

Focus



Sponsored by:



Casey Houweling, owner/operator of Houweling's Tomatoes, is shown inside the company's 28-acre greenhouse near Mona. Gov. Gary Herbert recently cited the company as an example of how the private sector and government can work together to boost rural Utah economies. Herbert wants to see 25,000 jobs created in rural Utah over the next four years.

Goals for rural Utah: Business diversity and 25,000 new jobs

Brice Wallace
The Enterprise

Five years ago, Gov. Gary Herbert challenged Utah's private sector to create 100,000 jobs in 1,000 days. Now he's doing the same for rural parts of the state.

During his "State of the State" address, Herbert proposed the creation of 25,000 new jobs in rural and outlying parts of the

state — 25 counties off the Wasatch Front — over the next four years.

"A year ago, I pledged we would not rest until all 29 counties and all 245 cities and towns in our state are full participants in Utah's tremendous economic success. ... Reaching that [job-creation] goal will require unprecedented partnerships to grow and diversify the economy in rural Utah,"

see RURAL pg. 15

Gas, housing prices drive CPI up after minor decrease in December

After a minor decrease in December, the index of prices that Utah consumers pay took a significant jump in January. The Zions Bank Wasatch Front Consumer Price Index (CPI) rose 0.7 percent in January, bringing the annualized rate to 2.6 percent since this same time last year. Meanwhile, the national Consumer Price Index rose 0.6 percent from December to January and has grown 2.5 percent over the past year.

The month-over-month increase in Utah's overall CPI was driven by higher prices for housing and transportation. These two categories account for a collective 54 percent of the average Utah consumer's ex-

penditures, resulting in a significant influence on the overall Utah CPI. Transportation prices increased 1.7 percent as prices for gasoline, vehicles and airfares rose. Housing prices increased 1.0 percent as hotel, motel and apartment rental rates rose.

"Homes in Utah continue demonstrate their value as investments," said Scott Anderson, Zions Bank president and CEO. "As Utah continues to attract newcomers looking for a great place to live and access to a thriving job market, our economy benefits."

The rise in Utah's overall CPI was also

see CPI pg. 15



The Utah Jazz have signed a marketing agreement with customer experience software company Qualtrics for the team's first-ever uniform promotional patch. But, instead of the company's logo, the patch will promote Qualtrics' charity, "5 For The Fight," in an effort to raise funds for cancer research.

Jazz's first jersey patch will promote cancer research

The Utah Jazz of the National Basketball Association and customer experience software company Qualtrics have announced a partnership where Qualtrics will become the team's fan experience insights and analytics partner.

As part of the deal with the Jazz, Qualtrics, an employer of more than 1,000 based in Provo, will also be the team's jersey patch partner in a first-of-its-kind partnership among North American professional sports teams, the Jazz said in a statement last week. Rather than placing the company's logo on the jersey for the 2017-2018 season, Qualtrics is sponsoring the patch in the name of its charity — "5 For The Fight" — to raise funds to accelerate the pace of innovative cancer research.

The 5 For The Fight logo will be placed on all Jazz game uniforms, calling attention to a global campaign that invites people to donate \$5 to cancer research. Qualtrics will sponsor the patch and the Utah Jazz will integrate the effort to support cancer research into other highly visible Jazz platforms such as in-game signage and activities, digital and social media content, and arena signage and broadcasting.

"The Utah Jazz and Qualtrics are excited to form a partnership that will both transform the fan experience and make a

see JAZZ pg. 15



2% CASH BACK
ON FUEL PURCHASES*

1.5% CASH BACK
ON EVERY OTHER PURCHASE

AMERICA FIRST
CREDIT UNION

americafirst.com

FEDERALLY INSURED BY NCUA. EQUAL OPPORTUNITY LENDER. *2% BACK ON UP TO \$25,000 IN FUEL PURCHASES.

Incentives approved for five film projects

Utah will be the site of five TV, digital and film products this spring, following the approval of tax credit incentives from a state board.

The Governor's Office of Economic Development (GOED) board approved the incentives at its February meeting. The five projects are expected to spend a total of \$8.7 million in Utah and create 400 jobs.

One digital platform series is "The Student Body," and Nevah LLC is eligible to get a tax credit of up to \$410,689 for the series. It is expected to spend \$1.6 million in Utah, including during principal photography set for March 6-April 14. Producers are Kevin Mann, Brendan Bragg and Jordana Mollick. The director has not been determined.

Another digital series will be produced by West of 7th Digital Productions LLC, which was approved for an incentive of up to \$120,000 for its young-adult comedy titled "Life After First Failure." The production is expected to spend \$600,000 in Utah, including during principal photography set for April 3-19. The director is Tripp Reed, who also is a producer along with Les Morgenstein.

The independent feature film "Hereditary"

was approved for a tax credit of up to \$787,588. Hereditary Film Production LLC is expected to spend \$3.15 million in Utah on the drama/thriller. Principal shooting is scheduled for May 22-June 30. The director is Ari Aster. Producers are Kevin Frakes, Michael Bederman and Buddy Patrick.

Time Freak Productions Inc. was approved for an incentive of up to \$500,000 for "Time Freak," an independent feature romantic comedy. The company is expected to spend \$2 million in Utah. Principal photography is scheduled for March 13-April 14.

"Time Freak" follows a neurotic college student who invents a time machine to stop his girlfriend from breaking up with him. The feature film is based on Andrew Bowler's Academy Award-nominated short film of the same name. Bowler is the director, and producers are Raymond Mansfield and Matthew Rhodes.

Vineyard Productions was approved for an incentive of up to \$315,000 for an as-yet-untitled TV pilot that tells the story of Timmy Sanders, a CIA analyst. The company is expected to spend \$1.2 million in Utah. Principal photography for the drama is scheduled for March 1-10. The director is Scott H. Swofford. The producer is Jeff T. Miller.

Plumer named The Void CEO

The Void, a Pleasant Grove virtual reality entertainment company, has appointed Cliff Plumer as chief executive officer. The change was effective earlier this month.

With more than 30 years of experience spanning production, creative and technology, Plumer succeeds co-founder Ken Bretschneider, who has transitioned to the role of committee chair and will continue to sit on the board of directors.

Plumer joins The Void from virtual reality media company, Jaunt, where he served as president of its Santa Monica-based studios and was previously CEO of visual effects studio Digital Domain and chief technical officer of Lucasfilm and Industrial Light & Magic, where he worked with founder and filmmaker George Lucas in the development of computer graphic technology and a digital cinema production and distribution system for the "Star

Wars" franchise.

"For years, people have been looking for that killer VR experience and The Void is it. The second I experienced it for the first time, I knew I had to be part of its success," said Plumer. "I am confident that The Void will prove to be a leader and pioneer in the virtual reality world, inspiring mass-consumer adoption of VR."

"Cliff has been an adviser to The Void for some time now and it's been amazing to work alongside him. I'm happy to hand the reins of CEO over to him and trust his exceptional leadership," said Bretschneider. "He's an incredibly efficient CEO and more importantly, he's a visionary. We're really excited and lucky that he's decided to join The Void."

In July 2016, The Void opened its first public experience in partnership with Sony Pictures at Madame Tussauds Wax Museum in New York City.

So amazing, you could charge admission.



RESIDENTIAL SERVICES INCLUDE:

- Home Theatre Packages
- Multi-Room Music
- Home Automation
- Home Surveillance
- Satellite Services
- Free Estimates

CALL TODAY **801-979-0674**

myeliteav.com



Guv looking for businesses willing to 'partner with and invest in' education

Brice Wallace
The Enterprise

Gov. Gary Herbert is hoping to create more ties among companies, state government and education in an effort to better prepare the state's future workforce.

During the "State of the State" address, the governor announced a program called "Talent Ready Utah" aimed at filling 40,000 new, high-skilled, high-paying jobs in Utah over the next four years. Talent Ready Utah "will recruit hundreds of businesses across Utah to partner with and invest in local education," he said.

The effort will be led by the Governor's Office of Economic Development (GOED) and Herbert's education advisor, Tami Pyfer, in partnership with the State Board of Education.

Business leaders and organizations have been emphasizing the need for more partnerships to align the workforce needs of Utah's businesses with oppor-

tunities available at Utah's K-12 and higher education institutions. Among the pressing needs are highly skilled workers in the state's tech sector.

"We need to be at the top of the nation in student achievement and align our training with marketplace demands," Herbert said.

In his address, the governor noted that business leaders, parents and educators from across the state were very close to uniting on a 10-year plan for kindergarten through post-high school "that will take education in Utah from where we are — which is pretty darn good — to where we need to go — which is to be at the very top."

He promised to "continue to do all that I can to push for support of our frontline educators, for appropriate accountable funding and for innovative alignment between our classrooms and our diverse and dynamic marketplace."

One important element of Talent Ready Utah will be "pathways" programs. The first such program was organized in 2015.

The Utah Aerospace Pathways provides high school students with early training, internships and a head start in entering the workforce with aerospace companies in Utah, such as Boeing, Hexcel and Orbital ATK. Follow-on pathways programs have been established for diesel and medical innovations, with a computer science pathways initiative pending.

"The pathways model assures parents that their children will find meaningful employment here in Utah," Herbert said. "It gives confidence to Utah businesses that they will have a qualified workforce, and it supports our schools by optimizing engagement between business and education."

Such models are also known as "work-based learning." The Talent Ready Utah website, talentreadyutah.com, says the program will support businesses as they become involved with education in activities such as job shadows, internships, donations, industry tours and in-classroom presentations. Talent Ready Utah will also promote programs that provide

unemployed and underemployed adults greater opportunities to receive training and certification in high-demand occupations, it says.

During the recent "Tech Day on the Hill" at the Utah State Capitol, several tech leaders and legislators showed support for collaboration among industry, government and education. GOED, the Women Tech Council and Silicon Slopes announced a partnership to unite tech workforce development efforts. GOED will partner with Silicon Slopes to form the Governor's Tech Cooperative, directly involving Herbert and other key stakeholders in discussion, promotion and action around technology workforce needs. The Women Tech Council will help lead Talent Ready Utah initiatives by leveraging and building programs that increase student STEM (science, math, engineering and math) activation and technology career development, and attract and retain C-level and board-level female talent to Utah.

"Silicon Slopes exists to em-

power Utah's tech community to learn, connect and serve," said Clint Betts, executive director of Silicon Slopes. "We believe entrepreneurship is about giving as many chances as you take. We're excited to continue working with GOED and Women Tech Council to grow Utah's tech talent base and give every member of our community a chance to have their voices heard on Capitol Hill."

"Economic growth in Utah and beyond requires successful programs that build the technology talent pool, create a more inclusive tech community and help make our workforce ready for the increasing number of technology jobs," said Cydni Tetro, president of the Women Tech Council. "This partnership will enable these and other important programs to broaden and expand their impact, and help support a sustainable technology ecosystem to grow the industry, state and economy."

Val Hale, GOED's executive director said partnerships with the council and Silicon Slopes "are an investment in the tech industry's sustainable growth. We are grateful for their support and for our industry partners statewide."

UCAIR announces honors

Retiring executive director Ted Wilson, Provo Mayor John Curtis and two organizations were honored at the Air Quality Summit sponsored by the Utah Clean Air Partnership (UCAIR). The event celebrated five years of efforts by UCAIR in improving the air quality in the state.

"We have had great success improving Utah's air quality, but there is still a lot of work to be done," Gov. Gary R. Herbert told those assembled. Herbert also declared Feb. 2 as "Ted Wilson Day" to honor Salt Lake's former mayor and UCAIR executive director who is retiring at the end of February.

