

FOCUS

CONSTRUCTION

Page F1

SPONSORED BY:



Developers scramble to accommodate tech growth

Brice Wallace
The Enterprise

“Silicon Slopes” — a loosely defined hotbed for technology companies straddling the Utah and Salt Lake county line — is keeping developers busy adjusting to those companies’ needs and desires.

Lehi and Draper are ground zero for the changes, which feature startup companies wanting small space but room to grow,

buildings constructed with a younger workforce in mind and a coveted spot between two major universities cranking out the young talent that tech companies crave.

“You can’t just build a Class A building that’s generic and everybody goes into it,” John Bankhead, vice president of development at Gardner Development Co., said during a discussion of tech and development at a recent meeting of NAIOP Utah. Technology companies simply have a different set of needs than medical or law

firms, he added.

Those needs are symbolized by StorageCraft, a maker of backup, disaster recovery, system migration and data protection products. It has moved into better digs, designed with a younger demographic in mind — “the people we want to get,” according to Scott Barnes, chief technology officer.

The changes include more open space

see NAIOP pg. 4



“Blazingly fast” Internet is on its way to Salt Lake City. The Google Fiber network has chosen the Utah capital as its seventh city to receive the service. (Publicity photo courtesy of Google)

Salt Lake chosen to receive Google's fiber-optic Internet

John Rogers
The Enterprise

The technology gods continue to smile down on Utah.

Google announced last week that it has chosen Salt Lake City as the seventh city nationwide to receive the tech giant’s super-high-speed fiber-optic Google Fiber Internet and TV services. Salt Lake is the second Utah municipality to get the service. Provo, along with Kansas City, Kansas, and Austin, Texas, were the first-in-the-nation recipients over the last two years.

Other cities currently on Google’s installation schedule include Atlanta; Charlotte and Raleigh-Durham, North Carolina; and Nashville, Tennessee. Phoenix; Portland; San Antonio, Texas; and San Jose, California, are other cities under consideration for the fiber network, according to Google.

At a press conference announcing the results of a year-long study leading to the decision to begin building out the fiber cable system in Salt Lake City, Mayor Ralph Becker expressed the excitement the news brings to both business users and residents. “This leap in speeds will open up an entirely new universe of exciting possibilities for Salt Lake City residents,” he said.

Google’s associate city manager for Salt Lake City, Devin Baer, outlined the benefits of Google Fiber. “We’ve seen firsthand how speedy Internet can reshape communities, driving economic growth, emerging start-up scenes and new ways of using technology to improve lives,” he said. He related the story of a Provo geneticist, who would otherwise have needed to wait 77 hours for the download of an entire human genetic sequence to be processed

Transportation costs cause CPI to tick up

Rising prices for car insurance, airfare and vehicles caused Utahns to pay a bit more for consumer goods between January and February.

The Zions Bank Wasatch Front Consumer Price Index, released last week, indicates that the CPI rose 0.8 percent on a non-seasonally adjusted basis. Meanwhile, the national index grew 0.4 percent during that time.

The local CPI in February was only 0.2 percent higher than it was a year earlier, while the national index held flat.

The increase in local transportation prices was not prompted by gasoline costs. Utah’s gas prices were still falling at the beginning of February, although national prices had started to rise.

The Utah average price of gasoline was \$2.46 last week. The national average was at \$2.42, having risen from a low point on Jan. 26 before climbing for 40 consecutive days.

“Gas price increases have tapered off in the past month,” said Scott Anderson, Zions Bank president and chief executive officer. “If the seasonal upward trend continues to be slower than usual this year, then Utahns might have a bit more cash to spend elsewhere, providing a nice boost to other Utah businesses.”

In addition to transportation, a sector seeing prices increase from January to February was recreation, ticking up 2.1 percent. Recreation prices account for 7 percent of the average Utahn’s spending and include items such as television subscriptions, pets, sporting goods and newspapers. The main driver of recreation price increases in Feb-

see GOOGLE pg. 15

see CPI pg. 5



Major to keynote Zions Bank Trade and Business Conference

John Major, prime minister of the United Kingdom from 1990 to 1997, will be the keynote speaker at the 14th annual Zions Bank Trade and Business Conference on

May 12 at the Grand America Hotel in Salt Lake City.

The conference is billed as a place for business leaders to learn new ways to innovate, compete

and grow jobs in an increasingly global environment. Major's address will deal with how Pan-European events impact commerce across the globe, according to a release from Zions Bank.

Having served as prime minister during a time of unprecedented transformation, Major offers a unique perspective on the changing global landscape. During his term, he instituted public sector reforms that became international models and left behind the strongest economy that any incoming British government had ever inherited. Major initiated an unprecedented effort to secure lasting peace in Northern Ireland and continued to lend his support on that issue to his successor Tony Blair.

During the conference, Major will share thoughts about current global trouble spots and what nations must do to maintain peace.

He will also discuss the European Union and how international cooperation has affected the world in the most recent economic downturn.

The half-day conference runs from 8:30 a.m. to 1:30 p.m. and check-in and registration begins at 7:30 a.m. The cost is \$35 and includes lunch. Registration is available online at www.zionsbank.com/conference.

The conference comes at a time when companies in the Intermountain West are growing overseas. In 2014, Utah exported goods in excess of \$12.3 billion, according to World Trade Center Utah. Of the 3,475 companies that exported from Utah locations in 2012, 86 percent were small-to medium-sized businesses with fewer than 500 employees. These firms generated more 16.5 percent of Utah's total exports of mer-

chandise in 2012, according the latest available data from the U.S. Department of Commerce International Trade Administration.

"Our state is filled with businesses and businesspeople who not only want to grow right here at home, but also overseas. So we've designed this conference to appeal to all leaders of small and medium-sized enterprises, not just those currently involved in trade," said Zions Bank president and CEO Scott Anderson. "As Utah's economy continues to strengthen and its companies expand overseas, these top-notch speakers will offer strategies for businesses to succeed at home and abroad."

During the event, Zions Bank will also honor the recipient of the 2015 Global Pacesetter Award — a distinction given annually to a Utah company demonstrating international success.

Unemployment steady at 3.4%

Utah's nonfarm payroll employment for February 2015 grew by an estimated 4.2 percent, adding 55,100 jobs to the economy as compared to February 2014. Utah's current employment level now sits at 1,356,300.

February's seasonally adjusted unemployment rate remained the same as January, measuring 3.4 percent. Approximately 49,400 Utahns were unemployed in the month and actively seeking work. The national unemployment rate dropped two-tenths of a percentage point to 5.5 percent for the month.

"Maintaining high job growth and low unemployment shows that Utah still has excess labor supply from which to fill new positions," said Carrie Mayne, chief econo-

mist at the Department of Workforce Services. "The labor market is expected to eventually tighten, but for now expansion comes with little upward pressure on wages."

Nine of the 10 private sector industry groups measured in the establishment survey posted net job increases in February as compared to last year, while natural resources and mining showed a contraction of 1.7 percent. The largest private sector employment increases were in trade, transportation and utilities (13,200 jobs), professional and business services (9,400 jobs), and leisure and hospitality (8,000 jobs). The fastest employment growth occurred in construction (9.4 percent), leisure and hospitality (6.4 percent) and information (5.5 percent).

Adduco buys out Trafficado

Adduco Media, a lead generation firm for Social Security disability law and VA Home Loans located in Lehi, has purchased Trafficado, an Internet marketing agency, also in Lehi. The transaction closed on March 6, and the two companies will merge under the Adduco Media brand name effective April 1.

"This partnership will allow us to combine our expertise in performance marketing with Trafficado's experience in client services to offer our customers a variety of comprehensive marketing solutions," said David Parkinson, founding partner of Adduco Media.

Adduco Media was founded in 2014 and its premier web properties include DisabilityGuide.com and VeteransAlliance.com. Disability Guide is a lead generation portal dedicated to connecting people unable to work due to disabilities with attorneys for Social Security disability case evaluations. Veterans Alliance is also a lead generation portal, connecting U.S. military personnel and veter-

ans with VA home loan lenders in an effort to help America's heroes accomplish their dreams of homeownership.

Trafficado was founded in Orem in 2011 and offers a wide range of marketing services to big and small companies, including content curation, web design, search engine optimization and social media advertising.

"We're excited to join the Adduco Media team to pool our resources and talent in an effort to create an all-encompassing marketing agency," said Andrew Pincock, founder and CEO of Trafficado. "It will allow us to offer our current clients a whole new set of services to grow their businesses while giving us the opportunity to assist Adduco Media's clients in expanding their Internet presence."

The combined company will operate in Adduco Media's Lehi office until it finds a new location to accommodate its ever-expanding team and operations. The combined operation will employ about 25 people.

Utah Innovation Awards to honor 22

Twenty-two innovations and the Utah companies that created them have been named finalists or honorable mention recipients in the 13th annual Utah Innovation Awards, presented by Stoel Rives LLP and the Utah Technology Council. Winners will be announced and finalists and honorable mention recipients will be honored at an awards luncheon on April 30 at the Hilton Salt Lake City Center.

The Utah Innovation Awards program is designed to recognize innovations and the Utah companies that created them. A committee of more than 70 experts from Utah's private industry, government and academic communities voted on winners and finalists in each of the program's eight categories: Clean Technology and Energy; Computer Hardware/Electrical Devices; Consumer Software; Enterprise Software, Cloud and Big Data; Life Science/Biotech; Life Science/Medical Device; Mechanical Systems/Chemicals/Manufacturing; and Outdoor and Consumer Products.

In addition to identifying finalists, the selection committee

also identified innovations worthy of honorable mention. Below is a list of the finalists and honorable mention recipients listed alphabetically by category:

Clean Technology and Energy:

- Highly effective controlled solid-state lighting drives by InnoSys Inc.
- Prechill system by Cooling Concepts.

Computer Hardware/Electrical Devices:

- MCMC MIMO detection by University of Utah.
- Scalable graphene nanoribbons by Solan.

Honorable mention: Xima VRTX by Xima Software.

Consumer Software (Including Social Media and Mobile Apps):

- 3Dplus Me by 3DplusMe.
- America First Card Guard by America First Credit Union.
- Studio design by Overlay Studio Inc.

Honorable Mention: Utah Hunting and Fishing Mobile App by Utah.gov.

Enterprise Software, Cloud and Big Data:

- Blynscy by Blynscy.

- SaltStack Enterprise CloudOps by SaltStack.

Honorable Mention: ActiveNet by ActiveNet.

Life Science/BioTech:

- Bioprocessing sensor by Applied Biosensors LLC.
- Cloud-based genomic interpretation software by Tute Genomics.
- XCR by Fluoresentric Inc.

