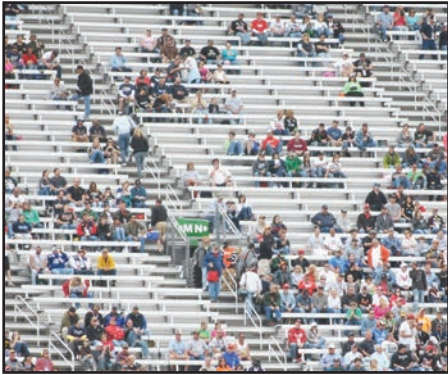


OF NOTE



NASCAR's empty seats

Despite tearing out about a fourth of their seats in order to look fuller, NASCAR tracks around the country still have wide stretches of empty bleachers, according to *SportsBusiness Daily*. Television viewership is down 45 percent in the past decade, twice as much as the NBA. Even the NFL has lost 8 percent of its viewers during the same 10 years.

Industry News Briefs pages 6-7

Business Calendar page 9

Real Estate page 15

Neither side willing to give in OR spat

Brice Wallace
The Enterprise

Outdoor Retailer is putting an emphasis on "out."

Show organizers recently announced that the twice-annual trade show soon will be out of Salt Lake City, and that Salt Lake City will be out of the bidding to host the show again — the latter stance running counter to what was said only days earlier.

In the end, both sides in the struggle refused to yield. Outdoor Retailer, in cooperation with the Outdoor Industry Association (OIA) and Grassroots Outdoor Alliance, had vowed to look elsewhere for

a host city if Utah's state and congressional officials stuck with their desire to get state control of federal lands in the state. Faced with what some people believed was an ultimatum, Gov. Gary Herbert rejected that plea, including sticking to his call for President Donald Trump to rescind the new Bears Ears National Monument designation, despite the potential loss of the OR shows and their annual \$47 million economic impact.

Thus ends a two-decade relationship between the largest trade show of its type and a host area steeped in an outdoors culture and a multitude of recreational options for show attendees and the general public.

Only time will answer many lingering

questions, including where and when the shows will move, and what Salt Lake City will do to compensate for the loss of such large gatherings and their spending power.

OR's Summer and Winter markets have been at the Salt Palace Convention Center since 1996, with the exception of the 2002 Winter Market, when Salt Lake City hosted the Winter Olympics. January's Winter Market had 25,000 attendees and more than 700,000 square feet of exhibit space. The most recent Winter Market had a \$22 million economic impact, based on direct delegate spending. Last year's Summer Mar-

see OUTDOOR pg. 5



Workers take a break during a recent rooftop solar installation in Highland. Utah ranks seventh in the nation per capita for people employed in the solar industry, according to a report from the Solar Foundation.

Solar Foundation: Utah among nation's leaders in solar jobs

Utah's top-15 ranking for states with the most sunny days has created a bright spot for the state's employment numbers.

The number of Utahns in the solar industry totaled 4,408 last year, ranking the state 14th in solar industry employment and seventh in solar jobs per capita.

The statistics were recently released by the Solar Foundation, a nonprofit organization working to accelerate adoption of solar energy.

The foundation's "National Solar Jobs Census 2016" indicates that Utah saw year-over-year job growth of 65 percent in 2016. It pegged the 2015 job total in Utah at 2,679.

Nationally, solar industry employment

grew by more than 51,000, a 25 percent increase over 2015 and the largest annual growth rate since the first census in 2010. The 2016 job total was 260,077. The foundation said that industry employment has nearly tripled since 2010.

California led the nation in total solar jobs, followed by Massachusetts, Texas, Nevada and Florida. Massachusetts was first per capita. The number of solar jobs increased in 44 of the 50 states last year.

The foundation's study indicated that one out of every 50 new jobs added in the United States in 2016 was created by the so-

Spending by tourists in Utah tops \$8 billion

Tourism has emerged as one of the key drivers in Utah's diverse economy, with travelers spending \$8.17 billion in 2015 and contributing \$1.15 billion in total state and local taxes, according to a recent announcement from the Utah Office of Tourism.

"State sales tax revenue generated by travelers helps fund a variety of Utah priorities, including education, public safety, health and human services, road construction and maintenance," said Gov. Gary R. Herbert. "Tourism significantly bolsters the economy and strengthens our tax base."

Income taxes from tourism-related jobs contributed more than \$100 million to Utah schools in 2015, according to the Kem C. Gardner Policy Institute, author of the report. Gas taxes from travelers contributed more than \$100 million to Utah's transportation and infrastructure. An additional \$200 million in state sales tax revenue went to Utah's General Fund, where it was used to pay for essential services in Utah, including health and human services, corrections, courts and the justice system, public safety and economic development. In 2015, tax collections from tourists amounted to the equivalent of each Utah household paying an additional \$1,235 into the state.

"Utah is establishing our reputation as a recreation destination for tourists from all over the world," said Vicki Varela, managing director of tourism, film and global branding for the Office of Tourism.

see SOLAR pg. 14



UofU program addresses pharm-tech shortage

Career Step, an online provider of career-focused education and professional training headquartered in Lehi, has partnered with the University of Utah to address a shortage of qualified pharmacy technicians within the university's healthcare system, the school has announced. The university will offer tuition-paid Career Step training to current employees interested in becoming pharmacy technicians with the end goal of hiring them upon graduation.

"We are very excited to be able to bring the University of Utah Pharmacy Department this program, which will grow and develop their employees and contribute to the overall health and success of the entire hospital system," said Dr. Denis Petersen, director of professional education at the UofU. "Professional education pharmacy tech certificate holders will have the skills needed to excel in entry and mid-level jobs in many different departments in the system."

The partnership, which launched Feb. 1, involves Ca-

reer Step and three groups within the medical university: Professional Education at the University of Utah, the University of Utah Health Care Human Resources Department and the University of Utah College of Pharmacy.

Through this program, the University of Utah will cover tuition for current employees and provide program participants with opportunities to fulfill the required externship within the University of Utah Health Care system. Once graduated, the students will have jobs waiting for them within the system. The university hopes to fill 60 positions by the end of 2017.

The partnership boosts Career Step's existing relationship with the university's Professional Education department, which already offers six Career Step courses, including the recently augmented pharmacy technician program.

"We have a longstanding relationship with Professional Education at the University of Utah and they trust the quality of the educa-

tion as well as the value we provide their students," said Ryan Ewer, Career Step vice president of academic partnerships. "When we showed them the updated pharmacy technician program, they said it exceeded their expectations. Their initiative to pay for employees to train with the program speaks to its quality, and we look forward to helping the students thrive as they prepare for their exciting new careers."

Career Step enhanced its pharmacy technician program earlier this year to meet the accreditation requirements of the American Society of Health-System Pharmacists. This involved adding 115 hours of new curriculum and a mandatory 200-hour externship. The course can be completed in as little as six months with full-time study. Students have up to 12 months to finish the program. Upon graduation, students receive a voucher to take the Pharmacy Technician Certification Exam.

The University of Utah is not alone in facing a shortage of qualified pharmacy technicians. According to reports from the U.S. Department of Labor's Bureau of Labor Statistics, the demand for pharmacy technicians is expected to grow by 9 percent from 2014 to 2024.

Although this tuition-paid partnership is exclusive to University of Utah employees, anyone can take the Career Step pharmacy technician course through the university's Professional Education department.

Japanese firm buys Woodside

Osaka, Japan-based Sekisui House Ltd. has acquired Woodside Homes, a homebuilder with headquarters in Salt Lake City and additional operations in Arizona, California and Nevada. Sekisui House, Japan's largest homebuilder and a leading diversified developer, will complete the transaction through one of its wholly owned U.S. subsidiaries. Woodside Homes is one of America's top 30 homebuilders, having built more than 40,000 homes across the nation.

