretion in our TerraForm Power ownership, the acceleration of our Incentive Distribution Rights and an immediate expansion of our capacity and bandwidth to grow our residential business in the U.S. and globally. As of the fourth quarter of 2015, our organic growth and recent acquisitions will put SunEdison on track to deploy more than 1 gigawatt per quarter.”

“This transaction with SunEdison delivers to Vivint Solar’s stockholders excellent value for the business we have built over the last four years,” said Greg Butterfield, Vivint Solar’s chief executive officer. “SunEdison and TerraForm Power have built a unique model that recognizes the value of long-term, predictable, contracted cash flows from our residential solar portfolio while providing access to a broad pool of financing at an attractive cost of capital. We are excited to join the SunEdison residential and small commercial team which has

successfully developed a wide range of channels complementing those at Vivint Solar, both in the U.S. and globally.”

“TerraForm Power is excited to expand our residential solar portfolio with the acquisition of Vivint Solar assets, including 523 MW, which will accelerate our growth in this segment,” said Carlos Domenech, TerraForm Power’s chief executive officer. “Vivint Solar’s profile of cash available for distribution is attractive and aligned with TerraForm’s growth profile, and the team has proven its ability to scale rapidly and successfully. With immediate accretion to our stockholders at initial drop down and the predictable flow of drop down assets into the future, we see this acquisition as creating substantial value for our stockholders.”

Under the merger agreement, Vivint Solar stockholders will receive \$16.50 per share, consisting of \$9.89 per share in cash, \$3.31 per share in SunEdison stock, and \$3.30 per share in SunEdison convertible notes. The \$2.2 billion acquisition price is based on approximately 115 million Vivint Solar shares outstanding after inclusion of employee stock options and restricted stock units that will vest upon the completion of the acquisition, the repayment of approximately \$263 million of Vivint Solar debt and the payment of transaction costs. The merger requires the approval of Vivint Solar stockholders.

The deal accelerates SunEdison’s efforts to become a leading global residential and commercial solar provider, Deutsche Bank analyst Vishal Shah said in a market analysis published by *Computer World*.

Shah said the acquisition news is generally positive for the solar power industry. “This transaction also reiterates our view that [SunEdison/TerraForm Power] is best positioned to acquire assets due to cost of capital/structure and scale advantages over other players in the industry,” Shah stated.

SunEdison develops, finances, installs, owns and operates renewable power plants, delivering predictably priced electricity to its residential, commercial, government and utility customers. SunEdison is one of the world’s largest renewable energy asset managers and provides customers with asset management, operations and maintenance, monitoring and reporting services. Corporate headquarters are in the United States with additional offices and technology manufacturing around the world.

ZAKARIA*from page 13*

that as countries get more integrated into the world and global economy, they have fewer incentives to be spoilers and more to maintain stability. That is surely why so many hard-liners in Iran are opposed to the nuclear deal. They believe it will take Iran in the wrong direction, one that might soften the revolutionary edge of the regime.

Of course, Iran will follow its national interests and sometimes these will conflict with American policy sharply. But on America’s most pressing challenges in the Middle East right now — the threat from the Islamic State, and the stability of the Iraqi and Afghan governments — Iran and the United States actually have overlapping interests. (Yes, Iran is funding militias in Iraq and Syria,

but they are the single most effective force on the ground that is fighting the Islamic State. Should it stop?) The sectarian war in the Middle East — being fueled by Sunnis as well as Shiites — will continue. But finally Washington and others can talk to both sides of the divide to try to broker a reduction of tensions.

No significant change is going to happen in Iran in the next few months. It didn’t in China. It hasn’t in Cuba or Burma. But over the next 10 years, if there is greater contact, communication, commerce and capitalism between Iran and the rest of the world, surely this will gradually empower those Iranians who see their country’s destiny as being part of the modern world, not in opposition to it.

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

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Writers Group

HOLMAN*from page 4*

From my perspective, you can achieve significantly higher returns by taking the initiative to set up your own self-directed solo 401(k) plan and investing in income-producing real estate to augment your current employer-provided 401(k) plan. In many cases, it’s also possible to transfer some of your existing retirement funds into your new solo 401(k) even though most company-sponsored administrators will tell you that you can’t touch your 401(k) plan until you retire or your employment with the company has ended.

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Ken Holman is the president of the Overland Group, a real estate services company in Salt Lake City.



