

OF NOTE



Storms good for Walmart

Wal-Mart Stores Inc. reported better-than-expected U.S. third-quarter sales last week, as customers stocked up on food and other supplies ahead of hurricanes and online purchases soared, sending its shares up more than 8.5 percent. The sales were the retailer's strongest since 2009.

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The Utah Office of Tourism has undertaken a new strategy that aims to boost the quality of tourism visits to the state rather than the quantity. The plan calls for tourists to extend their stays by getting off of buses and into rental cars and local business such as Ruby's Inn at Bryce Canyon National Park (pictured).

'Red Emerald' initiative aims to give tourists 'quality experience'

Brice Wallace
The Enterprise

With Utah's national parks bulging with visitors — to the point that reservations are being considered — the Utah Office of Tourism has undertaken a strategy to boost the quality of visits rather than the quantity.

Called "Red Emerald," the strategy looks to create Utah travel experiences that are special. The name comes from the red emerald, also known as red beryl, a prized gemstone found in any substantial size only in Utah.

"We named this new initiative 'Red Emerald' because that's what we want the Utah tourism experience to be: a rare, re-

finer, high-quality experience," Vicki Varela, managing director of tourism, film and global branding, told the Governor's Office of Economic Development (GOED) board at a recent meeting.

The initiative was introduced at a Utah tourism conference this fall. Details are now posted at the office's website, <https://travel.utah.gov/>. The principles listed there are designed to be a guiding document for the tourism office in prioritizing its promotional and product development efforts.

Varela noted that Utah has had "wild success" in increasing overall visitation to its five national parks, bolstered by the "Mighty 5" campaign, and that Red Emer-

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\$50 million grant paves way for Provo med school

Utah is going to have another medical school — its third — according to an announcement last week from Wasatch Educational, owner of Provo's Rocky Mountain University of Health Professions (RMUoHP). Scheduled to open to its first class of 150 students in August 2021, the institution will be named Noorda College of Osteopathic Medicine (NCOM). The school will enroll 150 students per year for the first four years and 175 each year thereafter, according to a release from Wasatch Educational.

Named after the Ray and Tye Noorda Foundation, which has committed \$50 million toward the project, the Noorda College of Osteopathic Medicine will be an osteopathic medical and research school offering a curriculum and medical technology focused on preparing physicians who will provide healthcare services, including preventative care.

The Noorda donation, along with a significant commitment from the Wasatch Educational and other unnamed donors, will provide most of the funds needed for construction and operation of the Noorda College of Osteopathic Medicine, the press statement said.

"We are honored to partner with the Noorda Foundation and our other partners to bring Noorda College of Osteopathic Medicine to Utah County," said Dr. Michael Skurja, president of Wasatch Educational. "We believe the medical school will inspire and motivate local students to

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Utah consumer prices dip for first time this year

For the first time since January, prices along the Wasatch Front took a small step backward in October. The Zions Bank Wasatch Front Consumer Price Index (CPI) decreased 0.4 percent from September to October due mainly to seasonal changes in demand for apartment rentals and hotels and motels. Although the index has decreased slightly since September, the cost of living

within the state is still up 3.3 percent from this time last year.

Meanwhile, the national Consumer Price Index decreased 0.1 percent from September to October and has increased 2.0 percent since October 2016.

Much of October's cost-of-living decrease can be explained by seasonal decreases in demand for rentals. Month-over-

month, housing prices have decreased 1.5 percent statewide. According to historical Wasatch Front Consumer Price Index data, overall housing prices typically fall during the month of October, as demand for housing and hotel rooms decreases signifi-

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Utah ski industry looks to enjoy third straight record season

Brice Wallace

The Enterprise

Pardon the pun, but Utah's ski resorts have been on a run.

And they want to see it continue. Coming off two record seasons, the state's resorts are hoping that 2017-18 is a repeat.

"Last year was an all-time record," Nathan Rafferty, Ski Utah's president, said at a recent season kickoff news conference. "The season before that was an all-time record as well. We're crossing our fingers and looking forward to what we hope to be a third record season in a row.

"We have a ton of momentum. That's always important in our industry. Skiers have short memories, and what they remember of last season was pretty darned good. There was a lot of good skiing. So, momentum is on our side, for sure."

The Utah industry last season had nearly 4.6 million skier days (defined as one person visiting a ski area for all or any part of a day or night for the purpose of skiing/snowboarding), topping the nearly 4.46 million level set the prior season. The lowest skier-day total in Utah during the past 10 years was about 3.8 million in 2011-12.

At the brink of this season, some of Utah's resorts have seen snowfall and others have been making snow.

"This reminds me a lot of last year, where we had some question, I think," Rafferty said. "No-

vember is hand-wringing month, especially if you're in the ski business. ... We started a little bit late last year, but I'll remind you that we ended up having a great, great ski season, with Brighton kind of topping the charts at 633 inches on the year and 200 inches of snow in the month of January. We are excited, and there's nobody more anxious than the people in this room to get out and go skiing."

The industry has been involved in marketing in California, Texas, New York, Australia, the United Kingdom and France, while the Utah Office of Tourism has been running ads in Los Angeles and New York. Utah's tourist attractions generate nearly \$8.2 billion annually in visitor spending, including a \$1.4 billion impact from the ski industry.

"That is important because we use that funding," Rafferty said. "Tourism-related tax revenue helps pave our roads, educate our kids. Over a billion dollars in local and state taxes come into the state because of tourism."

The ski industry also has more than 20,000 employees, part of the 142,000 people in Utah working in the tourism industry.

During the news conference, Rafferty noted that many Utah resorts have changed ownership or consolidated in recent years, but he saw that as a positive.

"I think it's an indication of

people wanting to do business in Utah," he said. "Our ski industry has been on a tear — two record years of this being the place to be — so we've seen a lot of attention, and I think it's just going to bring a spotlight and some more attention to our state, so, good things for our industry."

Looking at the longer term, he also said the industry would back a potential bid for Utah to host the Olympic Winter Games

in either 2026 or 2030.

"Either way, Utah's ski industry is highly supportive of pursuing these Games," he said. "We saw a lot of great infrastructure improvements [and] we saw a big bump in skier-days for several years after the Games in 2002, and we'd be looking for the same after the Games hopefully coming up."

Among the Utah resorts already open for the season are Alta Ski Area, Brighton Resort, Deer

Valley Resort, Park City Mountain, Snowbasin Resort and Snowbird Resort.

Upcoming openings will be Dec. 2 at Deer Valley Resort and Solitude Mountain; Dec. 8 at Sundance Mountain Resort, Dec. 9 at Nordic Valley Resort, Dec. 18 at Cherry Peak Resort, and Dec. 21 at Eagle Point Resort. Opening dates for Beaver Mountain, Brian Head Resort and Powder Mountain have not been set.

Merit Medical buys two BD product lines

Utah medical technology giant Merit Medical Systems Inc. has agreed to buy two product lines from Becton, Dickinson & Co., which operates under the trademark BD, for a reported cost of \$100 million. BD proposed the sale of the assets in conjunction with its acquisition of C.R. Bard Inc. and Merit has agreed to the sale subject to BD closing the deal with Bard. The final sales price is subject to adjustment for fluctuations in the value of transferred inventory.

Founded in 1987, Merit is a manufacturer and marketer of proprietary disposable devices used in interventional, diagnostic and therapeutic procedures, particularly in cardiology, radiology, oncology, critical care and endoscopy. The firm employs 4,700 in its development and manufacturing facilities world-

wide along with a sales force of 290. It is based in South Jordan and has plants in Pearland, Texas; Richmond, Virginia; Malvern, Pennsylvania; Rockland, Massachusetts; San Jose, California; Maastricht and Venlo, The Netherlands; Paris, France; Galway, Ireland; Beijing, China; Tijuana, Mexico; Joinville, Brazil; Markham, Ontario, Canada; Melbourne, Australia; Tokyo, Japan; and Yishun, Singapore.

The assets to be acquired are soft tissue core needle biopsy products currently sold by BD under the trade names of Achieve Programmable Automatic Biopsy System, Temno Biopsy System and Tru-Cut Biopsy Needles. Additionally, Merit proposes to acquire the Aspira Pleural Effusion Drainage Kits and the Aspira Peritoneal Drainage System currently marketed by Bard.

Merit said it intends to finance the acquisition through borrowings that are currently available

under its revolving credit facility. Merit's management expects the acquisition to provide incremental annual revenues in the range of \$42 million to \$48 million.

"We believe this is a perfect fit for Merit," said Merit's chairman and CEO, Fred P. Lampropoulos. "These products are well established with an installed base and complement Merit's CorVocet Full Core Biopsy System and our recently acquired bone biopsy products.

"There are also a number of markets in which Merit has direct representation that will be expanded to include the acquired products, as well as new markets which we plan to develop," Lampropoulos said. "In summary, we believe this transaction will provide complementary high-margin products, increased use of our existing facilities, market expansion opportunities, accretive margins, profits and our existing sales force utilization."

BioUtah honors seven with 2017 Life Sciences Awards

Seven individuals, companies and organizations recently were presented with 2017 Life Sciences Awards at the Utah Life Science Summit for their contributions to the industry.

The awards were announced by BioUtah, a nonprofit life science trade association. They recognize significant contributions to medical innovation, industry, and the life sciences community at large.

"We congratulate this year's award winners. They are all phenomenal success stories," said Kelly Slone, president and chief executive officer of BioUtah. "Each person and organization being recognized has played a significant role in advancing Utah's life sciences community. We're honored to celebrate their contributions to life-saving in-

novation, education and building thriving new enterprises from the ground up right here in our state."

Honorees include:

• **Outstanding Individual Contribution Award:** Ashok Khandkar, chief executive officer of Xenecor, and Kelly Powers, former vice president of science and technology for C.R. Bard, who were recognized for substantial scientific, service and/or professional contributions to Utah's life sciences community.

Khandkar was recognized for his 30-year career in founding and capitalizing ventures and launching groundbreaking products. He has 40 U.S. and international patents. In 2010, he won the Utah Governor's Science and



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Zions announces restructuring, will petition to lose 'too big to fail' status

Zions Bancorporation of Salt Lake City announced last week that it will streamline its corporate structure by merging the parent company into its banking subsidiary, ZB NA, or one of its subsidiaries. The resulting entity will bear the name Zions Bancorporation, NA and will continue to operate with its existing local brand names and management teams in markets throughout the western United States.

Concurrently with the simpli-

fication of its corporate structure, Zions said it would file a petition with the Financial Stability Oversight Council (FSOC) to challenge its "systemically important" status, a label that triggers heightened oversight and forces banks to hold more capital.

The systemically important financial institution (SIFI) designation — known as "too big to fail" — is given by the FSOC to companies whose failure can pose

a threat to the global financial system.

"There is much evidence that a consensus exists among Washington policymakers that a straightforward regional bank of Zions' size and lack of complexity does not warrant the 'systemically important' appellation," said Harris Simmons, Zions' CEO.

Wall Street bankers have been lobbying for regulatory relief under the business-friendly administration of Republican President

Donald Trump. Zions is the first bank to openly petition the FSOC to remove its SIFI designation.

"Historically, Zions Bancorporation operated as a multi-bank holding company with separately chartered banks in each of several western states," Simmons continued. "In late 2015, we consolidated our seven banks under a single national bank charter as part of a larger effort to simplify our business operations. We now conduct essentially all our business under that single national bank charter. We believe the logical next step in rationalizing and simplifying our business is to eliminate our holding company, an entity which is no longer necessary in serving customers and providing for the

needs of investors."

