

OF NOTE



Reduction in (air) force

Boeing Co. handed out pink slips to hundreds of engineers and technical employees last Friday, the same day 305 such workers left voluntarily, having accepted an earlier buyout offer. The company cited declining orders for its fleet of jet airliners and the corresponding loss of revenue. Boeing is also working to trim overhead and supplier costs.

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Guv: Utah has had 'remarkable success,' still faces challenges

Brice Wallace
The Enterprise

Don't look for Gov. Gary Herbert in "The Happiest Place On Earth" anytime soon.

At the 11th annual Utah Economic Summit, Herbert cautioned that while Utah has had "remarkable economic success," it nonetheless faces several challenges, and Utahns need to avoid the urge to celebrate by "going to Disneyland."

"As we look to the challenges ahead, let's not lose sight or perspective," he told the crowd of about 1,000. "There are 49 other states in America that would love to

be in Utah's position. Over the past seven years, Utah has emerged from the Great Recession and become the best place in America for business. We are the gold standard that other states are seeking to emulate.

"The question for us is, where do we go from here? Utah is on top. We're No. 1. We've won the national championship. And some of us might be tempted to say, like the old commercial used to say, 'Well, hey, what are you going to do? ... Let's go to Disneyland!' I submit that while we are in first place and have won the national championship metaphorically, we should never

see SUMMIT pg. 15



The alkylation unit at the Chevron Salt Lake City oil refinery will be part of the equipment revamped as the company converts the facility to produce low-sulfur Tier 3 fuels. Chevron expects the reconfiguration to be complete by the end of 2019. Photo courtesy of Honeywell UOP

Chevron SLC refinery commits to Tier 3 conversion by end of 2019

John Rogers
The Enterprise

Utah legislators provided a carrot to local oil refineries to produce cleaner burning fuels with passage of SB197 during the recently completed session. Last week, Chevron announced that it was biting.

In an announcement from Mitra Kashanchi, manager of Chevron's Salt Lake City refinery operations, the company said it will reconfigure the facility to produce low-sulfur, Tier 3 fuel by the end of 2019. Tier 3 fuels are made to reduce tailpipe emissions from automobiles. Gov. Gary Herbert called the announcement a "red letter day" for Utah air quality.

Federal Tier 3 standards were passed into law in 2014 and not only prescribe standards for fuels, but also for automobiles. The Utah Clean Air Partnership (UCAIR) says that Tier 3 cars will start showing up on Utah roads as early as this year.

Chevron refines 53,000 barrels of crude oil daily into gasoline, jet fuel and diesel at its Utah facility. The company declined to disclose the cost of the upgrade, citing competitive factors. Tyler Krusich, Chevron manager of policy, government and public affairs, said the reconfiguration will be done during previously scheduled maintenance shutdowns over the next three years.

see CHEVRON pg. 15

Gasoline culprit again; CPI hike most in a year

Consumer prices along the Wasatch Front have taken their biggest jump in a year. The Zions Bank Wasatch Front Consumer Price Index (CPI) jumped nearly a full point in March and is now up 4.1 percent since this time last year. March's 0.9 percent month-to-month jump represents the largest increase since April 2016.

Transportation prices increased the most. The 3.1 percent hike was driven by vehicle and gasoline prices. Building on March's trend as seen in the CPI, April to-date has seen the highest national gasoline prices this year at \$2.41, which is just higher than Utah's average gasoline price of \$2.39.

The national Consumer Price Index rose 0.1 percent from February to March.

Medical care prices and food-at-home prices also contributed to the increase in the Wasatch Front Consumer Price Index in March. Medical care price increases were tied to higher prices for nonprescription drugs and medical care services. Food-at-home prices are one of the most volatile categories in the CPI and despite a 1.2 percent increase from February to March, prices have decreased 1.7 percent since this time last year. March's price increases are the result of higher prices for meat, poultry and beef, as well as produce items like tomatoes, bell peppers and pears.

"Utah's economy continues to demonstrate strength," said Scott Anderson, Zions Bank president and CEO. "As prices continue to rise at a steady, comfortable pace, local entrepreneurs will be able to grow their businesses and Utah's economy will continue to set the pace for the rest of the country."

The rise in Utah's overall CPI was also driven by higher prices in the following categories:

- Housing prices increased 0.4 percent as apartment rates and furniture prices rose.
- Utilities prices rose 1.0 percent as propane and garbage rates ticked upward.
- Utah's price increases were slightly offset by lower prices in the following sectors.
 - Food-away-from-home prices dropped 0.5 percent as prices for full-service meals fell.
 - Clothing prices ticked downward as women's apparel and jewelry prices dropped slightly.

"We've seen steady economic growth and price increases for several consecutive months, both on a state and a national level," said Randy Shumway, chairman and partner at Cicero Group, a Salt Lake City market research company that does the data collection and analysis for the CPI.



Ten years and counting, Utah's economic outlook tops nation

Utah has finished first again in a ranking of states' overall economic outlook — for the 10th consecutive year.

Utah also finished fourth — behind Texas, North Dakota and Washington — for economic performance in the recent American Legislative Exchange Council (ALEC) report, titled "Rich States, Poor States: ALEC-Laffer State Economic Competitiveness Index."

In announcing the rankings, the council described Utah as "a

free market powerhouse."

"For an unprecedented 10 years, since the very founding of 'Rich States, Poor States,' Utah has reigned as No. 1 in terms of economic outlook," said Jonathan Williams, ALEC chief economist and vice president of the ALEC Center for State Fiscal Reform. "This is largely due to the state's many responsible fiscal policies, including an efficient and lean state government, a low overall tax burden and the state's right-to-work status.

"In addition, the public sector pension reforms of 2010 have undoubtedly benefited Utah in the rankings. Congratulations to the Utah legislators who consistently show their dedication to protecting hard-earned taxpayer dollars and promoting a strong state economy."

Among the study's ranking criteria are top marginal personal income tax rate, top marginal corporate income tax rate, personal income tax progressivity, property tax burden, sales tax burden,

"remaining" tax burden, recently legislated tax changes, debt service as a share of tax revenue, the number of public employees per 10,000 population, a state liability system survey, state minimum wage, average worker compensation costs, tax expenditure limits, whether it is a right-to-work state and whether an estate/inheritance tax is levied.

Among states that improved their economic outlook during the past year are Delaware, up seven spots to No. 37, and West Virginia, up six spots to No. 31. Oklahoma saw its ranking fall six spots to 16th. Wisconsin, Mississippi and Alaska all fell five places.

The report is available at www.richstatespoorstates.org.

ALEC says state lawmakers have relied upon the annual report as a guide for measuring the economic competitiveness of their states since 2008. The publication is authored by Dr. Arthur B. Laffer, a member of Ronald Reagan's Economic Policy Advisory Board; Stephen Moore, distinguished visiting fellow at The Heritage Foundation; and Williams.

ALEC is a nonprofit association of state legislators dedicated to the principles of limited government, free markets and federalism. Nearly one quarter of all state legislators are members of ALEC and represent more than 60 million Americans. ALEC member companies range from small businesses to Fortune 500 companies.

Economist Jeff Thredgold dead at 66

Economist, speaker and author Jeff Thredgold, best known for his years as a consultant for Zions Bancorporation, has died. Thredgold, 66, passed away at his home in Farmington on April 15 of complications from Frontotemporal Degeneration, a neurological condition similar to ALS.

Thredgold was president of Thredgold Economic Associates and served as an economic consultant to Zions for 17 years, providing the bank and other affiliate banks with the monthly "Small Business Index", a quarterly economic report. He was known as an entertaining speaker with expertise in financial matters.



Jeff Thredgold

Thredgold's career as an economist spanned more than 40 years, including 23 years as senior vice president and chief economist for KeyCorp. He wrote a weekly economic and financial newsletter, called the *Tea Leaf*, for 37 years. He was the monthly economic columnist for an Asia-based business publication, *Business Issues*.

"Jeff Thredgold successfully brought the dismal science of economics to life," said Scott

Anderson, Zions Bank's president and CEO. "Over the years, hundreds of Zions Bank's business clients had the opportunity to hear his lively speeches that provided context and relevance to the financial markets and demographic trends. We are grateful to have known and worked with Jeff and reflect upon the impact he made on Utah's business community."

Thredgold authored several books, including *econAmerica*; *A Parent's Letter to My Children in School*; and *On the One Hand, The Economist's Joke Book*. He also served as an adjunct professor of finance at the University of Utah for 16 years and served as president of the National Association for Business Economics Utah Chapter. He is a former member of the Economic Advisory Committee of the American Bankers Association and the Economic Policy Committee of the U.S. Chamber of Commerce.

In 2002, Thredgold received the designation of Certified Speaking Professional from the International Federation for Professional Speakers and the National Speakers Association. Active as a professional speaker beginning in 1989, he logged more than 1,500 speaking engagements at conferences, conventions and other meetings throughout the country and internationally.

According to his wishes, Thredgold's brain will be donated to the University of Utah Hospital to support research of Frontotemporal Degeneration.

Chicago firm buys TradeWarrior

Layton-based TradeWarrior Software has been sold to Oranj, a wealth management software company based in Chicago. TradeWarrior is a developer and marketer of institutional-grade investment rebalancing and model management software for financial advisers. According to a release from Oranj, the merger will provide independent registered investment advisers, broker-dealers and enterprises with state-of-the-art rebalancing functionality on the Oranj digital advice platform.