The acquisition of Woodside Homes is part of Sekisui House's long-term growth strategy to diversify its business portfolio and create operating synergies within its other operating platforms, the firm said in a release.

"There is a natural alignment between our companies — both sharing the same philosophy of creating environmentally sound communities and fulfilling the housing industry's responsibility to future generations," said Isami Wada, chairman, representative director and CEO of Sekisui House. "Woodside Homes is an important growth platform for our North America homebuilding operations."

Joel Shine, CEO of Woodside Homes, said, "We're thrilled with the opportunity to join forces with Sekisui House. The acquisition provides the opportunity for us to continue to build homes with lasting value, integrity and quality while providing excellent service and earning the trust and respect of customers who seek the most from their homeownership experience."

Woodside Homes' company name, executive team and daily operations will remain the same, Shine said. Sekisui House will provide shared technologies and economic resources in support of Woodside Homes' growth. Both parties will exchange creative ideas and techniques to create value and address the many and varied needs of the individual homeowner and the broader homebuilding market.

Closing is scheduled to occur by the end of February. Terms were not disclosed.

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Vancouver co. buys Utah project

Power Metals Corp. of Vancouver, British Columbia, has acquired the Coyote Project, a petro-lithium brine mining property located in the Lisbon Valley area in the Paradox Basin, 40 miles southeast of Kanab. Seller MGX Minerals Inc. will receive 3.5 million shares of Power Metals stock and cash.

The project includes 150 placer mineral claims covering an area of 3,000 acres and includes lithium brine mineral rights adjoining the Lisbon Valley oil and gas field, where historic lithium brine content has been reported as high as 730 parts per million lithium, the company said in a release.

Johnathan More, CEO of Power Metals, said, "We are extremely excited to have been able to position the company in the Lisbon Valley as a starting point.

As we roll out our plan, we intend to deploy increased resources towards the building of a petro-lithium portfolio in the United States including but not limited to the acquisition of oil field assets, lithium brine, oil wells and associated infrastructure."

The Lisbon Valley oil and gas field is located in the salt anticline belt on the southwest edge of the Paradox Basin in San Juan County, an area known to produce lithium-rich brines. The region is home to the former Rio Algom uranium mill facility, an active copper mine operated by Lisbon Valley Mining Co. and a natural gas processing plant.

Power Metals has appointed Ron Bourgeois as project manager. Bourgeois has over 30 years of experience in executive management, particularly in the oil and gas industry.

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ACG slates its 14th annual Intermountain Growth Conference March 7 in SLC

The 2017 Association for Corporate Growth (ACG) Utah Intermountain Growth Conference will be held at the Salt Lake Marriott City Center on March 7, the organization has announced.

Geek Squad founder and former Best Buy CTO Robert Ste-

phens will keynote the lunch event, speaking about his experiences as an entrepreneur and lessons he has learned along the way. He will also offer insights on how to approach the new economy.

Attendees will also have the opportunity to participate in sem-

inars, panels and workshops, according to a release from ACG. These events will include topics such as "Mergers and Acquisitions," "Partnering with Private Equity" and "Creating and Maintaining Positive Work Cultures."

The business leaders con-

ducting these workshops include Geoffrey Loos of D.A. Davidson & Co., Craig Burson of H.I.G. Growth Partners, Michael Layman of TSG Consumer Partners, Greg Warnock of Mercato Partners, Dave Dandel of Evergreen Pacific Partners, Donald

Rands of Zions Bank, John Durdash of Mity Inc., Shane Jones of Backcountry Group, Mark McBride of Ivanti, Steve Mills of Uinta Brewing, Matthew Marsh of Sorenson Capital, Jeffery Nelson of Nelson Laboratories, Ben Peterson of BambooHR, Davis Smith of Cotopaxi and Bob Millerberg of Crest Financial.

Now in its 14th year, the Growth Conference connects private equity groups with middle market businesses and the intermediaries who work with them across the Intermountain West. More than 30 percent of the attendees represent the best and fastest-growing companies from the region, ACG said.

In addition to the conference, the DealSource Lounge and ACG Capital Connection will be featured. DealSource offers private equity groups and intermediaries active in the Intermountain region an opportunity to spend time interacting with deal-sourcing professionals. Capital Connection will be held during the cocktail reception and buffet dinner starting at 5 p.m.

Details about ACG Utah and the conference are available at www.acg-utah.com.

Big-D Construction restructures executive leadership

Big-D Construction of Salt Lake City has named Rob Moore as CEO, replacing Jack Livingston, who moved to become chairman of the board. The company said that the changes come in an effort to better facilitate the

continued growth and service capabilities of the firm.

With 46 years in the construction industry, including 41 years with Big-D, Moore will move from his former position as president and chief operating of-

ficer and will have responsibility for enterprise-wide leadership.

As part of the restructuring, Forrest McNabb has been promoted to president of the Mountain West Group from his former role as executive vice president. He will also continue his leadership role in Big-D's National Food and Beverage Group. McNabb has 35 years of experience, including 28 with Big-D.

"These three key leaders possess more than 100 years of combined experience," the company statement said. "Not only will their leadership enable Big-D to grow and expand, but their guidance will help Big-D remain rooted in the strong values that have been part of the company for 50 years."

Founded in 1967 in Ogden, Big-D now has eight regional offices, generating more than \$1 billion in annual revenue. The company was recently named one of *Engineering News-Record's* Top 100 Contractors in the nation and has been one of the publication's Top 400 Contractors for 27 consecutive years.

"We are excited for the growth and opportunities these strategic moves will provide as we expand our footprint throughout the nation and increase our brand awareness," said Moore.

In addition to its Salt Lake City headquarters, Big-D has operations in Ogden; Lindon; Park City; Pleasanton, California; Tempe, Arizona; Minneapolis, Minnesota; and Jackson Hole, Wyoming.

Oakwood opens 4 communities

Oakwood Homes, a Colorado-based private homebuilder with its Utah division headquartered in Murray, is opening four new residential communities in Utah including locations in Park City/Heber, Lehi, Herriman and West Valley City. The developments, with homes available starting in March, include single-family homes and a townhome community with prices ranging from the low \$200,000s to low \$500,000s.

"There's something for just about every home buyer," said Kelli Cunningham, vice president of sales for Oakwood Homes. "We're committed and confident in the new home market in Utah. Our experience and research shows us that we're on track with what our homeowners want."

In Lehi, Oakwood Homes

will be offering homes in a master planned community called Holbrook Farms, a 686-acre development near Thanksgiving Point. Oakwood will initially offer 86 home sites in the Carriage and Parkhouse home collections, with plans for future expansion.

In the Park City area, Oakwood is offering 18 home sites at Jordanelle Ridge, a new community halfway between Park City and Heber along Highway 40. Along the benches of Herriman is Oakwood's Parkhouse at Rosecrest Meadows, situated over 44 acres in the Rosecrest Master Planned Community.

In West Valley City, townhomes will soon be for sale at Villages at Westridge, located at 5400 S. 5600 W. near USANA Amphitheater and the Utah Olympic Oval.

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CORPORATE FINANCIAL REPORTS

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

Huntsman

Huntsman Corp., with corporate offices in Salt Lake City and Texas, reported net income of \$137 million, or 53 cents per share, for the quarter ended Dec. 31. That compares with \$9 million, or 2 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled nearly \$2.4 billion, up from \$2.3 billion in the year-earlier quarter.

For the full year 2016, the company reported net income of \$357 million, or \$1.36 per share. That compares with \$126 million, or 38 cents per share, for 2015.

Revenues in 2016 totaled \$9.66 billion, compared with \$10.3 billion in 2015.

Huntsman manufactures and markets chemicals. It has more than 100 manufacturing and research and development facilities in about 30 countries. It has about 15,000 employees.

