

## OF NOTE



### \$6.75 billion worth of JLTVs

Oshkosh Corp. has won a contract from the Army to produce up to 55,000 Joint Light Tactical Vehicles to replace a good portion of the military's aging Humvee fleet. The company's stock regained most of its 2015 losses with the announcement last week. The new vehicles are lighter than the AM General models now in service and provide better protection from roadside bombs.

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Crowds will gather in downtown Salt Lake City for the Outdoor Retailers semiannual trade show at least six more times as officials announced last week a two-year extension beyond the winter and summers shows already scheduled for 2016.

## Outdoor Retailer show extends SLC commitment by two years

**Brice Wallace**  
*The Enterprise*

The twice-a-year Outdoor Retailer tradeshows will remain in Salt Lake City through the summer of 2018.

Officials from Visit Salt Lake, Salt Lake County and the Governor's Office of Economic Development last week announced a two-year extension with Emerald Expositions, the shows' organizer, to retain the OR events beyond the previous agreement that was set to conclude after the 2016 summer show.

The shows have been at the Salt Palace Convention Center since 1996, with the exception of the 2002 Winter Market, when Salt Lake City hosted the Winter Olympics.

"Today's announcement equals a \$40

million economic decision for our area," Salt Lake County Mayor Ben McAdams said. "That's the amount that the tradeshow pumps into our local economy."

He noted that a survey of show attendees revealed that more than two-thirds of exhibiting retailers — including specialty retailers — preferred to keep the show in Utah.

"They (specialty retailers) said that the cost of doing business in Salt Lake for exhibiting their brands is favorable in comparison to other locations that they were looking at. That's a resounding vote of confidence in the Salt Palace Convention Center and our great staff at Visit Salt Lake, as well as everyone here, from the hotel clerks to the restaurant managers to the friendly people in the Salt Lake

**see OR SHOW pg. 18**

## Attitude index regains former optimistic bent

The Zions Bank Utah Consumer Attitude Index (CAI) increased a fairly robust 5.8 points to 111.2 in August, signaling an increase in optimism among Utah's consumers. Polling took place prior to the stock market volatility of the past two weeks.

Consumer sentiment regarding the present situation and expectations for the next six months also both ticked upward. The CAI currently sits 4.3 points higher than its level 12 months ago. The national Consumer Confidence Index increased 10.5 points from July to August and currently sits at 101.5.

The Present Situation Index, the sub-index of the CAI that measures how consumers feel about current economic conditions, increased in August following an unexpected downturn in July. The Present Situation Index sits at 119.9 points, up 3.9 points from 116.0 in July. Confidence in current economic conditions is 7.9 points higher than its level 12 months ago. Fifty-four percent of Utahns rate general business conditions in their area as "good," compared to 56 percent in July. Sentiment regarding job availability remained the same from July to August, with 46 percent of Utahns saying available jobs in their area are plentiful. Expectations regarding the current job situation have remained steady for the past three months.

Expectations for the next six months increased after two months of declines, jumping from 98.2 in July to 105.3 in August. The Expectations Index, the sub-index of the CAI that measures what consumers anticipate economic conditions six

**see CAI pg. 18**

## Flake: TPP would benefit Utah companies

**Brice Wallace**  
*The Enterprise*

A member of the Senate Foreign Relations Committee believes Utah companies would benefit from the Trans-Pacific Partnership (TPP).

U.S. Sen. Jeff Flake, R-Ariz., said in Salt Lake City last week that trade promotion authority (TPA) will allow quick Congressional action on the proposed agreement, which would affect trade rela-

tions among the U.S. and 11 other countries, mostly along the Pacific Rim.

"This authority ... will give U.S. exporters better access to hundreds of millions of potential consumers in the countries with which we have the agreement," Flake said in a keynote presentation at the Utah Global Forum, an event organized by the World Trade Center Utah, Governor's Office of Economic Development and Salt Lake Chamber.

Utah already is a big player in exports, totaling \$12.3 billion in 2014. Nearly 3,500

Utah companies were exporters in 2013, with 85 percent being companies with fewer than 500 employees. Exports support more than 50,000 Utah jobs, he said.

"Those in this room understand all too well that with 95 percent of the world's consumers — that's 75 percent of the purchasing power — outside of our borders, we can't afford to sit back and let the world move on without us," said Flake, who was raised in Arizona, received a

**see GLOBAL pg. 15**



## Utah bankers elect new association leaders

The Utah Bankers Association has elected officers and board members for 2015-2016. The new chair of the UBA is Jill Taylor, regional president of KeyBank, where she



Jill Taylor

has responsibility for KeyBank locations in Colorado, Idaho and Utah that include 135 branches and more than 700 employees.

Craig A. White, president and CEO of Utah Independent Bank in Beaver, was elected vice chairman and Ron Ostler, chairman of Comenity Capital Bank in Salt Lake City, was elected second vice president.



Craig White

Taylor began her banking career as a part-time teller at Bank One while attending college. She joined KeyBank in 2004 after serving as first vice president and retail district manager for Bank One in Utah. She earned her bachelor's degree in communications from the University of Utah and sits on the boards of the Economic Development Corporation of Utah, the Utah Bankers Association, United Way of Salt Lake, Utah

Valley University's School of Business and Westminster College Institute for New Enterprise. She was recently named a member of the board of trustees for Utah Valley University.

White's bank has branches in three small southern Utah communities. In 1995, he became president and CEO of UIB and serves on the community bank advisory board. He has been president of the Beaver Chamber of Commerce and has been very active in community, family, church and Scouting affairs. Currently he serves as Boy Scout district commissioner.

Ostler joined Comenity Bank in November 2004, just a few months after the bank was organized. He was the bank's president from 2011-

2014 and was recently promoted to chairman. Prior to being named president, he was the bank's chief lending and compliance officer.

Directors newly elected to the Utah Bankers Association board include Richard T. Beard, president and CEO, People's First Bankcorp and president of Bank of American Fork; K. John Jones, president and CEO, First National Bank, Layton; Donald Poulton, president and CEO, MedallionBank, Salt Lake City; Erich Sontag, president, Intermountain Banking, AmericanWest Bank, Salt Lake City; and Frank K. Stepan, executive director, Morgan Stanley Bank NA, Salt Lake City.

Established in 1908, the UBA serves, represents and advocates the interests of its member banks.

## American Resources acquires oil leases

American Resources Exploration Inc. has acquired oil and gas leases on five tracts issued by the state of Utah totaling 2,834 acres. The leases are located in Emery County and are subject to state of Utah royalties equal to 16.66 percent.

"Utah is one of the largest producers of oil and gas in the United States and as a first step we will be engaging an experienced petroleum engineer to assess the size of any potential oil or gas reservoir located on our leases," said Huang Yu, CEO of America Resources Exploration.

Exxon Mobil's XTO Energy,

ConocoPhillips and Anardako Petroleum all operate active wells in Emery County where the majority of production is natural gas.

American Resources Exploration is an oil and gas exploration and production company focused on the acquisition of properties in areas with significant oil reserves and drilling potential. The company's growth strategy includes the acquisition of oil fields from distressed third parties at a substantial discount to value, and development of fields whose potential has not been fully maximized, according to a statement from the company.

## Utah loses long-time business advocate, community servant

The longtime voice of a well-known business-highlighting radio feature and Salt Lake Chamber leader has died.

Fred Ball featured more than 2,500 businesses and their owners during a 13-year run on the Zions Bank "Speaking on Business" daily advertising spots that began in 1996. Prior to that, Ball delivered the "Metro Business Report" during his 25 years as president and chief executive officer of the Salt Lake Chamber.



Fred Ball

Ball died last week at age 82.

In a "Speaking on Business" tribute last week, Zions' Chris Redgrave said Utah "has lost a dear friend, an extraordinary leader and dedicated community servant whose contribution to our business community will be felt for years to come."

"Today we mourn the loss of a singular visionary leader: Fred Ball," Scott Anderson, Zions Bank's president and chief executive officer, said in a statement. "Our city is a better place because of Fred's energy, can-do attitude, unflappable positivity, dynamism and personality."

"Fred's support for Utah's business community extended far beyond his radio broadcasts as host of Zions Bank's 'Speaking on Business' radio series. I'm so grateful I've had the chance to know such an extraordinary leader and dedicated community servant. I wish Fred's wife, Joyce, and his family comfort in this time of loss."

Lane Beattie, current chamber president and CEO, described Ball as "a strong leader" who will be deeply missed.

"Fred Ball left a legacy of influence at the Salt Lake Chamber and throughout the state's business community that has been felt for more than 30 years and continues to this day," Beattie said in a statement. "His tireless efforts as a promoter of Utah business sustained and enhanced the impact of our state on a local, regional and national level."

"His enduring career defined him though, not only as a stalwart example of business leadership, but also as a man who cared deeply for the well-being and prosperity of his community and its members. Truly, Fred's kindness and influence will be missed, but like his legacy, will also be remembered for generations."

Redgrave's tribute noted that Ball, through his work with the chamber, played a key role in getting Delta Air Lines to establish a hub in Salt Lake City, bringing the Jazz to Utah, and securing the 2002 Winter Olympics bid.

Ball also served numerous organizations in various capacities. He was named a "Giant in Our City" by the chamber in 1995. In 2002, he was named the Small Business Administration's Journalist of the Year in Utah.

He and Joyce, married for more than 60 years, are the parents of four daughters, 18 grandchildren and several great-grandchildren.

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## PEG to develop Provo block

Central Square Properties LLC has sold the majority of a city block in Provo to PEG Development, an owner of multiple hotels, multifamily residential projects and retail centers in Utah. The 2.97-acre site was formerly known as Central Square and has been mostly vacant for several years. It is located immediately north of the Utah Valley Convention Center.

Financial details of the sale were not disclosed.

According to a release from Anderson CRG, broker of the deal, on this site and other adjacent downtown land PEG controls, the developer plans a major redevelopment project which will

include a 130-unit hotel.

Jon Anderson of Anderson CRG said, "This is just one more step in the progress of downtown Provo in becoming a bustling central business district. The revitalization of downtown Provo gained steam when Mayor John Curtis took office and began promoting downtown Provo's appeal. It gained significant momentum with the announcement of the City Center LDS temple, the expansion of Nu Skin's downtown headquarters and the opening of the Utah Valley Convention Center. Those projects build on themselves and create the need for more projects such as this one."

## Virtus to begin test drilling

Virtus Oil and Gas Corp. has received a permit from the Bureau of Land Management to begin drilling its Lone Pine 34-11-5 initial test well near Parowan in Southern Utah. Drilling will begin immediately and take approximately five to seven days with an additional 12 to 15 days to complete the testing after drilling operations have been concluded.

"After two years of hard work establishing our land position and doing the necessary geological and geophysical studies, our team is ready to spud (begin drilling) and complete the first test well," said Rupert Ireland, CEO of Virtus. "We are very excited to examine the potential of Jurassic-age zones beneath our acreage."

Virtus Oil and Gas is a Houston-based oil and gas exploration and production company currently focused on the Parowan project, a 55,477-acre prospect targeting the Central Utah Thrust Belt. The prospect is situated near recent Utah discoveries, including Wolverine Gas and Oil's Covenant Oil Field, which is consistent with Virtus' strategy to acquire and develop oil and gas resources in proven, onshore basins in the United States.

## Work force grows another 4.5%

Utah's nonfarm payroll employment for July grew by an estimated 4.5 percent, adding 59,100 jobs to the economy as compared to July 2014, according to the monthly report from the Utah Department of Workforce Services. Utah businesses currently employ 1,371,800 workers.