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Northgate Park

350 West 800 North, Salt Lake City



Total space available: 14,055 SF • Rental Rate: \$9-\$11/SF/YR • Min Divisible: 1,850 SF • Max Contiguous: 7,095 SF • Building Class: B



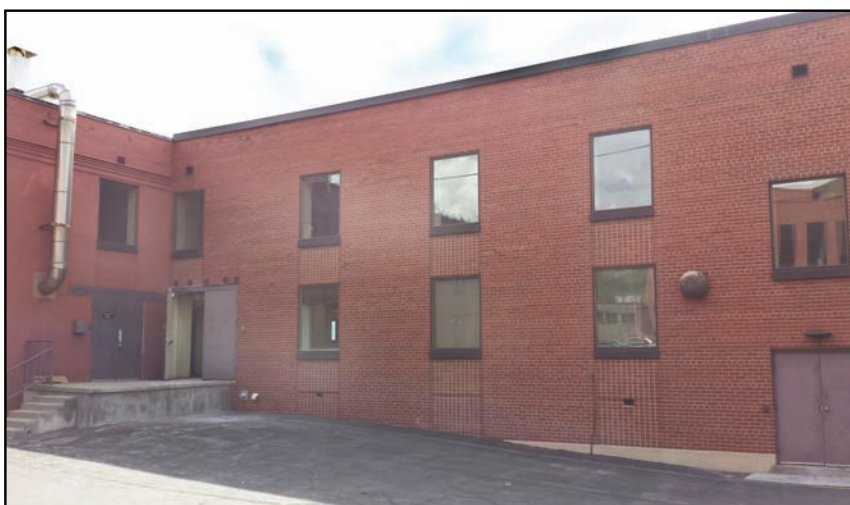
All of Floor 3

- Space Available: 7,905 SF
- Rental Rate: \$11 /SF/Year
- Space Type: Office Building
- Max. Contiguous: 7,095 SF
- Lease Type: Full Service
- Date Available: Jul 2015
- Lease Term: 12 Months
- Parking Spaces: 30
- Pct. Procurement Fee: 3.00%
- This is a continuous space made up of offices, conference room and 3 open floor office areas.



East Side of floor 2

- Space Available: 1,850 SF
- Rental Rate: \$11 /SF/Year
- Space Type: Office Building
- Date Available: Jul 2015
- Parking Spaces: 25
- Pct. Procurement Fee: 3.00%
- This is a separate space on the east side of floor 2 it has a 6 separate offices and a large common area.



West Side of Floor 2

- Space Available: 4,300 SF
- Rental Rate: \$9 /SF/Year
- Space Type: Office-R&D
- Lease Type: Full Service
- Date Available: Jul 2015
- Lease Term: 12 Months
- No. Parking Spaces: 20
- Pct. Procurement Fee: 3.00%
- This space has both lab or warehouse and office, with loft-like feel. Also has double door to a dock for loading and unloading.

This is a brick building located at 350 W. 800 N. Salt Lake City. It is a class B office and the best downtown full-service office lease space available. Lots of shared parking and possible 36 reserved spots with full lease. This is a full-service lease the landlord pays for all utilities and provides common garbage removal. This is not triple net, you pay \$11 a foot a year or \$0.91 a month. There are 2 floors available for rent which are broken up into 3 spaces. The smallest office space being 1,814, made of a common open area of 1170 SQFT (2) 220 SQFT office and (2) 112 sqft offices. The 2nd floor is continuous office space of 7,905 sq. ft. It is made up of 3 large common areas and many separate offices and conference rooms. The 2nd floor office warehouse or shop also has a lab or warehouse of 2700 SQFT at \$8 SQFT. and class C office of 1261 sq ft attached at \$10 a sq ft, and a dock with double opening doors for loading.

This is the best office space in downtown Salt Lake City. Freeway friendly location with access to I-15 off 600 North. Great on-site landlord.

