

OF NOTE



Boss is now in Boston

Six Utah IASIS hospitals are now part of the Boston-based Steward Healthcare network. More than 3,300 employees at Salt Lake Regional Medical Center, Jordan Valley medical centers in West Valley City and West Jordan, Davis Hospital and Medical Center in Layton and Mountain Point Medical Center in Lehi are affected by the change, which Steward says includes 18 hospitals in six states and makes it the largest private hospital operator in the U.S.

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PacifiCorp's 34-megawatt Blundell geothermal facility near Milford has been operating since 1984, when it was the first geothermal electricity plant outside California. While Utah currently has 73 megawatts of production at three geothermal facilities, it has the potential for much more, according to speakers at an industry meeting and expo last week in Salt Lake City.

Meeting speakers: Geothermal potential barely touched in Utah

Brice Wallace
The Enterprise

While Utah is ranked third among states in geothermal power generation, speakers at an energy conference last week believe the state has barely drilled the surface of its potential.

Behind only California and Nevada, Utah has three geothermal projects that produce a combined 73 megawatts of electrical

power. But attendees at the Geothermal Resources Council annual meeting and Geothermal Energy Association's expo heard that Utah could generate much more.

"We believe an additional 1,500 megawatts of electrical energy generation can be produced in Utah, and who knows what the future will be with additional technology and advancements on the research?" Gov. Gary Herbert said at the meeting's open-

see GEOTHERMAL pg. 6

Biotech firm agrees to buy vacant West Jordan Fairchild building

After sitting empty and idle for three years, the former home of Fairchild Semiconductor in West Jordan is set to have new life. PolarityTE, a biotech startup in Salt Lake City, has agreed to purchase the property for about \$21 million.

The deal transferring the 60-acre site with a 300,000 square feet of building space is expected to close by the end of October, according to Polarity president and CEO Denver Lough. Lough said his company plans to spend up to \$70 million renovating the facility although the buildings already have many of the features PolarityTE would have built on its own, because microchip

manufacturing requires many of the same safety and cleanliness standards as biotech research and manufacturing.

Lough told the *Deseret News* the company had been searching for a large space to expand its operations for months. Lough said he received a call from the Utah Science Technology and Research Initiative about the available property.

The facility will be renovated in three phases, with the first two expected to be completed within three or four months, Lough said. The entire facility could be open for research and development, laboratory testing and corporate administration by the end of next year.

Salt Lake City home prices continue climb

Home prices in the Salt Lake City market continue to show a steady increase, according to data released last week by Californian-based property data and analytics company CoreLogic. The CoreLogic Home Price Index (HPI) showed a 0.7 percent increase in the prices that Utah homes sold for in August compared to July, which brought the year-over-year price hike to 11.9 percent compared to a year ago.

Nationally, the index showed a 0.9 percent increase from July to August with a 6.9 percent growth since August 2016. All prices used in the index include distressed sales such as foreclosures and short sales.

CoreLogic also released its HPI Forecast report which indicates that home prices will increase by 4.7 percent on a year-over-year basis from August to August 2018, and on a month-over-month basis home prices are expected to increase by 0.1 percent from August to September. The CoreLogic HPI Forecast is a projection of home prices using the CoreLogic HPI and other economic variables. Values are derived from state-level forecasts by weighting indices according to the number of owner-occupied households for each state.

"While growth in home sales has stalled due to a lack of inventory during the last few months, the tight inventory has actually helped stabilize price growth," said Frank Nothaft, chief economist for CoreLogic. "Over the last three years, price growth in the CoreLogic national index has been between 5 percent and 7 percent per year and CoreLogic expects home prices to increase about 5 percent by this time next year."

In an analysis of the country's 100 largest metropolitan areas based on housing stock, 34 percent of cities had an overvalued housing stock in August, according to CoreLogic Market Conditions Indicators (MCI) data. The MCI analysis categorizes home prices in individual markets as undervalued, at value or overvalued by comparing home prices to their long-run, sustainable levels, which are supported by local market fundamentals such as disposable income. Also, in August, 27 percent of the top 100 metropolitan areas were undervalued and 39 percent were at value.

"Nearly half of the nation's largest 50 markets are overvalued," said Frank Martell, president and CEO of CoreLogic. "The lack of real estate affordability has spread beyond the typically expensive coasts into the interior of the nation, hitting cities such as Denver, Nashville, Austin and Dallas."



Three to be inducted into Utah Technology Council Hall of Fame

The Utah Technology Council (UTC) has announced three inductees to its Hall of Fame: Aaron Skonnard, Amy Rees Anderson and Patrick M. Byrne.

The three will be inducted Nov. 10 at the annual black-tie Hall of Fame Gala at the Salt Palace Convention Center in Salt Lake City.

In announcing the inductees, the organization said they “have

professional developers worldwide. He has authored numerous Pluralsight courses in the areas of Azure (cloud computing), WCF, web services, XML and BizTalk Server.

Skonnard has written numerous articles, whitepapers and books, and he is a contributing editor at *MSDN Magazine*, where he written “The XML Files” and “Service Station” columns for years. Among his books are *Essential XML Quick Reference* and *Essential XML*.

Anderson is managing partner and founder of REES Capital, an angel investment firm that provides entrepreneurs and business executives with support and guidance. Prior to founding REES Capital, she was chief executive officer of MediConnect Global, a cloud-based health information exchange, which she sold in 2012 for \$377 million.

After that sale, Anderson founded the IPOP Foundation, a charity focused on helping promote, educate and perpetuate entrepreneurship as a pathway to self-reliance. Anderson is an author and weekly contributor to *Forbes* and the *Huffington Post*. She is also a public speaker, mentor and university lecturer.

Byrne in 1999 launched online retailer Overstock.com, which had revenues of \$1.8 billion in 2016. In 2012, Bryne opted to have the company accept the digital currency bitcoin and created Medici Ventures, a subsidiary of Overstock.com, to build blockchain-based financial technology

solutions. In 2015, Byrne used Medici’s t0.com securities trading platform to become the first person to purchase a digital bond entirely on the bitcoin blockchain.

Byrne made history again in 2016, when Overstock.com issued the first shares ever traded on an alternative trading system (ATS)

using distributed ledger technology.

In addition to the induction activities, the Nov. 10 gala will feature keynote remarks from Satya Nadella, chief executive officer of Microsoft. The gala includes a 6 p.m. reception and a 7 p.m. dinner program.



Aaron Skonnard



Patrick Byrne



Amy Rees Anderson

literally transformed their companies and helped propel our great state to become a nationally recognized tech hub.”

Skonnard is co-founder of Pluralsight and serves as its chief executive officer, having spent years developing course materials and teaching

Lofgren tabbed as NAIOP developer of the year

Commercial real estate development association NAIOP Utah has named Dan Lofgren of Cowboy Partners and Cowboy Properties as 2017 NAIOP Utah Developer of the Year. The association said the honor was bestowed because of Lofgren’s impact on Utah’s commercial development landscape, outstanding projects and community support.

“Dan has been active in Utah’s commercial real estate and development industry for over 40 years,” said Nate Ballard, NAIOP Utah president and chief operating officer of Wadsworth Development Group. “His contributions, leadership and influence has truly supported the incredible growth of our state.”

As founder, president and CEO of Cowboy Partners and its sister company, Cowboy Properties, Lofgren has led the real estate development and property management of projects in Colorado, Nevada, Idaho, Washington, California and Utah, according to NAIOP. His projects include office, for-sale residential, mixed-use, luxury rental communities, mixed-income multi-family communities and affordable housing.

Lofgren said that Cowboy Partners has special emphasis on development and management of affordable housing. “We are blessed to have the opportunity to earn a living creating and managing places for people to live,” he said. “Some are compelling and exciting places. Some we under-

take with special attention to providing safety, dignity and affordability for those whom the market doesn’t typically offer a solution. It is an energizing and richly rewarding thing that a prestigious organization like NAIOP takes time to recognize the efforts of the Cowboy team.”

Lofgren currently serves on the Mayor’s Blue-Ribbon Housing Commission seeking solutions to the affordable housing gap in Salt Lake City. He is a member of the University of Utah National Advisory Council and chair of the Pioneer Theater Company Board of Trustees. He is on the executive committee (immediate past chair) of Envision Utah and a director of the Utah Refugee Connection.



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Unishippers employees pose on the stairs at the company's new headquarters at 7158 S. FLSmidth Drive in Salt Lake City. The third-party logistics company moved into the new building late last month. "With the corporate sales team adding 500 new customers each month and the corporate sales posited to reach 54 percent annual growth in the next four months, the company needed to make room for the volume of employees needed to continue to run the growing department," Unishippers said in a statement. The 30-year-old company said it plans to hire 120 employees by year-end for local sales and operations positions.

Funds available for renewable energy projects

Rocky Mountain Power's Blue Sky program is now accepting funding applications for renewable energy projects. The program, funded by more than 44,000 Blue Sky customers, is available to help cover the cost of installing renewable energy systems for non-residential, community-serving organizations within the Rocky Mountain Power service area. Those systems include solar, wind and geothermal, among other.

"Rocky Mountain Power se-

lects projects that are innovative, have high visibility and educational value in the community," said Keven Hoopiaina, renewable energy program manager at Rocky Mountain Power. "Our Blue Sky customers have made these projects possible and are helping to create a more sustainable energy future in their communities."

Since 2006, the Blue Sky program has funded 128 renewable energy projects across Utah,

Wyoming and Idaho and supported more than 1.9 billion kilowatt-hours of renewable energy, which has the same environmental impact of eliminating greenhouse emissions from 165,000 cars. This year the program expects to have close to \$2 million available for new renewable energy projects.

Applicants can submit a completed application form along with supporting materials by 5 p.m. on Dec. 29. Information is available at bluesky@pacificorp.com.

Safety grant apps available

The Utah Labor Commission has about \$700,000 it wants to award in the form of grants to help Utah organizations improve workplace safety. The commission has begun accepting applications from businesses and other entities for Workplace Safety grants for 2018.

The grants help businesses, nonprofit and community organizations, labor unions and government agencies based in or doing business in Utah implement or improve programs, practices and training to reduce or prevent occupational injuries and deaths among their employees.