Financial terms of the transaction were not disclosed.

TradeWarrior was founded in 2008 and employs about 30 at its Layton facility. The merger with Oranj allow the company to add employees, a statement from TradeWarrior said.

"TradeWarrior and Oranj were both started by former advisers who wanted to provide members of the industry with powerful, intuitive and user-friendly technology solutions to improve their ability to service clients and

optimize their businesses," said Damon Deru, founder and president of TradeWarrior. "We look forward to working with Oranj to bring our tax-efficient rebalancing software to a broader community of independent advisers."

"We continue to enhance our digital advice platform with additional functionality for advisers to deliver a customized wealth management experience, which helps them better serve clients and forge stronger connections with prospects," said David Lyon, CEO and founder of Oranj. "This acquisition enables us to offer advisers the unique combination of Oranj's user-friendly and modern front-office capabilities that enhance client interaction, and TradeWarrior's sophisticated back-office support that streamlines the implementation of investing strategies."

Deru will continue to lead the TradeWarrior business as president while Lyon will continue as CEO of Oranj and take on the CEO role for TradeWarrior.



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Need to start a small business?

Utah County has received a lot of attention in recent years for its business growth and stability. Amid all the hype, you rarely hear the name of Springville. But a new report from consumer finance website WalletHub named that town the third-best in America in 2017's "Best Small City to Start a Business" listing. Clearfield finished ninth in the ratings. WalletHub defines a small city as having a population between 25,000 and 100,000 residents. "City" refers to the city proper and excludes any surrounding metro area.

From a list of 1,200 small-sized cities across the U.S., Springville finished behind just Holland, Michigan, and Carbondale, Illinois, in the listing of business-friendly markets. East Chicago, Indiana; Jefferson City, Missouri; Wilson, North Carolina; Enid, Oklahoma; Rio Rancho, New Mexico; and Cheyenne, Wyoming; completed the Top 10.

To determine the most business-friendly small markets in the U.S., WalletHub's analysts compared the cities across 16 key metrics. The data set ranges from average growth in the number of small businesses to investor access to labor costs. Data was gathered from the U.S. Census Bureau, Bureau of Labor Statistics, Federal Deposit Insurance Corp. and other sources.

Sharifan named president of Wasatch I.T.

Wasatch I.T., a Murray-based provider of outsourced IT services for small and medium-sized businesses, has hired Bahar Sharifan as president.

Wasatch I.T. founder Spencer Ferguson has been filling the dual role of president and CEO and will remain with the company as its CEO, focusing on the organization's vision, strategy and operations excellence, while Sharifan will work to ensure the company executes its plans, the company said in a press statement.

"Bahar has an incredible energy coupled with experience," said Ferguson. "I look forward to the growth of our company as Bahar applies her leadership to our talented engineers and our great customers. I am also proud of the diversity that Bahar brings to our leadership team."

Sharifan earned a bachelor's degree from the University of Utah, an MBA from Westminster College and a law degree from Brigham Young University. Her professional career is highlighted by positions including assistant to the senior economic advisor under Gov. Jon M. Huntsman, finance director for U.S. Rep. Jason Chaffetz and director of membership services at the Cor-

porate Alliance. For the past four years, she has been practicing law.

Wasatch I.T. was founded in

2002 and has grown to become one of the top five outsourced IT companies in the state.

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UVEF names 2016 winners of Peak 100 and EPIC 100 awards

The Utah Venture Entrepreneur Forum, a nonprofit organization that recognizes entrepreneurs and helps them connect with mentors and capital, has named its 2016 winners of the 2016 Peak 100 and EPIC 100 awards.

The winners of the Peak 100 awards are Jeremy Andrus (Traeger Grills), Jana Francis (Steals.com), Rachel Nilsson (Rags to Raches), Susan Petersen (Freshly Picked), Nate Quigley (Chatbooks), Eric Rea (Podium), Aaron Skonnard (Pluralsight), Davis Smith (Cotopaxi), Ryan Smith (Qualtrics) and Kurt Workman (Owlet).

Traeger Grills, an innovator in wood-burning grill technology, took the top spot in the EPIC 100, followed by Sales Rabbit. Lucid Software, Cotopaxi, Jane.com, Chatbooks, EventBoard, Elearning Brothers, InsideSales and Owlet Baby Care.

Sponsored by Peak Ventures, the Peak 100 award recognizes Utah entrepreneurs that are inspiring and innovative, while the EPIC 100 award, sponsored by EPIC Ventures, recognizes outstanding Utah companies that are growing fast and creating industry.

"It's been amazing for Peak Ventures to be a part of the incredible growth and success in the Utah startup ecosystem," said

Jeff Burningham, founder and managing partner of Peak Capital Partners. "Utah is going to continue to become a dominant force in the tech space and we're excited to help fuel that."

"We had more votes this year than ever before — more than 15,000," said Chase Norton, chairman of the UVEF board. "This amount of engagement is a testament to the rapid development of Utah's tech scene."

"We love helping local companies grow and develop. The entrepreneurial spirit here in Utah is strong and it deserves to be celebrated," said Kent Madsen, managing director of EPIC Ventures.

Utah Venture Entrepreneur Forum, formerly Utah Valley Entrepreneurial Forum, is a nonprofit organization that has been serving Utah entrepreneurs for 25 years. It identifies and recognizes entrepreneurs and connects them with capital and mentors. The UVEF board is made up of volunteers with business, finance education and legal backgrounds.

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GOED names World Trade Center Utah state's international promotion partner

The Governor's Office of Economic Development (GOED) has contracted with World Trade Center Utah (WTC Utah) to oversee the state's international business promotion activities.

"This formal, contracted partnership will leverage WTC Utah's public-private partnerships for significant cost savings and increased efficiency in the state's international business efforts," said Val Hale, executive director of GOED. "World Trade Center Utah is a capable and trustworthy partner and we look forward to expanded global business opportunities for the state."

GOED will retain all government-to-government relations and formal diplomacy efforts through Franz Kolb, its director of diplomacy and protocol.

In addition to its current activities, WTC Utah will assume managing responsibility for trade missions, trade shows, international business education for urban and rural communities statewide and will play a key role in pursuing foreign direct investment (FDI). WTC Utah will also provide international market analyses and data measuring Utah's international activities.

"The mission of WTC Utah is to help companies find more customers, expand their markets and grow their business," said Derek B. Miller, president and CEO of WTC Utah. "The addition of trade missions, trade shows and FDI is a natural extension of our current services and will enhance our ability to help create jobs and expand Utah's economy. Our team is excited to lead the state's international business promotion efforts and help

realize the governor's vision to make Utah a premier global business destination."

WTC Utah has extensive experience with international business promotion. In 2016 the WTC Utah team consulted with more than 200 Utah businesses to help them successfully export. The WTC Utah team also partnered with GOED to help organize and lead three successful trade missions to Mexico, France and Canada.

These trade missions provided an avenue for more than 80 individuals to connect with international business opportunities and partnerships abroad. WTC Utah also plans many events to train and educate the business community.

The contract with WTC Utah will function similar to other partnerships that allow greater flexibility in securing and leveraging resources to further the state's

economic development efforts, said Miller.

The stated mission of WTC Utah is to help Utah companies think, act and succeed globally. WTC Utah accomplishes this mission through three key objectives. First is to motivate and educate Utah businesses to expand their global presence through training seminars, regional forums and newsletters focused on international business development,

trade issues and export opportunities. Second is to build capacity of Utah businesses for international trade through B2B consultations to identify expansion goals, assess current capabilities, determine overseas opportunities and connect companies with market experts and potential partners. Third is to expand the global network of Utah businesses through trade missions and networking with foreign trade officials.

SLC tops *Forbes* list of non-Silicon Valley tech hot spots

A recent story in *Forbes* magazine tabs the Salt Lake City area as the top spot in the nation outside of Silicon Valley as a center for technology development. Based on tech-related patent registrations, *Forbes* says the talent is not necessarily staying in Northern California.

"Instead of holding tight to top talent, however, Silicon Valley is spreading its seeds. Those floating away are planting themselves firmly in other metropolises," the *Forbes* article said.

The story continues, "Where are these fertile fields attracting tech entrepreneurs and teams? Here's a hint: They're not the places you might expect."

The story, under the byline of Falon Fatemi, then named Salt Lake City, Denver, Atlanta, Portland and Seattle as places with fast-growing tech populations, ranking Salt Lake City as No. 1.

It went on to say this about Utah's capital city:

"Once known primarily for its Mormon Tabernacle Choir and

fantastic vistas, Salt Lake City was recently ranked by *Entrepreneur* as the top startup destination outside of San Francisco or New York City.

"For those in the know, the ranking wasn't a big surprise. Three years ago, eBay took the lead by opening an enormous facility there. Venture capitalists have taken note, collectively offering hundreds of millions in seed money to Utah-based startups.

"Vaughn Aust, executive vice president of marketing and product at MarketStar, partially attributes his company's success to its relocation to Salt Lake City's suburbs. Aust points to the city's stable workforce, top-ranking tech universities, low cost of living, attractive climate, low crime rate and family-friendly atmosphere. Plus, he explained, Mormon missionaries often return to their Salt Lake City roots, bringing back multilingual abilities and phenomenal sales skills.

"At Domo, vice president of communications Julie Kehoe is just as passionate as Aust about the 'Silicon Slopes.' She appreci-

ates the business-friendly climate fostered through the region's cultural roots of self-sufficiency and industriousness."