“At the beginning of 2016, we announced our intent to generate more than \$350 million of free cash flow,” Peter R. Huntsman, president and chief executive officer, said in announcing the results. “We delivered a record \$686 million of free cash flow in 2016, including \$117 million during the fourth quarter. We used this cash, together with proceeds from the

sale of our European surfactants business, to repay \$560 million in debt, significantly strengthening our balance sheet.”

The company is working to separate its pigments and additive division business through a spin-off of Venator Materials Corp. Huntsman will retain a 40 percent economic interest in Venator.

Extra Space Storage

Extra Space Storage Inc., based in Salt Lake City, reported net income attributable to common stockholders of \$82.4 million, or 65 cents per share, for the fourth quarter ended Dec. 31. That compares with \$8.7 million, or 7 cents per share, for the same quarter a year earlier.

Funds from operations (FFO) attributable to common stockholders in the most recent quarter was \$134.4 million, or \$1 per share. That compares with \$50.7 million, or 38 cents per share, for the year-earlier quarter.

Total revenues in the most recent quarter were \$261 million, up from \$225.8 million in the year-earlier quarter.

For the full year 2016, net income attributable to common stockholders was \$366.1 million, or \$2.91 per share. That compares with \$189.5 million, or \$1.56 per share, for 2015.

FFO for 2016 was \$494.7 million, or \$3.70 per share. That compares with \$331.3 million, or \$2.58 per share, in 2015.

Revenues in 2016 totaled \$991.9 million, up from \$782.3 million in 2015.

Extra Space Storage is a self-administered and self-managed real estate investment trust. At year-end, it owned and/or operated 1,427 self-storage stores in 38 states; Washington, D.C.; and Puerto Rico. It is the second-largest owner and/or operator of self-storage stores in the United States and is the largest self-storage management company in the nation.

“2016 was another strong year for Extra Space,” Joseph D. Margolis, chief executive officer, said in announcing the results. “Same-store revenue and NOI (net operating income) growth for the year were among the highest in our history, and earnings and FFO per share increases were among the best of all public real estate companies.

“We continued to grow our national portfolio with over \$1 billion in acquisitions and the addition of over 60 third-party managed stores. Industry fundamentals continue to be sound, and while growth rates have moderated from all-time highs, we anticipate solid revenue, NOI and FFO growth in 2017.”

Holly Energy Partners

Holly Energy Partners LP, based in Dallas but with operations in Utah, reported net income of \$41.4 million, or 40 cents per share, for the fourth quarter ended Dec. 31. That compares with \$40.5 million, or 49 cents per share, for the 2015 fourth quarter.

Revenues in the quarter totaled \$112.5 million, up from \$97.3 million in the year-earlier quarter.

For the full year 2016, the company reported net income of \$158.2 million, or \$1.69 per share. That compares with \$137.2 million, or \$1.60 per share, in 2015.

Revenues in 2016 totaled \$402 million, up from \$358.9 million in 2015.

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

“We are pleased with our solid financial performance in the fourth quarter,” George Damiris, chief executive officer, said in announcing the results. “Our strong and stable cash generation allowed us to accelerate our year-over-year distribution growth and progress towards our 8 percent distribution growth target as we maintained our record of continuous quarterly distribution increases.”

As of Oct. 1, the company completed its acquisition of an atmospheric distillation tower, a fluid catalytic cracking unit and a polymerization unit at the HollyFrontier Woods Cross refinery, he said.

Nu Skin

Nu Skin Enterprises Inc., based in Provo, reported net income of \$38.2 million, or 69 cents per share, for the fourth quarter ended Dec. 31. That compares with \$35.8 million, or 62 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$531.3 million, down from \$572.2 million in the year-earlier quarter.

For the full year 2016, the company reported net income of \$143 million, or \$2.55 per share. That compares with \$133 million, or \$2.25 per share, in 2015.

Revenue in 2016 totaled \$2.21 billion, down from \$2.25 billion in 2015.

Nu Skin develops and dis-

tributes beauty and wellness products.

“The fourth quarter of 2016 showed a decline against 2015 due to approximately \$50 million of product launch revenue in the fourth quarter of 2015,” Truman Hunt, president and chief executive officer, said in announcing the results. “Revenue in the fourth quarter of 2016 was also negatively impacted by \$7 million of deferred revenue, primarily from a stronger-than-anticipated response to a promotion of ageLOC Me cartridges in China where orders outstripped our supply.”

Merit Medical

Merit Medical Systems Inc., based in South Jordan, reported net income of \$7.5 million, or 17 cents per share, for the fourth quarter ended Dec. 31. That compares with \$6.4 million, or 14 cents per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$157.7 million, up from \$138.4 million in the year-earlier quarter.

Net income for 2016 was \$20.1 million, or 45 cents per share. That compares with \$23.8 million, or 53 cents per share, for 2015.

Revenue in 2016 totaled \$603.8 million, up from \$542.1 million in 2015.

Merit Medical manufactures and markets proprietary disposable devices used in interventional, diagnostic and therapeutic procedures, particularly in cardiology, radiology and endoscopy. It has about 4,500 employees worldwide.

“We are pleased to complete Year Two of our three-year plan,” Fred P. Lampropoulos, chairman and chief executive officer, said in announcing the results. “With the introduction of a number of new products in the beginning of 2017, we look forward to continued growth accompanied by continued expansion of gross margins and profits.”

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OUTDOOR

from page 1

ket had an estimated \$27 million economic impact. Estimates for the show's first 20 years in Salt Lake City put the total economic impact at \$565 million, as well as producing \$52 million in city, county and state tax revenues.

Emerald Expositions produces the shows, and OIA is the events' title sponsor.

When, or if, the shows ever return is anyone's guess. On Feb. 6, when show organizers said they would seek proposals from other cities to host the shows after Salt Lake City's current contract expires after the summer show in 2018, OR said it "will maintain its current contract in Salt Lake City through summer 2018." But last week, OR said that "although we are contracted through 2018, we are considering all our options after Summer Market 2017."

Shows in 2018 and beyond likewise have been the subject of mixed signals. The Feb. 6 statement quoted Marisa Nicholson, OR show director, saying, "we aren't opposed to staying" in Salt Lake City, and Darrell Denny, executive vice president for Emerald Exposition's Sports Group, said that Salt Lake City "will be among candidates to continue to be the host city." But after meeting via conference call with Herbert, OR said it will not include Utah in the pending request for proposals process for future shows.

"Outdoor Retailer will not include the state of Utah in the RFP process for future show locations," OR reiterated last week. However, it also left open the idea of returning at some point. "If the governor of Utah were to change his position to be more in line with the outdoor industry's values, then perhaps we would be able to consider Utah as a location in the future," OR said.

That latter comment might ease some of the bitterness expressed by both sides after the Herbert conference call.

"Unfortunately, what we heard from Gov. Herbert was more of the same," OIA said in a statement after the call. "It is clear that the governor indeed has a different perspective on the protections of public lands from that of our members and the majority of Western state voters — both Republicans and Democrats — that's bad for our American heritage, and it's bad for our businesses. We are therefore continuing our search for a new home as soon as possible."

Paul Edwards, Herbert's deputy chief of staff, issued a statement calling the ban of Salt Lake City from bidding on future shows "offensive," adding that it reflects "a gross ingratitude to a community that has embraced the Outdoor Retailer show, subsidizing its success and expansion through direct investment — let alone extraordinary hospitality."

Edwards said the action "perpetuates the false narrative" that Utah is "somehow hostile" to public lands and that the Outdoor Industry Association's decision-making was based on a political agenda "rather than reason or merit."

Last week, Peter Corroon, Democrat Party chairman in Utah, and a few other Democrats were critical of the state's position and the loss of show's economic impact.

Lane Beattie, president and chief executive officer of the Salt Lake Chamber, took a more diplomatic posture, saying the chamber regrets the decision by OR to leave Utah for political reasons and calling for OR to "reconsider and give state leaders an opportunity to work more closely with them in our shared goal of protecting our lands."