There are two types of grants available for projects during the 2018 calendar year:

- **Program Grant:** Provides funds for organizations to start new or continue and improve ex-

isting safety programs to create safer working conditions. There is no limit to grant amount requests but they generally range from \$1,000 to \$85,000.

Awards Grant: Helps non-profit, trade and industry organizations fund activities and events to recognize employees, partners and affiliates for their commitment to and actions that improve workplace safety. This grant is limited to \$5,000 per organization.

Grants are awarded on a competitive basis according to the proposals included in the applications and their adherence to Workplace Safety Grant program criteria and guidelines. For application forms and program information and criteria, go to laborcommission.utah.gov. Click Services, then Workplace Safety Grants. The deadline for applications is Oct. 19.

SkyWest continues to grow

St. George-based SkyWest Inc., holding company for SkyWest Airlines has reported that it has entered into aircraft purchase agreements and capacity purchase agreements to acquire and fly 15 additional new aircraft with Delta Air Lines and five additional new aircraft with Alaska Airlines. SkyWest is expecting to take delivery of the 20 new planes beginning immediately through the end of 2018.

Of the 20 new airplanes, 15 Embraer E175 SC aircraft will fly under an agreement with Delta in a 70-seat configuration. The agreement with Alaska includes five Embraer E175s, with a 76-seat configuration, similar to aircraft SkyWest has previously

placed into service with Alaska.

Combined with last month's announcement for 25 new aircraft, SkyWest is now taking delivery of 45 airplanes.

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Spring2 Technologies now part of Eide Bailly family

Technology consulting company Spring2 Technologies of Sandy has become part of Eide Bailly LLP, a regional CPA and business advisory firm, the company has announced. The Spring2 staff will join the technology practice of Eide Bailly and move into Eide Bailly’s existing Lehi office.

Spring2’s expertise in both NetSuite and Microsoft Dynamics will help Eide Bailly become stronger in these areas, said Scott Kost, director of technology consulting at Eide Bailly.

“Spring2 brings additional talent in implementation, development and customization to our team,” said Kost. “This union further expands our award-winning and nationally recognized NetSuite practice and deepens our ERP and CRM solution expertise.”

Spring2 owners Neff Broadbent and Ken Berry are excited

for the new opportunities clients and staff will have through joining Eide Bailly, the release said.

“Eide Bailly’s culture and values match perfectly with our own, meaning they have the same commitment to client service as we do,” said Broadbent. “Joining teams with Eide Bailly will give our clients access to a wealth of business advisory services to help them grow and succeed, with the same level of service they have always expected.”

“This gives us a much bigger stage to expand our NetSuite and software development practices and attract new clients,” said Berry. “Our people will have more resources and more opportunities to showcase their talents. It’s really a win for all involved.”

Eide Bailly has Utah offices in Salt Lake City, Ogden and Lehi. The company said it expects to add an office in Orem on Oct. 30.

Mid-Valley Performing Arts Center design team announced

The design team for the planned Mid-Valley Performing Arts Center (MVPAC) has been named in a release from Salt Lake County and Taylorsville city. Method Studio, a Salt Lake City-based architecture firm, and The Shalleck Collaborative of Berkeley, California, a theater planning and design firm, will work together to design the facility, which will sit on a site adjacent to the Taylorville City Hall.

The anticipated opening of the MVPAC is the summer of 2020. Salt Lake County’s Center for the Arts Division will own, operate and manage the facility.

“We are pleased to have Method Studio and The Shalleck Collaborative as our design team for this project,” said Sarah Pearce, the Center for the Arts Division director. “Both organizations have a deep understanding and appreciation of the important role the arts play in our state and a breadth of experience in designing cultural projects. That appreciation is demonstrated in their ability to create beautiful, functional venues.”

Method Studio and its team members have designed several cultural facilities in Utah, including the Noorda Center for the Arts at Utah Valley University, the Center for Story and Art in Orem, the Dixie College Eccles Fine and Performing Arts Center in St. George and the Kent Concert Hall Addition and Morgan Theater

Lobby Remodel at Utah State University in Logan.

“We are pleased to be part of the MVPAC design team and consider it a great privilege,” said Joe Smith, founding partner at Method Studio. “Arts and culture are so important in Utah and particularly in Salt Lake County and we look forward to creating a venue prized by the community for its contribution to the arts.”

The Shalleck Collaborative provides design and guidance in developing theater systems, including seating, lighting, engineering and audio/visual, for both front- and back-stage applications. Since 2003, Shalleck has worked on more than 25 cultural facilities that relate to the MVPAC.

“We are delighted to be working with such a talented and committed team from the county, the city and our design collaborators headed by Method Studio. A theater is coming near you,” said Adam Shalleck, founding principal of The Shalleck Collaborative.

“The construction of the Mid-Valley Performing Arts Center is an important demonstration of the county’s commitment to the arts and culture in our community,” said Mayor Larry Johnson of Taylorsville. “We look forward to working with the MVPAC design team and the county to create a facility that provides opportunities for arts groups in Taylorsville and surrounding cities.”

WTC Utah awarded \$390,000 to help local businesses boost exporting

World Trade Center Utah has been awarded \$390,000 in funds to provide grants to local companies.

The funding comes through the State Trade Expansion Program (STEP), administered by the U.S. Small Business Administration. The grants are designed to boost the number of small businesses that are exporting and help existing exporting companies grow. WTC Utah is accepting grant applications until Oct. 31.

"When we invest in small businesses, we are investing in the future of our economy," said Derek B. Miller, president and chief executive officer of WTC Utah. "The STEP grant accelerates the development of these companies by opening up doors to global business opportunities. World Trade Center Utah is honored to be the steward of such an important grant."

Utah businesses that meet the eligibility requirements can receive up to \$15,000 in funding for their international activities. A 25 percent cash match by the grant recipient is required. The grants can be applied to export-related activities, including par-

ticipation in foreign trade missions, foreign market sales trips and services provided by the U.S. Department of Commerce. Among other activities that qualify are designing international marketing campaigns, export trade show exhibits and training workshops.

"The Small Business Administration is pleased to be able to provide funding that helps businesses grow globally," said Steve Price, acting district director of the Utah Small Business Administration. "An estimated 85 percent of Utah's exporting companies are small to medium-sized enterprises. These companies are prime candidates to benefit from the STEP grant."

Companies interested in grant funding for any activities over the next year can apply by Oct. 31 at www.utcutah.com/step. That website includes details about the STEP grants, including eligibility requirements, approved activities and how to apply.

Grant funds may be used to attend one of the three trade missions and four trade shows that WTC Utah and the Governor's Office of Economic Develop-

ment (GOED) are planning during the grant year. The trade missions are to Mexico in April, London in July (in connection with the Farnborough International Airshow) and Taiwan in September. The trade shows are Arab Health in Dubai, Jan. 9-Feb. 1; JEC Com-

posites in Paris, March 6-8; Farnborough International Airshow in the United Kingdom, July 16-22; and Outdoor Friedrichshafen in Germany, June 17-20.

A list of other eligible international trade shows is available at www.utcutah.com/step.

This is the first year for WTC Utah to manage the grants through a contract with GOED. The STEP program is in its sixth year. The U.S. Small Business Administration awarded \$18 million in grant funds to 44 states for fiscal year 2017.

IntegraCore purchased by VSCM

Salt Lake City-based Visible Supply Chain Management (VSCM) has acquired IntegraCore, a provider of business-to-consumer order fulfillment and shipping services. With facilities in Utah and Georgia, IntegraCore's operations will be incorporated into VSCM's vertical integration system, including parcel service, personalized fulfillment solutions, logistics strategies and custom packaging options, VSCM said in a release.

Visible Supply Chain Management was founded in 2002 and employs about 160 at its Salt Lake City headquarters. IntegraCore's headquarters are in West Jordan, where the company was started in 1989 as IntegraCore Fulfillment.

"This is an acquisition of a firm that is highly compatible with our own," said Jared Starling, CEO of VSCM. "One of the many reasons we are so in favor of the arrangement is because VSCM can quickly grow from moving 55 million packages per year domestically to about 80 million

packages per year domestically. That's a 30 percent increase in shipping volume alone."

With the addition of IntegraCore's assets, VSCM will have an annual sales volume of about \$300 million, over 1 million square feet of warehouse space dedicated to business-to-consumer fulfillment and thousands of customers across the supply chain spectrum.

"We always put customers' needs first, and this acquisition is a reflection of that core value," said VSCM president Casey Adams. "Moving forward, we will have even greater access to innovative solutions that can optimize a wide range of supply chain needs. But, most importantly, our clients can still rely on the same personal working relationships and high-quality service as always."

Visible Supply Chain Management was founded in 2002 and employs about 150 at its Salt Lake City headquarters.



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GEOTHERMAL

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ing activities at the Salt Palace Convention Center. “The good news is it’s a continuous, good, clean source of affordable power, which will help us with our baseload needs as we go forward as a country.”

Council and association documents contain different figures, with one indicating Utah has 1,300 megawatts of untapped geothermal potential in the state — enough to power one-third of the state — while another says geothermal potential in Utah is about 2,000 megawatts in baseload power, or 11 percent of the state’s electricity consumption. If fully developed, those resources could create 5,100 person-years of construction jobs and 1,800 full-time jobs and reduce carbon emissions by 10 million metric tons, documents show.

Beyond electricity generation, geothermal has direct uses, like a project near New-castle where geothermal water is used to heat 25 acres of greenhouses. It also can be used for heat pumps to control temperatures in homes and commercial and public buildings.

Proponents hail geothermal’s attributes, such as availability at all times, reliability, versatility, a relatively small land footprint per kilowatt produced, and environmental cleanliness.

Speaking via video, Daniel Simmons, acting assistant secretary in the Department of Energy’s Office of Energy Efficiency and Renewable Energy, said that preliminary results of an office study show that geothermal has the potential to support 235,000 full-time jobs in power generation by 2050 nationwide, plus 70,000 jobs in the heat pump industry.

“Honestly, that is remarkable poten-

tial,” he said, adding that geothermal could be used for 80 percent of nation’s electricity generation by 2050.