Savage buys water transport co.

Savage Inland Marine LLC, a subsidiary of Savage Cos. of Midvale, has purchased the liquid bulk division assets of Settoon Towing LLC, a waterway transportation company based in Pierre Part, Louisiana. The purchase includes 35 towboats and 63 liquid tank barges with a total capacity of nearly 2 million barrels. The purchase does not include Settoon's gathering and storage business line.

The acquisition provides Savage with a scalable platform for building its marine business going forward, the company said in a release.

With the addition of these vessels, Savage's marine capabilities include the transport of a va-

riety of liquid products on the intracoastal and inland waterways, as well as barge fleeting, towing and dock services on the U.S. Gulf Coast. Mike Ellis, Settoon Towing's former president, had previously joined Savage to lead its Marine Solutions Group and more than 230 former Settoon employees have become Savage employees. Operations management will continue to be based out of a newly built, state-of-the-art operations and training center in Gibson, Louisiana, and at offices in Baton Rouge, Louisiana, and Bridge City, Texas.

Founded in 1946 as a single-truck company hauling cinder blocks to the Uintah Basin, Savage is a privately owned supply-chain solutions and industrial services company with more than 3,500 employees in over 240 operating locations throughout North America and internationally.

"Acquiring these strategic assets significantly accelerates our growth in the marine market and adds breadth and depth to the supply chain solutions we offer," said Kirk Aubry, Savage president and CEO. "We're pleased to welcome our new team members from Settoon and excited to have Mike Ellis and his team on board to lead our marine business. Their operational experience, industry expertise and customer relationships will help ensure a seamless transition."

"I'm excited about the opportunities Savage provides for our team and for our customers, who will all benefit from the marine and logistics services we offer," said Ellis.

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Business leader express trade concerns to Utah delegation

Members of Utah's congressional delegation met with 40 business leaders last week to discuss the importance of foreign trade to Utah's economy. At an event sponsored and hosted by World Trade Center Utah (WTC Utah), representatives Jason Chaffetz, Mia Love and Chris Stewart joined the business Reps. and Gov. Gary Herbert in the discussion.

"In Utah, international business is big business and a critical element of the state's robust economy," said Derek B. Miller, president and CEO of WTC Utah. "Yesterday's meeting connected Utah's economic drivers — its companies — with policy makers. This kind of collaboration is what makes the state's economy one of the strongest in the nation."

The business leaders in attendance represented both large and small companies. One technology entrepreneur talked about how he relied on export resources at WTC Utah and the U.S. Commercial Service when he was just getting his business started. He stressed the need to spread awareness of these services to all areas of the state.

According to a release from WTC Utah, attendees at the meeting, to which neither the public nor the press was invited, voiced concerns about the anti-trade and anti-immigration rhetoric in Washington, D.C. A representative from a Utah company stressed the importance of finding employees with the right skills ei-

ther through training or recruitment internationally. He said that a lack of skilled labor will reduce productivity and hinder economic growth. Another individual said that his company exports almost 90 percent of its products outside the U.S. and asked the congressional representatives to be aware of how other countries could respond to isolationist policies and trade barriers from the U.S.

The main sentiment shared at the event was a desire to continue to promote and grow Utah's international business efforts. One company's CEO asked the delegation to look for ways to propel the international economy forward, referencing ongoing efforts to research the viability of creating an inland port in Utah.

At the conclusion of the event, Miller expressed appreciation to the representatives for their engagement. He emphasized that Utah is fortunate to have House members who take time to listen to entrepreneurs, small-business owners and community leaders, and incorporate the messages into their policy decisions and lawmaking responsibilities in Congress.

In 2016, Utah exported \$12.1 billion worth of goods. More than 3,500 companies export from Utah. An estimated 85 percent of these companies are small- to medium-sized businesses. About 22 percent of all jobs in Utah are supported by international business, according to statistics for the state.

Nutraceutical acquires Zhou brand

Park City's Nutraceutical International Corp. has acquired substantially all the assets associated with the Zhou Nutrition brand from Branson Books LLC. Located in Kansas City, Missouri, Zhou sells 24 proprietary dietary supplement products on its own website and through other Internet retailers.


The purchase price was approximately \$19.7 million in cash, according to a release from Nutraceutical.



"We are excited to acquire a brand that is focused exclusively on the e-commerce and direct-to-consumer space," said Frank W. Gay II, chairman and chief executive officer of Nutraceutical. "The founders of Zhou Nutrition have created a set of amazing products and built a very strong consumer base through their expertise in e-commerce. We look

forward to working with them to continue to grow this exclusive e-commerce brand by introducing more supplement, personal care and healthy food products under the brand."


Nutraceutical is an integrated manufacturer, marketer, distributor and retailer of branded nutritional supplements and other products sold primarily to and through domestic health and natural food stores. Internationally, the company markets and distributes its products through distributors and retailers.

The company also owns neighborhood natural food markets that operate under the trade names The Real Food Company, Thom's Natural Foods, Cornucopia Community Market and Granola's. It also owns health food stores that operate under the trade name Fresh Vitamins.



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Industry Briefs

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BANKING

• **Zions Bancorporation**, Salt Lake City, has elected **Barbara A. Yastine** to its board of directors. Yastine has worked in the financial services industry for 30 years. She served as chair, president and chief executive officer of Ally Bank from 2011-15, following her work as chief administrative officer of Ally Financial where she had oversight for risk, compliance, information technology and legal. Prior to Ally, she held key roles at several financial services firms, including partner at Southgate Alternative Investments, chief financial officer of Credit Suisse First Boston, and in several roles at Primerica Corp. Yastine also serves on the boards of directors of Primerica Inc. and First Data Corp. and has served as a member and chair of the audit committee of each company.



Barbara Yastine

CONSTRUCTION

• **WSP/Parsons Brinckerhoff** has hired **Tim Rose** as a senior supervising transportation engineering in its Murray office. Rose will manage project staff in the transportation design/civil engineering group in the office. He will provide technical lead-



Tim Rose

ership in project management, program management and design on a wide range of transportation projects involving rural and urban streets and interstate highways. Rose joined the company after 28 years with the Utah Department of Transportation (UDOT), most recently serving as UDOT's project director for the I-15 "The Point" design-build project. Rose received a B.S. in civil engineering from the University of Utah.

• **Honnen Equipment** has promoted **Erin Bower** to director of human resources. Bower oversees all human resource initiatives for Honnen, including recruitment, compensation, benefits, training and employee relations. She started working at Honnen in 2010.



Erin Bower

FINANCE

• **Onset Financial**, South Jordan, has hired **Bruce Brandon** as a vice president of sales. Brandon has three decades of leasing experience. Prior to joining Onset, he served in vice president capacities, from publicly traded and private banks to rapidly expanding independent leasing firms.

HEALTHCARE

• **Health Catalyst**, Salt Lake City, has hired **Dr. Carolyn Wong Simpkins** as chief medical informatics officer and **Stanley Pestotnik** as vice president of patient safety products. Simpkins will lead the development of medical content for the company's next-generation suite of products and help shape machine learning algo-


rithms so they can best be used to influence important care decisions. Simpkins is a physician, health information executive and health system transformation leader. She previously was North American clinical director and global lead



Dr. Carolyn Wong Simpkins

for patient-centered outcomes at the *British Medical Journal* and served as founding medical director for the Barrier Islands Free Medical Clinic in South Carolina. Pestotnik is a clinical pharmacist and medical informaticist with more than 25 years' experience in health IT focused on patient safety and infectious diseases. He is the founding CEO of TheraDoc Inc. and was the director of the LDS Hospital Drug Surveillance and Safety Program for Intermountain Healthcare's Infectious Diseases Informatics Group.

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INVESTMENT

• **Qualtrics**, Provo, has closed on a \$180 million funding round at a \$2.5 billion valuation. The round was led by **Insight Venture Partners** and **Accel**, with participation from **Sequoia Capital**. Qualtrics also announced the appointment of **Murray Demo** to its board of directors and as chair of its audit committee. Demo is chief financial officer of Atlassian and previously was CFO for Adobe Systems and Dolby Laboratories.

• **Bevel Brands**, with funding from **Sachs Capital**, has made a \$15 million investment in **Squatty Potty LLC**, a St. George-based personal care company. Proceeds from the investment will be used primarily to provide liquidity to existing shareholders. Bevel's investment will provide it with an equity position and a seat on the Squatty Potty board. **Stifel** acted as the exclusive financial advisor

to Squatty Potty on the transaction, and **Jones Waldo LLP** served as legal counsel to the company. Founded in 2011, Squatty Potty LLC offers a product line consisting of toilet stools, sprays and other bathroom accessories.