"We have been great partners for more than 20 years," Beattie said. "Few can question the

mutually beneficial relationship we have had."

Meanwhile, an online petition effort — at <https://secure.everyaction.com/mzkN5R7C-mUGFhB7vfUO0Ww2> — also is seeking to retain the shows.

"Tell Gov. Herbert to eat humble pie for the sake of hundreds of Utah businesses, thousands of Utah clean jobs and to keep hundreds of millions of dollars in Utah," the petition page states. In the petition section, it urges Herbert to "tell the Outdoor Retailers that you are sorry about the 'don't protect Bears Ears' and 'anti-Grand Escalante' Resolution tirades. Governor, while there is time, tell the OR organizers and sponsors that the toothless Resolutions were a terrible mistake."

OR has acknowledged that finding a new trade show site could be challenging. Large conventions typically are booked years in advance.

"Though we may wish it different, this is far from a snap of the fingers thing to make happen," Nicholson said. "Convention centers and hotels are not sitting idle. In every instance at every potential venue, there are hurdles that have to be cleared and that simply cannot be done overnight." She estimated that the proposal process itself will take 60-90 days.

Where might OR land?

News reports indicate that officials in Colorado, Oregon and Montana are interested. OR said last week that there are "no forgone conclusions about our new location."

In Colorado, Gov. John Hickenlooper has said his state would be a good option, and Conservation Colorado has begun a campaign pushing OR to move to that state. The campaign began by buying ads in Salt Lake City daily newspapers that said Colorado has "stronger beer," "taller peaks," "higher recreation" and "we love our public lands." Another element will feature the organization "urging decision-makers in the outdoor industry to choose Colorado as the new location for the show based on the state's long record of investing in and protecting national parks, monuments, forests and other public lands," the organization said.

"There's no better place than Colorado when it comes to protection and stewardship of our public lands," said Pete May-smith, Conservation Colorado's executive director. "From embracing our newest national monuments, to being the first state to establish a holiday to celebrate our lands, to soundly defeating eight bills in our state legislature that would have turned our lands over to private interests, we fully recognize the myriad benefits that

public lands bring to our state and to the nation."

In announcing its move out of Utah, OR said that the outdoor recreation economy in Utah adds more than \$12 billion in direct spending, supports 122,000 jobs in the state that pay \$3.6 billion in salaries and wages, and contributes more than \$856 million in state and local tax revenue every year. "We believe these numbers and our values will be of great interest to other states in West," OIA's Amy Roberts said.

OR organizers were not alone in their belief that Utah's state and federal officials are taking a bad stance on Utah's federal lands, which they believe would be open to energy development and others uses if turned over to the state.

The Wilderness Society, a conservation organization, commended the outdoor recreation industry action "for making this important decision to stand by our nation's public lands and with the millions of Americans who recreate on them."

"The state of Utah's fervent opposition to protecting the Bears Ears area of Utah has just cost its economy \$45 million," said a statement from the Western Values Project. "Its leaders have brought the state to this point through their extreme anti-government positions on nationally held public lands."



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Industry Briefs

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

BANKING

• **Bank of Utah**, Ogden, has reached a milestone by exceeding \$1 billion in assets, and the company has unveiled a new brand. The bank, marking its 65th year, has used an evergreen tree for its logo for more than 30 years. The new brand features a brighter pine tree logo. Bank of Utah has evolved from 16 employees in 1952 to more than 300 bank representatives at 13 full-service branches, mortgage offices and trust offices throughout Utah. The bank will complete construction on a new building for its Roy branch in February and plans to open a new office in Bountiful in the second quarter.

• **Celtic Bank** has hired **Patrick Phillips** as a vice president of business development in the bank's SBA and Commercial Lending Department.



Patrick Phillips

Phillips will be based in New Mexico and will cover markets across all 50 states. Phillips has more than 18 years of experience in the financial services industry. His primary focus has been in SBA lending.

DIRECT SALES

• **Young Living Essential Oils**, Lehi, has appointed **Ben Riley** as executive vice president of global sales.



Ben Riley

He succeeds **Eddie Silcock**, who left the company. Riley joined Young Living in 2016 to oversee global sales and served as regional president of North America. He has more than 15 years of experience in the network marketing industry and sales, and he spent more than 10 years managing businesses internationally.

DIVIDENDS

• The board of directors of **Nu Skin Enterprises Inc.**, Provo, has increased the quarterly cash dividend to 36 cents. It previously was 35.5 cents per share. The dividend will be paid March 15 to stockholders of record Feb. 27. It is the company's 16th consecutive year of increasing its dividend.

• The board of directors of **Extra Space Storage Inc.**, Salt

Lake City, has declared a quarterly dividend of 78 cents on the company's common stock for the 2017 first quarter. The dividend is payable March 31 to stockholders of record March 15.

EXPANSIONS

• **DigiCert**, Lehi, has announced, in conjunction with its partner **Cybertrust Japan**, the expansion of DigiCert products, services and platforms to serve the Japanese enterprise security market. Cybertrust Japan will offer single-domain DigiCert SSL Plus and EV SSL Plus certificates as well as localized customer support and certificate management tools. Cybertrust Japan has been selling DigiCert multi-domain and wildcard SSL/TLS certificates since DigiCert acquired Verizon's Enterprise SSL business unit in 2015. As part of the growing partnership, Cybertrust Japan will operate a local Registration Authority (RA) to improve certificate issuance processes for in-market customers.

HEALTHCARE

• **ProLung**, a Salt Lake City-based predictive analytics and risk stratification company that has developed a test to identify cancerous and noncancerous lung nodules, has appointed **Dr. Robin L. Smith** to its board of directors. Smith serves as chairman of the board for MYnd Analytics, is a director of Rockwell Medical and serves as a director of Bioexcel Corp. She is chairman of the board of the Cura Foundation and Stem for Life Foundation. She also serves on the international board of Stanford Health and is vice president of the STOQ Foundation of the Vatican.

HOSPITALITY/FOOD SERVICE

• **Hyatt Centric Park City** has completed a \$6.3 million makeover of its 130 guestrooms and residences. The renovation includes interior finishes, as well as refreshed guestroom furnishings, linens, wall coverings, lighting and new technology features. **Clear on Black** was responsible for the interior design of the renovation.

LAW

• **Durham Jones & Pinegar** has expanded its Intellectual Prop-



Randall Bateman



Christopher Wight



Sarah Matthews



Tenley Schofield

erty group with the addition of four registered patent attorneys: **Randall B. Bateman**, **Christopher L. Wight**, **Sarah W. Matthews** and **Tenley H. Schofield**. They will practice in the Salt Lake City office at 111 Main. Bateman joins the firm as shareholder.

He specializes in the protection of intellectual property for local, national, and international clients. His experience includes complex litigation and prosecution of patent, trademark, and copyright matters. A particular focus of his practice involves patents on medical devices and shooting range/target technologies. Wight joins the firm as of counsel. His practice focuses on providing intellectual property legal services and strategic counseling for the life science and chemical industries, specifically in the chemical, pharmaceutical, biotechnology, medical diagnostic/personalized medicine and medical device fields. Wight has been affiliated with several nationally and internationally recognized law firms specializing in intellectual property matters. He also served as vice president and general counsel of Myriad Genetics and as director of intellectual property of Immunex Corp. prior to its acquisition by Amgen. Matthews also joins the firm as of counsel. She prepares and prosecutes patent applications, including those related to chemical arts and medical devices. Matthews also prepares opinions for clients regarding the patentability, validity and infringement of United States patents. She has worked on diverse intellectual property litigation issues, including patent infringement, trademark infringement, trade secrets and copyrights. Schofield joins the firm as an associate. She has extensive experience drafting, filing and prosecuting patent and trademark applications and in copyright and trademark enforcement and patent litigation. She brings significant technology experience in the biochemistry and computer science fields, including over six years of hands-on laboratory work with cytochrome P450 and eosinophils in plant, healthcare, genetics, enzymology and biomedical polymers labs. Schofield also previously worked at the U.S. Patent and Trademark Office as a patent examiner extern.