Life Science/Medical Device:

- 4D Scanner for image guided interventions by nView Medical.
- StreamDX by StreamDX.
- Sutureless soft tissue repair by Conextions Medical.

Mechanical Systems/Chemical/Manufacturing:

- Beam-Watch by Ophir-Spiricon.
- Molecularly imprinted polymers, applications for gold mining by 6th Wave Innovations.

Honorable Mention: Physician prescription delivery system by VendRx Inc.

Outdoor and Consumer Products:

- Noke by FUZ Designs.

Honorees will showcase their innovations prior to the luncheon on April 30.

BETTER DEALS, MORE CASHBACK

MONEY!!!

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

Go to gotcashrewards.com

DubLi



The proposed Lassonde Studios in Salt Lake City won't open for over a year but has begun recruiting student entrepreneurs to fill its 400 beds.

Lassonde looking for '400 best student entrepreneurs'

The University of Utah has launched an ambitious plan to recruit the "400 best student entrepreneurs" to live in the new, \$45 million Lassonde Studios building starting in fall 2016. The one-of-a-kind facility will feature living "pods" and a unique blend of space for making and starting companies and living.

Students everywhere are encouraged to apply to live there and receive part of an estimated \$3 million in scholarships. Lassonde Studios will be a place where student entrepreneurs "live, create, launch." Construction began in fall 2014. Students move in starting August 2016.

"We want to attract the most talented inventors, entrepreneurs and artists to study here and live together in our incredible new facility," said David Pershing, president of the University of Utah. "Nothing like this has been done before. These students will get a learning experience not available anywhere else."

To recruit students, the university is conducting an international call for applicants and spreading the word through a broad marketing campaign. Among other efforts, the university is airing a television ad in cities including New York, Los Angeles, San Francisco, Chicago, Boston, Philadelphia, Seattle and Denver. The ad features students traveling from around the world to live at Lassonde Studios.

The 160,000-square-foot building will have a 20,000-square-foot "garage" on the main floor

equipped with 3-D printers, laser cutters, prototyping tools and company launch space. Above will be four floors of housing with three unique housing types — pods, lofts and traditional rooms. Residents will get 24/7 access to all tools and resources in the building.

"Our vision is to become the best place in the country for student entrepreneurs," said Taylor Randall, dean of the David Eccles School of Business. "We already have a thriving innovation community, and our new building will bring everything together in one place. It will be the place where students from all majors and backgrounds come together to live and create."

Lassonde Studios is managed by the Lassonde Entrepreneur Institute, an interdisciplinary and nationally ranked division of the David Eccles School of Business. The institute provides many programs to support student entrepreneurs and innovators, including more than \$700,000 in grants and prizes annually. Lassonde Studios is the new home for these students and represents a major expansion.

"We are investing in the student experience to make the University of Utah the best place for aspiring entrepreneurs to develop skills needed in today's marketplace," said Troy D'Ambrosio, executive director of the Lassonde Entrepreneur Institute. "We already have a top-ranked entrepreneurship program, and our new facility will provide an even more unique experience."

Study points to importance of rental economy in Salt Lake

The apartment industry has emerged as one of the strongest sectors coming out of the Great Recession and a new study shows just how much the Salt Lake City economy benefited from the rental boom. In 2013 — the latest numbers available — apartment construction, operations and resident spending contributed \$2.7 billion locally and supported 24,800 jobs in the metro area.

The economic data are part of new research commissioned by the National Multifamily Housing Council (NMHC) and the National Apartment Association (NAA), which looks at dollars and jobs from apartment construction, operations and resident spending nationally, by state and in 40 specific metro areas, including Salt Lake City.

The study showed that in the Salt Lake City Metro area the local economic contribution from the apartment industry totaled \$2.7 billion and supported 24,800 jobs. The economic contribution of local apartment construction totaled \$346.7 million and the economic contribution of local apartment operations totaled \$455 million, according to the study.

Apartment construction and operations supported \$228.1 million in personal earnings for local workers, the study said, and renter spending in the Salt Lake City metro area contributed \$1.9 billion to the local economy. The economic contribution of the apartment industry and its residents in Utah totaled \$4.4 billion and supported 46,300 jobs.

"The Salt Lake City apartment market remains high for multiple reasons," said Paul Smith, executive director of the Utah Apartment Association. "The area's workforce is young and highly educated; jobs are growing at a healthy, consistent pace; and unemployment is at one of the lowest rates in the country. As a result of the increased demand, apartment construction in the area is also on the rise."

"Here in Salt Lake City, we're

feeling the positive economic impact of the booming apartment industry, which is helping our city thrive," Smith continued. "The great news about the apartment industry is that the dollars and jobs don't end with construction. The ongoing operations and resident spending make each apartment community an economic engine, supporting local jobs and making a positive economic impact in our area — and in towns across the country."

"According to our study findings, apartment construction has been on the rise over the past five years. In 2009, during the economic recession, there were only 97,000 construction starts, which was the lowest level since records began in 1964. In comparison, there were 294,000 construction starts in 2013 — a significant increase," said NAA chairman Tom Beaton.

The Utah Apartment Association is Utah's advocate and resource for the owners, real estate professionals, developers, management teams, suppliers and service providers dedicated to the rental housing industry.



FINANCING UTAH'S ECONOMIC GROWTH

Commercial Real Estate Lending

One Time Close Construction To Term

Income Producing Investor Financing

SBA 504 Loans



Cari Fullerton
Business Banking
Sr. VP Team Leader
(801) 391-3600
cfullerton@bankofutah.com



BANK of UTAH

2605 Washington Blvd.
Ogden, UT 84401

(801) 409-5059

Member FDIC

Equal Housing Lender

Enterprise

UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

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

PUBLISHER & EDITOR

R. George Gregersen

PRESIDENT

David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER

Dale Dimond
dale@slenterprise.com

MANAGING EDITOR

John M. Rogers
john@slenterprise.com

CONTROLLER

Richard Taylor
richard@slenterprise.com

OFFICE MANAGER

Dionne Halverson
dionne@slenterprise.com

REAL ESTATE SECTION

Rhonda Bachman
rhonda@slenterprise.com

CIRCULATION

Subscription inquiries:
subscribe@slenterprise.com

ADVERTISING INQUIRIES

david@slenterprise.com

TO CONTACT NEWSROOM

john@slenterprise.com

ART SUBMISSIONS

art@slenterprise.com

Subscription Rates:

Online only, \$55 per year
Print only, \$65 per year
Online and Print, \$75 per year

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

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

PUBLIC NOTICE

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



AutoMatch opens in Draper

AutoMatch USA, an Illinois-based used car sales system, has opened its fourth location at 13111 S. Minuteman Drive in Draper. In addition to its first location in the Chicago area, AutoMatch has operations in Morton Grove, Illinois; and Jacksonville and Fort Myers, Florida. The company specializes in retailing foreign and domestic pre-owned cars of all makes and models and offers full-service maintenance and repair.

"We are pleased to announce the opening of our fourth AutoMatch USA location. We have experienced great success across our dealerships in Florida and Illinois and we are very excited to expand our services to the greater Salt Lake City area," said owner Marcus Lemonis. "As a company, we will continue to offer the best value for people searching for reliable and affordable transportation, as well as the financing, insurance and warranty to go with it."

Lemonis' is also the entrepreneur behind the TV reality series "The Profit", that returns to CNBC in May. In each episode of "The Profit," Lemonis makes an offer that's impossible to refuse: his cash for a piece of the business and a percentage of the profits. Once inside these companies, he'll do almost anything to save the business and make himself a profit, even if it means firing the president, promoting the secretary or doing the work himself.

Hamlet opens Park City community

Hamlet Homes has announced the opening of a model home for its new energy-efficient townhome community, Nevis at Newpark, in the Newpark Town Center in Park City.

Designed for outdoor enthusiasts and the investment-savvy homebuyer, the 1,255-square-foot solar townhomes give buyers an opportunity to live "green" in the heart of the walkable, mixed-use, LEED-certified Newpark Town Center.

Hamlet Homes broke ground on the 23 Nevis at Newpark townhomes in September with the model home opening on March 21. Ten of the townhomes have already sold.

Hamlet Homes president John Aldous said that the townhomes' modern design, energy-efficient features and exceptional location and views make them a very attractive option for home buyers. "The Nevis at Newpark townhomes are ideal as an energy-efficient primary residence, a second home or as rental property," Aldous said. "The proximity to outstanding winter and summer recreation opportunities, the convenience of a walkable neighborhood with restaurants, shopping and services, plus miles of walking, running and biking trails that begin just steps away at the Swaner Eco Center, make Nevis at Newpark a rare find."

RMP seeks minor rate decrease

Rocky Mountain Power is asking Utah regulators for an \$11.6 million decrease in customer electricity bills. The request to the Utah Public Service Commission comes after the utility determined the cost of fuel and electricity purchases was lower than an earlier forecast.

The commission approves customer prices based partially on the expected costs of fuel and electricity purchases. Rates are subsequently adjusted after it is determined whether the actual costs go up or down.

Rocky Mountain Power determined actual costs of fuel and electricity purchases last year was \$14.4 million, or 0.7 percent less than expected. The company also

found customers received credit for about \$2.8 million, or 0.15 percent more than the actual amount generated by REC sales. As a result, Rocky Mountain Power is proposing customer electricity bills be reduced by \$11.6 million or 0.56 percent. For an average customer using 698 kilowatt-hours each month, the proposal would reduce their annual electricity bill by \$4.08.

"We work hard to provide reliable electric service at reasonable prices," said Bob Lively, Utah regulatory affairs manager for Rocky Mountain Power. "These adjustments help make sure our customers do not overpay or underpay for the energy they use."

Sugar House Cinemark reopens with all-digital format

Sugar House no longer has a "dollar theater" but movie lovers may not care. Cinemark Holdings Inc. has reopened a completely remodeled, all-digital theater in the community featuring Cinemark's new "luxury lounge" recliners. The Cinemark Sugar House theater is located at 2227 S. Highland Drive.

"The newly remodeled Cinemark Sugar House is the first Cinemark movie theatre in Utah to offer guests our 'luxury lounge' recliners," said Tim Warner, Cinemark's CEO. "This high-tech multiplex will quickly become recognized as the preferred location to escape and enjoy a great entertainment experience."

Cinemark Sugar House will now become a first-run movie venue. Cinemark "luxury lounge" recliners are oversized, plush, electric-powered recliners with cup holders and foot rests. The theater features enhanced sound systems and updated screens with 4K digital projection powered by Barco projectors and RealD 3D capability.