PHILANTHROPY

• The **Utah Jazz** and several corporate partners teamed up to provide charitable donations of cash or services worth more than \$262,000 through outreach programs to schools and nonprofit organizations along the Wasatch Front during the current season. Through the team's player ticket donation program, **several Jazz players and executives** purchased \$115,920 worth of tickets to home games, enabling fans, who might not otherwise have the opportunity or resources, to attend a Jazz game. **CenturyLink** presented the **Utah STEM Action Center** with a \$10,000 donation to support STEM's efforts to promote the best educational practices in math and science studies that align with industry needs and support Utah's long-term economic prosperity. The Jazz and CenturyLink also continued to recognize K-12 students through the STEM Excellence Awards program. Six students were selected based on their excellence or significant improvement in science, technology, engineering or math and each received two tickets to a Jazz home game, a personalized jersey and on-court recognition at Vivint Smart Home Arena. **Cyprus Credit Union** pledged \$50 to the **Community Recreation Association** for every blocked shot registered by the Jazz. A donation of \$20,500 was given to the nonprofit organization for the purchase of sporting equipment. The Jazz and **Mountain America Credit Union's** "Pass It Along" program provided a total of \$25,000 to five local charitable organizations (\$5,000 each): **Edison Elementary**, **GiGi's Playhouse Layton**, **Head Start**, **Paiute Tribe of Utah Native Youth Program** and **RTI-Utah Wheelin' Wildcats**. For the eighth consecutive year, the Jazz and Mountain America Credit Union partnered with the **Huntsman Cancer Foundation** to help fight cancer. The credit union donated \$50 to the Huntsman Cancer Foundation for every three-point shot made by a Jazz player during the 2016-17 season. The foundation was presented with \$42,000. For every board the Jazz's top rebounder pulled down this season, **Safelite AutoGlass** pledged \$5 to the **Utah Food Bank** to help feed the hungry. A total of \$4,615 was donated.

The Utah Jazz and **Western Governors University** again teamed up to grant one year of free tuition, valued at \$6,000 each, to four students. **Your Local Ford Stores** donated \$50 to the **Utah Food Bank** for every successful dunk a Utah Jazz player made during the regular season, for a contribution of \$20,800.

• Customers at 43 **Associated Retail Operations** stores (**Macey's**, **Lin's**, **Dan's**, **Dick's Market** and **Fresh Market**) across Utah raised \$78,772 to help children and adults with muscular dystrophy, ALS and related life-threatening diseases that limit strength and mobility. The funds were raised during the 35th annual "MDA Shamrocks" program to benefit the **Muscular Dystrophy Association (MDA)**. Funds raised during the drive will be used to send children to MDA summer camp later this year.

• **Invisible Fence**, Salt Lake City, recently donated a pet oxygen mask kit to the **Uintah Fire Department**. The donation is part of Invisible Fence brand's "Project Breathe" program, which was established with the goal of equipping every fire station in America and Canada with pet oxygen masks used to give oxygen to pets that are suffering from smoke inhalation when they are rescued from fires. The brand has donated a total of more than 12,400 pet oxygen masks through the program.

REAL ESTATE

• **Coldwell Banker Commercial Advisors (CBC Advisors)** has hired **Frank Matheson** as senior vice president in the firm's downtown Salt Lake City office. Matheson has more than 30



Frank Matheson

see BRIEFS next page



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Industry Briefs

from previous page

years of experience working in the Salt Lake City commercial real estate industry and previously served as executive director of Cushman & Wakefield/Commerce.

RECOGNITIONS

• **Big-D Construction**, Salt Lake City, was the inaugural recipient of the “**ABC Champion of the Year**” honor presented recently by the **Utah Chapter of the Associated Builders and Contractors**.

• **Weber State University** has announced that two professors have been named its **2017 Brady Presidential Distinguished Professors**. **Stacy Palen** is a physics professor and director of the Ott Planetarium. **Michael Stevens** is chair of the Department of Business Administration. They will be recognized during WSU’s commencement April 28 at the Dee Events Center. The honor was established in 2006 as a way to recognize WSU faculty members who have demonstrated the highest quality teaching, scholarship, research and community service. Palen has been at WSU for nearly 15 years. Stevens has been at the university for nine years.


• **Rubi Life**, a startup developing a wearable fetal activity tracker, won first place and the \$40,000 grand prize at the **2017 Utah Entrepreneur Challenge**. The event featured the best collegiate entrepreneurs in Utah competing for \$100,000 in cash and prizes. The statewide business model competition is open to all university students in the state and is managed by the **Lassonde Entrepreneur Institute**, an interdisciplinary division of the David Eccles School of Business, and sponsored by **Zions Bank**. Other big winners included **Xlynk Surgical** with **Best Presentation** (\$5,000) and **Best Design** (\$2,000 in-kind), **Cedar Sports** with the online voting **People’s Choice Award** (\$2,500) and **Best Tabling Award** (\$1,000), **Portal Power** with **Best Speed Pitch** (\$1,000), and **Dentium Club** and **EMJ Medical** for **Emerging Entrepreneur Awards** (\$1,000).

• Utah’s top high school entrepreneurs won \$30,000 in cash and prizes at the **2017 High School Utah Entrepreneur Challenge** awards and showcase event at the University of Utah’s Lassonde Studios. The program is managed by the **Lassonde Entrepreneur Institute**, a division of the David Eccles School

of Business, and sponsored by **Zions Bank**. The competition received nearly 150 student business idea submissions from high school students throughout the state, with the top 24 teams advancing to the final round. Three teams won grand prize awards of \$5,000 each: **Straight-Shot** (Kearns High School), adaptive apparel/clothing company to provide ease in accessing areas to administer medications by injection, port, feeding tube or other ways; **Colo Clean** (Rowland Hall, Park City), an alternative colonoscopy preparation kit; and **Puzzle Panel** (Academy for Math, Engineering & Science, Salt Lake City), portable solar panels that would eventually be able to be sent to emergency sites and set up very quickly. The \$1,000 **People’s Choice Award** was earned by **Health For All** (Park City High School), for a line of clothing and accessories that use a type of subwoofer to be used for healing.

• **Penelope Lorenzana**, with LifeThyme Tool Co., earned first place in the second round of the **Sandy Area Chamber of Commerce’s Young Entrepreneurs Academy Shark Tank Investor Panel** for the Granite cohort. Thirteen businesses presented plans to a panel of eight judges, with \$12,500 disbursed to the winners. Second place went to **Graydon Gasik**, Flip2o, and finishing third was **Louis McCracken**, Write Out.

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RURAL UTAH

• The **Governor’s Office of Economic Development** (GOED) board, at its April meeting, endorsed a pair of Rural Fast Track grants. **Rollins Construction & Trucking LLC** of Beaver was endorsed for a \$50,000 grant to help the company buy an excavator. The \$285,857 project is expected to result in three

new full-time positions. **Crockett Gear**, based near Tremonton, was endorsed for a \$50,000 grant to help the company buy a static table cutting machine. The \$150,000 project is expected to result in the creation of at least one full-time position.

SERVICES

• **MOJO Marketplace**, a Salt Lake City-based Endurance International Group company, has launched a new brand identity in “a move to refine the brand and better align with MOJO’s current user base,” the company said. MOJO is also expanding its

professional services offerings to include design, development and digital marketing services provided by third-party contributors in response to growing market trends. The company recently relocated from Draper to downtown Salt Lake City. It now has 17,353 square feet of Class A space.

• **Stiry**, a video storytelling company, has opened a new corporate office at 415 N. Redwood Road, North Salt Lake. The 3,000-square-foot office features an open floor plan to encourage employee collaboration and to accommodate the company’s rapid growth.


TECHNOLOGY/LIFE SCIENCES

• **Pluralsight**, Farmington, has appointed **James Budge** as chief financial officer. Budge has more than 20 years of finance and operations experience in technology, cloud and enterprise software. He most recently served as CFO of Anaplan and, prior to that, was CFO and COO at both Genesys and TiVo.



James Budge

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Business Tech

There are multiple approaches to backup and disaster recovery planning

Most businesses know that having a good backup of their company data is critical. However, most small and medium businesses don't spend nearly enough energy doing strategic planning for disaster recovery. There are a lot of factors to consider to determine the best solution for your organization.



MIKE HERRINGTON

Many experts will tell you that the best place to start with disaster recovery (DR) is clearly identifying your company goals. DR plans can vary widely from a basic nightly backup to advanced systems that have ultimate redundancy and guarantee no downtime. Price tags and labor costs also vary with the complexity of the solution.

It's important for business owners to determine what the cost of downtime is for their organizations. These calculations are often overlooked. Business owners invest significantly in insurance to protect their businesses, but frequently do very little to protect vital business data. Knowing the cost of downtime is typically a great jumping-off point to determine what you want to invest in a DR solution.

Once you have a good idea of what downtime can potentially cost your organization, it's time to put a plan in place to mitigate that risk. This plan should include a detailed list of the potential threats you want to protect against. It should also include goals for your recovery time objective (RTO) and recovery point objective (RPO). RPO is the maximum amount of acceptable data loss in a disaster scenario. RTO is the maximum time that is acceptable for services to be disrupted. The plan should be practical, manageable and cost-effective.

Business owners have many options about how to manage their DR solutions. The two most common are in-house management by internal IT staff and partnering with a service provider. Each has a number of advantages and disadvantages.

One of the major advantages of managing DR in-house with your internal IT staff is

that you maintain complete control of your data and environment. You can easily maintain security compliance and ensure that your data is administered in accordance with company policy.

Another advantage of keeping DR processes in-house is that nobody knows your data and systems better than your own internal IT resources. With the correct skill set, they can ensure that systems are maintained and critical systems have a custom solution that gives you the redundancy and uptime you need.

There is also a fair amount of flexibility built into keeping DR solutions in-house. It allows you to easily modify the solution to suit the need as the network evolves. It also allows you to ensure the solution is a fit for your goals and that there is little or no waste.

There are also several disadvantages to managing DR internally. DR is a significant undertaking, and if properly managed, can take quite a bit of

time to administer. This can pull your IT staff away from important support activities and also from ROI generating projects. In addition to this, not all businesses have the needed resources to manage DR internally. DR requires a fairly advanced IT skill set.