“I’m pleased to see what I would call a renaissance on geothermal as an economically viable option out there for creating heat,” Herbert said. “With the advancements of technology, things that we thought were impossible 40 years ago are not only possible but, in effect, desirable today, so with the new technology we can drill deep, we can access that hot water, we can control it and use it to turn the heat into electrical energy.”

The governor said Utah has taken an all-of-the-above approach based on competitive, free-market principles in developing its energy strategy. Energy and education are foundations to a good economy, he said.

“If you don’t have energy to drive your economy, for the things we do in life, for all the different things we have powered by

energy, your quality of life diminishes and you have economic sluggishness. And you can see that around the world, where those who have energy are having success economically and those that don’t have energy are struggling,” Herbert said.

Utah embraces technology, which can address most of society’s challenges, he said. “And are committed to investing in the future in technology and opportunities in geothermal,” Herbert told the crowd. “We want Utah to be a leader, not only in energy overall, but certainly in the geothermal space as well.”

Jon Cox, vice president of government affairs at Rocky Mountain Power, noted that the utility’s portfolio includes coal, hydro, wind and solar resources, including a 34-megawatt Blundell geothermal facility near Milford, which became operational in 1984.

The utility takes a long-term view on power generation projects and its customers are speaking out about their desire for the increased use of renewable resources, he said. “Our customers are changing. They are demanding new things. As a utility, we recognize that, we’re offering that, we believe geothermal certainly plays a role in that and we’ll continue to do that as we move forward,” Cox said.

“There is a need,” said Nick Goodman, chairman and chief executive officer of Salt Lake City-based Cym Energy, which has a geothermal power plant in Beaver. “There is a desire. There is a will. There’s a market out there that’s structured a little differently, it’s packaged a little differently, but I think there is a home for this energy and there’s a desire for more of it.”

Not only does geothermal compete in the energy marketplace with coal and natural gas but also with utility customers’ increased use of wind, solar and other renewables. Goodman said that having a diversified portfolio for utilities is a good thing.

“We don’t want the whole pie. We just want a piece of the pie,” he said. “We think that makes sense, that thermal plays a role. It’s a piece of the pie and an important piece going forward.”

Boosting geothermal efforts in Utah was an announcement last week that the University of Utah is finalizing agreements to supply half of its electricity needs from renewable energy sources. The joint proposal calls for Cym to provide 20 megawatts of geothermal energy and Berkshire Hathaway Energy Renewables (Rocky Mountain Power is a Berkshire Hathaway company) to provide 10 megawatts of solar energy to the university for the next 25 years. The proposal requires the approval of the Utah Public Service Commission.

The project would result in a 25 percent reduction of the university’s overall greenhouse gas emissions.

“This project connects the university to a diverse array of energy resources that are important to the economic health of our state,” David W. Pershing, university president, said in a prepared statement. “Both our Energy and Geoscience Institute and our Department of Geology and Geophysics are known for their work on geothermal resources. We are pleased to be part of a project that so closely aligns with our research strengths and allows the university to take a dramatic step forward on its climate commitment and toward improving



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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. The submission deadline is one week before publication.

ASSOCIATIONS

- **Silicon Slopes** has announced the dates for its **Tech Summit 2018**. The second annual event will be Jan. 18-19 at the Salt Palace Convention Center in Salt Lake City. The summit will include keynote presentations, workshops, a concert, and networking and parties. The cost is \$95 for an all-access pass. Details are at siliconslopesummit.com.

- The **American Association of State Highway and Transportation Officials** (AASHTO) board of directors has elected



Carlos Braceras

Carlos Braceras as vice president. Braceras is executive director of the Utah Department of Transportation, a position he has held since May 2013. He began his career at UDOT in 1986, ascending in 2001 to deputy director and chief engineer. Prior to his election as AASHTO vice president, Braceras served as AASHTO secretary-treasurer.

BANKING

- **Bank of Utah**, Ogden, has hired **Jennifer Nielsen** to serve as a mortgage originator at its Roy branch.



Jennifer Nielsen

Nielsen started her career 12 years ago at Golden West Credit Union in mortgage lending and was eventually promoted to branch manager and mortgage originator.

COMMUNICATIONS

- **AT&T** has appointed **Matthew Langer** as director of sales for AT&T Utah operations. He will be responsible for the successful operation and overall performance of Utah sales and distribution. Langer leads a team of 150 employees in more than 50 locations. Langer has been with AT&T for 17 years, including serv-



Matt Langer

ing most recently as an area retail sales manager in Phoenix. He is a Marine veteran who was stationed in California and deployed overseas. He earned a bachelor of science degree in business management from the University of Phoenix.

CONSTRUCTION

- **Reaveley Engineers + Associates**, a Salt Lake City-based structural engineering firm, has hired **Bryant Nielsen**



Bryant Nielsen

as a senior engineer. Nielsen has 16 years of teaching, research and industry experience. His experience includes working more than 11 years in academia, teaching and conducting research at Clemson University. He earned his bachelor's and master's degrees in civil engineering from Utah State University.

DIRECT SALES

- **LifeVantage Corp.**, Sandy, has appointed **Kevin McMurray** as general counsel. McMurray has more than 25 years of legal



Kevin McMurray

experience, including serving as assistant general counsel at USANA Health Sciences since 2004. He also served as associate general counsel for Unicity International and assistant general counsel for Shaklee Corp.

ECONOMIC INDICATORS

- **Utah County** tops the state list of **"Best Places to Get a Mortgage,"** compiled by **SmartAsset**. The third annual study determined top markets to secure a home loan in the state by analyzing data on mortgage approval rates, in addition to mortgage interest rates, average five-year borrowing costs and property taxes. Utah County was followed, in order, by Cache, Washington, Davis, Wasatch, Summit, Juab, Morgan, Salt Lake and Iron counties. Details and an interactive map are at <https://smartasset.com/mortgage/utah-mortgage-rates#utah>.

ENERGY

- **CleanSpark Inc.**, Salt Lake City, has announced that

Larry McNeill has been appointed as chairman of the company's board. He succeeds **S. Matthew Schultz**, who served as interim



Larry McNeill

chairman from July through September following the resignation of **Bruce Lyberty**. Schultz continues as chief executive officer and director. McNeill has served as a company director since January 2015. McNeill's experience includes roles in real estate, finance, research, legal, management and business strategies across multiple industries. Most recently, he served as chief financial officer of Theater Candy Corp. and Videolocity Inc. Prior to that, he served as director of Safeway Grocery Stores' consumer, sales and store location research departments; as director of market research for A&P; and at Smith's Food & Drug Centers for 17 years, most recently serving as the senior vice president of corporate development overseeing the research, real estate and legal departments. CleanSpark is a microgrid company with advanced engineering, software and controls for innovative distributed energy resource management systems.

HEALTHCARE

- **Lice Clinics of America** has opened a clinic at 540 E. Antelope Drive, Suite 108, Clearfield. It is the second Utah location for the company, which operates more than 300 urgent-care clinics in 34 countries. The company provides screening, diagnosis and treatment options for people infested with head lice. The clinic is managed by **Holly Horrocks**.

INSURANCE

- **Dale Barton Agency**, a Murray-based insurance and surety company, has named **Margie Arnovitz** to oversee insurance claims and **Mike Arndt** as a new point of contact responsible for large insurance accounts on new and renewal business. Arnovitz has more than 35 years of experience in claims, mostly recently working the past 12 years as a senior claims adjuster at Zurich. She



Margie Arnovitz



Mike Arndt

also adjusted claims at Argonaut Insurance and USF&G (now Travelers). Arndt has more than 25 years of construction underwriting and insurance company experience, most recently at CNA Insurance, where he worked for the past 14 years as a construction insurance underwriter. He also has worked as an underwriter at USF&G (now Travelers), EMC Insurance and Providence Washington. He earned a B.A. in finance from the University of Utah.

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INVESTMENTS

- **DiscGenics Inc.**, Salt Lake City, has closed a \$14 million Series B financing. The round brings the company's total funding to \$21.7 million. The round was jointly led by the company's board of directors, existing long-term investors and new investment partner and observer **Mitsubishi UFJ Capital Co Ltd.** The company is using the round's proceeds to support clinical development of its first product candidate, IDCT, in the U.S. and Japan; to ramp up translation of its cell therapy manufacturing process for Phase III clinical and commercial production; and to fund ongoing operations.

- **Blip**, a Provo-based platform for purchasing and managing digital out-of-home (DOOH) advertising campaigns, has announced it has received \$5 million in funding and a partnership with **YESCO Outdoor Media**, Salt Lake City. The funding comes as a result of Blip's year-long integration with YESCO. Blip is introducing a new marketplace where potential advertisers can purchase ad space by the eight-second incre-

ment. The new partnership with YESCO will spread the technology across all of YESCO's digital signs.

NATURAL RESOURCES

- **Clifton Mining Co.**, American Fork, has announced that **Jerry L. Wilhelm** has been appointed to serve as a board member, filling the vacancy left by the death of Larrabee (Larry) M. Smith until the next shareholder meeting. Wilhelm is a retired pharmacist with 41 years of medical and business experience, including spending most of his business years as an active investor both independently and in an investment firm.

PHILANTHROPY

- **Pluralsight**, Farmington, has announced that through its **Pluralsight One** social impact initiative, it has committed \$10 million over five years to support K-12 computer science education in the United States. The commitment is part of the Internet Association's plans to provide more than \$300 million in support of K-12 computer science programs.

- **Utah Surgical Arts** has launched the second year of its **"Share A Smile"** program and is accepting applications until Nov. 2 from local residents who cannot afford the "All-on-4 Treatment Concept" procedure on their own. One person will receive a new set of teeth in the procedure, which typically costs about \$40,000. Applications can be submitted at <https://utahsurgicalarts.com/shareasmile>.

REAL ESTATE

- The Salt Lake office of **CBRE** has been selected by **Westport Capital Partners LLC** to oversee the leasing of a 150,000-square-foot office building at a site formerly occupied by Shopko at the intersection of I-80 and 1300 East in Sugar House. Tab Cornelison, Eric Smith, Nadia Letey and Scott Wilmarth will oversee the listing. The building will be a Class A structure six stories tall, each with 25,000 square feet. It also will have a small, street-level retail slot. Construction is expected to be completed by the summer of 2019. It is part of a development that also will include a medical office facility and a 100-unit apartment building.