"Utahns can accomplish anything when we work together," said Wilson. "The future of Utah's air quality is in good hands, thanks to the remarkable partners UCAIR has had the pleasure of working with."

UCAIR is a statewide clean-air partnership created to make it easier for individuals, businesses and communities to make changes to improve Utah's air.

Curtis is commonly known as a "Green Mayor in a Red City" for his ongoing efforts on clean air and sustainability in Provo. He formed an air quality action team with the assistance of city Councilman Hal Miller and Don Jarvis of Provo Sustainability, organized a clean air tool kit available on Provo City's website, established an air quality task force with the Utah Valley Chamber of Commerce, promoted anti-idling at local schools and funded an air quality education program for school children.

UCAIR also honored Zions Bank as the clean air Business of the Year and Utah Clean Energy as the Nonprofit Organization of the Year.

Highlights of Zions Bank's efforts to improve Utah's air include encouraging employees to "TravelWise," financing projects that provide better air quality efficiency for power generation and transportation and sponsoring clean air initiatives like the Energy-Air conference and UCAIR's Bright Sky initiatives, a competition of innovations in air quality technology.

Utah Clean Energy is a leader in approaching air quality solutions in a broad and integrated way, UCAIR said. Some of its achievements include supporting the strong movement for renewable energy through solar installations; working with power utilities to expand energy efficiency; and sponsoring an incentive programs for those purchasing electric vehicles, stimulating almost 200 electric cars now being on the road.

Georgia firm buys Futura

Clearfield-based Futura Industries has been purchased by the William L. Bonnell Co. Inc., (Bonnell Aluminum) of Newnan, Georgia, for approximately \$92 million. Upon closing, which is expected this month, Futura will become an operating division of Bonnell.

Futura has a national sales presence and particular strength in the western U.S. It designs and manufactures a wide range of extruded aluminum products for a number of industries and end markets, including branded flooring trims, OEM components for truck grills, solar panels, fitness equipment and other applications. Futura has approximately 350 employees and was founded in 1946.

"Following our successful acquisition of AACOA in October 2012, we have been actively searching for another acquisition that meets our stated goals for broadening our served markets and value-added capabilities," said Brook Hamilton, president

of Bonnell Aluminum. "In Futura, we have found a top-quality manufacturer with a very strong management team that will help us move toward our strategic objectives in both growth and diversification."

Jared Bringham, president of Futura, said, "We are thrilled to join forces with Bonnell Aluminum. The strong strategic fit extends to our similar customer-centric cultures and values, and this move provides an excellent platform for us to grow the business together."

Bonnell is a subsidiary of Tredegar Corp., a manufacturer of plastic films and aluminum extrusions and is headquartered in Richmond, Virginia. Bonnell and its other operating division, AACOA, manufacture finished and fabricated soft and medium-strength alloy aluminum extrusions for building and construction, automotive, machinery and equipment, consumer durables, transportation, electrical and distribution markets.

TECHNICAL

Oracle America, Inc. has openings for **Technical Analyst** positions in Lehi, UT. Job duties include: Deliver solutions to the Oracle customer base while serving as an advocate for customer needs.

Apply by e-mailing resume to elie.elkesrwan@oracle.com, referencing 385.21251. Oracle supports workforce diversity.

Enterprise

UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

Enterprise Newspaper Group

825 North 300 West, Ste. NE220

Salt Lake City, Utah 84103

801-533-0556 FAX 801-533-0684

www.slenterprise.com

PUBLISHER & EDITOR

R. George Gregersen

PRESIDENT

David G. Gregersen

david@slenterprise.com

VP/GENERAL SALES MANAGER

Dale Dimond

dale@slenterprise.com

MANAGING EDITOR

John M. Rogers

john@slenterprise.com

CONTROLLER

Richard Taylor

richard@slenterprise.com

OFFICE MANAGER

Dionne Halverson

dionne@slenterprise.com

REAL ESTATE SECTION

david@slenterprise.com

CIRCULATION

Diana Rogers

diana@slenterprise.com

ADVERTISING INQUIRIES

david@slenterprise.com

TO CONTACT NEWSROOM

john@slenterprise.com

ART SUBMISSIONS

art@slenterprise.com

Subscription Rates:

Online only, \$65 per year

Print only, \$75 per year

Online and Print, \$85 per year

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

© 2017 Enterprise Newspaper Group Inc.

Periodical postage paid at Salt Lake City, Utah

POSTMASTER: Send address corrections to:

P.O. Box 11778, Downtown Station

Salt Lake City, Utah 84147

Carter named 2017 Utah Entrepreneur of the Year by MWCN

MountainWest Capital Network (MWCN) has named Jeremy Andrus, CEO of Traeger Grills, as its 2017 Utah Entrepreneur of the Year. Each year, MWCN recognizes a Utah entrepreneur who has accomplished outstanding achievement in building an industry-leading Utah-based company, inspires others to participate in the risks and rewards of entrepreneurship in Utah and gives back to the community, the organization said in a recent release.

“Following his remarkable success at Skullcandy, Jeremy continues to add to his track record of building incredible businesses in Utah with Traeger,” said Todd A. Reece, president of MWCN. “His ability to focus on the vision, team and culture has enabled Traeger to offer an incredible cooking product to consumers and become one of Utah’s finest companies. There is no better candidate than Jeremy to be the 2017 Entrepreneur of the Year.”

Andrus joined Traeger Grills in January 2014 and acquired the business alongside private equity fund Trilantic Capital Partners. Founded in 1990, Traeger invented the wood-pellet grill and currently manufactures a line of about 20 different grilling units. Traeger employs more than 100 people in its Utah operation. Under Andrus’ guidance, the company has become the No. 1 selling pellet grill in the U.S., grown by over 30 percent since January 2014 and relocated its global headquarters from Portland, Oregon, to Salt Lake City, MWCN said.

“I’m humbled to receive this distinction from MountainWest Capital Network,” said Andrus. “Building and leading Traeger has been one of the most rewarding experiences of my career, and I’m so proud to work with such an outstanding, entrepreneurial team. The key to our success has been creating an environment

where our team is motivated and inspired to delight our customers and do great work.”

Prior to Traeger, Andrus was an entrepreneur in residence at investment firm Solamere Capital. Previously, he spent eight years at Skullcandy, a headphone designer, marketer and distributor, most recently as president and CEO, where he was able to increase annual sales from less than \$1 million to nearly \$300 million and establish the company as a pre-eminent lifestyle brand.

Aside from being a mentor for young entrepreneurs, Andrus volunteers on the loan committee for microfinance agency International Rescue Committee and on the advisory board for Utah refugee youth soccer club Break Through Soccer. He currently sits on the boards of directors for Wilson Electronics, PurePredictive and TrueGreece, as well as investment committees for Kickstart Seed Fund and University Venture Fund.

Andrus joins an exclusive club of successful entrepreneurs recognized by MWCN as Entrepreneur of the Year since 1983. Past honorees include Peter and Nicole Mouskondis, Tom Dickson, Todd Pedersen, Josh James, Peter Metcalf, Larry H. and Karen Gail Miller, Alan E. Hall, Amy Rees Anderson, Kirk

Benson, Dr. Ted Stanley, Ken Wooley, Dr. Hunter Jackson, David Evans, Ray Noorda, Dale Ballard, Dr. Dinesh Patel, Gary Stevenson, Scott Watterson, David Bailey, Hyrum Smith, Jerry Atkin, Sid Green, Steve Aldous, Spencer Kirk, Dave Spafford, Aaron Skonnard and others.

Granat named Lendio president

South Jordan-based Lendio, a small-business lending company, has named Jim Granat president and chief revenue officer. Granat was formerly the firm’s chief operating officer. The company also announced the promotion of Trent Miskin from chief technology officer to chief growth officer.

Concurrent with the announcement about the leadership changes, the company announced that it had facilitated \$70 million in loans in the fourth quarter of 2016, a 68 percent increase over the previous year. The company’s \$240 million in funding for

2016 represented an 87 percent increase.

“We are extremely pleased to report a strong year-end performance and look forward to continued success in the months and years to come,” said Brock Blake, founder and CEO of Lendio. “These robust numbers put us in an even better position to help small-business owners acquire funding. Looking ahead, we will continue to focus on investing in a superior customer experience, loan application automation, efficient processes and talented personnel that will help simplify small-business lending.”

PM Capital tabs Carter as CEO

PM Capital LLC, a precious metals company based in London, has announced that Scott Carter has been appointed as chief executive officer. The company also announced that it is opening a regional sales office in Los Angeles.

“This is an exciting time for our company as we build on the strength of our executive team with the appointment of Scott Carter as CEO,” said PM Capital board member Brandon Lewis. “With Scott’s extensive marketing, direct selling and precious metals experience, we look forward to serving our customers with the highest level of care and expertise. Scott brings a unique blend of leadership skills in operations, marketing and advertising. With him at the helm of PM Capital, we look forward to growing our business and expanding our reach across the U.S. and internationally.”

Carter joins PM Capital with over 25 years of financial services, marketing and precious metals experience. Most recently, he served as CEO of Lear Capital, a precious metals company that during his tenure became a leader in the gold and silver industry. He also served in numerous other executive-level positions, including CEO of Goldline and president of Unitrin Direct. He holds a

Bachelor of Arts from Valparaiso University and a MBA from Lake Forest Graduate School of Management.

PM Capital also announced that it is opening a large regional sales office in the Los Angeles area. With its diversity and wealth of sales talent, Los Angeles was chosen as a major hub of PM Capital’s expansion plans, the company said in a release. The office will be operational in early 2017.

“I believe PM Capital is uniquely positioned to capitalize on the increased level of interest in portfolio diversification and physical gold and silver ownership and I am thrilled to serve as its CEO,” said Carter. “PM Capital’s diverse marketing strategy that combines traditional direct-to-consumer advertising with national investor education seminars will be a powerful engine to drive revenue growth and major expansion in the fractured precious metals industry. I look forward to leading the best-in-class sales teams in both Utah and California, where there is a rich history of precious metals sales experience.”

PM Capital provides gold, silver and platinum investment products to investors who desire to diversify their financial portfolios.



SECURE DOCUMENT SHREDDING

HOME & OFFICE

www.rmshred.com

P.O. Box 26573, Salt Lake City, UT • 1-855-74-SHRED • Fax 801-880-9015

Thorpe to head Boostability

The board of directors of Boostability, an Internet marketing firm based in Lehi, has added the title of chief executive officer to the duties of president and chief operating officer Gavan Thorpe. The change was effective Jan. 1, the company said in a release.



Gavan Thorpe

"I'm happy for the opportunity that the Boostability board have entrusted in me to take the company to the next level and to fully lead the organization," said Thorpe. "The past few years have been fantastic and I don't expect that to change."

Thorpe joined Boostability as an infrastructure architect in January 2013 and helped migrate the company's systems into the cloud. He was promoted to COO in 2014 and was given the title of president in

mid-2015. Prior to joining Boostability, Thorpe served in an executive position at OrangeSoda and technical positions at Ancestry and Ah-ha.com.

Thorpe expressed an appreciation for all the employees that have made the company a success. "The company is in a great spot," he said. "We're well positioned for growth in 2017. We have fantastic partners and team members. I expect big things this year in terms of customer growth and additional partners. I foresee a continued expansion into Europe and customer growth on the social media and website front."

Established in 2009, Boostability was founded on the business model of creating affordable and effective SEO for the small-business marketplace. Boostability serves over 26,000 small businesses and has over 400 employees based in three offices in Utah and satellite locations in Amsterdam and Berlin. It has been ranked in the Inc. 5000 list of the fastest-growing private companies in America for three straight years.