July's seasonally adjusted unemployment rate rose one-tenth of a percent from June to 3.6 percent. Approximately 53,000 Utahns were unemployed in July and actively seeking work. The July national unemployment rate remained unchanged from June at 5.3 percent.

"The summer hiring season is ending on a high note with the addition of 59,100 jobs to the state's

economy," said Carrie Mayne, chief economist at the Department of Workforce Services. "With such a strong job growth rate, any small uptick in the unemployment rate is likely a reflection of churn as workers move through the labor market seeking new and better employment opportunities."

Nine of the 10 private sector industry groups measured in the establishment survey posted net job increases in July as compared to last year, while the natural resources and mining industry shed 800 positions. The largest private sector employment increases were in leisure and hospitality (13,700 jobs), professional and business services (11,700 jobs) and education and health services (9,600 jobs).

## Clear Air winners named

The Salt Lake Chamber has announced the 2015 winners of its annual Clear the Air Challenge. The chamber and its partners, UDOT TravelWise,UCAIR, Intermountain Healthcare,UTA,Penna Powers, Fidelity Investments and Rio Tinto — announced the winners at an awards ceremony on Aug. 20.

The following businesses were recognized for their outstanding participation at the event:

### Large team:

1. University of Utah
2. Fidelity Investments
3. L-3 Communications Systems-West

### Small team:

1. Enterprise Holdings
2. 90.9-FM KRCL
3. Salt Lake City Corp.

The Clear the Air Challenge is a month-long initiative that encourages Utah residents to drive less and drive smarter during the month of July. Participants help improve air quality by avoiding trips alone in their car, using alternative modes of transportation such as carpooling, taking public transit, walking, biking or trip chaining.

"The Clear the Air Challenge is the state's largest clean air initiative and it just keeps growing," said Ryan Evans, vice president of business and community relations at the Salt Lake Chamber. "The amount of new

participants, who joined primarily through the involvement of their employers, speaks volumes about the willingness of the citizens in our state and our business community to come together to make our community a better place to live. The numbers from this year's challenge show how valuable this program is to our community."

Since the Challenge started in 2009, participants have saved over 11.7 million miles, eliminated over 900,000 trips, reduced over 4,200 tons of emissions and saved over \$5 million dollars total. Collectively, this year's 7,656 participants eliminated 141,557 trips, saved 2,464,140 miles, reduced 646.2 tons of emissions and saved \$694,620, according to figures from the chamber.

"This year's winners aren't just Clear the Air Challenge champions. They're also community champions. They, along with other businesses, showed that if our community works together, we really can make a difference," said Keith McMullin, CEO of Deseret Management Corp.



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# UTC announces Hall of Fame inductees

The Utah Technology Council (UTC) has announced that this year's Hall of Fame inductees will be U.S. Sen. Orrin G. Hatch, Gretchen McClain and Will West. The inductees will be honored on Nov. 2 at the Grand America Hotel in Salt Lake City at the UTC Hall of Fame Celebration, the annual gathering of the technology industry. Hatch is the first lawmaker, and McClain is the first woman to be inducted into UTC's Hall of Fame in its 16-year history.

"These leaders have served in significant leadership roles in a variety of areas as pacesetters representing Utah's outstanding technology accomplishments," said Richard R. Nelson, president and CEO of UTC. "The track record of these leaders is unparalleled, and we are so excited to be inducting them into the 2015 Hall of Fame."

Now in his seventh term as senator from Utah, Hatch is the most senior Republican in the Senate and a member of the Senate leadership team. Hatch serves as chairman of the Finance Committee, with jurisdiction over taxes, healthcare, international trade and entitlements. He is a senior member and former chairman of both the Judiciary Committee and the Health, Education, Labor and Pensions Committee and a member of the Joint Committee on Taxation. He also serves on the board of directors for the Holocaust Memorial Museum in Washington, D.C.

McClain is an accomplished business leader who thrives on energizing organizations and building businesses by enhancing innovation and developing exceptional leadership talent. She has more than 25 years of global experience in both Fortune 500 corporations and government service, including serving as founding CEO of an S&P 500 global water technology company, Xylem Inc., and as NASA's chief director of the International Space Station.

McClain serves as a director for three publicly traded companies including AMETEK Inc., a global engineering and manufacturer of electronic instruments and electromechanical devices; Booz Allen Hamilton Holding Corp., a management consulting, technology and engineering services company; and Con-way Inc., a freight transportation and logistics services company. She has served in numerous senior executive positions in both the government and industry, starting as a systems engineer.

West is the CEO of SilverVue, a remote care platform that facilitates the transition from traditional fee-for-service healthcare to accountable care. Prior to founding SilverVue, he was the founder, CEO and chairman of Control4. After co-founding Control4 in March of 2003 with his longtime partner Eric Smith, he led the company's efforts in creating a revolutionary new line of affordable home automation solutions.

He took the company public after surpassing \$100 million in annual revenue. He has raised more than \$400 million in private capital. In 1998, he co-founded iBAHN. Under his leadership as the CEO, the company became the worldwide leader in broadband services for business travelers. He was also CEO and co-founder of PHAST Corporation, a manufacturer of high-end home automation equipment.

West retired last year as the chairman of the board of the Utah Capital Investment Corp., where he served for close to 10 years, fundamentally changing the early-stage capital structure of the state. He served two terms as chairman of the Board for the Utah Technology Council (UTC), working with Nelson and Judy Young to create one of the most respected state technology associations in the country.

The annual Hall of Fame event honors individuals with Utah ties who have made global contributions to the information technology and clean tech industries through new technology, innovation and leadership.

## So. Ogden company receives rare drone operation exemption

Silverhawk Aerial Imaging of South Ogden has received confirmation that its Federal Aviation Administration (FAA) 333 exemption has been approved. The exemption gives the company permission to fly its drones for commercial purposes.

"The exemption from the FAA is important to us since companies come to Utah from all over the world to work with us," said David Terry, CEO and president of Silverhawk. "The exemption is fairly difficult to get. We are one of the first companies in Utah to receive this type of federal approval." Along with his own resources and expertise, Terry consulted with the Utah Governor's Office of Economic Development and the Mountain West Unmanned Systems Alliance (MWUSA) to successfully complete the application process.

The FAA 333 exemption holds Silverhawk to a higher standard for both drones and operators. The exemption requires proof the company's vehicles are airworthy, safe and receive regular maintenance. The only individuals allowed to fly the drones are licensed pilots. The additional accountability ensures the drones are following national airspace regulations. Silverhawk utilizes the exemption for commercial/industrial imaging, 3D modeling, surveying and inspection.

Silverhawk consults for unmanned aerial vehicle/unmanned aircraft systems industry leaders such as GoPro and 3D Robotics. The company uses drones to perform asset monitoring and specializes in providing practical data and images for industrial solutions.

## HealthEquity breaks ground on new building

HealthEquity Inc., a Utah-based health savings account (HSA) custodian company, has broken ground on a new building at its Draper headquarters to accommodate the company's rapid growth. The 50,000-square-foot facility will be constructed to the northeast of the existing building in Draper and is scheduled for a summer 2016 opening.

As the nation's first non-bank HSA custodian, HealthEquity has experienced rapid growth in recent years. After experiencing a 42 percent increase in revenue

during its 2015 fiscal year, the company has increased its workforce to 550 — 515 of whom are based in Utah. The new building, with capacity for up to 430 additional team members, will create space for the company's growing engineering, member service education and operations teams.

"Being a non-bank HSA custodian allows the team at HealthEquity to put our focus on our customers, and one of the key ways we do that is by providing valuable 24/7 customer service," said Jon Kessler, CEO

of HealthEquity. "We're excited to get started on this new building and create room for team members to continue our technology innovation and help our members and partners build health savings."

Founded in 2002, HealthEquity is one of the nation's oldest and largest dedicated health savings custodians, servicing more than 1.5 million health savings accounts for 70 health plan partners and employees at approximately 27,000 companies across the United States.



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## sPower facility to supply Lancaster, Cal.

Salt Lake City's sPower has been awarded a 20-year power purchase agreement (PPA) to provide 10 megawatts of solar power to the Lancaster, California, municipal power company. The power will be generated at the sPower Western Antelope Dry Ranch facility located in northern Los Angeles County. Construction is expected to begin in mid-2016, with a commercial operations date by the end of 2016.

Lancaster Mayor Rex Parris said, "sPower has proven their commitment to responsible development across the many projects they have constructed throughout the Antelope Valley.

The city of Lancaster has set some very aggressive renewable energy goals, and the best way our city will achieve them is through long-term partnerships with innovative leaders such as sPower."

When fully operational, the facility will generate enough renewable energy for more than 1,800 Lancaster homes. sPower will install roughly 41,000 photovoltaic (PV) modules mounted on a tracking system that follows the sun, allowing the panels to more efficiently capture energy as the sun tracks across the sky.

"We hold our ongoing collaboration with the City of Lancaster in the highest regard,"

said Ryan Creamer, sPower's CEO. "Mayor Parris' forward-thinking approach to clean energy, including Lancaster's goal of becoming the first 'net zero city', has brought tremendous economic and environmental benefits to the City's residents and businesses alike. And we're proud to support his vision."

Headquartered in Salt Lake City, with offices in San Francisco and New York City, sPower is an independent power producer that owns and/or operates more than 150 utility and commercial distributed electrical generation systems across the United States and the U.K.

## CORPORATE FINANCIAL REPORTS

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

### Amedica

Amedica Corp., based in Salt Lake City, reported a net loss of \$5.9 million, or 11 cents per share, for the second quarter ended June 30. That compares with \$13.2 million, or \$1.07 per share, for the year-earlier quarter.

Revenues in the most recent quarter totaled \$4.8 million, down from \$5.8 million in the year-earlier quarter.

Amedica is focused on the development and application of medical-grade silicon nitride ceramics. Amedica markets spinal fusion products and is developing a new generation of wear- and corrosion-resistant implant components for hip and knee arthroplasty.

“During this past quarter, we continued to make progress on our strategic initiatives. ... Despite sales declines since our necessary restructuring in the first half of this year, we remain confident in our strategy of becoming a bio-materials company,” Dr. Sonny Bal, chairman and chief executive officer, said in announcing the results.

### InContact

InContact Inc., based in Salt Lake City, reported a net loss of \$7.3 million, or 12 cents per share, for the second quarter ended June 30. That compares with net income of \$3.4 million, or 6 cents per share, for the year-earlier quarter.

The year-earlier net income was aided by a one-time reversal of a deferred tax asset provision, related to the acquisition of Uptivity.

Revenue in the most recent quarter totaled \$53.1 million, up from \$41.1 million in the same quarter in 2014.

InContact provides cloud contact center software and contact center optimization tools.

“In Q2, we again grew revenues at a very strong pace. ... We continue to win the majority of competitive opportunities, and we have added landmark new customers in healthcare, insurance and state and local government. During the quarter, we closed 127 total contracts including 74 new logo customers and 53 expansion deals with existing customers. Two of the expansions were with Fortune 100 companies,” Paul Jarman, chief executive officer, said in announcing the results.

### Green Endeavors

Green Endeavors Inc., based in Salt Lake City, reported it had \$1.46 million in gross revenues from its salon operations in the first six months of 2015. That

compares with \$1.68 million in the same period a year earlier. Net sales in the quarter ended June 30 totaled \$758,392, down from \$846,409 in the same quarter in 2014.

The information was in a regulatory filing. The company released no other financial figures.