- **Newmark Grubb ACRES**

see BRIEFS next page

Industry Briefs

from previous page

(NGA), Salt Lake City, has hired **Steven D. Anderson**. He is an industrial and development services specialist who previously worked at Coldwell Banker Commercial. He has handled over



Steven Anderson

\$30 million in transactions. Anderson received his bachelor of science in finance degree from Utah Valley University and is working toward his master's in real estate development from the University of Utah.

RECOGNITIONS

• **Industrial Supply, Ballet West and Sutter Physician Services** have earned **2017 Utah Business Diversity Awards**, presented by **Utah Diversity Connections**, a group of employers in Utah working to help transform the Utah workplace and community to create an inclusive culture.

• Four Utah companies are ranked in the lists of **"Best Places to Work in Healthcare,"** compiled by **Modern Healthcare**. In the Suppliers category, **CompHealth** is listed at No. 2; **Health Catalyst** is No. 10; and **Central Logic** is No. 72. **Weber Human Services** is listed at No. 69 in the Provider/Insurers category. The award program identifies and recognizes outstanding employers in the healthcare industry nation-



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wide. **Modern Healthcare** partners with the **Best Companies Group** on the assessment process, which includes an extensive employee survey.

• **PillPack**, an e-commerce pharmacy that has its advisory center and several corporate functions based in Salt Lake City, has been named on the list of **"Next Billion-Dollar Startups,"** compiled by **Forbes**. The list of 25 companies involved **Forbes** collaborating with TrueBridge Capital Partners and asking 195 venture firms which companies they thought were most likely to hit the billion-dollar mark soon. PillPack ships prescriptions, vitamins and over-the-counter medications each month in pre-sorted packaging.

• **American Banker** magazine's October **"Most Powerful Women in Banking"** issue lists **Zions Bancorporation** as having one of five **"Top Banking Teams"** in the U.S. Twenty-seven women from the company are listed as team members. The magazine said the award is a reflection of Zions

Bancorporation's "strong female leaders ... contributing to its strategy and bottom line and of its commitment to initiatives to help more women advance into the senior ranks." Women comprise 50 percent of the company's corporate officer positions, and female executives make up



Jennifer Smith



Rebecca Robinson

21 percent of the company's Executive Management Committee. The magazine also lists **Jennifer Smith**, the company's chief information officer, at No. 21 on its **"25 Women to Watch"** list, and its editor's note highlights the career progression of **Rebecca Robinson**, the company's director of enterprise wealth management.

• **Lesa Francis** has been named to the third annual



Lesa Francis

"Global Power 100 — Women in Staffing" list, compiled by **Staffing Industry Analysts (SIA)**, an advisor on staffing and workforce solutions. Francis is president and chief executive officer of Supplemental Health Care, Park City, a position she has held since June 2016. The Global Power 100 is intended to recognize women who are leading the staffing industry through the landscape of legislative change, technological advancements and economic challenges. Francis has made the SIA's Staffing 100 list in North America five times and the global list three times.

RETAIL

• Apparel and home product retailer **Burlington** will occupy 45,000 square feet in The Commons at Southtowne,

see BRIEFS page 10

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BRIEFS

from page 9

Sandy, taking over the existing Sports Authority space. The announcement was made by the Bowler Retail Team (BRT) at **Coldwell Banker Commercial Advisors** (CBC Advisors). BRT brokers Steve Bowler, executive vice president of retail services, and Heather Bogden, vice president of retail services, represented the landlord, Thackeray Co., in the transaction. Burlington has 567 stores in 45 states and Puerto Rico.

• **Honey & Lace**, a Salt Lake City-based direct-retail fashion company producing women's clothing, has changed its name to **Piphany**. The company said the change "reflects

both the evolution of the company as well as its vision for the future."

SCHOLARSHIPS

• **Western Governors University**, Salt Lake City, will award 100 new scholarships to students pursuing bachelor's or master's degrees. The university said the \$200,000 in 2020 Vision Scholarships is designed to help build the workforce of the future. Each scholarship is \$500 per six-month term, up to four terms. Applications are being accepted through Dec. 31 at https://www.wgu.edu/tuition_financial_aid/scholarships/2020vision?ch=RLSS&refer_id=65019.

SERVICES

• **IMS**, which focuses on business-to-business barter ser-

vices, has opened a new office in Salt Lake City. IMS Barter of Salt Lake City has been opened by entrepreneur **Leonard C. Leslie**. Founded in 1985, Wisconsin-based International Monetary Systems (IMS) serves 23,000 cardholders in 51 North American markets.

• **Simplus**, Salt Lake City, has appointed **Suman Konidana** as managing director. Konidana



Suman Konidana

has more than 21 years of industry and management consulting experience, including leading business development and solution delivery in digital technologies and customer engagement for Slalom,

Salesforce and Deloitte.

• **Mick Echard** has started a new **Welcomemat Services** business that will be serving the Salt Lake City and northern Utah communities. Welcomemat



Mick Echard

Services is focused on local advertising in the direct-mail marketing industry. Echard's experience includes working as a superintendent of several golf clubs in Massachusetts, and as the property manager for the University of Utah and the Capitol.

• **Global Upside** has named **Spencer Brown** as chief revenue officer. Working at the company's Salt Lake City office,



Spencer Brown

Brown will continue the growth of the company's portfolio of services that include accounting, international

expansion, talent acquisition and professional employer organization (PEO) in more than 100 countries. He also will help the company grow its newly launched HR software division, Mihi. Brown has more than 20 years of experience in sales management and partner development, most recently serving as vice president of sales and customer success at Pluralsight. He also has worked at Marketstar.

TECHNOLOGY/LIFE SCIENCES

• **Dave Grow** has been selected to join the board of directors of link management platform company **Bitly**. Grow is president and chief operating officer of Lucid Software, South Jordan. Grow previously

served as chief revenue officer and vice president of product and strategy. Prior to joining Lucid, Grow was a management consultant at Bain & Co.



Dave Grow



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Calendar

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

Oct. 10

Breakfast Meeting, an ACG (Association for Corporate Growth) Utah event. Activities include networking from 7:15-7:45 a.m., followed by breakfast and speaker from 7:45-9 a.m. Speaker is Derek B. Miller, president and chief executive officer of World Trade Center Utah. Location is Marriott City Center, 220 S. State St., Salt Lake City. Nonmembers can register at <https://www.acg.org/utah/events/october-10-breakfast-meeting-derek-miller>.

Oct. 10, 7:30-9 a.m.

Early B.I.R.D. Business Primer, an Ogden-Weber Chamber of Commerce event. Speaker Joshua S. Adams, chief operating officer at Perspective Approach, will discuss "Hitting the Mark: Personal Goals." Location is Weber Center, 2380 Washington Blvd., bottom floor atrium, Ogden. Free for chamber members and first-time guests. Details are at <http://bit.ly/earlybird2017>.

Oct. 10, 9-11 a.m.

"Funding Panel: Utah Grant & Angel Money for Tech Startups," co-organized by VentureCapital.org and the Utah Small Business Development Center and featuring information about funding for early-stage technology from Utah Technology Acceleration Program (TAP) and Technology Commercialization and Innovation Program (TCIP) grants. Panelists are Mary Cardon, USTAR; Brad Bertoch, VentureCapital.org; Clark Cahoon, Governor's Office of Economic Development; and Bryce Hansen, associate director of the Salt Lake Small Business Development Center (moderator). Location is Access Salt Lake, 175 W. 200 S., No. 100, Salt Lake City. Cost is \$15 by Oct. 9, \$20 at the door. Registration can be completed at Eventbrite.com.

Oct. 10, 11:30 a.m.-1 p.m.

Business Women's Forum Fall Luncheon, a Salt Lake Chamber event. Speaker Aaron Vollrath, vice president of customer operations at Henkel Corp., will discuss "Leadership Branding." Location is 50 West Club & Café, 50 Broadway, Salt Lake City. Cost is \$27 for members, \$35 for nonmembers. Details are at slchamber.com.

Oct. 10, 11:30 a.m.-1 p.m.

"Profitable Growth: How to Really Drive Business," a Utah Technology Council (UTC) clinic. Location is Mountainland Technical College's Lehi Campus at Thanksgiving Point, 2301 Ashton Blvd., Lehi. Free. Registration can be completed at Eventbrite.com. Details are at utahtech.org.

Oct. 10, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a ChamberWest event. Speaker is Utah Sen. Karen Mayne. Location is Utah Olympic Oval, 5662 S. 4800 W., Kearns. Cost is \$20 with RSVP. Details are at (801) 977-8755 or chamber@chamberwest.org.

Oct. 10, 11:30 a.m.-1 p.m.

Multi-Chamber Women in Business Luncheon, a West Jordan Chamber of Commerce event. Location is Staybridge Suites, 747 S. Blue Vista Lane, Midvale. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at westjordanchamber.com.

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

Business After Hours Social, a Holladay Chamber of Commerce event. Location is Megaplex Luxury Theatre-Cottonwood/Holladay, 1945 E. Murray Holladay Road, Holladay. Free for chamber members, \$10 for nonmembers and at the door. Details are at holladaychamberofcommerce.org.

Oct. 11-12

Utah Sustainability Summit, presented by P3 Utah, the U.S. Green Building Council and Intermountain Healthcare. Theme is "Wellness: Connecting Human and Environmental Health." Location is Falls Event Center at Trolley Square, 580 S. 600 E., Salt Lake City. Details are at <https://utsustainabilitysummit.com/>.

Oct. 11, 8 a.m.-2 p.m.

PTAC Procurement Symposium, presented by the Utah Procurement Technical Assistance Center (PTAC) and focusing on procuring government contracts. Event features keynote presentations, breakout sessions and a lunchtime panel discussion. Location is South Towne Expo Center, 9575 S. State St., Sandy. Free. Details are at <http://business.utah.gov/programs/ptac/ptac-symposium/>.