CONTACT: James Rogers
801-891-6932 jamesrogers@utahsign.com

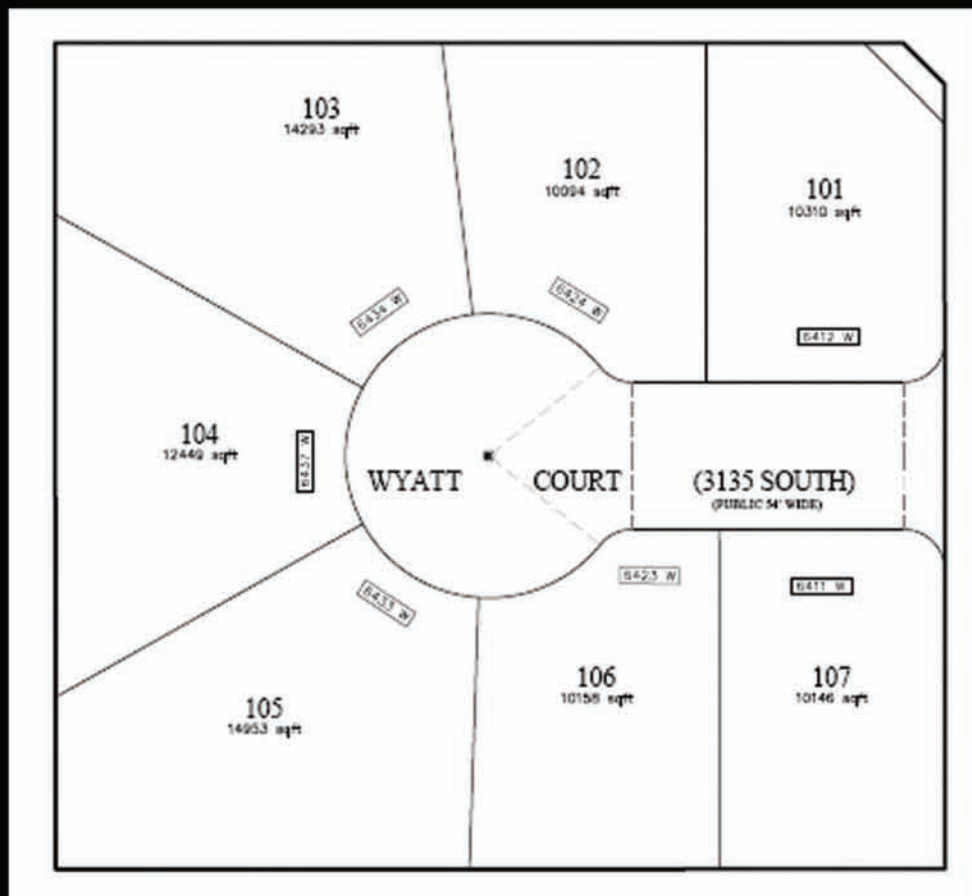


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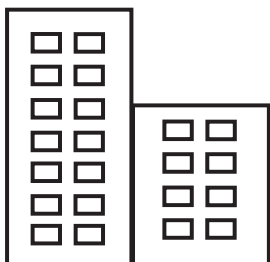
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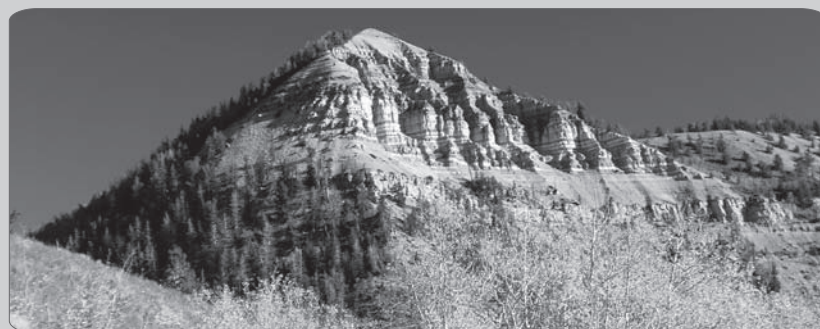
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INDIAN HEAD RANCH

OPTIMUM HUNTING & FISHING • Price, Utah

Operated as an individual Cooperative Wildlife Management Hunting Unit for deer and elk, these 10,200± deeded acres plus 5,500± acres of BLM and State Land, offer an ideal habitat for big game. Multiple springs, the 12-acre stocked reservoir & the Price River provide plentiful water sources for wildlife & livestock as well as abundant fishing opportunities for the avid angler. During the summer months, the Ranch pastures 400 to 500 cow-calf pairs on the productive pastures.

Offered at \$11,200,000.

Contact Sam Sanders - Salt Lake City



BIRCH CREEK HUNTING RESERVE

EXCEPTIONAL HUNTING GROUND • Woodruff, Utah

This hunting ground with outstanding elk and mule deer habitat consists of 8,595± deeded acres plus an additional 640 acres of private leased land. Birch Creek Hunting Reserve is part of a 26,000-acre CWMU, a program established by the Utah Wildlife Board and the Division of Wildlife Resources to benefit private land owners and hunters. The Seller currently receives \$60,000 annually for the lease from the hunting outfitter on the Property.

Offered at \$6,530,000.

Contact Sam Sanders - Salt Lake City



WISE RIVER RANCH

PREMIER FISHING LOCALE • Wise River, Montana

The thoughtfully designed & ideally sited 3,800± SF hand-hewn log home captures views of the surrounding mountains & abundant wildlife. Trout-rich Wise River flows through the 473± co-owned acres for 1.5 miles & borders the Beaverhead National Forest. This area is renowned for its fishing & big game hunting. In addition to Wise & Big Hole Rivers, there are six world-class rivers within two hours of the Ranch.

Offered at \$1,495,000.

Contact Tim Anderson - Bozeman

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*Please call us before you start your project.



Let's turn the answers on.

Pictured from left to right: Colby Lilly and Tim Gardner, maintenance department with Moab Valley Inn, Debra Dull, customer and community manager, Rocky Mountain Power and Dave Seibert, maintenance supervisor, Moab Valley Inn.