• **Scopelitis, Garvin, Light,**



Nathaniel Saylor

Hanson & Feary PC has announced the opening of its 13th U.S. office in Salt Lake City. Scopelitis partner and international transportation attorney **Nathaniel Saylor** will launch the firm's Utah presence. Scopelitis is a full-service law firm that serves the trucking, transportation and logistics industries. It was founded in Indiana in 1978 and now has attorneys in over 25 practice areas working to assist over 5,000 transportation-related companies around the world with their immediate and long-term legal and business needs. Saylor started as a clerk at Scopelitis in 2004. His practice includes licensing and commercial contract matters within all modes of transportation, including motor, air, ocean and rail.

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MANUFACTURING

• **Purple LLC**, Salt Lake City, has appointed **Wayne Moorehead** as chief brand officer. He has helped a variety of companies define, communicate and

activate their brands. His experience includes roles as chief marketing officer for a large natural supplement company, as well as CMO for an Inc. 500 company. He also led the brand strategy practice at a New York creative agency as well as a Salt Lake City-based agency. He has an MBA from the Marriott School of Business at Brigham Young University.

NONPROFITS

• The **Utah 1033 Foundation** has added **Edward M. Esber Jr.** to its board of directors and as chairman of the newly formed



Edward Esber

board of trustees. Esber is a personal computer industry pioneer with more than 40 years of experience working for IBM and Texas Instruments, and as CEO of Ashton Tate and COO of Creative Labs. Esber has served on the board of directors of more than 40 public, private and nonprofit boards and currently serves on the board of directors of Utah Capital Investment Corp. The foundation also announced that **Mona Steen**, co-founder and board of directors member, recently stepped down from her board role in order to take over operations as interim executive director. The foundation is a nonprofit organization established in 2011 to honor Utah's fallen law enforcement officers by providing immediate financial support to their families and presenting college scholarships to the children of active Utah law enforcement officers.

see BRIEFS next page

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Industry Briefs

from previous page

PHILANTHROPY

• The **Security Service Charitable Foundation** recently donated \$4,800 to **The Good Samaritan House** in downtown Salt Lake City. The money will be used toward the purchase of a meat slicer to aid in preparing more than 400 sack lunches each day. The foundation was incorporated in 2007 and is the charitable arm of Security Service Federal Credit Union.



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real estate coaching services as well as an analyst at Morgan Stanley.

• **KeyBank Real Estate Capital and Wasatch Advantage Group** recently held a ribbon-cutting ceremony for **Kimpton Square Apartments** in Midvale. The 97-unit seniors affordable housing development consists of units targeting low-income senior households earning 50 percent area median income or less. Five units are designated for homeless or near-homeless seniors, 10 units are accessible and designated for the physically handicapped and eight units are designated for veterans. **Irena Edwards** and **Jennifer Seamons** of Key's Community Development Lending & Investment group arranged a construction loan of \$12.5 million, \$11.6 million in equity and a perm loan in financing for the new construction of the property.

RECOGNITIONS

• The **Sandy Area Chamber of Commerce** recently presented its **2017 Peak Awards**. The **Small Business Woman of the Year**, presented to represent integrity and good business acumen, was awarded to **Farida Fox**, Woodbury Corp. The **Small Business Man of the Year**, presented to represent integrity and good business acumen, was awarded to **Sean Marchant**, U.S. Novelty & Party Supply. The **Small Business of the Year**, presented to a small business that has grown over the year and supported chamber events, was awarded to **Brick Oven**. The **Community Service Award**, recognizing generous support offered to the chamber and the community by a company, was awarded to **Make-A-Wish Foundation**. The **Clark**

and **Barbara Stringham Volunteer of the Year** award, given to an individual that has gone above and beyond by donating their time in the community, was awarded to **Kristina Clayson**, Costco Wholesale. The **Ambassador of the Year** award, given to a member of the Ambassador Committee who has shown exceptional dedication, was awarded to **Mark Van Wagenen**, Enterprise Holdings. The **President's Excellence of the Year** award, given


to an innovative company that has experienced large growth in the past year and made a difference in the chamber, was awarded to **Hale Centre Theatre**. The **Chairman's Distinguished Corporate Partner** award, given to a company that has shown exceptional support of the chamber and the business community, was awarded to **Real Salt Lake** and **Swire Coca-Cola**.

• The **Utah Academy of Family Physicians (UAFP)** recently presented the **Utah Family Medicine Physician of the Year Award** to **Dr. Gregory Gochnour**, a family physician in Ogden. The award recognizes a physician who provides his or her patients with compassionate, comprehensive and caring family medicine on a continuing basis; is directly and effectively involved in community affairs and activities that enhance the quality of his or her community; provides a credible role model, both professionally and personally, to their community, to other health professionals, and to residents and medical students; and effectively represents UAFP and the specialty


of family medicine by presenting a good public image and exemplifying the family physician's leadership role in improving the health of Utah.

• The **University of Utah Alumni Association** has recognized four people as "Distinguished Alumni" and one person as "Honorary Alumni." The association recognizes alumni and honorary alumni each year who have excelled professionally, served the local and national communities, and supported the university in its mission. The **2017 Distinguished Alumni** honorees are **Pamela Cipriano**, a longtime healthcare executive and leader in nursing who is currently president of the American Nurses Association, which represents the interests of the nation's 3.1 million registered nurses; **David Jorgensen**, a philanthropist and Silicon Valley high-tech entrepreneur who has supported more than 40 promising UofU engineering students with scholarships for up to five years of funding; **Miriah Meyer**, a young

see BRIEFS page 13




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REAL ESTATE

• **Coldwell Banker Commercial Advisors** has hired **Travis Yates** as vice president in the newly expanded Salt Lake City office at 111 Main. Yates



Travis Yates

was previously with Cushman Wakefield/Commerce. Previously, he was an investor, property manager and salesman of



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Calendar

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

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, 7:30 a.m.-noon

Utah County Real Estate Symposium. Event will include a discussion about economic stability and sustainable growth, hosted by the Utah Valley Chamber. Location is Utah Valley Convention Center, Grand Ballroom, 220 W. Center St., Provo. Free. Registration can be completed at Eventbrite.com.

Feb. 28, 8:30-9:30 a.m.

"Introduction to Project Skyline," a Salt Lake Chamber event. The chamber is partnering with Salt Lake City's sustainability division to assist business leaders and building managers in understanding and implementing energy-efficient business practices through Project Skyline. Location is the Salt Lake Chamber, 175 E. 400 S., Salt Lake City. Free. Details are at slchamber.com.

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 dis-

cuss "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 1, 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" event. Presenter is Mickey Adams Grames, recently retired as the programs manager for the Utah

Microenterprise Loan Fund. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$10. Details are at slchamber.com.

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

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location is SpudTaddos, 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.

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 westjordanchamber.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 p.m.

Founders Day Award Dinner, a University of Utah Alumni Association event recognizing alumni and honorary alumni who have excelled professionally, served the local and national communities, and supported the university in its mission. Honorees are Distinguished Alumni Pamela Cipriano, David Jorgensen, Miriah Meyer and Alan Sullivan; and Honorary Alumnus Bruce Bastian. Activities begin with reception at 6 p.m., followed by 7 p.m. dinner. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$135 (\$120 for alumni association members). Details are available by contacting Mary Thiriot at (801) 581-6995 or mary.thiriot@alumni.utah.edu.

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 6, noon-1:30 p.m.