Another drawback to internal DR is cost. There are significant labor costs to administer DR. There are also frequently large capital expenses to purchase the equipment, systems and software needed to build a functional DR solution. Most of these systems have ongoing support and maintenance costs once they are in place.

All too often, systems administrators with the best intentions in the world fail to have the time necessary to properly administer DR. This includes testing the solution, which can frequently be cumbersome at best. Since testing DR is frequently so difficult it fr goes undone by internal IT staff in favor of more pressing tasks.

Another option for busi-

ness owners is to partner with a service provider and outsource their DR needs. This also has its pluses and minuses, but is a good choice for most small and medium businesses.

The disadvantages of outsourcing this function really lie around making sure the provider completely understands the need and provides a solution that is appropriate for it. If business owners aren't clear about their expectations, they can sometimes end up with a solution that is larger than needed or that doesn't give them the functionality they are looking for.

There are numerous advantages to outsourcing DR activities. Cost savings is typically on the very top of the list for most companies. They can save on monthly management costs and allow in-house IT to focus on more strategic tasks. They can also frequently save large capital expenses by leveraging DR as a service offered by many providers.

This also takes the management burden off the IT staff. It ensures that backups will be

properly managed by technicians that have been trained on these specific systems. In-house IT staff can focus on giving excellent support and other strategic activities. Most providers include testing of the DR solution as part of the service, so outsourcing DR also eliminates that headache for system administrators.

Having a plan in place for disaster recovery is critical for businesses. According to Carbonite, an online backup service, "About 70 percent of business people have experienced (or will experience) data loss due to accidental deletion, disk or system failure, viruses, fire or some other disaster." Business owners should do strategic DR planning to ensure that they could be resilient in the face of an emergency. Outsourcing DR functions is a great fit for most SMB and can help them ensure they have the best solution at a price tag that is affordable for their business.

Mike Herrington is vice president of sales for i.t.NOW, where he consults with business owners on IT solutions and strategy.



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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.

April 25, 9 a.m.-2 p.m.

Job Fair. Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, 9750 S. 300 W., Sandy. Free. Pre-registration can be completed at jobfair.hirecloud.com.

April 25, 9-10 a.m.

"SBA 8(a) Program: Helping Small Businesses Secure Government Contracts," a U.S. Small Business Administration event. Location is 125 S. State St., Room 2227, Salt Lake City. Details are at <https://www.sba.gov/tools/events> or (801) 524-3226.

April 25, 10-10:30 a.m.

"Historically Underutilized Business Zones (HUBZones)," a U.S. Small Business Administration event. Location is 125 S. State St., Room 2227, Salt Lake City. Details are at <https://www.sba.gov/tools/events> or (801) 524-3226.

April 25, 11-11:45 a.m.

"Advantages of Service Disabled & Woman-Owned Small Business Set-Asides," a U.S. Small Business Administration event. Location is 125 S. State St., Room 2227, Salt Lake City. Details are at <https://www.sba.gov/tools/events> or (801) 524-3226.

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

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

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

VIP Luncheon, a Holladay Chamber of Commerce event for chamber members only. Speakers will be representatives from Ivory Homes and Holladay City Mayor Rob Dahle as a follow-up to the town hall held in March. Location is myBusinessBar, 4535 S. 2300 E., Holladay. Details are at holladaychamberofcommerce@gmail.com.

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

Women in Business Luncheon, a Sandy Area Chamber of Commerce event. Speaker is Bill Crim, president and chief executive officer of the United Way of Salt Lake. Location is

Savage Services Corp., 901 Legacy Center Way, Midvale. Details are at sandychamber.com.

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 25, noon-1 p.m.

Silicon Slopes Spring 2017 Entrepreneurship Lecture Series, presented by the Utah Valley University Entrepreneurship Institute and Silicon Slopes. Speaker Josh James, chief executive officer of Domo, will discuss "What It Takes to be an Entrepreneur." Location is New UVU Classroom Building, Room CB101A, Orem. Free. Details are at <https://nvite.com/eb/30564232442>.

April 26, 7:30-9 a.m.

UTC CFO Forum, a Utah Technology Council (UTC) event open only to UTC member CFOs, controllers and vice presidents of finance. Topic is "The Inside Scoop: What a Former Tax Commissioner Wants You to Know About R&D Tax Credits." Location is Ancestry, 1300 W. Traverse Parkway, Lehi. Details are at utahtech.org.

April 26, 11 a.m.-1 p.m.

"ChamberWest Presents" Luncheon, a ChamberWest event. Speaker Ben Hart, deputy director of the Governor's Office of Economic Development, will discuss "Workforce and Talent Solutions: Utah's Collaborative Approach." Location is Easton Salt Lake City Archery Center, 575 N. John Glenn Road, Salt Lake City. Cost is \$20 with RSVP, \$30 at the door. RSVPs can be completed at chamberwest.org or by calling (801) 977-8755.

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 Cloward, former director of the Northfront Business Resource Center, former president and CEO of Big-O Tires, and owner of Grease Monkey Quick Lubes and Car Wash. 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, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Brandon Burningham will present "Part Deux of Zombies in the Workplace." Location is Buca di Beppo, 935 Fort Union Blvd., Midvale. Cost is \$15 for members, \$20 for nonmembers. Details are at murraychamber.org.

April 27

DealForum, a Venture Capital.org event featuring initial investor presentations from startups looking to raise money. Main event is 3-5 p.m., followed by a reception 5-6 p.m. Location is Zions Bank, Founders Room, 1 St. Main St., Salt Lake City. Cost is \$20. RSVPs can be completed at bit.ly/DealForum1.

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

Third Annual Food-trepreneur 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, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is from the Boy Scouts of America. 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.

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 1, 8 a.m.-2 p.m.

SCORE Small Business Day and MBRC Expo. Event will feature training, business resources, lunch and more. Keynote speaker is Fred Lampropoulos of Merit Medical discussing how exporting helped his business thrive. Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, 9750 S. 300 West, Sandy. Details

are at saltlake.score.org.

May 2, 7:15-9 a.m.

Women's Business Breakfast, a Salt Lake Chamber Women's Business Center and WNG event with the theme "Developing Your Human Assets." Location is East India Café, 26 E St., Salt Lake City. Cost is \$20 for WNG/BWF members, \$25 for nonmembers, \$30 after 5 p.m. April 29. Details are at slchamber.com.

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

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

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.

May 3, 8 a.m.-4 p.m.

SBIR Road Tour, sponsored by the Small Business Administration (SBA) and USTAR's SBIR-STTR Assistance Center (SSAC). Event gives small technology firms, innovators, entrepreneurs and researchers the chance to meet one-on-one with federal program managers, hear panel discussions, learn about state resources, and more. Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, 9750 S. 300 West, Sandy. Details are available at [utahsbir-sttrcenter@utah.gov](mailto://utahsbir-sttrcenter@utah.gov).

May 3, 8:30-10 a.m.

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

May 3, 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.

May 4, 8 a.m.-5 p.m.

Utah Crowdfunding Summit 2017, produced by the Utah Small Business Development Centers and Salt Lake Community College's Miller Business Resource Center. Location is SLCC's Miller Campus, Karen Gail Miller Conference Room, 9750 S. 300 W., Sandy. Cost is \$59, \$79 for same-day registration, \$25 for non-SLCC students, \$10 for SLCC staff and students. Details are at <https://www.regonline.com/Register/Checkin.aspx?EventID=1873690>.

May 4, 8:30 a.m.-noon

Ambassador's Topgolf Tournament, a West Jordan Chamber of Commerce event. Location is Topgolf, 920 Jordan River Blvd., Midvale. Cost is \$75. Sponsorships are available. Details are at westjordanchamber.com.

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

Monthly Lunch Meeting, a Murray Area Chamber of Commerce event. Speaker is Mark Harrison, chief executive officer of Intermountain Medical Center. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Details are at murraychamber.org.

May 4, 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.

May 5, 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.

May 5, 8-10 a.m.

First Friday Face-To-Face, a Salt Lake County Business to Business Networking Group event. Location is Miller Free Enterprise Center, 9750 S. 300 W., Sandy. Registration can be completed at Eventbrite.com.

May 5, 8:45-11 a.m.

"Networking Without Limits," a Salt Lake Chamber

Calendar

from previous page

event. Jim Woodard of CCI Mechanical Services will discuss "Building Better Business Relationships." Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$15 for members, \$20 for nonmembers. Details are at slchamber.com.

May 5, 9-10 a.m.

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

May 8, 5:30-7:30 p.m.

Kickoff for the ElevateHER Challenge, a Women's Leadership Institute event. Speaker Denece Huftalin will share her insights and discuss how to empower women in the community. Location is The Falls Event Center at Trolley Square, 580 S. 600 E., Salt Lake City. Cost is \$75. Details are at slchamber.com.

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

Third Annual ElevateHER Challenge Luncheon, a Women's Leadership Institute event. Speaker Barbara Annis will discuss her research about gender intelligence and the difference between women's and men's brains. Location is Zions Bank Founder's Room, 1 S. Main St.,

18th floor, Salt Lake City. Cost is \$75. Details are at www.wliut.com.

May 10, 11:15 a.m.-1 p.m.

Connect 4 Luncheon, a Sandy Area Chamber of Commerce event. Activities include lunch and networking 11:15 a.m.-12:15 p.m., followed by golf lessons 12:15-1 p.m. (space is limited). Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Cost is \$15 for members, \$20 for nonmembers for lunch only; \$20 for members, \$25 for nonmembers for lunch and golf lessons. Details are at sandychamber.com.