NAIOP

from page 1

and more collaboration space, a large workout room and indoor bike lockers for employees. The number of conference rooms has grown from 10 to 40, and cubicles have shrunk from 8-by-8 or 9-by-9 feet to 6-by-8 feet. Offices are on the interior, with conference rooms on the edge "with the best views of the mountains," Barnes said. Those conference spaces have no projectors but instead large-screen TVs that don't require window shades.

"We have completely opened it up so that everybody has a view," Barnes said. "Whether they have the cubicle on the window or the office in the interior, they can look out, they can see mountains, they can see if it's raining or snowing."

Jeff Rossi, executive director of tenant representation at Cushman & Wakefield Commerce, said companies desire buildings with connections between indoors and outdoors, in some cases wanting floor-to-ceiling glass or large atriums.

"It's all about democratizing the view," he said, adding that companies also want collaboration spaces that can feature couches as gathering spots, amenities both inside and outside the building, and access to transportation options.

"A 50-year-old, yes, he wants to jump into his car, he wants to drive to your office, and he wants to park his car all day and then go back to it and drive home," Rossi said. "But a 20-year-old has a much different scenario in his head," preferring to commute by bike — perhaps placing it on FrontRunner trains — and take a biking break at lunch.

"You see this experience around a building. It's not just coming to work and packing into a small space. It's having an experience around your day that has you connecting with lots of people, that has you having lots of amenities, that has you having different kinds of food available to you, that has connectivity to the outside and has you going home at some hour that's not necessarily a 9-to-5 anymore. It's 7 o'clock in the morning to 7 o'clock at night and you're connecting all through your day," he said.

"We spend so much of our life in our work environment. Our

work environment has changed to be more of a home environment."

Barnes said some of its older workers "had a panic attack" when they saw plans for StorageCraft's new offices, but the company wanted to have a building attractive to talent coming out of universities.

"It's important to getting that younger group, because a lot of these guys are coming from brand-new buildings at school at BYU and the U of U — state of the art — and we had to match that," he said.

Bankhead said the "employee experience" must be considered before buildings are designed, with developers needing to keep a keen eye on the desires of potential tenants, from the C-level executive to the janitor. Often, they prefer "open" floors and rectangular buildings that allow them to configure the cores of the building in a way that provides flexibility.

Jonathan Gardner, founding partner of GBR Capital, said it can be difficult for developers to provide what clients want while still fitting it into an affordable financial model.

Rossi said communities throughout the FrontRunner line are hot spots for tech development, but Lehi and Draper dominated the discussion of the hottest, in part because they are halfway points between BYU and the University of Utah.

"They recognize that this is one of the greatest breeding grounds in the country, whether it's high-tech or high education levels," Gardner said. "Why would a high-tech venture fund want to come and locate here? Because they see big talent."

FrontRunner allows someone who prefers an urban lifestyle to live in downtown Salt Lake City and drive or take the train to Lehi or Draper. But others might want a less-urban setting, opting to live in Draper or Lehi and raise their families in a nice, new home and still be close to work, Rossi said.

"I think that's why people are targeting Lehi and Draper, not just because there's a large number of technology companies there, but there's a great opportunity to leverage that in the next 10 to 20 years," he said.

Software maker Xactware has moved its base from Orem to Lehi and shuttles employees to and from a FrontRunner stop, Gardner said. The company needed access

to Salt Lake Valley talent "and they were losing talent because they couldn't get them to drive to Orem," he said.

StorageCraft didn't have to move far. When considering its move, the company plotted its workers' home addresses and discovered "we were dead-center of all of our employees," Barnes said.

"We knew we couldn't move more than a few miles and we ended up just going about a mile south ... because that area is so dead-center to the draw from all areas, not to mention that we're 20 minutes from the airport, which was important for us," he said.

Rossi noted that having offices in Draper and Lehi actually is inconvenient for many C-level executives who live in Park City. But those execs realize that offices in Draper and Lehi give employees "a different lifestyle and a different amenity base."

Panelists said Utah continues to see less-established companies opting for smaller space but with room to grow because they want to be sure "they can make a go of it in Utah," according to Beth Colosimo, senior business development manager at the Economic Development Corporation of Utah.

"We are seeing a lot of companies that are wanting to look at short-term space, knowing that their long-term needs are going to be something that they don't even know how to predict," she said. "But they want to be in this market and they want to test the waters, so they're coming in asking for subleases, short-term leases, in order that they might really figure out where to be established."

Utah is seeing many California-based tech firms expanding operations into Utah, which is competing primarily with Arizona on those projects. Utah has lost out when a few financial services companies have chosen Arizona, she said.

"They're hedging their bet that if they go to a larger market, even though they like the talent and the workforce here, if they're looking to hire 400, 500, 600 people, they're just hedging on going to a larger market because they feel like the [labor] pool is bigger," Colosimo said. "I don't think it's the [low] unemployment [rate] as much as it's 'Can we scale to 400 and 500 people over the next four or five years?'"

Governor's Medals for Science and Technology winners announced

Winner of the 2015 Governor's Medals for Science and Technology have been announced by Gov. Gary Herbert, the Utah Science Technology and Research (USTAR) initiative and the Governor's Office of Economic Development.

The Governor's Medals for Science and Technology are awarded to residents and companies who have provided distinguished service or made significant contributions to Utah's

advanced scientific and technological knowledge, education and industry.

"Workforce development and STEM education are top priorities in the state for sustaining future economic growth," said Herbert. "I am pleased to highlight the efforts of these innovative leaders and am grateful to see that our future workforce has the best of the best role models to inspire them."

STEM — an acronym for

education in science, technology, engineering and math — is quickly becoming familiar to Utahns and is associated with staying on the cutting edge of economic growth.

The awards will be presented at a ceremony to be held on April 15 at 6 p.m. at the Salt Lake City Masonic Temple. Event sponsors include the Clark Planetarium, Women Tech Council and STEM Action Center. Lindsie Smith, associate director of the Clark Planetarium, will emcee the event.

Medals are awarded in fields of academia, education and industry — plus one special recognition this year. This year's recipients are:

Academia:

- Phyllis Coley, professor of biology at the University of Utah. Coley is a world leader in tropical biology and has pioneered a bioprospecting approach that enhances drug discovery as well as rainforest conservation.

- Erik Jorgensen, professor of

biology at the University of Utah. Jorgensen has conducted groundbreaking work in genetics and neuroscience.

Education:

- Christine Fogarty Celestino, Juan Diego Catholic High School. Celestino developed the Juan Diego Academy of Sciences and created a summer internship program for high school students.

- Helen Hu, professor of computer science at Westminster College. Hu developed a new computer science course that is currently offered at 50 high schools in Utah.

Industry (individual):

- Niel Holt, director of Utah State University's Space Dynamics Laboratory. Holt grew the SDL's C4ISR division from the ground up and now directs an organization (key to Utah's aerospace/defense cluster) with more than 480 employees and \$66.7 million in revenue.

- Ronald Weiss, professor of pathology at the University of Utah School of Medicine and for-

mer president of ARUP laboratories. His leadership of ARUP, one of Salt Lake City's top employers, has been one key to ARUP's meteoric rise over the past two decades.

Industry (company):

- US Synthetic is the largest producer of PDC diamond cutters in the world. The company continues to make generous contributions to STEM education in the state.

Special Recognition:

- Troy D'Ambrosio, founding director of the Lassonde Entrepreneur Institute at the University of Utah. D'Ambrosio has spearheaded one of the premier entrepreneur programs in the country and will lead in the creation of the new Lassonde Studios — a combination residence and education facility with a unique live-learn-launch mission.

The Governor's Medal award program began in 1987 and nominations are reviewed by an advisory panel before formally presenting winners to the governor.

CORPORATE FINANCIAL REPORTS

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

ClearOne

ClearOne, based in Salt Lake City, reported net income of \$2.7 million, or 28 cents per share, for the 2014 fourth quarter. That compares with \$1.7 million, or 19 cents per share, for the same quarter in 2013.

Revenue in the most recent quarter totaled \$15.4 million, up from \$14.2 million in the year-earlier quarter.

For the full year 2014, the company reported net income of \$5.6 million, or 58 cents per share. That compares with \$5.2 million, or 55 cents per share, for 2013.

Revenue in 2014 totaled \$57.9 million, up from \$49.6 million in 2013.

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

"We are very pleased to report the highest fourth-quarter

and full-year revenues in our company's history," Zee Hakimoglu, president and chief executive officer, said in announcing the results. "Sales of internally developed products, combined with revenues from acquisitions completed in 2014, contributed to our strong top-line performance and improved gross margin. We made solid progress enhancing efficiencies and believe our current expense structure supports our existing operations, as well as anticipated growth."

Pioneer Oil and Gas

Pioneer Oil and Gas, based in South Jordan, reported a net loss of \$69,023, or 1 cent per share, for the fiscal first quarter ended Dec. 31. That compares with a net loss of \$803,744, or 14 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$186,798, down from \$457,631 in the year-earlier quarter.

see EARNINGS pg. 15

CPI

from page 1

uary was satellite and cable television.

Medical care prices increased for the third month in a row, jumping as a result of increased prices for both prescription and nonprescription drugs. Prescription drug prices increased most in January after two months of small declines. Nonprescription drugs have just recently begun to trend upward.

Food-at-home prices overall saw a net increase of 0.1 percent from January to February. Several categories declined in price, including produce, citrus fruits and apples. Decreasing food prices are largely due to the effects of lower gasoline prices as well as a strong U.S. dollar that makes imports cheaper for the United States. However, to counterbalance February's decreases in price for several food categories, poultry, meat and cucumbers all reg-

istered price increases, contributing to the marginal net increase.

Housing and clothing prices also increased in February. Housing prices grew 0.5 percent as a result of higher hotel and motel prices as well as higher apartment prices. Apartment prices have increased gradually over the past three months. Clothing prices increased only incrementally by 0.2 percent.

Other goods and services — which consists of products like tobacco, hygiene, cosmetics and laundry — was the only category of prices to experience a month-to-month decline in February. The decline stemmed from a decrease in the prices for personal care products, but overall, the decline was a mere 0.1 percent.

All other indexes tracked by the Wasatch Front Consumer Price Index remained flat from January to February.

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

Medallus opens ninth clinic in Lehi

Medallus Medical has opened its ninth urgent care clinic at 2450 West Executive Parkway in Lehi. A physician-led, full medical team is now on site Monday through Friday.

The new center will offer a wide array of walk-in urgent care and primary care services for everyday illness and advanced offerings such as X-ray, minor surgery, stitches and treatment

for sprains and broken bones. Local employers can also utilize Medallus for occupational medicine needs such as pre-employment drug screenings, physicals, workers' compensation and employee injury care.