Zions said it expects to initiate the filings and other actions required in connection with this project, including filing a proxy statement and other proxy materials with the Securities and Exchange Commission and scheduling a shareholder vote to approve the combination, before the end of the year. "Assuming a favorable result from the FSOC, receipt of required regulatory approvals and an affirmative vote by shareholders, Zions expects to consummate the transaction within six months from the date the appeal request is filed with the FSOC, provided that Congressional hearings are not held under Section 117(c)(2)(b)(ii) of the Dodd-Frank Act. Zions is represented in this matter by the law firm of Sullivan & Cromwell LLP," the bank said in a release last week.

Zions Bancorporation has total assets exceeding \$65 billion and operates under local management teams and distinct brands in 11 western states including Arizona, California, Colorado, Idaho, Nevada, New Mexico, Oregon, Texas, Utah, Washington and Wyoming.

TaskEasy to grow, bring 191 new jobs

Brice Wallace
The Enterprise

The Governor's Office of Economic Development board often awards economic incentives to companies in financial technology, medical innovation and other high-tech sectors.

A company approved for an incentive this month focuses on mowing lawns.

Specifically, TaskEasy Inc. uses a website and mobile app to connect property owners with contractors to get lawns mowed and snow cleared. The Salt Lake City-based company was approved for a tax credit incentive of \$806,842 tied to the creation of 191 jobs over five years.

"Most companies coming recently [for GOED incentives] have something to do with data analytics. This has something to do with something that really needs to be done: either get your lawn mowed and cleaned up or get your snow removed," said Mel Lavitt, chairman of the GOED board's incentives committee. "It's ingenious to think of how to take something that everything thinks is 'You've got to call Joe, who owns the lawn mower company,' to take this and bring everything together."

Ken Davis, the company's chief executive officer, told the board that through 5,700 service providers, the company has mowed a million lawns and expects 3 million to be added next year. The company operates in more than 10,000 cities nationwide.

"TaskEasy was founded in the uniquely entrepreneurial culture of Utah, and starting in this environment has really helped support our growth," Karl Sowa, the company's chief operations and marketing officer, said in a prepared statement. "We're pleased to double-down on our growth here in Salt Lake City, and this state of Utah investment will help us achieve our job creation goals even faster."

The company has 170 em-

ployees in Salt Lake City. The \$6.5 million expansion is expected to result in engineering and research and development jobs paying an average of \$86,894 a year. The project is expected to produce new wages totaling more than \$50 million over five years and new state tax revenue of nearly \$5.4 million during that time.

"TaskEasy is experiencing massive growth and is expanding into new strategic markets across all 50 states," Val Hale, GOED's executive director, said in a prepared statement. "We are pleased that they've chosen to stay in Utah. We are excited about the jobs this expansion will create and the company's contribution in making Utah a premier destination for business."

"We always love seeing Utah companies grow in the state," said Theresa Foxley, president and chief executive of the Economic

Development Corporation of Utah. "TaskEasy's growth will continue to have a positive impact on Utah's economy."

Mortgage delinquency dropping

Fewer and fewer Utah homeowners are having trouble paying their mortgage payments, according to information released this month by property information and analytics firm CoreLogic. In the Salt Lake City market, 2.9 percent of mortgages were delinquent by at least 30 days (including those in foreclosure) in August compared with 3.4 percent in August 2016, according to CoreLogic's Loan Performance Insights Report.

Local mortgages in serious delinquency (90-plus days past due) totaled 0.9 percent in August compared with 1.3 percent in August 2016. The foreclosure inventory rate for this August was 0.2 percent

compared with 0.3 percent a year earlier.

Nationally, 4.6 percent of mortgages were in some stage of delinquency (30 days or more past due including those in foreclosure) in August. This represents a 0.6 percentage point year-over-year decline in the overall delinquency rate compared with August 2016 when it was 5.2 percent.

In August the national foreclosure inventory rate was 0.6 percent, down from 0.9 percent in August 2016. This was the lowest foreclosure inventory rate for the month of August in 11 years, since August 2006 when it was 0.5 percent.



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Utah Pickle Co. building wins \$50,000 restoration grant through nationwide vote

A Salt Lake City project is among 11 historic sites nationwide to win funding through a popular vote.

The \$50,000 preservation grant to restore the former Utah Pickle Co. building was secured in a contest put together by American Express, the National Trust for Historic Preservation and Main Street America. The 11 projects will receive a total of \$1.5 million through the "Partners in Preservation: Main Streets" grant campaign. Projects from 25 cities competed for the funds.

Salt Lake City asked for res-

idents, business owners, patrons and visitors to vote online in an attempt to secure \$150,000 in grant funding for the project.

Built in 1894, the former Utah Pickle Co. warehouse is at 741 S. 400 W. in the city's Granary District, which recently received Utah's first neighborhood business district "Main Street America" designation.

"This campaign was a city-wide effort, and the fact that Salt Lake City came out a winner — due to popular vote — shows how engaged and excited our residents are for this proposed project," said

Mayor Jackie Biskupski. "Our city, and the Granary District, has so much history and a great story to tell. I'm thrilled we've secured this funding to save a piece of that unique history as Salt Lake City continues to grow, develop and thrive as a city for everyone."

The proposed Granary District project from Ori Media includes the expansion of the local creative business collective Studio Elevn into a restored and revitalized Utah Pickle Co. building to provide the Granary District with event space, a media production studio, flexible office spaces for

local artists and entrepreneurs, and a community garden to transform a part of 400 West between 700 South and 800 South into an aesthetically beautiful, community destination that will help revitalize the district through increased street activity, business growth and local spending.

"As the Studio Elevn expansion into the Utah Pickle Co.

building is now one step closer to being a reality, I'm looking forward to cementing the Granary District as a center for creative business in the city," said Michael Ori, president and founder of Ori Media. "Every dollar towards the preservation of such an iconic building ultimately benefits everyone who see the potential of this district."

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ald is a way to build upon that success.

"We know you don't build on your existing success by doing all the same things," she said. "You innovate and figure out how to continue to build the tourism economy with a quality offering. You'll never hear our team, our board, talk about the quantity of visitors that we bring, because we're not looking toward a larger quantity. We're looking toward quality visitation."

Varela cited as an example Chinese tourists who visit Utah's national parks. Many come on tour buses, hop out for a brief excursion and hop back on.

"Our goal ... is that they come and rent their own cars, spend more time, spend more money, have a higher-quality experience, and leave with a better-quality feeling within the communities that they visit," she said.

Rather than adhering to a schedule laid out by the tour bus company, such a tourist could spend, say, five days visiting southern Utah and have more flexibility. They also would be more likely to be influenced by information provided by the tourism office, such as details regarding the best time of day to visit and other experiences "off the beaten path that will create a better-quality experience for the local community and the visitor," she said.

"We're pretty excited. We think it's as exciting as the 'Mighty 5' campaign that we rolled out several years ago in terms of the potential to build our tourism economy in a way that leaves everyone wanting more — the visitor and the local communities."

The principles document says the initiative "seeks to maximize tax revenues generated by tourists while creating a superior experience for visitors and communities alike by prioritizing six facets of our work." Those facets are:

- Continue powerful branding. The office will continue the Mighty 5 and "Greatest Snow on Earth" messages. "Because these campaigns encompass the anchor experiences and destinations in Utah, we will continue to capitalize on the equity in these brands to

further our success in all elements of the Red Emerald Initiative," the website states.

- Prioritize quality, not quantity, of visitors. This is designed to "guide visitors toward a slower pace of travel, staying longer and having a deeper connection with the places they visit. In addition to improving the quality of the visitor experience, this will increase travelers' economic impact through longer stays and additional services, including guides, classes and add-on experiences."

- Distribute visitation statewide. The focus is on "hidden gems" that exist for tourists throughout the state. "While these alternative destinations do not yet have the visitor amenities to be a direct replacement for our busiest destinations, there are niche travelers these destinations can welcome thanks to remarkable birding, fly-fishing, biking, arts, paleontology, stargazing, ATV riding and other experiences," the website states. "By matching the right visitor with the right information and the right mindset to the right place, we can significantly broaden the range of destinations and experiences we promote to distribute travelers to all parts of Utah."

- Refine customer service. This will include everything from resources provided to potential tourists on the tourism office's websites to the frontline hospitality at travel destinations.

- Embrace community-led vision. This principle calls on communities to "take the lead role in defining how they would like their community promoted, identifying whom they would like to attract and determining how much tourism is right for their economic development plans and community character." Tourism can contribute "to community character and quality of life, supplementing a community's diversified economic development plans and helping to celebrate local traditions, craftspeople and artists."

- Champion infrastructure investment. They may include trails and recreational facilities, roadways and bikeways, way-finding signage and proper funding for national parks and public lands.

Mountain States Steel sold to Phoenix firm

Mountain States Steel of London has been sold to DBM Global Inc. of Phoenix, a family of companies involved in structural and steel construction services and an operating subsidiary of HC2 Holdings Inc. Terms of the transaction were not disclosed.

A structural steel fabricator founded in 1949 by the Olsen family, Mountain States Steel (MSS) operates a fabrication facility located on approximately 32 acres in Lindon where it employs approximately 175. MSS has an extensive record of deliver-

ing structural steel for many iconic projects throughout the western United States, including the San Francisco-Oakland Bay Bridge, Alameda Corridor Transportation

see MSS page 11

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MACU contracts for naming rights of South Towne center

Salt Lake County officials have announced a 10-year partnership with Mountain America Credit Union that grants naming rights to the South Towne Expo Center in Sandy. Beginning in January, the convention and meeting venue will be known as Mountain America Expo Center. The venue will remain a Salt Lake County-owned facility and will continue to be managed by SMG, a worldwide venue management group headquartered in West Conshohocken, Pennsylvania.

"We're pleased to partner with Mountain America Credit Union at our Sandy convention and meeting facility," said Salt Lake County Mayor Ben McAdams. "They are all about serving their members, just as Salt Lake County is all about serving the Wasatch Front community with a premier facility for business and family events, meetings, exhibits and shows. It's a great example of a public/private partnership."

The venue hosts 700,000 visitors and over 270 events annually, including numerous events for local businesses and organizations, such as Primary Children's Festival of Trees, Utah Department of Veteran Affairs

Career Fair and Utah Department of Transportation Annual Conference. Since opening its doors in 2000, more than 11 million people have visited the expo center. The 258,000-square-foot venue hosts large consumer conventions, community-based conferences, trade shows, career and health fairs, training seminars, banquets and parties.

As part of the deal, the partnership will allow Mountain America to host quarterly financial seminars. The first financial education event open to the public at the facility will be held in January. Mountain America members will receive promotional benefits for select events. The agreement will also provide visitors access to multiple Mountain America ATMs that will be added throughout the venue.

"Mountain America is pleased to partner with Salt Lake County in the naming of the Mountain America Expo Center," said Sterling Nielsen, CEO at Mountain America. "This partnership will allow us to further support the community in financial literacy efforts while maintaining our commitment to being a strong financial provider in the Intermountain West."

Jobless insurance system honored

Utah's unemployed continue to benefit from the best unemployment insurance and appeals programs in the nation, the U.S. Department of Labor affirmed. Utah was recognized for its operational excellence in appeals decisions and tax operations at the National Unemployment Insurance Directors' Conference last week in Orlando, Florida. Utah was honored for its top-performing programs, which operate faster and more effectively than any other medium-sized state in the nation, according to the citation.

"We set a high bar of excellence for our service to both the employers who fund Utah's Unemployment Insurance Program, and those individuals in need of temporary financial support," said Jon Pierpont, executive director of the Department of Workforce Services. "These honors highlight our commitment to exceptional customer service and wise stewardship of taxpayer dollars."

Contributions collected from Utah employers, under the state unemployment insurance tax, are used exclusively to pay benefits to unemployed workers who are unemployed through no fault of their own and are able and available to seek and accept full-time work.