Green Endeavors is a holding company with operations in health

and beauty. Its wholly owned subsidiaries are Landis Salons Inc., Landis Salons II Inc., and Landis Experience Center LLC.

“My team is looking forward to finishing the year strong. ... Hiring and training skilled stylists remains our No. 1 priority to further improve revenues and profitability,” Richard D. Surber, chief executive officer, said in announcing the results.

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\*\*3rd or 4th guests up to 50% off is based on a discount off the third and/or fourth person fares in the same stateroom as the first and second guests. Discount is taken at the time of booking and does not apply to Holiday voyages. Offer has limited space.

‡Specialty Dining voucher is applicable to voyages and cruise fares advertised in this promotion only, valid only for guests one and two per stateroom, and is not applicable during the land portion of Land & Sea Vacations. Voucher will be delivered to the stateroom upon embarkation. Princess Cruises reserves the right to pre-assign Specialty Dining times. Voucher may be used on a single voyage only, is not redeemable for cash and expires at the end of that voyage. Offer is not transferable and may not be combinable with other select offers or other onboard credits. Specialty Dining voucher is quoted in U.S. Dollars.

\*Fares apply to minimum lead-in categories on a space-available basis at time of booking. Fares for other categories, sailings and cruisetours may vary. Fares are per person, non-air, cruise- or cruisetour-only, based on double occupancy and apply to the first two guests in a stateroom. Offer has limited space regardless of cabin availability. These fares do not apply to exclusive occupants or third/fourth-berth guests. Taxes, Fees and Port Expenses of \$65-\$360 are additional and subject to change. This offer is not combinable with Casino offers and Air promotions and may not be combinable with any other public, group or past guest discount. Offer is available to residents of the 50 United States, Canada, Puerto Rico, Mexico, Bermuda and the District of Columbia who are 21 years of age or older and receive this offer. Deposits made under this promotion are refundable. Fares quoted in U.S. dollars. Please refer to princess.com for terms, conditions and definitions that apply to all bookings.

Offer valid: July 9 - August 18, 2015 Reference campaign code PP5MD021/PP5MD421. Promo code R7.

Note: For assistance reserving a wheelchair-accessible stateroom, please contact customer service at 1-800-774-6237.

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# Industry Briefs

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

## ASSOCIATIONS

• The **Sandy Area Chamber of Commerce** has adopted a resolution supporting the mayor and city council on a proposed property tax increase, which it described as “modest” but will help fund new equipment, upgrade old equipment and set aside funds for needed repairs. It noted that Sandy has not had a property tax increase since 1987 and has one of the state’s lowest property tax rates. “During this period, we have experienced inflation, additional salary and benefit cost increases for city employees, and wear and tear on our infrastructure which requires funding for upkeep,” the chamber said in announcing the resolution.

## BANKING

• **TAB Bank**, Ogden, has named **Jefferey Hogg** as a vice president and business development officer for its trucking business development team. He is responsible for sourcing new busi-

ness opportunities by providing asset-based and factoring working capital facilities as well as equipment financing to transportation companies of all sizes. He is based in Ogden and covers a territory that includes Utah, Nevada, California, Arizona and New Mexico. Hogg has been involved in the transportation industry for over 23 years. He drove a truck as a company driver for 11 years and has been with TAB Bank for the past 12. Previous to his current position, he was an inside sales specialist with the majority of his responsibility being in the owner-operator segment.



Jefferey Hogg

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## GOVERNMENT

• The **Program Support Center (PSC)**, a shared services agency of the U.S. Department of Health and Human Services, will open a satellite office at the former Frank E. Moss U.S. Courthouse in September. PSC is the largest multi-function shared service provider to the federal government, offering services in financial management, occupational health, real

estate, procurement and administrative operations. The Salt Lake City satellite office will provide support services to agencies across the federal government. People interested in working at the center may visit [www.usajobs.gov](http://www.usajobs.gov) to view posted positions. General information about the PSC is at [www.psc.gov](http://www.psc.gov).

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## HEALTHCARE

• **Mountainlands Community Health Center (MCHC)** and the **Food and Care Coalition** recently had a ribboncutting and open house at Utah County’s first health clinic designed to meet the needs of homeless people and their families. The **East Bay Health Center** will open in September at 299 E. 900 S., Suite 101, Provo. The clinic will provide primary healthcare services — including medical, dental and behavioral healthcare — for people experiencing homelessness in the Provo area. MCHC operates clinics in Provo, Payson and Vernal and offers primary healthcare services to everyone in the community, regardless of insurance status or an ability pay. The Food and Care Coalition works to alleviate hunger and diminish the plights of poverty.

## INVESTMENT

• **Owlet Baby Care Inc.**, Provo, has received an additional \$7 million in funding. The money comes as the company, maker of the Smart Sock baby monitor, prepares for the public launch of the product this fall after two years of development and safety testing. Of the \$7 million, \$6 million is from the company’s Series A funding. The Series A round was led by **Formation 8 (F8)**, with participation from **Blake Mycoskie**, founder of TOMS Shoes, out of his new fund **Carpe Diem VC**, and Owlet’s previous investors **Azimuth**

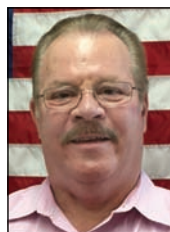
**Ventures, ffcv, Eniac Ventures** and **Peak Capital**. Owlet also is receiving \$1 million for participating in a government National Institutes of Health (NIH) grant. The grant and the Series A fundraising brings the total amount Owlet has raised to \$9.2 million.

## MANUFACTURING

• **JMT**, Salt Lake City, has hired three regional sales managers. **Jerry Donahue** joins JMT as northeastern regional sales manager. He has 20 years of experience working in chip and fabrication shops and 10 years of experience selling capital equipment. Working out of New Jersey, he will serve customers in 14 states from Virginia to Maine. **Steve Tillinghast** is the new regional sales manager for Michigan, Illinois, Indiana and Kentucky. He is based in Chicago. Tillinghast joins JMT with 30 years of experience in machine tool sales. He is based in Chicago. **Alan Hamilton** is the new western regional sales manager, representing JMT in Arizona, California, Oregon and Washington. He will be based in the JMT headquarters in Salt Lake City. Hamilton has over 22 years of experience selling machinery for metal cutting.



Jerry Donahue



Steve Tillinghast



Alan Hamilton

## NONPROFITS

• **Utah Non Profit Housing Corp. (UNPHC)**, a developer of affordable housing, has unveiled its new administrative office building at 223 W. 700 S., Salt Lake City. UNPHC will be sharing the building with **Western Region Non Profit Housing Corp.** The 10,000-square-foot office space was designed and constructed by architect **Keith Bennett**, interior designer **David Johansen**, general contractor **ICO Construction**, and landscape designer **Classic Jack Construction**. Natural landscape photography from across the state was donated for the commons areas by **Guy Tal**. Celebrating its 50th anniversary, UNPHC also presented awards for leadership efforts in promoting affordable housing development and educational opportunity for Utah’s low- and very-low-income citizens to **Ally Bank**, **American Express Center**

for **Community Development**, **Bank of American Fork**, **GE Capital Bank**, **Goldman Sachs Bank USA**, **JP Morgan Chase Foundation**, **Morgan Stanley Bank**, **Synchrony Bank**, **UBS Foundation USA** and **Wells Fargo**.

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## PHILANTHROPY

• **Progrexion**, Salt Lake City, recently presented a check for \$47,793.51 to the **Utah Food Bank**. Progrexion employees collected food on top of cash donations to support the charity’s 2015 Summer Food and Fund Drive. The company this year has raised more than \$120,000 for food banks across the nation.

• **Cameron Construction**, Salt Lake City, raised over \$14,000 for the **Utah Food Bank** during its third annual **Cameron Can Demolish Childhood Hunger 5K Run/Walk**. The money is enough to fund 43,000 meals.

## REAL ESTATE

• **CBC Advisors**, a Salt Lake City-based independent affiliate of Coldwell Banker Commercial, has named **Robert Cord** as president of asset services. The announcement coincides with an expansion

see BRIEFS page 11

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# Calendar

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

## Aug. 31-Sept. 5

**StartFEST**, a startup festival presented by Beehive Startups. Event will include education, entertainment, adventure, collaboration and fun. Location is the Covey Center for the Arts, 425 W. Center St., Provo, plus venues along Center Street. Prices vary, with an all-access pass costing \$50. Details are at <https://startfestival.com>.

## Sept. 1, 8 a.m.-noon

**LGBT Rights in the Workplace**, an Employers Council (EC) event. Speakers include Bob Coursey, Employers Council attorney; Sherrie Hayashi, commissioner of the Utah Labor Commission; and Diane Thompson, attorney with Ballard Spahr. Location is Red Lion Hotel, 161 W. 600 S., Salt Lake City. Cost is \$139 for EC members, \$209 for nonmembers. Details are at [ecutah.org](http://ecutah.org).

## Sept. 1, 11:30 a.m.-1 p.m.

**Business Alliance Luncheon**, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 626 Deseret Drive, Kaysville. Details are at [davis-chamberofcommerce.com](http://davis-chamberofcommerce.com).

## Sept. 2, 8 a.m.

**Women's Golf Event Fundraiser**, a National Association of Women Business Owners (NAWBO) Salt Lake City event. Proceeds will support the chapter's mission to assist local women business owners through education, events and networking. Event includes continental breakfast, "Arm Caddy" auction, nine holes of golf, awards lunch and opportunity drawing. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Details and registration are available at [nawboslc.org](http://nawboslc.org).

## Sept. 2, 8:30-10 a.m.

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

## Sept. 2, 8:30 a.m.-3:30 p.m.

**ABC Contractor Continuing Education**, presented by the Associated Builders and Contractors (ABC) Utah Chapter. Nov. 30 is the deadline for all con-

tractor licenses to be renewed. The course fulfills both the core and professional requirements set by the state of Utah and the Department of Licensing to renew. Location is ABC office, 660 W. 900 N., Suite B, North Salt Lake. Course also is available Sept. 30, Oct. 21, Nov. 18 and Nov. 24 at this location; Oct. 5 at Big-D Construction, 1788 W. 200 N., Lindon; and Sept. 14 and Nov. 3 at Ogden BDO, 918 W. 2nd St, Building 10A, Room 125, Ogden. Cost is \$69 for members, \$99 for nonmembers. Registration is available at [www.abcutah.org](http://www.abcutah.org) or emailing [abc.utah@abcutah.org](mailto:abc.utah@abcutah.org).

## Sept. 2, 11 a.m.

**2015 EDCUtah Annual Meeting**, an Economic Development Corporation of Utah event. Activities begin with 11 a.m. registration and reception, followed by lunch and presentation at noon. Keynote speaker is Eric Greitens, a Navy SEAL, author and among *Time* magazine's "100 Most Influential People in the World." Location is Grand America Hotel, 555 S. State St., Salt Lake City. Sponsorships are available. Details are at [edcutah.org](http://edcutah.org).

## Sept. 3, 8:30 a.m.-noon

**Small Business Forum**, presented by the U.S. Small Business Administration. Speaker Yolanda Swift, SBA's acting national ombudsman, will discuss federal regulatory issues impacting small businesses in Utah. Location is Salt Lake Community College's Miller Campus, Karen Gale Miller Conference Center, 9750 S. 300 W., Sandy. Free and open to the public. RSVPs can be completed by contacting Laurie Pless at (801) 593-2232 or [lpless@lsiwins.com](mailto:lpless@lsiwins.com) or Brandy Stevenson at (801) 593-2231 or [bstevenson@lsiwins.com](mailto:bstevenson@lsiwins.com).