"We are excited to provide high-quality, affordable health care for illness and injury, as well as preventative care and employ-

er services," said Dr. Rachot Vacharothone, owner of Medallus Medical. "Our unique pre-pay membership program gives the uninsured or those with high deductibles access to high-quality medical care."

Medallus Medical was founded in 2000 and offers a membership program designed to provide medical care at a flat rate of \$10 per visit.



How is Your Financial Outlook?

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

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

Find a CPA by visiting uacpa.org.

UTAH ASSOCIATION of
CERTIFIED PUBLIC ACCOUNTANTS

UACPA

1240 E. 2100 SOUTH, SUITE 500
SALT LAKE CITY, UT 84106
801.466.8022 | UACPA.ORG

BOMA Utah

THE STANDARD OF EXCELLENCE

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

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

BOMA Utah Trade Show

Why Exhibit?

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

Sign Up at www.BOMAUtah.org

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

Industry Briefs

AGRICULTURE

• **Norbest**, an association of western turkey growers, has hired **Jason Dobis** as its new fresh sales manager. His primary focus will be to elevate the company's new ground turkey product line. Dobis has 30 years of sales and marketing experience, most recently as the principal owner of McGregor Marketing and vice president of sales and marketing for Rite Stuff Foods. He also spent 13 years with ConAgra Foods as director of sales for the Western Region.



Jason Dobis

BANKING

• **Zions Bancorporation**, Salt Lake City, has announced that **Vivian S. Lee** and **Suren K. Gupta** have been elected to its board of directors and that **Doyle L. Arnold** will retire in early May after serving as vice chairman and chief financial officer. Arnold will be succeeded by **Paul E. Burdiss**. Lee is senior vice president of health sciences at the University of Utah, dean of the university's School of Medicine, and chief executive officer of University of Utah Health Care. She previously was inaugural vice dean for science, as well as senior vice president and chief scientific officer, at New York University Medical Center. Gupta is executive vice president of technology and strategic ven-



Vivian Lee



Suren Gupta

tures at Allstate Insurance Co. He is responsible for the company's information systems, technology, strategy, operations and processes. He also has led operations providing countrywide service and support for customers and exclusive agencies. In addition, Gupta oversees Allstate's strategic ventures with companies that advance its innovation strategy. He previously was an executive vice president and group chief information officer for consumer lending at Wells Fargo Bank. He held a similar role for Wells Fargo's home and consumer finance group. He was a founding member of the corporate executive team at Airclic Inc. and senior vice president of information technology and operations for GMAC Residential. Gupta also has held senior operations, sales, marketing and strategic development roles at INTELSTAT and Thomson Corp. Arnold will retire subsequent to the filing of the company's first-quarter financial results. He joined the company as chief financial officer in 2001. Burdiss is currently corporate treasurer at SunTrust Banks Inc. in Atlanta. Previously, he was executive vice president and treasurer of Comerica Inc., where he previously served as director of investor relations. He also has served as a relationship manager at The Bank of Nova Scotia.

• **Daniel Barnes** has been named assistant vice president of **Brighton Bank**. He will continue to serve as account information officer. He has been with the bank since 2003. Barnes earned an MBA in 2014 and a Bachelor's of Science in Business Finance in 2012 from the University of Phoenix.

• **TAB Bank**, Ogden, has hired **Chip Scoggins** to the business development team as vice president and business development officer. Scoggins will be based in Dallas and will be responsible for sourcing new business opportunities by providing asset-based and factoring working capital facilities to commercial entities with annual revenues of \$2 million to \$150 million. Scoggins has more than 30 years of experience in the commercial finance and banking industries. He has experience in new business development, credit, operations, and management of turnaround portfolios.



Chip Scoggins

• **ajc architects**, Salt Lake City, has hired **Justin K. Heppler** as an associate architect. Heppler has 14 years of professional design experience. His projects include the Meldrum Science Center at Westminster College, the Dixie State Holland Centennial Commons, Westminster on the Draw mixed-use and student housing, and the Wilmington Gardens mixed-use project. He graduated in 2002 with a master's degree in architecture from the University of Utah.

CONSTRUCTION

Technologies, McKesson Medical Imaging Group and General Dynamics.

• **Vista Outdoor Inc.**, Clearfield, has named **Michael Pici** as vice president of investor relations. Pici will be responsible for interfacing with the investment community; communicating the company's financial messaging; and developing and managing relationships with new and current investors, analysts and other stakeholders. Pici most recently was director of investor relations for ATK since September 2013 and helped the company through the spin-off into Vista Outdoor. While at ATK, he was responsible for leading the IR function of the aerospace, defense and commercial products company. Previously, he was employed by ITT and spin-off Exelis in Virginia for 10 years, most recently as the director of financial planning and analysis. He also has worked for Pitney Bowes Inc. and Bernard C. Harris Publishing Co. Inc.

OUTDOOR PRODUCTS/ RECREATION/SPORTS

• **Uah Nonprofits Association** (UNA) has received \$100,000 from **Goldman Sachs Bank USA** to support nonprofits serving the refugee community. More than 50,000 refugees have settled in Utah over the past 26 years. The grant will be used to study the 240 program services being provided to the refugee community. UNA estimates the report will be completed by September 2015.

PHILANTHROPY

• **Sealants for Smiles** recently celebrated the placement of 100,000 sealants at a ceremony at **Meadowlark Elementary School**, Salt Lake City. The nonprofit organization focuses on improving the oral health of Utah's at-risk children. In addition to placing more than 100,000 sealants on at-risk children, the program has visited 435 schools, provided oral health education to 138,000 children, administered 65,800 health screenings by a licensed dental professional, and provided more than \$12 million worth of dental services at no cost to families or schools.

• **Overstock.com Inc.**, Salt Lake City, has donated a portable, motorized wheelchair to Roy Feragen, an 85-year-old Navy veteran whose wheelchair had been recently stolen while parked in front of a store in Taylorsville. The new wheelchair, along with expedited shipping costs, was valued at nearly \$1,800.

• **Cushman & Wakefield Commerce**, Salt Lake City, has

REAL ESTATE

hired **Tyson S. Fowler** as associate broker in the Office division of its Salt Lake City office. He has more than two years of experience, having previously worked as a consultant with KW Commercial and most recently as an associate with Newmark Grubb ACRES.

hired **Tyson S. Fowler** as associate broker in the Office division of its Salt Lake City office. He has more than two years of experience, having previously worked as a consultant with KW Commercial and most recently as an associate with Newmark Grubb ACRES.



Tyson Fowler

RECOGNITIONS

• **Zions Bank**, Salt Lake City, recently earned 24 **Greenwich Excellence Awards** — the second-highest number of awards given among all U.S. banks for 2014. Zions took top honors in the Middle Market Banking category, composed of banking clients with \$10 million to \$550 million in annual sales. The company was recognized in four categories: Middle Market Banking, Middle Market Cash Management, Small Business Banking (based on clients with \$1 million to \$10 million in annual sales) and Small Business Cash Management. Zions Bank received awards in all four categories for Overall Satisfaction and Western Region Satisfaction and earned 16 additional awards. The awards were based on nationwide polling by Connecticut-based Greenwich Associates, an independent market research firm. Greenwich surveys businesses about their bankers each year, checking for high-quality products and customer service. Fifty-nine of the more than 750 banks evaluated by the firm earned 2014 awards.

RESTAURANTS

• **Bambara**, Salt Lake City, has named **John Wormdahl** as a new assistant general manager, and promoted **Michael Grundy** and **Jason Smith** to manager. In addition to welcoming guests

see BRIEFS page 15

WIRTGEN GROUP

Kleemann Mobile Jaw & Impact Crushers and Mobile Screens

HONNEN EQUIPMENT

1380 S. Distribution Dr., SLC
801-262-7441

ENERGY/NATURAL RESOURCES

• **FX Energy Inc.**, Salt Lake City, has announced that its board of directors has declared a quarterly cash dividend payment on the company's 9.25-percent Series B cumulative convertible preferred stock. The dividend, at 57.8 cents per share, is payable April 30 to stockholders of record March 31.

rb RITCHE BROS.
Auctioneers®

Sell your equipment with the experts.
rbauction.com

HEALTHCARE

• **Curve Dental Inc.**, Orem, has hired **Raul Nemes** for a newly created position of director of product and a member of the senior management team. Nemes will oversee the company's strategic development plans and will expand the company's user experience. Nemes has more than 19 years of design experience and leadership in varied industries, including radiology, education, defense, oil and gas, and unified communications. He has held lead design roles with large technology firms, including SMART

The Home of Heavy Equipment

Dozers
Excavators
Scrapers
Water Equipment
Fuel/Lube Trucks
Articulated Trucks
Dump Trucks
Demo Equipment
Wheel Loaders
Mining Equipment

Ryan Johnson
Office: 801.978.3300
Cell: 801.699.7614
Rjohnson@wrsrents.com
www.wrsrents.com

WRS
WORLDWIDE RENTAL SERVICES

1125 Legacy View Street, Salt Lake City, UT 84104

CENTURY
EQUIPMENT COMPANY

Everything for the Contractors

We rent the best

4343 Century Drive
Salt Lake City, UT 84123

801-262-5761
www.centuryeq.com

CASE
CONSTRUCTION



**MOAB VALLEY INN,
MOAB, UTAH:**

- Saves **\$9,700** and **160,000 kwh/year**
- Received **\$11,540** in incentives
- Payback before incentives: **2.4 years**;
payback after incentives: **1.2 years**

There's always room for energy efficiency.

Moab Valley Inn isn't just serving guests, they're saving money. With the help of our wattsmart® Business program, the Inn upgraded to energy-efficient LED lighting. They used our cash incentives to start saving and the changes have been boosting their bottom line ever since. Your business can benefit too by upgrading lighting*, HVAC, compressed air systems and more. To learn more, call 1-800-222-4335, contact a participating vendor or visit wattsmart.com.

*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.

Calendar

March 30

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

Mar. 31, 11:30 a.m.-1:30 p.m.

"Technology for Small Business," a Salt Lake Chamber Small Business Forum event. Presenter is Ryan Evans, vice president of business and community relations at the chamber. Event also features a panel of three small-business owners with examples of technologies they have used in their businesses. Location is the Salt Lake Chamber, Wells Fargo Board Room, 175 E. 400 S., Suite 600, Salt Lake City. Details are at slchamber.com.

April 1, 8:30-10 a.m.