"Our program and operational structure are well designed," said Kevin Burt, director of the Utah Unemployment Insurance Division. "But, in the end, this is an award recognizing the dedication of Workforce Services' staff. They work hard every day to ensure the program is run with accuracy and integrity, and this award validates their incredible effort nationally."

The Utah Division of Adjudication is an autonomous, quasi-judicial agency whose primary function is to hear and decide appeals of Workforce Services' decisions concerning unemployment insurance benefits, as well as other temporary supportive services.

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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.

BANKING

• **America First Credit Union** has opened a location inside the Kent's Market in Brigham City. It is the credit union's second location in the city. **Randy Christensen** will serve as service center manager of the Brigham City Kent's location. Christensen began his career with America First five years ago as a teller at the West Jordan location and quickly moved up the ranks, most recently serving as service center manager for the Salt Lake Hope Avenue Walmart branch.

DIVIDENDS

• The board of directors of **Huntsman Corp.**, with main offices in Texas and Salt Lake City, has declared a 12.5-cent per share cash dividend on its common stock. The dividend is payable Dec. 29 to stockholders of record Dec. 15.

• The board of directors of **SkyWest Inc.**, St. George, has declared a quarterly dividend of 8 cents per share. The dividend will be paid Jan. 5 to shareholders of record Dec. 29.

ENERGY/NATURAL RESOURCES

• **LGCY Power**, Lehi, has named **Greg Butterfield** as chairman of the board. Butterfield has more than 25 years of strategic experience. He has served in multiple executive, board and advisory roles, including with Omniture, as chief executive officer of software firm Altiris, and most recently as chief executive officer of Vivint Solar and chairman of the Board of Trustees of Utah Valley University.



Greg Butterfield

EXPANSIONS

• **Sundance** — a Salt Lake City-based retailer of apparel, footwear, jewelry, accessories, art and home décor — has opened a store near San Diego. Since August 2015, the company has opened stores in eight locations, adding to two legacy stores.



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GOVERNMENT

• The Trump administration has appointed **Bruce Richeson** as the state executive director of the **U.S. Department of Agriculture Utah Farm Service Agency**. He previously served in that position from 2006-09. The Farm Service Agency serves farmers, ranchers and agricultural partners through the delivery of effective, efficient agricultural programs. Richeson has worked in various aspects of Utah's agriculture industry, and most recently was a civilian contract negotiator for the U.S. Air Force at Hill Air Force Base. He graduated from Weber State University.

INVESTMENT

• **Collective Medical**, Salt Lake City, has secured \$47.5 million in Series A funding. The company said the investment will be used to expand and advance the company's care team collaboration network accelerating efforts to drive better patient outcomes nationwide. The funding was led by **Kleiner Perkins**, **Bessemer Venture Partners**, **Maverick Ventures**, **Kaiser Permanente Ventures**, **Providence Ventures**, **Peterson Ventures** and **Epic Ventures** also participated in the round. The company plans to hire more than 100 people in the next 12-18 months, with most being based at the Salt Lake City headquarters.

• **TaskEasy Inc.**, Salt Lake City, has secured \$21.3 million in Series C financing. The round was led by **River Cities Capital**, with participation from **Camber Creek**, **Moderne Ventures**, **Grotech Ventures**, **Access Venture Partners** and **Delta Electronics Capital**. The company this month was

approved for a Utah state tax credit incentive of \$806,842 tied to the creation of 191 jobs over five years. The company's website and mobile app connects property owners with contractors to get lawns mowed and snow cleared.

MANUFACTURING

• **Purple Innovation LLC**, Alpine, has named **Mark Watkins** as chief financial officer. Watkins most recently served as the CFO of Traeger Pellet Grills. He previously held various positions of increasing responsibility at Nu Skin Enterprises, including vice president of sales operations and vice president of finance, and he began his career at PricewaterhouseCoopers. He graduated with both a bachelor's degree and master's degree in accounting from Brigham Young University. Purple designs and manufactures cushions, pillows and other comfort products.



Mark Watkins

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PHILANTHROPY

• The **Larry H. and Gail Miller Family Foundation** has donated \$5.3 million to the **University of Utah** to establish a diabetes prevention program called "Driving Out Diabetes: A Larry H. Miller Family Wellness Initiative." The initiative will incorporate a three-pronged approach to attack diabetes through prevention and outreach, clinical care, and research and training. Additionally, the

program will proactively deliver screening services to populations who are most vulnerable to developing diabetes.

• **Kneaders Bakery & Café** has donated \$218,884 to the **Huntsman Cancer Foundation** to support childhood cancer research undertaken by Dr. Joshua Schiffman, a pediatric oncologist and cancer researcher at Huntsman Cancer Institute at the University of Utah. Schiffman's lab is exploring how a cancer-fighting gene helps to ward off cancer in elephants, and how this information might be used to help children and adults who are affected by the disease, among other topics. During September, which was Childhood Cancer Awareness Month, Kneaders locations throughout the nation sold elephant-shaped sugar cookies and "Hope Fights Childhood Cancer" campaign-themed retail items to benefit Schiffman's work. During the past two years, the company has raised about \$360,800 for the research.

• **Dominion Energy**, with operations in Utah, recently donated \$550,000 to 11 non-profit organizations providing support services to active duty, veteran and military families in seven states served by the company. Each organization will receive \$50,000 for initiatives that help meet the needs of veterans and their families. The grants are being made through the **Dominion Energy Charitable Foundation**, the company's philanthropic arm. The **National Ability Center**, Park City, was among the recipients for its adaptive sports and recreational programs for transitioning service members and their families.

• The **PRMI Giving Network** recently partnered with the **Kids In Need Foundation** to raise \$89,000 to provide free school supplies to

Title I schools across the U.S. The eight-week campaign will provide 74,880 school supplies. The **PRMI Giving Network**, started in September, is part of **PRMI**, a Salt Lake City-based mortgage lender.

• **Larry H. Miller Sports & Entertainment** will donate more than 1,200 winter coats to students at 19 local elementary, middle and high schools as part of the "NBA Cares Season of Giving" and to demonstrate the organization's commitment to service and community outreach. Now in its fifth year, Coats for Kids is hosted on behalf of the organization's sports and entertainment units and corporate partners in lieu of holiday gifts. More than 5,000 winter coats have been donated to those in need since the program's inception. In conjunction with the **United Way of Salt Lake**, this year's recipient schools are **Copperview Elementary** (Midvale), **Cottonwood High School** (Murray), **David Gourley Elementary** (Kearns), **East Midvale Elementary** (Midvale), **Granite Park Junior High** (Salt Lake City), **Guadalupe School** (Salt Lake City), **Hillcrest High School** (Midvale), **Kearns Junior High** (Kearns), **Kearns High School** (Kearns), **Lincoln Elementary** (Salt Lake City), **Midvale Elementary** (Midvale), **Midvale Middle School** (Sandy), **Moss Elementary** (Salt Lake City), **Oquirrh Hill Elementary** (Kearns), **Roosevelt Elementary** (Millcreek), **Sandy Elementary** (Sandy), **South Kearns Elementary** (Kearns), **West Kearns Elementary** (Kearns) and **Woodrow Wilson Elementary** (Salt Lake City).

REAL ESTATE

• **Cushman & Wakefield**

see BRIEFS next page

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Industry Briefs

from previous page

has named **Gary Mangum** as managing principal of the firm's Utah offices, based in Salt Lake City. Mangum has nearly 40 years of experience in real estate and related business. Mangum most recently served as the regional manager and principal broker of the Salt Lake City office of



Gary Mangum

Marcus & Millichap. Prior to that, he was partner and managing director with Synergy Real Estate Development, managing director and principal broker for NAI West, managing director and principal broker at Coldwell Banker Commercial NRT, and a partner and principal broker at Prime Commercial. He was recently the president-elect of the Utah Chapter of NAIOP and on an advisory board position of the Utah CCIM chapter. **Trigger Reital**, who previously served

as managing principal of the Utah offices, will remain with Cushman & Wakefield in Salt Lake City.

RECOGNITIONS

• The **University of Utah** has been ranked as one of the **top 25 schools in the nation for entrepreneurship education**. The rankings were com-

plied by *The Princeton Review* and mark the seventh time for the UofU to be in the top 25. Led by the David Eccles School of Business and its Lassonde Entrepreneur Institute, the UofU was ranked No. 15 for undergraduate and No. 23 for graduate programs. The year-ago rankings had the undergraduate program listed No. 18 and

the graduate program No. 15. *The Princeton Review* surveyed more than 300 schools offering entrepreneurship studies for the rankings. Thirty-eight

institutions' undergraduate and/or graduate programs made the roster of top schools for 2018. Details are at princetonreview.com/best-business-schools.



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CORPORATE FINANCIAL REPORTS

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

Dominion Energy

Dominion Energy, based in Virginia but which acquired Salt Lake City-based Questar Corp. last year, reported net income of \$665 million, or \$1.03 per share, for the quarter ended Sept. 30. That compares with \$690 million, or \$1.10 per share, for the same quarter a year earlier.

Operating revenue in the most recent quarter totaled \$3.18 billion, up from \$3.13 billion in the year-earlier quarter.

Dominion Energy has a portfolio of approximately 25,600 megawatts of generation, 15,000 miles of natural gas transmission, gathering and storage pipeline, and 6,600 miles of electric transmission lines. Dominion Energy operates one of the nation's largest natural gas storage systems, with 1 trillion cubic feet of storage capacity, and serves more than 6 million utility and retail energy customers.

"We are pleased with our financial results for the quarter," Thomas F. Farrell II, chairman, president and chief executive

officer, said in announcing the results. "In addition, we continue to make material progress on our growth projects and programs and we're on track for the best safety record in the history of our company."

Holly Energy Partners

Holly Energy Partners LP, based in Dallas but with operations in Utah, reported net income of \$42.1 million, or 66 cents per share, for the third quarter ended Sept. 30. That compares with \$34.8 million, or 33 cents per share, for the same quarter a year earlier.

The company said the earnings increase was primarily due to increased operating income from its Woods Cross refinery processing units of \$8.9 million and increased earnings from equity investments of \$1.3 million.

Revenues in the most recent quarter totaled \$110.4 million, up from \$92.6 million in the year-earlier quarter. The increase was mostly due to the \$16.6 million in revenue recorded for the Woods Cross processing units acquired in the fourth quarter of 2016, the company said.

Holly Energy Partners

provides petroleum product and crude oil transportation, terminalling, storage and throughput services to the petroleum industry, including HollyFrontier Corp. subsidiaries. The partnership, through its subsidiaries and joint ventures, owns and/or operates petroleum product and crude gathering pipelines, tankage and terminals in Utah and nine other states and refinery processing units in Utah and Kansas.

"We are pleased with our solid financial performance in the third quarter, which allowed us to maintain our record of continuous quarterly distribution increases and achieve our distribution growth target of 8 percent," George Damiris, chief executive officer, said in announcing the results.

"We expect to complete our previously announced acquisition of the remaining interests in SLC and Frontier pipelines, which supply crude to refineries in the Salt Lake City area, very shortly."

Sportsman's Warehouse

Sportsman's Warehouse Holdings Inc., based in Midvale, reported net income of \$9.8

million, or 23 cents per share, for the quarter ended Oct. 28. That compares with \$10.5 million, or 25 cents per share, for the same quarter a year earlier.

Sales in the quarter totaled \$218.1 million, up from \$217.2 million in the year-earlier quarter.

Sportsman's Warehouse is an outdoor sporting goods retailer.

"Our third-quarter results were largely in line with our expectations and reflected continued softness in firearms and ammunition as well as a shift in the timing of a planned third-quarter new store opening into the fourth quarter," John Schaefer, chief executive officer, said in announcing the results.