## Sept. 3, 11 a.m.-1 p.m.

**Business Matters Luncheon**, a multichamber event sponsored by SelectHealth. Speaker is Gov. Gary R. Herbert. Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$20 with RSVP, \$25 at the door. RSVPs can be completed at [thebizalliance.org/rsvp](http://thebizalliance.org/rsvp).

## Sept. 3, 11 a.m.-1 p.m.

**Multi-Chamber Lunch Meeting**, presented by the South Salt Lake and Murray chambers. Speaker is Lance Allred, the first deaf NBA player. Location is the Doty Education Center, 5121 S. Cottonwood St., Building 6, Murray. Details are at [murray-chamber.org](http://murray-chamber.org).

## Sept. 3, noon-1:30 p.m.

**Luncheon with Awang Adek Bin Hussin**, ambassador to the United States for Malaysia, a World Trade Center Utah event in partnership with the Governor's Office of Economic Development and the Salt Lake Chamber. The ambassador will have a short presentation about the current economic, cultural, political and educational situation in Malaysia. Seating is reserved for attendees currently or considering doing business in Malaysia. Location is the World Trade Center Building, 60 E. South Temple, Salt Lake City. The request form is at <https://docs.google.com/a/wtcutah.com/forms/d/1Q8HKA-KJod5a2ppSsCEX3fcNzRLoK-BrliVY3t5sMm70/viewform>. Details are available by contacting Aundrea Peterson at (801) 538-8080 or [apeterson@wtcutah.com](mailto:apeterson@wtcutah.com).

## Sept. 4, 8:45-11 a.m.

**"Networking Without Limits,"** a Salt Lake Chamber event. 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. Cost is \$15 for chamber members, \$20 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## Sept. 9, 7:30 a.m.

**Presentation by Arthur C. Brooks**, author of *The Conservative Heart: How to Build a Fairer, Happier and More Prosperous America*, a Sandy Area Chamber of Commerce event. Location is Jordan Commons Theater Suites, 9400 S. State St., Sandy. Free. Details are at [sandychamber.com](http://sandychamber.com).

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

**UMA (Utah Manufacturers Association) Summit**. Activities include a keynote presentation titled "Surviving the Over-Wired World" by Sherry Fitts; a CEO panel Q&A featuring representatives from Boeing, Futura, MityLite, Norbest and Black Diamond; a "best practices" panel; announcement of Best Practices Award winners; and sessions with topics including "Continuous Improvement," "Industry Initiatives in the Environment" and "Company Culture." Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at [umaweb.org](http://umaweb.org).

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

**"Grow As You Go,"** a World Trade Center Utah "10 Tips Seminar" about using trade shows and trade missions to explore markets, test demand and meet potential partners. Location is World Trade Center Utah, 60 E. South

Temple, Suite 300, Salt Lake City. Free. Details are at [wtcutah.com](http://wtcutah.com).

## Sept. 9, noon-1:30 p.m.

**Salt Lake Chamber's 128th Annual Meeting**. Theme is "Recipe for Success." Event will feature a tribute to the 2014-2015 board chair, 2015 Chamber Champions and this year's outstanding Corporate Partners. Location is Salt Lake City Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$65. Sponsorships are available. Details are at [slchamber.com/annual-meeting](http://slchamber.com/annual-meeting).

## Sept. 9, 3-5 p.m.

**"Earn It, Keep It: Avoiding Financial Mistakes,"** a Salt Lake Chamber "Business Essentials" event. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at [slchamber.com](http://slchamber.com).

## Sept. 9, 5-7 p.m.

**Business After Hours Mixer**, an Ogden Weber Chamber of Commerce event. Location is Lantern House, 137 W. Binford Ave., Ogden. Cost is \$10. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

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

## Sept. 10, 9 a.m.-3 p.m.

**2015 Job Summit**. Event will feature keynote speakers offering both businesses and college students advice and tips on positioning themselves in a highly competitive job market. Location is the Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details are at [utahtech.org](http://utahtech.org).

## Sept. 10, 11:30 a.m.-1 p.m.

**Centers of Influence Networking Luncheon**, a West Jordan Chamber of Commerce event. Location is 9175 S. Redwood Road, West Jordan. Cost is \$15 for chamber members, \$20 for nonmembers. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## Sept. 10, 3-5 p.m.

**"21st Century Entrepreneur - Term Sheets,"** a Wayne Brown Institute event. Panelists include Jerry Vance (moderator), Preferred CFO; Chris Anderson, Durham Jones & Pinegar PC; Sam Bernards, Peak Venture Capital Partners; Phil Grimm, SLC Angels; and Curt Roberts, Kickstart Seed Fund. Location is Durham Jones & Pinegar PC, 111 E. Broadway, eighth floor, Salt Lake City. Cost is \$10. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## Sept. 10, 3-7 p.m.

**Business After Hours Ambassador Classic**, a Sandy Area Chamber of Commerce event. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Cost is \$25. Sponsorships are available. Details are at [sandy-chamber.com](http://sandy-chamber.com).

## Sept. 10, 6:30-8 p.m.

**"Create an Inviting Instagram/Pinterest Platform,"** a workshop that is part of a Social Media Boot Camp series presented by Cottonwood Heights. Lydia Martinez, Whole Foods marketing specialist, will discuss how to create and post photos that will promote an increase in customer interaction. Location is Cottonwood Heights City Hall, first floor training room, 1265 E. Fort Union Blvd., Cottonwood Heights. Free. Registration can be completed by contacting Peri Kinder at [pkinder@ch.utah.gov](mailto:pkinder@ch.utah.gov) or (801) 944-7067.

## Sept. 14, 8:30 a.m.-3:30 p.m.

**ABC Contractor Continuing Education**, presented by the Associated Builders and Contractors (ABC) Utah Chapter. Nov. 30 is the deadline for all contractor licenses to be renewed. The course fulfills both the core and professional requirements set by the state of Utah and the Department of Licensing to renew. Location is Ogden BDO, 918 W. 2nd St, Building 10A, Room 125, Ogden. Course also is available Nov. 3 at this location; Oct. 5 at Big-D Construction, 1788 W. 200 N., Lindon; and Sept. 30, Oct. 21, Nov. 18 and Nov. 24 at the ABC office, 660 W. 900 N., Suite B, North Salt Lake. Cost is \$69 for members, \$99 for nonmembers. Registration is available at [www.abcutah.org](http://www.abcutah.org) or emailing [abc.utah@abcutah.org](mailto:abc.utah@abcutah.org).

## Sept. 15, 11:30 a.m.-1 p.m.

**Business Alliance Luncheon**, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 626 Deseret Drive, Kaysville. Details are at [davis-chamberofcommerce.com](http://davis-chamberofcommerce.com).

## Sept. 15, 11:30 a.m.-1:30 p.m.

**Regulation Round Table Series: Utah's Life Sciences Industry**, a Salt Lake Chamber event focusing on key regulatory barriers that impede Utah's life science industry. Location is Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free, but registration is required. Details are at [slchamber.org](http://slchamber.org).

## CALENDAR

from page 9

### Sept. 16-17

**Utah Purpose Economy and Business Sustainability Conference (UPEC)**, presented by P3 Utah. Theme is "Scaling Up Impact." Event features activities focused on business sustainability and networking: keynote presentations, workshops and a local leader panel discussion. Location is the University of Utah Guest House Conference Center, 110 Fort Douglas Blvd., Salt Lake City. Details are at [www.p3utah.org](http://www.p3utah.org).

### Sept. 16, 8-10 a.m.

**"Documentation Fundamentals,"** an Employers Council (EC) event. Workshop offers attendees information about the fundamentals of good workplace documentation. Location is Employers Council 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$95 for EC members, \$130 for nonmembers. Details are at [ecutah.org](http://ecutah.org).

### Sept. 16, 3:30-5 p.m.

**"Jump Start: Intro to Entrepreneurship,"** a Salt Lake Chamber event. Presented by Deb Bilbao, business consultant at the chamber's Women's Business

Center. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

### Sept. 17, 7-11 a.m.

**RealCON Real Estate Conference**, presented by the Utah Chapter of CCIM in partnership with the Utah Association of Appraisers (UAA). Speakers are Rod Santomassimo, founder and president of the Massimo Group; Mike Acton, director of research for AEW Capital Management, who will discuss local and national trends; and top industry professionals in Utah speaking about 2015 trends and 2016 market projections, environmental and contract issues, best practices and more. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at <http://www.utahccimchapter.com> or <http://www.utahassociationofappraisers.com>.

### Sept. 17, 11:30 a.m.-1 p.m.

**Chamber Mayors Luncheon**, a Davis Chamber of Commerce event. Location to be determined. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Sept. 17, 11:30 a.m.-1 p.m.

**Business Center Workshop**, a West Jordan Chamber of

Commerce event. Topic is attracting the best clients to your business. Location is the West Jordan Community Room, 8000 S. Redwood Road, West Jordan. Free for chamber members, \$10 for pre-registered nonmembers, \$12 at the door. Details are at [westjordanchamber.com](http://westjordanchamber.com).

### Sept. 17, 6:30-8 p.m.

**"Getting the Most Out of Google+,"** a workshop that is part of a Social Media Boot Camp series presented by Cottonwood Heights. AnnaLaura Brown of Spectrum of Wellness will discuss the many applications and programs available for business on Google+. Location is Cottonwood Heights City Hall, first floor training room, 1265 E. Fort Union Blvd., Cottonwood Heights. Free. Registration can be completed by contacting Peri Kinder at [pkinder@ch.utah.gov](mailto:pkinder@ch.utah.gov) or (801) 944-7067.

### Sept. 21, noon-1:30 p.m.

**TTIP Roundtable**, a World Trade Center Utah event featuring U.S. Rep. Erik Paulsen, R-Minn. Details to be announced. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Free, but space is limited. Details are at [wtcutah.com](http://wtcutah.com).

### Sept. 22, 8-9:30 a.m.

**"Keeping the Crown Jewels**

**Out of Unfriendly Hands,"** a Utah Technology Council (UTC) Workman Nydegger clinic. Chad Nydegger, shareholder at the firm, will explain what types of information may qualify as trade secrets and provide tips on how to protect them. Location is Workman Nydegger, 60 E. South Temple, Suite 1000, Salt Lake City. Free for UTC members, \$40 for nonmembers. Details are at [utahtech.org](http://utahtech.org).

### Sept. 22, 11 a.m.-2 p.m.

**Political Development Series**, presented by the Women's Leadership Institute (WLI). First of six three-hour sessions (concluding Feb. 4) for women considering running for political office. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$65 for all six sessions. Registration deadline is Sept. 11. Details are at <http://wliut.com/political-development-series/>.

### Sept. 22, 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, 3525 Riverdale Road, Ogden. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

**Eighth Annual Women**

**Tech Council (WTC) Awards Luncheon.** Sixteen women in the technology industry will be honored. Speaker is Michelle Munson, chief executive officer of Aspera. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$85 for WTC members, \$95 for nonmembers; tables of 10 are available for \$750. Details are at [womentechcouncil.org](http://womentechcouncil.org).

### Sept. 22, 7-8 p.m.

**"Trailblazers of Clean Energy" Series** event featuring racecar driver Leilani Munter. Other events in the series are Oct. 21, featuring Vien Truong, Green for All; and Nov. 5, with Eric Corey Freed, organic architect. Location is the University of Utah's S.J. Quinney College of Law, 380 S. University St., Salt Lake City. Ticket information is available at [utahcleanenergy.org](http://utahcleanenergy.org).