Luncheon with the Ambassador of Austria, Wolfgang Waldner, a World Trade Center Utah event, in partnership with the Governor's Office of Economic Development and the Salt Lake Chamber. Open to the Utah business community and education leaders. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Registration is required and costs \$25. Registration deadline is March 1. Details are available by contacting Riley Greenwood at (801) 389-1494 or rgreenwood@wcutah.com.

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. Panel discussion topics are "M&A Update: Where We Are, and Where We're Going," "Partnering with Private Equity: Executives Discuss Ins and Outs" and "Creating and Maintaining a Culture of Accountability, Success and Continuous Improvement." Location is the Salt Lake Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$275 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 davischamberofcommerce.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.

Opinion

Outdoor Retailer's bullying tactics didn't - and shouldn't - work in Utah

A lot has been said in recent years about bullying. Kids have been taught how to react and resist. School districts have rushed to adopt anti-bullying policies. Fortune 500 companies have even addressed bullying in the workplace.

The Outdoor Industry Association (OIA) didn't get the message.

In recent weeks, the association has launched an all-out assault in an attempt to bully the state of Utah and its leaders into backing down from their positions in opposition to Pres. Obama's designation of 2,100 square miles in Southern Utah as a national monument, effectively closing down the area to any sort of economic development. Obama made the designation of the Bears Ears National Monument on Dec. 28.

The proverbial football in this case is the week-long, twice-a-year Outdoor Retailer trade show that has called Utah home for the past 20 years. Estimates place the economic impact of the event above \$40 million annually for Utah's businesses in the form of attendee expenditures and for its governments in the form of taxes. In a phone call to Gov. Gary Herbert, OIA threatened to pull the shows out of Utah unless he renounced his call for Pres.

Trump to rescind the Bears Ears designation. He wouldn't and OIA did, announcing it would move the show when its contract with Salt Lake City expires after next year's summer show. OIA added that Salt Lake City would be barred from bidding on the event in the future.

Maybe the outdoor industry folks should have directed some of their bullying tactics toward Pres. Obama. He waited until the last few days of his presidency to decide that Bears Ears was important enough to designate as a national monument. For the previous seven years and 11 months, it just wasn't that important. Why wasn't the now-urgent issue an issue at all for all that time? Sixteen Outdoor Retailer markets came and went in Salt Lake City during the Obama administration without a peep about Bears Ears.

Obama's last-minute edict, signed in the comfort of the Oval Office, 2,300 miles from a place he's never been, is reminiscent of Bill Clinton's similar Utah land grab.

In 1996, Clinton and Vice President Al Gore hauled an antique writing desk from D.C. to the South Rim of the Grand Canyon in Arizona, where Clinton designated 2,650 square miles of Utah as the Grand Staircase-Escalante National Monument. With no

announcement and in the absence of any Utah government officials, Clinton signed the proclamation without coming within 100 miles of the new monument, loaded up his props and flew back to Washington.

The actions of these two popular (outside of Utah) presidents reminds me of the playground bully who throws rocks at the girls playing hopscotch and then retreats to the safety of the classroom.

The pros and cons of creating national monuments is a discussion for another day. Suffice it to say that the majority of the stakeholders, including the Aneth and Oljato chapters of the Navajo Nation, whose members are direct descendants of the Native Americans who once called Bears Ears home, oppose the Bears Ears designation. Not one Utah elected official that represents the area — federal, state or local — supported Obama's action.

It wasn't until California-based clothing and outdoor gear merchant Patagonia started a boycott movement that the "get outta Utah" cry began. It wasn't long before a few other Outdoor Retailer show attendees jumped on the bandwagon and OIA and Emerald Expositions, the contracted owner of the semiannual convention, caved. They placed their call to Herbert and issued their ultimatum.

Like with all ultimata, the issuer has

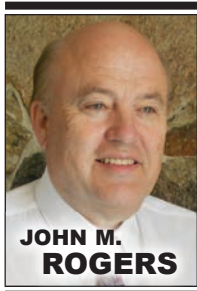
only two alternatives. Once Herbert refused to buckle, OIA was left with only one. Within hours, Amy Roberts, OIA executive director, issued a statement that said that while it will be challenging to find a new location, "we are in lockstep with the outdoor community and are working on finding our new home." This came just days after Roberts had said, "Salt Lake City has been an incredible home to Outdoor Retailer for the past 20 years and we aren't opposed to staying."

Emerald Expositions also announced it will not allow Utah to bid as a future site for the Interbike trade show, a premier show for the bicycling industry.

Little wonder that Emerald Expositions jumped on the "gotta go" train. The company that also owns 60 other shows in the tech, healthcare and military sectors has a lot to lose each time an exhibitor pulls out. Boycott ringleader Patagonia, for instance, forks out several hundred thousand dollars in booth fees to Emerald each time it shows up for the Outdoor Retailer show.

And, the timing couldn't be worse for OIA and Emerald. Having eliminated Salt Lake City from their list of potential host cities, they have all but thrown themselves on the mercy of bidding cities. The nature

see ROGERS next page



JOHN M. ROGERS

Saving \$3 million for retirement: What kind of commitment will it take?

How many of us will retire with \$1 million or more in savings? More of us ought to. In fact, more of us may need to, given inflation and the rising cost of health-care.

Sadly, few pre-retirees have accumulated that much. A 2015 Government Accountability Office analysis found that the average American aged 55-64 had just \$104,000 in retirement money. A 2016 GoBankingRates survey determined that only 13 percent of Americans had retirement savings of \$300,000 or more.

A \$100,000 or \$300,000 retirement fund might be acceptable if our retirements lasted less than a decade, as was the case for some of our parents. As many of us may live into our 80s and 90s, we may need \$1 million or more in savings to avoid financial despair in our old age.

The earlier you begin saving, the more you can take advantage of compound interest. A 25-year-old who directs \$405 a month into a tax-advantaged retirement account yielding an average of 7 percent annually will wind up with \$1 million at age 65.

Perhaps \$405 a month sounds like a lot to devote to this objective, but it only gets harder if you wait. At the same rate of return, a 30-year-old would need to contribute \$585 per month to the same retirement account to generate \$1 million by age 65.

The Census Bureau says that the median household income in this country is \$53,657. A 45-year-old couple earning

that much annually would need to hoard every cent they made for 19 years (and pay no income tax) to end up with \$1 million at age 64, absent of investments. So, investing may come to be an important part of your retirement plan.

What if you are over 40, what then? You still have a chance to retire with \$1 million or more, but you must make a bigger present-day financial commitment to that goal than someone younger.

Around \$1,317 per month in a tax-advantaged retirement account yielding 10 percent annually to have \$1 million in 20 years. If the account returns just 6 percent annually, then you would need to direct approximately \$2,164 a month into it.

What if you start trying to build that \$1 million retirement fund at age 50? If your retirement account earns a solid 10 percent per year, you would still need to put around \$2,413 a month into it; at a 6 percent yearly return, the target contribution becomes about \$3,439 a month.

This math may be startling, but it is also hard to argue with. If you are between age 55 and 65 and have about \$100,000 in retirement savings, you may be hard-pressed to adequately finance your future. There are three basic ways to respond to this dilemma:

- You can choose to live on Social Security, plus the principal and yield from your retirement fund, and risk running out of money within several years (or sooner).
- Alternately, you can cut your expenses

way down — share housing, share or forgo a car, etc., which could preserve more of your money.

• Or, you could try to work longer, giving your invested retirement savings a chance for additional growth, and explore ways to create new income streams.

How long will a million-dollar retirement fund last? If it is completely uninvested, you could draw down about \$35,000 a year from it for 28 years. The upside here is that your invested retirement assets could grow and compound notably during your "second act" to help offset the ongoing withdrawals. The downside is that you will

have to contend with inflation and, potentially, major healthcare expenses, which could reduce your savings faster than you anticipate.