"We again navigated a difficult operating environment but were pleased to deliver gross margin expansion of 110 basis points, pay down debt for a quarter-ending leverage ratio of 2.78x, reduce inventory by 8.7 percent on a per-store basis and make continued progress against our key strategic priorities as we focus on driving further market share gains."

Control4

Control4 Corp., based in Salt Lake City, reported net income of \$5.2 million, or 19 cents per share, for the third quarter ended Sept. 30. That compares with \$1.8

million, or 7 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled a company-record \$64.7 million, up from \$55.2 million in the year-earlier quarter.

Control4 provides automation and networking systems for homes and businesses.

"We continue to execute on our strategy to enhance and deliver industry-leading connected-home solutions through our expert channel," Martin Plaehn, chairman and chief executive officer, said in announcing the results. "Worldwide, we are seeing positive reception by our dealers and end-customers for our new products released this September across our Control4, Pakedge and Triad brands."

Franklin Covey

Franklin Covey Co., based in Salt Lake City, reported net income of \$4.7 million, or 33 cents per share, for the fiscal fourth quarter ended Aug. 31. That compares with \$7.7 million, or 55 cents per share, for the same quarter a year earlier.



Revenue in the most recent quarter totaled \$59.5 million, down from \$64.8 million in the prior-year quarter.

see EARNINGS page 18

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	Monthly premium / Membership fee	\$1,507.22	\$129.75	\$449.00
	Co-pay / Visit fee for one visit	\$40	\$10	None
	Annual fee	None	None	\$125 (Yr. 1) \$75 thereafter
	Initial (one time) enrollment fee	None	\$50 per person	None
Annual Costs	Annual premium / Membership	\$18,086.64	\$1,557	\$5,388
	Est. co-insurance cost for 4 visits	\$96	Not applicable	Not applicable
	Co-pay / Visit fee on 4 visits	\$160	\$40	None
	HCS subsidy for ZDC membership	Not applicable	(\$900)	Not applicable
	Annual fee	None	None	\$75
Potential Savings	TOTAL Annual Costs \$18,343		\$6,160	
	Annual Savings		\$12,183	
	Savings Percentage		66%	

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AGE: 18-39

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AGE: 40-64

69⁹⁵

AGE: 65+

89⁹⁵

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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.

Nov. 28, 9-10 a.m.

SBA 8(a) Program, a U.S. Small Business Administration (SBA) event. Location is the Wallace F. Bennett Federal Building, 125 S. State St., Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

Nov. 28, 10 a.m.-2:30 p.m.

Women's Business Leadership Conference, a Utah Hispanic Chamber of Commerce event. Theme is "Women on the Move: A Strategic Path for Personal and Business Success." Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Registration can be completed at Eventbrite.com.

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

Women in Business Holiday Boutique, presented by the South Jordan, West Jordan and Southwest Valley chambers of commerce. Location is Springhill Suites, 11280 S. River Heights Drive, South Jordan. Cost is \$10 for chamber members, \$15 for nonmembers. Registration can be completed at southjordanchamber.org.

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. 28

DealForum, a VentureCapital.org event. Company presentations are 3-5 p.m. Investors Choice Conference Cooperative Venturing kickoff reception is 5-6 p.m. Event is a live-pitch event featuring entrepreneurs seeking capital for their ventures. Location is Access Salt Lake, 175 W. 200 S., No. 100, Salt Lake City. Registration can be completed at Eventbrite.com.

Nov. 28, 5-7 p.m.

Holiday Open House 2017, a Salt Lake Chamber event in partnership with the Women's Business Center, Women's Leadership Institute and Downtown Alliance. Location is the Salt Lake Chamber, 175 E. University Blvd. (400 S.), Suite 600, Salt Lake City. Free, but registration is requested. Details are at slchamber.com.

Nov. 28, 6-8 p.m.

"Maximum Exposure with

Social Media," a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://www.sba.gov/tools/events>.

Nov. 29, 7:30-9 a.m.

CFO Forum, a Utah Technology Council event for UTC-member CFOs. Location to be announced. Details are at utahtech.org.

Nov. 29, 8-9 a.m.

Salt Lake Chamber Capitol Club Meeting. Jason P. Perry, vice president for government relations at the University of Utah, will discuss "What Happened in the 2017 Elections, and What Does It Mean for 2018?" Location is the Utah Capitol. Details are at slchamber.com.

Nov. 29, 10:30 a.m.-noon

Point of the Mountain Update, a Sandy Area Chamber of Commerce and Southwest Valley Chamber of Commerce event. Speaker Robert Grow, president of Envision Utah, will discuss the progress and plans for the area over the next decade. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Free. Details are at sandydchamber.com.

Nov. 29, 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.

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." Featured speakers are Ally Isom, director of institutional messaging for the Church of Jesus Christ of Latter-day Saints, and Carine Clark, president and chief executive officer of Banyan. Location is Davis Conference Center, 1651 N. 700 W., Layton. Details are at davischamberofcommerce.com.

Nov. 30, 11:30 a.m.-12:30 p.m.

Chamber Networking Lun-

cheon, a Murray Area Chamber of Commerce event. Speaker is Kevin Biagi of Unishippers. Location is Soy's Sushi Bar & Grill, 4923 S. State St., Murray. Details are at murraychamber.org.

Nov. 30, 4-6 p.m.

"Design Your Future," a Women Tech Council event. Speakers are Donna Morris, executive vice president of customer and employee experience at Adobe, and Aaron Skonnard, chief executive officer of Pluralsight. Location is Adobe, 3900 Adobe Way, Lehi. Registration can be completed at Eventbrite.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, 8:30-11:30 a.m.

"Grow Your Business: Phase 1," a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://www.sba.gov/tools/events>.

Dec. 1, 9 a.m.-noon

"Pitch Perfect: Master Your Two-Minute Funding Pitch," a Salt Lake Chamber event. Location is the Women's Business Center, 175 E., 400 S., Suite 600, Salt Lake City. Cost is \$14. Details are at slchamber.com.

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

Holiday Open House, a Sandy Area and Southwest Valley chambers of commerce event. Location is River Oak Golf Course, 9300 Riverside Drive, Sandy. Free. Registration can be completed at Eventbrite.com.

Dec. 5, 8 a.m.-noon

"Advanced I-9 Practice,"

an Employers Council event. The class assumes knowledge of basic I-9 completion, and drills down to more specialized information, including audits and corrections; practices related to foreign nationals; and re-verifications. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$130. Details are at <https://www.employerscouncil.org/training-catalog>.

Dec. 5, 9-11 a.m.

"Cash Flow is King: Creating Cash Flow Projections," a Small Business Development Center (SBDC) event. Location is Salt Lake Community College's Miller Campus, Corporate Partnership Center, Room 110, 9690 S. 300 W., Sandy. Cost is \$20, \$15 for SBDC clients. Details are at <https://utahsbdc.org/trainings>.

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

"Navigating International Privacy Laws," a Parsons Behle & Latimer event. Attorney Tomu Johnson will discuss how an increasing number of countries are enacting data privacy laws that stifle the international transfer of data, and what companies can do to lawfully transmit data, avoid scrutiny from privacy regulators and avoid large fines. Location is Silicon Slopes, 2600 Executive Parkway, Lehi. Free. Registration can be completed at Eventbrite.com.

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. 5, 6-7 p.m.

Legal Clinic, a Small Business Development Center (SBDC) event. Location is the SBDC Orem, 815 W. 1250 S., Orem. Free. Details are at www.sba.gov/tools/events.

Dec. 6-7

"Boots to Business," a two-step entrepreneurial training program offered by the U.S. Small Business Administration (SBA) as a training track within the Department of Defense's Transition Assistance Program (TAP). Location is Hill Air Force Base, Airmen and Family Readiness Center, 5837 D Ave., Hill Air Force Base. Free. Details are at <https://www.sba.gov/tools/events>.

Dec. 6, 8 a.m.-noon

Intensive Human-Centered

Design Workshop, a Small Business Development Center (SBDC) event. Location is Salt Lake Community College's Miller Campus, Corporate Partnership Center, Room 333, 9690 S. 300 W., Sandy. Cost is \$20, \$15 for SBDC clients. Details are at <https://utahsbdc.org/trainings>.

Dec. 6, 8 a.m.-noon

"Finance for Success," a Salt Lake Community College event focused on creating common understanding and knowledge of the language of finance, money and key measurements. Event provides an overview of financial statements, key ratios and expense classification to build participants' confidence in understanding the financial health and environment of a business. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$300 (\$150 for qualified Salt Lake County companies). Details and registration are available by contacting Debbie Patten at debra.patten@slcc.edu or (801) 957-5244.

Dec. 6, 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.

Dec. 6, 2-6 p.m.

"VentureCon" Student Business Trade Show, a UVU (Utah Valley University) Entrepreneurship Institute event showcasing businesses and products developed by UVU students. Location is UVU Main Campus, Hall of Flags. Free. Registration can be completed at Eventbrite.com.

Dec. 6, 6-8 p.m.

RSL and Startup Santa Mixer. Location is Rio Tinto Stadium, Audi Executive Club, Sandy. Admission is through a requested \$25 donation to Startup Santa children's book drive. Event is for those age 21 and older. Details are at <https://realsaltlakeandstartupsantamix.splashthat.com/>.

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

UTC Industry Breakfast, a Utah Technology Council event. Location is Thanksgiving