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

Professionals Networking Group, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley

City. No RSVP required. Details are at chamberwest.org.

Oct. 11, 3-5 p.m.

"Doing Business with the New Salt Lake City Airport," a Salt Lake Chamber "Business Essentials" event. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at slchamber.com.

Oct. 11, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Snowbasin Resort, 3925 E. Snowbasin Road, Huntsville. Cost is \$10 for chamber members and guests. Details are at ogdenweberchamber.com.

Oct. 11, 6-8 p.m.

"Starting Your Business 101," a Small Business Development Center (SBDC) event. Speaker is Jim Herrin. Location is Corporate Partnership Center, Room 114, 9690 S. 300 W., Sandy. Free. Details are at <https://utahsbdc.org/event/starting-your-business-101>.

Oct. 11, 7-8 p.m.

"Using Lean Startup to Fail Your Way to Success," a Startup Ignition event. Speaker is John Richards, Startup Ignition instructor, founder and chief executive officer. Location is the Startup Building, 111 W. 600 S., Provo. Registration can be completed at Eventbrite.com.

Oct. 12-13

2017 White Collar Crime Conference, an Association of Certified Fraud Examiners Utah Chapter event. Theme is "Expanding Our Influence: Obstructing Fraud." Event features keynote presentations by James Ratley, president and chief executive officer of Certified Fraud Examiners; Tiffany Couch, principal at Acuity Forensics and author of *The Thief in Your Company*; and Kevin McCarthy, author of *Why Good People Make Bad Decisions*. Location is Mountain America Credit Union Tanner Building, 7167 Center Park Drive, West Jordan. Cost is \$329. Details are available by emailing board@utah-acfe.org.

Oct. 12, 9-10:30 a.m.

"SMB+Cloud=Enterprise Security and IT," a West Jordan Chamber of Commerce event. Presenters are from Executech. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

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

WIB Luncheon, a Davis Chamber of Commerce event. Location is Lagoon, 375 N. Lagoon Drive, Farmington. Cost is \$15 for members, \$20 for walk-ins. Details are at davischamberofcommerce.com.

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

"Cybersecurity Business Roundtable," featuring cybersecurity professionals from the Salt Lake Chamber's Cybersecurity Leadership Council. Location is the St. George Area Chamber of Commerce, DSU Training Room, 136 N. 100 E., St. George. Event is also offered Oct. 25 at the Utah County Health & Justice Building, 151 S. University Ave., Room 1601, Provo, and Nov. 1 at the Bridgerland Applied Technology College, Room 840, 1301 N. 600 W., Logan. Cost is \$49. Details are at slchamber.com.

Oct. 12, 5:30-7:30 p.m.

Contactos, a Utah Hispanic Chamber of Commerce networking event. Location is Ogden-Weber Technical College, 200 N. Washington Blvd., Ogden. Free. Details are at <http://www.utahhcc.com/>.

Oct. 12, 5:30-7 p.m.

"Business Boot Camp: Leadership Skills," a Cottonwood Heights Business Association workshop. Les Pardew, owner of the Mystery Escape Room, will discuss five decisions every great team makes in an interactive way to give managers ideas to build effective teams. Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Free. Registration can be completed at chbusiness.org.

Oct. 12, 5:30-6:30 p.m.

Wordpress Workshop, a Small Business Development Center (SBDC) event. Speaker is Velda Christensen. Location is the SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/event/wordpress-workshop-1>.

Oct. 12, 6-8 p.m.

"Business Essentials," a Small Business Development Center (SBDC) event. Speaker is Camille Pendleton. Location is the SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/event/business-essentials-0>.

Oct. 12, 6-7:30 p.m.

"Utah's Clean Energy Future: A Community Forum on Utah Cities Pushing for 100 Percent Renewable Energy," hosted by Utah Clean Energy and HEAL Utah. Panelists are from Salt Lake City Sustainability, Utah

Clean Energy, the Sierra Club Utah Chapter and HEAL Utah. Location is the Salt Lake City Main Library Auditorium, 210 E. 400 S., Salt Lake City. Details are at <https://www.facebook.com/events/1603634326377429/>

Oct. 13, 7:45-9 a.m.

Women in Business (WIB) Networking, an Ogden-Weber Chamber of Commerce event. Location is the chamber, 2380 Washington Blvd., Suite 290, Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

Oct. 17, 7:30 a.m.-2 p.m.

Utah Global Forum, presented by Gov. Gary Herbert, with the theme "Prosperity Through Diversity" and focusing on moving Utah businesses to the global business stage and meeting the challenges of today's business environment. Keynote speakers include Javier Palomarez, chief executive officer of the U.S. Hispanic Chamber of Commerce; and Ana Navarro, political contributor to CNN, ABC News and Telemundo. "Power" presentations include "What is Happening Around the World," "What is Happening in Utah," "Made in the USA" and "How Technology is Changing the International Business Landscape." Breakout sessions include "Diversity of Markets," "Diversity of People," "Diversity of Resources" and "Diversity of Money." Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$90. Details are at utahglobalforum.com.

Oct. 17, 11:30 a.m.-1 p.m.

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

Oct. 17, 4-6 p.m.

Business B 4/5, a West Jordan Chamber of Commerce event. Location is Sam's Club, 7571 S. 3800 W., West Jordan. Details are at westjordanchamber.com.

Oct. 18-19

Boots to Business, a two-step entrepreneurial training program offered by the U.S. Small Business Administration as a training track within the Department of Defense's Transition Assistance Program (TAP). Location is Airmen and Family Readiness Center, 5837 D. Ave., Hill Air





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CALENDAR

from page 11

Force Base. Free. Details are at <https://www.sba.gov/tools/events>.

Oct. 18-20

“Strengthening Economies in Utah: A Forum for Coal-Reliant Communities,” presented by the National Association of Counties and the National Association of Development Organizations (NADO) Research Foundation. Event is designed for coal-reliant counties and regions across Utah bringing together stakeholders from the public and private sectors to discuss best practices, lessons learned and new opportunities to support economic diversification. Location is Sevier County Fairgrounds, Richfield. Free. Details are at <http://www.naco.org/events/strengthening-economies-utah-forum-coal-reliant-communities>.

Oct. 18, 10 a.m.

Quickbooks Workshop, Small Business Development Center (SBDC) event. Speaker is Amanda Moon. Location is the SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/event/quickbooks-workshop-1>.

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

Professionals Networking Group, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at chamberwest.org.

Oct. 18, 3-5 p.m.

“Jump Start: Intro to Entrepreneurship,” a Salt Lake Chamber seminar taught by Deb Bilbao, business consultant at the Women’s Business Center (WBC). Event is designed for all entrepreneurs: those looking to go into business, early startup stage or those looking to improve an existing business. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

Oct. 18, 5:30-6:30 p.m.

Tax Planning Workshop, Small Business Development Center (SBDC) event. Speaker is Brandon Allfrey. Location is the SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/event/tax-planning-workshop-1>.

Oct. 19, 6 p.m.

Titan Awards Ceremony, a Sandy Area Chamber of Commerce event. Activities include a reception at 6 p.m. and dinner and program 7-9 p.m. Honorees are Kem C. Gardner, chairman of the Gardner Co.;

Jeanette Herbert, Utah’s first lady; and Ronald W. Jibson, former chairman, president and chief executive officer of Questar Corp. (now Dominion Energy). Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at sandychamber.com.

Oct. 19, 7:30-9 a.m.

Monthly Coffee Social and Networking, a Holladay Chamber of Commerce event. Location is 3 Cups Coffee, 4670 S. Holladay Village Plaza, No. 104, Holladay. Free. Details are at holladaychamberofcommerce.org.

Oct. 19, 11:30 a.m.-1 p.m.

“Multiplying Lasting, Profitable Relationships,” a West Jordan Chamber of Commerce event. Speaker is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$15 for nonmembers. Details are at westjordanchamber.com.

Oct. 19, 4:30-6:30 p.m.

“Primetime Expo: Fall 2017,” a Utah Valley Chamber bi-annual trade show. Theme is “Your Time, Your Turf.” Location is Provo Towne Centre Mall, 1200 Towne Centre Blvd., Provo. Free. Details are at thechamber.org.

Oct. 20, 8 a.m.-1 p.m.

Box Elder Business Summit, a Small Business Development Center (SBDC) event with the theme “Harvesting Opportunities.” Keynote speakers are Judy Robinett, author of *How to Be a Power Connector*, and Clint Betts, executive director of Silicon Slopes. Location is Utah State University Extension, 989 S. Main St., Brigham City. Cost is \$25. Details are at <https://www.sba.gov/tools/events>.

Oct. 24, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is Hub 801 Events, 3525 Riverdale Road, Ogden. Cost is \$20. Details are at ogden-weberchamber.com.

Oct. 24, noon-1:30 p.m.

“Lunch and Learn Series: Search Engine Optimization.” The Lunch and Learn Series is a collaboration between the Women’s Business Center and the Professional Education Department at the University of Utah. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$40.

see CALENDAR page 15

Business Tech

Are you protected? WannaCry and Petya won't be the last to target your system

You know how they say that history has a way of repeating itself? Malware threats are no exception to that with the latest Petya/Goldeneye virus coming out on the heels of a WannaCry epidemic that hit more than 230,000 computers in over 150 countries in May.

The good news is that most of the rules to protect yourself remain the same. The bad news is that many business owners still haven't taken the needed action and are in danger.

Petya works a little differently than WannaCry. It seems the creators had more in mind than just trying to extort your money. When it infects a machine, it causes a reboot. When you try to turn

your computer back on, you are immediately directed to a screen asking for payment in bitcoin. There is no option to get to anything else and the machine is rendered useless.

There are doubts that the Petya/Goldeneye virus was designed as ransomware. Most experts think that it is just a cover to mask a malware attack designed to do a lot of damage. The payment system that was set up by hackers is pretty much useless. There was only one address used for bitcoin payment which has already been shut down. True ransomware like WannaCry had a much more sophisticated payment system that could continue to get payment despite Internet service providers' efforts to block it.



MIKE HERRINGTON

This makes experts believe that it was really just a thinly veiled malware attack. It also appears that the attack was first aimed at the Ukrainian government, giving further credence to the belief that ransomware was never the objective.