### Sept. 23, 3-5 p.m.

**"One-On-One With a Social Media Expert,"** a Salt Lake Chamber "Business Essentials" event. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at [slchamber.com](http://slchamber.com).

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

**Roundtable Lunch Discus-**

see **CALENDAR** next page

**Wire Transfer**  
**Business Internet Banking**  
**Business Bill Payment**  
**Direct Deposit**  
**Cash Management**  
**Business Checking Accounts**  
**Business Bill Payment**  
**Direct Deposit**  
**Sweep Accounts**  
**Merchant Services**  
**Remote Deposit Capture**  
**Cash Management**  
**Business Bill Payment**  
**Business Checking Accounts**  
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**Business Bill Payment**  
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**Direct Deposit**  
**Merchant Services**  
**Business Bill Payment**

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## CALENDAR

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sion titled "Your Organization's Biggest Challenge(s)," organized by Corporate Solutions (Salt Lake Community College). Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, 9750 S. 300 W., Sandy. Free, but registration is required. Details are at [www.utahtech.org](http://www.utahtech.org).

### Sept. 24, 5-7 p.m.

**Business After Hours**, a Salt Lake Chamber event. Location is the Humane Society of Utah, 4242 S. 300 W., Murray. Cost is \$7 for

early birds, \$10 for members after Sept. 11, \$15 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### Sept. 24, 6:30-8 p.m.

**"Using YouTube to Tell Your Story,"** a workshop that is part of a Social Media Boot Camp series presented by Cottonwood Heights. Shahar Boyayan, co-founder of digital media company Buzz Booster, will explain how video content and brain-based branding can help businesses reach more customers. Location is Cottonwood Heights City Hall, first floor training room, 1265 E. Fort Union Blvd., Cottonwood Heights. Free. Registration can be completed by contacting Peri

Kinder at [pkinder@ch.utah.gov](mailto:pkinder@ch.utah.gov) or (801) 944-7067.

### Sept. 24, 8 p.m.

**"A Conversation with Michael Lewis,"** the 2015 Sam Rich Lecture presented by the Hinkley Institute of Politics in conjunction with the David Eccles School of Business at the University of Utah. Lewis is a journalist and author of *The Big Short*, *Moneyball*, *The Blind Side*, *Flash Boys*, *Boomerang* and *Liar's Poker*. Location is Abravanel Hall, 123 S. Temple, Salt Lake City. Tickets are available through ArtTix. Details are at <http://www.hinckley.utah.edu/sam-rich-lecture-series/>.

### Sept. 29-30

**2015 MPO Summit**, focused on medtech manufacturing. Location is Stein Erikson Lodge, 7700 Stein Way, Park City. Cost is \$495; \$49 for academia/student. Details are at <http://mposummit.com/>.

### Sept. 29-Oct. 1

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

### Sept. 29, 8 a.m.-2 p.m.

**Women Empowered Conference.** Location is Weber State University's Shepherd Union Building, 2848 Harrison Blvd., Ogden. Cost is \$55 for military attendees, \$55 for Women in Business (WIB) members, \$65 for non-WIB attendees, \$25 for students; \$25 for luncheon only. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Sept. 30, 8-10 a.m.

**"Writing Effective Job**

**Descriptions,"** an Employers Council (EC) event. Location is 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$95 for EC members, \$130 for nonmembers. Details are at [ecutah.org](http://ecutah.org).

### Oct. 1, 5:30-8 p.m.

**Clean Energy Networking Event**, presented by Utah Clean Energy. Location is Zions Bank Founders Room, 1 S. Main St., Salt Lake City. Cost is \$30 for nonmembers (\$40 after Sept. 1). Details are at (801) 363-4046 or [info@utah-cleanenergy.org](mailto:info@utah-cleanenergy.org).

### Oct. 1, 6:30-8 p.m.

**"Facebook/Twitter,"** a workshop that is part of a Social Media Boot Camp series presented by Cottonwood Heights. Asenath Horton, founder of The City Launch, will explain the different ways to use Facebook and Twitter to market a business. Location is Cottonwood Heights City Hall, first floor training room, 1265 E. Fort Union Blvd., Cottonwood Heights. Free. Registration can be completed by contacting Peri Kinder at [pkinder@ch.utah.gov](mailto:pkinder@ch.utah.gov) or (801) 944-7067.

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## BRIEFS

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of the company throughout the west, with a focus on California. Cord will manage all asset services and assist in the company expansion. He joins CBC Advisors from Voit Real Estate Services, where he oversaw an expanding portfolio of properties in the real estate services



Robert Cord

platform, including property management, asset management and project management. He has more than 26 years of diversified management experience. Prior to that, he was managing director at CB Richard Ellis Real Estate Services and earlier held management positions at both TRI Commercial Real Estate Services and Grubb & Ellis Co.

## RECOGNITIONS

• The **Pride Institute** has honored **Patient Relationship Management** from **Solutionreach**, Lehi, as a **"Best in Class" Technology Award** winner. The awards are presented to recognize excellence in dental innovation. Honorees were chosen by a panel of leading voices in dental technology. Solutionreach provides a customized, cloud-based platform that delivers the information and communication patients use to stay healthy and more personally connected to their healthcare providers.

## RESTAURANTS

• **Caffe Niche**, Salt Lake City, has hired **Andy Morrison** as executive chef, **Joseph Gee** as general manager and **Sarah Fults** as operations manager. Morrison has more than 20 years of experience at restaurants and bistros, including working as sous chef at Chateau Souverain, among other kitchens. She spent part of her career working for Nordstrom res-

taurants and was on their Western States Culinary Advisory Team. Gee most recently was the general manager of The Lighthouse in the Hawaiian islands. Prior to that, he served as a manager for Starbucks Coffee, working with a team to open 12 stores throughout seven new markets in three states. Fults joins the LaSalle Restaurant Group as operations manager from the Grand America Hotel, where she managed teams in four restaurants. She also worked with the Nordstrom Restaurant group as assistant general manager and transferred in 2012 to Utah



Andy Morrison



Joseph Gee



Sarah Fults

from Washington to open Sixth & Pine at the Nordstrom City Creek Center, where she oversaw front of house and back of house training programs for more than 50 employees. Fults was also opening general manager for Twigs, a bistro and martini bar in Farmington.

## RETAIL

• **Advance Auto Parts Inc.** will open a store Sept. 10 at 5750 S. 1900 W., Roy. A ribbon-cutting ceremony will take place at 11 a.m. Sept. 12. The store offers parts and some free services, such as installation of windshield wipers and checks of electrical systems and old batteries. **Kelly Nance** is general manager of the store, which will have eight other team members. Nance has 30 years of experience in the automotive and retail sales industries. He has been with Advance Auto Parts for 25 years.

### Sept. 29-30

**"2015 USTAR Confluence: Where Innovative Ideas Seed, Grow and Thrive,"** a Utah Science Technology and Research (USTAR) event. Keynote speaker is Lawrence "Murf" Murphy, chief of global design at GE Healthcare. Location is the James L. Sorenson Molecular Biotechnology Building, 36 S. Wasatch Drive, Salt Lake City. Registration can be completed at [ustar.org](http://ustar.org). Details are at [www.innovationutah.com/confluence2015/](http://www.innovationutah.com/confluence2015/) or [ustar.org](http://ustar.org).



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# A new way to think about the way you present: More value for THEM

Where is "value" in your sales equation?

Where is "value" in your sales presentation?

What role does "value" play in building customer loyalty?

How does "value" help build solid business relationships?

How does "value" convert selling to buying?

How does your prospect PERCEIVE what you're saying and offering is actually valuable to THEM?

**ANSWER:** Your value proposition needs to define value in terms of the customer (in other words, fix your value proposition).

"Giving" value and "adding" value are words that many salespeople and sales executives have a difficult time understanding, let alone providing. Most people think that value is all about something the company adds. Some small additional service, something tacked onto the product, a slight reduction in price, even something free. Wrong.

Value is something done for the customer — in favor of the customer. The right value proposition will engage, gain interest, eliminate price as an objection, eliminate bidding, eliminate competition and

double your sales.

And it can ONLY be accomplished by PROVING value.

Last week I gave you the first four elements of the 5.5 components of the value proposition. Part one is available on my website. The instructions are below. Here are the rest of the 5.5 value proposition elements:

**5. The value that helps your customer produce more, benefit from and/or profit from.** The paradox of this element is that it is the most important of the entire value proposition and almost never employed by the salesperson (that would be you). In most cases it's the only thing that your prospective customer is interested in, and in all cases, it's what will create the greatest engagement.

There's an old cliché in sales that goes, "They don't care how much you know until they know how much you care." That statement is wrong. It should read, "They don't care how much you know unless they know where the productivity is, where the benefit is, where the risk reduction is and where the profit is." In short, they want to know what's in it for them and where the value is. They have to PERCEIVE value for them. And, in short, if you don't spell that value out, I guarantee that

you will fight a price war. And even if you win the war, you will lose your profit.

**NOTE WELL:** Because this is the most important element of the entire value proposition, it's where you must put the most emphasis and spend the most time.

**ACTION STEP:** Take a moment right now and write down all the ways your customer produces, benefits or profits from your product or service. Just a bunch of bullet points will do. Some of these bullet points may be scattered throughout your sales presentation and I'm challenging you to put them all in one segment. And there's a secret here: Make certain that these value points and these profit points are added into any request for a proposal bid that your customer may have. This means that your competition will have to prove their value at the same time they're trying to figure out how much to cut their price.

**CONSIDER THIS:** It never ceases to amaze me that salespeople will take a bid request or a proposal request without trying to alter it in any way so that the playing field becomes level. Then they lose the business and complain about price. The more you start out with value, the easier it is to win more sales at a higher price.

**5.5. The continuing value**

**after the sale.** This is my version of added value. By continuing to provide value, you let the customer know this is a relationship, not a transaction — that this is a partnership, not a vendor/customer process. Continuing value has to do with service, help, ideas, trends, updates, upgrades, supplies and critical industry information that continues to help your customer produce, benefit and profit from their relationship or their partnership with you.

**BONUS:** The value proposition, if used properly, can ELIMINATE competition. The value proposition can set forth things that make you the only choice. If your prospect asks you about a competitor, you respond, "They're great — if you want second best," or "I don't know, ask them about their value proposition. If they come back to you with 'price reduction' or 'save you money,' run the other way."

Tell your prospect that they should not allow "three bids" or "proposals" UNLESS the competition can match the value proposition that you have provided and proof by testimonial.

**GREAT NEWS:** Converting your sales pitch into a value proposition is not easy. That's the best part. It will represent a change from your normal, boring way of presenting your product or your service.

**PLEASE NOTE:** It will immediately differentiate you from the way all the others do business. It will allow you to rise above your competitors, not wallow in the mud with them. It will give you the opportunity to set the standard, not match the standard.

**WHAT IS THE VALUE OF "VALUE"?** I promise when you master the value proposition and use it in your selling process, you will double your sales, keep your profit, generate a long list of loyal customers and confuse the "price-no-value" competition.

What are you doing or giving that benefits your customer? What are you doing that they perceive as valuable to them? Or does everything you do just benefit yourself?

**HERE'S THE FORMULA:** The more they perceive value, the more they will buy from you at your price.

**Missed Part 1?** Quit your complaining. Both parts of this article are available at [www.gitomer.com](http://www.gitomer.com), register if you're a first time visitor, enter VALUE in the GitBit box and you'll get the entire lesson.

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

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**GLOBAL**  
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pair of degrees from Brigham Young University and served a Mormon mission in southern Africa.