CORPORATE FINANCIAL REPORTS

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

Vista Outdoor

Vista Outdoor Inc., based in Farmington, reported a net loss of \$377.7 million, or \$6.44 per share, for the fiscal third quarter ended Jan. 1. That compares with net income of \$43.2 million, or 70 cents per share, for the year-earlier quarter. Adjusted earnings per share was 62 cents, down from 70 cents a year earlier.

Operating expenses in the most recent quarter were \$553 million, compared to \$92 million in the prior-year quarter. The increase primarily reflects a pre-tax, non-cash goodwill and intangible impairment charge of \$449 million, the company said. The increase in operating expenses also reflects additional expenses generated by the acquired businesses, and those increases were partially offset by reductions due to lower incentive accruals as a result of current-year performance, and cost-cutting initiatives, it said.

Sales in the most recent quarter totaled \$654 million, up from \$592.6 million in the year-earlier quarter. About \$92 million was

from recent acquisitions.

Vista Outdoor designs, manufactures and markets consumer products in the outdoor sports and recreation markets. The company operates in two segments, Outdoor Products and Shooting Sports. It has manufacturing operations and facilities in 13 U.S. states, Canada, Mexico and Puerto Rico and international customer service, sales and sourcing operations in Asia, Australia, Canada, Europe and New Zealand.

"Vista Outdoor is committed to delivering long-term growth through the execution of our strategy and a focus on new product development, operational efficiencies and execution excellence," Mark DeYoung, chairman and chief executive officer, said in announcing the results.

"The challenging retail environment we experienced in our first and second quarters worsened in our third quarter following a slow hunting season and the national elections. This resulted in the need for increased promotional activity to support sales and maintain market share. We have also seen increased inventory in our retail and wholesale channels. As a result of these market factors, we announced a non-cash

intangible impairment charge."

Control4

Control4 Corp., based in Salt Lake City, reported net income of \$4 million, or 16 cents per share, for the fourth quarter ended Dec. 31. That compares with a net loss of \$700,000, or 3 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$57.4 million, up from \$42.9 million in the year-earlier quarter.

For the full year 2016, the company reported net income of \$13 million, or 53 cents per share. That compares with a net loss of \$1.7 million, or 7 cents per share, for 2015. Revenue in 2016 totaled \$208.8 million, up from \$163.2 million in 2015.

Control4 provides automation and networking systems for homes and businesses.

"We closed 2016 with strong business performance, and we remain focused on sales and operations as well as new opportunities designed to increase customer and dealer awareness and satisfaction," Martin Plaehn, chairman and chief executive officer, said

see EARNINGS pg. 11

88% of consumers have read reviews to determine the quality of a local business

Google

facebook

yelp

dexknows

Don't lose business because you have insufficient or unfavorable reviews

To Learn how to get honest reviews from real customers, visit

www.enterprisedigitalsolutions.com

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.

AGRICULTURE

• **Salt Lake City** is accepting applications until March 1 from farmers to grow fruits and vegetables on over 1.5 acres of city-owned land adjacent to the Sorenson Unity Center, 1333 S. 800 W. Under the conditions of the request for proposal, the farmer selected for the five-year term will be required to use sustainable methods; sell as much of their produce to Salt Lake City markets, stores and restaurants; and also have a farm stand that accepts food stamp EBT. Sustainable methods include the use of drip irrigation as well as prohibition on the use of toxic chemicals, chemical pesticides, herbicides and synthetic fertilizer. The city's goal is to have a farm in operation by this growing season, and to expand the program when appropriate land is identified. Details are at <https://bids.sciquest.com/apps/Router/PublicEvent?CustomerOrg=StateOfUtah>.

ARTS/ENTERTAINMENT

• **Atom Tickets**, a mobile movie ticketing platform, has announced a partnership with **Larry H. Miller Megaplex Theatres** that will expand its availability in Utah and Nevada. Atom Tickets is available as a free app in the Apple App Store and Google Play and online at atomtickets.com. The Megaplex integration involves 17 locations with nearly 200 auditoriums. Atom Tickets is now enabled for 15,000 screens across the U.S.

BANKING

• **Bank of Utah**, Ogden, has appointed **Ethan Headlee** as a mortgage loan originator for the bank's Orem branch. Headlee will be responsible for matching bank customers with mortgage loan products and taking them through the loan application process. He previously worked as a senior loan



Ethan Headlee

officer for Ener Bank in Provo. Headlee has an associate of science degree from Salt Lake Community College and is pursuing a degree in business management at Brigham Young University.

• **Bank of American Fork** has announced management changes involving two Salt Lake County branches. **Susan Sorenson** is branch manager of the bank's Murray branch. She has 35 years of banking experience, including 25 years of lending and six years as a manager. She has more than 16 years of service with Bank of American Fork in addition to spending time at other financial institutions, including M&T Bank, JP Morgan Chase and First Security Bank. **Sam Taylor** has been named branch manager for the Riverton branch. He previously was branch manager and commercial loan officer at the Murray branch. Taylor has 15 years of lending experience, and prior to joining Bank of American Fork, he worked at Volvo Commercial Credit. He received a bachelor's degree in international studies from Brigham Young University.

• **Larry Thorne** has retired after 44 years with **America First Credit Union**, Riverdale. He started as a typist in the lending department and moved into a variety of departments, from teller to office manager, followed by roles in senior management. Thorne served as vice president of finance and operations and vice president of credit administration, among others. Most recently, he was vice president of north central branches from 2007-2017.



Larry Thorne

DIRECT SALES

• **USANA Health Sciences**, Salt Lake City, has promoted three people to senior management positions. **David Mulham**, former executive vice president of the Americas, Pacific and Europe, has been named chief field development officer. **Brent Neidig**, former vice president of China strategic development, has been named executive vice president of China. **Josh Foukas**, former vice president of legal, has been named executive vice president of legal. In his new role, Mulham will manage field development for all

CENTURY
EQUIPMENT COMPANY

Everything for the
Contractors

We rent the best

4343 Century Drive
Salt Lake City, UT 84123

801-262-5761

www.centuryeq.com

CASE
CONSTRUCTION

markets except mainland China. He began his career with USANA in 2009. Neidig has led the organization's ethics and education team before transitioning into his most recent role as vice president of China strategic development, where he managed USANA's Babycare subsidiary. As executive vice president, Brent will continue to oversee Babycare as well as the expansion of USANA's presence in China. Foukas has held significant responsibility in the finance department at USANA, where he has overseen the organization's public company reporting, investor relations and business developments. As executive vice president of legal, he will help set strategy for all major projects, as well as overseeing corporate legal functions, government relations and investor relations worldwide.

DIVIDENDS

• The board of directors of **Utah Medical Products Inc.**, Salt Lake City, has approved a quarterly cash dividend of 36.5 cents per share of common stock. The dividend is payable April 4 to shareholders of record March 17, 2017. It is a 2 percent increase over the dividend declared in the same quarter of the prior year.

• The board of directors of **SkyWest Inc.**, St. George, has

declared a quarterly dividend of 8 cents per share. The dividend will be paid April 6 to shareholders of record March 31. The board also has authorized the repurchase of up to \$100 million of SkyWest common stock over the next three years. The actual timing, number and value of shares repurchased will be determined by SkyWest management in its discretion.

• **Huntsman Corp.**, with main offices in Salt Lake City and Texas, announced that its board of directors has declared a cash dividend of 12.5 cents per share on its common stock. The dividend is payable March 31 to stockholders of record March 15.

ENERGY/NATURAL RESOURCES

• **Zyto**, Lindon, has changed its name to **Kailo Energy Inc.** The company said the change was in response to the divestiture of the Zyto health and wellness business and its new focus on the solar and renewable energy markets. The company's stock ticker symbol has changed from ZYTO to KAEN.

FINANCE

• **Onset Financial**, South Jordan, has hired **Wally Joyner** as a vice president of strategic development. Joyner has served on the company's board of directors since 2009. Joyner was a first baseman for four major league teams during a 16-year career. Most recently, he was the hitting coach for the Detroit Tigers.



Wally Joyner

GOVERNMENT

• **Salt Lake County** recently received notice that national ratings firm Fitch Ratings has assigned new, higher financial ratings to Salt Lake County bonds, including its transportation tax revenue bonds and its excise tax bonds. In addition to its existing AAA rating on its general obligation bonds, the two categories have been upgraded from AA+ to AAA.

GRANTS

• **World Trade Center Utah** is accepting applications for the **Utah Export Acceleration Grant (EAG)**, which provides small to medium-sized companies resources to help advance their international business plans. Grant funds are eligible to be used for services and activities that will help companies engage in increased exports and expand their international

reach. Service and activities that are eligible include, but are not limited to, education, services and travel. Companies may apply for funds up to \$10,000. Applications will be accepted throughout the year and funds awarded on a rolling basis. Recipients of funds will be eligible to participate in a pitch competition at the end of the year to vie for additional funding. Details are at the grant webpage at www.wtcutah.com.

HEALTHCARE

• **Intermountain Healthcare** has promoted **Dr. Mark Briesacher** as senior vice president for Intermountain Medical Group and Medical Staff. Briesacher most recently served as senior vice president of clinical integration on the Management Committee of Intermountain Healthcare, to which he was promoted in 2016. In earlier roles, he was chief resident for the Department of Pediatrics at Primary Children's Hospital and practiced general pediatrics for 15 years for the Medical Group, where he served in several leadership positions, including senior administrative medical director from 2010-2013. He served on the Intermountain Board of Trustees from 2005-08 and is currently a member of the SelectHealth Board of Trustees and the Intermountain Medical Group Board. Briesacher succeeds **Dr. Linda C. Leckman**, who retired as vice president of Intermountain Healthcare and chief executive officer of the Intermountain Medical Group.

• **Ameritech College of Healthcare**, Draper, has been endorsed by the **American Holistic Nurses Credentialing Corp. (AHNCC)** for its registered nurse (RN) to bachelor's degree in nursing (BSN) program. It is one of only 13 bachelor's programs nationwide, and the only program in Utah, to receive the endorsement. AHNCC endorses nursing programs that have curriculum grounded in holistic nursing philosophy, theory and concepts consistent with the American Holistic Nurses Association (AHNA) Scope and Standards of Holistic Nursing Practice. In addition to the program endorsement, **Dr. Julie Aiken**, CEO of Ameritech, and **Dr. Kathy Holloway**, RN-BSN faculty member at Ameritech, are now certified as advanced holistic nurses.

INVESTMENT

• **Chatbooks**, Provo, has secured an \$11.5 million Series B investment led by **Aries Capital Partners**, Salt Lake City. Previous investors **Signal Peak Ventures**, Salt Lake City, and **BYU Cougar**

see BRIEFS next page

HR
HOWE RENTAL & SALES
LOCALLY OWNED AND OPERATED SINCE 1953

NEED EQUIPMENT?

• Forklifts	• Sweepers & Scrubbers
• Scissor & Boom Lifts	• Compressors
• Scaffolding	• Compaction Equipment
• Excavators	• Skid Loaders
• Mixers	• Backhoes
• Welders	• Dump Trucks

24 Hour Emergency Service

• Ogden	• Park City
• Layton	• Provo
• Tooele	• Salt Lake City

www.howerentals.com

CALL TODAY! 801.463.7997 | Toll Free 866.436.HOWE • Fax 801.463.7488
4235 South 500 West • Murray, UT 84123

Industry Briefs

from previous page

Capital also participated in the round. The company, which has raised over \$20 million, is a subscription-based service that automatically turns digital photos into photo books. It said it plans to use the Series B funding to expand sales and marketing efforts and create new products. The new funds also will go toward expanding into new international markets.