There are several methods to protect your business from Petya. The malware uses the same exploit that WannaCry did to gain access to your systems. It is a process on Windows Server called SMB, which is used to share files and printers across a network. There has been a patch available from Microsoft since March; however, some businesses have still not taken the time to get their systems up-to-date. Without the update, they remain vulnerable.

In addition to keeping up-to-date on the latest patches, a good antivirus can be an

asset in the fight against Petya. Most quality antivirus products already have patches out that block Petya, as it uses vulnerabilities that were previously identified. Again, the antivirus needs to be up-to-date to be effective.

Strong firewalls are also a great help to businesses looking to protect their data. Ensure that it is administered in accordance with networking best practices and that there aren't doors open for hackers to get into the network.

Backups remain highly important. Make sure that you have a quality backup solution that is backing up servers and workstations with important data every night. That way, if the worst-case scenario hits and you get infected, you can simply revert to the backup and repair the damage. Backups

should happen every day and should have monitoring or notification that allows you to have confidence that they are complete and usable. There are far too many businesses that set up a backup once and assume it will keep running indefinitely, only to find out when they need it that it stopped months ago and they don't have any current data.

The solutions for basic security remain the same. It's up to business owners and executives to take the initiative and get in front of this problem. The threats continue to pile up, and there is nothing to indicate that this will stop anytime soon. The time is now to take affirmative action to protect your business and your customers' data.

Mike Herrington is the manager of business development at i.t.NOW.

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CALENDAR

from page 12

Details are at slchamber.com.

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

Chamber Launch, a Salt Lake Chamber networking event. Location is Salt Lake Chamber, Wells Fargo Board Room, 175 E. University Blvd. (400 S.), Suite 600, Salt Lake City. Free. Details are at slchamber.com.

Oct. 25-26, 8:30 a.m.-6 p.m.

Second Annual "Pathways to Professions" Career & Technical Education Showcase, presented by the Utah State Board of Education, the Utah Department of Workforce Services, the Wasatch Front South Consortium, the Governor's Office of Economic Development, and Talent Ready Utah. Theme is "Expanding the Workforce Pipeline." Event brings together industry leaders, higher education partners, school districts, educators, students and communities geared to align CTE programs and education pathways to build the state's workforce. Location is South Towne Expo Center, 9575 S. State St., Sandy. Details are at ctepathway-sutah.com.

Oct. 25, 11:30 a.m.-1 p.m.

"Cybersecurity Business Roundtable," featuring cybersecurity professionals from the Salt Lake Chamber's Cybersecurity Leadership Council. Location is the Utah County Health & Justice Building, 151 S. University Ave., Room 1601, Provo. Event is also offered Oct. 12 at the St. George Area Chamber of Commerce, DSU Training Room, 136 N. 100 E., St. George, and Nov. 1 at the Bridgerland Applied Technology College, Room 840, 1301 N. 600 W., Logan. Cost is \$49. Details are at slchamber.

Oct. 25, 11:30 a.m.-1 p.m.

"ChamberWest Presents" Luncheon, a ChamberWest event. Speaker is Ryan Nelson with Employers Council. Location is Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$20 with RSVP. Details are available at ChamberWest at (801) 977-8755 or chamber@chamberwest.org.

Oct. 26, 8 a.m.-4 p.m.

WeROC Conference: "Women Entrepreneurs Realizing Opportunities for Capital," a VentureCapital.org event focusing on why women-led companies have a more difficult time raising capital, and how people can change mindsets and shatter perceptions. Keynote speaker is Lisa Conte. Event also features

two panel discussions; women entrepreneurs presenting their companies in a 10-minute pitch to a panel of venture capitalists, investors and influencers; and a reception. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$150, \$200 for presenting companies, \$175 at the door. Registration can be completed at Eventbrite.com.

Oct. 26, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker is from Peppershock Media. Location is Soy's Sushi Bar & Grill, 4923 S. State St., Murray. Details are at murraychamber.org.

Oct. 26, 5-7 p.m.

Business After Hours, a Salt Lake Chamber event. Location is Hotel RL, 161 W. 600 S., Salt Lake City. Cost is \$7 for early-bird members, \$10 for members, \$15 for nonmembers. Details are at slchamber.com.

Oct. 27, 7:30-9 a.m.

CTO Forum, a Utah Technology Council event for UTC-member technology and product executives. Location is IM Flash, 4000 N. Flash Drive, Lehi. Details are at utahtech.org.

Oct. 27, noon-2 p.m.

10th Annual Women Tech Awards, a Women Tech Council event. Keynote speaker is Safra Catz, chief executive officer of Oracle. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$125 for members, \$150 for nonmembers. Details are at womentechcouncil.org.

Oct. 27, 2-4 p.m.

"How to Form an LLC" Workshop, a SCORE event. Location is SCORE downtown branch, 310 S. Main St., South Mezzanine, Salt Lake City. Cost is \$85. Details are at <https://www.sba.gov/tools/events>.

Oct. 29-Nov. 1

11th Annual Algae Biomass Summit, an Algae Biomass Organization event featuring discussions about the impact that the latest advances in algae commercialization and research are having on agriculture, food and nutrition markets, carbon and water management, advanced materials, energy and more. Event includes plenary sessions with keynotes and panel discussions, plus break-out sessions and a poster display. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Details are at algaebiomasssummit.org.

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

"Jump Start: Intro to Entrepreneurship," a Salt Lake

Chamber seminar taught by Deb Bilbao, business consultant at the Women's Business Center (WBC). Event is designed for all entrepreneurs: those looking to go into business, early startup stage or those looking to improve an existing business. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

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

"Cybersecurity Business Roundtable," featuring cybersecurity professionals from the Salt Lake Chamber's Cybersecurity Leadership Council. Location is the Bridgerland Applied Technology College, Room 840, 1301 N. 600 W., Logan. Also offered Oct. 12 at the St. George Area Chamber of Commerce, DSU Training Room, 136 N. 100 E., St. George, and Oct. 25 at the Utah County Health & Justice Building, 151 S. University Ave., Room 1601, Provo. Cost is \$49. Details are at slchamber.com.

Nov. 1, 3-5 p.m.

"Farm to Foreign Table: Marketing Food Products to a Global Audience," presented by the Utah Department of Agriculture and Food, Women's Business Center and World Trade Center Utah. Speaker Eric Shulz, Utah State University marketing professor, will discuss the ins and outs of international marketing. A panel discussion moderated by World Trade Center Utah CEO Derek Miller will include international trade experts and Utah food companies who are currently exporting their products. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

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

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location to be determined. Free (pay if ordering from the menu). Details are at westjordanchamber.com.

Nov. 2

Monthly Lunch, a Murray Area Chamber of Commerce event. Speaker is Natalie Gochnour. Location is Brio Tuscan Grille, 80 S. Regent St., Salt Lake City. Details are at murraychamber.org.

Nov. 2, 6:30 p.m.

"Embracing Clean Energy," a Utah Clean Energy party and fundraiser. Speaker is Jeff Orlowski, director of "Chasing Ice" and "Chasing Coral." Location is the Natural History Museum of Utah, 301 Wakara Way, Salt Lake City. Cost is \$75. Details are at utah-cleanenergy.org.

Nov. 3, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Murray Police Chief Craig Burnett will discuss "Crime Prevention in Murray City." Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at murraychamber.org.

see CALENDAR page 19

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Opinion

It's up to 'Big Six' to keep tax reform efforts from being deep-sixed

The so-called "Big Six" Republican tax leaders have unveiled more of their plan to reform the tax code. As usual, it'll be light on details, but we're told to expect a cut in the corporate income tax rate to 20 percent — as opposed to the 15 percent rate Pres. Donald Trump has promised.

That's unfortunate. With Republicans being the worst negotiators, this rate will only go up once Democrats and the Republicans who behave like Democrats have their say. Even though the United States has the highest corporate tax rate of all developed countries, some lawmakers still believe it's unfair or politically impractical to give corporations tax cuts.

Never mind that a high rate and a worldwide tax system have resulted in massive and legitimate tax avoidance behaviors — such as storing overseas income abroad and transfer pricing — making the return on the corporate tax mediocre. Uncle Sam raises relatively little revenue as a share of gross domestic product from corporations — and less capital is invested at home because trillions of dollars stay abroad.

Also, remember that firms don't pay taxes anyway. Individuals do. In this case, the burden of corporate taxation falls on

workers through lower wages. That's why economists agree that the poorly designed tax is an inefficient way to raise revenue, is economically destructive and should be repealed entirely. In other words, even 15 percent would be too high — and higher is idiotic.

Now, a country that's \$20 trillion in debt, heading toward trillion-dollar deficits and governed by lawmakers who can't find a spending program they can live without shouldn't cut taxes without serious offsets. So, let's do that.

According to the Tax Foundation, lowering the corporate tax rate from its current 35 percent to 20 percent would reduce revenue — even accounting for positive economic effects — by about \$718 billion over 10 years. Lowering it to 15 percent would cost \$995 billion. Assuming leadership already has a plan to offset a reduction in the corporate tax rate to 20 percent, we only need an extra \$277 billion in revenue over 10 years to cover the additional rate cut.

Finding \$27.7 billion a year in spending cuts is easy. A combination of cuts to the annual \$56 billion spent on corporate welfare (which benefits large and wealthy firms), eliminating most of the

\$50 billion in improper overpayments from healthcare programs to individuals and instituting a cap on federal spending on Medicaid would more than get us there. And there are so many more spending cuts available for willing lawmakers.

Republicans could also lower the rate to 15 percent by getting rid of the many special-interest loopholes that make our tax code unfair and burdensome. Incidentally, that's exactly what the president promised to do.

Tax expenditures would be the place to start. You want to get rid of the ones benefiting activities that equate to spending through the tax code. The Heritage Foundation's David Burton calculated that, excluding the provisions meant to mitigate any inefficient double taxation of income and deductions for business costs, genuine business tax expenditures could raise \$386 billion over 10 years. The top deduction alone — for domestic production activities — would raise \$193 billion.