SPORTS MEDICINE FACILITIES

Listed Alphabetically



List Development Laneace Gregersen | laneace@slenterprise.com

	Company Name Address	Phone Web	Primary Services	Owner/Operator
1	Alpine Sports Medicine 2645 E. Parleys Way SLC, UT 84109	435-645-9095 alpinesportspc.com	Orthopedic, sports rehab, back & neck, golf analysis & conditioning, aquatic therapy, cardiac rehab, neurological injury, etc.	Michael Jennings
2	Alta View Sports Medicine 74 E. Kimballs Lane, Ste. 230 Draper, UT 84020	801-571-9433 altaviewsportsmedicine.com	Our extensive experience & training allows for complete coverage of all orthopedic conditions & work-related injuries. We deliver leading-edge treatments for chronic pain & acute injuries	Anthony Gordon
3	Center of Orthopedic & Rehabilitation Excellence 13348 S. Market Center Drive Riverton, UT 84065	385-877-7100 utahorthopediccenters.com	Hand & arm, elbow, shoulder, spine, hip, knee, foot & ankle, sports medicine	Physician Group of Utah, Farley Sowards, Director of Orthopedic Services
4	Davis Orthopedics & Sports Medicine 1407 N. 2000 W. Clinton, UT 84015	801-820-3755 utahorthopediccenters.com	Comprehensive range of surgical & non-surgical orthopedic and sports medicine care for patients of all ages	Physician Group of Utah Farley Sowards, Director of Orthopedic Services
5	Endurance Orthopedics and Sports Medicine 2645 E. Parleys Way., Ste. 500 SLC, UT 84109	801-424-5042 enduranceortho.com	Injuries, rehabilitation & prevention, specialized care to recreationists & for general orthopedic issues	Farley Sowards
6	Heiden Orthopedics 6360 S. 3000 E., Ste. 210 SLC, UT 84121	435-615-8822 heidendavidsonortho.com	Knee, shoulder, hand, wrist & elbow, spine, hip, foot & ankle	Eric Heiden
7	LiVe Well Center-Salt Lake 389 S. 900 E. SLC, UT 84102	385-282-2700 intermountainhealthcare.org	Our services focus on improving the health & wellness of every individual regardless of age or condition	Intermountain Healthcare
8	Lone Peak Orthopedics 9844 S. 1300 E., Suite 275 Sandy, UT 84094	801-571-7061 lonepeakorthopedics.com	We are dedicated to utilizing the best technology available for treatment of your orthopedic problem	Dr. Gordon R. Kimball Dr. Donald A. Schmidt Bryan A. Clark
9	McKay-Dee Sports Medicine 4401 Harrison Blvd. Ogden, UT 84403	801-387-2775 intermountainhealthcare.org	Utah's premiere orthopedics & sports medicine clinic	Intermountain Healthcare
10	Orthopedic Specialty Group-Alta View 9450 S. 1300 E., Ste. 120 Sandy, UT 84094	801-501-6150 orthopedicspecialtygroup.com	Sports-related injury treatment & supervision	*
11	Orthopedic Specialty Group-Intermountain Medical Center 5169 Cottonwood St., Ste. 430 Murray, UT 84107	801-507-3475 orthopedicspecialtygroup.com	Branch of medicine concerned with the musculoskeletal system	Intermountain Healthcare
12	Orthopedic Specialty Group-LDS Hospital 324 E. 10th Ave., Ste. 100 SLC, UT 84103	801-408-8700 orthopedicspecialtygroup.com	Sports-related injury treatment & supervision	Intermountain Healthcare
13	Orthopedic Specialty Group-Riverton Hospital 3723 S. 12600 S. Riverton, UT 84065	801-285-4650 orthopedicspecialtygroup.com	Sports-related injury treatment & supervision	Intermountain Healthcare
14	Orthopedic Specialty Group-TOSH 5848 S. Fashion Blvd., Ste.120 Murray, UT 84107	801-314-2996 toshutah.com	Wide variety of orthopedic, physical therapy, sports medicine, & sports training services, the highest quality of care	Intermountain Healthcare
15	Peak Physical Therapy and Sports Medicine 12198 S. State St., Ste. 3 Draper, UT 84020	801-571-6600 peakptdraper.com	State-of-the-art facility, positive & fun atmosphere, all insurances accepted	*
16	Professional Physical Therapy and Sports Medicine 155 W. Canyon Crest Rd., Ste. 100 Alpine, UT 84004	801-855-6841 physicaltherapists.com	Neck, shoulder, back, hip, knee	*
17	Salt Lake Clinic Orthopedics 389 S. 900 E. SLC, UT 84102	385-282-2450 saltlakeclinic.org	Hip & knee replacement, sports medicine, hand & wrist, physical therapy, spine, shoulder surgery, foot & ankle, physiatry	*
18	South Mountain Sports Medicine & Rehabilitation 12226 S. 1000 E., Ste. 1 Draper, UT 84020	801-523-3415 southmountainrehab.com	General physical therapy & pain management, post-surgical rehabilitation, sports injuries, outpatient orthopedics, neck & back pain, general joint pain, chronic pain	Kevin Shepherd
19	University of Utah Healthcare Sports Medicine 590 S. Wakara Way SLC, UT 84108	801-587-2222 healthcare.utah.edu	Rehabilitation, treatment & training process dedicated to getting you back on the field of play in sports, work or life	Bart Adams
20	Utah Valley Orthopedics and Sports Medicine 1157 N. 300 W. Provo UT, 84604	801-357-1200 intermountainhealthcare.org	Wide variety of care including every-day injuries, concussions, total joint replacement, etc.	Intermountain Healthcare

HEALTH INSURANCE COMPANIES

Ranked by Number of Utah Individuals Covered 2016



List Development Laneace Gregersen | laneace@slenterprise.com

	Company Name Address	Phone Web	No. of Utah Individuals Covered 2016	No. of Utah Offices	No. of Utah Employees	Year Est.	Insurance Products Offered	Top Local Executive
1	Regence BlueCross BlueShield of Utah 2890 E. Cottonwood Parkway SLC, UT 84121	801-333-2000 regence.com	528,000	1	359	1944	A mix of traditional & innovative health insurance & well-being offerings, ranging from fully insured & self-insured health insurance to stop-loss, life insurance & pharmacy transparency solutions	Jim Swayze President
2	UnitedHealthcare 2525 Lake Park Blvd. West Valley City, UT 84120	801-982-4500 uhc.com	520,066	16	1,137	1973	TPO, ASO, Choice Plus, Options PPO, HMO, Medicare	Pam Gold
3	EMI Health 852 E. Arrowhead Lane Murray, UT 84107	800-662-5850 emihealth.com	223,831	1	162	1935	Medical, dental and vision	Steven C. Morrison President & CEO
4	Humana 9815 S. Monroe St. Sandy, UT 84070	801-256-6200 humana.com	46,100	1	90	1980	Medicare Advantage, dental, vision, life, wellness (Go365)	Sean Jolley
5	Aetna 10150 Centennial Parkway Ste. 450 Sandy, UT 84070	1-800-365-1334 aetna.com	*	1	1,000+	1853	Group health, individual health, group dental, group vision, group life & group disability	Todd Trettin Market President
6	Cigna 5295 S. 320 W., Ste. 280 SLC, UT 84107	800-261-5731 cigna.com	*	1	*	1792	Medical, dental, pharmacy, life, vision, disability & behavioral benefits	Kim Bimestefer
7	SelectHealth 5381 Green St. Murray, UT 84123	801-442-5000 selecthealth.org	*	2	1,400+	1984	Medical, dental, vision, pharmacy, life & disability	Patricia Richards



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BIOUTAH

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Technology Medal for successfully pioneering a new class of biomaterials for orthopedics.

Powers was recognized for his work at Bard Access Systems. During his tenure there, research and development became one of the company's fastest-growing divisions. Powers holds 50 U.S. patents, largely in medical devices, and more than 200 international patents. In 2011, he received the Utah Governor's Science and Technology Medal.

• **Outstanding Entrepreneurial Spirit Award:** Travis Sessions, chief executive officer of Biomerics LLC and a founding partner of Med Venture Holdings, recognized for starting Biomerics in 2009 from a custom contract injection molding company formerly known as Utah Plastics Group. Today, Biomerics has seven business units with operations in four U.S. locations.

Biomerics has experienced a 400 percent growth in sales in its eight years of doing business as a full-service polymer solution provider and contract manufacturer for the medical device and biotech industries. Sessions has also demonstrated a home-grown commitment to entrepreneurship as Biomerics will be relocating to a new corporate headquarters

in Salt Lake City that will expand its device, design and manufacturing capabilities and accommodate more than 500 employees. Biomerics is also an employer partner in the Medical Innovations Pathways program.

• **Outstanding Corporate Contribution Award:** Nelson Laboratories, recognized for demonstrating the highest standards of quality, commitment to community-building and success that highlights Utah as a desirable place to do business. Nelson dates back to its founders, Dr. Jerry R. Nelson and Lynda S. Nelson. Son Jeffrey Nelson, the company's president, has carried on his parents' legacy, leading a 600-plus-employee, global organization that helps life sciences manufacturers bring products to market.

Nelson is a business unit of Sterigenics International LLC and is also an employer partner in the Medical Innovations Pathways program.

• **Outstanding Public Service Award:** Granite School District, recognized for its initiative, leadership and partnership in helping to establish the Medical Innovations Pathways program. Superintendent Martin Bates accepted the award for the district. Sandi Hemmert, CTE specialist for the district, along with several instructors, worked closely with BioUtah in implementing a 2016 Utah Cluster Acceleration Part-

nership (UCAP) grant to develop a Medical Innovations Pathways pilot program that has now expanded to four additional school districts.

• **Medical Innovations Pathways Student Achievement Award:** Timothy "Cort" Olschewski was awarded this first-of-its-kind award and \$1,500 scholarship after becoming one of the first students to successfully complete the pathways program and earn a medical innovations certificate.

In addition to his academic achievement, Olschewski, a 2017 graduate of Hunter High, was recognized for working part-time at Merit Medical, where he's gaining practical experience while pursuing a mechanical engineering degree at the University of Utah. Merit is an employer partner and mentor in the Medical Innovations Pathways program, offering Olschewski the opportunity to earn while he learns.

• **Willem J. Kolff Lifetime Achievement Award:** Hunter Jackson, co-founder and chairman of the board of Navigen. Jackson also was co-founder, chairman and CEO of NPS Pharmaceuticals Inc., which developed products for patients with kidney disease and the rare diseases of short bowel syndrome and hypoparathyroidism.

Jackson's history of contributing to the industry in Utah in-

cludes serving on the board of directors of USTAR and being awarded the 2002 Utah Governor's Medal for Science and Technology and 1998 Ernst & Young Utah Entrepreneur of the

MSS

from page 4

Authority Bridge, Mile High Stadium (home of the NFL's Denver Broncos), Paris Hotel & Casino in Las Vegas, and many other bridges, athletic stadiums, commercial buildings, hospitals and power plants.

The MSS operation will be integrated into DBM's subsidiary Schuff Steel Co.

"The acquisition of Mountain States Steel will enhance Schuff Steel's fabrication capabilities in the bridge and infrastructure sectors and provide additional fabrication capacity to support projects in Utah and across the western United States," said Rustin Roach, CEO of DBM Global. "We are especially excited about the addition of MSS's bridge fabrication capabilities, which builds upon our recent acquisition of Candraft VSI, a premier bridge detailer and 3D modeler. Through acquisitions of complementary companies, we continue to enhance the

Year awards. Prior to the founding of NPS in 1986, Jackson was on the faculty of the University of Utah School of Medicine, focusing his research in the area of developmental neurobiology.

uniquely comprehensive set of services we provide to our customers, which in turn allows us to deliver increased value for our shareholders."

"Our team is excited to join Schuff Steel and the DBM Global family of companies, including DBM's other complementary businesses: BDS VirCon, Candraft and PDC," said Chris Olsen, president of MSS. "We have a rich tradition of providing the finest-quality product, on schedule, to valued customers and our team will continue to make that happen as part of Schuff Steel."

DBM said it will complete the acquisition with cash on hand and that the agreement is expected to close in the fourth quarter of 2017.

HC2 Holdings Inc. is a publicly traded diversified holding company that acquires and grows businesses across the business sectors of construction, marine services, energy, telecommunications, life sciences and insurance. Founded in 1994, HC2 is headquartered in New York City.