- **Summit Global Investments**, Salt Lake City, has hired **Gautam Baid** as senior analyst and **Aash Shah** as senior portfolio manager. They have an average of more than 14 years' experience in banking, investments and portfolio management. Baid recently worked as a senior analyst for Deutsche Bank and before that for Citigroup, spending time in their respective London, Hong Kong and Mumbai offices. Before joining SGI, Shah was a senior portfolio manager for KeyBank. Prior to that, he spent 20 years as an investment analyst and then vice president and portfolio manager for Federated Investors and Federated Kaufmann.

- **Sorenson Capital**, Salt Lake City, has promoted **Peter Sturgeon** to managing director. He will lead the company's investment efforts in Arizona. He will continue to serve on the board of directors of several of the companies in which Sorenson Capital has invested. Sturgeon joined Sorenson Capital in 2006 as an associate, working on investments in oil and gas, technology, consumer goods and aerospace before leaving to pursue his MBA at Stanford University in 2008. Prior to joining Sorenson Capital, Sturgeon was an associ-

ate at Boston Consulting Group. Sturgeon returned to Sorenson Capital in 2010.

MANUFACTURING

- **Biomerics**, a Salt Lake City-based contract manufacturer for the medical device industry, has created a **Biomerics Advanced Laser** division, to be located in Minnesota. The division will specialize in laser welding, cutting, ablating and marking metal and plastic materials within the precision medical device market. It also will offer a portfolio of secondary processes — such as cleaning, passivation, heat setting and electropolishing — that will allow it to provide beginning-to-end solutions to the precision medical device market. Biomerics Advanced Laser's product offerings will include precision tubes, stents, valve bodies, specialty surgical device components, implantables and catheter systems. The division will be led by **Mark Dustrude**.

PHILANTHROPY

- **Mountain America Credit Union**, West Jordan, has announced that its employees donated a total of \$37,465 during its 2016 charity drive benefiting **Ronald McDonald House Charities** and **Cystic Fibrosis Foundation**. The money was raised through candy sales, employee "dress down" days, lunch fundraisers and more. Mountain America employees participated in the Great Strides walk, Cystic Fibrosis Foundation's largest fundraising event, and also teamed up to help prepare meals at Ronald McDonald House chapters in Utah, Idaho, Nevada, Arizona and New Mexico.

- The **Security Service Charitable Foundation** has donated \$3,000 to **Habitat for Humanity of Weber and Davis Counties**. More than 150 people will be helped this year with home repairs, remodeling and new home construction. The organization helps families in Weber and Davis counties through a variety of programs, some of which rely on others donating building materials and items such as old kitchen cabinets. The \$3,000 donation will allow Habitat for Humanity to purchase a large box truck to be used for picking up those donated items.

REAL ESTATE

- **Westcore Properties**, based in San Diego, has acquired an 87,122-square-foot industrial property in Salt Lake City from Los Angeles-based **BH Properties** for approximately \$7.15 million. The acquisition marks Westcore's entry into the Salt Lake City marketplace. Located at 4745 Amelia Earhart Drive, the one-story industrial building with cold storage is 100 percent occupied by Criminelli Fine Meats and GE Healthcare. **Bryce Blanchard** of **Newmark Grubb ACRES** represented the buyer and seller in the transaction.

- **CBRE** has promoted **Russ Harris** and **JR Moore**, retail specialists in the Salt Lake City office, to first vice presidents. They have a combined experience of more than 30 years in commercial real estate. Throughout his career, Harris has worked with top local and national developers, assisting in their expansion both within and outside of Utah. He earned a bachelor of science degree from Utah Valley University. More has been influential in the ground-up development and leasing of new neighborhood and regional shopping centers and has experience with the disposition and investment sale of retail properties. He received a bachelor of arts degree from the University of Utah.

- **Coldwell Banker Commercial Advisors** (CBC Advisors) has hired **Chris Kirk** as managing director, joining the firm's newly expanded downtown Salt Lake City office at 111



Chris Kirk

Main. Kirk has more than 20 years' experience in the commercial real estate business. He previously was executive director of Cushman & Wakefield/Commerce and is the incoming president of the Utah Chapter of the Society

of Industrial and Office Realtors (SIOR).

RECOGNITIONS

- **Joseph A. Walkowski** is the sole Utah recipient of the **2017 Client Choice Award**. Walkowski is director and shareholder with the intellectual property law firm **TraskBritt PC**, Salt Lake City.



Joseph Walkowski

The Client Choice awards recognize law firm partners around the world "that stand apart for the excellent client care they provide and the quality of their service." The awards survey senior corporate counsel only. This year's winners were chosen from a pool of more than 2,000 individual client assessments. Walkowski's practice focuses on acquisition and exploitation of intellectual property rights, and his background includes substantial experience in U.S. and international patent prosecution as well as intellectual property opinions, licensing, litigation and due diligence.

- **ChamberWest** honored several businesspeople and organizations at its annual awards gala Feb. 3. They are **Verex Imaging, Business of the Year; Great Harvest Bread Co., Small Business of the Year; Linda Milne**, Millcreek Community Council Association, **Volunteer of the Year; Spencer Ferguson**, Wasatch I.T., **Chairperson of the Year; and InterContinental Hotels Group, Best Place to Work**.

- Three Davis County companies were honored as a "**Top Business in 2016**" by **Zions Bank** radio segment "Speaking on Business." **Integrated Learning Strategies**, Kaysville, focuses on helping children acquire strong educational skills required to advance through school. More than 1,000 Utah students have been through the program. **Intermountain Wind and Solar**, Woods Cross, employs more than 100 people and is a successful residential and commercial solar contractor. **Wingfoot Corp.**, North Salt Lake, is a janitorial service provider, cleaning corporate offices and buildings across the Wasatch Front. The company is celebrating 38 years in business and employs 250 people.

- The **Utah Chapter of the Society for Marketing Professional Services** recently presented awards to **Matthew Rich** of Jacobsen Construction as the **2016 Marketer of the Year** and **Rachelle West** of Siemens

Industry Inc. as the **2016 Rising Star**.

- **Pluralsight**, Farmington, has been included in **Fast Company's** annual list of the **Top 10 Most Innovative Companies in Education**. The company ranked No. 7 on the list "for recognizing that on-the-job learning needs to be on-demand." Pluralsight is an enterprise technology learning platform that delivers a unified, end-to-end learning experience for businesses across the globe.

- **TCN Inc.**, a St. George-based provider of cloud-based call center technology, has received a **2016 Unified Communications Excellence Award** from TMC's **Internet Telephony** magazine for its cloud-based automated patient engagement platform, **VocalRx**. Built on TCN's flagship contact center technology, **Platform 3.0**, **VocalRX** provides healthcare practitioners and hospital collectors with various automated notification tools to communicate with their patients efficiently and cost-effectively while increasing revenue. The 2016 Unified Communications Excellence Award recognizes companies who have created remarkable unified communications hardware, software and services that are leading the way in the communications and technology industry.

RURAL UTAH

- The **Governor's Office of Economic Development** (GOED) board, at its February meeting, endorsed four projects for Rural Fast Track grants. **CES Electrical**, in Nephi, Juab County, was endorsed for a grant of \$50,000 in order to purchase a new Grout-A-Matic/Placer, a project expected to result in the creation of one new full-time position. The total project cost is \$125,210. **Gordon's Custom Building**, in Ephraim, Sanpete County, was endorsed for a \$50,000 grant in order to purchase a new CNC router. The \$400,000 project is expected to result in the creation of three new full-time positions. A grant of \$13,000 was endorsed for **Doyle's Diesel & Sons Inc.**, of Nephi, in order to buy and equip a new over-the-road service truck for roadside repairs. The \$26,000 project is expected to result in the creation of one new full-time position. **HS Customs LLC**, of North Logan in Cache County, was endorsed for a \$13,000 grant to buy specialized metal fabrication equipment for steel fabrication for its custom auto shop. The \$26,000 project is expected to result in the creation of one new full-time position.

0% for 48 months*
ON SELECT NEW EQUIPMENT

+ FREE EQUIPMENT PROTECTION PLANS
ON POWERTRAIN & HYDRAULICS*

801-978-1625
wheelercat.com

Wheeler CAT

BRIEFS

from page 7

SERVICES

• **Ancestry**, Lehi, has appointed **Eric Heath** as chief privacy officer. Heath has experience in legal, privacy and compliance leadership and has spent over a decade working for both consumer and B2B Internet companies. Prior to joining Ancestry, Heath was chief privacy officer at Zenefits, led the privacy policy and data governance team at Yahoo, and served as LinkedIn's global privacy lead.

• **MyHeritage**, with a main office in Lehi, has appointed **Dr. Yaniv Erlich** as chief science officer. Derlich will lead scientific development and strategy for MyHeritage DNA, the company's newly established DNA service for family history and ethnicity. Erlich's experience includes serving as assistant professor of computer science and computational biology at Columbia University and as a core member at the New York Genome Center. He is also the former principal investigator and a Whitehead Fellow at MIT's Whitehead Institute, founder of DNA.LAND and the principal investigator of the Erlich DNA lab.

• **Vertical Access LLC**, with an office in Salt Lake City, has hired **Erin Bullard** as director of marketing and business development. Bullard has 10 years of experience in the A/E/C industry and is responsible for supporting the strategic nationwide positioning in the fields of architecture, engineering and historic preservation for Vertical Access, as well as the firm's affiliated com-



Erin Bullard

panies, Alta Access LLC and TPAS LLC.

TECHNOLOGY/LIFE SCIENCES

• **Instructure**, Cottonwood Heights, has promoted **Mitch Macfarlane** to chief operating officer, a newly created role at the company. Macfarlane previously was senior vice president of product and customer experience. He will be responsible for engineering and marketing in addition to the responsibilities of overseeing product and customer experience.

• **ATL Technology**, Springville, has appointed **David Smith** as global vice president of sales and marketing. Smith has an extensive background in sales and operations, with stints in the OEM division at McFadden Sales Inc., Aydin Displays, Cables to Go and Silex Technology Inc. He had been with Silex for the past 15 years and had global responsibilities for the international business and was the president of the U.S. subsidiary.

TRANSPORTATION

• **Nikola Motor Co.**, Salt Lake City, has hired **Jonathan Spira** as chief financial officer. Spira has been building and managing companies in the technology and consumer industry for more than 20 years. Most recently, he served as chief financial officer at Untangle Inc. He also served as CFO at Blinkx plc, Kapow Technologies, Packethop, A t r e n t a , ePeople and A u t o n o m y Corp. He also held senior finance and planning positions at Walt Disney Co., PepsiCo Inc. and Nestlé Food Co., and worked as a consultant in Peat Marwick's merger-and-acquisition practice.



Jonathan Spira

engineered. energy efficient. endura



Over 25 years of experience and the highest quality construction encompassing residential, commercial, institutional, industrial, agricultural and government buildings, internationally and across the United States. This world class engineered building system is excellent for everything from below-grade construction to six-story applications.

- No other wall system can compete when compared with the Endura Wall System™ quality characteristics
- The Endura Wall System™ competes with all other wall systems...But no other wall system can compete with the Endura Wall System™

EFFECTIVE: The most trusted Insulated, Reinforced, masonry, Dry stack, Surface-bonded, construction system in the world!

NEVER A PROBLEM IN OVER 25 YEARS: With 1,000's of satisfied customers.

DOLLAR-WISE BEST VALUE: The most cost efficient, dependable and longest-lasting construction system available.

UNIVERSALLY APPROVED: Thoroughly tested, approved and used by architects, engineers and contractors since 1986.

RATED HIGHEST: Premium thermal performance.

ACCEPTED WORLD-WIDE: Building sites are located across the United States and in foreign countries!