Asked later about potential job losses stemming from the TPP, Flake replied, "With trade, there are always dislocations. Some companies do go out of business, but on the whole, companies in the U.S. do better" with trade agreements.

The TPP will standardize some tariffs and other trade elements among the countries with which the U.S. trades and put them in place where they don't exist already, he said.

"Economists will tell you this is one of the most important trade agreements that we've negotiated in a long time."

Flake mentioned dislocations again when discussing legislation reauthorizing the Export-Import Bank, which he has described as "a depression-era corporate welfare program that I oppose and that carries little relevance in an era of increasingly open global markets."

Ex-Im Bank, which helps finance U.S. exports when commercial credit is unavailable, saw its authority lapse June 30 without congressional renewal.

"I've never believed this is an area the U.S. government ought to be in," Flake said last week. "It does only impact less than 2 percent of all exports, so it's really on the margins. And in many cases, it does advantage some exporters over others or some U.S. companies over others, and I just don't think that it's the federal government's role to make that decision."

As a policymaker, he aims to have a tax and regulatory environment allowing all businesses to flourish "and not to try to pick certain businesses or industries over another," he said.

"I know that whenever government moves out of one particular sector or downsizes an activity, there are dislocations. I don't think that anybody would say otherwise, but it doesn't mean it shouldn't happen, and that's the way the economy goes."

Flake also said:

• Much of Europe relies on Russian crude oil and natural gas, but that could be alleviated. A legislative committee has passed out legislation allowing for U.S. natural gas exports "that will ultimately find their way to Europe and help with

their dependency issues. And if we really want to limit Russia's behavior without resorting to armed force, then we need to do it with tough, meaningful sanctions, and that can only be done if we have our European partners with us."

• The U.S. "got a lesson ... of the interdependency of the world and our dependency on Chinese purchasing power" during Chinese stock market trou-

bles last week that dragged down U.S. stock markets as well.

"But I don't know what we can do to prop up the Chinese stock market or its currency," he said. "I think part of the problems is their manipulation of their currency, and some of the areas they've gone into in trying to promote their exports abroad and make them more attractive abroad are now coming back to bite them."

Already, China is experiencing a slowdown in manufacturing and construction and has ongoing demographic issues, he said. "It's still going to be a strong economy for a long time, but I wouldn't trade our demographics with China for anything, because they're going to face some tough times ahead," he said.

• He is pleased with the restoration of diplomatic rela-

tions between the U.S. and Cuba after 54 years. He had introduced legislation to lift a travel ban between the two countries.

"It has long bothered me as a Republican, whose party believes in travel and trade and investment and commerce as a way to nudge countries toward democracy, we seem to believe the opposite regarding Cuba," Flake said.

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## Opinion

# Even if we can't do everything, we still need to do something

One of the most lame excuses for doing nothing is that we can't do everything. Such excuses have been repeated endlessly, even by some conservatives, when it comes to illegal immigration.

We can't deport millions of illegal immigrants already living in the country, some say, so the wise thing is to just learn to live with them, according to the supposedly sophisticated crowd.

This completely sidesteps the plain, obvious and galling fact that we are not deporting those illegal immigrants who are arrested by the police for violating other laws — and are then turned loose back into American society. In so-called “sanctuary cities” across the country, local police are under orders not to report illegal immigrants to the federal authorities.

Nobody has a right to obstruct justice when it comes to federal laws — not even the president of the United States, as Richard Nixon discovered when he had to resign after Democrats threatened him with impeachment and Republican senators told him that they would not defend him.

Today, any mayor of any city of any size

across the country can publicly announce that he is going to obstruct federal laws against illegal immigrants — and then bask in a glow of self-satisfaction and the prospect of winning votes.

Even people who are gung-ho to punish employers who do not take on the role of immigration police, for which they have neither training nor authority, are often ready to overlook elected officials who do have both the duty and the authority to uphold the laws, but openly refuse to do so.

The federal government itself, under the Obama administration, has refused to enforce immigration laws, and has ordered its own agents to back off when it comes to enforcing some laws that Pres. Obama happens not to like.

Then there is also what might be called the pretense of enforcement — when people who have been caught illegally entering the country are turned loose inside the country and told to report back to a court later on. How surprised should we be when they don't?

One of the most widely known abuses

of the immigration laws is the creation of “anchor babies” to get automatic citizenship when a pregnant woman simply crosses the U.S. border to have her child born on American soil. This is not limited to people who cross the Mexican border. Some are flown in from Asia to waiting posh facilities.

Not only do their children get automatic American citizenship without having to meet any requirements, this also increases the opportunities for other family members to gain admission later on, in the name of “family reunification.”

This is such an obvious racket, and so widely known for so long, that you might think our “responsible” leaders would agree that it should be stopped. But, here again, there are excuses rather than action. One distinguished conservative commentator even said recently that this is such a small problem that it is not worth bothering with.

The anger of Americans who feel betrayed by their own elected officials is not a small thing. It goes to the heart of what self-government by “we the people” is supposed to mean.

To say that it is a small thing is even worse than saying that we can't do anything

about it. We certainly can't do anything about it if we won't lift a finger to try.

Some legal authorities say that the 14th Amendment confers automatic citizenship on anyone born on American soil. But the very authors of that amendment said otherwise. And some distinguished legal scholars today, including Prof. Lino Graglia of the University of Texas Law School, say otherwise.

Even if it were necessary to revise the 14th Amendment, it is sheer Progressive Era dogma that constitutional amendments are nearly impossible to revise, repeal or create. There were four new constitutional amendments added in just eight years, during the height of the Progressive Era in the early 20th century.

But it is indeed impossible if you are just looking for excuses for not trying. Republicans who are worried about Donald Trump should be. But their own repeated betrayals of their supporters set the stage for his emergence. This goes all the way back to “Read my lips, no new taxes.”

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

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THOMAS SOWELL

# Oil bust has potential to bring turmoil to an already anxious world

While we have been watching the Islamic State and discussing Iran, something much bigger is happening in the world. We are witnessing a historic fall in the price of oil, down more than 50 percent in less than a year. When a similar drop happened in the 1980s, the Soviet Union collapsed. What will it mean now?

Nick Butler, the former head of strategy for BP, told me, “We are in for a longer and more sustained period of low oil prices than in the late 1980s.” Why? He points to a perfect storm. Supply is up substantially because a decade of high oil prices encouraged producers throughout the world to invest vast amounts of money in finding new sources. Those investments are made and will keep supply flowing for years. Leonardo Maugeri, the former head of strategy for the Italian energy giant Eni, says, “There is no way to stop this phenomenon.” He predicts that prices could actually drop to \$35 per barrel next year, down from over \$105 last summer.

A primary reason for the accelerated price decline is that Saudi Arabia, the world's “swing supplier” — the one that can most easily increase or decrease production — has decided to keep pumping. The Saudis “know it hurts them but they hope it will hurt everyone else more,” says Maugeri, now at Harvard. One of Saudi Arabia's main aims is to put American producers of shale and tight oil out of business. So far, it has not worked. Though battered by plunging prices, American firms have used technology and smart business practices to stay afloat. The imminent return of Iran's oil — which mar-

kets are assuming will happen, but slowly — is another factor driving down prices. So is the increasing energy efficiency of cars and trucks.

Major oil-producing countries everywhere are facing a fiscal reckoning like nothing they have seen in decades, perhaps ever. Let's take a brief tour of the new world:

Venezuela: Hugo Chavez's popularity, his “21st-century socialism” and his mismanagement of the country's economy were made possible by one factor: a prolonged oil boom. His successor has inherited a bankrupt country that will not be able to service its debts. Oil makes up 96 percent of Venezuela's exports. Its economy is estimated to shrink by 7 percent this year, having already contracted by 4 percent last year. (One of the reasons that Cuba has been looking to reach accommodations with the United States is that it knows that its sugar daddy in Caracas is out of cash.)

Russia: Like Chavez, Vladimir Putin's popularity coincided perfectly with a steep rise in oil prices, which meant higher Russian GDP, government revenues and, thus, subsidies to the people. All that is reversing course. Russia's economy is projected to shrink by 3.4 percent this year. Oil and gas revenues make up half the government's income. Crucially, revenues for Gazprom, the national gas giant, are estimated to fall by almost 30 percent this year. “Remember, Gazprom is the machine that provides finances for Putin's clique that runs the country,” said Butler, now at King's College London.

Iraq: Oil makes up around 90 percent of the Baghdad government's revenue, and despite the fact that it is pumping out as

much as possible, it faces a massive drop in available funds. This is the backdrop behind the fragility of the government and also the rising levels of sectarian strife — which have paved the way for the Islamic State. With limited resources, the Shiite government in Baghdad is hard-pressed to make patronage payments to the Sunnis. Next up, a major confrontation between the Kurds and the central government over the sharing of oil revenues.

Iran: Despite the initial windfall that Tehran will get from the relaxation of international sanctions, it is, like most petro-states, dysfunctional. In fact, the IMF

estimates that it needs prices to be almost \$100 a barrel to balance its budget. In the medium term, it will face pressures just like the others.

Many American experts and commentators have hoped for low oil prices as a way to deprive unsavory regimes around the globe of easy money. Now it's happening, but at a speed that might produce enormous turmoil and uncertainty in an already anxious world.

Fareed Zakaria's email address is [comments@fareedzakaria.com](mailto:comments@fareedzakaria.com).

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FAREED ZAKARIA





# Long-term investment truths: Key lessons for retirement savers

You learn lessons as you invest in pursuit of long-run goals. Some of these lessons are conveyed and reinforced when you begin saving for retirement, and others you glean along the way.

First and foremost, you learn to shut out much of the “noise.” News outlets take the temperature of global markets five days a week (and even on the weekends), and fundamental indicators serve as barometers of the economy each month. The longer you invest, the more you learn to ride through the turbulence caused by all the breaking news alerts and short-term statistical variations. While the day trader sells or buys in reaction to immediate economic or market news, the disciplined investor waits for selloffs, corrections and bear markets to pass.

You learn how much volatility you can stomach. Volatility (also known as market risk) is measured in shorthand as the standard deviation for the S&P 500. Across 1926-2014, the yearly total return for the S&P averaged 10.2 percent. If you want to be very casual about it, you could simply say that stocks go up about 10 percent a year — but that discounts some pronounced volatility. The S&P had a standard deviation of 20.2 from its mean total return in this time frame, which means that if you add or

subtract 20.2 from 10.2, you get the range of the index’s yearly total return that could be expected 67 percent of the time. So in any given year from 1926-2014, there was a 67 percent chance that the yearly total return of the S&P might vary from +30.4 percent to -10.0 percent. Some investors dislike putting up with that kind of volatility, others more or less embrace it.

You learn why liquidity matters. The older you get, the more you appreciate being able to quickly access your money. A family emergency might require you to tap into your investment accounts. An early retirement might prompt you to withdraw from retirement funds sooner than you anticipate. If you have a fair amount of your savings in illiquid investments, you have a problem — those dollars are “locked up” and you cannot access those assets without paying penalties. In a similar vein, there are some investments that are harder to sell than others.

Should you misgauge your need for liquidity, you can end up selling at the wrong time as a consequence. It hurts to let go of an investment when the expected gain is high and the P/E ratio is low.

You learn the merits of rebalancing your portfolio. To the neophyte investor, rebalancing when the market is hot may

seem illogical. If your portfolio is disproportionately weighted in equities, is that a problem? It could be.

Across a sustained bull market, it is common to see your level of risk rise parallel to your return. When equities return more than other asset classes, they end up representing an increasingly large percentage of your portfolio’s total assets. Correspondingly, your cash allocation shrinks as well.