COMMERCIAL INSURANCE AGENCIES

Listed by Premium Volume in Utah 2016



List Development Laneace Gregersen | laneace@slenterprise.com

	Company Name Address	Phone Web	Premium Volume in Utah 2016	Year Est.	No. of Utah Licenced Agents	No. of Utah Employees	No. of Utah Offices	No. of Worldwide Offices	Specialties	Owner/Officer
1	The Leavitt Group 216 S. 200 W. Cedar City, UT 84720	435-586-6553 leavitt.com	\$1.5B	1952	290	549	27	135	Commercial property & casualty, employee benefits consulting, risk management	Eric O. Leavitt CEO
2	Marsh USA Inc./Mercer Health & Benefits 15 W. South Temple, Ste. 700 SLC, UT 84101	801-533-3600 marsh.com mercer.com	\$655.3M	1923	51	53	1	400	Property, casualty, health & benefits brokerage & consulting	Taylor Wray Kelly Esselman
3	Moreton & Company 101 S. 200 E., Ste. 300 SLC, UT 84111	801-531-1234 moreton.com	\$452M	1910	118	149	3	5	Commercial P&C, group employee benefits, voluntary benefits, surety, public entity, construction, healthcare	William R. Moreton
4	Arthur J. Gallagher Risk Management Services Inc. 6967 S. River Gate Drive Ste. 200 Midvale, UT 84107	801-924-1400 ajg.com	\$180M	1927	13	34	1	710	Performance-based insurance, risk management strategies, core 360	John Schlichte Area President
5	Diversified Insurance Group 136 E. South Temple Ste. 2300 SLC, UT 84111	801-325-5000 diversifiedinsurance. com	\$155M	2001	44	60	2	2	Focus on working with venture-backed companies at all growth stages from startup to IPO & beyond	Spencer Hoole President/CEO
6	The Buckner Co. Inc. 6550 S. Millrock Drive, Ste. 300 SLC, UT 84121	801-937-6700 buckner.com	\$154M	1936	33	121	2	5	Habitation, construction, surety, benefits, transportation	Terry Buckner
7	Beehive Insurance Agency Inc. 302 W. 5400 S. SLC, UT 84107	801-685-6860 beehiveinsurance.com	\$92M	1961	19	47	1	1	Trucking, construction, manufacturing, nonprofits, bonding, health & benefits, business insurance	Doug Snow President
8	American Insurance & Investment 448 S. 400 E. SLC, UT 84111	801-364-3434 american-ins.com	\$46M	1952	14	37	1	2	Commercial property/casualty, employee benefits, personal insurance	D. David Bradshaw
9	USI Insurance Services 1100 E. 6600 S., Ste. 280 SLC, UT 84121	801-713-4540 usi.com	\$30M	1994	15	20	1	150	Risk management for middle-market businesses including employee benefits	Mike Sicard
10	Reliance Risk Management & Insurance 6975 S. Union Park Avenue Ste. 600 Cottonwood Heights, UT 84047	801-755-2839 reliancermi.com	*	1986	8	12	2	2	*	Matthew D. Hunter President
11	SentryWest Insurance Services 3860 S. 2300 E. SLC, UT 84109	801-272-8468 sentrywest.com	*	1976	14	28	5	5	Commercial insurance, personal insurance, property & casualty, condos, HOAs, apartments, building lessor's risk, manufacturing, Realtors	Brayden Jessen
12	Summit Risk Management & Insurance 7430 S. Creek Road Sandy, UT 84093	801-563-1131 summitrisk management.com	*	2000	*	*	1	2	Commercial insurance, contractors, trucking, manufacturing	George Swan Mark Hunter Brent Koplin
13	Trustco 2063 E. 3900 S., Ste. 100 SLC, UT 84124	801-278-5341 trustcoinc.com	*	1973	41	35	1	*	*	Greg T. Kingdon CEO



*Did not disclose. M=million, B=billion. Please note that some firms chose not to respond, or failed to respond in time to our inquiries. All rights reserved. Copyright 2017 by Enterprise Newspaper Group.

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CPI
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cantly following the busy summer months. Prices in other areas of the economy remained relatively stable in October, a good sign for an economy that has witnessed relatively high levels of inflation in recent months.

“This year, growth within

Utah’s economy has had a large impact on the cost of living increases that Utahns are seeing statewide,” said Scott Anderson, Zions Bank president and CEO. “It’s encouraging to see price stability within many sectors of the economy, a trend that I anticipate continues in future months.”

Although prices in October remained relatively flat, the fol-

lowing sectors witnessed slight price increases:

- Education and telecommuni- cation prices increased 1.2 percent in October and 4.8 percent since last year, as prices for Internet pro- viders continue to increase slight- ly.

- Food-away prices increased 0.8 percent in October, and are up 5.2 percent year-over-year due to

substantial price increases for full- service meals.

Food at home, utilities, med- ical care and recreation prices all remained unchanged from Sep- tember. Continued price stability should be a key component to a healthy statewide economy in the future, Anderson said.

“As the Utah economy contin- ues to grow at its historic pace, it is

likely that inflationary pressures will continue in certain sectors such as housing,” said Randy Shumway, chairman and part- ner at Cicero Group, a Salt Lake City market research firm that does data collection and analy- sis for the CPI. “The easing of these pressures in the housing sector, as we saw in October, is a good sign that Utah’s growth is healthy and sustainable.”

MED SCHOOL from page 1

pursue a career in medicine and provide a community choice for those already committed to a medical career while providing an increase in the quality of life for the people of Utah. It should also attract people to Utah County from other states and countries who are interested in becoming physicians.”

Wasatch Educational is considering several Utah County sites for NCOM and has submitted a proposal for its preferred location — a site that would displace 24 acres of Provo’s city-owned East Bay Golf Course — to the Municipal Council for consideration. The proposal drew strong criticism from golfers and a group led by Provo Councilman Kay Van Buren, who organized a protest when word leaked out about the possible sale of the land to Wasatch last month. A public hearing on the proposal is scheduled on Dec. 5.

During its first 50 years of operation, NCOM expects to graduate more than 8,750 physicians who may have an estimated 1.4 billion patient encounters and possibly affect the lives of more than 4 billion family members over the course of a standard 40-plus-year career, the company said.

“Noorda College of Osteopathic Medicine graduates will become some of the best-educated physicians available,” said Dr. Richard P. Nielsen, vice president of Wasatch Educational. “Over time, the good they will perform will help millions of people, including many hundreds of thousands right here in Utah.”

NCOM and RMUoHP will have an affiliated relationship but will remain independent institutions overseen by separate boards.

NCOM expects to join other Utah medical schools in addressing a growing physician shortage. Research from the Utah Medical Association Council estimates the state will need approximately 375 new physicians each year to meet medical needs. In 2015, the American Medical Association ranked Utah 49th in primary care physicians-to-population ratio and 43rd in overall physicians-to-population ratios. And according to data from Utah universities, approximately 400 students leave the state each year to attend medical school in other states.

According to a recent independent economic impact study by Bonneville Research, the Noorda College of Osteopathic Medicine will provide more than \$62 million in construction business, provide 236 construction-related jobs

and bring more than 121 medical school jobs to the county. It may attract other health, medical, biomedical, biotechnology, retail and related spin-off businesses.

If the proposal submitted to Provo city is approved, ground-

breaking for NCOM would be in March 2019 with an estimated completion date in January 2021, Wasatch Educational said.

The process of bringing a medical school to Utah County started seven years ago with a

feasibility study and started to become a reality about three years ago. The school expects to receive provisional accreditation through the American Osteopathic Association Commission on Osteopathic College Accreditation.

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BENEFITS BROKERS

Ranked by Utah Premium Volume 2016



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	Company Name Address	Phone Web	Premium Volume in Utah 2016	Year Est.	No. of Utah Licensed Agents	No. of Utah Employees	No. of Utah Offices	No. of Worldwide Offices	Specialties	Owner/Managing Principal
1	HUB International 6440 S. Wasatch Blvd. Ste. 235A SLC, UT 84121	801-943-2600 hubinternational.com	\$400M	1998	5	25	1	400+	Medical, dental, life, disability, reinsurance, vision, ancillary	*
2	Gallagher 6330 S. 3000 E., Ste. 670 SLC, UT 84121	801-559-2929 ajg.com	\$250M	1927	15	41	3	600+	Employee benefits, compensation, consulting, international, well-being, benchmarking data, compliance tools, technology, executive benefits, international, retirement	J. Patrick Gallagher Jr.
3	Fringe Benefit Analysts LLC 393 W. 1000 N. Layton, UT 84041	801-546-6004 fbabenefits.com	\$57M	1970	66	38	7	8	Employee benefit consulting/brokerage, private insurance pools, data analytics, association plans, healthcare benchmark survey	Scott Deru
4	Ventris 10913 S. River Front Parkway Ste.100 South Jordan, UT 84095	385-355-0000 ventris.com	\$50M	1999	8	24	1	1	Insurance, employee benefits, consulting	Joel Mills Marc Hale
5	FirstWest Group of Companies 1139 S. Orem Blvd. Orem, UT 84058	801-224-9600 firstwestcompanies.com	*	1987	28	40	2	2	Benefit & retirement plan consulting, wealth management, risk management, HR solutions	Dave Jackson
6	GBS Benefits Inc. 465 S. 400 E., Ste. 300 SLC, UT 8411	801-364-7233 gbsbenefits.com	*	1989	37	147	4	9	Employee benefits consulting services highlighting population health strategies, compliance & providing a superior employee experience	Richard K. Fielding
7	Hays Companies 201 S. Main St., Ste. 2100 SLC, UT 84111	801-505-6500 hayscompanies.com	*	1994	*	20	1	37	Employee benefits, risk management, data analytics, consulting, communications, technology, wellness	David Knoop
8	Poulton Insurance Services 2137 E. 3300 S. SLC, UT 84109	801-484-4477 poultoninsurance.com	*	1956	16	9	1	1	P&C insurance, commercial insurance, workers compensation insurance, personal lines	Steve Poulton Mike Poulton
9	RBI Benefits 655 E. Medical Drive, Ste. 102 Bountiful, UT 84010	801-298-5020 rbibenefits.com	*	2001	15	6	1	1	Individual & group health insurance, employee benefits	Blake Izatt
10	Spectra Management 11650 S. State St., Ste. 200 Draper, UT 84020	801-727-6000 spectrabenefits.com	*	1986	7	31	2	2	Employee benefits, investments & retirement	Brent Bennett
11	Utah Business Insurance Co. 10421 S. Jordan Gateway Blvd. Ste. 400 South Jordan, UT 84095	801-432-8121 utahbic.com	*	2006	*	16	1	2	A strong emphasis on providing outstanding customer service & results- oriented risk management programs	Ronald E. Nielsen



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CALENDAR
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Point, 3003 N. Thanksgiving Way, Lehi. Free. Other details to be announced. Details are at utahtech.org.

Dec. 7, 8 a.m.-5 p.m.
Small Business Employer Tax Withholding Workshop, a Small Business Development Center (SBDC) event. Location is Salt Lake Community College’s Miller Campus, Corporate Partnership Center, Room 333, 9690 S. 300 W., Sandy. Cost is \$15, \$10 for SBDC clients. Details are at https://utahsbdc.org/trainings.

Dec. 7, 8 a.m.-2:30 p.m.
“Managing the Ill or Injured Worker Under the ADA, FMLA and Workers’ Compensation,” an Employers Council event. The class will provide a roadmap to guide employers through the intricate compliance issues involved in managing an employee with a medical condition. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at https://www.employerscouncil.org/training-catalog.

Dec. 7, 8-9:30 a.m.
SLC Pacific Island Business Alliance December Breakfast Meetup. Location is SuperSaver by Albertsons, 1585 W. 3500 S., West Valley City. Free.

Registration can be completed at Eventbrite.com.

Dec. 7, 9:30 a.m.-3:30 p.m.
“UHPP Annual Conference: Health Care Solutions for Utahns 2017,” a Utah Health Policy Project event. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$30. Details are at http://events.r20.constantcontact.com/register/event?oeidk=a07eebom6g5c719bdbc&llr=buafldxab.

Dec. 7, 11:30 a.m.-1 p.m.
Christmas White Elephant Luncheon, a Murray Area Chamber of Commerce event. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Details are at murraychamber.org.

Dec. 7, 11:30 a.m.-1 p.m.
Holiday Social, a West Jordan Chamber of Commerce event. Location is West Jordan City Hall, 8000 S. Redwood Road, West Jordan. RSVPs can be sent to rick@westjordanchamber.com. Details are at westjordanchamber.com.

Dec. 7, noon-1:30 p.m.
“The Future of Point of the Mountain,” a Silicon Slopes Town Hall Meeting presented by the Point of the Mountain Development Commission and Envision Utah. Representatives of the commission will discuss four scenarios for potential future development in the region. Location is Silicon Slopes, 2600 Executive Parkway, Lehi.

Registration can be completed at Eventbrite.com.

Dec. 7, 6-7:30 p.m.
“Start Smart,” a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at https://www.sba.gov/tools/events.

Dec. 7, 6-7 p.m.
Accounting Clinic, a Small Business Development Center (SBDC) event. Location is the SBDC Orem, 815 W. 1250 S., Orem. Free. Details are at www.sba.gov/tools/events.