Endura Marketing & Sales International, LTD
914 South State Street, Orem, UT 84097
PH 801-224-3002
www.endurawalls.com

Dena Dastrup
PH 801-616-2947
dena.endura@gmail.com



BANK OF UTAH

65 Years. Helping You Grow.



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.

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

Business Alliance Networking Lunch, a Davis Chamber of Commerce event. Location is Boondocks, 525 Deseret Drive, Kaysville. No RSVP required. Details are at davischamberofcommerce.com.

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

Women in Business Luncheon, a West Jordan Chamber of Commerce event. Location is Carino's Italian, 7191 Plaza Center Drive, West Jordan. Cost is \$20 for members, \$25 for nonmembers (additional \$5 if no RSVP). Details are at westjordanchamber.com.

Feb. 21, 2-4 p.m.

"How to Form an LLC" Workshop, presented by SCORE. A business attorney will discuss how to complete the paperwork to register a limited liability company (LLC) and how to insure the liability protection offered by an LLC is not lost accidentally. Location is SCORE Downtown Branch, 310 S. Main St., South Mezzanine, Salt Lake City. Cost is \$85. Details are at <https://www.saltlake.score.org/>.

Feb. 22, 6:30-8 a.m.

Legislative Leadership Breakfast, a Utah Technology Council (UTC) event featuring House and Senate leadership discussing top priorities during the final weeks of the 2017 legislative session. Location is Utah State Capitol, 350 State St., Salt Lake City. Cost is \$25 for UTC members, \$50 for nonmembers. Details are at utahtech.org.

Feb. 22, 8-9:30 a.m.

UTC Public Policy Forum, a Utah Technology Council event. UTC's Public Policy Forum meets regularly to discuss issues that affect the state and its tech industry. Location is the Utah State Capitol, 350 State St., Salt Lake City. Details are at utahtech.org.

Feb. 22, 9-11:30 a.m.

Defense Contract Audit Agency (DCAA) Workshop, presented by PTAC (Procurement Technical Assistance Centers). Speakers Jeff Beck, DCAA supervisory auditor, and Kelly Berezay, DCAA field audit office assistant, will discuss the requirements for a compliant system and how to be prepared for an audit. Location is the Northfront Business Resource

Center, Davis Applied Technology College, 450 S. Simmons Way, Kaysville. Free. Registration can be completed at Eventbrite.com.

Feb. 22, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a Sandy Area Chamber of Commerce event. Speaker Chris Redgrave, vice president of community relations at Zions Bank, will discuss "Gender Differences in the Workplace." Location is Mountain America Credit Union Corporate Campus, 7181 S. Campus View Drive, West Jordan. Details are at sandychamber.com.

Feb. 22, 11:30 a.m. to 1 p.m.

"ChamberWest Presents" Luncheon, a ChamberWest event. Speakers are Col. Brad "Detroit" Lyons, commander of 388th Fighter Wing, and Col. David "Shooter" Smith, commander of 419th Fighter Wing, Hill Air Force Base. Location is TownePlace Marriott West Valley City, 5473 W. High Market Drive, West Valley City. Cost is \$20 with RSVP, \$30 at the door. RSVPs can be completed at chamberwest.org or by calling (801) 977-8755.

Feb. 22, 3-5 p.m.

"Make It Legal and Make It Right," a Salt Lake Chamber Women's Business Center "Business Essentials" event. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at slchamber.com.

Feb. 22, 3-5 p.m.

"Wrapping Your Head Around It: How to Write a Business Plan," a Salt Lake Chamber Women's Business Center "Business Essentials" workshop. Location is Salt Lake Community College, Miller Campus, 9750 S. 300 W., Sandy. Cost is \$10. Details are at slchamber.com.

Feb. 23-25

EMS Today Conference and Exposition, the 36th annual conference providing education for emergency medical services professionals, hosted by PennWell Corp. and the *Journal of Emergency Medical Services (JEMS)*. Event features more than 200 sessions and workshops, nearly 200 speakers and more than 250 exhibitors. Keynote Feb. 23 will be by Elizabeth Smart, who will present her story and advice to emergency response personnel on what to look for when interfacing with suspected abduction victims in the field. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Open to the public with registration. All-

access costs \$550; two-day pass costs \$425; one-day pass is \$315. Access to only the exhibit floor is available by registering as a "Visitor" for \$45. Details are at EMSToday.com.

Feb. 23, 7 a.m.-4 p.m.

Mission Installation & Command Center Tour, presented by PTAC (Procurement Technical Assistance Centers). Event is an opportunity to attend the Mission Installation Contracting Command (MICC-DPG) small-business outreach tour. Eligible small businesses will travel from PTAC offices at City Creek to the installation in Dugway via shuttle bus, where they will meet and interact with MICC-DPG procurement staff and participate in the contracting forecast and procurement orientation related to base operations, facilities maintenance and support, IT, construction, staffing and other areas of procurement opportunity. Location is Dugway Proving Ground, 5450 Doolittle Ave., Dugway. Free. Registration can be completed at Eventbrite.com.

Feb. 23, 7:30-9:30 a.m.

Breakfast and Facility Tour, a ULI (Urban Land Institute) Utah event. Speaker Christopher Butte from Midvale City will discuss the city's original goals and vision for spurring development in the center of Midvale. He will share the political and planning challenges faced during the development process and the success of the new and thriving city center. A representative from Overstock to discuss the company's objectives and decision to locate its new facility in Midvale City. Program will be followed by a facility tour of Overstock Coliseum. Location is Overstock Coliseum, 799 W. Coliseum Way, Midvale. Registration can be completed by calling (800) 321-5011.

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

Networking Lunch, a Murray Area Chamber of Commerce event. Speaker is Joe Reardon of Century 21 Real Estate. Location is Red Lobster, 298 E. Winchester St., Murray. Cost is \$15 for members, \$20 for guests. Details are at murraychamber.org.

Feb. 23, 1-2:30 p.m.

"Disruptors: Changing the Way Business is Done," a Sandy Area Chamber of Commerce event. Panelists are Tricia Schulmann, chief executive officer of Bach Health, and Johnny Hanna, chief executive officer of Homie. Location is Rio Tinto Stadium, 9256 S. State St., Sandy.

Details are at sandychamber.com.

Feb. 24, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker to be announced. Location is The Egg & I Restaurants, 1919 E. Murray Holladay Road, Holladay. Details are at murraychamber.org.

Feb. 28-March 1, 7 a.m.-4:30 p.m.

2017 Utah Safety Conference & Expo, presented by the Utah Safety Council. Event will include breakout sessions, keynote speakers, networking luncheons, and an expo highlighting the latest in safety products and services. Keynote speakers are Jeffrey S. Young, senior vice president and chief marketing officer of Young Electric Sign Co. (YESCO), who will discuss lessons learned during his appearance on the CBS television series "Undercover Boss" in January 2016; and Amy Reese Anderson, managing partner and founder of REES Capital, who will discuss "Five Incredibly Important Lessons Vital for Guiding Professional, Personal Life In Business." Location is South Towne Expo Center, 9575 S. State St., Sandy. Details are at utahsafetycouncil.org.

Feb. 28, 9-11 a.m.

"Cash Flow is King: Part II: Creating Cash Flow Projections," presented by the Salt Lake Small Business Development Center. Location is Salt Lake Community College, Larry H. Miller Campus, Corporate Partnership Center, Room 110, 9690 S. 300 W., Sandy. Free. Registration can be completed at Eventbrite.com.

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

Women in Business Luncheon, an Ogden/Weber Chamber of Commerce event. Speaker Brad Barton will discuss "See Beyond Illusions and Ignite World-Class Performance." Location is Hub 801 Event Center, 3525 Riverdale Road, Ogden. Cost is \$20. Details are at ogdenweberchamber.com.

Feb. 28, noon-1:30 p.m.

Lunch and Learn Series. The series is a collaboration between the Women's Business Center and the Professional Education Department at the University of Utah. Speaker Scott Stephenson, an adjunct faculty member at the University of Utah, will discuss "Organizational Planning." Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$40. Registration can be completed at wbcutah.com/events.

Feb. 28, 6:30-9 p.m.

Business After Hours, a

Sandy Area Chamber of Commerce event. Location is Loveland Living Planet Aquarium, 12033 Lone Peak Parkway, Draper. Cost is \$10 for members, \$15 for nonmembers. Details are at sandychamber.com.

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

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

March 1, 11 a.m.-1 p.m.

"Go Global: International Business Seminar," presented by the Sandy Area Chamber of Commerce in partnership with the World Trade Center Utah (WTCUtah). Keynote speaker is Derek Miller, president and chief executive officer of WTCUtah. Location is Salt Lake Community College's Miller Campus, Miller Free Enterprise Center, Room 203, 9750 S. 300 W., Sandy. Free. Details are at sandychamber.com.

March 1, 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.

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

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location is SpudToddos, 7251 S. Plaza Center Drive, Suite 120, West Jordan. Free (pay when ordering from the menu). Details are at westjordanchamber.com.

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

Monthly Luncheon, a Murray Area Chamber of Commerce event. Speaker is Tim Tingey, Murray's director of administrative and development services. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Cost is \$20 with prepaid RSVP, \$30 at the door. Event is open to the public. Details are at murraychamber.org.

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

Eggs & Issues, a Murray Area Chamber of Commerce event. Murray Police Chief Craig Burnett will discuss "Crime Prevention in Murray City." Location is The Egg & I Restaurants, 1919 E. Murray Holladay Road, Holladay. Open to the public. No cost unless ordering from the menu. Details are at murraychamber.org.

CALENDAR

from page 9

March 3, 8-10 a.m.

Friday Forum, a Utah Valley Chamber event. Speaker Dr. Matt Swenson, a child psychiatrist, will discuss the rise of anxiety and depression among youth in Utah County and how people can help them navigate through difficult emotions. Location is Zions Bank, 180 N. University Ave., top floor Rock Canyon Room, Provo. Free for members, \$30 for nonmembers. Details are at thechamber.org.

March 3, 8-10 a.m.

"First Friday Face to Face," a Salt Lake County Business to Business Networking Group event. Location is the Miller Campus of Salt Lake Community College, 9750 S. 300 W., Sandy. Free. Details are at westjordan-chamber.com.

March 3, 8-9:30 a.m.

UTC Public Policy Forum, a Utah Technology Council event. UTC's Public Policy Forum meets regularly to discuss issues that affect the state and its tech industry. Location is the Utah State Capitol, 350 State St., Salt Lake City. Details are at utahtech.org.

March 3, 6-11 p.m.

Annual Murray Chamber Gala Fundraiser, a Murray Area Chamber of Commerce event featuring a Monte Carlo/masquerade party. Event will include appetizers, open bar, entertainment, gaming tables, dancing, silent auction and chamber awards. Proceeds will be used for the 2017 agenda items, which are aimed at continuing to develop business and economic and community projects. Location is American International School of Utah, 4998 S. 360 W., Murray. Cost is \$60, \$100 per couple. Details are at murraychamber.org.

March 4, 7:15-9 a.m.

Eggs and Issues, a Utah Valley Chamber event featuring legislators discussing important issues affecting business in Utah County. Location is Utah Valley Regional Medical Center, Northwest Plaza, Clark Auditorium, 500 W. and Bulldog Blvd., Provo. Free. Details are at thechamber.org.

March 7

Intermountain Growth Conference and Capital Connection, presented by ACG (Association for Corporate Growth) Utah. Keynote speaker is Robert Stephens, founder

of Geek Squad and former chief technology officer at Best Buy. Location is the Salt Lake Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$225 for ACG members, \$325 for nonmembers. Details are at www.acg.org/Utah.

March 8, 11:30 a.m.