So, while \$1 million may sound like a huge amount of money to amass for retirement, it really is not — certainly not for a retirement beginning 20 or 30 years from now. Having \$2 million or \$3 million on hand would be preferable.

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



Opinion

Attention, Elon Musk & Republicans: Calls for a carbon tax are misguided

There's a full-court press underway to convince Pres. Donald Trump that it would be a good idea to impose a carbon tax on the American people. He's hearing about it not only from well-connected businessmen such as Elon Musk but also from establishment Republicans. Let's hope he has the fortitude to resist their exhortations.

Musk's advocacy is easy to understand. In the same way he has benefited from other government policies in the past, he would be a major beneficiary of actions punishing fossil fuel consumption, through his electric car and solar power businesses. A carbon tax would be just another in a long line of government hand-outs for his companies.

The Republicans pushing a carbon tax, on the other hand, have different motives. They mean well but are misguided.

The primary group behind the effort, the Climate Leadership Council, claims

to consist of a "who's who of conservative elder statesmen." It comprises veterans of past Republican administrations, including former Secretary of State James Baker, former Treasury Secretary Hank Paulson and economist Greg Mankiw.

The members of the Climate Leadership Council want to replace many existing environmental regulations with a carbon tax, arguing that it would be more economically advantageous. This is a seductive but ultimately unconvincing argument for several reasons.

First, they are presenting an alternative to regulation where none need exist. The best answer to unnecessary and burdensome environmental regulations is to abolish them. Proposing to trade them for a carbon tax might make sense if Democrats were in charge. But under a unified Republican government, that approach is like deliberately taking a knee at the 1-yard line and

kicking a field goal instead of just walking into an unprotected end zone. Just take the easy score.

Second, the trade itself is an illusion. History has repeatedly shown that when new taxes are adopted in exchange for reducing the scope of government, we always get the tax increases and rarely see the promised returns. When they do arrive, they are short-lived. Put another way, there's little reason to expect that the next Democratic administration won't reinstate all the regulations supposedly traded for a carbon tax and then keep the tax.

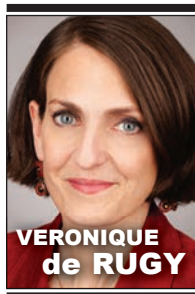
Finally, there's reason enough to be skeptical about the environmental claims. The debate over climate change is obviously complicated and extremely politically charged. Yet even if one agrees that the climate is changing, it's not unreasonable to question whether we should be basing policy on predictive climate models that have overestimated future temperatures for decades and are likely overly sensitive to changes in carbon dioxide.

Furthermore, if we accept the models, even the Environmental Protection Agency's estimates predict that entirely eliminating all U.S. carbon emissions — which would be completely impractical and detrimental to growth — would have less than a negligible impact on temperatures by the end of the century.

This is an important issue, and it is important to do it right rather than act based on knee-jerk reactions as is typically done in Washington. Unintended consequences, such as chasing high-carbon activity into markets with fewer controls, would most likely reduce the impact of a carbon tax even further. The intended consequence of raising the costs of energy on Americans would be bad enough, and it wouldn't be justified by the offered benefits. Let's hope President Trump can see through the arguments of these carbon-tax petitioners.

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

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VERONIQUE de RUGY

Don't confuse all the movement during Trump's first days with progress

Let's say you are a Trump voter, the kind we often hear about — an honest, hardworking American who put up with Donald Trump's unusual behavior because you wanted a president who would stop playing Washington's political games, bring a businessman's obsession with action and results and focus on the economy. How is that working out for you?

The first few weeks of the Trump administration have been an illustration of the writer Alfred Montapert's line, "Do not confuse motion with progress. A rocking horse keeps moving but does not make any progress." We are witnessing a rocking-horse presidency in which everyone is jerking back and forth furiously and yet there is no forward movement.

Since winning the election, Donald Trump has dominated the news nearly every day. He has picked fights with the media, making a series of bizarre, mostly false claims about the magnitude of his victory, the size of his inauguration crowd, the weather that day, the numbers of illegally cast ballots, among many others. He has had photo ops with everyone from Kanye West and Jack Ma to Shinzo Abe and Justin Trudeau. Now he is embroiled in a controversy about ties to Russia. But in the midst of it all, what has he actually done? Hardly anything.

A couple of weeks ago, Trump said at a news conference, "There has never been a presidency that's done so much in such a short period of time." Matthew Yglesias of Vox observes that at this point in his presidency, Pres. Obama had signed into law an almost-trillion-dollar stimulus bill to revive the economy, extended health insurance to 4 million children and made it easier to challenge unfair labor practices.

In their respective first 100 days in office, Bill Clinton had passed 24 bills;

John Kennedy, 26; Harry Truman, 55; and FDR, 76. (Despite having a Republican House and Senate, Trump does not seem likely to crack 10.) Yglesias notes that the Trump White House has not even begun serious discussions with Congress on major legislation. *The Washington Post* notes that of 696 key positions that require Senate confirmation, the president has yet to nominate 661 of them.

Trump has issued a series of executive orders with great fanfare (though fewer than Obama at this point). But they are mostly hot air — lofty proclamations that direct some agency to "review" a law, "report" back to him, "consider" some action or reaffirm some long-standing practice. His one order that did something, the temporary travel ban, was so poorly conceived and phrased that it got stuck in the court system and will have to be redone or abandoned. For a recent piece in *Politico* magazine, Zachary Karabell carefully analyzed all the executive orders and presidential proclamations and concluded, "So far, Trump has behaved exactly like he has throughout his previous career: He has generated intense attention and sold himself as a man of action while doing little other than promote an image of himself as someone who gets things done."

The historian Douglas Brinkley observed that Trump is a creature of reality television, for which the two cardinal rules are: Always keep the camera focused on you and always stay interesting. The president has certainly fulfilled that mandate. But what about the one he promised his voters? What about the plans to reindustrialize the Midwest, bring back jobs, revive the coal and steel industries? What, for that matter, of his explicit commitments that "on day one" he would begin "removing crimi-

nal illegal immigrants" and would "label China a currency manipulator," "push for a constitutional amendment to impose term limits on all members of Congress" and "get rid of gun-free zones in schools and ... military bases." All were promised. Almost nothing has been done.

There are two aspects to the Trump presidency. There is the freak show — the tweets, the wild claims, the fake facts, the fights with anyone who refuses to bow down to him (the media, judges), the ceaseless self-promotion. But then there is Trump the savvy businessman, who named intelligent heavyweights like Gary Cohn, Rex Tillerson and James Mattis to key positions and who has, at times, articulated a serious reform agenda. For many people, the bargain of the Trump presidency was that they would put up with the freak show in order to get tax reform, infrastructure projects and

deregulation. That may still happen, but for now at least, reality TV is in overdrive and not much is happening in the realm of serious policy.

That voter out in Ohio or Michigan might well wonder how picking fights with the media will bring jobs back to his region or how assaulting the judiciary will help create retraining programs for laid-off workers. But maybe Donald Trump, who freely admits to getting all his information from television, has a television view of the presidency. The point is to be seen to be doing things. The Romans said the way to keep people happy was to give them "bread and circus." So far all we have gotten is the circus.

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FAREED ZAKARIA

ROGERS

from previous page

of the business puts the organizers in a position of needing to sign a new host city immediately. The year remaining before the Salt Lake City contract runs out is an instant in the major convention industry — especially with shows the size of Outdoor Retailer, which literally fills every hotel room the Wasatch Front has to offer. That corner they've backed themselves into can't be very comfortable. And don't think for a moment that potential hosts like Denver don't understand the position of strength that they're now in.

OIA kind of panicked over the hysteria emanating from its members. Association officials now find themselves in an extremely weakened position going forward, looking for a place to hold their shows. As the results of a poll of OIA

members a few years ago showed, there just isn't a place that fills all the needs of both the summer and winter showcase of outdoor recreation products like Utah does.