May 9, noon-1:45 p.m.

UTC Annual Members Meeting, a Utah Technology Council event featuring a celebration of the triumphs of the past 12 months, forecasts of UTC's future, and presentation of peer awards for 2016 UTC participation. Location is Hilton Salt Lake City Center, 255 S. West Temple, Salt Lake City. Cost is \$65 for UTC members, \$95 for nonmembers. Details are at utahtech.org.

May 10, 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.

May 11, 7 a.m.-3 p.m.

Chamber Partner Golf Outing, an Ogden-Weber Chamber of Commerce event. Breakfast begins at 7 a.m., followed by 8 a.m. tee time and 1 p.m. lunch. Location is The Barn Golf Course, 305 W. Pleasant View Drive, Ogden. Reservation deadline is May 8. Details are at <http://bit.ly.OWCCgolf> or by contacting heather@ogdenweberchamber.com or (801) 621-8300 Ext. 109.

May 11, 9 a.m.-1 p.m.

"Utah: Water Is Your Business" Water Week Forum, a Salt Lake Chamber event. Third annual forum is an opportunity for business leaders to learn from local and national water experts about best management practices, new innovation and technology, and how businesses can get involved in creatively addressing our state's water challenges. Location is the Salt Lake Chamber, 175 E. University Blvd. (400 S.), Salt Lake City. Cost is \$25 before April 30, \$35 thereafter. Details are at <http://slchamber.com/waterisyourbusiness>.

May 11, 10 a.m.-2 p.m.

Annual Tradeshow & Luncheon, a Building Owners & Managers Association (BOMA) event featuring a gathering of building owners, managers and vendors and open only to property/facility managers, assis-

tant managers and chief engineers. Booth sales are underway. Location is South Towne Exposition Center, 9575 S. State St., Sandy. Registration deadline is April 28. Registration can be completed at www.bomautah.org.

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

May WIB Luncheon, a Davis Chamber of Commerce event. Speaker is Jane Ann Craig. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$15 for members, \$20 for walk-ins. Details are at davischamberofcommerce.com.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Tonya Hoopes of Hoopes Events will discuss "Event Planning 101." Location is Buca di Beppo, 935 Fort Union Blvd., Midvale. Cost is \$15 for members, \$20 for nonmembers. Details are at murraychamber.org.

May 12, 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.

May 12, 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.

May 12, 8:30 a.m.-4 p.m.

Utah Veteran Business Conference, a Utah Veteran Owned Business Coalition event with the theme "Connecting Veteran Entrepreneurs and Business Owners with the Resources They Need To Be Successful In the Marketplace." Event features keynote presentations, panel discussions, business presentations and networking sessions. Location is Salt Lake Community College's Larry H. Miller Campus, Karen Gail Miller Conference Room, 9750 S. 300 W., Sandy. Cost is \$30. Details are at slchamber.com.

May 15, noon-2 p.m.

Utah County International Business Forum, a World Trade Center Utah event. Forum will feature keynote remarks by WTC Utah president and CEO Derek

Miller, plus a panel of business owners and community leaders speaking on lessons learned from international expansion and discussion of high-impact opportunities in international markets. Location is Nu Skin Corporate Office, 75 W. Center St., Provo. Free, but registration is required. Registration can be completed at Eventbrite.com.

May 16, 8 a.m.-2:30 p.m.

"Key Utah Employment Rules," a Mountain States Employers Council (MSEC) event. Location is MSEC Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at msec.org.

May 16, 10:30 a.m.-2 p.m.

Utah Women's Summit, sponsored by the Sandy Area Chamber of Commerce, Vista Outdoor and CBRE. Keynote speaker is Kari Mirabel, "The Connection Coach." Location is Topgolf, 920 Jordan River Blvd., Midvale. Details are at <https://utahwomenssummit.com/>.

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

TechLunch, a Utah Technology Council (UTC) event. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Details are at utahtech.org.

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

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

May 16, 5-7 p.m.

Women's Business Forum Spring Mixer. Location is Kimi's Chop And Oyster House, 2155 S. Highland Drive, Salt Lake City. Cost is \$15 for members, \$20 for nonmembers. Details are at slchamber.com.

May 17, 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.

May 17, 3-4:30 p.m.

"Jump Start: Intro to Entrepreneurship," a Salt Lake Chamber seminar taught by Deb Bilbao, business consultant at the Women's Business Center (WBC). Event is designed for all entrepreneurs: those looking to go into business, early start-up

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CALENDAR

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stage or those looking to improve an existing business. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

May 18, 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.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Bob Dunn will discuss the Boys & Girls Club. Location is Buca di Beppo, 935 Fort Union Blvd., Midvale. Cost is \$15 for members, \$20 for nonmembers. Details are at murraychamber.org.

May 18, 5:30-7 p.m.

Business Boot Camp about "Content Marketing," a Cottonwood Heights event. Speaker Owen Fuller, president of Qzr, will explain how businesses can use interactive online content (like quizzes) to gather

data and connect to customers. Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Free. RSVPs can be completed by contacting pkinder@ch.utah.gov.

May 19

Third Annual "Crazy Pants" Golf Tournament, a Utah Safety Council event. Proceeds benefit the Utah Safety Council's Home & Community Programs. Location is Thanksgiving Point, 3003 Thanksgiving Way, Lehi. Cost is \$150 for members (\$500 per foursome). Sponsorships are available. Registration can be completed at utahsafetycouncil.org.

May 19, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker Marci Williams, director of the Murray Park Center, will discuss the programs and opportunities the center offers. 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.

May 22, 8 a.m.

Annual UMA Golf Tournament, a Utah Manufacturers Association event. Location is Stonebridge Golf Course, 4415 Links Drive, West

Valley City. Cost is \$130, \$500 for foursomes. Sponsorships are available. Details are at (801) 363-3885.

May 23, 8-9:30 a.m.

"A Champion to Me — Silent Hero Breakfast," a ChamberWest Women In Business event. Location is Granite Education Center, 2500 S. State St., Room D102. Cost is \$20 with RSVP, \$30 at the door. RSVPs can be completed at chamberwest.org or by calling (801) 977-8755.

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

Women in Business Luncheon, a Sandy Area Chamber of Commerce event. Speakers Denece Huftalin and Sydnee Dickson will discuss the state of education and how their focus impacts the future of workforce development. Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, 9750 S. 300 West, Sandy. Details are at sandychamber.com.

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

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

May 23, 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 Kordell Norton will discuss "Business Charisma." 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.

May 24, 8-9:30 a.m.

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

May 24, 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.

May 25, 8 a.m.-1 p.m.

29th Annual Employment Law Seminar, presented by Parson Behle & Latimer. Topics will include "ADA and FMLA," "Managing Intermittent Leave," "Mental Health and Substance Abuse," "Violence in the Workplace," "On-Duty vs. Off-

Duty Conduct," "Minimizing Risk in Hiring," "Non-Competes and Trade Secrets" and an immigration update. Location is Grand America Hotel. Registration can be completed at Eventbrite.com. Details are at http://www.parsonsbehle.com/emp-seminar.

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

Multi-Chamber Lunch, hosted by ChamberWest. Speaker is Greg Hughes, speaker of the Utah House of Representatives. Location is Jordan Valley Water Conservancy District, 8215 S. 1300 W., West Jordan. Cost is \$20 with RSVP, \$30 at the door. RSVPs can be completed at chamberwest.org or by calling (801) 977-8755.

May 25, 3-5 p.m.

UTC Public Policy Forum, a Utah Technology Council event. The forum meets regularly to discuss issues that affect the state and its tech industry. Location is UTC, 2755 E. Cottonwood Parkway, No. 500, Salt Lake City. Details are at utahtech.org.

May 25, 5-8 p.m.

Business After Hours, a Salt Lake Chamber event. Location is Publik Space, 975 S. West Temple, Salt Lake City. Cost is

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Opinion

Should the United States stop cooperating with - and financing - the OECD?

How would you feel if I told you that we taxpayers are spending millions of dollars every year to fund an army of bureaucrats who advocate higher taxes and bigger government around the globe? That's exactly what the United States does when it sends its contribution to the Organization for Economic Cooperation and Development.

Last year, as its single largest contributor, the United States sent \$77 million to the OECD. That's 21 percent of the Paris-based bureaucracy's \$370 million annual budget. Add to that amount several million dollars of additional expenses for special projects and the U.S. mission to the OECD. In theory, the OECD is a place "where the governments of 34 democracies with market economies work with each other, as well as with more than 70 non-member economies to promote economic growth, prosperity and sustainable development."

And to be fair, the OECD's website will occasionally publish papers laying out the theoretical benefits of economic growth and smaller-government policies. However, in practice, despite the OECD's reliance on American taxpayer funds, it persistently works against U.S. interests by arguing for

international tax cartels, the end of privacy, redistribution schemes and other big-government fantasies.

Take its campaign for tax harmonization, for example. It started as a way to shelter high-tax nations from bleeding more capital to lower-tax jurisdictions. You see, in the minds of OECD bureaucrats, high-tax nations are entitled to all they can extract from people and companies. This means that individuals shouldn't be allowed to legally shift economic activity to jurisdictions with better tax policies if such actions hinder the ability of big governments in Europe to feed their domestic fiscal beast. In other words, the OECD may recognize that competition is good in the private sector, but it wants cartelization policies to protect politicians.