Connect 4 Lunch, a Sandy Area Chamber of Commerce event. Location is All Star Bowling, 12101 S. State St., Draper. Cost is \$20. Details are at sandychamber.com.

March 8, 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.

March 8, 3-5 p.m.

"International Women's Day Celebration: Exporting Ideas Abroad." Event is presented by the Salt Lake Chamber Women's Business Center and World Trade Center Utah. Moderator and panelists to be announced. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$15. Details are at slchamber.com.

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

WIB Luncheon, a Davis Chamber of Commerce event. Speaker Carol Merrill, retired director of the Women's Center at Weber State University, will discuss "Women Who Inspire." Location is Oakridge Country Club, 1492 Shepard Lane, Farmington. Details are at davis-chamberofcommerce.com.

March 9, noon-1 p.m.

Business Educational Workshop, a Holladay Chamber of Commerce event focusing on exit strategy planning, insurance and wills for business owners, and protecting your assets. Location is myBusinessBar, 4535 S. 2300 E., Holladay. Cost is \$10. Details are at holladaychamberofcommerce.org.

March 10, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker Dr. Noel Gardner of the Polizza Clinic will discuss opioid misuse and how the clinic is helping patients overcome addiction. Location is The Egg & I Restaurants, 1919 E. Murray Holladay Road, Holladay. Open to the public. No cost unless ordering from the menu. Details are at murraychamber.org.

March 11, 10 a.m.-1 p.m.

"Simple Steps for Starting Your Business" Workshop, presented by SCORE. Location is

Day-Riverside Library, 1575 W. 1000 N., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

March 14, 8 a.m.-2 p.m.

"Spring Into Success," a ChamberWest Women in Business event. Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Booths are available. Details are available at chamberwest.org or by calling (801) 977-8755.

March 14, 7-9:30 p.m.

Pillar of the Valley Gala 2017, a Utah Valley Chamber event honoring Gov. Gary Herbert as the Pillar of the Valley. Location is Utah Valley Convention Center, 200 S. Center St., Provo. Cost is \$250 for members, \$300 for nonmembers. Sponsorships are available. Details are at thechamber.org.

March 15, 8-10 a.m.

"Building West Jordan." West Jordan Chamber of Commerce, in partnership with West Jordan City, will discuss economic development on the west side of Mountain View Corridor and the city plans for the undeveloped land. Location is Viridian Event Center, 8030 S. 1825 W., West Jordan. Details are at westjordanchamber.com.

March 15, 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.

March 15, 11:30 a.m.-1 p.m.

UTC TechLunch, a Utah Technology Council (UTC) event. Speaker Tim Parker, vice president of network services and network product strategy at ViaWest, will discuss "My Life Depends on the Internet: How the Evolution of the Internet and Network has Proven to be a Critical Component to the Success of Business." Location to be determined. Free for UTC members. Details are at utahtech.org.

March 15, 3-4:30 p.m.

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

March 16-17

Eighth Annual Intermountain Sustainability Summit. Activities March 16 are 8:30 a.m.-noon. Speaker is John Cook, research assistant professor from

the Center for Climate Change Communication at George Mason University, discussing "Responding to Misinformation in the Age of Fake News." Professional/general early-bird cost is \$55; student early-bird cost is \$25. Activities March 17 include keynote speaker Mary Robinson, who served as the first woman president of Ireland, the United Nations secretary-general's special envoy on climate change and the former chair of the Council of Women World Leaders; roundtable sessions; an expo hall; networking and four tracks of sustainability sessions. Professional/general early-bird cost is \$105; student early-bird cost is \$25. Location is Weber State University Shepherd Union Building, 3910 W. Campus Drive, Ogden. Details are at http://www.intermountainsustainabilitysummit.com/.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Clay Neves will discuss how to effectively give a 30-second commercial, how a one-to-one should be done, and tips on following-up. Location is Red Lobster, 298 E. Winchester St., Murray. Cost is \$15 for members, \$20 for nonmembers. Details are at murraychamber.org.

March 16, 5-7 p.m.

"Death By Chocolate: A Chocolate Tasting Extravaganza," a Cottonwood Heights Economic Development event featuring sampling of chocolate desserts from a variety of restaurants, bakeries and caterers, including Smiths, Market Street Grill, Whole Foods, Trader Joe's and Sodexo. Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Cost is \$10, \$15 per couple. Details are at chbusiness.org.

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

BWF Luncheon, a Salt Lake Chamber Women's Business Forum (WBF) event. Location to be determined. Cost is \$27 for members, \$35 for nonmembers. Details are at slchamber.com.

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

UTC Clinic, a Utah Technology Council (UTC) clinic. Speaker Scott Pulsipher will discuss "How One University Takes a 'Customer-Centric' Approach to Higher Education." Location is Western Governors University, 4001 S. 700 E., Suite 700, Salt Lake City. Free for UTC members. Details are at utahtech.org.

March 22, 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.

March 22, 2-5 p.m.

"Pitch Perfect: Master Your Two-Minute Funding Pitch," a Salt Lake Chamber Women's Business Center "Business Essentials" event. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$15. Details are at slchamber.com.

March 23, 7:30 a.m.-1:30 p.m.

Cybersecurity Conference, presented by the Salt Lake Chamber, in partnership with the U.S. Chamber of Commerce. Event will feature experts from government, law enforcement and the private sector to help small and mid-sized business owners develop, evaluate and strengthen cybersecurity programs. Location is Salt Lake City Marriott University Park, 480 Wakara Way, Salt Lake City. Cost is \$75. Sponsorships opportunities are available. Details are at slchamber.com.

March 23, 5:30-7:30 p.m.

"Why Startup Companies Fail: How to Avoid Premature Scaling," a Cottonwood Heights Economic Development boot camp workshop. Speaker is angel investor John Richards. Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Free. Details are at chbusiness.org. RSVPs can be completed at pkinder@ch.utah.gov.

March 28, noon-1:30 p.m.

Lunch and Learn Series. The series is a collaboration between the Women's Business Center and the Professional Education Department at the University of Utah. Speaker Jerry Basford will discuss "Building Finance into Your Management Practices." Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$40. Registration can be completed at wbcutah.com/events.

March 29, 8-9:30 a.m.

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

March 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.

see CALENDAR next page

CALENDAR*from previous page***March 29, 2:30-6:30 p.m.**

Utah Valley Job Fair 2017, a Utah Valley Chamber event. Location is Utah Valley Convention Center, 200 S. Center St., Provo. Details are at the-chamber.org.

March 30, 5-7 p.m.

Business After Hours, a Salt Lake Chamber event. Location is The Falls Event Center, Trolley Square, 580 S. 600 E., Salt Lake City. Cost is \$7 for early-bird members, \$10 for members, \$15 for nonmembers. Details are at slchamber.com.

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

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location is SpudToddos, 7251 S. Plaza Center Drive, Suite 120, West Jordan. Free (pay if ordering from the menu). Details are at westjordanchamber.com.

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

Connect 4 Luncheon, a Sandy Area Chamber of Commerce all-networking event. Location is Los Garcia Mexican Food, 8745 S. 700 E., Sandy. Cost is \$15 for chamber members, \$20 for nonmembers. Details are at sandychamber.com.

April 13, noon-1 p.m.

Business Educational Workshop, a Holladay Chamber of Commerce event focusing on the decision to franchise or license your model. Location is myBusinessBar, 4535 S. 2300 E., Holladay. Cost is \$10. Details are at holladaychamberofcommerce.org.

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

“Turn Networking Into Sales,” 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.

April 20, 5:30-7 p.m.

“Photography For Business,” a Cottonwood Heights Economic Development boot camp workshop. Local photographer Kari Sikorski will teach business owners how to take great photos for use on social media, websites and promotional materials. Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Free. Details are at chbusiness.org. RSVPs can be completed at pkinder@ch.utah.gov.

April 25, noon-1:30 p.m.

Lunch and Learn Series. The series is a collaboration between the Women's Business Center and the Professional Education Department at the University of Utah. Speaker Bryn Ramjoue, communications director at Red Butte Garden, will discuss “Communicating Effectively Using Technology.” Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$40. Registration can be completed at wbcutah.com/events.

April 26, 1-5:30 p.m.

B2B Expo, a Davis Chamber of Commerce event. Activities begin with 1 p.m. keynote presentation by Steve Starks, president of Larry H. Miller Sports & Entertainment and president of the Utah Jazz. Expo doors open at 2 p.m. Location is Davis Conference Center, 1651 N. 700 W., Layton. Free. Details are at DavisChamber.WPEngine.com/B2B/.

April 27, 5:30-8 p.m.

Third Annual Food-preneur Festival, a Salt Lake Chamber Women's Business Center (WBC) event. Event will feature a panel of local food entrepreneurs who will share their behind-the-scenes stories of how they achieved their dreams, live music, a cash bar and a showcase of 30 local companies providing a complimentary taste of their products. Location is The Falls Event Center at Trolley Square, 580 S. 600 E., Salt Lake City. Cost is \$10 in advance, \$15 day of event. Details are at slchamber.com.

April 28, 6:30-9 p.m.

130th Gala Celebration, a Salt Lake Chamber event. Location is George S. and Delores Dore' Eccles Theater, 131 S. Main St., Salt Lake City. Cost is \$250. Sponsorships are available. Details are at slchamber.com.

May 3-4

Sixth Annual Governor's Utah Energy Development Summit, featuring keynote presentations by Ron Gerrard, senior vice president of environmental, health and safety and manufacturing excellence at Huntsman Corp., and Gov. Gary Herbert; panel discussions; breakout sessions; and the Energy Pioneer Awards. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Early-bird cost is \$125. Details are at governorsenergysummit.com.

EARNINGS*from page 5*

in announcing the results.

“We continue to execute on our strategies, which include enhancing our industry-leading connected home solutions, strengthening our channel presence around the world, delivering tools and services to enhance dealer productivity, and expanding our partner and interoperability ecosystem — which we believe will collectively continue to strengthen the Control4 brand.”

Overstock.com

Overstock.com Inc., based in Salt Lake City, reported net income of \$3.1 million, or 12 cents per share, for the 2016 fourth quarter. That compares with \$110,000, or zero cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$526.2 million, up from \$480.3 million in the year-earlier quarter.

For the full year 2016, the company reported net income of \$12.5 million, or 49 cents per share. That compares with \$2.4 million, or 10 cents per share, for 2015.

Revenue in 2016 totaled \$1.8 billion, up from \$1.66 billion in 2015.

Overstock.com is an online retailer.

Dynatronics

Dynatronics Inc., based in

Cottonwood Heights, reported a net loss applicable to common stockholders of \$560,000, or 19 cents per share, for the fiscal second quarter ended Dec. 31. That compares with a loss of \$205,000, or 8 cents per share, for the same quarter a year earlier.

Net sales in the most recent quarter totaled \$8.7 million, up from \$7.5 million in the year-earlier quarter.

Dynatronics designs, manufactures, distributes, markets and sells physical medicine and rehabilitation products primarily to physical therapists, chiropractors, athletic trainers and sports medicine practitioners.

“The 16.6 percent increase in sales for the quarter reflects a return on the investments we are making to better support our sales team,” Jeff Gephart, senior vice president of sales, said in announcing the results. “We are continuing to refine our sales strategies to achieve sales growth, margin growth and expanded coverage in the markets we serve.”

Kelvyn H. Cullimore Jr., president and chief executive officer, said the company has “energized” its operations during the past year by hiring a new head of sales and marketing, new leadership in international sales and clinical education, a new chief financial officer and new management for its Chattanooga, Tennessee, facility. “We are also currently searching for a new leader of global operations to focus on improved manufacturing

methods and enhanced gross profit margins, and to assist with possible acquisitions during 2017,” he said.