"Morning Jump Start: Intro to Entrepreneurship," a Salt Lake Chamber event. Presenter is Deb Bilbao, business consultant at the chamber's Women's Business Center (WBC). Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

April 2, 10 a.m.-noon

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

April 2, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Presentation will be a legislative update. Location is Brio Tuscan Grille, Fashion Place, 6173 S. State St., Murray. Cost is \$14 for members, \$19 for nonmembers. Details are at murraychamber.org.

April 2, 11:30 a.m.-1 p.m.

"Centers of Influence" Networking Luncheon, a West Jordan Chamber of Commerce event. Location is Red Lantern Café, 1330 W. 9000 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at westjordanchamber.com.

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

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

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

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

April 7, 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.

April 7-9

Domopalooza, the first-ever Domo user event and business management conference. Keynote speakers are Sheryl Sandberg, chief operations officer at Facebook; Billy Beane, general manager of the Oakland Athletics; Rita Sallam, research vice president at Gartner; and Jer Throp, co-founder of the Office for Creative Research. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$1,896, although Utah locals can get 50 percent off. Details are at <http://www.domo.com/domopalooza>.

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

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

April 8, 8:30-10 a.m.

"Expand Your Visa Options for Professional Employees with Creative (But Legal) Solutions," a Utah Technology Council (UTC) Kirton McConkie clinic. Presenter Jacob Muklewicz, chairman of the firm's Employment and Immigration section, will discuss visa options beyond an H-1B. Location is Kirton McConkie, 50 E. South Temple, Salt Lake City. Free for UTC members, \$40 for nonmembers. Details are at utahtech.org or (801) 568-3500.

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

Connect 4 Luncheon, a Sandy Area Chamber of Commerce networking event. Location is Christopher's Steak House & Grill, Hidden Valley Shopping Center, 1122 Draper Parkway, Draper. Cost is \$15 for members, \$20 for guests. Details are at sandydchamber.com.

April 8, 3-5 p.m.

"Set Up Your Business Website Using Easy Templates," a Salt Lake Chamber event. Presentation will focus on creating a website and publishing it using easy templates; e-commerce options and selling online; mobile optimization as part of the template; connection with your social media sites; and available resources, tutorials and other support. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Meeting Rooms B-C, Salt Lake City. Details are at slchamber.com.

April 8, 5-7 p.m.

Business After Hours Mixer, an Ogden Weber Chamber of Commerce event. Location is Courtyard by Marriott, 247 24th St., Ogden. Cost is \$10, except for annual pass holders. Details are at ogdenweberchamber.com.

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

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

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

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

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

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

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

Sixth Annual Waxy Crude Workshop, presented by the Utah

Science Technology Research (USTAR) Initiative's Eastern Utah Outreach Team; the Utah Division of Oil, Gas and Mining (DOGM); and Integrated Energy Cos. Workshop will explore solutions to the challenges associated with transporting Utah's waxy oils. Held in conjunction with DOGM quarterly meetings in Vernal. Location is the Uintah Basin Applied Technology College, 1100 E. Lagoon St., Roosevelt. Free. Details are available by contacting Alan Walker at alanjwalker@utah.gov.

April 9, 11:30 a.m.

BYU Management Society Monthly Luncheon. Presenter is Timothy Ballard, author, TV host, and founder and chief executive officer of Operation Underground Railroad. Networking begins at 11:30 a.m., followed by noon luncheon. Location is Joseph Smith Memorial Building, Empire Room, 15 E. South Temple, Salt Lake City. Details are at https://saltlake.byums.org/event?event_id=998.

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

Monthly Luncheon, a Building Owners and Managers Association (BOMA) Utah event that will feature information about Salt Lake City's Project Skyline, the state of Utah's energy plan and BOMA Utah's "Kilowatt Crackdown" competition. Location is Marriott Salt Lake City, 220 S. State St., Salt Lake City. Registration deadline is April 5. Registration can be completed at www.bomautah.org.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Location is Rice Basil, 2337 E. Murray Holladay Blvd., Salt Lake City. Cost is \$14 for members, \$19 for nonmembers. Details are at murraychamber.org.

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

WIB Networking Luncheon, a Davis Chamber of Commerce event. Speaker and location to be determined. Cost is \$15 for WIB (Women in Business) members, \$20 for nonmembers. Details are at davischamberofcommerce.com.

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

Center for Innovative Cultures Tools & Practices Workshop, designed for leaders wanting to better understand the tools and practices of high-performing organizations. Participants choose four modules from 12 course options. Presenters include Rod Collins, an innovation and design expert; Niel Nickolaisen, CIO at O.C. Tanner; and Doug Kirkpatrick, a leader of the Institute for Self-Management for Morning

Star. Location is Westminster College's Gore School of Business Auditorium, 1840 S. 1300 E., Salt Lake City. Cost is \$895. Details are at <http://www.innovativecultures.org/tools-practices-workshop>.

April 10, 8:45-11 a.m.

Networking Without Limits, a Salt Lake Chamber event. Presenter Jim Woodard of CCI Mechanical Services will discuss "Building Better Business Relationships." Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Details are at slchamber.com.

April 15, 3:30-5 p.m.

"Afternoon Jump Start: Intro to Entrepreneurship," a Salt Lake Chamber event. Presenter is Deb Bilbao, business consultant at the chamber's Women's Business Center (WBC). Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

April 15, 4-6 p.m.

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

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

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

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Location is Rice Basil, 2337 E. Murray Holladay Blvd., Salt Lake City. Cost is \$14 for members, \$19 for nonmembers. Details are at murraychamber.org.

April 16, noon-1:45 p.m.

UTC Annual Members' Meeting, a Utah Technology Council event. Event will feature a discussion of the triumphs of the past 12 months, the election of board officers and trustees for the

CALENDAR

from page 9

coming year, and the presentation of awards. Keynote speaker is Howard Lindzon, cofounder and chairman of StockTwits. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$55 for UTC members, \$90 for nonmembers. Details are at utahtech.org or (801) 568-3500.

April 17, 8 a.m.

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

April 21-24

State of Utah Trade Mission to Japan, an activity coordinated by the Governor's Office of Economic Development (GOED), in partnership with the World Trade Center Utah and with the support of the U.S. Commercial Service. Event is an opportunity for businesses interested in growing their market share in Japan. State Trade and Export Promotion (STEP) grants are available for qualifying Utah small businesses to offset approved travel expenses. Details are available by contacting Nathan Lambson at (801) 538-8737.

April 21, 7:30-9 a.m.

"Breakfast of Champions," a Sandy Area Chamber of Commerce event. Theme is "The Bridge Builder." Location is 9350 S. 150 E., Ninth Floor, Sandy. Details are at sandychamber.com.

April 21, 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.

April 21, 7-9 p.m.

Fourth Annual Governor's State of Sport Awards Dinner, hosted by the Utah Sports Commission. Event features special guest Jay Leno, Lifetime

Achievement recipient Stein Eriksen and Partner of the Year Deer Valley Resort. Location is EnergySolutions Arena, 301 W. South Temple, Salt Lake City. Details are at www.utahsportscommission.com.

April 22, 1-5:30 p.m.

Eighth Annual Davis Chamber of Commerce Business to Business Expo. Keynote speaker is Lt. Gov. Spencer Cox, speaking from 1-2 p.m., followed by the expo beginning at 2 p.m. Location is Davis Conference Center, 1651 N. 700 W., Layton. Free to the public. Details are at davischamberofcommerce.com.

April 23, 11 a.m.-1 p.m.

Multichamber Business Matters Luncheon, presented by the Southwest Valley, South Jordan and West Jordan chambers; the Salt Lake County Business Alliance; and the Jordan Area Women in Business. Speaker is Brian Ford, president and founder of 8 Pillars Financial Education Co. Event begins with networking from 11-11:45 a.m., followed by lunch from 11:45 a.m.-1 p.m. Location is The Gathering Place at Gardner Village, 7800 S. 1100 W., West Jordan. Cost is \$20 with RSVP, \$30 without RSVP. RSVPs can be completed at www.southjordanchamber.org/event-1882926.

April 23, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray

Area Chamber of Commerce event. Location is Rice Basil, 2337 E. Murray Holladay Blvd., Salt Lake City. Cost is \$14 for members, \$19 for nonmembers. Details are at murraychamber.org.

April 23, noon-1 p.m.

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

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

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

Apr. 28, 11:15 a.m.-1:15 p.m.

Women in Business Luncheon, an Ogden Weber Chamber of Commerce event. Location is Hub 801 Event Center.

RSVPs can be completed at ogdenweberchamber.com.

April 28, 1-2:30 p.m.

SBIR-STTR Lecture, featuring Matt Portnoy, program manager for Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs at the National Institutes of Health (NIH). Portnoy will discuss how companies can beset use and maximize the resources of the NIH SBIR-STTR programs. Location is the University of Utah, Sorenson Molecular Biotechnology Building, USTAR Innovation Center, 36 S. Wasatch Drive, Salt Lake City. Free, but limited to two people per company. Registration is available at <http://www.innovationutah.com/sbir/registration-form/>.

April 30, 11 a.m.-1 p.m.

Utah Innovation Awards 2015. Winners, finalists and honorable mention recipients will be honored in the 13th annual awards program, presented by Stoel Rives LLP and the Utah Technology Council (UTC). Innovation Showcase is 11 a.m.-noon, with the awards presentation noon-1:15 p.m. Location is Hilton Hotel, 255 S. West Temple, Salt Lake City. Cost is \$65 for UTC members, \$80 for nonmembers. Details are at utahtech.org.

see CALENDAR pg. 15



CUSHMAN & WAKEFIELD | COMMERCE
would like to congratulate

KIP PAUL
EXECUTIVE DIRECTOR

for being recognized and honored at the
2015 UTAH CCIM EXCELLENCE AWARDS

- INVESTMENT BROKER OF THE YEAR
- TOP COMMERCIAL REAL ESTATE SALE
222 SOUTH MAIN, SALT LAKE CITY, UT
- TOP COMMERCIAL REAL ESTATE
AGENT OF THE YEAR





THE GOVERNOR'S UTAH
ECONOMIC
SUMMIT 2015



**ASCENT
TO THE
SUMMIT**
INNOVATE. LEARN. GROW.

FRIDAY, APRIL 17, 2015
THE GRAND AMERICA HOTEL, SALT LAKE CITY

SPACE IS LIMITED.
Register today.

ANNOUNCING KEYNOTE SPEAKER, CHRIS WARNER:



CHRIS WARNER
*Founder & CEO
Earth Treks, Inc*

LEADERSHIP PRINCIPLES.