With that in mind, in 2000, the OECD designated 41 nonmember countries and territories as "tax havens" guilty of supposedly unfair tax competition, simply for having lower tax rates and a healthy commitment to financial privacy. These countries were asked to promptly discontinue their "unfair practices" unless they wanted to face financial protectionism imposed by OECD member countries. The goal was to pressure low-tax countries into either increasing their

tax rates or becoming deputy tax collectors for high-tax European nations through automatic information-sharing schemes.

Helped by the European Union and the United Nations, the bureaucrats even started clamoring for the creation of something akin to an international tax organization, global taxes and more explicit forms of tax harmonization.

Unfortunately, after years of abuses and bullying, the statisticians have made tremendous progress. For instance, all targeted jurisdictions have agreed to sign tax information exchange agreements, hence weakening their human rights laws on financial privacy.

Though we're not the ones directly targeted, American taxpayers should care about the OECD's campaign for a few reasons. First, the United States is one of the biggest tax havens in the world and the Europeans are already pressuring us to comply with awful policies. Second, tax harmonization results in an overall higher-tax environment and a weaker global economy. Without the checks on political greed that competition affords, we inevitably suffer.

But that's not all. Now the OECD is targeting American corporations with excessive and expansive new reporting requirements, for the sole purpose of a massive tax grab. As David Burton of the Heritage

Foundation has reported, this also puts trade secrets unrelated to tax assessment into the hands of unscrupulous governments and makes proprietary data vulnerable to unauthorized access by third parties.

The Cato Institute's Dan Mitchell has spent years documenting the disingenuous and downright statist work by the OECD. Among other issues, he found that OECD bureaucrats have repeatedly tried to undermine efforts in several countries to eliminate government red ink while pushing for Keynesian spending binges. They also make unsubstantiated claims that, in Mitchell's words, "higher taxes would lead to more economic development or more public goods" and that "a nation isn't developed unless taxes consume at least 25 percent of GDP." I bet you didn't know that the United States isn't developed yet! Here's the best part: They make all these claims about the need for more taxes while earning tax-free and outside salaries subsidized by the United States.

For all these reasons, it's time for us to zero out this line in our budget. Let taxpayers in high-tax nations subsidize the OECD.

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

Trump Derangement Syndrome: Prez's policies aren't automatically wrong

I didn't really believe that there was such a thing as Trump Derangement Syndrome — hatred of Donald Trump so intense that it impairs people's judgment. It's not that I didn't notice the harsh, unyielding language against Donald Trump — I said a few tough things myself — but that throughout the campaign, Trump seemed to do things that justified it. Once elected, instead of calming down and acting presidential, he continued the stream of petty attacks, exaggerations and lies. His administration seemed marked by chaos and incompetence.

And then came the strike against Syria. On that issue, Trump appears to have listened carefully to his senior national security professionals, reversed his earlier positions, chosen a calibrated response and acted swiftly. I supported the strike and pointed out — in print and on air — that Trump was finally being presidential because the action "seems to reflect a belated recognition from Trump that he cannot simply put America first — that the president of the United States must act on behalf of broader interests and ideals."

On the whole, though, I was critical of Trump's larger Syria policy, describing it as "incoherent." My *Washington Post* column was titled, "One missile strike is not a strategy."

From the response on the left, you would have thought I had just endorsed Donald Trump for pope. Otherwise-

thoughtful columnists described my views as "nonsense" and a sign that the media has "bent over backward" to support Trump. (Really?)

One journalist declared on television, "If that guy could have sex with this cruise missile attack, I think he would do it." A gaggle of former Obama speechwriters discussed how my comments were perhaps "the stupidest" of any given on the subject.

White House speechwriters must have written the lines that Pres. Barack Obama spoke on Sept. 27, 2013, announcing the U.N. deal in which the Syrian regime agreed to give up its chemical weapons stockpile. "This binding resolution will ensure that the Assad regime must keep its commitments, or face consequences. We'll have to be vigilant about following through." (My emphasis.) In other words, the Trump administration watched a violation of Obama's 2013 deal and enforced it in precisely the manner that Obama had implied. Which is why virtually every major Obama foreign policy official — from Hillary Clinton to Thomas Donilon to Leon Panetta to David Petraeus — has supported the Trump administration's action, as did U.S. allies in the region and beyond.

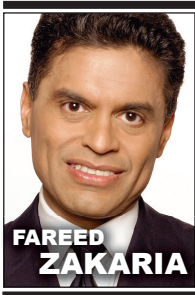
The strikes were discreet, measured, intended to convey a signal and yet at the same time were designed to ensure that the U.S. did not descend further into the Syrian civil war. In other words, they were very

Obama-like. Two senior Obama officials I spoke with told me that, were Obama still president, he would have likely ordered a strike that was similar if not identical in scope. Presumably, those former speechwriters would then have used different words to describe the same strikes.

Conservatives seem to understand Trump's about-face better than liberals. Many of Trump's strongest backers — from Ann Coulter to Michael Savage to Laura

Ingraham — are distraught by Trump's embrace of Obama-like policies. Andrew McCarthy wrote in *National Review*, "When it came to foreign policy, I was worried that the 2016 election would be a case of Clinton delivering the third Obama term. Instead, we have Trump giving us the third Clinton term."

see ZAKARIA next page



FAREED ZAKARIA



Opinion

How do you proceed when someone dies without a will?

Every day, people die “intestate.” In legalese, that means they died without a will. This opens the door for the courts to decide what happens with their estates.

When no valid will exists, state intestacy laws dictate how assets are distributed. These laws divide an estate evenly (or equitably) among heirs. Any assets held in joint tenancy go to the joint owner. Assets held in a trust transfer to the trust beneficiaries (with spouses getting a share of those assets in some states). Community property goes to a spouse or partner in community property states.

Simple, right? Unfortunately, the way assets transfer under these laws may not correspond to the wishes of the deceased person. Did the decedent want some of his or her estate to go to a charity or a person close to them? These laws will not allow that. State law will also decide who the executor of the estate is, since the decedent never named one.

If the deceased person designated beneficiaries for his or her retirement accounts and life insurance policy, those retirement accounts and insurance proceeds should transfer to those beneficiaries without dis-

pute, even when no will exists.

When life insurance policies and retirement accounts lack designated beneficiaries, then those assets are lumped into the decedent’s estate and subject to intestacy laws.



MARK LUND

Most people have specific ideas about who should inherit what from their estates. To articulate those ideas, they should write a will — or better yet, they should draft one with the help of an attorney. Anyone who cares about the destiny of his or her wealth should take this basic estate planning step.

For a last will and testament to be valid, it must meet three important tests: It must be created by a person of sound mind. It must express that person’s free will — that is, it cannot be written or drafted under coercion or duress. Lastly, it must be signed and dated in the presence of two or more unrelated people who stand to inherit nothing from that person’s estate.

Many wills are signed in the presence of notaries. Although, a will does not have to be notarized to be legally valid. Some wills are self-proving — they have an attached, notarized affidavit, which acknowledges that all three tests noted in the preceding

paragraph have been met. When this affidavit accompanies a will, there is no need to track down the parties who witnessed the signing and dating of the document years before.

A last will and testament should be formatted and printed using a computer and printer. At the very least, it should be typed. Handwritten wills may not pass muster in some probate courts.

ZAKARIA

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Liberals have to avoid Trump Derangement Syndrome. If Donald Trump pursues a policy, it cannot axiomatically be wrong, evil and dangerous. In my case, I have been pretty tough on Trump. I attacked almost every policy he proposed during the campaign. Just before the election, I called him a “cancer on American democracy” and urged voters to reject him. But they didn’t. He is now president. I believe that my job is to evaluate his policies impartially and explain why, in my view, they are wise or not.

Many of Trump’s campaign promises

When an individual dies intestate, the future of his or her estate is largely up to the courts. A basic, valid will stating his or her wishes may prevent that fate.

Mark K. Lund is the author of *The Effective Investor* and the founder and CEO of Stonecreek Wealth Advisors Inc. in Draper, where he helps people with their investments and retirement plans.

and policies are idiotic and unworkable. It was always likely that he would reverse them, as he has begun to do on several fronts. Those of us who opposed him face an important challenge. We have to ask ourselves, “Which would we rather see: Trump reversing himself or Trump relentlessly pursuing his campaign agenda?” The first option would be good for the country and the world, though it might save Trump from an ignominious fall. The second would be a disaster for all. It raises the quandary: Do we want what’s better for America or what’s worse for Donald Trump?

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

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CALENDAR

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\$7 for early-bird members, \$10 for members after May 18, \$15 for nonmembers. Details are at slchamber.com.

May 26, 8:30 a.m.-1:30 p.m.

Utah Hispanic Chamber of Commerce Convention & Expo, with the theme "Strengthening Our Business Voice to Expand the Economic Landscape." Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$55 for members, \$60 for nonmembers. Details are at www.uhccconvention.com.

May 31, 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.

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

Lunch Meeting, a Murray Area Chamber of Commerce

event. Speaker Dr. Noel Gardner of the Polizzi Clinic will discuss opioid misuse and how the clinic is helping patients overcome addiction. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Cost is \$20 prepaid, \$30 at the door. Details are at murraychamber.org.

June 1, 3-5 p.m.

UTC Public Policy Forum, a Utah Technology Council event. The forum meets regularly to discuss issues that affect the state and its tech industry. Location is UTC, 2755 E. Cottonwood Parkway, No. 500, Salt Lake City. Details are at utatech.org.