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VISION CENTERS

Listed Alphabetically



List Development Laneace Gregersen | laneace@slenterprise.com

	Company Name Address	Phone Web	No. Full- Time Utah Employees	Onsite Optical Shop?	Services Offered	Owner/Officer
1	Broadway Eye Clinic 250 E. Broadway, Ste. 110 SLC, UT 84111	801-322-0467 visionsource-broadway.com	7	Yes	Eye disease, eye conditions, contact lenses, eyewear, vision therapy, dry eye	Karri Buresh Terry Berner
2	Clair Optical 1025 E. 3300 S. SLC, UT 84106	801-466-3937 clairoptical.com	5	Yes	Glasses, sunglasses, contacts	Alan Seyboldt
3	Cottonwood Eye and Laser Center 201 E. 5900 S., Ste. 101 Murray, UT 84107	801-268-6600 cottonwoodeye.com	5	Yes	Eye exams, tear duct procedures, eyelid surgery, eye muscle surgery, cataract surgery & LASIK surgery	Alan E. Jackson
4	The Eye Institute of Utah 755 E. 3900 S. SLC, UT 84107	801-266-2283 theeyeinstitute.com	65	No	Cataracts, LASIK/PRK, ICL surgery, corneal inlays, glaucoma, retina, dry eye, cornea, eyelid & facial plastics, comprehensive eye care	Robert J. Cionni
5	Hoopes Vision 11820 S. State St. Draper, UT 84020	801-568-0200 hoopesvision.com	60+	No	LASIK, PRK, cataract surgery & many other vision-correction procedures	Phillip C. Hoopes Sr.
6	John A. Moran Eye Centers 65 S. Mario Capecchi Drive SLC, UT 84132	801-581-2352 moraneyecenter.org	565	Yes	Cataract, corneal disease & refractive surgery, LASIK, glaucoma, pediatric ophthalmology, retinal diseases & surgery, urgent care, etc.	Randal J. Olson
7	The LASIK Vision Institute 7440 S. Creek Road, Ste. 150 Sandy, UT 84047	801-266-2010 lasikvisioninstitute.com	5	No	Traditional LASIK, custom wavefront LASIK, PRK laser eye surgery, bleph-EX, eye exams	The LASIK Vision Institute
8	Salt Lake Eye Associates 1025 E. 3300 S., Ste. B SLC, UT 84106	801-281-2020 saltlake-eye.com	6	Yes	Complete eye exams, cataract surgery, LASIK, treatment for dry eyes, diabetic eye exams	Rachel S. Benator
9	Standard Optical 11514 S. 4000 W., Bldg. H, Ste. 103 South Jordan, UT 84095	801-886-2020 standardoptical.net	135	Yes	Comprehensive eye care, optometry, ophthalmology, medical/surgical, LASIK, cataracts, pediatrics, corneal transplants, glaucoma	Aaron Schubach Stephen Schubach
10	Utah Eye Centers 440 D St. SLC, UT 84103	801-476-0494 utaheyecenters.com	90+	Yes	General ophthalmology, LASIK, laser cataract surgery, KAMRA inlay, retina specialists, pediatric specialistS, cosmetic specialists	Jimmy Smith



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CALENDAR

from previous page

Dec. 7, 6-7 p.m.

Health Insurance Clinic, a Small Business Development Center (SBDC) event. Location is the SBDC Orem, 815 W. 1250 S., Orem. Free. Details are at www.sba.gov/tools/events.

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

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is from Habitat for Humanity. 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. 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.

Dec. 8, 8:30-11:30 a.m.

"Grow Your Business: Phase 2," a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

Dec. 9, 9 a.m.-noon

"Simple Steps for Starting Your Business," a SCORE event. Location is Main Library, 210 E. 400 S., Conference Room E, Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

Dec. 11

"Leadership, Team-Building and Coaching Skills for Managers and Supervisors," presented by Fred Pryor Seminars & CareerTrack. Location is Holiday Inn Hotel & Suites, 5001 W. Wiley Post Way, Salt Lake

City. Cost is \$249. Details are at www.pryor.com.

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

Women in Business Holiday Soiree, a Sandy Area Chamber of Commerce event. Location is La Caille, 9565 Wasatch Blvd., Sandy. Other details and registration are available at Eventbrite.com.

Dec. 13, 8:30 a.m.-1:30 p.m.

Leadership and Culture Conference, a Utah Valley Chamber event. Location is Corporate Alliance, 746 E. 1910 S., Suite 2, Provo. Cost is \$125. Details are at thechamber.org.

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

CEO Forum, a Utah Technology Council event for UTC-member chief executives. Location to be determined. Details are at utahtech.org.

Dec. 13, 4-5 p.m.

"Raising Capital Through

Equity Crowdfunding," an EquityTrack.net event. Attendees will learn about the various ways to raise capital for a startup, whether through an initial raise or a later round of financing. Location is Silicon Slopes, 2600 Executive Parkway, Lehi. Free. Registration can be completed at Eventbrite.com.

Dec. 13, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Myers Mortuary, 845 Washington Blvd., Ogden. Cost is \$10 for chamber members and guests. Details are at ogdenweberchamber.com.

Dec. 13, 3-5 p.m.

"The CEO Who Also Buys the Toilet Paper: Managing Multiple Roles," a Salt Lake Chamber "Business Essentials" event. Location is the chamber,

175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at slchamber.com.

Dec. 13, 6-8 p.m.

"Starting Your Business 101," a Small Business Development Center (SBDC) event. Location is Salt Lake Community College's Miller Campus, Corporate Partnership Center, Room 114, 9690 S. 300 W., Sandy. Free. Details are at <https://utahsbdc.org/trainings>.

Dec. 14, 11:30 a.m.-1 p.m.

Networking Lunch, a Murray Area Chamber of Commerce event. Speaker is from Utah Media One. Location is Soy's Sushi Bar & Grill, 4923 S. State St., Murray. Cost is \$15 for members, \$20 for guests. Details are at murraychamber.org.

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Opinion

Garrett just the type of guy to keep the Export-Import Bank honest

Recently, Boeing confirmed the purchase by China of 300 planes for the list-price of \$37 billion. This deal occurred without any backing from the infamous Export-Import Bank of the United States — an outfit that lowers the cost of borrowing for foreign companies when they buy some American goods, such as Boeing aircraft. This is interesting because anyone listening to many lawmakers and the special interests that used to benefit from the Ex-Im Bank (e.g., Boeing, General Electric and the National Associations of Manufacturers) wouldn't know that such trade is possible in an era when the agency has been incapacitated. Indeed, for well over two years now, Ex-Im hasn't been able to subsidize foreign companies abroad or at home because its charter expired for five months. Even once it was reauthorized, the bank didn't have enough members on its board to authorize deals over \$10 million. That was over 85 percent of Ex-Im activities in the past. During a recent confirmation hearing for former Rep. Scott Garrett as the head of the agency, many senators deemed the state



of the bank a grave injustice. Yet though his nomination would put Ex-Im back in business entirely, they still hope to block him. You see, Garrett was a staunch opponent of the Ex-Im Bank when he was in Congress, so he's exactly the kind of guy who could bring much-needed accountability and transparency to the agency. As a reminder, during the heyday of the Ex-Im Bank, just 10 massive domestic companies benefited from 65 percent of the agency's activities, which subsidized loans to equally massive and often state-owned foreign companies. Boeing alone benefited from 40 percent of Ex-Im's activities. The company shows no signs of slowing down and its profit and market caps are much higher than when Ex-Im's charter expired. Yet somehow, these facts are happily ignored by those who want to see their crony win. Other irrational arguments are made to justify the existence of the bank. For instance, it's supposed to level the playing field against countries that are hurting us on trade, such as China and Mexico. Yet the agency used to subsidize — and will go back to subsidizing — billions of dollars

in loans to companies in these same countries. For instance, Mexico's state petroleum conglomerate, Pemex, is by far the biggest borrower of Ex-Im's largesse — with \$8.5 billion in loans backed by American taxpayers. The scandal-plagued company is also rich (98th on the Fortune Global 500 list). I'm sure the Mexican government is delighted to know that many in Congress are working hard to restore its line of credit. This is why Garrett's nomination matters. Make no mistake; I'm not happy that his appointment would put Ex-Im back in business. But at least he understands the many problems with the institution — including fraud, abuse and mismanagement. In fact, even if you are an Ex-Im supporter, Garrett is still the kind of guy you should want there. For one thing, there's really nothing he could do to destroy the bank from the inside. However, he could flag inappropriate loans, making sure that when Iran buys Boeing planes, taxpayers aren't subsidizing the deal. Keep in mind that economists have shown these export subsidies to boost the profits of Ex-Im beneficiaries while hurting the country as a whole. He could make sure the mission of the bank is honored with as little economic distortions as possible, without unduly

imposing costs on unsubsidized U.S. companies. He could also alert Congress of any wrongdoing by Ex-Im employees, something previous presidents of the institution failed to do until it had become headline news. It's still hard to argue that when the bank meets its board quorum and is allowed to operate fully, business as usual should prevail. Yet that's what Boeing and others are demanding. It will be instructive to see which senators agree to do their bidding and let the bank's dysfunction persist. On a happier note, a failure of the committee to get Garrett through the confirmation process could allow a few of his supporters on that same committee to run the clock and prevent all other nominees from getting through. The upside to this — for those of us who understand Ex-Im's handouts to big companies — is that it would maintain the agency's inability to lend millions of your tax dollars to foreigners for just a few months longer.

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

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Trump now invested in a strategy that could destabilize Saudi Arabia

Donald Trump gave a speech recently grading his Asia trip. Not surprisingly, he thought it was a "tremendous success." "Our great country is respected again in Asia," he tweeted. All recent polling data from the region suggests the opposite. A core focus of Trump's trip was Japan and South Korea, but only 17 percent of South Koreans and 24 percent of Japanese express confidence in him, down from 88 percent and 78 percent who expressed confidence in President Obama during his second term. Trump's rhetoric of self-interest and "America First" was seen by Asians as a sign of retreat, in contrast to Chinese President Xi Jinping's more open, outward-looking and ambitious agenda. However, Trump's foreign policy faces a new challenge that could further disrupt the Middle East, already the most unstable part of the world. Trump has given the green light to an extraordinary series of moves in Saudi Arabia that can only be described as a revolution from above. Some of them suggest real and long-needed reforms. But all appear to have the risk of destabilizing Saudi Arabia and the Middle East. Saudi Arabia's new crown prince, Mohammed bin Salman, has moved to consolidate power in all directions, jailing conservative clerics on the one hand and advocates of political reform on the other. His most recent targets have been some of the kingdom's most powerful princes, including the head of the National Guard as well as the billionaire investor Alwaleed bin Talal, on allegations of corruption. A senior Arab statesman and businessman told me the rea-



sons given seem suspect. He said, "Every prince in Saudi Arabia has partaken in the institutionalized corruption that is embedded into the system. If this was really about corruption, Alwaleed is the last Saudi prince you would go after." If fighting terrorism were a paramount concern, you would not humiliate Mohammed bin Nayef, who was crown prince until he was replaced by Mohammed bin Salman in June, and whose bank accounts have now been frozen. For the last decade, Nayef worked closely with Washington in prosecuting the war against al-Qaida and similar terror groups and was routinely and lavishly praised by American officials. But far from speaking out for this longtime ally, Trump actually tweeted his support for the purge, which has so far been carried out without specific charges or due process. Saudi Arabia has historically rested on three pillars of stability. There's the royal family, a large, loose group with 15,000-30,000 members, which has intermarried with a second pillar of Saudi society, the tribes. The two ally with the final pillar, the country's ultra-orthodox religious establishment, whose power has grown over the last four decades. Mohammed bin Salman has been saying the right things about religious moderation and has taken on all three pillars. In doing so, he is altering the very structure of the Saudi regime, from a patronage state based on consensus to a police state based on centralized control. Time will tell whether it will work. But the greater puzzle and danger is

that while taking on this bold and risky domestic agenda, the crown prince has made a series of aggressive moves abroad. He has escalated Saudi intervention in Yemen, with bombing strikes and air, land and sea blockades. He has tried to quarantine Qatar, hoping to turn it into a submissive satellite state. He apparently forced the Lebanese prime minister to resign, hoping to destabilize the Shiite-dominated government. All these are part of an effort to fight back against Iran's growing regional influence. These are blunt tools for the complex challenge that is the Middle East. The Saudis are attempting to dislodge the Iran-

backed Shiite group Hezbollah from its position of power in Lebanon and punish Qatar for its alleged ties to the group. But for several years now, the Saudis and Americans have been in an unspoken alliance with Hezbollah against the Islamic State, which is being defeated largely by American-backed Kurdish forces and Iranian-backed Shiite militias. Iran's influence has been nefarious in some areas and helpful in others. In any event, the Saudi strategy does not seem to be working. The war in Ye-

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Mobster appointments.