The real cash, however, is on the individual side, starting with refundable tax credits, such as the child tax credit. Because the child tax credit is paired with actual spending (not just a loss in tax revenue), the Tax Foundation estimates that getting rid of it would save \$710 billion.

Before you cry "but the children," I'll remind you that social policy priorities aimed at caring for children — or health or education, for that matter — are not best achieved through these tax preferences.

If the Big Six aren't already considering terminating the state and local tax deductions that provide a tax advantage to high-income earners in high-tax states, which would save \$1.71 trillion over 10 years, they should. The mortgage interest deduction — which encourages real estate debt, to the great delight of real estate agents and lenders — could be eliminated, for a savings of \$1.61 trillion, or capped for debt above \$500,000, for a savings of \$308 billion. Also ripe for termination is the charitable contributions deduction, which would bring in \$665 billion over 10 years.

There are plenty of options for lawmakers to start the negotiation process for a much lower corporate tax rate than 20 percent. In fact, with a sharp scalpel and political courage, you could throw in some good tax reforms on the individual side, too.

Veronique de Rugy is a senior research fellow at the Mercatus Center at George Mason University in Virginia.

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VERONIQUE de RUGY

North Korea: If you're going to ramp up the rhetoric, have a strategy

The confrontation between the United States and North Korea is in a more dangerous zone than at any point in decades. Each side has announced tough positions, issued threats and underscored that its positions are non-negotiable. Each side is now boxed in, with little room to maneuver. How to get off this perilous path?

The Trump administration has made a huge mistake in ramping up its rhetoric without any solid strategy to back it up. It remains unclear as to why it has done this. Partly, it seems this White House wants to reverse every Obama-era policy. Partly, it is the undisciplined approach that characterizes so many of this administration's policies, with top people freelancing and showboating. U.N. Ambassador Nikki Haley, for example, appears to take a hard line in order to outflank Secretary of State Rex Tillerson, effectively auditioning for his job.

But, perhaps most fundamental is that Donald Trump likes to be the tough guy. Previous presidents reacted with sobriety to the bellicose statements of leaders like Nikita Khrushchev and Mao Zedong. The United States was always disciplined and cautious; it was the other guys who did the

crazy talk. But Trump seems determined to have the last insult.

We need to tone down the rhetoric and formulate a strategy. North Korea has one — indeed, it has had one for decades. It has determined that given how isolated and threatened it is, it needs a nuclear deterrent. And Pyongyang has made astonishing strides in getting there. Nuclear weapons are all that is keeping Kim Jong Un from suffering the fate of Saddam Hussein or Moammar Gadhafi. The regime will not give up this insurance policy. If you were in Kim's position, would you?

The denuclearization of North Korea right now is a fantasy. It will not happen unless the United States is willing to wage a war on the Korean Peninsula. Everyone knows this, but no official in Washington is willing to publicly admit it. So, the United States has adopted a zombie policy, one that has no chance of success but staggers along nonetheless. It means that we cannot make any progress on what is in fact an achievable and desirable goal — to freeze the North Korean arsenal, end further tests and place the weapons under inspection.

A way out of this paralysis would be to reframe the issue and broaden its scope.

Joshua Cooper Ramo, co-CEO of Henry Kissinger's consulting firm, has shared a plan of his with me — one that has been circulating among officials in Washington — to convene an international conference on nuclear proliferation. All existing nuclear weapons states would agree not to test or expand their arsenals for some period of time — say, 36 months. Inspectors would verify that these limits are adhered to. All other nations would affirm that they do not intend to acquire nuclear weapons. Crucially, North Korea would be invited to sign onto this agreement as a nuclear weapons state, with the idea of freezing progress for now and aiming to later denuclearize the country.

Ramo says that the advantages of this approach are that it lodges the North Korean problem in the broader context of global proliferation, giving everyone an exit ramp so that previous non-negotiable statements don't apply. It creates a global coalition that could be marshaled to sanction North Korea if it were to renege or cheat on its commitments, giving cover to China to truly clamp down on its ally. The plan also deals with Beijing's core security concerns: preventing the collapse of North Korea, and keeping South Korea and Japan from acquiring nuclear weapons. (Ramo, who has a deep knowledge

of China, believes that this broader approach would allow the Chinese government to change its position.)

The specifics of such a plan could be adjusted. Perhaps the conference could be an effort to update and expand the Nuclear Nonproliferation Treaty itself, which is somewhat dated. (The treaty, crafted in 1968, assumed a clear line between peaceful nuclear energy and weapons, but that distinction is much harder to detect these days.) Perhaps it could be done as a regional forum, emphasizing the participation of Japan and South Korea so that their commitment not to acquire nuclear weapons is seen as key — as is the implicit threat that if there were to be no agreement, they would in fact be free to move in that direction.

There is no good — let alone perfect — policy for the North Korean problem. But the Trump administration needs to tone down its insults, get serious and try to find some way to stabilize the situation. Otherwise we are on a road that will force Washington to either go to war or tacitly admit defeat to the Little Rocket Man.

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

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FAREED ZAKARIA

Opinion

You better believe the system is rigged, but there's a way to change it

For as long as there have been politicians, it's been inevitable that they will craft a parasitic system that allows them to control people's destiny — lock, stock and barrel. And, according to a Harvard Business School study by Katherine Gehl and Michael Porter, "By nearly every measure, the industry of politics itself is thriving. There's just one problem. The people whom the politics industry is supposed to serve have never been more dissatisfied."

Our politicians have crafted an institution that is going to be very difficult to dislodge. I do believe that owners and employees of small business have enough partisanship and the political clout to right the wrong caused by the Republican and Democratic parties collectively.

It will be a massive effort, just like the small businesses put forth when they banded together in a revolution to overthrow the English monarchy. The catalyst for the revolution was the "The Loyal Nine,"

who tended to be colonial merchants. The founders were Joseph Avery Jr. and Thomas Chase, who were distillers; Thomas Craft was a painter; Henry Bass was a merchant; Steven Cleverley and John Smith were braisers (a braiser makes portable pans to hold lighted coals); Benjamin Edes, a printer; and George Trott was a jeweler. These men held meetings, handed out fliers, organized a raid on a great big ship, threw tea in the water, tarred and feathered a few folks and then raised a great big army.

Warren Buffett's key to financial success is to look for an investment where there is strong management, it's simple to understand and has a huge competitive moat. If there's some way to turn the political parties into a corporation, he would jump all over the opportunity to invest. Why? Because our two political parties have designed a system to make a lot of silver and gold for themselves and their backers.

So, let's pretend that the Republican

and Democratic parties are one big corporation. The management of these corporations is not the people you see in the media; it's the people in back rooms, the likes of the George Soros and Richard Koch. Their political action committees run the show. These men are proven commodities and have amassed billions in net worth.

Let's now chat about whether or not this business is simple to understand. All of us grew up listening to our parents chat about politics around the dinner table and we even had teachers that told us all about political systems. We are a well-informed public when it comes to political systems.

As to a competitive moat, wow, what a crafty devious model that they have concocted. It is called the "rule of law." They are constantly passing laws and regulations that benefit their benefactors. Just keep piling it on, Nancy, Chuck, Paul and Mitch. As P.T. Barnum is alleged to have said, "There's a sucker born every minute."

What's sad about this situation is that the politicians "cater to their primary backers from the political-industrial complex.

That leaves a host of economic priorities, such as sweeping tax reform, an overhaul of the nation's infrastructure or fixes to the health care system increasingly out of reach," according to the Harvard study.

Again, my friends, it's time to man the barricades. Referencing the Harvard study again: "We do have litigation and citizen referendums that can move much more quickly and build some momentum." The end of gerrymandering would be a huge improvement to our political system. This can be accomplished on a local level by citizen referendums.

"The art of warfare is to subdue the enemy without fighting ... If you know the enemy and know yourself, you need not fear the result of a hundred battles." — Sun Tzu in his sixth-century masterpiece *The Art of War*.

Robert Pembroke is the chairman of Pembroke's Inc. He considers himself on permanent sabbatical but can be reached at pembroke894@gmail.com



ROBERT PEMBROKE

Curbing the epidemic: Three steps for countering the impact of loneliness

It's an epidemic that's been causing increased concern across America. It's taking more than a toll on our emotional well-being; it's causing physiological fallout. A recent *Harvard Business Review* article by former U.S. Surgeon General Vivek H. Murthy noted it's "associated with a reduction in lifespan similar to that caused by smoking 15 cigarettes a day and even greater than that associated with obesity." It also impacts the workplace, limiting task performance, creativity and executive functioning such as reasoning and decision making, according to Murthy.

It's loneliness. And experts are ask-

ing company execs to step up, step in and make a difference.

Despite all our social media, Americans are feeling less social. Because the workplace is one of the few places where Americans spend most of their face-to-face time, company leaders are poised to encourage greater connectivity, create a sense of community and ease the debilitating effects of isolation.

I'm often asked to speak to businesses about implementing systems for greater productivity and unity, and one of the tools I share in my latest book, *Entitlement Abolition*, is "Business Retreats with a Purpose." These events are a mix of fun

and purposeful lessons on teamwork, abundance and empowerment. They can be implemented in three easy steps.

1. Give it a purpose. These retreats are about more than business strategy or goals. They're about personal renewal, mutual connection and company culture. So, make it count. Determine the primary purpose, objectives and strategies for your retreat.

2. Schedule it. Set aside a day or two where you can blend adventure or activities with values-driven training. Make this a regular event that employees can look forward to, whether that's monthly, semi-annually or annually.

3. Hold it here — or there. Decide on a venue that is conducive to the purpose of your retreat. If you're aiming for personal renewal, then heading to a mountain cabin or reserving a park may be ideal. If you're focused on business coaching, then a hotel with a relaxed setting may be best. And if the budget's tight, by all means hold it at the office, but consider reconfiguring the space to make it feel different.

With our staff, we have incorporated a variety of strategies for our business retreats with a purpose. Sometimes we're at the office; sometimes we head to my cabin. Our areas of emphasis are based on best practices — principles we teach in our "Live Abundant" series, as well as those gleaned from thought leaders across the nation. Past topics have included having a positive focus and aiming for three wins a day, exploring how to develop "legacy banks" for our families and how to deal with crises and deadlines.