June 2, 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.

June 2, 8-10 a.m.

First Friday Face-To-Face, a Salt Lake County Business to Business Networking Group event. Location is Miller Free Enterprise Center, 9750 S. 300 W., Sandy. Registration can be completed at Eventbrite.com.

June 2, 9-10 a.m.

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

June 5

Chamber Champions Golf 2017, a Utah Valley Chamber event. Shotgun start at 8 a.m., lunch at 12:30 p.m. Location is Riverside Country Club, 2701 N. University Ave., Provo. Cost is \$450 for members, \$600 for nonmembers. Sponsorships are available. Details are at thechamber.org.

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks

Fun Center, 525 Deseret Drive, Kaysville. Free. Details are at davischamberofcommerce.com.

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

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

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

Annual Chamber VIP Luncheon, a Holladay Chamber of Commerce event including a question-and-answer session with University of Utah football coach Kyle Whittingham at 11:30 a.m., a tour of the student-athlete training facility at noon, and lunch in the student cafeteria at 12:45 p.m. Cost is \$25 for chamber members, \$30 for nonmembers. Details are at holladaychamberofcommerce.org.

org.

June 8, 9 a.m.-4 p.m.

Employment Law Update Conference, a Mountain States Employers Council event. Location is Radisson Hotel, 215 W. South Temple, Salt Lake City. Cost is \$169 for members, \$189 for nonmembers. Details are at msec.org.

June 8, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker is from AAA Utah. Location is Buca di Beppo, 935 Fort Union Blvd., Midvale. Cost is \$15 for members, \$20 for guests and visitors. Details are at murraychamber.org.

June 9

Sandy Chamber Golf Classic, a Sandy Area Chamber of Commerce event. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Details are at sandychamber.com.

see CALENDAR next page

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SUMMIT*from page 1*

for a second think that we've arrived at our destination."

Herbert said Utah's economic competition is "keen and it is getting keener."

"So let's leave a trip to Disneyland for some other day. We cannot afford to rest on our laurels. Let's be humble and grateful for the success that Utah's having, but let's also recognize that we have challenges ahead and what's truly important is not what we are today or where we are today, but where we want to be tomorrow."

Among the challenges are population growth that could complicate the state's efforts to improve air quality, result in more traffic congestion and put more students into the state's education system. The state also needs to address the needs of rural Utah, which Herbert said has some areas that are "dragging behind." He has issued a goal of creating 25,000 new jobs in rural Utah during the next four years.

Utah also faces the normal up-and-down economic cycles. "I'm here to submit to you today that if we work together, we can minimize any downtime and emphasize the opportunities that we have here," he said. "If we continue what we're doing — in spite of what may happen out of Washington, D.C. — I'm confident we can have a healthy, growing, expanding economy."

Utah, he said, has the nation's strongest economy, fourth-most-diverse economy, a growing technology sector, upward mobility that is "alive," the largest middle class in the nation, great quality of life, a great workforce growing in all sectors except state government, tremendous public lands that have seen visitation to its parks continue to grow, and received numerous accolades extolling the virtues of the state.

"I trust that you can see that in Utah, opportunity knocks a bit more often than in other parts of the country, and success really comes to those who are willing to open the door of opportunity and are prepared to work hard and apply themselves," Herbert said.

"No, business and investment success in Utah is not a guarantee, but the odds of being successful in starting a new business and increasing your bottom line and market share are demonstrably better in Utah than anywhere else. The reason Utah is such a good bet is simple: We have created a very fertile environment for the business entrepreneur to be willing to invest capital and then reap the rewards that come with creating success."

And that success leads to employees being able to live "the American Dream," and some will start their own businesses and cre-

ate jobs for others. "Thus the cycle continues," he said.

During the summit, Herbert unveiled the "Utah Business Promise." Spelled out on cards distributed to attendees, the promise's vision is that "Utah will lead the nation as the best performing economy and will be recognized as the premier global business environment and tourist destination." The promise, it says, is "a commitment to a business-friendly environment and high quality of life. These fundamental principles set Utah apart and serve as a foundation for our economic success."

"The ideas that stand behind this promise are not new, but the promise serves as a clear reaffirmation of our commitment to a business-friendly environment and a high quality of life in Utah," Herbert said.

He asked attendees to keep the cards with them and to alert him if the state is not doing what it should or if it could do things better.

"The Utah Business Promise says to businesses the world over that if you want to grow, improve your bottom line or expand your market share, it isn't just a nice idea to be in Utah," he said. "You, in fact, need to be in Utah."

The "business environment" elements of the Utah Business Promise are:

- Strong, diversified economy.

CHEVRON*from page 1*

In her release about the changes, Kashanchi quoted a Utah UCAIR statement that if every refiner sold only Tier 3 fuels in Utah, and if consumers upgraded cars and trucks to Tier 3 models, the pollutant reduction would be the equivalent of taking four out of every five cars off the road. "We live here and we work here and we want to have the best air quality possible," Kashanchi said.

SB197, passed overwhelmingly and signed by Herbert on March 25, established a tax exemption for the purchase or lease of machinery, operating repair or replacement parts or products and supplies used by refineries in the conversion to producing the cleaner-burning automotive fuels. As Herbert signed the bill, he commented that the legislation "warrants more fanfare."

Sen. Stuart Adams, R-Layton, sponsored SB197 and said lawmakers became convinced that a move toward Tier 3 fuel was critical for the state. "It's probably the most significant clean air bill I've seen in recent years," Stuart said. "We think it's good tax policy not to tax inputs, but we also think we have significant problems with our air quality."

The Wasatch Front in north-

ern Utah suffers with temperature inversions in the winter that trap particulate pollution in the valleys. According to research published by the Utah Department of Environmental Quality, tailpipe emissions are responsible for about 48 percent of that pollution.

When conversion to Tier 3 fuel and Tier 3 vehicle standards are in full swing and the aging fleet of cars are retired in the next decade, air quality regulators believe about 70 percent of those vehicle emissions will be eliminated.

Herbert said the Chevron move should be an example to other refineries. Tesoro announced last year that it would move its Woods Cross refinery toward Tier 3 fuel production.

Citing the significant investment Chevron made in its Salt Lake operation in the 1990s, Kashanchi's statement continued: "We have long partnered with many of you to help enrich educational opportunities in the state, provide basic human needs and to preserve and enhance Utah's environment and open spaces. We have heard from many of you about Tier 3 and hope this comes as welcome news. Moreover, we hope that you will help us spread our great news, whether when discussing us or through social media."

• Business-friendly environment that supports capitalism and free enterprise.

• Affordable, resilient and diverse energy sources.

• Competitive tax rates.

• Efficient and effective regulation.

• Strong entrepreneurial spirit.

• Accessibility to government decision makers in a transparent environment.

• Quality, educated workforce.

• More than 120 languages spoken by employees.

The "quality of life" elements of the promise are:

• Affordable housing and cost of living.

• Effective transportation infrastructure (such as major interstate freeways, Salt Lake City International Airport, rail lines and bus systems).

• Year-round outdoor recreation opportunities (such as five national parks, 43 state parks, world-class ski resorts, spectacular mountains and red rock adventures).

• World-renown arts and cultural events.

• Strong K-12 public education system and higher education featuring top-notch universities and colleges statewide.

• High quality and low cost of healthcare.


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CALENDAR*from previous page***June 9, 7:30-9 a.m.**

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

June 14

Connect 4 Lunch, Barbecue and Blood Drive, a Sandy Area Chamber of Commerce event. Blood drive is 9:30 a.m.-2:30 p.m. Lunch is 11:30 a.m.-1 p.m. Location is the chamber parking lot, 35 E. 9270 S., Sandy. Cost is \$15 for members and \$20 for nonmembers; \$10 for members and \$15 for nonmembers donating blood. Details are at sandydychamber.com.

June 15, 7 a.m.-4 p.m.

Murray Chamber Youth Scholarship Fund Golf Tournament, a Murray Area Chamber of Commerce event. Activities begin at 7 a.m. with registration, followed by an 8 a.m. shotgun start. Location is Murray Parkway Golf Course, 6345 Murray Parkway Ave., Murray. Details are at murraychamber.org.

June 15, 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.

June 19, 7 a.m.-2 p.m.

Classic Golf Tournament, a Salt Lake Chamber event. Location is Salt Lake Country Club, 2400 Country Club Drive, Salt Lake City. Cost is \$400. Sponsorships are available. Details are at slchamber.com.

June 19, 6:30 a.m.-2 p.m.

Annual Golf Tournament, a Davis Chamber of Commerce event with a 7:30 a.m. shotgun start. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Sponsorships are available. Details are at <http://davischamber.wpengine.com/wp-content/uploads/2016/04/2016GolfRegistration.pdf>.

June 20

2017 Education Golf Tournament, a Utah Mining Association event with registration at 7 a.m. and shotgun start at 8 a.m. Location is Stonebridge Golf Course, 4415 Links Drive, West Valley City. Cost is \$150. Registration deadline is June 12. Sponsorships are available. Details are available by contacting Marilyn Tuttle at (801) 364-1874 or mining@utahmining.org.

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

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

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

Multi-Chamber Women in Business Luncheon. Location is Club 90 SLC, 9065 S. Monroe St., Sandy. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at westjordanchamber.com.

June 21, 3-4:30 p.m.

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

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