Instructure

Instructure Inc., based in Salt Lake City, reported a net loss of \$12.9 million, or 46 cents per share, for the fourth quarter ended Dec. 31. That compares with a net loss of \$12.1 million, or 74 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter was \$31.5 million, up from \$21.8 million in the year-earlier quarter.

For the full year 2016, the company reported a net loss of \$53.6 million, or \$1.92 per share. That compares with a loss of \$53 million, or \$6.07 in 2015. Revenue in 2016 totaled \$110.9 million, up from \$73.2 million in 2015.

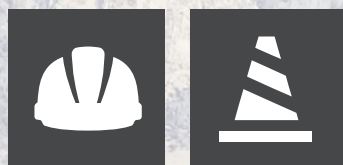
Instructure is a software-as-a-service technology company.

“We ended 2016 with a solid Q4 performance,” Josh Coates, chief executive officer, said in announcing the results. “Revenue grew 45 percent for the quarter and 51 percent for the year, on a year-over-year basis. At the same time, we continued to realize substantial improvements to our operating margin.”

“Our success in 2016 gives us confidence in our growth strategy. Given our progress in expanding our customer base and continued product innovation, we are excited for our prospects for 2017 and beyond.”



Utah Safety Conference & Expo



**Salt Lake City, Utah
Feb. 28 - Mar. 1**

There's a New Safety Conference in Town

Join the Utah Safety Council for the 2017 Utah Safety Conference & Expo **February 28 - March 1** at the **South Towne Expo Center**.

Registration Includes:

- Access to 40 breakout sessions
- Keynote speakers
- Networking luncheons
- Raffle prizes
- Expo access both days

View breakout session topics, keynote information, and full agenda by going to UTAHSAFETYCOUNCIL.ORG. For questions, please call 801.746.SAFE (7233).



Register now at UTAHSAFETYCOUNCIL.ORG

Opinion

Skilled workers part of the collateral damage from ill-advised travel ban

President Donald Trump is unhappy that a federal judge put the kibosh on — and an appeals court upheld, at least temporarily — his executive order blocking immigrants and other travelers from seven majority-Muslim nations. Though the order was framed as something to address a national security issue, it became clear very quickly that one of its most immediate impacts was denying legal workers, who pose no security threat, the ability to leave and re-enter the country — at great cost to them, their employers and the country's productivity.

Both sides can debate the validity of a temporary and rushed ban on refugees and other would-be immigrants from the seven covered countries in the name of national security, but it's hard to justify applying the same restrictions to workers in the United States on visas from these same countries. As long as the potential to be denied the right to return remains, they essentially cannot leave the United States for any reason, even to visit an ailing relative. Those who happened to be out of the country when the order was signed also could not return,

leaving employers without many of their workers.

The fact that the hastily constructed and implemented order is now in legal limbo only exacerbates the pain it's causing foreign-born workers. Should the order be reinstated, any potential remedy must wait until the legal issues are resolved. But even if it is reinstated, there is at least a hope that common sense will prevail and some of the more pointless damage can be avoided.

That's what Microsoft is hoping to achieve with a letter the company sent recently to Secretary of Homeland Security John Kelly and Secretary of State Rex Tillerson, asking for exemptions for visa holders working in the United States. The company notes that it has 76 employees with non-immigrant visas and calls for the creation of an exemption for "responsible known travelers with pressing needs" that would allow those contributing to the U.S. economy who have no criminal record and who are sponsored by an American company to continue coming and going as needed. Microsoft argues the executive order gives the secretaries of state and homeland secu-

rity authority to create exemptions when in the national interest.

Allowing in workers who contribute to the economy most certainly qualifies as being in the national interest. And it's not just Microsoft and the high-tech industry. For instance, there are more than 8,000 U.S. doctors who were trained in the countries covered by Trump's order.

Protectionists would no doubt question the benefits these individuals provide, but the evidence shows that immigrant workers, even those in low-skill jobs, are a net positive to the economy. In fact, many of the innovations and innovative companies that make this country better — and our lives as Americans easier — were created by immigrants.

Of course, not everything is about numbers. Microsoft's president says that some of his company's workers have had their families broken up by the executive order. There are basic humanitarian reasons not to treat those who come to America for a better life like criminals, particularly when they have already demonstrated a desire for nothing more than pursuit of the American dream.

Unfortunately, this order may be the

sad precursor to more restrictive policies that make it more difficult to bring in not only low-skilled but also high-skilled workers. A draft executive order circulating in Washington proposes to re-examine how the government issues H-1B visas for skilled workers — the visa with which I got my first job at the Cato Institute. To be fair, there are many executive orders in circulation that will never see the light of day. But I wonder whether the reason this ban targeted even clearly vetted, high-skilled visa holders is the Trump administration's negative disposition to even legal immigration.

This is causing a lot of companies to refrain from hiring even high-skilled foreigners, lest the administration change the rules governing them (e.g., forcing employers to pay more than prevailing wages as Sen. Tom Cotton, R-Arkansas, suggested — or worse).

No one questions that the president is empowered to protect the country, but some measures are clearly counterproductive. This is one of them.

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

COPYRIGHT 2017 CREATORS.COM



VERONIQUE de RUGY

Bannon's very different ideas & actions lead untraditional administration

Perhaps it's just me, but a few weeks into the Trump presidency, between the tweets, executive orders, attacks and counterattacks, I feel dizzy. So I've decided to take a break from the daily barrage and try to find the signal amid the noise: What is the underlying philosophy of this administration?

The chief ideologist of the Trump era is surely Stephen Bannon, by many accounts now the second-most-powerful man in the government. Bannon is intelligent, broadly read and has a command of American history. I've waded through his many movies and speeches, and in these, he does not come across as a racist or white supremacist, as some people have charged. But he is an unusual conservative. We have gotten used to conservatives who are really economic libertarians, but Bannon represents an older school of European thought that is distrustful of free markets, determined to preserve traditional culture and religion, and unabashedly celebrates nationalism and martial values.

In a speech at the Conservative Political Action Conference in 2012, for example, Bannon explained his disgust for Mitt Romney and his admiration for Sarah Palin, whose older son, Bannon noted, had served in Iraq. The rich and successful Romney, by contrast, "will not be my commander in chief," Bannon said, because, although the candidate had five sons who "look like good all-American guys ... not one has served a day in the military."

The core of Bannon's worldview can be found in his movie "Generation Zero." It centers on the financial crisis of 2008, and the opening scenes — in their fury

against bankers — could have been written by Bernie Sanders. But then it moves onto its real point: The financial crisis happened because of a larger moral crisis. The film blames the 1960s and the baby boomers who tore down traditional structures of society and created a "culture of narcissism."

How did Woodstock trigger a financial crisis four decades later? According to Bannon, the breakdown of old-fashioned values resulted in a culture of self-centeredness that measured everything and everyone in one way — money. The movie goes on to accuse the political and financial establishment of betraying its country by enacting free trade deals that benefited them but hollowed out Middle America.

In a strange way, Bannon's dark, dystopian view of American history is closest to that of Howard Zinn, the popular far-left scholar whose *A People's History of the United States* is a tale of the many ways in which the 99 percent of Americans were crushed by the country's all-powerful elites. In the Zinn/Bannon worldview, everyday people are simply pawns manipulated by their evil overlords.

A more accurate version of recent American history would show that the cultural shift that began in the 1960s was fueled by a powerful, deeply American force — individualism. America had always been highly individualistic. Both Bannon and Trump seem nostalgic for an age — the 1930s to 1950s — that was an aberration for the nation. The Great Depression, the New Deal and World War II created a collectivist impulse that transformed the country. But after a while, Americans began to reassert

their age-old desire for personal freedom, individual fulfillment and advancement. The world of the 1950s sounds great, unless you are a woman who wanted to work, an African-American who wanted to vote, an immigrant who wanted to move up or an aspiring entrepreneur stuck in a large faceless corporation.

The America that allowed individuals to flourish in the 1980s and 1990s, of course, was the place where the young and enterprising Bannon left a large bank to set up his own shop, do his own deals and make a small fortune. It then allowed him to produce and distribute movies outside of the Hollywood establishment, build a media startup into a powerhouse and become a political entrepreneur entirely outside of the Republican hierarchy. This America allowed Bannon's brash new boss

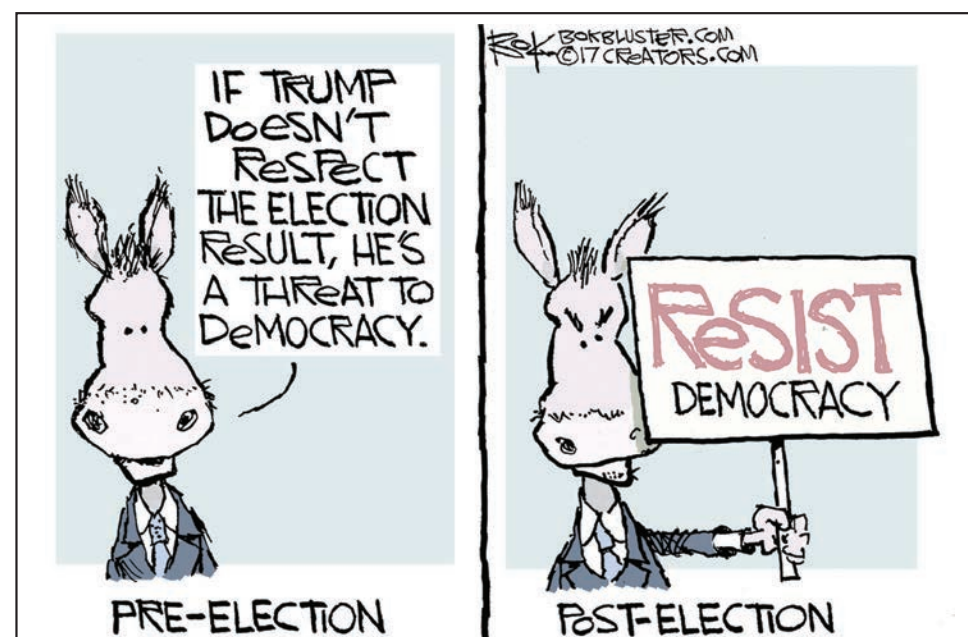
to get out of Queens into Manhattan, build skyscrapers and also his celebrity — all the while horrifying the establishment. Donald Trump is surely the poster child for the culture of narcissism.

In the course of building their careers, Trump and Bannon discarded traditionalism in every way. Both men are divorced — Bannon three times, Trump twice. They have succeeded in achieving their dreams precisely because society was wide open to outsiders, breaking traditional morality did not carry a stigma, and American elites were actually not that powerful. Their stories are the stories of modern America. But their message to the country seems to be an old, familiar one: "Do as I say, not as I do."

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



FAREED ZAKARIA



Opinion

Cross-purchase buy-sell agreement: Sustaining the business after your death

Business owners are builders. They spend their lives building firms to provide goods and services to their clients, and those firms provide them with a living. But nothing can tear down that lifetime of work faster than the death of a business owner or the death of a business partner. Often, much of the value of a business dies with the owner.

Small-business owners face two major succession questions:

First, can the business heirs keep the company afloat when the owner dies, or at least avoid surrendering it at a “fire sale” price? The executor of a deceased business owner’s estate can elect to continue the company, but must find someone willing to run it. That may not be easy. Some heirs or business partners may want to keep things going, others may want to cash out. This discord can potentially sink a firm, because if the business continues, any partners wanting out will want to be fairly compensated. If sufficient cash isn’t on hand to do that, liquidation may be the only option.