The closer you get to retirement, the less risk you will likely want to assume. Even if you are strongly committed to growth investing, approaching retirement while taking on more risk than you feel comfortable with is problematic, as is approaching retirement with an inadequate cash position. Rebalancing a portfolio restores the original asset allocation, realigning it with your long-term risk tolerance and investment strategy. It may seem counterproductive to sell “winners” and buy “losers” as an effect of rebalancing, but as you do so, remember that you are also saying goodbye to some assets that may have peaked while saying hello to others that you may be buying at the right time.

You learn not to get too attached to certain types of investments. Sometimes an investor will succumb to familiarity bias, which is the rejection of diversification for familiar investments. Why does

he or she have 13 percent of the portfolio invested in just two Dow components? The investor just likes what those firms stand for, or has worked for them. The inherent problem is that the performance of those companies exerts a measurable influence on the overall portfolio performance. Sometimes you see people invest heavily in sectors that include their own industry or career field. An investor works for an oil company, so he or she gets heavily into the energy sector. When energy companies go through a rough patch, that investor’s portfolio may be in for a rough ride.

Correspondingly, that investor has less capacity to tolerate stock market risk than a faculty surgeon at a university hospital, a federal prosecutor, or someone else whose career field or industry will be less buffeted by the winds of economic change.

You learn to be patient. Time teaches you how quickly the markets rebound from downturns and why you should stay invested even through systemic shocks. The pursuit of your long-term financial objectives should not falter — your future and your quality of life may depend on realizing them.

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



MARK LUND

Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time.

~Thomas Edison

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**CAI***from page 1*

months from now to be, is 1.9 points higher than its level 12 months ago. The percentage of Utahns who believe business conditions in their area will be better six months from now increased four points to 30 percent in August. Twenty-six percent of Utahns believe the number of available jobs in their area will be greater in six months, up from 24 percent in July. Confidence that total household income will be higher in six months increased from 30 percent in July to 34 percent in August.

Expectations regarding gasoline price increases changed more than any other measure. Seasonal tapering of gasoline price increases coupled with the memory of the dramatic decrease in gasoline prices experienced at this time last year has led fewer consumers to expect gas prices to increase in the coming year. Only 57 percent of Utahns expect gasoline prices to increase over the next twelve months, down from 70 percent in July. Expectations for gasoline price increases have not been this low since December 2014. Likewise, expectations that gasoline prices will decline have not been reflected in the index since December 2014. Nineteen percent of Utahns expect gasoline prices to go down over the next year compared to 9 percent who felt that way in July. The average expected increase is 44 cents per gallon over the course of a year, and the average expected drop is 35 cents per gallon. Gasoline prices in

Utah reached their summer peak in June and have been decreasing incrementally since then.

"Utahns are more confident in their personal economic situations as gasoline prices decline and home values rise," said Scott Anderson, president and CEO of Zions Bank. "As expectations increase, Utah's economy will continue to grow, and vice versa."

In general, Utahns' expectations for increases in overall prices and interest rates are slightly lower this month. Sixty-three percent of Utahns expect interest rates for borrowing money to increase in the next 12 months, down one point from July. Likewise, 68 percent of Utahns think prices for consumer goods will increase, down from 70 percent in July. Meanwhile, 25 percent of consumers believe their household income will increase by more than the rate of inflation over the next two years, which is down two points from July.

When it comes to investments, 42 percent of Utahns think it is likely that a \$1,000 investment in their 401(k) will be worth more than \$1,000 a year from now, which is up from 34 percent in July. On another positive note, 64 percent of Utahns expect prices of homes in their communities to increase over the next 12 months, compared to 62 percent in July.

Slightly fewer members of the Utah workforce are worried about losing a job they wanted to keep during the next two years — 8 percent in August compared to 9 percent in July.

University and the International University of Kyrgyzstan (IUK) under the auspice of the Mountain Partnership. Event is designed to strengthen the involvement of North American mountain communities with the United Nations' Mountain Partnership (MP). Among topics to be discussed are "Economic Issues of Women and Children" and "Leadership for Women." Location is Utah Valley University, Orem. Details are at [www.womenofthemountains.org/index.php/2015-utah.usa](http://www.womenofthemountains.org/index.php/2015-utah.usa).

**Oct. 7, 8:30-10 a.m.**

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

**Oct. 7**

**Titan Awards,** a Sandy Area Chamber of Commerce event. Recipients are Dieter F. Uchtdorf, second counselor in the First Presidency for the Church of Jesus

**OR SHOW***from page 1*

Valley, to all who work to make the tradeshow participants feel welcome and ensure that they have everything they need to be successful at the convention."

Brad Petersen, director of the Utah Office of Outdoor Recreation, said OR has had "an extremely successful run" in Salt Lake City. "The Outdoor Retailer show has grown well beyond a successful tradeshow and it's part of the DNA of the state of Utah," he said.

Petersen noted that many companies have found Utah to be a perfect place to relocate all or part of their operations after having attended OR shows and that many show attendees return to enjoy recreational activities throughout Utah.

"Salt Lake and the state of Utah have proven to be wonderful hosts to the Outdoor Industry and to Outdoor Retailer over the years," Marisa Nicholson, vice president and Outdoor Retailer show director, said in a prepared statement. "The community is welcoming, supportive and we feel at home during our two weeks in town."

But the show will change a bit, including a shift in dates. The 2016 Winter Market already had been moved a bit earlier to better accommodate attendees' winter sales cycles

and move the show away from conflicts with Martin Luther King Jr. Day and the Sundance Film Festival. The Summer Market will move earlier to provide more time between OR and another tradeshow in Las Vegas.

Upcoming Winter Market dates are Jan. 7-10, 2016; Jan. 7-10, 2017; and Jan. 6-9, 2018. The Summer Market dates are Aug. 3-6, 2016; July 26-29, 2017; and July 25-28, 2018.

"Date changes and a pattern change for the winter show required that a lot of work be done to make this extension possible," said Alan Rindlisbacher, chairman of the Visit Salt Lake board, who noted that local hotels had to move existing conventions to accommodate the new OR dates.

Among elements that threatened to hurt Utah's chances of retaining OR was Utah's public lands policies, but in a prepared statement, Amy Roberts, executive director of Outdoor Industry Association, said "we look forward to continuing the dialogue with the state of Utah around public lands issues."

The need for more space also has been an issue. Having outgrown the Salt Palace, the show has relied on large pavilions to accommodate overflow. First used in 2012, the pavilions were expanded this summer and cost the state, county and city \$1.8 million to rent.

Scott Beck, president and chief executive officer of Visit Salt Lake, said a fourth pavilion could be added in 2017, if needed.

As for the long term, OR wants to see a convention center hotel near the Salt Palace. McAdams recently rejected a proposed contract with Omni Hotels & Resorts, based in Dallas, to develop a 750- to 1,000-room hotel, citing Omni's desire for increased public funding and balking at block room rate adjustments.

Omni last year was the only respondent to a request for proposals (RFP) to build, own and operate the convention hotel, expected to cost \$300 million and enable the company to get incentives totaling \$75 million related to convention meeting space in the building.

The county will issue a new RFP in coming weeks.

McAdams said such a hotel is needed, not just for OR but for conventions with about 8,000 attendees. Currently, the county loses 30 conventions of that size each year, with convention organizers saying "that's the only thing that's missing for Salt Lake to get their business," McAdams said.

The OR Summer Market attracts about 27,000 manufacturers, retailers and suppliers, while attendance for the Winter Market is about 22,000.

**CALENDAR***from page 11***Oct. 5, 8:30 a.m.-3:30 p.m.**

**ABC Contractor Continuing Education,** presented by the Associated Builders and Contractors (ABC) Utah Chapter. Nov. 30 is the deadline for all contractor licenses to be renewed. The course fulfills both the core and professional requirements set by the state of Utah and the Department of Licensing to renew. Location is Big-D Construction, 1788 W. 200 N., Lindon. Course also is available Oct. 21, Nov. 18 and Nov. 24 at the ABC office, 660 W. 900 N., Suite B, North Salt Lake; and Nov. 3 at Ogden BDO, 918 W. 2nd St, Building 10A, Room 125, Ogden. Cost is \$69 for members, \$99 for nonmembers. Registration is available at [www.abcutah.org](http://www.abcutah.org) or emailing [abc.utah@abcutah.org](mailto:abc.utah@abcutah.org).

**Oct. 7-9**

**Fourth Annual Women of the Mountains Conference,** co-organized by Utah Valley

Christ of Latter-day Saints; Pat Richards, president and chief executive officer of SelectHealth; and Larry Krystkowiak, head basketball coach at the University of Utah. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$1,500 for a table of eight (\$1,250 for chamber members). Details are at (801) 566-0344.

**Oct. 13, 8 a.m.-noon**

**Utah Solutions Summit 2015,** with the theme "Utah Works: America's Idea Factory for the 21st Century." Discussion will focus on ideas that have made Utah an "extraordinary place to live, work and play" and how the "Utah Model" can be leveraged as the idea factory that creates a better future for America. Location is Hale Centre Theatre, 3333 Decker Lake Drive, West Valley City. Cost is \$25. Sponsorships are available. Details are at [slchamber.com](http://slchamber.com).

**Oct. 14, 8 a.m.-5 p.m.**

**2015 Broadband Tech Summit,** presented by the Utah Broadband Outreach Center and the Governor's Office of Economic Development (GOED). Keynote

speakers are Val Hale, executive director of GOED, and Todd Westberg, regional information technology director for the United Parcel Service in Chicago. Location is the Utah Valley Convention Center, 220 W. Center St., Provo. Free. Registration can be completed at [broadband.utah.gov/2015-broadband-tech-summit](http://broadband.utah.gov/2015-broadband-tech-summit).

**Oct. 20, 8 a.m.-2 p.m.**

**PTAC Symposium,** presented by the Procurement Technical Assistance Center in the Governor's Office of Economic Development. Theme is "Looking Back, Looking Ahead: Celebrating 10 Years of Success." Location is South Towne Exposition Center, 9575 S. State St., Sandy. Details are at [Business.utah.gov/programs/ptac](http://Business.utah.gov/programs/ptac).

**Oct. 21, 8:30 a.m.-3:30 p.m.**

**ABC Contractor Continuing Education,** presented by the Associated Builders and Contractors (ABC) Utah Chapter. Nov. 30 is the deadline for all contractor licenses to be renewed. The course fulfills both the core and professional requirements set by the state of Utah and the Department of Licensing to

renew. Location is ABC office, 660 W. 900 N., Suite B, North Salt Lake. Course also is available Nov. 18 and Nov. 24 at this location; and Nov. 3 at Ogden BDO, 918 W. 2nd St, Building 10A, Room 125, Ogden. Cost is \$69 for members, \$99 for nonmembers. Registration is available at [www.abcutah.org](http://www.abcutah.org) or emailing [abc.utah@abcutah.org](mailto:abc.utah@abcutah.org).

**Oct. 21, 3:30-5 p.m.**

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

**Oct. 21, 7-8 p.m.**

**"Trailblazers of Clean Energy"** Series event featuring Vien Truong, Green for All. Other events in the series are Nov. 5, with Eric Corey Freed, organic architect. Location is the University of Utah's S.J. Quinney College of Law, 380 S. University St., Salt Lake City. Ticket information is available at [utahcleanenergy.org](http://utahcleanenergy.org).