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

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

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

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

REGISTER TODAY AT
UTAHECONOMICSUMMIT.COM

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

JOIN GOVERNOR GARY HERBERT

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

ORGANIZED AND PRODUCED BY:



PRESENTED BY:



EVENT PARTNERS:



Learn how your company can be a Participating Partner. Contact Kadee 801.204.6826 kadee@utahmediagroup.com

LEARN MORE AT

UtahEconomicSummit.com

What are you learning new every day - something or nothing?

When I was 20, I knew everything.

By the time I reached 21, I realized how stupid I actually was.

Somewhere between the ages of 20 and 21 (personal enlightenment), I rededicated myself to education, personal development and professional development. And I've stayed on that track for more than 45 years. My goal then — and my goal now — is learning something new every day.

And the only way that I can achieve that goal is to expose myself to new information on a daily basis. The great Jim Rohn said, "All the information you need to succeed already exists; the only problem is you're not exposing yourself to it."

In today's world of information overload I have to be selective about what I subscribe to and what I read. I feel certain that you are the same.



A short list of my subscriptions includes: *Selling Power* magazine, *SUCCESS* magazine, *The New Yorker*, *Vanity Fair*, various blogs about selling and business and about 20 other information sources. At the moment all of my information sources have one thing in common: they are all online.

They didn't start there, they all evolved there.

I read information from old masters and original thinkers like Napoleon

Hill, and I read modern pieces of advice and information from people I respect, like Jack Canfield, Darren Hardy and Seth Godin's blog every day. I read various tech and social selling blogs. I am closely following Owen Hemsath, the new YouTube guru. One guy I have been following for the past 20 years is my friend and fellow positive attitude advocate, Julio Melara. I read his "Mental Snacks" post yesterday and had to pass it on.

Here are three of Julio's tips to inspire you in your life's journey and help you continue to grow in your character and in your results:

"Be a person of your word."

— The best way to do this is to keep your promises and do what you say you will do. No matter how small the promise is, no matter who the promise is made to, you must keep your word. While some events may prevent us from honoring commitments we made, don't let a commitment slip by without getting back to people to let them know why you can't fulfill your promise. Resolve to handle your word as precious currency and watch how your value rises in everyone's eyes.

"Don't take shortcuts in quality or sweating the details."

— Henry Ford once said, "Quality means doing it right when no one is looking." Do you preach to your team that quality is an important value, yet when there is a crisis, you find yourself telling people to take shortcuts at the expense of quality in order to get the order

out the door? If you ever do that it will erode your authenticity in the eyes of others. Eventually, when you speak about quality, they will discount it as lip service. Sweating the details, valuing quality, pays BIG DIVIDENDS in business and in life.

"Work constantly on improving yourself." — 'Work harder on yourself than you do your job' is advice legendary author Jim Rohn used to teach. He was right. We must never stop learning and growing. Part of that work is listening to yourself. When your heart speaks take heed and take good notes. You see, being a person of character has little or nothing to do with the position you hold or the title you carry. It's all about the way you do your job (the attitude, energy, competency, creativity and perspective you bring to life everyday)."

I love how Julio incorporates thoughts and quotes from the masters and adds his own thoughts and ideas.

Your insight, ideas and thinking process come from exposing yourself to other insightful thinkers. From Albert Einstein to Oscar Wilde. From Abraham Lincoln to Martin Luther King. From John F. Kennedy to Benjamin Franklin. From this month's issue of *SUCCESS* magazine to its founder, Orison Swett Marden. Begin to expose yourself to new information — even if it's 100 years old.

How do you do this to a point where you begin to become more learned and more successful than you are? Julio Melara has a saying that sums it up as well as I have ever seen or read: "It only takes everything you've got."

A golden statement if there ever was one.

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

© 2015 All Rights Reserved.



At the Center of Utah Industry Since 1915



The Utah Mining Association (UMA) exists to advocate for and advance the mineral resources and related industries in the state. We represent and inform our members in the legislative and regulatory arenas at the local, state and federal levels. And we educate elected officials, regulators and the public on the importance of, and the policies necessary for, a strong Utah mining industry.

UMA provides its members with full-time professional industry representation before the State Legislature; various government regulatory agencies on the federal, state and local levels; other associations, and business and industry groups.

Join us today! We are proud to represent every facet of the mining industry, including:

- Companies that explore for, mine, process, smelt and refine Utah's metals and minerals;
- The many companies that provide equipment, supplies, engineering, legal and technical services, banking, power generation and other forms of support to Utah's mining industry; and
- Individuals interested in supporting and promoting the Utah mining industry.



Everything Begins with Mining!

Utah's mining industry provides the materials needed for daily life in our modern world. We provide high paying jobs that support Utah families. We assist in satisfying our energy needs at home and beyond. And we mine in a way that keeps our employees safe and our operations environmentally sustainable. As the beginning of the supply chain for everything we use and everything we do, everything really does start with mining!



Utah Mining Association | 136 S. Main St., Suite 709 | Salt Lake City, Utah 84101
801-364-1874 | Email: mining@utahmining.org | www.utahmining.org



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

NEW FOR
2015

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

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

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

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

Visit slc-golf.com for more information.



slc-golf.com



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

Opinion

Here's a simple question: What has Hillary Clinton accomplished?

It is amazing how a simple question can cause a complex lie to collapse like a house of cards. The simple question was asked by Bill O'Reilly of the Fox News Channel and it was addressed to two Democrats. He asked what has Hillary Clinton ever accomplished.

The two Democrats immediately sidestepped the question and started reciting their talking points in favor of Hillary. But O'Reilly kept coming back to the fact that nothing they were talking about was an accomplishment.

For someone who has spent her entire adult life in politics, including being a senator and then a secretary of state, Hillary Clinton has nothing to show for all those years — no significant legislation of hers that she got passed in the Senate and only an unbroken series of international setbacks for the United States during her time as secretary of state.

Before Barack Obama entered the White House and appointed Mrs. Clinton secretary of state, Al Qaeda operatives in Iraq had notified their higher-ups, stationed in Pakistan, that their cause was lost in Iraq and that there was no point sending more men there.

Hosni Mubarak was in charge in Egypt. He posed no threat to American or Western interests in the Middle East or to Christians within Egypt or to Israel. But the Obama administration threw its weight behind the Muslim Brotherhood, which took over and began terrorizing Christians in Egypt and promoting hostility to Israel.

In Libya next door, the Qaddafi regime had already given up its weapons of mass destruction, after they saw what happened to Saddam Hussein in Iraq. But Pres. Obama's foreign policy, carried out by Secretary of State Clinton, got Qaddafi removed, after which Libya became a terrorist haven where an American ambassador was killed, for the first time in decades.

The rationale for getting rid of Middle East leaders who posed no threat to American interests was that they were undemocratic and their people were restless. But there are no democracies in the Middle East, except for Israel. Moreover, the people were restless in Iran and Syria and the Obama-Clinton foreign policy did nothing to support those who were trying to overthrow these regimes.

It would be only fair to balance this

picture with foreign policy triumphs of the Obama-Clinton team. But there are none. Not in the Middle East, not in Europe where the Russians have invaded the Crimea and not in Asia where both China and North Korea are building up threatening military forces while the Obama administration has been cutting back on American military forces.

Hillary Clinton became an iconic figure by feeding the media and the left the kind of rhetoric they love. Barack Obama did the same and became president. Neither had any concrete accomplishments besides rhetoric beforehand, and both have had the opposite of accomplishments after taking office.

They have something else in common. They attract the votes of those people who vote for demographic symbolism — “the first black president” to be followed by “the first woman president” — and neither to be criticized, lest you be denounced for racism or sexism.

It is staggering that there are sane adults who can vote for someone to be president of the United States as if they are in school, just voting for “most popular boy” or “most popular girl” — or, worse yet, voting for someone who will give them free stuff.

Whoever holds that office makes decisions involving the life and death of Americans and — especially if Iran gets a nuclear arsenal — the life and death of this nation. It took just two nuclear bombs — neither of them as powerful as those available today — to get a very tough nation like Japan to surrender.

Anyone familiar with World War II battles in the Pacific knows that it was not unusual for 90 percent of the Japanese troops defending Iwo Jima or other islands to fight to the death, even after it was clear that American troops had them beaten.

When people like that surrender after two nuclear bombs, do not imagine that today's soft Americans — led by the likes of Barack Obama or Hillary Clinton — will fight on after New York and Chicago have been reduced to radioactive ashes.

Meanwhile, ISIS and other terrorists are giving us a free demonstration of what surrender would mean. But perhaps we can kick the can down the road, and leave that as a legacy to our children and grandchildren, along with the national debt.

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

COPYRIGHT 2015 CREATORS.COM



THOMAS SOWELL

Status of Palestinians could be what undoes the miracle of Israel

In an appearance on CBS's “Face the Nation” soon before he was re-elected as Israel's prime minister, Benjamin Netanyahu was asked if he was offended that the White House tweeted one of my columns, pointing out that for 25 years, Bibi had been wrong in his predictions about Iran's nuclear program. “If I had to choose,” Netanyahu responded, “I would retweet ... the Supreme Leader Ayatollah Khamenei's recent tweet in which he cites nine ways and reasons that Israel should be destroyed.” Netanyahu is right to draw attention to that threat, but for somewhat different reasons than he implies.

Let me be clear. Iran's supreme leader is a radical, anti-Western ideologue whose Twitter feed is filled with hate and hostility — and he means Israel only harm. But he is also a canny politician who has survived and thrived in Iran's complex political system. What is the message he is sending?

Khamenei does talk often about the destruction of Israel. But he rejects doing so by means of a war. “We recommend neither a classical war by the army of Muslim countries nor to throw migrated Jews at the sea.” (It's good to know that he is against drowning Jews en masse!) Akbar Ganji, Iran's best-known dissident, who was jailed for criticizing Khamenei, argues that the supreme leader has been consistent in this position for years — no war, certainly not by Iran.

What does Khamenei advocate? A “public and organized referendum” in which

Muslims, Christians and Jews living in the area under Israeli jurisdiction would decide on the fate of their government and regime.

Khamenei reveals his intentions by saying that recent Jewish immigrants shouldn't have a right to vote. But then why do Arabs, who may have traveled to those lands only a few decades earlier, have the right? Khamenei's language is that “all the original people of Palestine” should vote. If by original, we mean since the very beginning, that's mostly

Jews.

But put aside the word games. Khamenei has recognized that the greatest vulnerability for Israel is that it has legal jurisdiction over 4.5 million Arab people who have neither a state nor a vote. That condition is virtually unique in the modern world and cannot last in a democratic society.

Israeli right-wing politicians and their supporters often dismiss the plight of the Palestinians, pointing out that other ethnic groups — like the Kurds — don't have nations. But the Kurds are citizens of the countries in which they live — Turkey, Iraq, Iran. The Chechens may want to be independent but for now they are full-fledged Russian citizens. Palestinians are virtually unique in the world today in that they have neither a state of their own nor citizenship in the country where they live.