Selling the business means finding a buyer. Any potential buyer will be negotiating with an advantage, for the business will become less valuable with each pass-

ing day following the owner’s death.

Now to the second major succession question: How can an owner keep employees confident that the business — and their jobs — will continue after he or she is gone? Surviving business partners may need to be reassured as well. If one partner dies, the remaining partners may find themselves in business with the deceased partner’s heirs, who may have different goals for the company. If the heirs want to sell their inherited ownership interest, is there enough cash on hand to buy it?

These questions can throw the value and continuation of a business into doubt. If left unanswered, they could make creditors more likely to call in loans, and make retaining key employees harder.

Cross-purchase buy-sell agreements are designed to answer these questions. Often funded by life insurance, these agreements are essentially deals struck between owners, partners or key employees of a business, permitting the sale of their ownership share to another person.

How do they work? In the classic cross-purchase buyout agreement, each business partner takes out a life insurance

policy on the other partners within the company, naming himself or herself as the beneficiary of those policies. If one partner passes away, then one or more beneficiaries can use the life insurance proceeds to buy the deceased partner’s ownership interest. This way, partners or key persons can continue to work and operate the business seamlessly and the deceased partner’s heirs receive a fair, agreed-upon price for the ownership interest.

Thanks to the buy-sell agreement, both heirs and partners know that the business is positioned to continue. In addition, greater productivity and loyalty may be seen from any key employees made part of the agreement who see ownership in their future.

The sale can happen rather quickly; estate issues can be settled more expeditiously. Heirs will get a fair, pre-determined price for the ownership interest and won’t be selling under duress.

These agreements do have some disadvantages. Participants have to trust and verify that each partner keeps his or her insurance policy in force. This isn’t as simple as making sure premiums are paid. Usually the policies are owned personally, not by the firm. If a partner suffers a bank-

ruptcy, federal or state exemptions may not protect all of its cash value from creditors. Sometimes a participant will mistakenly buy an insurance policy on her or his own life and make the other participants beneficiaries. Under those conditions, the insurance payout resulting from his or her death will likely be taxed.

As the number of partners involved in a buy-sell agreement increases, the number of policies grows exponentially, as does the cost of the agreement. Two partners? Two policies. Three partners? Six policies. (When three partners are involved in a cross-purchase buyout agreement, Partner A needs to buy coverage for Partner B and Partner C, etc.) Speaking of cost, an older or less healthy partner will pay much more for the agreement than a younger, healthier partner, as life insurance is a necessary component.

Before you make a decision about how you’ll protect the future of your business, it may be wise to speak to a qualified financial advisor who can help you research this option as well as others.

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



MARK LUND



Missing a Piece? We Have You Covered

- ❖ Civil Engineering
- ❖ Structural Engineering
- ❖ Laser Scanning & Land Surveying
- ❖ Paving & Roofing Consulting
- ❖ Landscape Architecture

McNeil Engineering



Follow Us On:



801-255-7700

www.mcneilengineering.com

**YOUR BUSINESS IS PREPARED FOR A DISASTER...
ARE YOUR EMPLOYEES?**

**PROTECT YOUR MOST
VALUABLE ASSET...
YOUR EMPLOYEE'S.**



**ORDER A 72
HOUR KIT
FOR EACH
EMPLOYEE
TODAY**

READY
Business School Home

READYMYBUSINESS.COM | 801-953-5648

JAZZ

from page 1

tangible contribution to eradicating cancer by supporting some of the most important research being done today," said Jazz president Steve Starks. "In addition, our partnership with Qualtrics will help us leverage greater analytics and innovation to take our team performance, employee engagement and fan experience to a whole new level."

The cause-related jersey patch will feature the 5 For The Fight logo in the team's colors. The patch will be located on the front left shoulder of the Jazz uniforms, measuring approximately 2.5 inches by 2.5 inches and coinciding with next season's debut of new Nike jerseys.

"Qualtrics started when my dad called me to tell me he had cancer. I moved home and he and I started working on a tech proj-

ect," said Ryan Smith, co-founder and CEO of Qualtrics. "That project eventually turned into Qualtrics. We vowed that if the company ever made any money, we would make it our mission to support cancer research. Today we're excited to partner with the Jazz in our effort to raise \$50 million. We're also excited to leverage Qualtrics' technology and insights in a transformative business partnership with the Utah Jazz."

"The generosity of Qualtrics in sponsoring the jersey patch on our uniforms is unprecedented," said Gail Miller, owner of the Larry H. Miller Group of Companies and the Utah Jazz. "Cancer has impacted innumerable people in our community and we are pleased to partner with them to bring attention to this worthy cause. In addition, we couldn't be more excited to partner with Qualtrics to use their technology to help us innovate and improve performance."

RURAL

from page 1

Herbert said.

The call to action mimics the earlier initiative for the entire state. In 2014, when the 1,000-day mark neared, the governor announced that the private sector had created 112,200 jobs.

The governor said he will work with Lt. Gov. Spencer Cox, the Utah Rural Partnership Board, the private sector and the Legislature "to ensure that all Utahns have the same economic opportunities."

Herbert noted that tourism is a strong component of rural Utah's economy. The \$8.2 billion annual industry is generating more than \$1 billion annually in state and local taxes, and adding jobs and more economic diversity to rural areas. "But," he said, "tourism is only one piece of the puzzle."

Many businesses are working with the state to innovate and to

expand. He cited as an example Houweling's Tomatoes in Juab County, which has grown to 280 full-time jobs. The operations include a 28-acre greenhouse near Mona. In 2014, the company was approved for a tax credit incentive from the state for more than \$4.6 million tied to the creation of the 280 jobs.

"Still, the fact remains that parts of Utah outside the Wasatch Front are struggling," Herbert said.

In a speech a week before the "State of the State" address, Herbert said rural Utah needs economic diversification instead of relying just on farming, natural resources and tourism and travel. Economic challenges in rural Utah is a problem for everyone, including those along the Wasatch Front, "and we need to work together," he said, "to make sure that we provide them with the opportunity to have success economically."

- Utilities prices decreased 1.2 percent, more than any other sector, as propane prices and rates for some garbage collection services declined.

- Recreation prices decreased 0.1 percent as some entertainment venues lowered ticket prices and as prices for pets and pet products declined.

"Gasoline prices in Utah rose more than 25 percent through 2016, driven by oil prices, which rose through most of the year," said Randy Shumway, chairman at Cicero Group, a market research firm based in Salt Lake City that does the data collection and analysis for the CPI. "Although consumers may pay a little more at the pump, oil and gas prices are more sustainable than they were last year, giving a healthy lift to America's energy industries."

CPI

from page 1

driven by higher prices in the following categories:

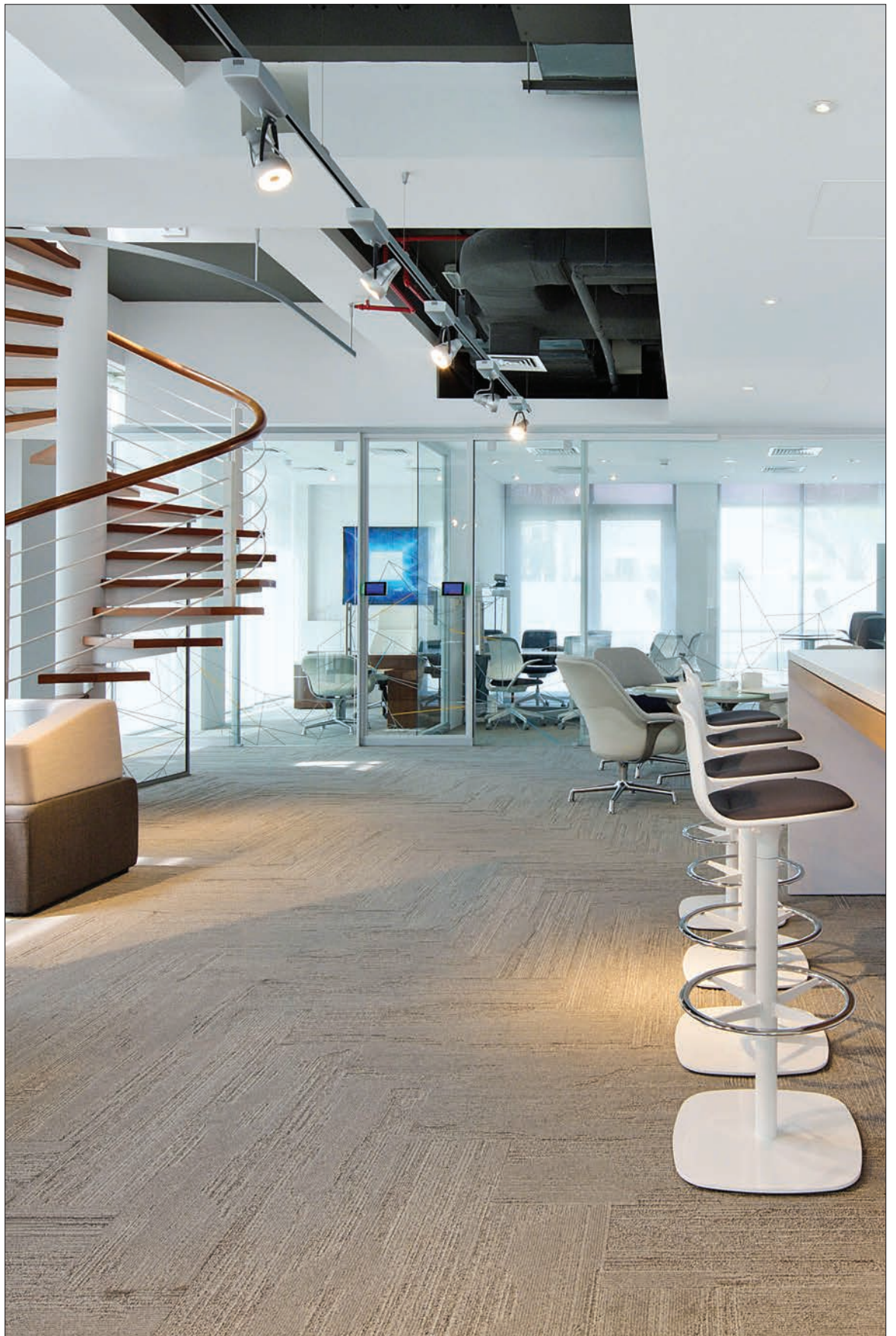
- Prices for food at home increased 0.5 percent in January as tomatoes, pears and bell peppers led the way.

- Clothing prices increased 0.5 percent as prices for men's and women's apparel rose.

- Education and communication prices increased 0.4 percent as fees for some elementary and high schools increased.

- Price increases for some nonprescription drugs and medical supplies caused medical care prices to rise 0.2 percent.

Utah's price increases were slightly offset by lower prices in the following sectors:



FURNISHING UTAH'S FINEST WORKSPACES FOR 79 YEARS

STOREFRONT & INTERIOR GLASS

FLOOR COVERINGS

OFFICE FURNITURE

INTERIOR DESIGN

ARCHITECTURAL PRODUCTS

DOORS & DOOR HARDWARE

SPECIALTY PRODUCTS & RESTROOMS

WINDOW COVERINGS



Midwest
COMMERCIAL INTERIORS



Midwest
D-VISION SOLUTIONS



BOUNTIFUL
GLASS

A MIDWEST D-VISION SOLUTIONS COMPANY

801.359.7681 | www.mwciutah.com

The *first* word in
business checking
is *free*.

F R E E

Free business checking at First Utah Bank. It's as simple as that.
To open an account, visit a First Utah Bank office near you,
call 801-272-9454, or visit FirstUtahBank.com.



www.firstutahbank.com