The absence of Outdoor Retailer will hurt, no doubt about it. But, despite its mammoth size and twice-a-year appearance, it represents less than 1/2 of 1 percent of the visitor spending in the state. Creative minds in our tourism industry will fill the void in a hurry.

So, to quote my good friend LaVarr Webb on his website utahpolicy.com: "Goodbye. So long. Don't let the door smack you on the butt on your way out. I just hope you take your retail outlets and products with you. You wouldn't want to sell your stuff in such a backward, public lands-hating state."

Farewell, bullies.

John Rogers is the managing editor of *The Enterprise*.

CALENDAR

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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 10, 7:30-9 a.m.

Women in Business Networking, an Ogden/Weber Chamber of Commerce event. Speaker Cindee Jessop of First Priority Insurance will discuss "Smart Goals." Location is Ogden-Weber Chamber of Commerce, 2380 Washington Blvd., Suite 290, Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

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.intermountainsustainability-summit.com/.

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

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

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

March Chamber Luncheon, a Davis Chamber of Commerce

event. Speaker is Lane Beattie, president and chief executive officer of the Salt Lake Chamber. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$20 for members, \$25 for nonmembers. Details are at davischamberofcommerce.com.

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 16, 7-8 p.m.

Holladay Chamber Town Hall Meeting, with Mayor Rob Dahle and city council members. Location is Holladay City Hall, 4580 S. 2300 E., Holladay. Details are at holladaychamberofcommerce.org.

March 17, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Topic and speaker to be determined. 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 21, 11:30 a.m.-1 p.m.

WBF Luncheon, a Salt Lake Chamber Women's Business Forum (WBF) event. Speaker is Patricia W. Jones, chief executive officer of the Women's Leadership Institute. Location is 50 West Club & Café, 50 Broadway, Salt Lake City. 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 24, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Topic and speaker to be determined. 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 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.

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 thechamber.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 SpudTaddos, 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 14, 7:30-9 a.m.

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

April 14, 8 a.m.-3:30 p.m.

11th Annual Utah Economic Summit. Event features keynote presentations, breakout sessions and networking breaks. Morning keynote speaker is Gov. Gary Herbert. Lunch keynote speaker is Arthur C. Brooks, president of the American Enterprise Institute and bestselling author. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$175. Details are at https://utaheconomicssummit.com/.

BRIEFS

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computer scientist whose work focuses on the design of visualization systems that help researchers make sense of complex data; and **Alan Sullivan**, an attorney who obtained the largest jury verdict in Utah state courts and led in establishing ongoing private funding of pro bono legal services for Utah's most vulnerable citizens. The **Honorary Alumnus** is **Bruce Bastian**, co-founder of WordPerfect and a major philanthropist toward LGBTQ equality, who has long supported the UofU in areas from the arts to the humanities to the U hospital.

• **Health Catalyst**, Salt Lake City, has been awarded the **2017 Best in KLAS** ranking for **Business Intelligence & Analytics** in recognition of its ability to help turn raw data into clear insights that drive improved outcomes in patient care and bottom-line performance. The Best in KLAS designation is reserved for vendor solutions that lead the software and services market segments with the most significant operational and clinical impact on healthcare organizations. KLAS is a research firm dedicated to improving healthcare delivery.

• **DigiCert**, Lehi, earned the "Gold" for "Best Security Solutions for Healthcare" at the 13th annual **Info Security Product Guide's 2017 Global Excellence Awards** and its enterprise-grade certificate management platform, **CertCentral**, was selected as a finalist for **Best Security Solution** for the enterprise at the **2017 SC Awards**.

RESTAURANTS

• **Riverhorse Hospitality**, Park City, has opened **Riverhorse Provisions** in the Imperial Hotel, 221 Main St. Its cuisine includes breakfast, lunch and après ski menus, as well as a coffee shop, prepared food items for at-home cooking, and custom gift baskets.

RETAIL

• Retail development and management company **Vestar** has named **Edie Trott** as marketing director of **The Gateway**, Salt Lake City. Trott will be relocating from Vestar's Southern California flagship property, where she served as marketing director for The District at Tustin Legacy. Trott previously worked as public relations manager of South Coast Plaza.



Edie Trott

• **Valley Fair Mall**, West Valley City, has awarded its management contract to **Vestar**. The mall occupies 831,667 square feet and has 87 shops and restaurants.

Privately held Vestar acquires, develops and manages shopping and entertainment destinations. This is the company's second entry into the Salt Lake City market; it acquired The Gateway in downtown Salt Lake City last year.

SERVICES

• **VP Tax Inc.**, a San Francisco-based professional services firm, has opened an office in the Church & State building at 370 S. 300 E., Salt Lake City. The company's expertise spans a wide

variety of industries, with specific focus on tech, medical device and alternative energy companies. **Stephen Day**, principal at VP Tax, will lead operations for the new office. Day has more than 25 years' experience as a tax executive. Prior to VP Tax, Day held many leadership positions, including national tax partner at Ernst & Young and director at Deloitte Tax LLP.

TRANSPORTATION

• **Americold Logistics** has broken ground on a state-of-the-

art, temperature-controlled distribution center in Clearfield. The \$30 million project will add more than 50 jobs to the local economy.

• **SkyWest Airlines**, a subsidiary of St. George-based SkyWest Inc., has named **Bradley W. Blake** as vice president of the Operations Control Center (OCC). Blake's current managing director role is being elevated to vice president as the OCC plays an increasingly important role in SkyWest's overall operation and performance. Blake will continue to oversee the Sky-

West Operations Control Center, including its team of dispatchers, system controllers and operational quality team, and will be responsible for coordinating with each of SkyWest's operational departments to ensure the company's 1,800 daily flights operate safely as scheduled. Blake has nearly 20 years of SkyWest experience. He previously served as senior director-OCC at Spirit Airlines and has held numerous positions at SkyWest, including lead operations supervisor and manager of OCC/

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SOLAR

from page 1

lar industry, representing 2 percent of all new jobs. Solar jobs in the U.S. have increased at least 20 percent per year for the past four years. It said that over the next 12 months, employers surveyed expect to see total solar industry employment increase by 10 percent to 286,335 solar workers.

“With a near-tripling of solar jobs since 2010, the solar industry is an American success story that has created hundreds of thousands of well-paying jobs,” said Andrea Luecke, the foundation’s president and executive director.

“In 2016, we saw a dramatic increase in the solar workforce across the nation, thanks to a rapid decrease in the cost of solar panels and unprecedented consumer demand for solar installations. More than ever, it’s clear that solar energy is a low-cost, reliable, super-abundant American energy source that is driving economic growth, strengthening businesses, and making our cities smarter and more resilient.”

Solar job growth in 2016

took place in all job sectors, including a 26 percent growth in manufacturing companies to 38,121 jobs nationwide. Installation jobs increased by 14 percent to a total of 137,133. Project development jobs increased by 53 percent to 34,400, while sales and distribution jobs increased by 32 percent to 32,147.

Nine percent of solar workers nationwide are veterans, compared to 7 percent in the overall U.S. workforce. The report also found that the percentage of solar workers who are women increased from 24 percent in 2015 to 28 percent in 2016, the percentage of African-American solar workers increased from 5 percent to 7 percent, and the percentage of Latino/Hispanic solar workers increased from 11 percent to 17 percent.

The census, part of the U.S. Department of Energy’s “Energy and Employment Report” data collection effort, included more than 500,000 telephone calls and more than 60,000 emails to energy establishments in the U.S. between October and November 2016.

Details about the census are at SolarJobsCensus.org.

CALENDAR

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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.

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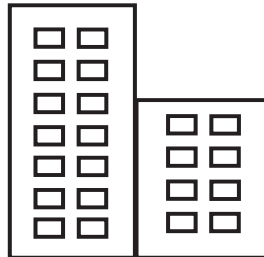
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