There is a historical parallel. The British would tell its colonial populations — say, the people of India — that they could not have independence, and yet that

they could not be citizens of Great Britain. And perhaps because many formerly colonial countries remember this history, the Palestinian dilemma is one that resonates.

This is, potentially, the long-run danger that could undo the miracle that is Israel — and it is a miracle. The country is militarily far more powerful than it has ever been compared with its neighbors. Its defense budget is larger than Egypt's, Jordan's, Syria's and Lebanon's combined, according to the Stockholm International Peace Research Institute. The Wall and

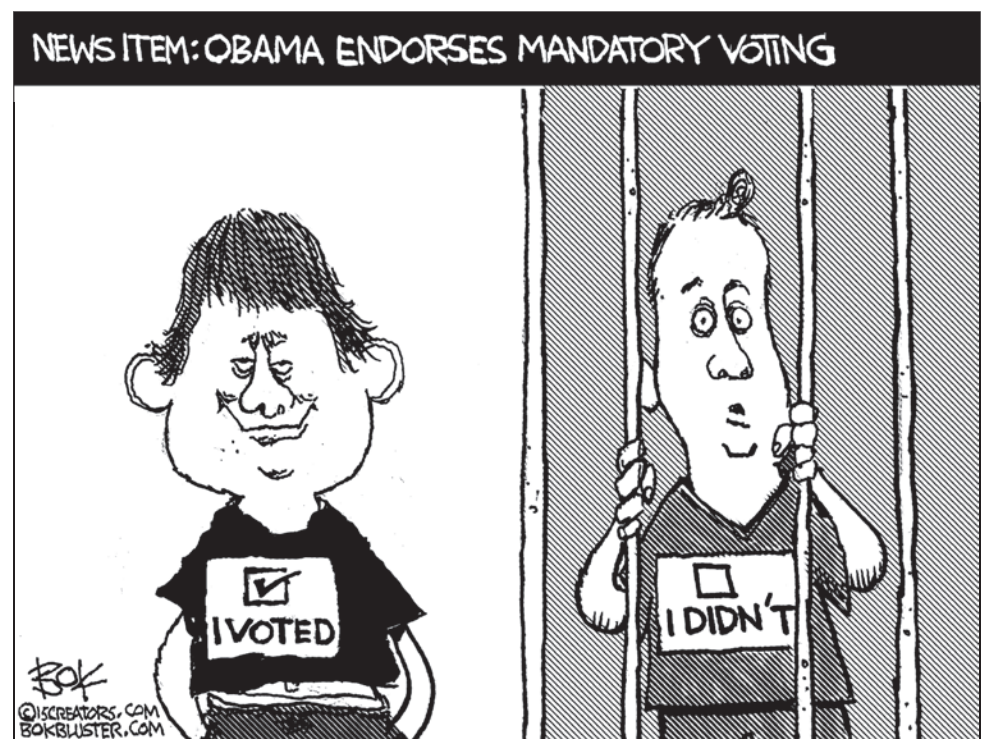
the Iron Dome have significantly lessened the threat from Hamas and Hezbollah. Economically, Israel is booming, having become the richest country in a sea of oil states. It is a vibrant democracy and a dynamic society.

As for the Iranian nuclear program, which does not yet have even a single bomb, let's not forget that Israel has a large nuclear arsenal, reportedly above 200 weapons, many of them now placed

see ZAKARIA next page



FAREED ZAKARIA



CALENDAR*from page 10***May 1, 8-10 a.m.**

“Crisis PR: What Every Company Needs to Know,” a Utah Technology Council (UTC) PR event. Presenters Liz Tanner of Vivint, Cheryl Snapp Conner of Snapp Conner PR and others will discuss strategies for preventing crisis, preparations that will minimize reputational damage, and things to do when a crisis hits to minimize the negative impact (or in some cases, to even turn the situation into a win). Location is Vivint Inc., 3401 N. Ashton Blvd., Lehi. Free for UTC members, \$40 for non-members. Details are at utahtech.org or (801) 568-3500.

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

Great Salt Lake Business Conference. Event features seminars and exhibits. Location is

South Towne Expo Center, 9575 S. State St., Sandy. Details are at slbizconference.com.

May 20-21

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

EARNINGS*from page 5***Black Diamond**

Black Diamond Inc., based in Salt Lake City, reported a net loss of \$86,000, or 3 cents per share, for the 2014 fourth quarter. That compares with net income of \$736,000, or 2 cents per share, for the same quarter a year earlier.

The net loss from continuing operations was \$927,000, or 3 cents per share, compared with net income from continuing operations of \$546,000, or 2 cents per share, in the year-earlier quarter.

Sales in the most recent quarter totaled \$59.4 million, up from \$54.1 million in the year-earlier quarter.

For the full year 2014, the company reported net income of \$14 million, or 43 cents per share. That compares with a loss of \$5.9 million, or 18 cents per share, for 2013.

The net loss from continuing operations in 2014 was \$9.2 million, or 28 cents per share, in 2014, compared with a loss of \$11.1 million, or 35 cents per share, in 2013.

Sales in 2014 totaled \$193.1 million, up from \$168.1 million in 2013.

Black Diamond designs, manufactures and markets active outdoor performance equipment and apparel under the Black Diamond, POC and PIEPS brands.

“Since initiating our strategic pivot in late 2013, we have executed against nearly all of its objectives, including the sale of Gregory, the focus on our core and fastest-growing brands, and the development of a series of initiatives to improve margins and profitability,” Peter Metcalf, chief

executive officer, said in announcing the results. “Our strong fourth quarter results reflect this execution, with 13 percent constant currency sales growth, a 160 basis point improvement in gross margin and a 37 percent increase in adjusted EBITDA (earnings before interest, taxes, depreciation and amortization).

“Black Diamond Apparel and POC continued to drive our growth as we benefited from a more complete fall 2014 apparel collection, including the fall launch of our women’s line, and a significant increase in sales from POC, driven by strong preseason bookings and re-orders of winter seasonal product.”

FX Energy

FX Energy Inc., based in Salt Lake City, reported a net loss of \$37.3 million, or 69 cents per share, for the 2014 fourth quarter. That compares with net income of \$3.8 million, or 7 cents per share, for the same quarter a year earlier.

For the full year 2014, the company reported a net loss of \$59.2 million, or \$1.12 per share. That compares with a loss of \$11.8 million, or 22 cents per share, for 2013.

Without noncash, intracompany foreign exchange losses of \$26.2 million for 2014, and non-cash foreign exchange gains of \$5 million for 2013, the company would have recorded a net loss of \$33 million in 2014 and \$16.8 million for 2013.

Revenues in 2014 totaled \$38 million, up from \$34.5 million in 2013.

FX Energy is an independent oil and gas exploration and production company with production in the U.S. and Poland.

GOOGLE*from page 1*

in his office. According to Baer, the process was accomplished in only 30 minutes over the Google network.

Residents and businesses won’t suddenly be able to tap into Google Fiber tomorrow. Instead, Google has kicked off the long process of building out its high-speed network so those cities chosen can experience it down the road.

At 1 gigabit per second — or 1,000 megabits per second — Google Fiber is blazingly faster than the average Internet connection, according to broadband tester Ookla. The average broadband speed in the U.S. is 34 Mb per second.

Google Fiber is the company’s attempt to dominate Internet access in the United States, which Ookla ranks 27th across the world in terms of Internet speeds. Google’s goal is to create faster Internet performance for consumers and businesses and ultimately boost profits for its shareholders. Google also hopes the service will spur innovation among people who find unique ways to use the high-speed network.

“During my time working in Provo, I’ve seen the impact of Google Fiber firsthand,” Baer said. “Hackers from across the country have gathered at DevMountain (a Utah-based code school) to devel-

op new web and mobile applications; the United Way of Utah County has promoted new digital literacy programs throughout the community; and one organization, called Now I Can, has used Google Fiber to remotely connect parents with their children undergoing intensive physical therapy in Provo.”

Choosing the cities and creating the necessary technology and infrastructure for Google Fiber is a slow process, however, said Baer. The service in Kansas City, Austin and Provo is only in neighborhoods that express a collective interest in the high-speed option, he said. Following an announcement of a new city, Google has taken around a year before actual service for its fiber network is available. So Salt Lake City residents eligible for the service may not be able to access it until 2016. Google’s web page on the Salt Lake City rollout paints a useful picture of the various phases involved. After exploring and reviewing a city to ensure it can support the network, Google then designs the network itself. The actual construction of the network follows. Google then targets the areas in the city where people or businesses request fiber access.

“We build the fiber network in areas where people want it,” the website said. “Cities are divided into small communities we call ‘fiberhoods.’ You can get fiber if enough people in your

‘fiberhood’ show interest.”

“Building a brand-new fiber-optic network is a really big job,” Baer said at the news conference. “We need to build thousands of miles of fiber throughout Salt Lake City, and each and every mile of that network needs to be planned.”

When asked why Google Fiber chose Salt Lake City as one of its newest locations, Baer said it was a natural extension from its ongoing installation in Provo. “Utah is just a great market to bring Google Fiber. It’s a very tech-savvy community fueled by world-class universities and you have lots of innovative students,” he said. “They dubbed this area ‘Silicon Slopes’ and Salt Lake City is right in the heart of that. In looking at the things that we care about at Google, this city just nails it.”

The exact price consumers will be charged and the inauguration dates have yet to be determined by Google.

ZAKARIA*from previous page*

on submarines. Iran’s very sophisticated, calculating leaders will surely take this strong deterrent into account even if, several years from now, they actually did build a few nuclear weapons.

In a strange way, Khamenei understands the immense power of democracy — which is why he shut down the Green Movement in Iran. He recognizes that Israel’s vulnerability lies in its greatest strength — its flourishing democracy. In a genuinely pluralistic country like Israel, it is very hard to keep practicing a policy of non-citizenship toward so many.

In order to maintain the status quo, Israeli democracy is already being coarsened. In the last days of his campaign, when he thought he might lose, Netanyahu warned the country that Israeli Arabs were beginning to vote in large numbers. The foreign minister, Avigdor Lieberman, has flatly stated that some Israeli Arabs shouldn’t really be part of Israel.

Khamenei understands that Israel can deter and respond to military threats. But it cannot, as a democracy, unendingly keep control of territories with 4.5 million people against their will. This is why he has chosen as his weapon the persistent call for a referendum. I would hope that Netanyahu takes this threat to Israel’s existence seriously and has some answer to it — beyond a retweet.