On one retreat, I conducted the conscious communicator exercise, one of our Live Abundant tools. It only takes about 45 minutes and it dramatically improves com-

munication among employees, supervisors, business partners, companies, customers and even husbands and wives. Following the exercise, we received overwhelming feedback that it was a game-changer at work — and at home.

Every summer, we invite our employees and their families to join us at Lagoon. With plenty of time for everyone to enjoy amusement park rides, we also gather as a group for lunch under the pavilion. There, we share an uplifting message and engage in activities designed to foster our company's culture of abundance and support.

Recently, one of our team members revealed that he had received a handsome offer from another company. He turned it down without a second thought because he wanted to have a more abundant life, even more than he wanted a bigger paycheck. I was blown away and, of course, have demonstrated appreciation for his loyalty and contributions to our firm.

Are retreats an investment on the part of the company? Yes. But do they bring returns? Absolutely. I've seen firsthand the impact of business retreats with a purpose. For years, I've witnessed that employees return to work with a fresh dedication to the organization's big-picture goals and a revitalized commitment to their individual contributions.

And now, especially in light of our nation's loneliness epidemic, I see yet another impetus for these retreats. By getting together, we as company leaders can increase our employees' sense of togetherness. They will know they're not alone, not just at work, but in life. And that can make a difference for everyone's bottom line.

Doug Andrew is a best-selling author, radio talk show host and abundant living coach.



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Partnership to make free electric vehicle charging stations available

Leaders for Clean Air (LFCA), a coalition of businesses and public entities, has joined with Rocky Mountain Power to increase the electric vehicle (EV) charging infrastructure in Utah. Available immediately, LFCA is providing qualified businesses across the Wasatch Front with a Level 2 EV charger, for free. Business-

es can apply online at leadersforcleanair.org.

Workplace EV charging stations address current market barriers to the adoption of alternative fuel vehicles, LFCA said in a release. Studies show that when workplace charging is available, consumers are six times more likely to drive an EV. LFCA works to encourage

adoption of zero-emissions vehicles to result in cleaner air.

Rocky Mountain Power is helping the cleaner technology trend by providing incentives for an EV charging infrastructure and educating drivers on the benefits of electric vehicles.

"Utah's electric vehicle charging network is expect-

ed to grow quite extensively, positioning the state as a nationwide leader in alternative-fuel programs," said Rocky Mountain Power electric vehicles program manager Shawn Grant.

The business model used by LFCA addresses current market barriers to the adoption of alternative fuel ve-

hicles and accomplishes the goal of advancing zero tailpipe emissions along the Wasatch Front. The nonprofit organization was conceived of and is led by Packsize CEO Hanko Kiessner, who partnered with Utah Paperbox president Steve Keyser and 3Form CEO Talley Goodson to form Leaders for Clean Air.

CALENDAR

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Nov. 3, 8-10 a.m.

First Friday Face to Face, a business-to-business networking event. Location is the Salt Lake Community College Miller Campus, 9750 S. 300 W., Sandy. Free. Details and registration are at <http://bit.ly/2pr57ya>.

Nov. 3, 8-10 a.m.

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

Nov. 3, 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." Cost is \$15 for members, \$20 for nonmembers. Details are at slchamber.com.

Nov. 3, 10 a.m.-2 p.m.

Diversity Career Fair and Interview Skills Summit, a first-ever event presented by the ethnic chambers of commerce of Utah. Employers will attend to discuss current openings and offer advice on how to apply. Interview skills workshop will include discussions about resume writing, interviewing and job search tips. Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Free. Registration can be completed at Eventbrite.com.

Nov. 7, 11:30 a.m.-1 p.m.

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

Nov. 7, noon-1:30 p.m.

"Lunch and Learn Series: Employment Law." The Lunch and Learn Series is a collaboration between the Women's Business Center and the Professional Education Department at the University of Utah. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$40. Details are at slchamber.com.

Nov. 8, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Paul Mitchell The School, 2285 Grant Ave., Ogden. Cost is \$10 for chamber members and guests. Details are at ogdenweberchamber.com.

Nov. 9-10

"Female Entrepreneurs Awaken: Volume 6," a Female Entrepreneur Empire event. Location is Radisson Hotel SLC Downtown, 215 W. South Temple, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

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

2017 Medical Office Building Symposium, a Building Owners and Managers Association (BOMA) Utah event showcasing the medical industry and issues affecting that sector of commercial real estate. Speaker David Browdy, associate vice president of finance and chief financial officer for health sciences at the University of Utah, will discuss the University of Utah Transformation Project. Location is Marriott University Park, 480 Wakara Way, Salt Lake City. Registration deadline is Nov. 6. Details are at www.bomautah.org.

Nov. 10, 7:45-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event. Location is the chamber, 2380 Washington Blvd., Suite 190, Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

Nov. 10, Nov. 17, 8 a.m.-1 p.m.

Government Affairs Bootcamp, a two-day Salt Lake Chamber event designed for new and experienced government affairs professionals, company executives and public policy advocates to improve their efficacy and understanding of advocating in the state of Utah. Location is State Capitol, Board Room, 350 State St., Salt Lake City. Cost is \$500 for chamber members, \$750 for nonmembers. Details are at slchamber.com.

Nov. 10, 6-10 p.m.

19th Annual Hall of Fame Gala, a Utah Technology Council event. Black-tie, invited event features a 6 p.m. reception and a 7 p.m. dinner program. Keynote speaker is Satya Nadella, chief executive officer of Microsoft. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$325. Details are at utahtech.org.

Nov. 14, 7:30-9 a.m.

Early B.I.R.D. Business Primer, an Ogden-Weber Chamber of Commerce event. Location is Weber Center, 2380 Washington Blvd., bottom floor atrium, Ogden. Free for chamber members and first-time guests. Details are at <http://bit.ly/earlybird2017>.

Nov. 15, 8:30 a.m.-4:30 p.m.

41st Annual Salt Lake Chamber Women & Business Conference and Athena Awards Luncheon, a Salt Lake Chamber event. Theme is "Brave & Bold." Event will feature the 2017 Athena Leadership Award being presented to Denece Huftalin, president of Salt Lake Community College, plus the presentation of six Pathfinder Awards. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$85 for conference and lunch, \$65 for lunch only, \$25 for conference only. Details are at slchamber.com.

Nov. 16

Trends 2018, a ULI (Urban Land Institute) Utah event with the theme "Evolution or Revolution? Changes Big & Small in Utah Real Estate." Conference is 7:30 a.m.-4 p.m. Network social is 4-6 p.m. Keynote speaker Allison Wylie, transportation and mobility policy associate at Uber, will discuss "Disruptive Trends in Personal Transportation." Location is Little America Hotel, 500 S. Main St., Salt Lake City.

Nov. 16, 7:30-9 a.m.

Monthly Coffee Social and Networking, a Holladay Chamber of Commerce event. Location is 3 Cups Coffee, 4670 S. Holladay Village Plaza, No. 104, Holladay. Free. Details are at holladaychamberofcommerce.org.

Nov. 16, 8-9:30 a.m.

HR Forum, a Utah Technology Council (UTC) event for UTC company HR and people executives only. Location is Pack-size International LLC, 3760 W. Smart Pack Way, Salt Lake City. Registration can be completed at Eventbrite.com.

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

"Multiplying Lasting, Profitable Relationships," a West Jordan Chamber of Commerce event. Speaker is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$15 for nonmembers. Details are at westjordanchamber.com.

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

Multi-Chamber Lunch Series. Speaker is Heidi Castaneda of SelectHealth. Location is Jordan Valley Water Conservancy District, 8215 S. 1300 W., West Jordan. Cost is \$20 prepaid, \$30 at the door. Registration can be completed at murraychamber.org.

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

"E.O. Talks: Leaders Worth Listening To," presented by Entrepreneurs' Organization (EO) Utah, in partnership with the West

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Jordan Chamber of Commerce. Location is Wiseguys Comedy Club, 194 S. 400 W., Salt Lake City. Details are at westjordan-chamber.com.

Nov. 16, 7:30 p.m.

2017 Sam Rich Lecture Series, a University of Utah Hinckley Institute of Politics event. Speaker Bob Woodward, journalist central to the Watergate scandal, will discuss the role of journalism and the American presidency. Open to the public. Location is Kingsbury Hall, 1395 Presidents Circle, Salt Lake City. Cost is \$10, \$5 for students. Tickets can be purchased at <https://tickets.utah.edu/events/the-2017-sam-rich-lecture-series-featuring-bob-woodward/>.

Nov. 21, 11:30 a.m.-1 p.m.

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

Nov. 28, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is Hub 801 Events, 3525 Riverdale Road, Ogden. Cost is \$20. Details are at ogdenweberchamber.com.

Nov. 30-Dec. 1

Summit 2017, a director and officer training conference designed for board chairs, corporate directors and senior executive officers of publicly traded corporations and corporations growing toward publicly traded status. Location is Montage Deer Valley Resort, 9100 Marsac Ave., Park City. Cost is \$600. Details are at summitconf.org.

Nov. 30, 9:30 a.m.-2 p.m.

First-Ever Women in Business Summit, a Davis Chamber of Commerce event. Theme is "Women Who Unite." Location is Davis Conference

Center, 1651 N. 700 W., Layton. Details are at davischamberofcommerce.com.

Dec. 1, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Murray Police Chief Craig Burnett will discuss "Crime Prevention in Murray City." Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at murraychamber.org.

Dec. 1, 8-10 a.m.

First Friday Face to Face, a business-to-business networking event. Location is the Salt Lake Community College Miller Campus, 9750 S. 300 W., Sandy. Free. Details and registration are at <http://bit.ly/2pr57ya>.

Dec. 1, 8-10 a.m.

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

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

WBN Christmas Luncheon 2017, a Utah Valley Chamber event. Location is Thanksgiving Point Garden Room, 2002 Thanksgiving Way, Lehi. Cost is \$30 for members, \$35 for nonmembers. Details are at thechamber.org.

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

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

Dec. 8, 7:45-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event. Location is the chamber, 2380 Washington Blvd., Suite 290, Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

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