# Real Estate Section



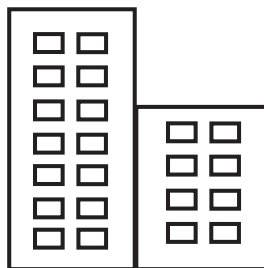
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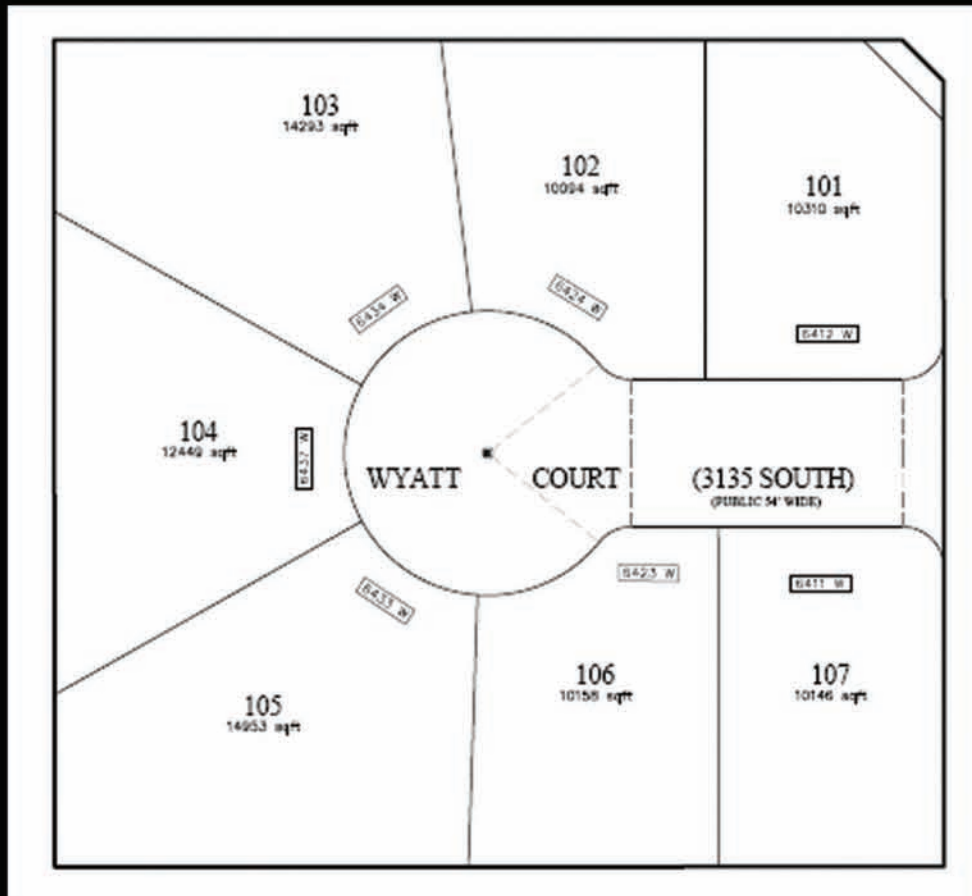


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Lots Available from 10,000-15,000 square feet

# \$315,000



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## 801-580-1428

### Growth Aid LLC adam@growthaid.com



## OFFICE PROPERTY FOR LEASE

# Northgate Park

350 West 800 North, Salt Lake City



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



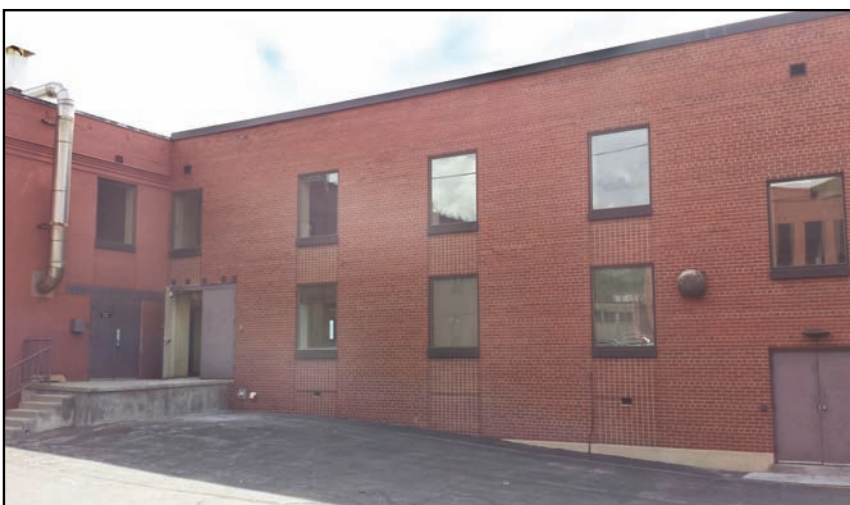
### **All of Floor 3**

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



### **East Side of floor 2**

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



### **West Side of Floor 2**

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

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

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

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



### COMMERCIAL DIVISION

1414 E. Murray Holladay Road  
801-278-4414

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



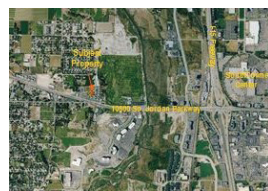
**Lease Rate:** \$13/Full Serv.  
**For Sale:** \$199,900

- 1,326 Sqft, Remodeled
- Plenty of Parking
- Some Furniture & Cabinets Included
- Immediate Occupancy



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#### Commercial Land For Sale 919 W. Baxter Dr (10600 S)



**\$450,000**

.73 Acres, Building Design Available—  
Up To 10,800 Sqft

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#### 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  
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#### Choice Commercial Building Lot 7589-7597 S. Main Street-Midvale



**For Sale: \$200,000**

- Flat Lot
- .31 Acres
- 100'x125'
- West Facing
- Zoned Historic Commercial

Steve Bryant 801-598-0800

## Wonderful Investment Opportunity! Puffer Lake-21.2 Miles East Of Beaver On UT-153



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PRIME RECREATIONAL DEV.  
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#### Commercial Building-Vehicle Related 520 West 1700



**For Sale: \$549,900**

- Approx. 3,809 Sqft/.85 Acres
- Spacious Shop & Warehouse
- With Overhead Doors
- Current Use: Auto Repair Shop
- Great Location- Frontage On Antelope Dr.
- Plenty Of Parking

Kaye Lecheminant  
801-580-0363

## Rare Multi Family Land For Sale! 1000 W. Summit Ridge Pkwy-Santaquin



**For Sale: \$6,500,000**

Summit Ridge Is A Master Planned Community With  
Single & Multi Family, Residential & Commercial.  
20 Minutes South Of Provo, Right off Exit 2421  
60.01 Acres



Stacey Farrer 801-815-2969

#### Commercial Retail-Great Location 815 East 3300 South-Salt Lake City



**For Sale: \$319,900**

- Approx. 1,916 Sq Ft
- Great Visibility
- High Traffic Count
- Off Street Parking
- Perfect For CPA, Insurance, Real Estate, Beauty/Spa, Massage or Hair Salon



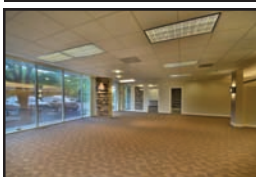
Ray Morrison 801-541-0323

#### Great Office Or Office/Retail Space 355 East 2100 South-Salt Lake City



**For Lease: \$14.50/Sq Ft**  
Modified Gross

- 3,800 Sqft
- Completely Remodeled
- New Granite, Carpet & Paint
- Easy Free Parking
- Great Visibility
- Designer Lighting



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

**For Lease-\$14/NNN**

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



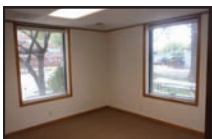
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#### Centrally Located Office Space-For Lease 740 E. 3900 S.



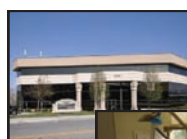
**\$12.50/Full Service\***

- MAIN FLOOR SPACE
- 1,350 -3,400 Sq. Ft
- Multiple Offices, Reception Area & Waiting Room
- Newer Paint & Carpet
- Updated Baths
- Space Can Be Reconfigured
- \*Excludes Interior Janitorial



TERRY CONONELOS 801-205-7019

#### Dental Office Condo-5295 S. College Dr #203



**For Lease-\$13.50/NNN**

**For Sale: \$450,000**

- 2,171 RSF
- 2nd Floor Office
- 1 Private Office
- 5-6 Operation Rooms With Lab
- Waiting Room & Reception



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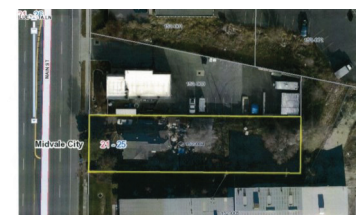
#### Vine Street Office Park-For Sale or Lease 682 E. Vine St. #7



**\$330,000 OR \$16-Full Service**  
1,920 Sqft  
7 Lrg Offices, Conf Rm, Break Rm & Reception Are  
Top Quality Finishes

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#### Prime Commercial or Light Industrial Land 7267 South 700 West-Midvale



**For Sale: \$215,000**

- 0.40 Acres
- Flat Terrain
- Excellent Traffic exposure

Steve Bryant 801-598-0800



**512 East 4500 South, Suite 250**  
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### **1717 South Main - Salt Lake City**

Favorite neighborhood bar for many years now could be yours!



**\$2,230,000**

Current Appraisal. Established Batters Up Restaurant Club for sale separately & can be moved. New addition put on and upgraded throughout. 13,500 Sq. Ft. Building in SLC with established full service liquor license for sale. Social club, restaurant, reception center, event center etc. Kitchen, walk-ins, & 2 full service bars.

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**41.50 acres for sale!! 20 acres very developable.**  
**Will sell in parcels if have planned stages of development.**  
**\$3,000,000**



**1846 East 60 South**



**1850 North 1500 East**

**13.66 Acres**  
**\$1,200,000**

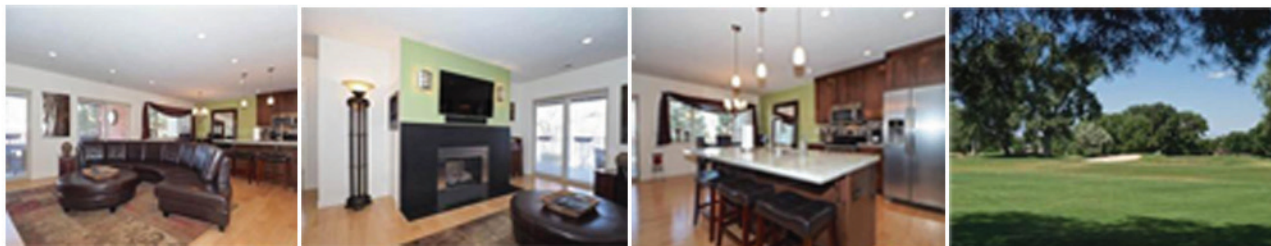
## ***Residential Listings***

***On top of the world!!***



**3699 East Racquet Club Circle, Cottonwood Heights**  
**\$739,000 or Lease option**  
 .31 acres 3 car garage & workshop, 2 kitchens  
 4 bedrooms 3 full baths 1 half bath, 2 family rooms,  
 A fireplace and much more. Call for details.

***This Location is perfect to get downtown or up in the mountains ...***



***or if you are a golfer this Condo is for you!!***

**2556 ELIZABETH ST #5 \$289,000**

**1479 sq ft, 2 bedrooms 2 full baths, family room, Laundry, Fireplace**  
**Forest Glen Condos has great extras like a swimming pool, Tennis court, clubhouse with a fully equipped fitness center, 5 ponds and about 10 acres in Sugar House.**



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