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

(c) 2015, Washington Post Writers Group

BRIEFS*from page 7*

and overseeing nightly service, Wormdahl will manage the beverage program in Bambara and The Vault. He was most recently a sommelier at St. Regis in Deer Valley and his experience includes management, beverage program creation, bartending and cooking.

**John Wormdahl****Jason Smith****Michael Grundy**

more than five years and seven total with Kimpton Hotels & Restaurants. Smith has managed the Acacia in Tucson, Arizona and served, tended bar and supervised at the Wyndham Grand Resort and Spa. He also has worked multiple seasons at the Grand Teton Lodge in Jackson, Wyoming; the Mariposa in Deer Valley; and at Carysfort by Chef Norman van Aken at Key Largo, Florida.

SERVICES

• **Insidesales.com,** Provo, has announced it has closed on a \$60 million investment. It was led by Salesforce Ventures, with participation from Microsoft and existing venture investors Polaris Partners, Kleiner Perkins Caufield Byers, Hummer Winblad, U.S. Venture Partners and Zetta Venture Partners.

• **Spherion Staffing Services,** Orem, has hired **Aubrey Robison** as vice president of sales. She manages a recruiting team with specialized verticals such as IT, accounting/finance, engineering, marketing and executive placement.



COMMERCIAL REAL ESTATE BROKERAGE

Industrial • Land • Office • Investment

Agents

- Aggressive splits—you keep more of your money
- Technology—including GIS mapping services
- Premium downtown SLC office space
- Synergy with other agents/teams
- All marketing materials paid for

Owners/ Investors

- Experienced full time agents working for you
- Don't get lost in the shuffle of big firms
- Dedicated real estate professionals
- Up to date research from national data companies
- Small company allows us to focus on YOUR property
- Over 100 years of combined experience—hire one you hire us all

968 Chambers Street • Suite 5 • South Ogden, UT 84403
175 South Main Street • Suite 610 • Salt Lake City, UT 84111
WWW.PPC-UTAH.COM

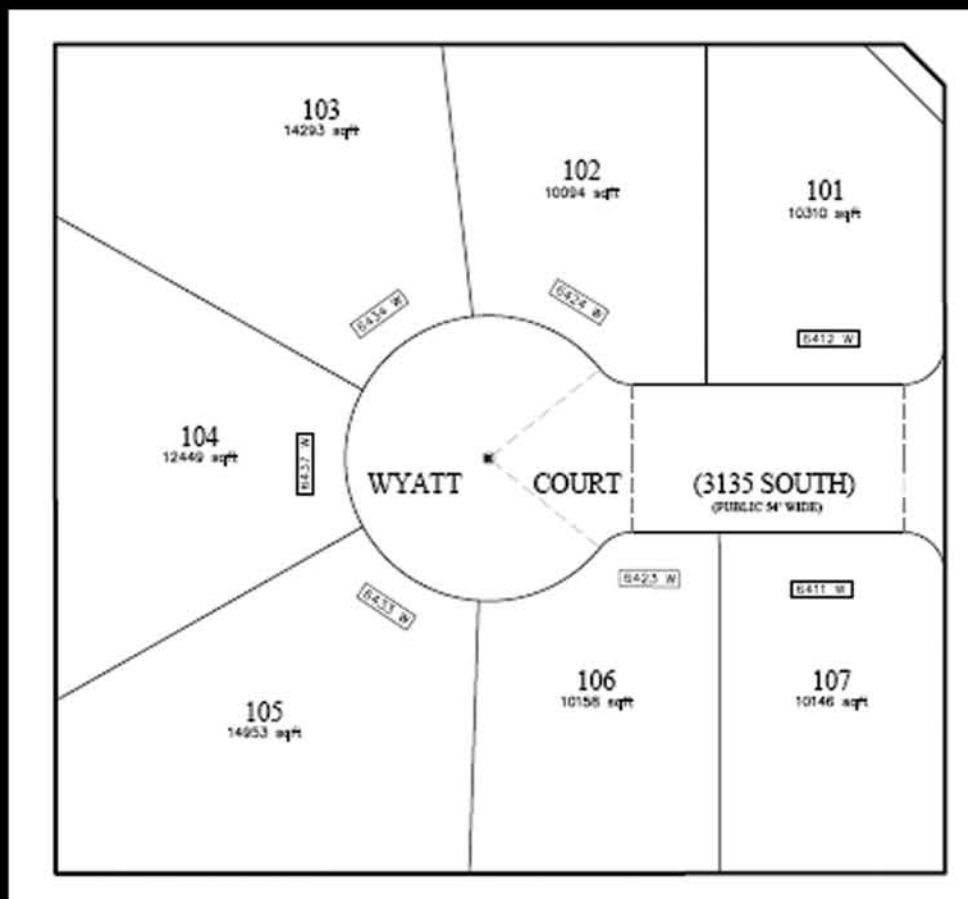


WYATT ACRES 7 Paper Lots West Valley City

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

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

\$315,000



Call Adam Nash - Principal Broker

801-580-1428

Growth Aid LLC adam@growthaid.com



COMMERCIAL DIVISION

1414 E. Murray Holladay Road
801-278-4414

Office Condo in Heart of Holladay 2160 E. 4500 S. #4



For Lease: \$13/Full Ser.
For Sale: \$199,900
Plug & Play! Move In Today
1,326 Sqft, Remodeled
Plenty of Parking
Some Furniture & Cabinets
Included



GEORGE RICHARDS, CCIM
801-631-9963

Commercial Land-Great Location 566 West 12300 South-Draper



For Sale:
\$1,060,000
1.28 Acres

- Many Potential Uses, Call For Details
- Great Corner Lot In Draper

GEORGE RICHARDS, CCIM 801-631-9963

Office Condo For Sale/Lease 5292 S. College Dr #101 (500 W)



6287 SF- Main floor office
-High end tenant finish
-14 + private office
-2 large work areas
-Underground parking

For Sale: \$1,199,000/Lease Rate: \$13.50 NNN
GEORGE RICHARDS, CCIM 801-631-9963

Free Standing Building For Lease 10907 S. State Street-Sandy

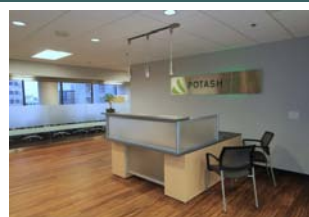
For Lease: \$1,850/Month Modified Gross



Approx. 1,053 Sqft
Great Visibility
Perfect For Sm. Office/Retail
Completely Remodeled
Beautiful Woodwork &
Charming Fireplace

Kym McClelland 801-573-2828

Downtown Salt Lake Office Space 170 S. Main Street #500-US Bank Building



Available For Sub-Lease \$25/SqFt Full Service

Approx. 8,130 Square Feet
5 Executive Offices & 8 Private Offices
Reception With Hardwood Floors
Break Room
Fully Wired Conference Room With
Blackout Privacy
Great Location In Heart Of Downtown
Parking Available At Additional Cost



WHITNEY FAUTIN 801-604-3024

OFFICE BUILDING FOR SALE-GREAT LOCATION



1366 E. Murray Holladay Rd

For Sale: \$1,400,000

- Rare Free Standing Office Building
- Approx. 8,930 SqFt
 - 0.69 Acres
 - Currently Used As Law/CPA Office



GEORGE RICHARDS, CCIM 801-631-9963

Luxury Office Suite-Realtor Building 230 W. Town Ridge Pwky (9670 S)

For Lease \$14/NNN

- 3rd Floor**
- 3,024 USF-3,478 RSF
 - 13 Offices, Conf. Rm/Reception

- 4th Floor**
- 4,918 USF-5,656 RSF
 - 4 Offices, Reception, Lrg Open Area



GEORGE RICHARDS, CCIM 801-631-9963

High End Office Space For Lease 6740 South 1300 East-Salt Lake City



\$21.50 Month/Full Service

- Main Floor-3,157 Sqft
- 8 Offices (7 of them with windows)
- 2 windowed conference rooms
- Break room & file room
- High end finishes throughout
- Includes janitorial services

Kym McClelland 801-573-2828

Luxury Office Suite-Realtor Building 2nd Floor Space 230 W. Town Ridge Pwky (9670 S)

For Lease-\$14/NNN

- 7,552 RSF/6,567 USF
- 14 Offices
- 2 Conference Rooms
- Reception
- Break Room



GEORGE RICHARDS, CCIM 801-631-9963

Centrally Located Office Space-For Lease 740 E. 3900 S.



\$12.50/Full Service*
MAIN FLOOR SPACE
1,350 -3,400 Sq. Ft
4 Offices, Reception Area &
Waiting Room
Newer Paint & Carpet
Updated Baths
*Excludes Interior Janitorial

TERRY CONONELOS 801-205-7019

Commercial Land-Great Location 3592 South 8400 West-Magna



For Sale:
\$785,000
1.51 Acres

Many Potential Uses
Great Corner Lot

GEORGE RICHARDS, CCIM 801-631-9963

Vine Street Office Park-For Lease 682 E. Vine St. #7



\$16-Full Service
1,920 Sqft
7 Lrg Offices, Conf Rm, Break
Rm & Reception Are
Top Quality Finishes

GEORGE RICHARDS, CCIM 801-631-9963

3.04 Acres -
\$1,200,000

106 W. Fireclay Ave.
(4295 So.)
-3 Buildings
-Approx. 27,000 SF

Bijan Fakhrieh
801-918-9000





THE Enterprise

UTAH'S BUSINESS JOURNAL

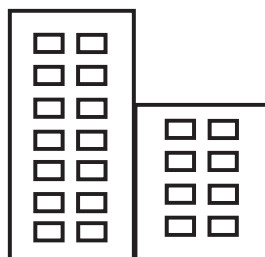
Why share?

Get you own copy of Utah's premier business news source.

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



We provide property searches!



About us:

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



PropertyInfo. Services, llc

Joel V. Baumgart
President, CEO

801-518-3618
joelbaumgart@comcast.net

Northgate

BUSINESS PARK

\$165 and up

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



Absolutely the best deal in town!

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

Amenities Include:

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

Building a Better Community for over 85 years

Now Hiring – clydeinc.com/careers



Heavy Civil
Excavation
Pipelines
Treatment Plants
Mining & Reclamation



Ready Mix Concrete
Sand & Gravel
Construction Services



Ready Mix Concrete
Sand & Gravel
Construction Services
Masonry Block



Lumber
Trusses
Doors
Millwork
Windows
Insulation



Commercial Lines
Personal Lines
Trucking Insurance
Employee Benefits



730 North 1500 West, Orem, UT 84057 • (801) 802-6900 • www.clydeinc.com