Opinion

There's a lot that the Democrats don't want you to know about socialism

My wife and I had our first brush with socialism/communism on a business trip to China many, many years ago. We were flying on a Chinese-owned airline from Canton to Hangzhou and I could not get my seat to lock in an upright position. A person behind me then made the following comment: "Don't worry about your seat; worry about the pilot because he only makes \$99 a month."

Both communism and socialism are based on theory of equality for all. There is a difference, though. In pure communism, the state owns everything. People do not have money to spend. In socialism, the state also owns everything but an individual earns money and can spend it the way he wants. Both societies believe in free education, free healthcare, universal child care and paid family leave. The operative word here is "free."

Folks, nothing is free and this is where communism and socialism start to become unhinged.

Historically the Democrats used to be of a "center-left" ideology. Some of their major supporters were the blue-collar union members who now seem to be leaving the party in significant numbers.

Even *The New York Times* now is commenting that the Democrats have become

supporters of big government liberalism. They are pushing socialized medicine, free public college, universal child care and paid family leave. But I am most saddened by their policy of using regulations to control the American public.

I have been reading the number of interesting columns that suggest that the American electorate is not concerned with ideology. For instance, in a *New York Times* essay written by Philip Converse, "The Nature of Belief Systems in Mass Politics," the author said that only 17 percent of American voters could correctly assign the terms "liberal" and "conservative" to the nation's two major political parties.

After pondering these articles and columns, I came to the conclusion it's all a bunch of hogwash and the American public couldn't care less. All people are interested in is whether they have enough money to put food on the table and the opportunity for a better life for themselves and their families.

History is a great predictor of the future and we should all take notice of what's been going on in socialist countries, past and present. China has now gone to a one-man rule for the foreseeable future. This is dynamite and many societies that have tried it ended up in violent revolutions. Just check out Germany under Hitler, Rome under the Caesars,

Chiang Kai-Shek in China and Russia under the czars.

Socialistic countries such as France and Denmark are doing OK but the piper has come calling and now they're having trouble paying their bills. Remember Margaret Thatcher's memorable statement: "The trouble with socialism is that eventually you run out of other people's money."

The Republicans are now in the throes of trying to pass tax reform and after reading the comments about their bill, it looks like the middle class is going to get some relief. But trust me, folks, it is not going to help them enough. If the bill passes as is, the Republicans will temporarily win a few elections but, watch out, Republicans, soon the middle class will realize that they've been taken to the cleaners again.

I have harped over and over that the 6 million small-business owners who have employees must become politically active in order to get their employees to understand why it's so important for them to vote their pocketbook. The small-business electorate, the American dream, is the most powerful political party in our country and now it is time for them to exercise their votes in an organized and intelligent way.

"What is the American dream? The American dream is one big tent. And on that big tent you have four basic promises: equal protection under the law, equal opportunity, equal access and fair share." - Jesse Jackson

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

ZAKARIA

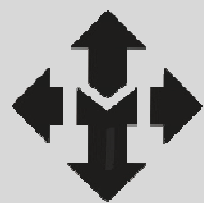
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men has turned into a disaster, creating a failed state on Saudi Arabia's border that is seething with anger against Riyadh. Qatar has not surrendered and doesn't seem likely to anytime soon. So far, the Shiites in Lebanon have acted responsibly, refusing to take the bait and plunge the country into civil war. But everywhere in the

Middle East, tensions are rising, sectarianism is gaining ground and, with a couple of miscalculations or accidents, things could spiral out of control. With Trump so firmly supporting the Saudi strategy, America could find itself dragged further into the deepening Middle East morass.

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

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EARNINGS

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For the full fiscal year, the company reported a net loss of \$7.2 million, or 52 cents per share. That compares with net income of \$7 million, or 47 cents per share, for the prior fiscal year. Revenue in the most recent fiscal year totaled \$185.3 million, down from \$200 million in fiscal 2016.

Franklin Covey creates and distributes content, training, processes and tools that organizations and individuals use to transform their results.

"We were very pleased by the momentum of the business in the fourth quarter, and by the magnitude of the economics generated during the quarter as shown by the growth in our deferred revenue and unbilled deferred revenue," Bob Whitman, chairman and chief executive officer, said in announcing the results.

Whitman said the company expects to achieve "both strong

reported and economic growth in fiscal 2018, fiscal 2019 and beyond."

LifeVantage

LifeVantage Corp., based in Salt Lake City, reported net income of \$800,000, or 6 cents per share, for the first fiscal quarter ended Sept. 30. That compares with \$1.2 million, or 8 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$49.1 million, down from \$54.9 million in the year-earlier quarter.

LifeVantage offers health, wellness and anti-aging products.

"We generated strong sequential earnings per share growth during the first quarter when compared to the fourth quarter and believe we are on track to achieve our guidance for the full year," Darren Jensen, president and chief executive officer, said in announcing the results.

"I remain excited about the work we are doing to transform our business and engaging with

our global distributor force and customers regarding our key initiatives. We have already made good progress on several of our 2018 initiatives, each of which is focused on accelerating our global growth and further developing our biohacking culture."

Dynatronics

Dynatronics Inc., based in Cottonwood Heights, reported net income applicable to common stockholders of \$12,000, or zero cents per share, for the fiscal first quarter ended Sept. 30. That compares with a net loss of \$375,000, or 13 cents per share, for the same quarter a year earlier.

Net sales in the most recent quarter totaled \$12.8 million, up from \$8.2 million in the same quarter a year earlier. The increase was driven mostly by the acquisition of Hausmann Industries in August, which added \$4.7 million in revenue in the most recent quarter.

Dynatronics designs, manufactures, markets and distributes medical devices, therapeutic and medical treatment

tables, rehabilitation equipment, custom athletic training treatment tables and equipment, institutional cabinetry, orthopedic soft goods and other specialty products and supplies.

"The 56.8 percent increase in sales for the quarter reflects the execution of the acquisition strategy we have outlined to our shareholders," Kelvyn Cullimore Jr., chairman and chief executive officer, said in announcing the results. "During the next several quarters, we will continue to see the positive impact of our acquisition strategy through the addition of Hausmann sales, as well as sales from our acquisition of Bird & Cronin that closed on Oct. 2, 2017."

ClearOne

ClearOne, based in Salt Lake City, reported a net loss of \$9.3 million, or \$1.09 per share, for the third quarter ended Sept. 30. That compares with net income of \$1.2 million, or 13 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$10.6 million, down from \$12.9 million in the year-earlier quarter.

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

"In the third quarter, we delivered several sequential improvements," Zee Hakimoglu, president and chief executive officer, said in announcing the results. "The total revenue increase was driven by a large order that included a mix of video and pro-audio products with video products dominating the mix, demonstrating our total solution strategy."

Hakimoglu said company officials "remain very confident in our product set, which continues to receive awards. Going into the fourth quarter, we are confident 2018 will shape up to be a better year."

Profire Energy

Profire Energy Inc., based in Lindon, reported net income of \$1.2 million, or 3 cents per share, for the quarter ended Sept. 30. That compares with \$74,000, or zero cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$10 million, up from \$5 million in the prior-year quarter.

Profire creates, installs and services burner and chemical management solutions in the oil and gas industry.

"The cost and company structures we now have remain scalable and provide us with

room to grow," Ryan Oviatt, chief financial officer, said in announcing the results. "What we have put in place has allowed us to enjoy significant year-over-year increases in revenue."

"This quarter, we continued our revenue growth trajectory and remained focused on positioning the company for the future. Profire has been able to manage costs throughout the downturn and initial recovery, and will continue to do so as the company invests in additional products, technology and people to keep up with demand."

Park City Group

Park City Group Inc., based in Salt Lake City, reported net income to common shareholders of \$214,000, or 1 cent per share, for the fiscal first quarter ended Sept. 30. That compares with \$428,000, or 2 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$4.7 million, up from \$4.2 million in the year-earlier quarter.

Park City Group is a software-as-a-service provider focusing on helping retailers and their suppliers increase sales and lower costs while simultaneously reducing compliance risks.

Superior Drilling Products

Superior Drilling Products Inc., based in Vernal, reported net income of \$586,000, or 2 cents per share, for the third quarter ended Sept. 30. That compares with a net loss of \$1.2 million, or 7 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$4.4 million, up from \$2.3 million in the year-earlier quarter.

The company designs and manufactures drilling tool technologies.

"We delivered another quarter of solid growth as our Drill-N-Ream well bore conditioning tool continued to gain market share combined with the effectiveness of our go to market strategy and the year-over-year improvement in the oil and gas industry," Troy Meier, chairman and chief executive officer, said in announcing the results.

"We believe the market appreciates the value of the unique capabilities of the DnR and as a result we are seeing it being used in a widening scope of applications. Importantly, our results clearly demonstrated the significant operating leverage we gain on higher volume. We plan to use the cash we generate to develop new technologies designed to lower the costs to drill and complete oil and gas wells."



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CALENDAR

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Dec. 14, 11:30 a.m.-12:30 p.m.

Annual Holiday Luncheon and Awards, a Holladay Chamber of Commerce event. Location is Holladay City Hall, 4580 S. 2300 E., Holladay. Cost is \$35. Details are at holladaychamberofcommerce.org.

Dec. 14, 5:30-6:30 p.m.

WordPress Workshop, a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

Dec. 14, 6-8 p.m.

"Business Essentials," a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

Dec. 15, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. 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. 19, 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. 20, 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.

Dec. 20, 5:30-6:30 p.m.

Tax Planning Clinic, a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://www.sba.gov/tools/events>.

Dec. 20, 5:30-6:30 p.m.

QuickBooks Workshop, a Small Business Development Center (SBDC) event. Location is Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://www.sba.gov/tools/events>.

Dec. 21, 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.

Dec. 21, 11 a.m.-noon

Lunch & Learn, a Murray Area Chamber of Commerce event. Speakers from Thorne &

Associates will discuss changes to Social Security. Location to be announced. Cost is \$15 for members, \$20 for nonmembers. Details are at murraychamber.org.

Dec. 21, 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.

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

Monthly Luncheon, a Murray Area Chamber of Commerce event. Speaker Marlin Clark will discuss "Customer Service: Being Nice is Not Enough." Location is Cottonwood Country Club, 1780 E. Lakewood Drive, Holladay. Details are at murraychamber.org.

Jan. 4, 6-7:30 p.m.

"Start Smart," a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://utahsbdc.org/trainings>.

Jan. 5, 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

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CAREERS

FINANCE

Visa U.S.A. Inc., a Visa Inc. company, currently has openings in our Lehi, Utah location for:
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TECHNICAL

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Oracle supports workforce diversity.

to the public. Details are at murraychamber.org.

Jan. 5, 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.

Jan. 5, 8:30-11:30 a.m.

"Grow Your Business: Phase 1," a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

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